

Pennsylvania Power Company

Energy Efficiency and Conservation Plan

Act 129 of 2008

Docket No. M-2009-2112956

Final Plan First Amended Plan

February 518, 2010

Table of Contents

1. OVERVIEW OF CURRENT APPROVED PLAN AND SUMMARY OF PROPOSED CHANGES.....	1
<i>1.1. Summary description of the currently approved plan.....</i>	<i>1</i>
<i>1.1.1. Summary of Proposed Changes to the Current Plan.....</i>	<i>5</i>
<i>1.2. Summary description of process used to develop the EE&C plan and key assumptions used in preparing the plan</i>	<i>32</i>
<i>1.3. Proposed modifications to summary tables of program savings goals, budget & cost-effectiveness (PUC Tables 1, 2 and 3) are shown highlighted and are located in Appendix G. ...</i>	<i>35</i>
<i>1.4. Summary of program implementation schedule over four year plan period</i>	<i>38</i>
<i>1.5. Summary description of the EDC implementation strategy to manage EE&C portfolios and engage customers and trade allies.</i>	<i>41</i>
<i>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.</i>	<i>41</i>
<i>1.7. Summary description of cost recovery mechanism</i>	<i>42</i>
2. Energy Efficiency Portfolio/Program Summary Tables and Charts	43
<i>2.1. Proposed modifications to Residential, Commercial/Industrial Small, Commercial/Industrial Large and Governmental/Non-profit Portfolio Summaries (PUC Table 4) are shown highlighted and are located in Appendix G.....</i>	<i>43</i>
<i>2.2. Proposed modifications to Plan data: Costs, Cost-effectiveness and Savings by program, sector and portfolio (PUC Tables 1-4) are shown highlighted and are located in Appendix G.</i>	<i>45</i>
<i>2.3. Proposed modifications to Budget and Parity Analysis (PUC Table 5) are shown highlighted and are located in Appendix G.</i>	<i>45</i>
3. Program Descriptions.....	46
<i>3.1. Discussion of criteria and process used for selection of programs:.....</i>	<i>46</i>
<i>3.2. Residential Sector (as defined by EDC Tariff) Programs - include formatted descriptions of each program organized under the following headings:.....</i>	<i>51</i>
<i>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.....</i>	<i>80</i>
<i>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.....</i>	<i>91</i>
<i>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</i>	

<i>residential programs. As well, provide and detail all plans for achieving compliance with 66 Pa. C.S. § 2806.1.</i>	106
4. Program Management and Implementation Strategies	109
4.1. <i>Overview of EDC Management and Implementation Strategies:</i>	109
4.2. <i>Executive Management Structure:</i>	113
4.3. <i>Conservation Service Providers (CSPs):</i>	118
5. Reporting and Tracking Systems	122
5.1. <i>Reporting:</i>	122
5.2. <i>Project Management Tracking Systems:</i>	122
6. Quality Assurance and Evaluation, Measurement and Verification	125
6.1 <i>Quality Assurance/Quality Control:</i>	125
6.2 <i>Describe any planned market and process evaluations and how results will be used to improve programs.</i>	127
6.3 <i>Describe strategy for coordinating with the statewide EE&C Plan Evaluator (nature and type of data will be provided in a separate Commission Order).</i>	127
7. Cost-Recovery Mechanism	129
7.1 <i>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.</i>	129
7.2 <i>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.</i>	129
7.3 <i>Provide data tables (see PUC Tables 6A, 6B and 6C).</i>	130
7.4 <i>Provide and describe tariffs and a Section 1307 cost recovery mechanism. Provide all calculations and supporting cost documentation.</i>	134
7.5 <i>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.</i>	135
8. Cost Effectiveness	136
8.1. <i>Explain and demonstrate how the proposed plan will be cost effective as defined by the Total Resource Cost Test (TRC) specified by the Commission.</i>	136
8.2. <i>Provide data tables (see Tables 7A thru 7E).</i>	137
9. Plan Compliance Information and Other Key Issues	143
9.1. <i>Plan Compliance Issues.</i>	143
9.2. <i>Other Key Issues:</i>	144

10.	List of Appendices.....	146
1.	OVERVIEW OF PLAN	1
1.1.	<i>Summary description of plan, plan objectives, and overall strategy to achieve energy efficiency and conservation goals.....</i>	<i>1</i>
1.2.	<i>Summary description of process used to develop the EE&C plan and key assumptions used in preparing the plan.....</i>	<i>2018</i>
1.3.	<i>Summary tables of program savings goals, budget & cost-effectiveness (PUC Tables 1, 2 and 3).....</i>	<i>2321</i>
1.4.	<i>Summary of program implementation schedule over four year plan period.....</i>	<i>2624</i>
1.5.	<i>Summary description of the EDC implementation strategy to manage EE&C portfolios and engage customers and trade allies.....</i>	<i>2927</i>
1.6.	<i>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.....</i>	<i>2927</i>
1.7.	<i>Summary description of cost recovery mechanism.....</i>	<i>3028</i>
2.	Energy Efficiency Portfolio/Program Summary Tables and Charts	3129
2.1.	<i>Residential, Commercial/Industrial Small, Commercial/Industrial Large and Governmental/Non-profit Portfolio Summaries (See PUC Table 4).....</i>	<i>3129</i>
2.2.	<i>Plan data: Costs, Cost-effectiveness and Savings by program, sector and portfolio.....</i>	<i>3331</i>
2.3.	<i>Budget and Parity Analysis.....</i>	<i>3331</i>
3.	Program Descriptions.....	3432
3.1.	<i>Discussion of criteria and process used for selection of programs:.....</i>	<i>3432</i>
3.2.	<i>Residential Sector (as defined by EDC Tariff) Programs – include formatted descriptions of each program organized under the following headings:.....</i>	<i>3937</i>
3.3.	<i>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.....</i>	<i>6663</i>
3.4.	<i>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.....</i>	<i>7772</i>
3.5.	<i>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.....</i>	<i>8782</i>
4.	Program Management and Implementation Strategies	9085
4.1.	<i>Overview of EDC Management and Implementation Strategies:.....</i>	<i>9085</i>
4.2.	<i>Executive Management Structure:.....</i>	<i>9489</i>

4.3. Conservation Service Providers (CSPs):.....	9994
5. Reporting and Tracking Systems	10398
5.1. Reporting:.....	10398
5.2. Project Management Tracking Systems:.....	10398
6. Quality Assurance and Evaluation, Measurement and Verification.....	106101
6.1 Quality Assurance/Quality Control:.....	106101
6.2 Describe any planned market and process evaluations and how results will be used to improve programs.....	108103
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).....	108103
7. Cost Recovery Mechanism.....	110105
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.	110105
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.....	110105
7.3 Provide data tables (see PUC Tables 6A, 6B and 6C).....	111106
7.4 Provide and describe tariffs and a Section 1307 cost recovery mechanism. Provide all calculations and supporting cost documentation.....	115110
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.....	116111
8. Cost Effectiveness.....	117112
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.	117112
8.2 Provide data tables (see Tables 7A thru 7E).	118113
9. Plan Compliance Information and Other Key Issues.....	124119
9.1. Plan Compliance Issues.....	124119
9.2. Other Key Issues:.....	125120
10. List of Appendices.....	127122

LIST OF TABLES

Penn Power Table 1: FirstEnergy Energy Savings Targets per Act 129	3
Penn Power Table 2: FirstEnergy Peak Load Reduction Targets per Act 129	4
Penn Power Table 3: FirstEnergy Goals and Spending Caps per Act 129	4
Penn Power Table 4a: Penn Power EE&C Programs - Residential	17
Penn Power Table 4b: Penn Power EE&C Programs – Commercial & Industrial	19
Penn Power Table 4c: Penn Power EE&C Programs – Governmental & Institutional	20
Penn Power Table 5: Penn Power EE&C Program Rebate Schedule	21
Penn Power Table 6 – Allowable EE&C Revenue Calculation	129
.....	141
Penn Power Table 1: FirstEnergy Energy Savings Targets per Act 129	3
Penn Power Table 2: FirstEnergy Peak Load Reduction Targets per Act 129	4
Penn Power Table 3: FirstEnergy Goals and Spending Caps per Act 129	4
Penn Power Table 4a: Penn Power EE&C Programs - Residential	4
Penn Power Table 4b: Penn Power EE&C Programs – Commercial & Industrial	76
Penn Power Table 4c: Penn Power EE&C Programs – Governmental & Institutional	87
Penn Power Table 5: Penn Power EE&C Program Rebate Schedule	98
PUC Table 1: Portfolio Summary of Lifetime Costs and Benefits	2321
PUC Table 2: Summary of Portfolio Energy and Demand Savings	2422
PUC Table 3: Summary of Portfolio Costs	2523
PUC Table 4: Program Summaries	3129
PUC Table 5: Budget and Parity Analysis	3331
Penn Power Table 6 – Allowable EE&C Revenue Calculation	110105
PUC Table 6A: Portfolio-Specific Assignment of EE&C Costs 1	112107
Table 6B: Allocation of Common Costs to Applicable Customer Sector	114109
Table 6C: Summary of Portfolio EE&C Costs	115110
PUC Table 7A: TRC Benefits Table – Residential	119114
PUC Table 7B: TRC Benefits Table – Residential Low Income	120115
PUC Table 7C: TRC Benefits Table – Commercial/Industrial Small	121116
PUC Table 7D: TRC Benefits Table – Commercial/Industrial Large	122117
PUC Table 7E: TRC Benefits Table – Governmental/Non Profit	122117
PUC Table 7E: TRC Benefits Table – Governmental/Non Profit	123118

TABLE OF FIGURES

Figure 1: FirstEnergy EE&C Plan Development Process	33
Figure 2: Penn Power EE&C Plan Proposed Timeline	40
Figure 3: Residential Sector Process	48
Figure 4: Non-Residential Sector Process	48
Figure 5: Model Process Diagram	50
Figure 6: Organization Chart	90
Figure 7: High Level Overview of M&V	117

1. OVERVIEW OF CURRENT APPROVED PLAN AND SUMMARY OF PROPOSED CHANGES

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

FirstEnergy Corp. (“FirstEnergy”) has coordinated energy efficiency and conservation (“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”) (collectively “Companies”), to achieve cost efficiencies and offer a consistent set of EE&C programs to customers served by these three companies. In accordance with Act 129 of 2008¹ (“Act 129”), 66 Pa. C.S. §2806.1 et seq., Met-Ed, Penelec and Penn Power each submitted on July 1, 2009 an initial several iterations of their 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”). On December 2, 2009, the last each of the Companies submitted a Modified EE&C Plan (“Modified Plan”). This Final Plan incorporates the revisions made which was approved by the Company in the Revised Plan and the Modified Plan, as well as the various directives set forth in the Commission’s Opinion and Order entered October 28, 2009 (“Order”) and January 28, Pennsylvania Public Utility Commission (“Commission”) on February 26, 2010 (“Current Plan Updated Order”),² addressing the Companies Modified Plans.³

The Revised Plan included Current Plan includes 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. The revisions were 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 increased its program focus and budgets for the Low Income Customer segment. Other parties discussed the need to intensify the focus on a more comprehensive Evaluation Measurement and Verification (“EM&V”) process. Both suggestions were incorporated into the Revised Plan, with additional low income programs and measures included and an increase in evaluation, measurement and verification (“EM&V”) funding more in line with national averages for such activities reflected in the Revised Plan.

Penn Power has prepared this Final EE&C Plan (“Plan”) that incorporates Consistent with the Commission’s Orders affecting the Current Plan, the Companies have incorporated the following revisions consistent with the Commission’s Order and Updated Order⁴ concepts into that plan:

- It attempts to develop greater statewide consistency with programs;
- It continues stakeholder meetings;
- It continues developing program evaluation processes and procedures;

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 Opinion and Order (Feb. 26, 2010). See also Opinion and Order (Oct. 28, 2009), Opinion and Order (Jan. 28, 2010).

³ 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.

⁴ The only changes reflected in this Final Plan are those required by the Updated Order.

- It tracks consumer education costs for appropriate allocation;
- 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 for Met-Ed and Penelec into the applicable PJM RPM auctions; this provision will apply to Penn Power when Penn Power joins PJM;
- 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, non-profit, and street lighting customer classes;
- It collects approved EE&C costs through a separate line item on customers' bills for commercial and industrial (but not residential, non-profit, and street lighting) customer classes;
- It removes from page 86 the reference to contingency funds⁵ as required by the Updated Order;
- It removes the requests for retroactivity to July 1, 2009 for certain programs⁶;
- 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 tracks data regarding the type of appliance or equipment being replaced, the 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;
- It provides more programmatic detail regarding the street lighting and non-profit rate classes and includes specific line items in the TRC calculations for Government/Non-profits (see PUC Table 7E) for: (a) programs aimed at the street lighting customer class, (b) programs aimed at the non-profit customer class, and (c) programs aimed at all remaining government/non-profit customers;
- It incorporates language to clarify that if the Company identifies the need to increase the cost of the EE&C Plan, the Company will obtain Commission approval before increasing the cost of their EE&C Plans' budget;
- It incorporates language to clarify that the Company cannot shift program funds within a customer class, or between customer classes, without prior Commission approval;
- It includes a revised cost recovery calculation and appropriate tariff changes consistent with the modifications directed in the Updated Order (see Appendix H)
- 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.

~~Penn Power has increased the marketing budget from \$871,429 to \$1 million. The increased budget reflects the total amount of spending available for 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~~

⁵ Although the total budget for the Plan is slightly less than 2% of 2006 revenues, the Company will seek Commission approval 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 Consistent with the Commission's Updated Order entered January 28, 2010, the Company has removed all references in programs that requested retroactivity to July 1, 2009. The removal of the retroactivity request does not affect the data concerning the pertinent programs because the Modified Plan design of December 2, 2009 did not assume any participation in the proposed retroactivity time period.

~~Commonwealth. The marketing and educational efforts are critical to the success of the energy efficiency and demand reduction programs.~~

~~Penn Power has increased 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.~~

~~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 through Act 129 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 Company received and evaluated 9 proposals and selected 5 CSPs for interviews and demonstrations. Based upon these interviews, the Company is evaluating the top potential CSPs to implement its tracking and reporting system. The Company anticipates making a final determination between the top candidates in February, 2010. Following execution of the contract, the Company will submit the contract to Commission Staff for review consistent with the Commission's Implementation Order (Docket No. M 2008-2069887, entered January 16, 2009).⁷~~

The Current 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 Order, the Company will monitor and work with other EDCs in an attempt to develop greater statewide consistency in their Whole House and Rebate 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 other 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.

As a result of these efforts, a comprehensive set of programs was included in the Current Plan. Based upon information available at the time the Plan was filed, it was designed in a manner 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 below⁸:

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			
		1% at 5/31/2011	3% at 5/31/2013

⁷ This update is provided in accordance with the Commission's Updated Order directing the Company to provide updated information regarding its reporting and tracking system.

⁸ 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.

EDC	Forecast	Reduction	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

1.1.1. Summary of Proposed Changes to the Current Plan

The Company anticipates that it will meet its May 31, 2011 energy efficiency target. However, based on experience gained during the year in which the Current Plan was in effect, as well as known changes to underlying Plan assumptions, the Company's ability to meet its demand reduction target during the summer of 2012 as required by the Commission,⁹ and its energy efficiency target by May 31, 2013 as required by Act 129 is jeopardized without the changes reflected in this First Amended Plan.

The need for these changes arises from several factors. First, a key underlying savings assumption was changed in the First Amended Plan. The Current Plan includes an 11% transmission and distribution ("T&D") loss factor that was used to gross up all EE&C program savings calculations so as to reflect savings at the system generation level. After the Current Plan was approved, the Statewide Evaluator ("SWE") and the Commission's Bureau of Conservation Economics and Energy Planning ("CEEP") clarified that EE&C savings projections should be calculated at the retail level for Act 129 compliance purposes, and at the system generation level for Total Resource Cost ("TRC") test purposes. As a result, all of the savings projections included in the Current Plan are overstated by approximately 11%. Therefore, this First Amended Plan recalculates projected savings, which, in turn, requires Plan modifications to make up this 11% deficit. Second, certain programs are performing at energy or demand savings levels below those originally anticipated, partly due to (i) the downturn in the economy; (ii) updates to the Technical Reference Manual ("TRM"); and (iii) customer participation levels in certain programs and measures different from those anticipated in the Current Plan. And third, some programs are exceeding expectations, even to the point where the funding for the Commercial/Industrial ("C/I") Equipment Program in the Large C/I Sector is fully committed, thus requiring its suspension until additional funding can be approved by the Commission.

In light of these factors, the Company must adjust its savings projections and customer participation levels and, as a result of these adjustments, make certain changes to the program portfolio included in the Current Plan (and reflected in the First Amended Plan) in order for the Company to meet its post-2011 Act 129 targets. Specifically, additional funding is needed for the large C/I programs and existing funds within the various customer sectors must be shifted from under-performing programs either (i) to add funding to more effective programs and measures within a sector; (ii) to fund new programs and measures within a sector; or (iii) to increase certain incentive levels.

In addition to these changes, the Company is also making some minor editorial changes to correct or clarify parts of the Current Plans, and streamlining program administration through several changes, including the consolidation of programs with similar characteristics and the expanded use of incentive ranges.

All of the aforementioned changes are explained in more detail below and are reflected throughout the First Amended Plan as either black-lines to the Current Plan or highlights in the various tables and charts. Company Witness George L. Fitzpatrick also summarizes the impacts from these changes in Exhibits GLF-1, GLF-2, GLF-3 and GLF-4, which are attached to his direct testimony (Met-Ed/Penelec/Penn Power Statement No. 1).

A. Modifications Arising From Changes in Assumptions

1. *Projected EE&C Savings Results* – As described above, all of the EE&C savings calculations have been recalculated to reflect savings at the retail, rather than generation, level.

Reason for the Change: This change was made in order to be consistent with the SWE and CEEP's clarification regarding line loss calculations.

⁹ Energy Efficiency and Conservation Program, PaPUC Case No. M2008-2069887 (Secretary Letter, Jan. 12, 2011). While the Company acknowledges the existence and content of this Secretarial Letter, nothing in this filing should be construed as a waiver of its right to challenge the Commission's interpretation of Act 129 as it pertains to this requirement.

Location in Plan Where Changes Can be Found: These changes are reflected throughout the Plan and are summarized in Appendices D, F and G.

Impacts on Remainder of the Plan: The revised assumptions result in savings projections that are approximately 11% less than those included in the Current Plan. Therefore program specific changes were necessary in order to make up this projected shortfall. The impacts from these program changes are discussed in Section B below. And as a result of these program changes, as well as other factors, program participation levels and budgets had to be adjusted as discussed in Section A(2) below.

- 2. Participation Levels and Budgetary Changes* – The Company has modified customer participation levels and program budgets to reflect the modifications to the program portfolio included in this First Amended Plan.

Reason for the Change: These changes are necessary as a result of the 11% loss factor adjustment discussed in Section A(1) above, as well as updates to the TRM and general experience gained while the Current Plan was in effect.

Location in Plan Where Changes Can be Found: Program expectations, including savings, budgets, participation and incentive levels are reflected throughout the Plan and are summarized by respective program in Penn Power Table 5, and Appendices D - G.

Impacts on Remainder of the Plan: As a result of the changes in participation and savings levels discussed above, modifications to the program portfolio are necessary, with specific impacts discussed in Section B below.

B. Proposed Program Changes

Large C/I Customer Sector (Includes Large C/I Government & Institutional Program Components)

- 1. Reduce the budget for the Large C/I demand response program by \$1.5 million.*

Reason for the Change: The Company changed certain assumptions regarding needed participation levels in this program during the summers of 2011 and 2012. As a result of these changes, the Company reduced its estimate of MWs needed under contract to meet Penn Power's Act 129 Peak Demand Reduction targets.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (most specifically section 3.4 and Penn Power Table 4b), with the projected results arising from this change summarized in Appendix D, and G.

Impacts on the Remainder of the Plan: The reduced program budget helps offset needed increases to other program budgets in the Large C/I sector. The overall increase to the Large C/I rate is reflected in Rider EEC-C. The rate impacts are reflected in Appendix H and are described in the direct testimony of Company Witness Charles V. Fullum (Met-Ed/Penelec/Penn Power Statement No. 2). Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

2. Increase the budget for the Large C/I Equipment Program by \$1.9 million.

Reason for the Change: This program has proven to be extremely popular and is expected to be fully committed in Program Year 3 based on currently approved budgets and incentive levels. These additional funds will be used to continue the program as described in this First Amended Plan, with certain modifications to the incentive structure as described in Sections B (3) and (4) below.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally Penn Power Table 5, section 3.4 and Penn Power Table 4b), with the projected results arising from this change summarized in Appendices D, F and G.

Impacts on the Remainder of the Plan: This change will increase the Large C/I rate reflected in Rider EEC-C. The rate impacts are reflected in Appendix H and are described in the direct testimony of Mr. Fullem. Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

3. Modify the incentive structure for lighting in the Large C/I Equipment Program, changing it from a \$/Watt ("W") to a \$/kWh basis.

Reason for the Change: The conversion of the lighting incentive ("\$.65/W Rebate based on TRM Table") to a \$/kWh basis provides a more predictable incentive structure to conserve funds and manage this program as cost effectively as possible within the approved budget. It will also provide a better correlation between the incentive paid and the energy savings contributed by the customer.

Location in Plan Where Change Can be Found: This change is generally reflected in Penn Power Table 5, with the projected results arising from this change summarized in Appendices D, F and G.

Impacts on the Remainder of the Plan: This change, along with the change described in Section B(4) below will allow for more cost-effective management of the additional funding described in Section B(2) above. Also, because of this change, the Company set a \$/kWh incentive range, which is discussed in section B(4) below. Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

4. Set the incentive for lighting in the Large C&I Equipment Program at a range not to exceed \$0.09/kWh, with an initial incentive level at \$0.05/kWh.

Reason for the Change: The lighting incentive under the old \$/W incentive structure resulted in an equivalent incentive of between \$0.085/kWh for high energy use customers to \$0.15/kWh for low use customers. The Company believes that these incentive levels are too high and they are overpaying for this measure. The reduction to a maximum of \$0.09/kWh better reflects what the Companies believe will be necessary to capture savings from this measure, with the initial incentive at \$0.05/kWh reflecting what the Company believes is necessary under current conditions.

Location in Plan Where Change Can be Found: This change is generally reflected in Penn Power Table 5, with the projected results arising from this change summarized in Appendices D, F and G.

Impacts on the Remainder of the Plan: This change, along with the change reflected in Section B(3) above will allow for more cost-effective management of the additional funding discussed in Section B(2) above. Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

5. Consolidate the Industrial Motors and Variable Speed Drive ("IMVSD") Program with the C/I Equipment Program.

Reason for the Change: Participation in the IMVSD Program is significantly lower than anticipated. The Company believes that the recent changes in codes for motor specifications will further reduce impacts and participation in this program in Years 3 and 4. The C/I Equipment Program provides incentives for a broad range of technologies, including custom applications, creating a natural fit for motor and drive technologies. Combining this program with the very popular C/I Equipment Program will raise awareness of the IMVSD offerings, increase administrative flexibility with regard to program budgets, and create marketing and accounting synergies.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally Penn Power Table 5, section 3.4 and Penn Power Table 4b), with the projected results arising from this change summarized in Appendices D - G.

Impacts on the Remainder of the Plan: Program impacts are addressed in Mr. Fitzpatrick's direct testimony.

Small C/I Customer Sector (Includes Small C/I Government & Institutional Program Components)

6. Expand peak demand reduction target market to include Small C/I customers by allocating \$250,000 to fund sector participation.

Reason for the Change: Consistent with B(1) above, as a result of the recalculation of EE&C savings levels at the retail level, the Company must increase results in its peak demand reduction program. The First Amended Plan expands the target market for potential participants to include funding and participation by small C/I customers.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally section 3.3 and Penn Power Table 4b), with the projected results arising from this change summarized in Appendices D and G.

Impacts on the Remainder of the Plan: Generally this offering will be funded through a reduction in the budget for the Small C/I Equipment Program and Government and Institutional (Small C/I) Program discussed in section B(7) below. Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

7. Reduce funding for Small C/I Equipment Program by a total of \$250,000

Reason for the Change: In order to fund the expansion of the peak demand reduction program to small C/I customers as discussed in Section B(6) above, the First Amended Plan reduces funding to the Small C/I Equipment Program.

Location in Plan Where Change Can be Found: This change is reflected in Penn Power Table 5, and Appendices D – G.

Impacts on the Remainder of the Plan: Modifications to the incentive structure and rebate levels offered through the Small C/I Equipment Program, which are discussed in Section B(8) and (9) below, are planned to mitigate the impact of the funding reduction. Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

8. Modify the incentive structure for lighting in the Small C/I Equipment Program, changing it from a \$/W to a \$/kWh basis.

Reason for the Change: The conversion of the lighting incentive to a \$/kWh basis provides a more predictable incentive structure to conserve funds and manage this program as cost effectively as possible within the approved budget. It will also provide a better correlation between the incentive paid and the energy savings contributed by the customer.

Location in Plan Where Change Can be Found: This change is generally reflected in Penn Power Table 5, with the projected results arising from this change summarized in Appendices D - G.

Impacts on the Remainder of the Plan: This change, along with the change described in Section B(9) below will allow for more cost-effective management of the remaining program funds. Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

9. Set the incentive for lighting in the Small C&I Equipment Program at a range not to exceed \$0.09/kWh.

Reason for the Change: See explanation in Section B(4) above.

Location in Plan Where Change Can be Found: This change is generally reflected in Penn Power Table 5, with the projected results arising from this change summarized in Appendices D-G.

Impacts on the Remainder of the Plan: This change, along with the change described in Section B(8) above, will allow for more cost-effective management of the program funds. Program impacts are also addressed in Mr. Fitzpatrick's direct testimony.

10. Add a new direct install component to the Small C/I Equipment Program, targeting strip malls, small grocery stores, and fast-food and sit-down restaurants with appropriate measures.

Reason for the Change: This target market is comprised of customers with relatively high energy use intensity, long operating hours and significant refrigeration needs. The Company believes that a direct install component with EE&C measures geared toward this target market¹⁰ could improve overall results in the Small C/I Program.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally section 3.3 and Penn Power Table 4b), with the projected results arising from this change summarized in Appendices D – G.

Impacts on the Remainder of the Plan: None.

11. Consolidate the Energy Audit and Technical Assessment Program with the C/I Equipment Program.

Reason for the Change: Because an energy audit is the customer's logical first step towards developing an energy efficiency plan, the Company believes that this combination will provide a more effective introduction to the C/I Equipment Program. It will also increase administrative flexibility with regard to program budgets, and create marketing and accounting synergies.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally section 3.3 and Penn Power Table 4b), with the projected results arising from this change summarized in Appendices D – G.

Impacts on the Remainder of the Plan: Program impacts are addressed in Mr. Fitzpatrick's direct testimony.

12. Add an Energy Conservation Kit Offering to the Newly Consolidated C/I Equipment Program

Reason for the Change: The First Amended Plan includes a new Energy Conservation Kit that will be offered through an opt-in campaign marketed to Small C/I customers through various channels. The Company intends to test this new kit by initially offering only CFL bulbs. The current CFL program has proven to be popular with residential customers and this new kit will further expand participation and increase CFL market adoption in the Small C/I sector. If the kit is accepted by the market, the Company may include other already approved measures or those to be adopted in the future, mixing and matching them as market conditions warrant. By offering this kit, the Company believes that it will generate customer interest in pursuing other energy efficiency measures and programs being offered by the Company.

¹⁰ Examples of such measures that may be offered to this target market include freezer curtains, condensation sensors, evaporator fan controllers for walk-in coolers and freezers, refrigeration line insulation and condenser coil cleaning for refrigeration systems, programmable thermostats, LED exit signs and business signage, CFLs, and beverage machine occupancy sensor controllers.

Location in Plan Where Change Can be Found: This change is generally reflected in Penn Power Table 5 and Penn Power Table 4b, and wherever the program is described in this First Amended Plan (generally section 3.3), with the projected results arising from this change summarized in Appendices D – G.

Impacts on the Remainder of the Plan: Generally the funds for this new kit are being provided from undersubscribed measures such as HVAC and commercial refrigeration already budgeted to the C/I Equipment program. Program impacts are also addressed in Mr. Fitzpatrick’s direct testimony.

Residential Customer Sector

13. Consolidate the Home Energy Audit Program and Whole Building Comprehensive Programs

Reason for the Change: Because these two programs both involve various levels of energy audits, the Company believes that the combination of the two provides additional flexibility in administering the program and better matches the needs of customers with the program offerings. It also will create synergies in marketing and accounting.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally sections 3.2 and Penn Power Table 4a), with the projected results arising from this change summarized in Appendices D – G.

Impacts on the Remainder of the Plan: Program impacts are addressed in Mr. Fitzpatrick’s direct testimony.

14. Shift funding among residential programs.

Description of the changes: In the First Amended Plan, funding has been reduced in the New Construction Program, Appliance Turn-In Program, and the Energy Efficient HVAC Equipment Program, and shifted to the Home Energy Audit and Outreach Program, the Energy Efficient Products Program and the Multi-Family Building Program so as to fund expansion of the latter programs that have proven to be effective. Some of these funds support a new residential behavior modification program described in Section B(16) below, and provide for the incentive adjustments described in Section B(15) below. No changes were made to funding for the WARM Plus Program

Reason for the Change: With the downturn in the economy and the recent housing market crisis, participation in the Residential New Home Construction Program is less than assumed in the Current Plan. Operating costs under the Appliance Turn-In Program are less than originally budgeted, thus providing additional funding for the more effective residential programs. A reduction in the Energy Efficient HVAC Equipment Program reflects the current lack of participation in this program. As explained above, these funds have been reallocated to programs and measures that the Company believes will be more effective.

Location in Plan Where Change Can be Found: These changes are generally reflected wherever the various programs are described in this First Amended Plan

(generally section 3.2 and Penn Power Table 4a), with the projected results arising from these changes summarized in Appendices D – G and Penn Power Table 5.

Impacts on the Remainder of the Plan: The aforementioned program budgets have been revised, as have projected participation levels for these various programs. Program impacts are also addressed in Mr. Fitzpatrick’s direct testimony.

15. Adjust various incentive levels and add several measures for residential programs.

Description of the Changes: The following changes have been made to residential measures and programs:

- a. Incentives associated with different forms of residential audits have been added, and the maximum value of Energy Conservation Kits associated with on-line audits is increased.
- b. Incentives for residential HVAC tune-ups are set at a range not to exceed \$60 for central air conditioners and heat pumps.
- c. Upstream incentives for CFLs have been set at a range from \$0.75 to \$1.50/bulb, and at a level not to exceed \$2.50/bulb for specialty bulbs.
- d. A variable speed pool pump replaces the “Pump and Motor Single Speed” incentive and increases the incentive level to \$200 per pump in an effort to optimize results for this measure.
- e. Energy Conservation Kits for Multi-family residential and master-metered facilities have been added as additional measures in an effort to increase CFL market penetration.

Reason for the Change: The Company believes that these modifications are necessary in order to generate interest in these programs so that the Company can meet its post-2011 Act 129 targets.

Location in Plan Where Change Can be Found: This change is generally reflected wherever these programs are described in this First Amended Plan (generally Penn Power Table 5, section 3.2 and Penn Power Table 4a) with the projected results arising from this change summarized in Appendices D- G.

Impacts on the Remainder of the Plan: Program impacts are addressed in Mr. Fitzpatrick’s direct testimony.

16. Add a New Residential Program - The Behavioral Modification and Education Program

Description of Program: The program will target residential customers and will educate them on no- or low-cost measures and behaviors that can reduce energy consumption or energy demand and encourage customers to adopt a more energy efficient lifestyle. This information will be conveyed through various means, such as (i) periodic reports to customers that compare their usage with other, comparable customers in the same geographical area; (ii) outreach programs that emphasize the importance of peak load reduction during peak periods and ways to shift energy use to these periods; (iii) informational materials that provide general conservation tips (such as turning down the thermostat, turning off lights, shortening showers); (iv) informational materials that provide low-cost energy efficiency tips (such as replacing incandescent lights with CFLs, installing weather stripping, and using

power strips); and (v) informational materials that direct a customer to the FirstEnergy website where additional energy savings information and tools are available.

Reason for the Change: The Company believes that this new behavioral modification program will provide cost effective EE&C results and will make customers more aware of energy conservation in general and EE&C savings opportunities offered by the Company.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally section 3.2 and Penn Power Table 4a), with the projected results arising from this change summarized in Appendices D – G.

Impacts on the Remainder of the Plan: The program will be funded through the reduction in funds earmarked for several lesser performing residential programs described in Section B (14) above. Program impacts are also addressed in Mr. Fitzpatrick’s direct testimony.

Government Customer Sector

17. Increase Government Equipment Incentive Levels to be consistent with those offered to Large and Small C/I Customers

Reason for the Change: The Current Plan includes incentives that are lower for federal government entities than for large or small C/I customers, because it was assumed that the Federal American Reinvestment Recovery Act (“ARRA”) funds would further subsidize EE&C efforts in this customer sector. Because of limited funding, competition for the funds available to these entities and the expiration of ARRA grants, the Company believes that it must increase the incentive levels in order to generate or renew interest in this offering. The First Amended Plan increases incentive levels to be consistent with those that will be offered through the large and small C/I programs to other customer sectors.

Location in Plan Where Change Can be Found: This change is generally reflected wherever the program is described in this First Amended Plan (generally sections 3.5 and Penn Power Table 4c), with the projected results arising from this change summarized in Appendices D – G and Penn Power Table 5.

Impacts on the Remainder of the Plan: The funding to increase these incentives is provided from the increase in large C/I funds described in Section B(2) above. Program impacts are also addressed in Mr. Fitzpatrick’s direct testimony.

C. Corrections, Clarifications and Modifications to the Current Plan.

During the review of the Current Plan, the Company discovered several minor edits that were necessary in order to clarify or correct certain portions of the Current Plans. These are summarized below.

1. Modify Penn Power Table 5 to reflect minor edits.

Description of the Changes:

- a. The Current Plan inadvertently omits for C/I central air conditioners and heat pumps an incentive for units with a range of 135,000 – 240,000 BTUs. This has been corrected with a rebate of up to \$300/unit added.
- b. All chiller incentives are now reflected on a \$ per ton, rather than a \$ per unit basis.
- c. The reference to “centrifugal chillers” has been made more generic with any references to “centrifugal chiller” incentives being changed to “chillers.”
- d. As a result of updates to the current TRM, the First Amended Plan has also been updated, to designate certain measures as “custom measures” instead of measures assumed at the time the Current Plan was being developed, to be “deemed measures.” (See e.g., Demand Controlled Ventilation, Efficient Refrigeration Condenser, Refrigeration Commissioning).
- e. An additional incentive category, “Other Custom Measures” has been added with a value for Custom Measures of up to \$0.10/kWh savings to clarify that the Companies will offer incentives for custom projects beyond measures included in the TRM.
- f. Residential incentives, such as HVAC equipment incentives previously presented in the program description of the Current Plan, are consolidated in Table 5 and deleted from the program descriptions.

Reason for the Changes: These changes were made to better reflect the current status of the programs and the current TRM.

Location in Plan Where Changes Can be Found: Penn Power Table 5.

Impacts on the Remainder of the Plan: None

2. A footnote to program descriptions has been added to clarify that additional measures may be incorporated into programs as appropriate as they are approved for inclusion in the TRM.

Reason for the Change: This change clarifies the intent of the Company to add measures as they are approved and incorporated into the TRM.

Location in Plan Where Changes Can be Found: Footnote to sections 3.2 – 3.5.

Impacts on the Remainder of the Plan: None

D. Modifications to Streamline Program Administration

As already discussed above, the Company has made several changes in the First Amended Plan that streamlines the administration of the programs for more cost-effective management of the plan. However, each of these changes was also incorporated into the First Amended Plan in order to provide the Company with additional flexibility in the management of various programs. These changes are discussed in more detail below.

1. Consolidate Similar Programs – As already discussed above, several of the lesser performing programs are being combined with programs with similar characteristics that have proven to be more effective. In so doing, the Company believes that it will better match customer needs with offerings and create marketing and accounting synergies that reduce overall costs to customers. It also creates a larger program with a larger budget, thus providing the Company with more latitude when allocating budgeted funds to various measures within a program.
2. Expand the use of Incentive Level Ranges – While incentive ranges were included in the Current Plan in some instances, the First Amended Plan expands the use of these ranges, incorporating them for all of the rebates and other incentives offered by the Company. Under this approach, the Company will have the ability to adjust rebate levels within the range as market conditions warrant, provided that these adjustments do not increase program costs beyond approved budgets. By developing these ranges, the Company can reduce incentives for the programs proving to be effective (as appears to be the case with lighting projects), and avoid overpaying for this measure. Conversely, if it is determined that an incentive is not sufficient (as appears to be the case for the government sector offerings), the Company can increase these incentives without missing potential opportunities while waiting for resolution through the regulatory process.
3. Additional and Replacement Measures – The First Amended Plan also clarifies through a footnote that new measures may be added as appropriate as they are approved for inclusion in the TRM. Absent direction from the Commission to the contrary, the Company will add these new measures without seeking approval from the Commission prior to implementation, but instead will provide details, including revised TRC calculations, in their quarterly reports. This approach will minimize the risk of missing potential opportunities as they arise.

In line with the Commission's Secretarial Letter dated September 1, 2010, changes proposed in the text of this First Amended Plan are shown by black-lining the pertinent text. In situations where copies of Appendix G tables were also shown in the body of the Current Plan, the tables in the body were replaced with the appropriate Appendix G reference. Additionally, Appendix G tables have been highlighted to show proposed changes from the Current Plan. Please note: display formats were standardized and highlighting only reflects changes to underlying data values.

Penn Power Tables 4a-4c summarizes the programs that are included in this Plan, with the proposed changes described above being highlighted. Detailed descriptions of the programs are provided in Section 23 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 <u>Strategy</u> ¹¹
Home Energy Audits and Outreach	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. <u>Residential Whole Building – Provides comprehensive diagnostic assessments followed by direct installation of selected low cost measures plus various incentives.</u>	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. <u>a kit containing energy efficiency measures.</u> On-site audits, at a subsidized cost to the participating customer of \$50, includes installation of CFLs and other basic energy saving measures. <u>Comprehensive on-site audits including blower door tests are at a subsidized cost to the participating customer. This program provides discounted pricing for eligible measures ranging from free kitchen and bathroom faucet aerators to incentives toward the cost for duct sealing. Participating customers are encouraged to review available options for the balance of project¹² costs as needed.</u>
Behavioral Modification and Education	<u>Activities to educate customers about low cost/no cost EE&C behavior and measures.</u>	<u>Provide basic energy conservation education, information and strategies that customers with opportunities to reduce energy costs.</u>
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. <u>Incentives per unit are:</u> <ul style="list-style-type: none"> <input type="checkbox"/> Refrigerators — up to \$50 <input type="checkbox"/> 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.	<u>Incentives are available for measures qualifying under the program, range from \$250 for ENERGY STAR-qualified Central AC systems at 15 SEER to \$325 for qualified heat pumps at 15 SEER.</u>
Residential Energy Efficiency	Provides incentives to participating customers and support to retailers that sell	<u>Rebates and incentives range from \$1 for a CFL light up to \$500 for a solar water heater. are available for measures qualifying under the</u>

¹¹ Incentive amounts are listed in Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.

¹² 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, 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, multi-family housing and non-profit entities.

Program	Description	Incentives Strategy ¹¹
Products Program*	energy efficient products. In addition, the program will provide Community education and workshops.	<u>program</u> . 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 for the balance of project¹³ 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.	Tenants will receive CFLs to replace incandescent bulbs in their units <u>and/or other measures deemed appropriate</u> . 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 Multifamily Program.
Residential Direct Load	Provides load eyeling controls for Residential Central Air Conditioning (“CAC”), as well as	Provides installation of load control equipment, an enrollment incentive of \$50 and a participation incentive of \$10/month for each summer month for

¹³ 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, 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.

Program	Description	Incentives Strategy ¹¹
Control	controls for electric water heaters and Pool Pumps for customers receiving CAC controls.	each control installed. If participating customers also control either the water heater or pool pump the <u>monthly</u> 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 ¹⁴ .	Current WARM participants will receive additional CFLs and smart power strips <u>measures</u> not provided under the current program. Low usage customers that don't qualify for the WARM program will be provided CFLs, aerators <u>measures</u> and energy educational materials. Additional low-income 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 Strategy
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.
C/I Equipment Program*	Provides for the implementation of cost effective, high efficiency standard and non-standard measures. <u>Energy Audit and Technology Assessment - Provides a simple on-line or 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.</u> <u>Industrial Motors and Variable Speed Drives – Encourages commercial and industrial customers to 1) purchase energy efficient (EE) Motors and/or 2) install variable speed drives on motors for eligible applications.</u>	This program provides incentives for a portion of the incremental technology costs of high efficiency <u>units</u> <u>measures</u> . In addition, it will provide technical support, rebates, and support access to project financing. <u>Incentives will also be available to customers and through motors distributors.</u>
Industrial Motors and Variable Speed	This program is designed to encourage the company's commercial and industrial customers to:	<u>Incentives will be available to customers and through motors distributors. The motor upgrade program's individual incentives per</u>

¹⁴ 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 Strategy
Drives	1. Purchase energy efficient (EE) Motors. 2.1. Install variable speed drives on motors for eligible applications.	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 & Institutional¹⁵

Program	Description	Incentives Strategy
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. 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.
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.
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	Participating customers receive an energy audit. <u>A limited number of audits will be offered free of charge and used as a marketing tool for other commercial programs. These Audits will increase the</u>

¹⁵ 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.

	assessment.	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 Schedule¹⁶

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
<u>Home Energy Audits and Outreach Program</u>	<u>On-line Energy Conservation Kit</u>	<u>Up to \$200 per Kit contents</u>
<u>Home Energy Audits and Outreach Program - Residential Whole Building</u>	<u>EE diagnostic assessments followed by direct installation of selected low cost measures</u>	<u>Up to \$400</u>
<u>Home Energy Audits and Outreach Program - Residential Whole Building</u>	<u>Installation of additional energy saving building measures</u>	<u>Up to \$900</u>
Residential Appliance Turn-In Program	Refrigerator/Freezer Recycling	Up to \$50 Payment
Residential Appliance Turn-In Program	Room Air Conditioners	Up to \$50* Payment
<u>Residential Energy Efficient HVAC and Solar Equipment Program</u>	<u>ASHP - SEER 14.5 / HSPF 8.5</u>	<u>Up to \$250**per Unit</u>

¹⁶ 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	ASHP - SEER 15 / HSPF 8.5	<u>Up to \$325** per Unit</u>
<u>Residential Energy Efficient HVAC and Solar Equipment Program</u>	<u>ASHP - SEER 16 / HSPF 8.5</u>	<u>Up to \$400**per Unit</u>
<u>Residential Energy Efficient HVAC and Solar Equipment Program</u>	<u>CAC – SEER 14.5 / EER 12</u>	<u>Up to \$150** per Unit</u>
Residential Energy Efficient HVAC and Solar Equipment Program	CAC - SEER 15 / <u>EER 12</u>	<u>Up to \$225** per Unit</u>
<u>Residential Energy Efficient HVAC and Solar Equipment Program</u>	<u>CAC - SEER 16 / EER 12</u>	<u>Up to \$300** per Unit</u>
Residential Energy Efficient HVAC and Solar Equipment Program	CAC/ASHP- Maintenance/Tune-Up With Qualified Furnace Fan Replacement	\$25 <u>Up to \$60 offered for Qualified Service</u> <u>Add \$40¹⁵</u>
Residential Energy Efficient HVAC and Solar Equipment Program	EE Ground Source Heat Pump	<u>Up to \$217 per ton</u>
Residential Energy Efficient Products Program	Solar Water Heating	<u>Up to \$500 per Unit</u>
Residential Energy Efficient Products Program	HP Water Heater	<u>Up to \$300 per Unit</u>
Residential Energy Efficient Products Program	EE Water Heater	<u>Up to \$50 per Unit</u>
Residential Energy Efficient Products Program	Programmable Thermostat, if CAC	<u>Up to \$25* per Unit</u>
Residential Energy Efficient Products Program	CFL bulbs regular 45 watts	<u>Up to \$4.75 - \$1.50 off shelf price through retail store</u>
Residential Energy Efficient Products Program	CFL <u>specialty</u> bulbs regular 19 watts	<u>Up to \$4 - 2.50 off shelf price through retail store</u>
Residential Energy Efficient Products Program	Clothes Washer ENERGY STAR®, if home uses Electric Water heater	<u>Up to \$75* per Unit</u>
Residential Energy Efficient Products Program	Dehumidifiers	<u>Up to \$10 per Unit</u>
Residential Energy Efficient Products Program	Freezers ENERGY STAR® -Chest Freezer	<u>Up to \$25* per Unit</u>

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Residential Energy Efficient Products Program	LED Holiday Light Sets	Up to \$20 Max for 6 Boxes \$3.33 per Box
Residential Energy Efficient Products Program	Variable Speed Pool Pump with timer control and Motor Single Speed	Up to \$200 per Unit
Residential Energy Efficient Products Program	Refrigerators-Freezers ENERGY STAR® - Side by Side	Up to \$50* per Unit
Residential Energy Efficient Products Program	Refrigerators-Freezers ENERGY STAR® - Top Freezer	Up to \$50* per Unit
Residential Energy Efficient Products Program	Room Air Conditioners	Up to \$25 per Unit
Residential Energy Efficient Products Program	Smart Strip plug outlet	Up to \$10 per Unit
Residential Energy Efficient Products Program	Torchiere Floor Lamps	Up to \$10 per Unit
Residential New Construction	Residential New Construction - 15% better than energy code	Formula Based on Savings estimated at up to 70% of Incremental Costs*
Residential New Construction	Residential New Construction - 30% better than energy code	Formula Based on Savings estimated at up to 70% of Incremental Costs*
Multiple Family	<u>Lighting and Lighting Control Upgrades in common areas</u> T8-Lighting,	Up to \$0.09/kWh \$1-a Watt Rebate base on TRM Table
<u>Multiple Family</u>	LED Exit Signs (Retrofit only)	Up to \$15 per Exit Sign
<u>Multiple Family</u>	Energy Conservation Kit (for tenant areas)	Up to \$25 per Kit contents
Governmental Programs	<u>Lighting and Lighting Control Upgrades</u> Exterior HID replacement above 250W to 400W HID retrofit	Up to \$0.09/kWh \$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

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Governmental Programs	LED Auto Traffic Signals	<u>Up to \$25 Green 8''**</u> , <u>\$20 Red 8''**</u>
Governmental Programs	LED Exit Signs Electronic Fixtures (Retrofit Only)	<u>Up to \$15 per Exit Sign</u> <u>\$2 a Fixture</u>
Governmental Programs	LED Pedestrian Signals	<u>Up to \$25 per Unit</u>
Governmental Programs	Occupancy Sensors under 500 W	\$2 a Unit
Governmental Programs	Street Lighting - 175 Mercury to 100 HPS	<u>Up to \$200</u> Offset 1st cost plus initial O&M
Governmental Programs	Water-Cooled Centrifugal Chillers less than 150 tons - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	<u>Up to \$25</u> <u>12.50 per UnitTon</u>
Governmental Programs	Water-Cooled Centrifugal Chillers 150 tons and above < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	<u>Up to \$50</u> <u>12.50 per UnitTon</u>
Commercial and Industrial Equipment Program	AC <65,000 1 Ph	<u>Up to \$150 per Unit*</u>
Commercial and Industrial Equipment Program	AC 65,000 - ≤135,000	<u>Up to \$250 per Unit*</u>
<u>Commercial and Industrial Equipment Program</u>	<u>AC 135,000 - <240,000</u>	<u>Up to \$300 per Unit*</u>
Commercial and Industrial Equipment Program	AC 240,000 - 760,000 <u>and above</u>	<u>Up to \$350 per Unit</u>
Commercial and Industrial Equipment Program - <u>Small C/I Customers</u>	Commercial CFL Program <u>Kits</u>	<u>CFL Kit - Up to \$200 per Kit contents</u> <u>\$1 per Unit</u>
Commercial and Industrial Equipment Program	Clothes Washer CEE Tier1, if Electric Water heater	<u>Up to \$50 per Unit</u>
Commercial and Industrial Equipment Program	Demand-controlled ventilation (DCV)	<u>Custom Measure: Up to \$0.10/kWh savings</u> <u>15% of cost up to \$500</u>

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Commercial and Industrial Equipment Program	Efficient Refrigeration Condenser	<u>Custom Measure: Up to \$0.10/kWh savings</u> <u>\$10 per Unit</u>
Commercial and Industrial Equipment Program	ENERGY STAR® Commercial Solid Door Freezers <u>for food service less than 20ft³</u>	<u>Up to \$50 per Unit</u>
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 <u>for food service less than 20ft³</u>	<u>Up to \$50 per Unit</u>
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	<u>Up to \$50 per Unit</u>
Commercial and Industrial Equipment Program	ENERGY STAR® Ice Machines 500 to 1000 lbs	<u>Up to \$150 per Unit</u>
Commercial and Industrial Equipment Program	ENERGY STAR® Ice Machines more than 1000 lbs	<u>Up to \$200 per Unit</u>
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	<u>Lighting and Lighting Control Upgrades</u> Exterior HID replacement above 175Watt to 400Watt HID retrofit	<u>Up to \$0.09/kWh</u> <u>\$100** per Fixture</u>
Commercial and Industrial Equipment Program	EE Water Heater	<u>Up to \$50 per Unit</u>
Commercial and Industrial Equipment Program	HP Water Heater	<u>Up to \$200 per 100 Gals</u>
Commercial and Industrial Equipment Program	LED Exit Signs Electronic Fixtures (Retrofit Only)	<u>Up to \$15 per Exit Sign</u> <u>Fixture</u>

Energy Efficiency Program	Technology	Rebate or Incentive Amount
Commercial and Industrial Equipment Program	Anti-sweat Heater Controllers Occupancy Sensors under 500 W	Up to \$0.10/kWh for coolers. Up to \$0.05/kWh for Freezers \$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	Up to \$10 per Unit
Commercial and Industrial Equipment Program	Pre Rinse Sprayers	Up to \$35 per Unit
Commercial and Industrial Equipment Program	CAC Refrigerant charging correction	Up to \$10 per Ton \$25 per Unit
Commercial and Industrial Equipment Program	Refrigeration Commissioning	Custom Measure: Up to \$0.10/kWh savings \$25 per Unit
Commercial and Industrial Equipment Program	Strip curtains for walk-ins — freezer or cooler	Up to \$50 per Unit Door
Commercial and Industrial Equipment Program	Vending Equipment Controller	Up to \$25 per Unit
Commercial and Industrial Equipment Program	Window Film	Up to \$25 per 100 square foot
Commercial and Industrial Equipment Program	Setback/Setup	Custom Measure: Up to \$0.10/kWh savings \$25 per 1000 sq-ft conditioned floor area
Commercial and Industrial Equipment Program	Chillers less than 150 tons Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	Up to \$25 per Ton
Commercial and Industrial Equipment Program	Chillers 150 tons and above Water-Cooled cent Chiller 150 – 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	Up to \$12.50 per Ton

Energy Efficiency Program	Technology	Rebate or Incentive Amount
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 1 HP 1200	<u>Up to \$20</u> for <=1 HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 5 HP 1200	<u>Up to \$54</u> for >2 <=5 HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 10 HP 1200	<u>Up to \$70</u> for >6 <=10 HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 20 HP 1200	<u>Up to \$113</u> for >11 <=20 HP Over 20 Based on Formula
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 1 HP 3600	<u>Up to \$20</u> for <=1 HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 5 HP 3600	<u>Up to \$54</u> for >2 <=5 HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 10 HP 3600	<u>Up to \$70</u> for >6 <=10 HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	Motors 20 HP 3600	<u>Up to \$113</u> for >11 <=20 HP Over 20 Based on Formula
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	<u>HVAC Water Pumps with VFD's</u>	<u>Up to \$30</u> per HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	<u>HVAC or Cooling Tower Fans with VFD's</u>	<u>Up to \$30</u> per HP
<u>Commercial and Industrial Equipment Program - Industrial Motors and Variable Speed Drives</u>	<u>Other Custom Measures Air Compressors with VFD's</u>	<u>Up to \$0.10/kWh savings \$30 per HP</u>

* 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 kW 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 a limited number of 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 services 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~~ energy efficient measures 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~~ 2,900 households in Penn Power's service territory.

The Commission determined in its Order 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 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 so that 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. 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)¹⁷ 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:

¹⁷ 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.

- 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.
- 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) 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 contained¹⁸.

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 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

¹⁸ 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

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.
- 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.¹⁹ 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 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.

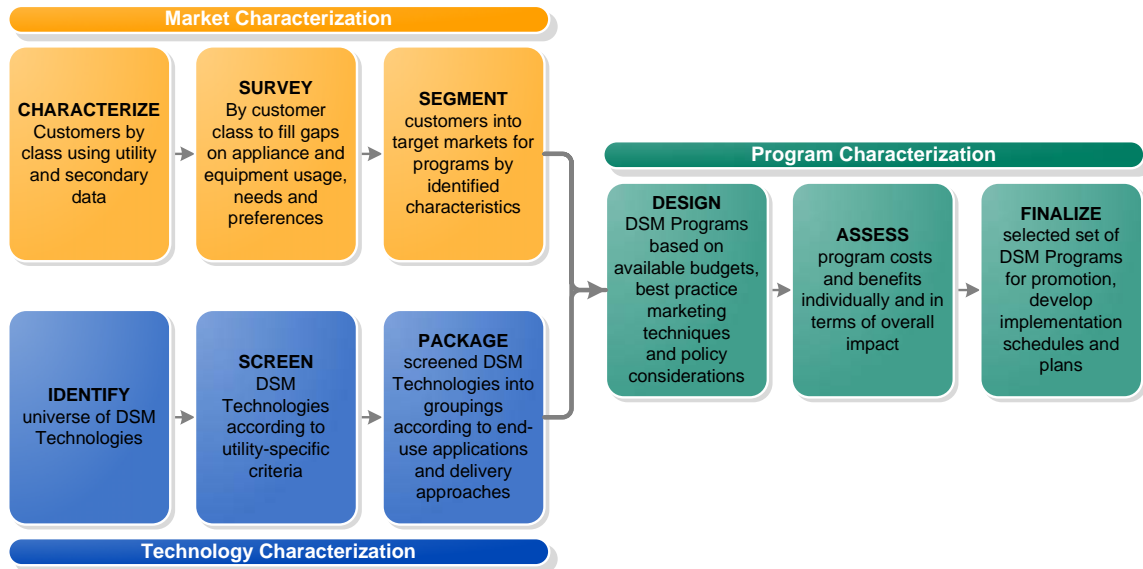
1.2. Summary description of process used to develop the EE&C plan and key assumptions used in preparing the plan

Process

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

¹⁹ 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 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. Proposed modifications to Summary tables of program savings goals, budget & cost-effectiveness (PUC Tables 1, 2 and 3) are shown highlighted and are located in Appendix G.

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 <i>(exclusive of Low-Income)</i>	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								
MWh Saved for Consumption Reductions kW Saved for Peak Load Reductions	Program Year 2010		Program Year 2011		Program Year 2012		Program Year 2013	
	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 (<i>exclusive of Low-Income</i>) - 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%

Table removed and relocated

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	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

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.

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, or propose plan change

using the Commission's standard procedures for rescission and amendment of Commission orders. The Company will not shift program funds within a customer class, or between customer classes, without prior Commission approval. Furthermore, if the Company identifies the need to increase the cost of this Final Plan, it will obtain Commission approval before increasing the cost of the budget for the same.

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 H²⁰. 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 basis. The EEC-C rates will be calculated and stated separately for the residential, commercial, non-profit, street lighting and industrial customer 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 1, 2010~~ June 1, 2011. 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 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.

²⁰ 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. Proposed modifications to Residential, Commercial/Industrial Small, Commercial/Industrial Large and Governmental/Non-profit Portfolio Summaries (See PUC Table 4) are shown highlighted and are located in Appendix G.

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-administered on-line 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 the 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-administered on-line 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. Proposed modifications to Plan data: Costs, Cost-effectiveness and Savings by program, sector and portfolio (PUC Tables 1-4) are shown highlighted and are located in Appendix G.

See PUC Tables 1-4

2.3. Proposed modifications to Budget and Parity Analysis (PUC Table 5) are shown highlighted and are located in Appendix G.

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. Different forms of audits, ranging from the on-line audit to a professional investment-grade audit are supported through a single program. In the commercial sector, smaller businesses will have access to an on-line or walk-through audit performed for a fixed fee, while larger or more complex businesses will be offered support for 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, and 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 heat~~ pumps, and water heaters, 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

Residential Sector Process

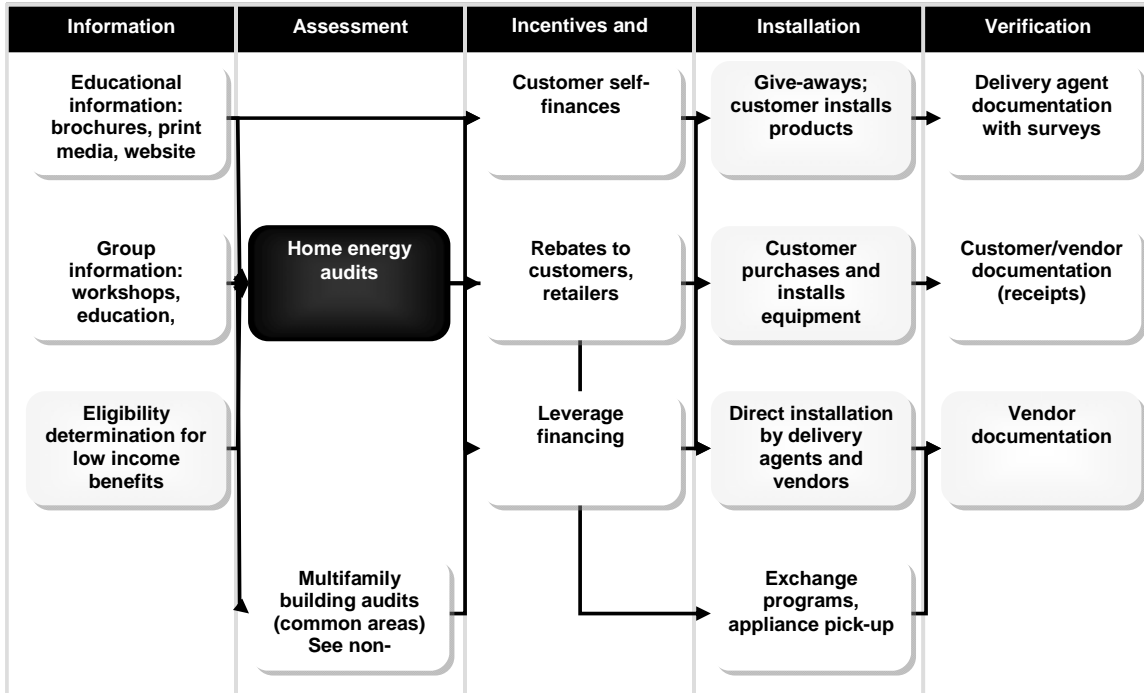
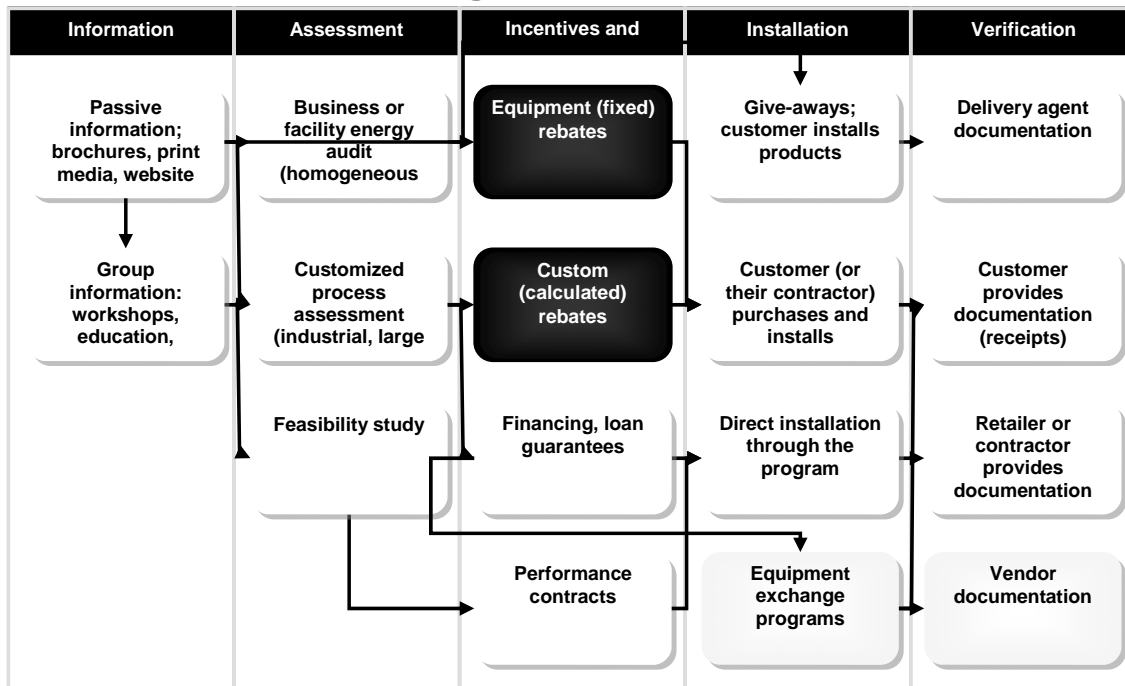


Figure 4: Non-Residential Sector Process

Non-Residential Program 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.

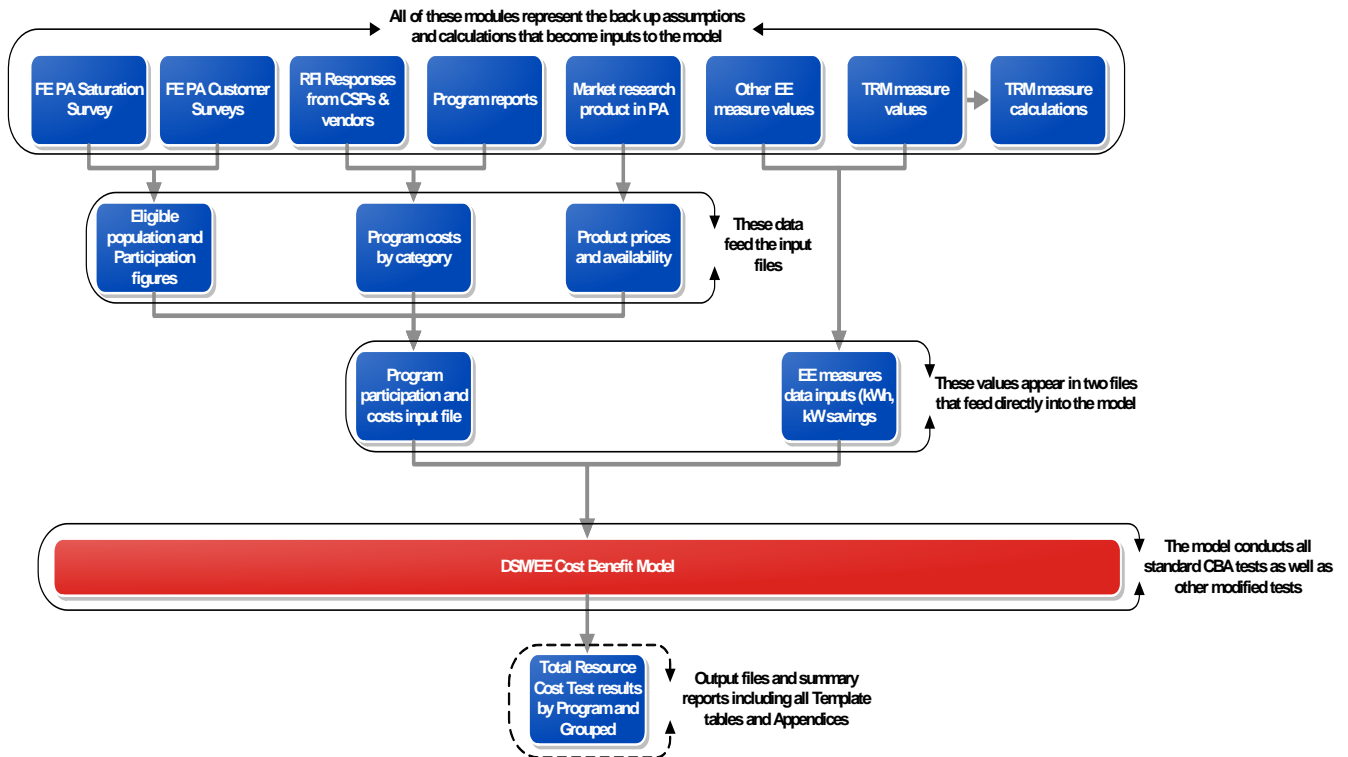
Intermediate Metrics – Actual metered/measured load over time.

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. See Penn Power Table 5: Penn Power EE&C Program Rebate Schedule for incentive and rebate amounts.

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:**²¹

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®/IEEE-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

²¹ Additional measures may be incorporated, as appropriate, as new measures are approved for inclusion in the TRM.

<p>Ramp up strategy</p>	<p>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.</p>
<p>Marketing strategy</p>	<p>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.</p>
<p>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)</p>	<p>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 <u>may</u> receive up to \$10 - \$15 a monthly incentive each summer month for participation (as will be determined in consultation with the CSP). <u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u></p>
<p>Program start date with key schedule milestones</p>	<p>Program launch will begin in 2010 and will progress in intensity in order to insure installation of the requisite number of switches by May 2012</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission's statewide EE&C Plan Evaluator</p>	<p>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.</p> <p>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.</p>
<p>Administrative requirements – include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation – includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year – include table with budget per year</p>	<p>See Appendix D 4-6</p>
<p>Savings targets – include tables with total MWh and MW goals per year and cumulative tables that document key assumptions of</p>	<p>See Appendix E</p>

savings per measure or project	
Cost-effectiveness – include TRC for each program	<u>See PUC Table 7a</u> TRC = 1.1
Other information deemed appropriate	<p>This program is targeted at customers with adequate signal reception capability. Opportunities for expansion will be examined as technology options improve over time. Upon joining PJM, the Company will bid their Residential Direct Load Control programs into the PJM Reliability Pricing Model (RPM). The revenues received by the Company, if any, from bidding and clearing residential Direct Load 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.</p>

<p>Program Title and Program years during which program will be implemented</p>	<p>Home Energy Audits and Outreach Program</p> <p>a) On-Line Audit</p> <p>b) Walk Through Audit</p> <p>c) <u>Residential Whole Building Comprehensive</u></p>
<p>Objective(s)</p>	<p>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.</p> <p><u>To provide a comprehensive EE diagnostic assessment followed by direct installation of selected low cost measures plus incentives to households for implementation of additional associated measures.</u></p>
<p>Target market</p>	<p>All residential and small commercial customers, both renters and homeowners.</p> <p><u>The target market for the Residential Whole Building Comprehensive component of the program is residential single family homes with electric heat as the primary heating fuel.</u></p>
<p>Program description</p>	<p>Households will be able to identify energy saving opportunities through two <u>various</u> 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, and 3) a <u>Residential Whole Building Comprehensive audit</u>. 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 <u>The on-line and walk-through on-site audits generate delivery of an efficiency measures kit.</u></p> <p><u>For customers interested in a comprehensive audit, the Residential Whole Building Comprehensive component 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.</u></p>
<p>Implementation strategy (including</p>	<p>This program involves consumer education through generic</p>

<p>expected changes that may occur in different program years)</p>	<p>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, and 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.</p> <p><u>For the Residential Whole Building Comprehensive component, 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.</u></p>
<p>Program issues and risks and risk management strategy</p>	<p>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.</p> <p><u>There are a limited number of BPI certified contractors available for the Residential Whole Building Comprehensive component in Pennsylvania due to economic stimulus activities. Whole building initiatives (e.g., the Home Performance with Energy Star) in other jurisdictions have had difficulty attracting contractors to adopt the business model, and 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.</u></p> <p>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.</p>
<p>Anticipated costs to participating customers</p>	<p>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.</p> <p><u>Customers would pay a fee for the Residential Whole Building Comprehensive Audit which includes a blower door test. Customers would pay the difference between the actual cost of the measures and the incentives provided.</u></p>
<p>Ramp up strategy</p>	<p>The on-line audit generates mailing of an energy conservation kit valued at up to \$104, 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).</p>
<p>Marketing strategy</p>	<p>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</p>

<p>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)</p>	<p>specific details on marketing for this program.</p> <p>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 audits will receive an energy conservation kit containing:</p> <ul style="list-style-type: none"> Choice of kits (sample— kits will contain recognized measures and are subject to revision). <ul style="list-style-type: none"> 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 <p><u>The Residential Whole Building Comprehensive component 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.</u></p> <p><u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u></p>
<p>Program start date with key schedule milestones</p>	<p>See Figure 2</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>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. 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.</p> <p><u>For the Residential Whole Building Comprehensive component,</u></p>

	<p><u>Penn Power is to verify that the installed measures and comprehensive diagnostics are performed as supported on program applications. 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.</u></p> <p>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.</p>
<p>Administrative requirements – include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation – includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year – include table with budget per year</p>	<p>See Appendix D-4-6</p>
<p>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</p>	<p>See Appendix E</p>
<p>Cost-effectiveness – include TRC for each program</p>	<p>See PUC Table 7a</p>
<p>Other information deemed appropriate</p>	

<p><u>Program Title and Program years during which program will be implemented</u></p>	<p><u>Behavioral Modification and Education</u> <u>2011 – 2013</u></p>
<p><u>Objective(s)</u></p>	<p><u>Educate customers about no-cost or low-cost measures and behaviors that can offer opportunities to reduce energy consumption or demand.</u> <u>Encourage customers to adopt more energy efficiency behaviors and install energy efficient measures in their homes by increasing their awareness of how their behavior and practices impact their energy usage.</u></p>
<p><u>Target market</u></p>	<p><u>All residential customers, both renters and homeowners.</u></p>
<p><u>Program description</u></p>	<p><u>The Behavioral Modification and Education Program is focused on ways customers can implement no-cost or very low-cost measures and behaviors that offer opportunities to reduce energy consumption or demand. Such education and awareness is separate from the advertising and promotion of Penn Power’s specific energy-efficiency and demand reduction programs. Awareness and education may include:</u></p> <ul style="list-style-type: none"> ▪ <u>Periodic reports to customers that compare their usage with other, comparable customers in the same geographical area.</u> ▪ <u>Outreach emphasizing the importance of peak load reduction during the peak load season and ways to shift energy use to off-peak periods.</u> ▪ <u>General conservation tips such as turning down the thermostat, turning off lights, shortening showers, etc.</u> ▪ <u>Low-cost energy-efficiency tips, such as replacing incandescent lights with CFLs, installing weather stripping, and using power strips.</u> ▪ <u>Information on tools and resources available through FirstEnergy’s Web site.</u> ▪ <u>Customer specific actions with regards to seasonality and home profile characteristics.</u>
<p><u>Implementation strategy (including expected changes that may occur in different program years)</u></p>	<p><u>Program services would be coordinated by a national vendor who would support development and delivery of information and related services to customers.</u></p>
<p><u>Program issues and risks and risk management strategy</u></p>	<p><u>Lack of awareness by customers.</u> <u>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.</u></p>
<p><u>Anticipated costs to participating customers</u></p>	<p><u>There are no costs or very low costs incurred by customers for this program.</u></p>
<p><u>Ramp up strategy</u></p>	<p><u>Vendors exist that can start this program quickly. Initial ramp up period includes data analysis and management, branding and marketing, and</u></p>

	<u>customer service process development and implementation.</u>
<u>Marketing strategy</u>	<u>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.</u>
<u>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)</u>	<u>No specific incentives will be provided through this program. Rather, the opportunity for cost savings will be the incentive. Penn Power will perform periodic reviews of its programs. Specific behavioral messages and educational approaches in this program are expected to evolve over time to correspond with seasonal conditions, and to respond to general customer inquiries, process evaluation results and other factors.</u>
<u>Program start date with key schedule milestones</u>	<u>Estimate start date within 6 months of approval.</u>
<u>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</u>	<u>An appropriate Custom Measure Protocol has been approved by the PA Statewide Evaluator. This protocol provides EM&V guidelines.</u>
<u>Administrative requirements – include internal and external staffing levels</u>	<u>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.</u>
<u>Estimated participation – includes tables indicating metric(s) with target value(s) per year</u>	<u>See Appendix F</u>
<u>Estimated program budget (total) by year – include table with budget per year</u>	<u>See Appendix D</u>
<u>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</u>	<u>See Appendix E</u>
<u>Cost-effectiveness – include TRC for each program</u>	<u>See PUC Table 7a</u>
<u>Other information deemed appropriate</u>	<u>None.</u>

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. <u>For customers purchasing new refrigerators, this program is coordinated with the Energy Efficient Products program.</u>
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.

	<p>A broad customer awareness campaign will include introduction of the program and the need for consumers to take energy efficiency actions.</p>
<p>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)</p>	<ul style="list-style-type: none"> ▪ Refrigerators \$50 incentive per unit ▪ Freezers \$50 incentive per unit ▪ Room Air Conditioners \$50 per unit <p><u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u></p>
<p>Program start date with key schedule milestones</p>	<p>See Figure 2</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>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.</p> <p>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.</p>
<p>Administrative requirements – include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation – includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year – include table with budget per year</p>	<p>See Appendix D-4-6</p>
<p>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</p>	<p>See Appendix E</p>
<p>Cost-effectiveness – include TRC for each program</p>	<p>See PUC Table 7a</p>

Other information deemed appropriate

One CSP has been 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 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	<p>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.</p> <p>The program also provides incentives for maintenance (tune-ups) of existing central air conditioners or heat pump equipment, and will offer an \$40-incentive toward replacement of furnace fans meeting Energy Star efficiency guidelines.</p>
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.

<p>Marketing strategy</p>	<p>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.</p>
<p>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)</p>	<p>Qualifying equipment must meet or exceed ENERGY STAR® standards. Qualified HVAC equipment will include:</p> <ul style="list-style-type: none"> • 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. <p>Customers would receive rebates for the high efficiency HVAC equipment that they install, or can assign rebates to their contractor.</p> <p>☐ For Rebate Amounts See Penn Power Table 5 (and summarized below)</p> <p><u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u></p>
<p>Program start date with key schedule milestones</p>	<p>See Figure 2</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>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.</p> <p>Document and record measure data using specified data transmission protocols, processes and technology.</p> <p>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.</p>
<p>Administrative requirements – include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation – includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year – include table with budget per year</p>	<p>See Appendix D-4-6</p>
<p>Savings targets – include tables</p>	<p>See Appendix E</p>

with total MWh and MW goals per year and cumulative tables that document key assumptions of savings per measure or project

Cost-effectiveness – include TRC for each program

See PUC Table 7a

Other information deemed appropriate

For Additional Residential Efficient Equipment Incentives see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.

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

<p>Program Title and Program years during which program will be implemented</p>	<p>Residential Energy Efficient Products Program 2009-2013</p>
<p>Objective(s)</p>	<p>To accelerate the adoption of high efficiency appliances and equipment that meets ENERGY STAR® label guidelines under the EPA program.</p>
<p>Target market</p>	<p>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. <u>For customers purchasing new refrigerators, this program is coordinated with the Appliance Turn-in Program.</u></p>
<p>Program description</p>	<p>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.</p>
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>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.</p> <p>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.</p>
<p>Program issues and risks and risk management strategy</p>	<p>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</p>

	<p>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.</p>
Anticipated costs to participating customers	<p>Customers will have to pay the balance of appliance equipment and installation costs not covered by the rebate.</p>
Ramp up strategy	<p>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.</p>
Marketing strategy	<p>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.</p>
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)	<p>For the proposed program, the minimum qualifying efficiency ratings are based on current ENERGY STAR® Qualified Appliances published by the US EPA.</p> <p>➤ For Rebate Amounts See Penn Power Table 5</p> <p>Customer incentives can be in many forms and all are paid by the utility. They can range from \$1 <u>a percentage of</u>, 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.</p>
Program start date with key schedule milestones	<p>See Figure 2</p>
Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator	<p>Verify that qualified appliances have been sold by dealers seeking payment of incentives by auditing a sample of their claims.</p> <p>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.</p>

	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-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 7a
Other information deemed appropriate	The Company will continue to seek consistency in rebate amounts and approaches with other EDCs as appropriate.

<p>Program Title and Program years during which program will be implemented</p>	<p>Residential New Construction Program</p>
<p>Objective(s)</p>	<p>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.</p> <p>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.</p>
<p>Target market</p>	<p>The target market for this program is builders of new residential construction.</p>
<p>Program description</p>	<p>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.</p>
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>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.</p>
<p>Program issues and risks and risk management strategy</p>	<p>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.</p>

	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 precede 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 <u>up to 70%</u> of incremental costs. <u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u>
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.

<p>Administrative requirements – include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation – includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year – include table with budget per year</p>	<p>See Appendix D-4-6</p>
<p>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</p>	<p>See Appendix E</p>
<p>Cost-effectiveness – include TRC for each program</p>	<p>See PUC Table 7a</p>
<p>Other information deemed appropriate</p>	<p>None.</p>

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

	<p>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.</p>
<p>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)</p>	<p>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.</p> <p>Rebates will be based on items installed but limited to \$900 total spending.</p>
<p>Program start date with key schedule milestones</p>	<p>See Figure 2</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>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.</p> <p>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.</p>
<p>Administrative requirements – include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation – includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year – include table with budget</p>	<p>See Appendix D 1–6</p>

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.

<p>Program Title and Program years during which program will be implemented²²</p>	<p>Residential Multifamily Building Program 2009-2013</p>
<p>Objective(s)</p>	<p>This program seeks to motivate the multifamily property tenant toward installing energy efficient products.</p>
<p>Target market</p>	<p>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 <u>and costs</u> will be apportioned to the appropriate rate class.</p> <p>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.</p>
<p>Program description</p>	<p>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.</p>
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>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.</p>
<p>Program issues and risks and risk management strategy</p>	<p>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</p>

²² 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 participate 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 <u>incentives for common area interior and exterior lighting measures, and conservation kits</u> CFLs for apartment units and faucet aerators for apartments that have electric water heating. (kits will contain CFLs and other low-cost measures that are subject to revision-). <u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u>
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 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-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 7a
Other information deemed appropriate	<u>For those PHFA buildings that are considered public housing, the savings will be attributed to government sector goals.</u>

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)	<p>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.</p> <p>The Company will give specific consideration for program coordination with the DCED Weatherization Assistance Program and the NGDC LIURP Program.</p> <p>Participation by low-income customer in other programs will be tracked or estimated to support reporting and evaluation.</p>
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	<p>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.</p> <p>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.</p> <p>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.</p>
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- 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 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.²³

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.

²³ Additional measures may be incorporated, as appropriate, as new measures are approved for inclusion in the TRM.

	<p>In coordination with PHFA, the Company will support and track participation by low-income multi-family customers in the program.</p>
<p>Program issues and risks and risk management strategy</p>	<p>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.</p>
<p>Anticipated costs to participating customers</p>	<p>\$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.</p>
<p>Ramp-up strategy</p>	<p>Program will launch upon selection of vendor.</p>
<p>Marketing strategy</p>	<p>The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.</p>
<p>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)</p>	<p>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.</p>
<p>Program start date with key schedule milestones</p>	<p>See Figure 2</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>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.</p> <p>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</p>

	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 1–6
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 7d
Other information deemed appropriate	

<p>Program Title and Program years during which program will be implemented</p>	<p>C/I Equipment Program</p> <ul style="list-style-type: none"> a) <u>C/I Equipment</u> b) <u>Energy Audit and Technical Assessment</u>
<p>Objective(s)</p>	<ul style="list-style-type: none"> a) <u>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.</u> b) <u>To provide business customers with comprehensive information related to opportunities identified in the buildings.</u>
<p>Target market</p>	<p>All existing commercial, industrial, municipal and multifamily buildings that are customers of the PA Companies.</p>
<p>Program description</p>	<ul style="list-style-type: none"> a) <u>Provides support 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 the first cost of selected equipment or overall job scopes to a 5 year payback or less including but not limited to lighting, motors, variable speed drives, custom measures, and other energy efficiency technologies as well as delivery of energy efficiency kits requested by small C/I customers, and master metered multi-family customers.</u> b) <u>Supports two levels of energy audit services 1) a simple on-line or 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.</u>
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>a) <u>Theis program provides an incentive offsetting a portion of the incremental technology costs (“capital costs”) of high efficiency units measures. In addition, it will provide technical support when needed. The Company 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</u></p>

	<p>property owner.</p> <p><u>b) The program also supports energy audits and technical assistance 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.</u></p>
<p>Program issues and risks and risk management strategy</p>	<p><u>a) 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.</u></p> <p><u>b) Business climate may require fees to be reduced or waived in order to encourage participation. Process evaluation will determine if this adjustment is necessary.</u></p> <p>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.</p>
<p>Anticipated costs to participating customers</p>	<p><u>a) Balance of costs of equipment, plus installation costs as relevant.</u></p> <p><u>b) Initial values for audits are expected to be \$250 for small businesses and <\$1 per square foot fee for large customers or those with custom or complex systems to be evaluated. Exact fees to be determined through RFP process.</u></p>
<p>Ramp up strategy</p>	<p>Program will launch upon selection of a vendor.</p>
<p>Marketing strategy</p>	<p>The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.</p>
<p>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)</p>	<p>☐ For Rebate Amounts See Penn Power Table 5</p> <p><u>a) 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 compared to the commonly available replacement.</u></p> <p><u>b) The audit component 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 set cost which includes CFLs to replace existing incandescent lamps based on the audit and customer requirements. Registration will be</u></p>

	<p><u>encouraged in the EPA’s Benchmarking Tool that provides additional insights as to energy efficiency levels. Office equipment audits may be included for appropriate building types to ensure proper efficiency settings on equipment, and to identify savings potential for plug loads.</u></p> <p><u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u></p>
<p>Program start date with key schedule milestones</p>	<p>See Figure 2</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>a) 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.</p> <p>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.</p> <p>b) <u>Penn Power is to verify that the planned number of each type of audits is performed on time and within budget.</u></p> <p>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.</p>
<p>Administrative requirements – include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation – includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year – include table with budget</p>	<p>See Appendix D 4–6</p>

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 7c
Other information deemed appropriate	Custom measures will be rebated based upon an analysis of potential energy savings on a case by case basis.

<p>Program Title and Program years during which program will be implemented²⁴</p>	<p>Multifamily Building Program 2009-2013</p>
<p>Objective(s)</p>	<p>This program seeks to motivate the multifamily property owner/manager and landlords toward installing energy efficient products.</p>
<p>Target market</p>	<p>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 <u>and costs</u> will be apportioned to the appropriate rate class.</p> <p>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.</p>
<p>Program description</p>	<p>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.</p>
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>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.</p>
<p>Program issues and risks and risk management strategy</p>	<p>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</p>

²⁴ 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)	<p>This program provides <u>incentives</u> for common area interior and exterior lighting measures, CFLs for apartment units and faucet aerators for apartments that have electric water heating- <u>(measures included in the kits are subject to change based on market conditions).</u></p> <p><u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u></p>
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	<p>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.</p> <p>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.</p>
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 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-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 7a
Other information deemed appropriate	<u>None.</u>

<u>Program Title and Program years during which program will be implemented</u>	<u>Commercial Industrial Demand Response Program – CSP Mandatory and Voluntary Curtailment Program for Penn Power</u>
<u>Objective(s)</u>	<u>Refer to Section 3.4, Program Description for Commercial Industrial Demand Response Program – CSP Mandatory and Voluntary Curtailment Program for Penn Power</u>
<u>Target market</u>	
<u>Program description</u>	
<u>Implementation strategy (including expected changes that may occur in different program years)</u>	
<u>Program issues and risks and risk management strategy</u>	
<u>Anticipated costs to participating customers</u>	
<u>Ramp up strategy</u>	
<u>Marketing strategy</u>	
<u>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)</u>	
<u>Voluntary Program details</u>	
<u>Program start date with key schedule milestones</u>	
<u>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</u>	
<u>Estimated participation – includes tables indicating</u>	

<u>metric(s) with target value(s) per year</u>	
<u>Estimated program budget (total) by year – include table with budget per year</u>	
<u>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</u>	

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.²⁵

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	<p>This program is designed to encourage the company's commercial and industrial customers to:</p> <ol style="list-style-type: none"> 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. <p>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</p>

²⁵ Additional measures may be incorporated, as appropriate, as new measures are approved for inclusion in the TRM.

	<p>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.</p>
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>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.</p>
<p>Program issues and risks and risk management strategy</p>	<p>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.</p>
<p>Anticipated costs to participating customers</p>	<p>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.</p> <p>1. To qualify for an incentive, the motor(s) must operate a minimum of 3,000 hrs/yr</p> <p>The variable speed drive incentive is \$30 per horsepower of the motor being used.</p>
<p>Ramp up strategy</p>	<p>The rebates will be offered upon selection of a vendor.</p>
<p>Marketing strategy</p>	<p>The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.</p>
<p>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)</p>	<p>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.</p> <p>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.</p> <p>1. To qualify for an incentive, the motor(s) must operate a minimum of 3,000 hrs/yr</p> <p>2. The motor upgrade program’s individual incentives per motor start at \$20 for a 1HP.</p>

	<p>3.—— The variable-speed drive incentive is \$30 per horsepower of the motor being used.</p> <p>For Complete List of Rebate Amounts See Penn Power Table 5</p>
<p>Program start date with key schedule milestones</p>	<p>See Figure 2</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>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.</p> <p>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.</p> <p>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.</p>
<p>Administrative requirements—include internal and external staffing levels</p>	<p>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.</p>
<p>Estimated participation—includes tables indicating metric(s) with target value(s) per year</p>	<p>See Appendix F</p>
<p>Estimated program budget (total) by year—include table with budget per year</p>	<p>See Appendix D 1–6</p>
<p>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</p>	<p>See Appendix E</p>
<p>Cost-effectiveness—include TRC for each program</p>	<p>See PUC Table 7e</p>
<p>Other information deemed</p>	

appropriate

Program Title and Program years during which program will be implemented

C/I Equipment Program

- a) C/I Equipment
- b) Energy Audit and Technical Assessment
- c) Industrial Motors and Variable Speed Drives

Objective(s)

- a) 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.
- b) To provide business customers with comprehensive information related to opportunities identified in the buildings.
- c) 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

All existing commercial, industrial, municipal and multifamily buildings that are customers of the PA Companies.

Program description

- a) Provides support 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 the first cost of selected equipment or overall job scopes including but not limited to lighting, motors, variable speed drives, custom measures, and other energy efficiency technologies.
- b) Supports two levels of energy audit services 1) a simple on-line or 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.
- c) Encourages the Company’s commercial and industrial customers to:

	<p><u>1. Upgrade their existing motors to NEMA Premium® motors when switching out old motors due to breakdowns and/or programmed replacements</u></p> <p><u>2. Install variable speed drives on motors that do not always operate at the same speed.</u></p> <p><u>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 motors runs at constant speed are not good candidates for a variable speed drive.</u></p>
<p><u>Implementation strategy (including expected changes that may occur in different program years)</u></p>	<p><u>a) The program provides an incentive offsetting a portion of the incremental technology costs (“capital costs”) of high efficiency measures. In addition, it will provide technical support when needed. The Company 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.</u></p> <p><u>b) The program also supports energy audits and technical assistance 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.</u></p> <p><u>c) This program would be administered through regional motor distributors. A dealer network would be built by a qualified vendor from the list of contractors that are registered in Pennsylvania as a CSP.</u></p>
<p><u>Program issues and risks and risk management strategy</u></p>	<p><u>a) 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.</u></p> <p><u>b) Business climate may require fees to be reduced or waived in order to encourage participation. Process evaluation will determine if this adjustment is necessary.</u></p> <p><u>c) Lack of participation from regional motor distributors.</u></p> <p><u>With respect to risk management, refer to Section 4.1.4 of the EE&C plan. The Company provides further details on</u></p>

	<p><u>“early warning systems” as well as a description of contingency plans.</u></p>
<p><u>Anticipated costs to participating customers</u></p>	<p>a) <u>Balance of costs of equipment, plus installation costs as relevant.</u></p> <p>b) <u>Initial values for audits are expected to be \$250 for small businesses and <\$1 per square foot fee for large customers or those with custom or complex systems to be evaluated. Exact fees to be determined through RFP process.</u></p> <p>c) <u>Motor incentives will be available to customers and through motor distributors as a rebate per unit replaced on a first come first serve basis and will be limited t the Company’s motor upgrade budget.</u></p>
<p><u>Ramp up strategy</u></p>	<p><u>Program will launch upon selection of a vendor.</u></p>
<p><u>Marketing strategy</u></p>	<p><u>The Company fully expects the Program Manager(s), who will be selected by competitive bid, to provide specific details on marketing for this program.</u></p>
<p><u>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)</u></p>	<p>a) <u>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 compared to the commonly available replacement.</u></p> <p>b) <u>The audit component 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 set cost which includes CFLs to replace existing incandescent lamps based 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 may be included for appropriate building types to ensure proper efficiency settings on equipment, and to identify savings potential for plug loads.</u></p> <p>c) <u>The motors component 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.</u></p>

	<p><u>For rebate or incentive amounts see Penn Power Table 5: Penn Power EE&C Program Rebate Schedule.</u></p>
<p><u>Program start date with key schedule milestones</u></p>	<p><u>See Figure 2</u></p>
<p><u>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</u></p>	<p><u>a) & c) For the pre-installation phase, for a sample of participants, verify that inefficient motors, 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.</u></p> <p><u>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.</u></p> <p><u>b) Penn Power is to verify that the planned number of each type of audits is performed on time and within budget.</u></p> <p><u>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.</u></p>
<p><u>Administrative requirements – include internal and external staffing levels</u></p>	<p><u>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.</u></p>
<p><u>Estimated participation – includes tables indicating metric(s) with target value(s) per year</u></p>	<p><u>See Appendix F</u></p>
<p><u>Estimated program budget (total) by year – include table with budget per year</u></p>	<p><u>See Appendix D</u></p>
<p><u>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</u></p>	<p><u>See Appendix E</u></p>

**Cost-effectiveness – include TRC
for each program**

See PUC Table 7d

**Other information deemed
appropriate**

Custom measures will be rebated based upon an analysis of
potential energy savings on a case by case basis.

<p>Program Title and Program years during which program will be implemented</p>	<p>Commercial Industrial Demand Response Program – CSP Mandatory and Voluntary Curtailment Program for Penn Power</p>
<p>Objective(s)</p>	<p>To address the 100 highest peak load hours during the four months of June through September, as required under Act 129.</p>
<p>Target market</p>	<p>For Commercial and Industrial, as well as government sector customers, Penn Power will solicit registration for Conservation Service Providers (“CSP”) 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.</p>
<p>Program description</p>	<p>To participate, a CSP 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).</p> <ul style="list-style-type: none"> a. Notifications will be provided to the CSPs at least three hours prior to the event. b. CSP 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.
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>The Company will enter into an agreement with CSPs 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.</p> <ul style="list-style-type: none"> 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	<p><u>Issue RFPs for qualified DR-CSPs and/or customers to participate starting in the summer of 2011. Projected MW to be solicited in each planning year will be:</u></p> <table border="1" data-bbox="711 703 1122 1377"> <thead> <tr> <th data-bbox="711 703 976 804"></th> <th data-bbox="976 703 1122 804">Penn Power</th> </tr> </thead> <tbody> <tr> <td data-bbox="711 804 976 936">Projected MW Required for this Program</td> <td data-bbox="976 804 1122 936">15 MW</td> </tr> <tr> <td data-bbox="711 936 976 1125">Price per kW per quarter paid on a quarterly basis</td> <td data-bbox="976 936 1122 1125">\$9.50 per kW per quarter</td> </tr> <tr> <td data-bbox="711 1125 976 1257">MW Solicited in PJM Planning Year</td> <td data-bbox="976 1125 1122 1257"></td> </tr> <tr> <td data-bbox="711 1257 976 1314">2011/12:</td> <td data-bbox="976 1257 1122 1314">30 MW</td> </tr> <tr> <td data-bbox="711 1314 976 1377">2012/13:</td> <td data-bbox="976 1314 1122 1377">60 MW</td> </tr> </tbody> </table>		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
	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 CSPs 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)	<p>Payment will be based on proposed and accepted pricing from the Company and made on a quarterly basis starting in October.</p> <p>Pricing will be based on:</p> <ol style="list-style-type: none"> Fixed payments per contracted kW of peak load reduction equal to \$9.50 per kW per quarter, and Decrements (or performance penalties) for peak load reductions below contracted levels for the season. <p>Decrement pricing for average hourly underperformance relative to the contract load reduction during the season</p>												

	<p>will be based on MWh pricing equivalent to 125% of the contract fixed payments divided by 50 hours.</p> <ol style="list-style-type: none"> 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/\text{kW quarter} \times 4 \text{ quarters} \times 125\% / 50 \text{ hours} = \\$0.950 / \text{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 payments $\times 1,000 \text{ kW} \times \\$9.50/\text{kW quarter} = \\$38,000/\text{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 \text{ hours} \times 100 \text{ kW} \times \\$0.950/\text{kWh} = \\$570.00$. <p>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.</p> <ol style="list-style-type: none"> 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/\text{kW quarter} \times 4 \text{ quarter} / 50 \text{ hours} = \\$0.76 / \text{kWh}$ for average hourly performance above the contract kW for any event. <p>Decrements will be applied to offset payments starting in October.</p>
<p>Program start date with key schedule milestones</p>	<p>The program plan is designed to be fully implemented starting in the summer of 2011</p>
<p>Assumed Evaluation, Measurement, and Verification (EM&V) requirements required to document savings by the Commission’s statewide EE&C Plan Evaluator</p>	<p>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.</p> <p>CSP 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</p>

	accepted by PJM.
Estimated participation – includes tables indicating metric(s) with target value(s) per year	<p>Penn Power</p> <p>MW participation 7760MW</p> <p>Hours 50</p> <p>Efficiency rate* 8050%</p> <p>*Amount of hours that will fall within the top 100 load hour requirement</p>
Estimated program budget (total) by year – include table with budget per year	\$3,500,000 ,850,000 per year is total budget for Summer 2011 and 2012 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	<p>Penn Power</p> <p>MW savings 3145MW</p> <p>MWh savings 1,500 MWh</p>

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	<p>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.</p> <p>ESCOs may serve as aggregators of customers for providing contracted kWh and kW savings to the Companies.</p>
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	<p>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.</p> <p>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.</p> <p>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.</p>
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-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 7d

**Other information deemed
appropriate**

None.

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. § 2806.1.²⁶

<p>Program Title and Program years during which program will be implemented</p>	<p>Governmental and Institutional Programs:</p> <ul style="list-style-type: none"> 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 Program²⁷
<p>Objective(s)</p>	<p>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.</p>
<p>Target market</p>	<p>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.</p>
<p>Program description</p>	<ul style="list-style-type: none"> 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.

²⁶ Additional measures may be incorporated, as appropriate, as new measures are approved for inclusion in the TRM.

²⁷ 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.

	<p>c. The Traffic Signal Program is another program targeted at local governments. This component of the Govt program will seek to convert traffic signals and pedestrian/cycling signals to LED technology.</p> <p>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.</p> <p>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.</p>
<p>Implementation strategy (including expected changes that may occur in different program years)</p>	<p>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.</p>
<p>Program issues and risks and risk management strategy</p>	<p>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.</p>
<p>Anticipated costs to participating customers</p>	<p>Balance of project costs.</p>
<p>Ramp up strategy</p>	<p>Program will launch upon selection of C/I vendor.</p>
<p>Marketing strategy</p>	<p>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.</p>
<p>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)</p>	<p>Federal Rebates to qualified federal buildings are listed separately in Table 5 due to the availability of Federal incentive money.</p> <p>All other Governmental rebates are the same as the C/I equipment program.</p> <p>The rebates are listed in Penn Power Table 5 under the C/I Equipment program.</p> <p>The county and local governmental audits are estimated to be about \$2000 dollars.</p>

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	<p>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.</p> <p>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.</p>
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-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 7e
Other information deemed appropriate	<u>None.</u>

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.

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~~ annually 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.

The Company will not shift program funds within a customer class, or between customer classes, without prior Commission approval. Furthermore, if the Company identifies the need to increase the cost of this Final Plan, it will obtain Commission approval before increasing the budget for the same.

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.

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.

The Company will not shift program funds within a customer class, or between customer classes, without prior Commission approval. Furthermore, if the Company identifies the need to increase the cost of this Final Plan, it will obtain Commission approval before increasing the budget for the same.

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:

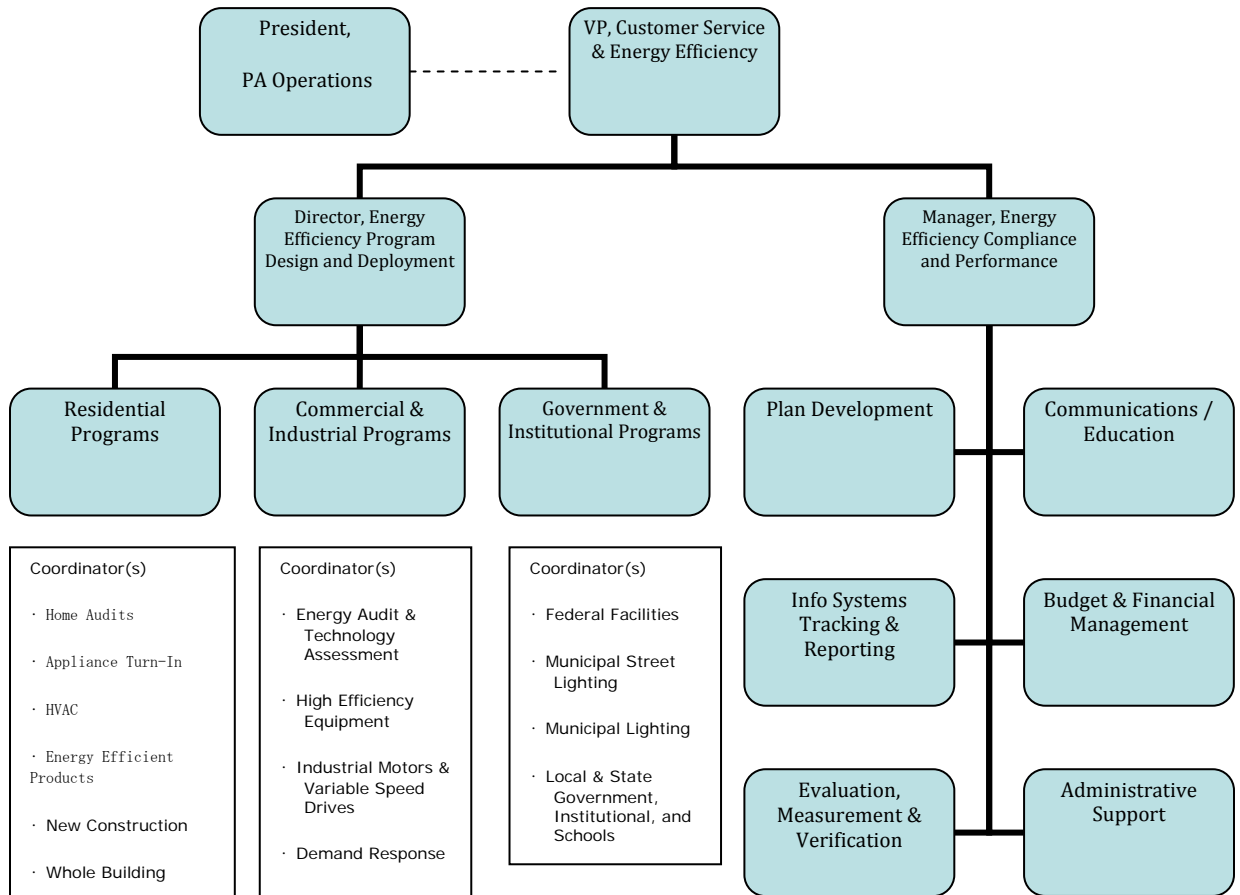
- Providing direction, coordination and cross-functional support, and
- Assuring program milestones and requirements are on target.

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.

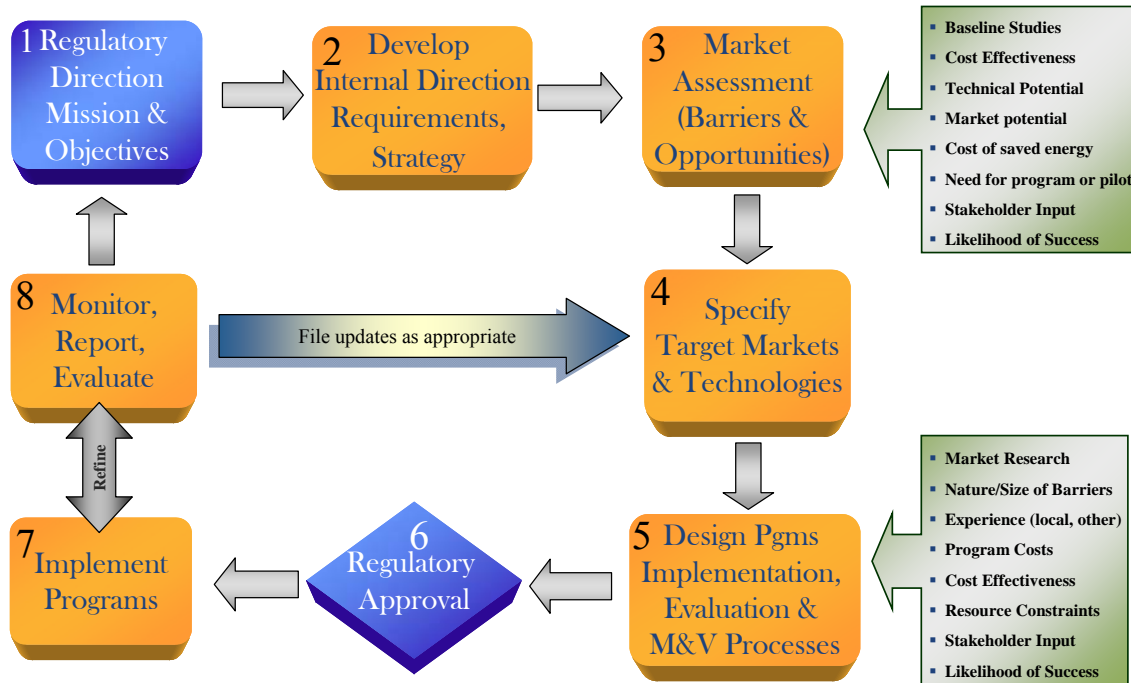
The Company will provide high-level administrative, contract management, program design and marketing oversight of the selected CSPs primarily through the Customer Service and Energy Efficiency Department staff who will be dedicated for this purpose. Not only will such monitoring be accomplished through 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

High Level Overview of EE / DR Plan Development, Implementation, Monitoring and Evaluation Processes



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 1-6. 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 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 yearly budgets presented in Appendix D are broken down into the 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 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;
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.

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 developed a Request for Proposal ("RFP") with more defined requirements, and solicited proposals from the list of CSPs registered in the Commonwealth.

5.2.2. The Company received and evaluated 9 proposals and selected 5 CSPs for interviews and demonstrations. Based upon these interviews, the Company is evaluating the top potential CSPs to implement its tracking and reporting system. The Company anticipates making a final determination between the top candidates in February, 2010. Following execution of the contract, the Company will submit the contract to Commission Staff for review—consistent with the Commission's Implementation Order (Docket No. M-2008-2069887, entered January 16, 2009).²⁸ 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;

²⁸ This update is provided in accordance with the Commission's Updated Order directing the Company to provide updated information regarding its reporting and tracking system.

- Costs;
- Service address;
- Job status;
- Completion date;
- NAICS;
- Heating system type;
- Square footage;
- kWh savings;
- Incentive;
- Enrollment method;
- Transaction results;
- Channel used;
- Measures recommended;
- Measures implemented;
- Type of appliance or equipment being replaced for fuel switching (in accordance with Commission Orders entered October 28, 2009 and January 28, 2010);
- Availability of natural gas at the customer's location or immediate area; and, (in accordance with Commission Orders entered October 28, 2009 and January 28, 2010)
- Whether electric appliances or equipment were installed in areas where natural gas is available (in accordance with Commission Orders entered October 28, 2009 and January 28, 2010).

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 Total	Penn Power
Total All Customers (48 mo budget)	\$26,639,156

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~~ Proposed modifications to PUC Table 6A are shown highlighted and are ~~located~~ located in Appendix G, ~~presents, in summary form, summarizing~~ 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.

~~Proposed modifications to~~ PUC Table 6B are shown highlighted and are located in Appendix G ~~presents, in summary form, summarizing~~ the indirect program start-up costs, outside legal fees and consultant fees by class. ~~Proposed modifications to~~ PUC Table 6C, ~~presentsing~~ the sum of both PUC Tables 6A and 6B, are shown highlighted and are located in Appendix G. 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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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
<i>Warm Plus</i>	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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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.

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 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. An Energy Efficiency and Conservation Charge Rider (“EEC-C Rider”). Pages 3 and 4 set forth the formula and description for calculating the EEC-C rates.
2. The calculation of EEC-C rates (shown on page 5 of Appendix H) based on the Company’s Final First Amended Plan filed February 5, 2010.

The filing includes the Company’s 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, Non-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 kilowatt (“kW”) ~~VA~~ basis using customer PLC, and will be billed on that basis over the duration of the EE&C Plan. ~~(March 1, 2010 or on one day’s notice of Commission approval through May 31, 2013).~~ Appendix H shows rates to be effective June 1, 2011 reflecting an updated sales forecast and modifications to the program costs. The EEC-C rates will be calculated and stated separately for the residential, commercial, non-profit, street lighting, and industrial customer 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 39-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 3 and 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 3-month period starting March 1, 2010 and ending May 31, 2010.

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 EEC-C rates on a per kWh or ~~kWVA~~ 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 ~~Penn Power Met-Ed~~ are based on the most recent distribution rate case approved by the Commission in 1987, ~~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 units²⁹ 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~~ Proposed modifications to PUC Tables 7A through 7E, presenting the summary TRC results by program, by year, in the five customer class segments outlined in the Commission Act 129 appendices, are shown highlighted and are located in Appendix G.

²⁹ 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)										
Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved	
					Annual	Annual	Annual	Annual	Annual	Lifetime	Annual	Lifetime
					Benefits	Gen/T&D	Benefits	On/Off Peak				
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	259,294	176,109		139,105		234	3,750	234	36,765
	2011	0.93	1,504,393	1,498,105	592,730		873,313		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	

Table removed and relocated

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)										
		Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved
Annual Benefits	Annual Gen/T&D					Annual Benefits	Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime	
Warm Plus	2010	0.50	243,963	123,015	10,775	See	112,241	See footnote 2 on PUC Table 7A	20	131	180	11,507
	2011	0.91	279,320	253,775	18,616	footnote 1 on PUC Table 7A	235,159	See footnote 2 on PUC Table 7A	57	131	596	11,507
	2012	0.95	280,413	265,883	20,307	on PUC Table 7A	245,576	See footnote 2 on PUC Table 7A	94	131	1,016	11,507
	2013	0.99	281,287	277,160	21,308	Table 7A	255,852	See footnote 2 on PUC Table 7A	131	131	1,440	11,507
Residential Audits	2010	0.51	150,966	76,785	3,622	See	73,162	See footnote 2 on PUC Table 7A	9	139	125	16,017
	2011	5.16	72,326	373,080	18,879	footnote 1 on PUC Table 7A	354,200	See footnote 2 on PUC Table 7A	52	139	698	16,017
	2012	5.36	72,326	387,732	20,762	on PUC Table 7A	366,960	See footnote 2 on PUC Table 7A	95	139	1,272	16,017
	2013	5.51	72,326	400,982	21,336	Table 7A	379,646	See footnote 2 on PUC Table 7A	139	139	1,845	16,017
Appliance Turn-In	2010	0.41	112,125	45,940	4,399	See	41,541	See footnote 2 on PUC Table 7A	11	172	78	8,924
	2011	6.25	38,640	241,444	23,941	footnote 1 on PUC Table 7A	217,503	See footnote 2 on PUC Table 7A	65	172	470	8,924
	2012	6.53	38,640	252,489	26,298	on PUC Table 7A	226,191	See footnote 2 on PUC Table 7A	118	172	862	8,924
	2013	6.77	38,640	261,701	27,668	Table 7A	234,033	See footnote 2 on PUC Table 7A	172	172	1,253	8,924
Energy Efficient Products	2010	5.06	10,680	54,030	1,801	See	52,228	See footnote 2 on PUC Table 7A	5	79	109	10,889
	2011	6.81	41,725	284,201	9,886	footnote 1 on PUC Table 7A	274,315	See footnote 2 on PUC Table 7A	30	79	655	10,889
	2012	7.09	41,725	296,023	10,943	on PUC Table 7A	285,081	See footnote 2 on PUC Table 7A	54	79	1,202	10,889
	2013	7.38	41,725	307,829	11,548	Table 7A	296,281	See footnote 2 on PUC Table 7A	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 removed and relocated

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

Commercial/Industrial Small		TRC Benefits By Program Per Year (\$000)											
Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved		
					Annual	Annual	Annual	Annual	Annual	Lifetime	Annual	Lifetime	
					Benefits	Gen/T&D	Benefits	On/Off Peak					
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		684,399		2,896	2,896	10,254	63,882	
Equipment Rebate	2010	1.99	479,334	1,957,144	493,060		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 removed and relocated

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

Commercial/Industrial Large		TRC Benefits By Program Per Year (\$000)											
Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved		
					Annual	Annual	Annual	Annual	Annual	Lifetime	Annual	Lifetime	
					Benefits	Gen/T&D	Benefits	On/Off Peak					
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	See footnote 1 on PUC Table	2,142,225	See footnote 2 on PUC Table	2,801	4,074	6,870	119,480	
	2013	1.16	2,686,794	3,116,653	911,696		2,204,958		4,074	4,074	10,025	119,480	
Industrial Motors and VSD	2010	1.03	105,034	107,706	2,899		104,807		5	75	166	35,408	
	2011	2.20	262,302	277,528	16,425		562,162		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)												
	Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in		MWh Saved	
						Annual	Annual	Annual	Annual	kW		Annual	Lifetime
						Benefits	Gen/T&D	Benefits	On/Off Peak	Annual	Lifetime		
Streetlighting	2010	0.89	26,897	23,946	0		23,946		0	0	42	6,038	
	2011	1.29	100,453	129,180	0		129,180		0	0	254	6,038	
	2012	1.37	100,453	137,669	0		137,669		0	0	466	6,038	
	2013	1.41	100,453	141,736	0		141,736		0	0	678	6,038	
Non-Profit	2010	1.57	5,374	8,441	1,664		6,777		3	48	12	1,676	
	2011	1.93	24,319	46,932	8,884		38,048		19	48	72	1,676	
	2012	1.97	25,427	48,419	9,896		40,523		35	48	133	1,676	
	2013	1.90	17,001	32,243	7,737		24,506		48	48	168	1,676	
Remaining Government/Non-Profit	2010	1.57	568,921	893,558	176,163	1 on PUC Table 7A	717,395	on PUC Table 7A	344	5,040	1,235	177,412	
	2011	1.93	2,574,368	4,968,092	940,395		4,027,697		2,039	5,040	7,663	177,412	
	2012	1.97	2,699,079	5,308,237	1,016,844		4,291,393		3,734	5,040	14,091	177,412	
	2013	1.90	1,799,653	3,413,220	819,069		2,594,151		5,040	5,040	17,794	177,412	
Governmental/Non-Profit Total	2010	1.54	601,192	925,945	177,827		748,118		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		

Table removed and relocated

See footnote 1 on PUC Table 7A

See footnote 2 on PUC Table 7A

9. Plan Compliance Information and Other Key Issues

9.1. Plan Compliance Issues.³⁰

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

³⁰ 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. (Section 1.1)

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 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)		
		<u>Met-Ed</u>	<u>Penelec (A)</u>	<u>Penn Power</u>
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	<u>1,141,717</u>	<u>1,146,105</u>	<u>356,702</u>
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).

Appendix 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 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. 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"

**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 States 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.



BLACK & VEATCH
898 VETERANS MEMORIAL HIGHWAY
HAUPPAUGE NY 11788

Your number with us
210012230

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

Purchase Order

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

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

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 one 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

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:  Date: 4/14/09
(Authorized Supplier/Contractor Signature)

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

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

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

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

Appendix D-1

Measure Name	Program	Rate Class	Utility			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	
			Labor/Cost	Marketing	M&V									
1	DLC-CAC	Demand	Res	\$459	\$6,563	\$270	\$0	\$0	\$0	\$12,150	\$48,600	\$0	\$13,500	\$38,495
2	DLC-Pool Pumps	Demand	Res	\$24	\$6,563	\$14	\$0	\$0	\$0	\$630	\$3,990	\$0	\$1,050	\$2,764
3	DLC-Water Heat	Demand	Res	\$2	\$6,563	\$1	\$0	\$0	\$0	\$45	\$285	\$0	\$75	\$197
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	\$0	\$6,563	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
5	Targeted Audit - Space Heat	1-Res Audits	Res	\$0	\$6,563	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
6	Res Home Audits Year 1 kit	1-Res Audits	Res	\$80	\$10,850	\$4,000	\$0	\$0	\$0	\$16,000	\$0	\$0	\$350,929	\$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	\$1,153	\$7,331	\$1,153	\$0	\$0	\$0	\$17,649	\$0	\$0	\$19,217	\$0
8	Room Air Conditioners	2-RES App Turn-In	Res	\$38	\$6,584	\$85	\$0	\$0	\$0	\$510	\$0	\$0	\$1,062	\$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	\$41	\$2,194	\$87	\$1,457	\$146	\$0	\$0	\$0	\$0	\$9,470	\$0
10	CAC - SEER 15	3-RES EE HVAC	Res	\$131	\$3,302	\$291	\$3,642	\$728	\$0	\$0	\$0	\$0	\$32,780	\$0
11	CAC - Maintenance	3-RES EE HVAC	Res	\$0	\$1,918	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
12	Furnace Fans	3-RES EE HVAC	Res	\$0	\$6,563	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	\$0	\$1,918	\$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
15	HP Water Heater	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
16	EE Water Heater	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
17	Programmable Thermostat_Heat	4-Res-EE P	Res	\$19	\$786	\$15	\$0	\$0	\$0	\$44	\$0	\$0	\$1,023	\$0
Pool Pump Rerprogramming to be Off Noon to Eight PM														
18	1-Res Audits	1-Res Audits	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
19	CFL bulbs regular-15	1-Res Audits	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	CFL Giveaway	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
22	CFL bulbs regular - 13	4-Res-EE P	Res	\$6,050	\$10,786	\$0	\$0	\$0	\$25,000	\$43,750	\$0	\$0	\$55,000	\$0
Clothes Washer Energy Star, Electric Water heater,														
23	Electric Dryer	4-Res-EE P	Res	\$87	\$810	\$23	\$117	\$58	\$0	\$0	\$0	\$0	\$874	\$0
24	Dehumidifiers	4-Res-EE P	Res	\$87	\$810	\$23	\$117	\$58	\$0	\$0	\$0	\$0	\$117	\$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	\$87	\$810	\$23	\$117	\$58	\$0	\$0	\$0	\$0	\$291	\$0
26	Holiday Lights	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
27	LED Night Light	1-Res Audits	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
28	Variable Speed Pool Pump+Proper Commissioning	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	\$87	\$810	\$23	\$117	\$58	\$0	\$0	\$0	\$0	\$583	\$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	\$87	\$810	\$23	\$117	\$58	\$0	\$0	\$0	\$0	\$583	\$0
31	Room Air Conditioners	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
32	Smart Strip plug outle	4-Res-EE P	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	\$2	\$787	\$0	\$0	\$0	\$1	\$0	\$0	\$0	\$20	\$0
34	Residential New Construction - PY12	5-RES New Con	Res	\$11,544	\$7,655	\$874	\$0	\$0	\$0	\$30,595	\$0	\$0	\$21,524	\$0
35	Residential New Construction - PY34	5-RES New Con	Res	\$0	\$6,563	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
36	Behavior_Mod	9-Behavior Modification	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
37	Estar Windows	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
38	Duct sealing 20 leakage base	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
39	Low Flow Showerhead:	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
40	Kitchen Aerator	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
41	Bathroom Aerator	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
42	Pipe Wrap	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
43	Roof Insulation	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
44	Whole Building - Light Measure (Test-In)	1-Res Audits	Res	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
45	Low Income Warm Program Through Act12	7-Low Income	Res	\$39,995	\$6,563	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$166,667	\$0
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	Res	\$239	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$788	\$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Hea	1-Res Audits LI	Res	\$408	\$104,463	\$183	\$0	\$0	\$0	\$960	\$0	\$0	\$15,778	\$0
48	Schools Children Education-No Saving	1-Res Audits LI	Res	\$2	\$28,278	\$105	\$0	\$0	\$0	\$421	\$0	\$0	\$9,244	\$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	\$462	\$104,770	\$462	\$0	\$0	\$0	\$7,066	\$0	\$0	\$7,694	\$0
50	Programmable Thermostat_Heat	1-Res Audits LI	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CFL bulbs regular-15 -Free No Water Heat Mailed At Request														
52	Request	4-Res-EE P LI	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	\$257	\$1,211	\$0	\$0	\$0	\$1,063	\$1,859	\$0	\$0	\$2,338	\$0
55	LED Night Light	1-Res Audits LI	Res	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
56	Low Income Lighting-Warm Ligh	7-Low Income	Res	\$832	\$6,250	\$68	\$0	\$0	\$0	\$546	\$0	\$0	\$5,458	\$0

Appendix D-1

Measure Name	Program	Rate Class	Utility			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
			Labor/Cost	Marketing	M&V								
57 Low Income Lighting-Warm SmartStrip	7-Low Income	Res	\$752	\$786	\$23	\$0	\$0	\$0	\$180	\$0	\$0	\$3,152	\$0
58 Low Income Lighting-Low Usage	7-Low Income	Res	\$558	\$6,250	\$46	\$0	\$0	\$0	\$366	\$0	\$0	\$3,659	\$0
59 Multiple Family - CFL Lighting	8-Multiple Family	Res	\$0	\$6,250	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
60 Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	\$155	\$6,450	\$25	\$0	\$150	\$0	\$0	\$0	\$0	\$1,750	\$0
61 Commercial, Industrial Audit - Sm&M	3-C/I Equip	SM C&I	\$165	\$6,350	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
62 Commercial, Industrial Audit - Large	4-C/I Equip	LG C&I	\$560	\$6,750	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial CFL Program - Kits Mailed to Small Commercial	3-C/I Equip	SM C&I	\$0	\$786	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
64 Commercial, Industrial Audit - Gov	2-Governmental Programs	LG C&I	\$196	\$6,250	\$16	\$0	\$0	\$0	\$0	\$0	\$0	\$4,000	\$0
65 High Bay HID replaced by 6F54T5HO	2-Governmental Programs	LG C&I	\$17	\$6,875	\$1	\$0	\$11	\$0	\$0	\$0	\$0	\$302	\$0
66 HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	\$1,250	\$6,875	\$102	\$0	\$820	\$0	\$0	\$0	\$0	\$4,428	\$0
67 LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	LG C&I	\$674	\$6,875	\$55	\$0	\$442	\$0	\$0	\$0	\$0	\$3,315	\$0
68 Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	\$127	\$6,875	\$10	\$0	\$83	\$0	\$0	\$0	\$0	\$993	\$0
69 LED Auto Traffic Signals	2-Governmental Programs	SM C&I	\$127	\$6,875	\$10	\$0	\$83	\$0	\$0	\$0	\$0	\$1,875	\$0
70 LED Pedestrian Signals	2-Governmental Programs	SM C&I	\$1,525	\$6,875	\$125	\$0	\$1,000	\$0	\$0	\$0	\$0	\$12,500	\$0
Street Lighting - Weighted Average All Replacements	2-Governmental Programs	Gov	\$1,827	\$6,875	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,744	\$12,452
71 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
72 Custom Incentives Gov	2-Governmental Programs	LG C&I	\$0	\$6,875	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
73 AC <65,000 1 Ph	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
74 AC 65,000 - 135,000	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
75 AC 240,000 - 760,000	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
76 Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	\$152	\$3,190	\$33	\$218	\$109	\$0	\$0	\$0	\$0	\$1,089	\$0
77 AntiSweatHeater Controller for Cooler - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
78 AntiSweatHeater Controller for Freezers - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
79 ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$355	\$0
80 ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$812	\$0
81 ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$173	\$0
82 ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$342	\$0
83 ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$136	\$0
84 ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$408	\$0
85 ENERGY STAR Ice Machines more than 1000 lb	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$544	\$0
86 ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	\$36	\$3,130	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$1,089	\$0
87 High Bay HID replaced by 6F54T5HO	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
88 EE Water Heater	3-C/I Equip	SM C&I	\$97	\$3,149	\$18	\$121	\$61	\$0	\$0	\$0	\$0	\$605	\$0
89 HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	\$272	\$3,166	\$41	\$1,021	\$68	\$0	\$0	\$0	\$0	\$2,722	\$0
90 HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	\$3,350	\$5,625	\$1,250	\$0	\$30,000	\$0	\$0	\$0	\$0	\$126,000	\$0
91 LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	\$7,514	\$7,257	\$382	\$0	\$3,054	\$0	\$0	\$0	\$0	\$22,908	\$0
92 Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
93 Strip Mall Low Cost DI Suite	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
94 Commercial Smart Strip plug outle	3-C/I Equip	SM C&I	\$9	\$786	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$54	\$0
95 Pre Rinse Sprayers	3-C/I Equip	SM C&I	\$44	\$3,125	\$0	\$0	\$0	\$14	\$0	\$0	\$0	\$953	\$0
96 Refrigerant charging corrector	3-C/I Equip	SM C&I	\$196	\$3,179	\$54	\$0	\$272	\$0	\$0	\$0	\$0	\$4,083	\$0
97 Refrigeration Commissioning	3-C/I Equip	SM C&I	\$10	\$3,128	\$3	\$0	\$14	\$0	\$0	\$0	\$0	\$68	\$0
98 Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	\$10	\$3,128	\$3	\$0	\$14	\$0	\$0	\$0	\$0	\$136	\$0
99 Vending Equipment Controlle	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
100 Custom Incentives Small	3-C/I Equip	SM C&I	\$4,299	\$3,220	\$95	\$0	\$7,630	\$0	\$0	\$0	\$0	\$38,111	\$0
101 MasterMetered MultiFamily CFL Kits	8-Multiple Family	SM C&I	\$0	\$6,250	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
102 Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
103 High Bay HID replaced by 6F54T5HO	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
104 HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	\$44,200	\$5,625	\$2,500	\$0	\$25,000	\$0	\$0	\$0	\$0	\$162,000	\$0

Appendix D-1

Measure Name	Program	Rate Class	Utility			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		
			Labor/Cost	Marketing	M&V										
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
107	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
108	Custom Incentives Large	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
109	Motors 1 HP 1200	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
110	Motors 5 HP 1200	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
111	Motors 10 HP 1200	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
112	Motors 20 HP 1200	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
113	Motors 1 HP 3600	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
114	Motors 5 HP 3600	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
115	Motors 10 HP 3600	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
116	Motors 20 HP 3600	4-C/I Equip	LG C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
117	Water Pumps with VFD's	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
118	HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
119	Air Compressors with VFD's	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
120	Water Pumps with VFD's	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
121	HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
122	Air Compressors with VFD's	3-C/I Equip	SM C&I	\$0	\$3,125	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
123	Water Pumps with VFD's	4-C/I Equip	LG C&I	\$94	\$3,125	\$1	\$10	\$1	\$0	\$0	\$0	\$0	\$155		
124	HVAC Fans with VFD's	4-C/I Equip	LG C&I	\$94	\$3,125	\$1	\$10	\$1	\$0	\$0	\$0	\$0	\$155		
125	Air Compressors with VFD's	4-C/I Equip	LG C&I	\$94	\$3,125	\$1	\$10	\$1	\$0	\$0	\$0	\$0	\$155		
126				\$94	\$3,125	\$1	\$10	\$1	\$0	\$0	\$0	\$0	\$155		
127	Demand			\$142,238	\$485	\$19,688	\$285	\$0	\$0	\$0	\$12,825	\$52,875	\$0	\$14,625	\$41,456
128	1-Res Audits			\$409,223	\$80	\$38,214	\$4,000	\$0	\$0	\$0	\$16,000	\$0	\$0	\$350,929	\$0
129	2-RES App Turn-In			\$54,781	\$1,191	\$13,915	\$1,238	\$0	\$0	\$0	\$18,158	\$0	\$0	\$20,277	\$0
130	3-RES EE HVAC			\$64,667	\$172	\$15,893	\$379	\$5,099	\$874	\$0	\$0	\$0	\$0	\$42,250	\$0
131	4-Res-EE P			\$158,282	\$6,508	\$23,484	\$131	\$583	\$291	\$25,001	\$43,794	\$0	\$0	\$58,490	\$0
132	5-RES New Con			\$78,754	\$11,544	\$14,218	\$874	\$0	\$0	\$0	\$30,595	\$0	\$0	\$21,524	\$0
133	9-Behavior Modification			\$1,485	\$0	\$1,485	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
134	8-Multiple Family			\$21,030	\$155	\$18,950	\$25	\$0	\$150	\$0	\$0	\$0	\$0	\$1,750	\$0
135	7-Low Income			\$243,963	\$42,376	\$20,635	\$136	\$0	\$0	\$0	\$1,092	\$0	\$0	\$179,724	\$0
136	1-Res Audits LI			\$162,202	\$410	\$135,099	\$288	\$0	\$0	\$0	\$1,382	\$0	\$0	\$25,022	\$0
137	2-RES App Turn-In LI			\$120,453	\$462	\$104,770	\$462	\$0	\$0	\$0	\$7,066	\$0	\$0	\$7,694	\$0
138	4-Res-EE P LI			\$8,300	\$257	\$2,784	\$0	\$0	\$0	\$1,063	\$1,859	\$0	\$0	\$2,338	\$0
139	1-C/I Audits			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
140	2-Governmental Programs			\$122,235	\$5,743	\$68,125	\$321	\$0	\$2,439	\$0	\$0	\$0	\$0	\$33,156	\$12,452
141	3-C/I Equip			\$392,573	\$16,410	\$130,508	\$1,922	\$1,795	\$41,330	\$16	\$0	\$0	\$0	\$200,591	\$0
142	4-C/I Equip			\$288,044	\$45,043	\$53,000	\$2,502	\$31	\$25,003	\$0	\$0	\$0	\$0	\$162,464	\$0
143	5-IND MOTOR			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
144				\$2,268,230	\$130,835	\$660,768	\$12,563	\$7,508	\$70,088	\$26,080	\$132,771	\$52,875	\$0	\$1,120,834	\$53,907
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		\$1,450,598	\$63,484	\$396,434	\$7,793	\$5,682	\$1,166	\$26,064	\$132,771	\$52,875	\$0	\$722,874	\$41,456
150	Small Commercial & Industria	SM C&I		\$438,349	\$18,217	\$156,958	\$2,083	\$1,795	\$42,563	\$16	\$0	\$0	\$0	\$216,716	\$0
151	Large Commercial & Industria	LG C&I		\$352,386	\$47,308	\$100,500	\$2,687	\$31	\$26,359	\$0	\$0	\$0	\$0	\$175,501	\$0
152	Gov Street Lighting and Multi-Famil	GOV		\$26,897	\$1,827	\$6,875	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$5,744	\$12,452
				\$2,268,230	\$130,835	\$660,768	\$12,563	\$7,508	\$70,088	\$26,080	\$132,771	\$52,875	\$0	\$1,120,834	\$53,907

Appendix D-1

Measure Name	Program	Rate Class	Utility			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	
			Labor/Cost	Marketing	M&V									
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	\$2,129.9	\$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	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 Speec	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 Act125	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

Current Plan - Superseded

Appendix D-1

Measure Name	Program	Rate Class	Utility			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
			Labor/Cost	Marketing	M&V								
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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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/1 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 correctior	3-C/1 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/1 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/1 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/1 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/1 Equip	SM C&I	\$70	\$3,131	\$6.3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$625.0	\$0
102 Setback/Setup	3-C/1 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/1 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/1 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/1 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/1 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/1 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

Current Plan - Superseded

Appendix D-1

Measure Name	Program	Rate Class	Utility			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		
			Labor/Cost	Marketing	M&V										
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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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			\$139,982	\$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	\$1,700	\$17,292	\$3,333	\$0	\$0	\$0	\$16,667	\$33,292	\$0	\$0	\$0
133	6-Res Whole			\$96,769	\$2,244	\$18,365	\$315	\$0	\$0	\$0	\$60,000	\$0	\$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															
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		\$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

Current Plan - Superseded

Appendix D-2

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

Appendix D-2

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	\$78,525	\$314,100	\$0	\$87,250	\$174,449
2	DLC-Pool Pumps	Demand	Res	\$158	\$0	\$93.0	\$0	\$0	\$0	\$4,185	\$26,505	\$0	\$6,975	\$12,873
3	DLC-Water Heat	Demand	Res	\$46	\$0	\$27.0	\$0	\$0	\$0	\$1,215	\$7,695	\$0	\$2,025	\$3,737
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	\$14,495	\$328	\$6,500.0	\$0	\$0	\$0	\$34,125	\$0	\$0	\$560,625	\$0
5	Targeted Audit - Space Heat	1-Res Audits	Res	\$2,142	\$532	\$357.0	\$0	\$0	\$0	\$0	\$0	\$0	\$10,974	\$0
6	Res Home Audits Year 1 kit	1-Res Audits	Res	\$0	\$63	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	\$5,765	\$4,172	\$5,765.1	\$0	\$0	\$0	\$88,244	\$0	\$0	\$96,085	\$0
8	Room Air Conditioners	2-RES App Turn-In	Res	\$191	\$434	\$424.7	\$0	\$0	\$0	\$2,548	\$0	\$0	\$5,309	\$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	\$408	\$2,864	\$874.1	\$14,569	\$1,457	\$0	\$0	\$0	\$0	\$94,697	\$0
10	CAC - SEER 15	3-RES EE HVAC	Res	\$198	\$2,186	\$440.0	\$5,500	\$1,100	\$0	\$0	\$0	\$0	\$49,500	\$0
11	CAC - Maintenance	3-RES EE HVAC	Res	\$1,023	\$10,068	\$1,022.8	\$0	\$1,534	\$0	\$0	\$0	\$0	\$38,353	\$0
12	Furnace Fans	3-RES EE HVAC	Res	\$95	\$518	\$29.1	\$0	\$73	\$0	\$0	\$0	\$0	\$583	\$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	\$2,316	\$431	\$291.4	\$0	\$146	\$0	\$0	\$0	\$0	\$18,969	\$0
14	Solar Water Heating	4-Res-EE P	Res	\$285	\$339	\$60.0	\$0	\$150	\$0	\$0	\$0	\$0	\$15,000	\$0
15	HP Water Heater	4-Res-EE P	Res	\$190	\$239	\$40.0	\$0	\$100	\$0	\$0	\$0	\$0	\$6,000	\$0
16	EE Water Heater	4-Res-EE P	Res	\$471	\$535	\$99.1	\$0	\$248	\$0	\$0	\$0	\$0	\$2,477	\$0
17	Programmable Thermostat_Heat	4-Res-EE P	Res	\$19	\$39	\$14.6	\$0	\$0	\$0	\$44	\$0	\$0	\$1,023	\$0
18	Pool Pump Reprogramming to be Off Noon to Eight PM	1-Res Audits	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
19	CFL bulbs regular-15	1-Res Audits	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	CFL Giveaway	4-Res-EE P	Res	\$3,450	\$10,539	\$3,750.0	\$0	\$0	\$0	\$30,000	\$0	\$0	\$52,500	\$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
22	CFL bulbs regular - 13	4-Res-EE P	Res	\$36,300	\$60,039	\$0.0	\$0	\$0	\$150,000	\$262,500	\$0	\$0	\$330,000	\$0
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	\$4,500	\$1,239	\$1,200.0	\$6,000	\$3,000	\$0	\$0	\$0	\$0	\$45,000	\$0
24	Dehumidifiers	4-Res-EE P	Res	\$4,500	\$1,239	\$1,200.0	\$6,000	\$3,000	\$0	\$0	\$0	\$0	\$6,000	\$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	\$1,050	\$319	\$280.0	\$1,400	\$700	\$0	\$0	\$0	\$0	\$3,500	\$0
26	Holiday Lights	4-Res-EE P	Res	\$126	\$99	\$60.0	\$150	\$240	\$0	\$0	\$0	\$0	\$2,400	\$0
27	LED Night Light	1-Res Audits	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
28	Variable Speed Pool Pump+Proper Commissioning	4-Res-EE P	Res	\$128	\$58	\$18.6	\$93	\$37	\$0	\$0	\$0	\$0	\$3,720	\$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	\$6,000	\$1,639	\$1,600.0	\$8,000	\$4,000	\$0	\$0	\$0	\$0	\$40,000	\$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	\$6,000	\$1,639	\$1,600.0	\$8,000	\$4,000	\$0	\$0	\$0	\$0	\$40,000	\$0
31	Room Air Conditioners	4-Res-EE P	Res	\$3,800	\$39	\$500.0	\$0	\$1,000	\$0	\$0	\$0	\$0	\$12,500	\$0
32	Smart Strip plug outlet	4-Res-EE P	Res	\$163	\$112	\$0.0	\$0	\$0	\$73	\$0	\$0	\$0	\$1,457	\$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	\$2	\$40	\$0.0	\$0	\$0	\$1	\$0	\$0	\$0	\$20	\$0
34	Residential New Construction - PY12	5-RES New Con	Res	\$26,935	\$2,878	\$2,039.6	\$0	\$0	\$0	\$71,387	\$0	\$0	\$50,223	\$0
35	Residential New Construction - PY34	5-RES New Con	Res	\$0	\$328	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
36	Behavior_Mod	9-Behavior Modification	Res	\$0	\$74	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
37	Estar Windows	1-Res Audits	Res	\$338	\$74	\$60.0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,000	\$0
38	Duct sealing 20 leakage base	1-Res Audits	Res	\$368	\$74	\$30.0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,000	\$0
39	Low Flow Showerhead:	1-Res Audits	Res	\$0	\$74	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
40	Kitchen Aerator	1-Res Audits	Res	\$0	\$74	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
41	Bathroom Aerator	1-Res Audits	Res	\$0	\$74	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
42	Pipe Wrap	1-Res Audits	Res	\$0	\$74	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
43	Roof Insulation	1-Res Audits	Res	\$338	\$74	\$60.0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,000	\$0
44	Whole Building - Light Measure (Test-In)	1-Res Audits	Res	\$1,456	\$1,324	\$50.0	\$0	\$0	\$0	\$0	\$0	\$0	\$12,500	\$0
45	Low Income Warm Program Through Act125	7-Low Income	Res	\$43,964	\$328	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$183,206	\$0
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	Res	\$262	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$866	\$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Hea	1-Res Audits LI	Res	\$2,040	\$328	\$914.7	\$0	\$0	\$0	\$4,802	\$0	\$0	\$78,892	\$0
48	Schools Children Education-No Saving:	1-Res Audits LI	Res	\$11	\$1,327	\$526.8	\$0	\$0	\$0	\$2,107	\$0	\$0	\$46,220	\$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	\$2,308	\$1,867	\$2,308.1	\$0	\$0	\$0	\$35,329	\$0	\$0	\$38,468	\$0
50	Programmable Thermostat_Heat	1-Res Audits LI	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	\$1,286	\$2,164	\$0.0	\$0	\$0	\$5,313	\$9,297	\$0	\$0	\$11,688	\$0
55	LED Night Light	1-Res Audits LI	Res	\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
56	Low Income Lighting-Warm Ligh	7-Low Income	Res	\$2,030	\$313	\$166.4	\$0	\$0	\$0	\$1,331	\$0	\$0	\$13,308	\$0

Appendix D-2

	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	\$439	\$0	\$0	\$7,686	\$0
58	Low Income Lighting-Low Usage	7-Low Income	Res	\$2,790	\$313	\$228.7	\$0	\$0	\$0	\$1,829	\$0	\$0	\$18,294	\$0
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	\$2,513	\$313	\$187.5	\$0	\$0	\$0	\$5,250	\$0	\$0	\$15,000	\$0
60	Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	\$109	\$453	\$17.5	\$0	\$105	\$0	\$0	\$0	\$0	\$1,225	\$0
61	Commercial, Industrial Audit - Sm&Mc	3-C/I Equip	SM C&I	\$83	\$363	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
62	Commercial, Industrial Audit - Large	4-C/I Equip	LG C&I	\$280	\$563	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial CFL Program - Kits Mailed to Small Commercial				\$0	\$39	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
63	Commercial, Industrial Audit - Gov	2-Governmental Programs	SM C&I	\$196	\$313	\$16.0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,000	\$0
64	Commercial, Industrial Audit - Gov	2-Governmental Programs	LG C&I	\$196	\$313	\$16.0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,000	\$0
65	High Bay HID replaced by 6F54TSHO	2-Governmental Programs	LG C&I	\$3,050	\$344	\$250.0	\$0	\$2,000	\$0	\$0	\$0	\$0	\$55,440	\$0
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	\$1,993	\$344	\$163.3	\$0	\$1,307	\$0	\$0	\$0	\$0	\$7,056	\$0
67	LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	LG C&I	\$3,707	\$344	\$303.8	\$0	\$2,431	\$0	\$0	\$0	\$0	\$18,231	\$0
68	Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	\$699	\$344	\$57.3	\$0	\$458	\$0	\$0	\$0	\$0	\$5,459	\$0
69	LED Auto Traffic Signals	2-Governmental Programs	SM C&I	\$699	\$344	\$57.3	\$0	\$458	\$0	\$0	\$0	\$0	\$10,313	\$0
70	LED Pedestrian Signals	2-Governmental Programs	SM C&I	\$8,388	\$344	\$687.5	\$0	\$5,500	\$0	\$0	\$0	\$0	\$68,750	\$0
Street Lighting - Weighted Average All Replacements				\$9,133	\$344	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$28,719	\$62,258
71	Water-Cooled cent Chiller 150 - 300 ton 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
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	\$344	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
73	Custom Incentives Gov	2-Governmental Programs	LG C&I	\$5,946	\$344	\$50.0	\$0	\$4	\$0	\$0	\$0	\$0	\$20,000	\$0
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	\$76	\$189	\$16.3	\$109	\$54	\$0	\$0	\$0	\$0	\$1,935	\$0
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	\$253	\$238	\$40.8	\$408	\$82	\$0	\$0	\$0	\$0	\$3,773	\$0
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	\$253	\$238	\$40.8	\$408	\$82	\$0	\$0	\$0	\$0	\$13,488	\$0
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	\$762	\$483	\$163.3	\$1,089	\$544	\$0	\$0	\$0	\$0	\$5,444	\$0
78	AntiSweatHeater Controller for Cooler - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
79	AntiSweatHeater Controller for Freezers - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
80	ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	SM C&I	\$146	\$178	\$21.8	\$218	\$54	\$0	\$0	\$0	\$0	\$1,419	\$0
81	ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	\$146	\$178	\$21.8	\$218	\$54	\$0	\$0	\$0	\$0	\$3,247	\$0
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5.4	\$54	\$14	\$0	\$0	\$0	\$0	\$173	\$0
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5.4	\$54	\$14	\$0	\$0	\$0	\$0	\$342	\$0
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	\$1,459	\$374	\$217.8	\$2,178	\$544	\$0	\$0	\$0	\$0	\$5,444	\$0
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	\$182	\$183	\$27.2	\$272	\$68	\$0	\$0	\$0	\$0	\$2,042	\$0
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	\$1,459	\$374	\$217.8	\$2,178	\$544	\$0	\$0	\$0	\$0	\$21,778	\$0
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	\$1,094	\$320	\$163.3	\$1,633	\$408	\$0	\$0	\$0	\$0	\$32,667	\$0
88	High Bay HID replaced by 6F54TSHO	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
89	EE Water Heater	3-C/I Equip	SM C&I	\$218	\$211	\$40.8	\$272	\$136	\$0	\$0	\$0	\$0	\$1,361	\$0
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	\$1,361	\$360	\$204.2	\$5,104	\$340	\$0	\$0	\$0	\$0	\$13,611	\$0
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	\$3,350	\$2,656	\$1,250.0	\$0	\$30,000	\$0	\$0	\$0	\$0	\$126,000	\$0
92	LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	\$24,600	\$1,594	\$1,250.0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$75,000	\$0
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
94	Strip Mall Low Cost DI Suite	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	\$9	\$39	\$0.0	\$0	\$0	\$3	\$0	\$0	\$0	\$54	\$0
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	\$221	\$156	\$0.0	\$0	\$0	\$68	\$0	\$0	\$0	\$4,764	\$0
97	Refrigerant charging corrector	3-C/I Equip	SM C&I	\$1,960	\$701	\$544.4	\$0	\$2,722	\$0	\$0	\$0	\$0	\$40,834	\$0
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	\$10	\$159	\$2.7	\$0	\$14	\$0	\$0	\$0	\$0	\$136	\$0
100	Vending Equipment Controller	3-C/I Equip	SM C&I	\$319	\$238	\$81.7	\$408	\$408	\$0	\$0	\$0	\$0	\$10,208	\$0
101	Custom Incentives Small	3-C/I Equip	SM C&I	\$15,353	\$497	\$340.3	\$0	\$27,250	\$0	\$0	\$0	\$0	\$136,112	\$0
102	MasterMetered MultiFamily CFL Kits	8-Multiple Family	SM C&I	\$2,513	\$313	\$187.5	\$0	\$0	\$0	\$5,250	\$0	\$0	\$15,000	\$0
103	Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
104	High Bay HID replaced by 6F54TSHO	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	\$66,300	\$3,906	\$3,750.0	\$0	\$37,500	\$0	\$0	\$0	\$0	\$243,000	\$0

Appendix D-2

Measure Name	Program	Rate Class	Utility			Retailer Sales Incentive	Rebate Processing	Retail Store		Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M
			Labor/Cost	Marketing	M&V			Discount Tracking						
106 Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
109 Custom Incentives Large	4-C/I Equip	LG C&I	\$6,684	\$906	\$75,000.0	\$0	\$7,560	\$0	\$0	\$0	\$0	\$0	\$300,000	\$0
110 Motors 1 HP 1200	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
111 Motors 5 HP 1200	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
112 Motors 10 HP 1200	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
113 Motors 20 HP 1200	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
114 Motors 1 HP 3600	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
115 Motors 5 HP 3600	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
116 Motors 10 HP 3600	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
117 Motors 20 HP 3600	4-C/I Equip	LG C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
118 Water Pumps with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
119 HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
120 Air Compressors with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
121 Water Pumps with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
122 HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
123 Air Compressors with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
124 Water Pumps with VFD's	4-C/I Equip	LG C&I	\$94	\$156	\$0.6	\$10	\$1	\$0	\$0	\$0	\$0	\$0	\$155	\$0
125 HVAC Fans with VFD's	4-C/I Equip	LG C&I	\$94	\$156	\$0.6	\$10	\$1	\$0	\$0	\$0	\$0	\$0	\$155	\$0
126 Air Compressors with VFD's	4-C/I Equip	LG C&I	\$94	\$156	\$0.6	\$10	\$1	\$0	\$0	\$0	\$0	\$0	\$155	\$0
127 Demand			\$724,570	\$3,171	\$0	\$1,865.0	\$0	\$0	\$0	\$83,925	\$348,300	\$0	\$96,250	\$191,059
128 1-Res Audits			\$656,302	\$19,136	\$2,885	\$7,057.0	\$0	\$0	\$0	\$34,125	\$0	\$0	\$593,099	\$0
129 2-RES App Turn-In			\$208,938	\$5,956	\$4,606	\$6,189.8	\$0	\$0	\$0	\$90,792	\$0	\$0	\$101,393	\$0
130 3-RES EE HVAC			\$249,244	\$4,040	\$16,066	\$2,657.4	\$20,069	\$4,310	\$0	\$0	\$0	\$0	\$202,102	\$0
131 4-Res-EE P			\$1,205,934	\$66,984	\$78,196	\$10,422.2	\$29,643	\$16,475	\$150,074	\$292,544	\$0	\$0	\$561,596	\$0
132 5-RES New Con			\$153,791	\$26,935	\$3,206	\$2,039.6	\$0	\$0	\$0	\$71,387	\$0	\$0	\$50,223	\$0
133 9-Behavior Modification			\$74	\$0	\$74	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
134 8-Multiple Family			\$48,434	\$5,134	\$1,078	\$392.5	\$0	\$105	\$0	\$10,500	\$0	\$0	\$31,225	\$0
135 7-Low Income			\$279,320	\$50,879	\$1,032	\$449.9	\$0	\$0	\$0	\$3,599	\$0	\$0	\$223,360	\$0
136 1-Res Audits LI			\$137,286	\$2,050	\$1,773	\$1,441.5	\$0	\$0	\$0	\$6,909	\$0	\$0	\$125,112	\$0
137 2-RES App Turn-In LI			\$80,281	\$2,308	\$1,867	\$2,308.1	\$0	\$0	\$0	\$35,329	\$0	\$0	\$38,468	\$0
138 4-Res-EE P LI			\$29,825	\$1,286	\$2,243	\$0.0	\$0	\$0	\$5,313	\$9,297	\$0	\$0	\$11,688	\$0
139 1-C/I Audits			\$0	\$0	\$0	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
140 2-Governmental Programs			\$331,183	\$33,809	\$3,406	\$1,585.3	\$0	\$12,158	\$0	\$0	\$0	\$0	\$217,967	\$62,258
141 3-C/I Equip			\$658,478	\$53,387	\$12,591	\$4,656.0	\$14,605	\$73,334	\$71	\$0	\$0	\$0	\$499,834	\$0
142 4-C/I Equip			\$748,108	\$73,547	\$7,250	\$78,751.9	\$31	\$45,063	\$0	\$0	\$0	\$0	\$543,464	\$0
143 5-IND MOTOR			\$0	\$0	\$0	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
144			\$5,511,766	\$348,622	\$136,272	\$119,816.3	\$64,348	\$151,445	\$155,457	\$638,408	\$348,300	\$0	\$3,295,781	\$253,317
145														
146														
147														
148 Recovery Allocation			Total	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Discount Tracking	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M
149 Residential	Res		\$3,748,826	\$185,257	\$112,260	\$34,618.1	\$49,712	\$20,784	\$155,386	\$633,158	\$348,300	\$0	\$2,018,291	\$191,059
150 Small Commercial & Industrial	SM C&I		\$779,189	\$65,095	\$14,043	\$5,605.8	\$14,605	\$79,397	\$71	\$5,250	\$0	\$0	\$595,122	\$0
151 Large Commercial & Industrial	LG C&I		\$883,299	\$89,138	\$9,625	\$79,592.4	\$31	\$51,263	\$0	\$0	\$0	\$0	\$653,650	\$0
152 Direct Gov	GOV		\$100,453	\$9,133	\$344	\$0.0	\$0	\$0	\$0	\$0	\$0	\$0	\$28,719	\$62,258
			\$5,511,766	\$348,622	\$136,272	\$119,816.3	\$64,348	\$151,445	\$155,457	\$638,408	\$348,300	\$0	\$3,295,781	\$253,317

Appendix D-2

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 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	Programmable 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	Programmable 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
	Clothes Washer Energy Star, Electric Water heater,													
23	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	\$765	\$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 Speec	4-Res-EE P	Res	\$646	\$443	\$404.0	\$4,020.2	\$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 Act125	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
	Low Income Warm Program Through Act129													
46	(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	Programmable 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
	CFL bulbs regular-15 -Free No Water Heat Mailed At													
52	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

Current Plan - Superseded

Appendix D-2

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 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	\$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 Exterior HID replacement above 175W to 250W HID retrofit	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 HPT8 4ft 4 lamp, T12 to HPT8	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 LED Exit Signs Electronic Fixtures (Retrofit Only)	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 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
68 LED Auto Traffic Signals	2-Governmental Programs	SM C&I	\$699	\$344	\$57.3	\$0.0	\$458.3	\$0.0	\$0.0	\$0.0	\$0.0	\$458.3	\$0
69 LED Pedestrian 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 Street Lighting - 175 Mercury to 100 HPS	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 with 0.46 kW/ton IPLV	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 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
73 AC <65,000 1 Ph	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 - 135,000	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 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	\$31,250.0	\$0
76 Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	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 Demand-controlled ventilation (DCV)	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 Efficient Refrigeration Condenser	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 less than 20ft3	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 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
81 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
82 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
83 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
84 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
85 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
86 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
87 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
88 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
89 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
90 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
91 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
92 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
93 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
94 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
95 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
96 Refrigerant charging corrector	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
97 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
98 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
99 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
100 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
101 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
102 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
103 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
104 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
105 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
106 Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton	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
107 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

Current Plan - Superseded

Appendix D-2

Measure Name	Program	Rate Class	Utility			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	
			Labor/Cost	Marketing	M&V									
Water-Cooled Centrifugal Chiller < 150 ton 0.56														
108 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	\$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	
129 2-RES App Turn-In			\$396,499	\$6,227	\$4,606	\$6,190	\$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	\$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	
132 5-RES New Con			\$947,527	\$80,850	\$23,673	\$18,333	\$0	\$0	\$91,667	\$738,104	\$0	\$0	\$0	
133 6-Res Whole			\$167,476	\$4,528	\$10,668	\$630	\$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	
135 7-Low Income			\$279,320	\$50,879	\$1,032	\$450	\$0	\$0	\$0	\$3,599	\$0	\$14,398	\$208,962	
136 1-Res Audits LI			\$72,326	\$3,690	\$1,170	\$1,311	\$0	\$0	\$71	\$4,369	\$0	\$13,978	\$47,736	
137 2-RES App Turn-In LI			\$38,640	\$589	\$732	\$605	\$0	\$0	\$0	\$26,628	\$0	\$0	\$10,086	
138 4-Res-EE P LI			\$25,691	\$1,712	\$413	\$147	\$0	\$0	\$3,486	\$1,178	\$0	\$4,713	\$14,042	
139 1-C/I Audits			\$74,379	\$7,917	\$4,727	\$160	\$0	\$0	\$0	\$7,192	\$40,000	\$0	\$14,384	
140 2-Governmental Programs			\$279,748	\$25,700	\$3,094	\$1,384	\$0	\$10,334	\$0	\$0	\$0	\$0	\$176,978	
141 3-C/I Equip			\$1,224,208	\$106,099	\$19,529	\$12,659	\$35,910	\$72,261	\$974	\$0	\$0	\$0	\$976,777	
142 4-C/I Equip			\$699,226	\$42,471	\$6,300	\$5,142	\$9,750	\$28,887	\$0	\$0	\$0	\$0	\$606,675	
143 5-IND MOTOR			\$47,152	\$405	\$2,784	\$184	\$2,350	\$1,280	\$0	\$0	\$0	\$0	\$40,150	
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	
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		\$4,492,464	\$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

Current Plan - Superseded

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	\$45,180	\$180,720	\$0	\$50,200	\$52,833
2	DLC-Pool Pumps	Demand	Res	\$61	\$0	\$36	\$0	\$0	\$0	\$1,620	\$10,260	\$0	\$2,700	\$2,623
3	DLC-Water Heat	Demand	Res	\$61	\$0	\$36	\$0	\$0	\$0	\$1,620	\$10,260	\$0	\$2,700	\$2,623
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	\$14,495	\$328	\$6,500	\$0	\$0	\$0	\$34,125	\$0	\$0	\$560,625	\$0
5	Targeted Audit - Space Heat	1-Res Audits	Res	\$3,150	\$628	\$525	\$0	\$0	\$0	\$0	\$0	\$0	\$16,139	\$0
6	Res Home Audits Year 1 kit	1-Res Audits	Res	\$0	\$63	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	\$7,704	\$5,464	\$7,704	\$0	\$0	\$0	\$117,923	\$0	\$0	\$128,400	\$0
8	Room Air Conditioners	2-RES App Turn-In	Res	\$191	\$434	\$425	\$0	\$0	\$0	\$2,548	\$0	\$0	\$5,309	\$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	\$326	\$2,310	\$699	\$11,655	\$1,166	\$0	\$0	\$0	\$0	\$75,758	\$0
10	CAC - SEER 15	3-RES EE HVAC	Res	\$198	\$2,186	\$440	\$5,500	\$1,100	\$0	\$0	\$0	\$0	\$49,500	\$0
11	CAC - Maintenance	3-RES EE HVAC	Res	\$4,252	\$41,557	\$4,252	\$0	\$6,379	\$0	\$0	\$0	\$0	\$159,465	\$0
12	Furnace Fans	3-RES EE HVAC	Res	\$379	\$1,086	\$117	\$0	\$291	\$0	\$0	\$0	\$0	\$2,331	\$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	\$2,316	\$431	\$291	\$0	\$146	\$0	\$0	\$0	\$0	\$18,969	\$0
14	Solar Water Heating	4-Res-EE P	Res	\$285	\$339	\$60	\$0	\$150	\$0	\$0	\$0	\$0	\$15,000	\$0
15	HP Water Heater	4-Res-EE P	Res	\$143	\$189	\$30	\$0	\$75	\$0	\$0	\$0	\$0	\$4,500	\$0
16	EE Water Heater	4-Res-EE P	Res	\$475	\$539	\$100	\$0	\$250	\$0	\$0	\$0	\$0	\$2,500	\$0
17	Programable Thermostat_Heat	4-Res-EE P	Res	\$833	\$39	\$641	\$0	\$0	\$0	\$1,923	\$0	\$0	\$45,001	\$0
18	Pool Pump Rerprogramming to be Off Noon to Eight PM	1-Res Audits	Res	\$54,266	\$737	\$698	\$1,395	\$2,093	\$0	\$0	\$0	\$0	\$55,800	\$0
19	CFL bulbs regular-15	1-Res Audits	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	CFL Giveaway	4-Res-EE P	Res	\$3,450	\$10,539	\$3,750	\$0	\$0	\$0	\$30,000	\$0	\$0	\$52,500	\$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
22	CFL bulbs regular - 13	4-Res-EE P	Res	\$30,250	\$50,039	\$0	\$0	\$0	\$125,000	\$218,750	\$0	\$0	\$275,000	\$0
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	\$3,750	\$1,039	\$1,000	\$5,000	\$2,500	\$0	\$0	\$0	\$0	\$37,500	\$0
24	Dehumidifiers	4-Res-EE P	Res	\$4,500	\$1,239	\$1,200	\$6,000	\$3,000	\$0	\$0	\$0	\$0	\$6,000	\$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	\$1,500	\$439	\$400	\$2,000	\$1,000	\$0	\$0	\$0	\$0	\$5,000	\$0
26	Holiday Lights	4-Res-EE P	Res	\$126	\$99	\$60	\$150	\$240	\$0	\$0	\$0	\$0	\$2,400	\$0
27	LED Night Light	1-Res Audits	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
28	Variable Speed Pool Pump-Propor Commissioning	4-Res-EE P	Res	\$642	\$132	\$93	\$465	\$186	\$0	\$0	\$0	\$0	\$18,600	\$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	\$3,750	\$1,039	\$1,000	\$5,000	\$2,500	\$0	\$0	\$0	\$0	\$25,000	\$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	\$3,750	\$1,039	\$1,000	\$5,000	\$2,500	\$0	\$0	\$0	\$0	\$25,000	\$0
31	Room Air Conditioners	4-Res-EE P	Res	\$3,800	\$39	\$500	\$0	\$1,000	\$0	\$0	\$0	\$0	\$12,500	\$0
32	Smart Strip plug outlet	4-Res-EE P	Res	\$408	\$221	\$0	\$0	\$0	\$182	\$0	\$0	\$0	\$3,642	\$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	\$2	\$40	\$0	\$0	\$0	\$1	\$0	\$0	\$0	\$20	\$0
34	Residential New Construction - PY12	5-RES New Con	Res	\$0	\$328	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
35	Residential New Construction - PY34	5-RES New Con	Res	\$13,998	\$1,653	\$1,060	\$0	\$0	\$0	\$37,100	\$0	\$0	\$159,000	\$0
36	Behavior_Mod	9-Behavior Modification	Res	\$3,200	\$74	\$8,000	\$0	\$0	\$0	\$112,000	\$0	\$0	\$0	\$0
37	Estar Windows	1-Res Audits	Res	\$4,050	\$74	\$720	\$0	\$0	\$0	\$0	\$0	\$0	\$36,000	\$0
38	Duct sealing 20 leakage base	1-Res Audits	Res	\$4,410	\$74	\$360	\$0	\$0	\$0	\$0	\$0	\$0	\$36,000	\$0
39	Low Flow Showerheads	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
40	Kitchen Aerator	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
41	Bathroom Aerator	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
42	Pipe Wrap	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
43	Roof Insulation	1-Res Audits	Res	\$4,050	\$74	\$720	\$0	\$0	\$0	\$0	\$0	\$0	\$36,000	\$0
44	Whole Building - Light Measure (Test-In)	1-Res Audits	Res	\$17,472	\$15,074	\$600	\$0	\$0	\$0	\$0	\$0	\$0	\$150,000	\$0
45	Low Income Warm Program Through Act129	7-Low Income	Res	\$43,964	\$328	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$183,206	\$0
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	Res	\$262	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$866	\$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	Res	\$2,040	\$328	\$915	\$0	\$0	\$0	\$4,802	\$0	\$0	\$78,892	\$0
48	Schools Childern Education-No Savings	1-Res Audits LI	Res	\$11	\$1,327	\$527	\$0	\$0	\$0	\$2,107	\$0	\$0	\$46,220	\$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	\$2,308	\$1,867	\$2,308	\$0	\$0	\$0	\$35,329	\$0	\$0	\$38,468	\$0
50	Programable Thermostat_Heat	1-Res Audits LI	Res	\$1	\$39	\$1	\$0	\$0	\$0	\$3	\$0	\$0	\$70	\$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	\$3	\$40	\$0	\$0	\$0	\$0	\$2	\$0	\$0	\$20	\$0
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	\$1,286	\$2,164	\$0	\$0	\$0	\$5,313	\$9,297	\$0	\$0	\$11,688	\$0
55	LED Night Light	1-Res Audits LI	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
56	Low Income Lighting-Warm Light	7-Low Income	Res	\$2,112	\$313	\$173	\$0	\$0	\$0	\$1,385	\$0	\$0	\$13,850	\$0
57	Low Income Lighting-Warm SmartStrip	7-Low Income	Res	\$1,908	\$39	\$57	\$0	\$0	\$0	\$457	\$0	\$0	\$7,998	\$0
58	Low Income Lighting-Low Usage	7-Low Income	Res	\$2,790	\$313	\$229	\$0	\$0	\$0	\$1,829	\$0	\$0	\$18,294	\$0
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	\$2,848	\$313	\$213	\$0	\$0	\$0	\$5,950	\$0	\$0	\$17,000	\$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
60 Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	\$47	\$373	\$8	\$0	\$45	\$0	\$0	\$0	\$0	\$525	\$0
61 Commercial, Industrial Audit - Sm&Md	3-C/I Equip	SM C&I	\$0	\$313	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
62 Commercial, Industrial Audit - Large	4-C/I Equip	LG C&I	\$0	\$313	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial CFL Program - Kits Mailed to Small Commercial	3-C/I Equip	SM C&I	\$2,392	\$39	\$0	\$0	\$0	\$0	\$1,000	\$0	\$0	\$62,500	\$1,528
64 Commercial, Industrial Audit - Gov	2-Governmental Programs	LG C&I	\$0	\$313	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
65 High Bay HID replaced by 6F54T5HO	2-Governmental Programs	LG C&I	\$2,853	\$344	\$234	\$0	\$1,871	\$0	\$0	\$0	\$0	\$51,868	\$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
67 LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	LG C&I	\$3,707	\$344	\$304	\$0	\$2,431	\$0	\$0	\$0	\$0	\$18,231	\$0
68 Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	\$699	\$344	\$57	\$0	\$458	\$0	\$0	\$0	\$0	\$5,459	\$0
69 LED Auto Traffic Signals	2-Governmental Programs	SM C&I	\$699	\$344	\$57	\$0	\$458	\$0	\$0	\$0	\$0	\$10,313	\$0
70 LED Pedestrian Signals	2-Governmental Programs	SM C&I	\$8,388	\$344	\$688	\$0	\$5,500	\$0	\$0	\$0	\$0	\$68,750	\$0
Street Lighting - Weighted Average All Replacements	2-Governmental Programs	Gov	\$9,133	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$28,719	\$62,258
Water-Cooled cent Chiller 150 - 300 ton 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
72 Custom Incentives Gov	2-Governmental Programs	LG C&I	\$2,973	\$344	\$25	\$0	\$2	\$0	\$0	\$0	\$0	\$10,000	\$0
74 AC <65,000 1 Ph	3-C/I Equip	SM C&I	\$1,750	\$906	\$375	\$2,500	\$1,250	\$0	\$0	\$0	\$0	\$44,437	\$0
75 AC 65,000 - 135,000	3-C/I Equip	SM C&I	\$1,550	\$656	\$250	\$2,500	\$500	\$0	\$0	\$0	\$0	\$23,097	\$0
76 AC 240,000 - 760,000	3-C/I Equip	SM C&I	\$1,163	\$531	\$188	\$1,875	\$375	\$0	\$0	\$0	\$0	\$61,933	\$0
Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	\$762	\$483	\$163	\$1,089	\$544	\$0	\$0	\$0	\$0	\$5,444	\$0
77 AntiSweatHeater Controller for Cooler - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$732	\$175	\$19	\$0	\$38	\$0	\$0	\$0	\$0	\$10,331	\$0
78 AntiSweatHeater Controller for Freezers - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$1,882	\$205	\$49	\$0	\$98	\$0	\$0	\$0	\$0	\$24,345	\$0
ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	SM C&I	\$109	\$173	\$16	\$163	\$41	\$0	\$0	\$0	\$0	\$1,065	\$0
80 ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	\$109	\$173	\$16	\$163	\$41	\$0	\$0	\$0	\$0	\$2,435	\$0
81 ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$173	\$0
82 ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$342	\$0
83 ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	\$1,824	\$428	\$272	\$2,722	\$681	\$0	\$0	\$0	\$0	\$6,806	\$0
84 ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	\$182	\$183	\$27	\$272	\$68	\$0	\$0	\$0	\$0	\$2,042	\$0
85 ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	\$1,459	\$374	\$218	\$2,178	\$544	\$0	\$0	\$0	\$0	\$21,778	\$0
86 ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	\$1,340	\$356	\$200	\$2,000	\$500	\$0	\$0	\$0	\$0	\$40,000	\$0
87 High Bay HID replaced by 6F54T5HO	3-C/I Equip	SM C&I	\$5,100	\$1,156	\$500	\$0	\$4,000	\$0	\$0	\$0	\$0	\$166,320	\$0
88 EE Water Heater	3-C/I Equip	SM C&I	\$218	\$211	\$41	\$272	\$136	\$0	\$0	\$0	\$0	\$1,361	\$0
89 HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	\$1,361	\$360	\$204	\$5,104	\$340	\$0	\$0	\$0	\$0	\$13,611	\$0
90 HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
91 LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	\$24,600	\$1,594	\$1,250	\$0	\$10,000	\$0	\$0	\$0	\$0	\$75,000	\$0
92 Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	\$2,756	\$224	\$68	\$0	\$544	\$0	\$0	\$0	\$0	\$9,727	\$0
93 Strip Mall Low Cost DI Suite	3-C/I Equip	SM C&I	\$60,904	\$256	\$100	\$0	\$800	\$0	\$0	\$0	\$0	\$205,600	\$0
94 Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	\$9	\$39	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$54	\$0
95 Pre Rinse Sprayers	3-C/I Equip	SM C&I	\$221	\$156	\$0	\$0	\$0	\$68	\$0	\$0	\$0	\$4,764	\$0
96 Refrigerant charging correction	3-C/I Equip	SM C&I	\$2,160	\$756	\$600	\$0	\$3,000	\$0	\$0	\$0	\$0	\$45,000	\$0
97 Refrigeration Commissioning	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
98 Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	\$10	\$159	\$3	\$0	\$14	\$0	\$0	\$0	\$0	\$136	\$0
99 Vending Equipment Controller	3-C/I Equip	SM C&I	\$637	\$320	\$163	\$817	\$817	\$0	\$0	\$0	\$0	\$20,417	\$0
100 Custom Incentives Small	3-C/I Equip	SM C&I	\$56,400	\$1,406	\$1,250	\$0	\$100,100	\$0	\$0	\$0	\$0	\$500,000	\$0
101 MasterMetered MultiFamily CFL Kits	8-Multiple Family	SM C&I	\$2,848	\$313	\$213	\$0	\$0	\$0	\$5,950	\$0	\$0	\$17,000	\$0
102 Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
103 High Bay HID replaced by 6F54T5HO	4-C/I Equip	LG C&I	\$17,850	\$3,656	\$1,750	\$0	\$14,000	\$0	\$0	\$0	\$0	\$388,080	\$0
104 HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
105 Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	\$2,887	\$414	\$258	\$0	\$2,062	\$0	\$0	\$0	\$0	\$24,560	\$0
106 Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	\$50	\$181	\$25	\$150	\$15	\$0	\$0	\$0	\$0	\$2,500	\$0
107 Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	\$50	\$181	\$25	\$150	\$15	\$0	\$0	\$0	\$0	\$2,500	\$0

Measure Name	Program	Rate Class	Utility			Retailer Sales		Retail Store		Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Annual Utility/SP O&M	
			Labor/Cost	Marketing	M&V	Incentive	Rebate Processing	Discount Tracking							
109	Custom Incentives Large	4-C/I Equip	LG C&I	\$20,052	\$2,406	\$225,000	\$0	\$22,680	\$0	\$0	\$0	\$0	\$900,000	\$0	
110	Motors 1 HP 1200	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
111	Motors 5 HP 1200	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
112	Motors 10 HP 1200	4-C/I Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
113	Motors 20 HP 1200	4-C/I Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
114	Motors 1 HP 3600	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
115	Motors 5 HP 3600	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
116	Motors 10 HP 3600	4-C/I Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
117	Motors 20 HP 3600	4-C/I Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
118	Water Pumps with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
119	HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
120	Air Compressors with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
121	Water Pumps with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
122	HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
123	Air Compressors with VFD's	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
124	Water Pumps with VFD's	4-C/I Equip	LG C&I	\$472	\$157	\$3	\$52	\$5	\$0	\$0	\$0	\$0	\$773	\$0	
125	HVAC Fans with VFD's	4-C/I Equip	LG C&I	\$472	\$157	\$3	\$52	\$5	\$0	\$0	\$0	\$0	\$773	\$0	
126	Air Compressors with VFD's	4-C/I Equip	LG C&I	\$472	\$157	\$3	\$52	\$5	\$0	\$0	\$0	\$0	\$773	\$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			\$1,057,619	\$101,893	\$17,428	\$10,123	\$1,395	\$2,093	\$0	\$34,125	\$0	\$0	\$890,564	\$0
129	2-RES App Turn-In			\$276,101	\$7,895	\$5,898	\$8,129	\$0	\$0	\$0	\$120,471	\$0	\$0	\$133,709	\$0
130	3-RES EE HVAC			\$393,100	\$7,472	\$47,570	\$5,800	\$17,155	\$9,081	\$0	\$0	\$0	\$0	\$306,023	\$0
131	4-Res-EE P			\$1,077,587	\$57,664	\$67,054	\$9,834	\$23,615	\$13,401	\$125,183	\$250,673	\$0	\$0	\$530,163	\$0
132	5-RES New Con			\$213,140	\$13,998	\$1,981	\$1,060	\$0	\$0	\$0	\$37,100	\$0	\$0	\$159,000	\$0
133	9-Behavior Modification			\$123,274	\$3,200	\$74	\$8,000	\$0	\$0	\$0	\$112,000	\$0	\$0	\$0	\$0
134	8-Multiple Family			\$53,642	\$5,742	\$998	\$433	\$0	\$45	\$0	\$11,900	\$0	\$0	\$34,525	\$0
135	7-Low Income			\$280,413	\$51,036	\$1,032	\$459	\$0	\$0	\$0	\$3,671	\$0	\$0	\$224,214	\$0
136	1-Res Audits LI			\$137,386	\$2,054	\$1,773	\$1,443	\$0	\$0	\$0	\$6,914	\$0	\$0	\$125,202	\$0
137	2-RES App Turn-In LI			\$80,281	\$2,308	\$1,867	\$2,308	\$0	\$0	\$0	\$35,329	\$0	\$0	\$38,468	\$0
138	4-Res-EE P LI			\$29,825	\$1,286	\$2,243	\$0	\$0	\$0	\$5,313	\$9,297	\$0	\$0	\$11,688	\$0
139	1-C/I Audits			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
140	2-Governmental Programs			\$299,539	\$28,451	\$3,406	\$1,365	\$0	\$10,721	\$0	\$0	\$0	\$0	\$193,338	\$62,258
141	3-C/I Equip			\$1,687,059	\$169,703	\$13,833	\$5,984	\$21,765	\$124,459	\$71	\$1,000	\$0	\$0	\$1,348,718	\$1,528
142	4-C/I Equip			\$1,637,135	\$42,306	\$8,559	\$227,067	\$455	\$38,788	\$0	\$0	\$0	\$0	\$1,319,960	\$0
143	5-IND MOTOR			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
144				\$7,712,346	\$496,836	\$173,717	\$283,079	\$64,385	\$198,586	\$130,566	\$670,901	\$201,240	\$0	\$5,371,171	\$121,864
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		\$4,061,294	\$253,482	\$147,234	\$48,443	\$42,165	\$24,575	\$130,496	\$663,951	\$201,240	\$0	\$2,491,630	\$58,079
150	Small Commercial & Industrial	SM C&I		\$1,809,918	\$181,683	\$15,206	\$6,949	\$21,765	\$130,462	\$71	\$6,950	\$0	\$0	\$1,445,306	\$1,528
151	Large Commercial & Industrial	LG C&I		\$1,740,681	\$52,538	\$10,934	\$227,687	\$455	\$43,550	\$0	\$0	\$0	\$0	\$1,405,517	\$0
152	Direct Gov	GOV		\$100,453	\$9,133	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$28,719	\$62,258
				\$7,712,346	\$496,836	\$173,717	\$283,079	\$64,385	\$198,586	\$130,566	\$670,901	\$201,240	\$0	\$5,371,171	\$121,864

Appendix D-3

Measure Name	Program	Rate Class	Utility Labor/Cost	Marketing	M&V	Retailer Sales Incentive	Rebate Processing	Retail Store Discount Tracking	Service Provider Costs	Service Provider 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	\$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	\$2,623
3	DLC-Water Heat	Demand	Res	\$61	\$0	\$36.0	\$0.0	\$0.0	\$0.0	\$1,620.0	\$10,260.0	\$0.0	\$2,623
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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$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	\$0
17	Programmable 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	\$0
18	Programmable 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	\$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	\$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	\$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	\$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	\$0
23	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	\$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	\$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	\$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	\$0
27	LED Night Light	1-Res Audits	Res	\$41	\$39	\$0.0	\$0.0	\$675.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0
28	Pump and Motor Single Speec	4-Res-EE P	Res	\$646	\$443	\$404.0	\$2,020.2	\$808.1	\$0.0	\$0.0	\$0.0	\$0.0	\$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	\$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	\$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	\$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	\$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	\$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
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
36	Ceiling Fans	6-Res Whole	Res	\$129	\$74	\$30.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0
37	Estar Windows	6-Res Whole	Res	\$675	\$74	\$120.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$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	\$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	\$0
40	Kitchen Aerator	6-Res Whole	Res	\$162	\$74	\$50.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0
41	Bathroom Aerator	6-Res Whole	Res	\$162	\$74	\$50.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0
42	Pipe Wrap	6-Res Whole	Res	\$576	\$74	\$60.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0
43	Roof Insulation	6-Res Whole	Res	\$675	\$74	\$120.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0
44	Whole Building	6-Res Whole	Res	\$600	\$10,074	\$0.0	\$0.0	\$0.0	\$0.0	\$120,000.0	\$0.0	\$0.0	\$0
45	Low Income Warm Program Through Act125	7-Low Income	Res	\$43,964	\$328	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$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	\$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	\$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	\$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	\$0
50	Programmable Thermostat_Heat	1-Res Audits LI	Res	\$396	\$39	\$304.5	\$0.0	\$0.0	\$0.0	\$913.5	\$0.0	\$2,435.9	\$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	\$0
52	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	\$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	\$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	\$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	\$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	\$0

Current Plan - Superseded

Appendix D-3

	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 Exterior HID replacement above 175W to 250W HID retrofit	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	HPT8 4ft 4 lamp, T12 to HPT8	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	LED Exit Signs Electronic Fixtures (Retrofit Only)	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	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
68	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
69	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
70	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
71	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
72	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
73	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
74	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
75	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
76	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
77	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
78	Efficient Refrigeration Condenser less than 20ft3	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
79	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
80	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
81	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
82	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
83	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
84	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
85	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
86	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
87	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
88	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
89	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
90	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
91	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
92	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
93	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
94	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
95	Refrigerant charging corrector	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
96	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
97	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
98	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
99	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
100	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
101	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
102	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
103	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
104	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
105	Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton	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
106	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

Current Plan - Superseded

Appendix D-3

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	
Water-Cooled Centrifugal Chiller < 150 ton 0.56														
108 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	\$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	
129 2-RES App Turn-In			\$396,499	\$6,227	\$4,606	\$6,190	\$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	\$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	
132 5-RES New Con			\$947,827	\$80,850	\$23,573	\$18,333	\$0	\$0	\$91,667	\$783,104	\$0	\$0	\$0	
133 6-Res Whole			\$167,476	\$4,528	\$10,668	\$630	\$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	
135 7-Low Income			\$280,413	\$51,036	\$1,032	\$459	\$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	
137 2-RES App Turn-In LI			\$38,640	\$589	\$732	\$605	\$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	
139 1-C/I Audits			\$37,559	\$8,757	\$7,227	\$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	\$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	\$976,777	\$0	
142 4-C/I Equip			\$699,226	\$42,471	\$6,300	\$5,142	\$9,750	\$28,887	\$0	\$0	\$0	\$606,675	\$0	
143 5-IND MOTOR			<u>\$47,152</u>	<u>\$405</u>	<u>\$2,784</u>	<u>\$184</u>	<u>\$2,350</u>	<u>\$1,280</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$40,150</u>	<u>\$0</u>	
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	
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

Current Plan - Superseded

Appendix D-4

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

Measure Name	Program	Recovery Class	Utility			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
			Labor/Cost	Marketing	M&V								
1	DLC-CAC	Demand	Res	\$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
3	DLC-Water Heat	Demand	Res	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	\$13,380	\$328	\$6,000	\$0	\$0	\$31,500	\$0	\$0	\$517,500	\$0
5	Targeted Audit - Space Heat	1-Res Audits	Res	\$3,150	\$628	\$525	\$0	\$0	\$0	\$0	\$0	\$16,139	\$0
6	Res Home Audits Year 1 kit	1-Res Audits	Res	\$0	\$63	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	\$7,704	\$5,464	\$7,704	\$0	\$0	\$117,923	\$0	\$0	\$128,400	\$0
8	Room Air Conditioners	2-RES App Turn-In	Res	\$191	\$434	\$425	\$0	\$0	\$2,548	\$0	\$0	\$5,309	\$0
9	ASHP - SEER 15	3-RES EE HVAC	Res	\$326	\$2,310	\$699	\$11,655	\$1,166	\$0	\$0	\$0	\$75,758	\$0
10	CAC - SEER 15	3-RES EE HVAC	Res	\$198	\$2,186	\$440	\$5,500	\$1,100	\$0	\$0	\$0	\$49,500	\$0
11	CAC - Maintenance	3-RES EE HVAC	Res	\$4,252	\$41,557	\$4,252	\$0	\$6,379	\$0	\$0	\$0	\$159,465	\$0
12	Furnace Fans	3-RES EE HVAC	Res	\$758	\$1,843	\$233	\$0	\$583	\$0	\$0	\$0	\$4,662	\$0
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	\$2,316	\$431	\$291	\$0	\$146	\$0	\$0	\$0	\$18,969	\$0
14	Solar Water Heating	4-Res-EE P	Res	\$285	\$339	\$60	\$0	\$150	\$0	\$0	\$0	\$15,000	\$0
15	HP Water Heater	4-Res-EE P	Res	\$143	\$189	\$30	\$0	\$75	\$0	\$0	\$0	\$4,500	\$0
16	EE Water Heater	4-Res-EE P	Res	\$475	\$539	\$100	\$0	\$250	\$0	\$0	\$0	\$2,500	\$0
17	Programable Thermostat_Heat	4-Res-EE P	Res	\$833	\$39	\$641	\$0	\$0	\$1,923	\$0	\$0	\$45,001	\$0
18	Pool Pump Rerprogramming to be Off Noon to Eight PM	1-Res Audits	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
19	CFL bulbs regular-15	1-Res Audits	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
20	CFL Giveaway	4-Res-EE P	Res	\$3,450	\$10,539	\$3,750	\$0	\$0	\$30,000	\$0	\$0	\$52,500	\$0
21	CFL bulbs regular - Outside - 15	4-Res-EE P	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
22	CFL bulbs regular - 13	4-Res-EE P	Res	\$20,729	\$34,302	\$0	\$0	\$0	\$85,656	\$149,898	\$0	\$188,443	\$0
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	\$3,750	\$1,039	\$1,000	\$5,000	\$2,500	\$0	\$0	\$0	\$37,500	\$0
24	Dehumidifiers	4-Res-EE P	Res	\$4,500	\$1,239	\$1,200	\$6,000	\$3,000	\$0	\$0	\$0	\$6,000	\$0
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	\$1,500	\$439	\$400	\$2,000	\$1,000	\$0	\$0	\$0	\$5,000	\$0
26	Holiday Lights	4-Res-EE P	Res	\$126	\$99	\$60	\$150	\$240	\$0	\$0	\$0	\$2,400	\$0
27	LED Night Light	1-Res Audits	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
28	Variable Speed Pool Pump+Proper Commissioning	4-Res-EE P	Res	\$642	\$132	\$93	\$465	\$186	\$0	\$0	\$0	\$18,600	\$0
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	\$3,750	\$1,039	\$1,000	\$5,000	\$2,500	\$0	\$0	\$0	\$25,000	\$0
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	\$3,750	\$1,039	\$1,000	\$5,000	\$2,500	\$0	\$0	\$0	\$25,000	\$0
31	Room Air Conditioners	4-Res-EE P	Res	\$3,800	\$39	\$500	\$0	\$1,000	\$0	\$0	\$0	\$12,500	\$0
32	Smart Strip plug outlet	4-Res-EE P	Res	\$408	\$221	\$0	\$0	\$0	\$182	\$0	\$0	\$3,642	\$0
33	Torchiere Floor Lamps	4-Res-EE P	Res	\$2	\$40	\$0	\$0	\$0	\$1	\$0	\$0	\$20	\$0
34	Residential New Construction - PY12	5-RES New Con	Res	\$0	\$328	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
35	Residential New Construction - PY34	5-RES New Con	Res	\$13,998	\$1,653	\$1,060	\$0	\$0	\$37,100	\$0	\$0	\$159,000	\$0
36	Behavior_Mod	9-Behavior Modification	Res	\$12,000	\$74	\$30,000	\$0	\$0	\$420,000	\$0	\$0	\$36,000	\$0
37	Estar Windows	1-Res Audits	Res	\$4,050	\$74	\$720	\$0	\$0	\$0	\$0	\$0	\$36,000	\$0
38	Duct sealing 20 leakage base	1-Res Audits	Res	\$4,410	\$74	\$360	\$0	\$0	\$0	\$0	\$0	\$36,000	\$0
39	Low Flow Showerheads	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
40	Kitchen Aerator	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
41	Bathroom Aerator	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
42	Pipe Wrap	1-Res Audits	Res	\$0	\$74	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
43	Roof Insulation	1-Res Audits	Res	\$4,050	\$74	\$720	\$0	\$0	\$0	\$0	\$0	\$36,000	\$0
44	Whole Building - Light Measure (Test-In)	1-Res Audits	Res	\$17,472	\$15,074	\$600	\$0	\$0	\$0	\$0	\$0	\$150,000	\$0
45	Low Income Warm Program Through Act1129	7-Low Income	Res	\$43,964	\$328	\$0	\$0	\$0	\$0	\$0	\$0	\$183,206	\$0
46	Low Income Warm Program Through Act1129 (Additional SmartStrips)	7-Low Income	Res	\$262	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$866	\$0
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	Res	\$2,040	\$328	\$915	\$0	\$0	\$4,802	\$0	\$0	\$78,892	\$0
48	Schools Childern Education-No Savings	1-Res Audits LI	Res	\$11	\$1,327	\$527	\$0	\$0	\$2,107	\$0	\$0	\$46,220	\$0
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	Res	\$2,327	\$1,879	\$2,327	\$0	\$0	\$35,614	\$0	\$0	\$38,778	\$0
50	Programable Thermostat_Heat	1-Res Audits LI	Res	\$1	\$39	\$1	\$0	\$0	\$3	\$0	\$0	\$70	\$0
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$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
CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	Res	\$1,286	\$2,164	\$0	\$0	\$0	\$5,313	\$9,297	\$0	\$0	\$11,688	\$0
LED Night Light	1-Res Audits LI	Res	\$0	\$39	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Low Income Lighting-Warm Light	7-Low Income	Res	\$2,178	\$313	\$179	\$0	\$0	\$0	\$1,428	\$0	\$0	\$14,283	\$0
Low Income Lighting-Warm SmartStrip	7-Low Income	Res	\$1,968	\$39	\$59	\$0	\$0	\$0	\$471	\$0	\$0	\$8,249	\$0
Low Income Lighting-Low Usage	7-Low Income	Res	\$2,790	\$313	\$229	\$0	\$0	\$0	\$1,829	\$0	\$0	\$18,294	\$0
Multiple Family - CFL Lighting	8-Multiple Family	Res	\$2,848	\$313	\$213	\$0	\$0	\$0	\$5,950	\$0	\$0	\$17,000	\$0
Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	\$43	\$368	\$7	\$0	\$42	\$0	\$0	\$0	\$0	\$487	\$0
Commercial, Industrial Audit - Sm&Md	3-C/I Equip	SM C&I	\$0	\$313	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial, Industrial Audit - Large	4-C/I Equip	LG C&I	\$0	\$313	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Commercial CFL Program - Kits Mailed to Small Commercial	3-C/I Equip	SM C&I	\$2,392	\$39	\$0	\$0	\$0	\$0	\$1,000	\$0	\$0	\$62,500	\$1,528
Commercial, Industrial Audit - Gov	2-Governmental Programs	LG C&I	\$0	\$313	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
High Bay HID replaced by 6F54T5HO	2-Governmental Programs	LG C&I	\$100	\$344	\$8	\$0	\$66	\$0	\$0	\$0	\$0	\$1,821	\$0
HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	LG C&I	\$0	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	LG C&I	\$0	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Occupancy Sensors under 500 W	2-Governmental Programs	LG C&I	\$0	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LED Auto Traffic Signals	2-Governmental Programs	SM C&I	\$0	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LED Pedestrian Signals	2-Governmental Programs	SM C&I	\$0	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Street Lighting - Weighted Average All Replacements	2-Governmental Programs	Gov	\$9,133	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$28,719	\$62,258
Water-Cooled cent Chiller 150 - 300 ton	2-Governmental Programs	LG C&I	\$0	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
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
Custom Incentives Gov	2-Governmental Programs	LG C&I	\$0	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
AC < 65,000 1 Ph	3-C/I Equip	SM C&I	\$1,750	\$906	\$375	\$2,500	\$1,250	\$0	\$0	\$0	\$0	\$44,437	\$0
AC 65,000 - 135,000	3-C/I Equip	SM C&I	\$1,550	\$656	\$250	\$2,500	\$500	\$0	\$0	\$0	\$0	\$23,097	\$0
AC 240,000 - 760,000	3-C/I Equip	SM C&I	\$1,163	\$531	\$188	\$1,875	\$375	\$0	\$0	\$0	\$0	\$61,933	\$0
Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	\$762	\$483	\$163	\$1,089	\$544	\$0	\$0	\$0	\$0	\$5,444	\$0
AntiSweatHeater Controller for Cooler - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$732	\$175	\$19	\$0	\$38	\$0	\$0	\$0	\$0	\$10,331	\$0
AntiSweatHeater Controller for Freezers - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$1,882	\$205	\$49	\$0	\$98	\$0	\$0	\$0	\$0	\$24,345	\$0
ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$355	\$0
ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$812	\$0
ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$173	\$0
ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	\$36	\$162	\$5	\$54	\$14	\$0	\$0	\$0	\$0	\$342	\$0
ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	\$730	\$265	\$109	\$1,089	\$272	\$0	\$0	\$0	\$0	\$2,722	\$0
ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	\$39	\$162	\$6	\$58	\$14	\$0	\$0	\$0	\$0	\$434	\$0
ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	\$365	\$211	\$54	\$544	\$136	\$0	\$0	\$0	\$0	\$5,444	\$0
ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
High Bay HID replaced by 6F54T5HO	3-C/I Equip	SM C&I	\$3,204	\$784	\$314	\$0	\$2,513	\$0	\$0	\$0	\$0	\$104,478	\$0
EE Water Heater	3-C/I Equip	SM C&I	\$218	\$211	\$41	\$272	\$136	\$0	\$0	\$0	\$0	\$1,361	\$0
HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	\$24,600	\$1,594	\$1,250	\$0	\$10,000	\$0	\$0	\$0	\$0	\$75,000	\$0
Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	\$2,756	\$224	\$68	\$0	\$544	\$0	\$0	\$0	\$0	\$9,727	\$0
Strip Mall Low Cost DI Suite	3-C/I Equip	SM C&I	\$60,904	\$256	\$100	\$0	\$800	\$0	\$0	\$0	\$0	\$205,600	\$0
Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	\$9	\$39	\$0	\$0	\$0	\$3	\$0	\$0	\$0	\$54	\$0
Pre Rinse Sprayers	3-C/I Equip	SM C&I	\$13	\$156	\$0	\$0	\$0	\$4	\$0	\$0	\$0	\$286	\$0
Refrigerant charging correction	3-C/I Equip	SM C&I	\$2,160	\$756	\$600	\$0	\$3,000	\$0	\$0	\$0	\$0	\$45,000	\$0
Refrigeration Commissioning	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Vending Equipment Controller	3-C/I Equip	SM C&I	\$635	\$319	\$163	\$815	\$815	\$0	\$0	\$0	\$0	\$20,364	\$0
Custom Incentives Small	3-C/I Equip	SM C&I	\$33,840	\$906	\$750	\$0	\$60,060	\$0	\$0	\$0	\$0	\$300,000	\$0

Measure Name	Program	Recovery Class	Utility			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		
			Labor/Cost	Marketing	M&V										
102	MasterMetered MultiFamily CFL Kits	8-Multiple Family	SM C&I	\$2,848	\$313	\$213	\$0	\$0	\$0	\$5,950	\$0	\$17,000	\$0		
103	Demand-controlled ventilation (DCV)	4-C/1 Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
104	High Bay HID replaced by 6F54T5HO	4-C/1 Equip	LG C&I	\$13,577	\$2,818	\$1,331	\$0	\$10,648	\$0	\$0	\$0	\$295,171	\$0		
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/1 Equip	LG C&I	\$7	\$157	\$0	\$0	\$4	\$0	\$0	\$0	\$25	\$0		
106	Occupancy Sensors under 500 W	4-C/1 Equip	LG C&I	\$2,887	\$414	\$258	\$0	\$2,062	\$0	\$0	\$0	\$24,560	\$0		
107	Water-Cooled cent Chiller 150 - 300 ton	4-C/1 Equip	LG C&I	\$50	\$181	\$25	\$150	\$15	\$0	\$0	\$0	\$2,500	\$0		
108	0.57 kW/ton with 0.46 kW/ton IPLV	4-C/1 Equip	LG C&I	\$50	\$181	\$25	\$150	\$15	\$0	\$0	\$0	\$2,500	\$0		
109	Water-Cooled Centrifugal Chiller < 150 ton	4-C/1 Equip	LG C&I	\$20,052	\$2,406	\$225,000	\$0	\$22,680	\$0	\$0	\$0	\$900,000	\$0		
110	Custom Incentives Large	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
111	Motors 1 HP 1200	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
112	Motors 5 HP 1200	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
113	Motors 10 HP 1200	4-C/1 Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
114	Motors 20 HP 1200	4-C/1 Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
115	Motors 1 HP 3600	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
116	Motors 5 HP 3600	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
117	Motors 10 HP 3600	4-C/1 Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
118	Motors 20 HP 3600	4-C/1 Equip	LG C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
119	Water Pumps with VFD's	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
120	HVAC Fans with VFD's	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
121	Air Compressors with VFD's	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
122	Water Pumps with VFD's	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
123	HVAC Fans with VFD's	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
124	Air Compressors with VFD's	3-C/1 Equip	SM C&I	\$0	\$156	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
125	Water Pumps with VFD's	4-C/1 Equip	LG C&I	\$472	\$157	\$3	\$52	\$5	\$0	\$0	\$0	\$773	\$0		
126	HVAC Fans with VFD's	4-C/1 Equip	LG C&I	\$472	\$157	\$3	\$52	\$5	\$0	\$0	\$0	\$773	\$0		
127	Air Compressors with VFD's	4-C/1 Equip	LG C&I	\$472	\$157	\$3	\$52	\$5	\$0	\$0	\$0	\$773	\$0		
128	Demand			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
129	1-Res Audits			\$895,306	\$46,512	\$16,731	\$8,925	\$0	\$0	\$31,500	\$0	\$791,639	\$0		
130	2-RES App Turn-In			\$276,101	\$7,895	\$5,898	\$8,129	\$0	\$0	\$120,471	\$0	\$133,709	\$0		
131	3-RES EE HVAC			\$396,976	\$7,851	\$48,327	\$5,916	\$17,155	\$9,373	\$0	\$0	\$308,354	\$0		
132	4-Res-EE P			\$857,576	\$48,142	\$51,317	\$9,834	\$23,615	\$13,401	\$85,839	\$181,821	\$443,606	\$0		
133	5-RES New Con			\$213,140	\$13,998	\$1,981	\$1,060	\$0	\$0	\$37,100	\$0	\$159,000	\$0		
134	9-Behavior Modification			\$462,074	\$12,000	\$74	\$30,000	\$0	\$0	\$420,000	\$0	\$0	\$0		
135	8-Multiple Family			\$53,591	\$5,738	\$993	\$432	\$0	\$42	\$11,900	\$0	\$34,487	\$0		
136	7-Low Income			\$281,287	\$51,162	\$1,032	\$466	\$0	\$0	\$3,729	\$0	\$224,898	\$0		
137	1-Res Audits LI			\$137,361	\$2,052	\$1,773	\$1,443	\$0	\$0	\$6,912	\$0	\$125,182	\$0		
138	2-RES App Turn-In LI			\$80,924	\$2,327	\$1,879	\$2,327	\$0	\$0	\$35,614	\$0	\$38,778	\$0		
139	4-Res-EE P LI			\$29,825	\$1,286	\$2,243	\$0	\$0	\$5,313	\$9,297	\$0	\$11,688	\$0		
140	1-C/1 Audits			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
141	2-Governmental Programs			\$105,510	\$9,233	\$3,406	\$8	\$0	\$66	\$0	\$0	\$30,540	\$62,258		
142	3-C/1 Equip			\$1,255,437	\$139,848	\$12,184	\$4,521	\$10,960	\$81,151	\$7	\$1,000	\$1,004,240	\$1,528		
143	4-C/1 Equip			\$1,535,381	\$38,039	\$7,722	\$226,649	\$455	\$35,440	\$0	\$0	\$1,227,076	\$0		
144	5-IND MOTOR			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
145				\$6,580,491	\$386,083	\$155,561	\$299,709	\$52,184	\$139,471	\$91,158	\$859,344	\$4,533,195	\$63,785		
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		\$3,656,893	\$196,072	\$131,568	\$68,312	\$40,770	\$22,774	\$91,152	\$852,394	\$0	\$0	\$2,253,853	\$0
150	Small Commercial & Industrial	SM C&I		\$1,283,394	\$142,739	\$13,552	\$4,740	\$10,960	\$81,192	\$7	\$6,950	\$0	\$0	\$1,021,726	\$1,528
151	Large Commercial & Industrial	LG C&I		\$1,539,751	\$38,140	\$10,097	\$226,657	\$455	\$35,505	\$0	\$0	\$0	\$0	\$1,228,897	\$0
152	Direct Gov	GOV		\$100,453	\$9,133	\$344	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$28,719	\$62,258
				\$6,580,491	\$386,083	\$155,561	\$299,709	\$52,184	\$139,471	\$91,158	\$859,344	\$0	\$0	\$4,533,195	\$63,785

Appendix D-4

Measure Name	Program	Recovery Class	Utility			Retailer Sales Incentive	Rebate Processing	Retail Store	Service Provider Costs	Service Provide Equip/Audit	Incentive	Incentive Rebate for Equip	Utility/SP O&M
			Labor/Cost	Marketing	M&V			Discount Tracking			Shipping & Other		
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	\$908.0	\$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 Refrigerators-Freezers Energy Star - Side by Side	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 - 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
30 Room Air Conditioners	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 Smart Strip plug outlet	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 Torchiere Floor Lamps	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 Residential New Construction - 15%	5-RES New Con	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 - 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
35 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
36 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
37 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
38 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
39 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
40 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
41 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
42 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
43 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
44 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
45 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
46 1-Res Home Audits - CFL 4 - Low Flow 2	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
47 Water Heat	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
48 Schools Childern Education-No Savings	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
49 Refrigerator/Freezer recycling	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
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

Current Plan - Superseded

Appendix D-4

Measure Name	Program	Recovery Class	Utility			Retailer Sales Incentive	Rebate Processing	Retail Store	Service Provider Costs	Service Provide Equip/Audit	Incentive	Incentive Rebate for Equip	Utility/SP O&M
			Labor/Cost	Marketing	M&V			Discount Tracking			Shipping & Other		
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	\$265.5	\$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 Steam Cookers 3 Pan	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

Current Plan - Superseded

Appendix D-4

Measure Name	Program	Recovery Class	Utility			Retailer Sales Incentive	Rebate Processing	Retail Store	Service Provider Costs	Service Provide Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M	
			Labor/Cost	Marketing	M&V			Discount Tracking						
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) Exterior HID replacement above 175W to 250W HID retrofit	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 HPT8 4ft 4 lamp, T12 to HPT8	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 Occupancy Sensors under 500 W	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 Water-Cooled cent Chiller 150 - 300 ton	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 0.57 kW/ton with 0.46 kW/ton IPLV Water-Cooled Centrifugal Chiller < 150 ton	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 0.56 kW/ton with 0.53 kW/ton IPLV Window Film	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 Motors 1 HP 1200	5-IND MOTOR	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 5 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 10 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 20 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 1 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	
114 Motors 5 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 10 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 20 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 Water Pumps with VFD's	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 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	
119 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	
120 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	
121 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	
122 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	
123 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	
124 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	
125 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	
126 Demand			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
127 1-Res Audits			\$711,155	\$36,428	\$7,530	\$13,363	\$0	\$679	\$60,996	\$0	\$134,163	\$457,996	\$0	
128 2-RES App Turn-In			\$396,499	\$6,227	\$4,606	\$6,190	\$0	\$0	\$272,775	\$0	\$0	\$106,702	\$0	
129 3-RES EE HVAC			\$490,440	\$19,512	\$9,495	\$7,383	\$39,961	\$13,839	\$0	\$0	\$0	\$400,249	\$0	
130 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
131 5-RES New Con			\$656	\$0	\$656	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
132 6-Res Whole			\$167,476	\$4,528	\$10,668	\$630	\$0	\$0	\$0	\$0	\$120,000	\$0	\$31,650	
133 8-Multiple Family			\$37,977	\$3,240	\$2,732	\$395	\$0	\$1,580	\$0	\$1,054	\$0	\$4,215	\$24,761	
134 7-Low Income			\$281,287	\$51,162	\$1,032	\$466	\$0	\$0	\$0	\$3,729	\$0	\$14,916	\$209,982	
135 1-Res Audits LI			\$72,326	\$3,690	\$1,170	\$1,311	\$0	\$0	\$71	\$4,369	\$0	\$13,978	\$47,736	
136 2-RES App Turn-In LI			\$38,640	\$589	\$732	\$605	\$0	\$0	\$0	\$26,628	\$0	\$0	\$10,086	
137 4-Res-EE P LI			\$25,691	\$1,712	\$413	\$147	\$0	\$0	\$3,486	\$1,178	\$0	\$4,713	\$14,042	
138 1-C/I Audits			\$37,559	\$8,757	\$7,227	\$0	\$0	\$0	\$0	\$7,192	\$0	\$0	\$14,384	
139 2-Governmental Programs			\$103,203	\$9,133	\$3,094	\$0	\$0	\$0	\$0	\$0	\$0	\$28,719	\$62,258	
140 3-C/I Equip			\$1,224,208	\$106,099	\$19,529	\$12,659	\$35,910	\$72,261	\$974	\$0	\$0	\$0	\$976,777	
141 4-C/I Equip			\$699,226	\$42,471	\$6,300	\$5,142	\$9,750	\$28,887	\$0	\$0	\$0	\$0	\$606,675	
142 5-IND MOTOR			\$47,152	\$405	\$2,784	\$184	\$2,350	\$1,280	\$0	\$0	\$0	\$0	\$40,150	
143			\$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
144														
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		\$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

Current Plan - Superseded

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 for Equip	Rebate	Utility/SP O&M	Rebate O&M
1 DLC-CAC	Demand	Res	\$6,563	0.0000	\$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	0.0000	\$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	0.0000	\$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	328.1250	\$0	\$8	\$8	\$2.23	\$0.00	\$1.00				\$5.25			\$86.25			
5 Targeted Audit - Space Heat	1-Res Audits	Res	\$6,563	328.1250	\$3	\$50	\$53	\$42.00		\$7.00							\$215.18			
6 Res Home Audits Year 1 kit	1-Res Audits	Res	\$1,250	62.5000	\$0	\$7	\$7	\$0.02	\$2.40	\$1.00				\$4.00			\$87.73			
7 Refrigerator/Freezer recycling	2-RES App Turn-In	Res	\$6,563	328.1250	\$8	\$46	\$54	\$3.00	\$2.00	\$3.00				\$45.92			\$50.00			
8 Room Air Conditioners	2-RES App Turn-In	Res	\$6,563	328.1250	\$5	\$10	\$15	\$0.90	\$0.50	\$2.00				\$12.00			\$25.00			
9 ASHP - SEER 15	3-RES EE HVAC	Res	\$1,918	95.8750	\$4	\$65	\$69	\$1.40	\$9.50	\$2.00	\$50.00	\$5.00		\$0.00			\$325.00			
10 CAC - SEER 15	3-RES EE HVAC	Res	\$1,918	95.8750	\$2	\$40	\$42	\$0.90	\$9.50	\$2.00	\$25.00	\$5.00		\$0.00			\$225.00			
11 CAC - Maintenance	3-RES EE HVAC	Res	\$1,918	95.8750	\$2	\$25	\$27	\$2.00	\$19.50	\$2.00				\$3.00			\$0.00			\$75.00
12 Furnace Fans	3-RES EE HVAC	Res	\$6,563	328.1250	\$2	\$25	\$27	\$6.50	\$13.00	\$2.00				\$5.00			\$40.00			
13 EE Ground Source Heat Pump	3-RES EE HVAC	Res	\$1,918	95.8750	\$6	\$100	\$106	\$79.50	\$11.50	\$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 Programmable Thermostat_Heat	4-Res-EE P	Res	\$786	39.3125	\$0	\$5	\$5	\$1.30		\$1.00				\$3.00			\$70.20			
Pool Pump Rerprogramming to be Off																				
18 Noon to Eight PM	1-Res Audits	Res	\$786	39.3125	\$5	\$80	\$85	\$77.80	\$1.00	\$1.00	\$2.00	\$3.00					\$80.00			
19 CFL bulbs regular-15	1-Res Audits	Res	\$786	39.3125	\$0	\$5	\$5	\$2.55	\$0.50	\$0.25				\$2.00			\$20.00			
20 CFL Giveaway	4-Res-EE P	Res	\$786	39.3125	\$0	\$3	\$3	\$0.23	\$0.70	\$0.25				\$2.00			\$3.50			
21 CFL bulbs regular - Outside - 15	4-Res-EE P	Res	\$786	39.3125	\$0	\$1	\$1	\$0.03		\$0.50			\$0.50	\$2.00			\$1.00			
22 CFL bulbs regular - 13	4-Res-EE P	Res	\$786	39.3125	\$0	\$2	\$2	\$0.12	\$0.20	\$0.50			\$0.50	\$0.88			\$1.10			
23 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		\$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		\$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		\$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		\$2.00			\$20.00			
27 LED Night Light	1-Res Audits	Res	\$786	39.3125	\$0	\$1	\$1	\$0.03		\$0.50			\$0.50				\$10.00			
Variable Speed Pool Pump- Proper																				
28 Commissioning	4-Res-EE P	Res	\$786	39.3125	\$1	\$15	\$16	\$6.90	\$1.00	\$1.00	\$5.00	\$2.00					\$200.00			
29 by Side Refrigerators-Freezers Energy Star - Side	4-Res-EE P	Res	\$786	39.3125	\$2	\$25	\$27	\$7.50	\$2.00	\$2.00	\$10.00	\$5.00		\$5.00			\$50.00			
30 Freezer Refrigerators-Freezers Energy Star - Top	4-Res-EE P	Res	\$786	39.3125	\$2	\$25	\$27	\$7.50	\$2.00	\$2.00	\$10.00	\$5.00		\$5.00			\$50.00			
31 Room Air Conditioners	4-Res-EE P	Res	\$786	39.3125	\$1	\$10	\$11	\$7.60	\$1.00	\$1.00	\$2.00			\$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			\$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			\$0.50				\$10.00			
34 Residential New Construction - PY12	5-RES New Con	Res	\$6,563	328.1250	\$57	\$952	\$1,009	\$264.12	\$25.00	\$20.00				\$700.00			\$492.47			
35 Residential New Construction - PY34	5-RES New Con	Res	\$6,563	328.1250	\$57	\$952	\$1,009	\$264.12	\$25.00	\$20.00				\$700.00			\$3,000.00			
9-Behavior																				
36 Behavior_Mod	Modification	Res	\$1,485	74.2500	\$0	\$15	\$15	\$0.40		\$1.00				\$14.00			\$0.00			
37 Estar Windows	1-Res Audits	Res	\$1,485	74.2500	\$2	\$25	\$27	\$22.50	\$4.00	\$4.00							\$200.00			
38 Duct sealing 20 leakage base	1-Res Audits	Res	\$1,485	74.2500	\$2	\$25	\$27	\$24.50	\$2.00	\$2.00							\$200.00			
39 Low Flow Showerheads	1-Res Audits	Res	\$1,485	74.2500	\$0	\$2	\$2	\$1.62	\$0.50	\$0.50							\$22.50			
40 Kitchen Aerator	1-Res Audits	Res	\$1,485	74.2500	\$0	\$1	\$1	\$0.81	\$0.25	\$0.25							\$7.00			
41 Bathroom Aerator	1-Res Audits	Res	\$1,485	74.2500	\$0	\$1	\$1	\$0.81	\$0.25	\$0.25							\$7.00			
42 Pipe Wrap	1-Res Audits	Res	\$1,485	74.2500	\$1	\$10	\$11	\$9.60	\$1.00	\$1.00							\$50.00			
43 Roof Insulation	1-Res Audits	Res	\$1,485	74.2500	\$2	\$25	\$27	\$22.50	\$4.00	\$4.00							\$200.00			
Whole Building - Light Measure (Test-In)	1-Res Audits	Res	\$1,485	74.2500	\$3	\$52	\$55	\$29.12	\$25.00	\$1.00							\$250.00			
45 Act129 Low Income Warm Program Through	7-Low Income	LI RES	\$6,563	328.1250	\$33	\$553	\$586	\$586.18										\$2,442.75		
46 Act129 (Additional SmartStrips)	7-Low Income	LI RES	\$786	39.3125	\$1	\$10	\$11	\$10.60										\$35.00		
47 Water Heat	1-Res Audits LI	LI RES	\$104,463	328.1250	\$0	\$8	\$8	\$2.23	\$0.00	\$1.00	\$0.00	\$0.00	\$0.00	\$5.25			\$86.25			
48 Schools Children Education-No Savings	1-Res Audits LI	LI RES	\$28,025	62.5000	\$0	\$7	\$7	\$0.02	\$2.40	\$1.00	\$0.00	\$0.00	\$0.00	\$4.00			\$87.73			
49 Refrigerator/Freezer recycling	2-RES App Turn-In LI	LI RES	\$104,463	328.1250	\$3	\$46	\$49	\$3.00	\$2.00	\$3.00				\$45.92			\$50.00			
50 Programmable Thermostat_Heat	1-Res Audits LI	LI RES	\$786	39.3125	\$0	\$5	\$5	\$1.30		\$1.00				\$3.00			\$70.20			
51 CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	LI RES	\$786	39.3125	\$0	\$5	\$5	\$2.55	\$0.50	\$0.25				\$2.00			\$20.00			
52 Mailed At Request CFL bulbs regular-15 -Free No Water Heat	4-Res-EE P LI	LI RES	\$786	39.3125	\$0	\$3	\$3	\$0.23	\$0.50	\$0.25				\$2.00			\$3.50			
53 Rebates CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	LI RES	\$786	39.3125	\$0	\$2	\$2	\$0.12	\$0.20	\$0.00	\$0.00	\$0.00	\$0.50	\$0.88			\$1.10			
55 LED Night Light	1-Res Audits LI	LI RES	\$786	39.3125	\$0	\$1	\$1	\$0.03		\$0.50			\$0.50				\$10.00			
56 Low Income Lighting-Warm Light	7-Low Income	LI RES	\$6,250	312.5000	\$0	\$5	\$5	\$3.05	\$0.25	\$0.25							\$20.00			
57 Low Income Lighting-Warm SmartStrip	7-Low Income	LI RES	\$786	39.3125	\$1	\$10	\$11	\$8.35	\$0.25	\$0.25							\$35.00			
58 Low Income Lighting-Low Usage	7-Low Income	LI RES	\$6,250	312.5000	\$0	\$5	\$5	\$3.05	\$0.25	\$0.25							\$20.00			
59 Multiple Family - CFL Lighting	8-Multiple Family	Res	\$6,250	312.5000	\$1	\$10	\$11	\$3.35	\$0.25	\$0.25				\$7.00			\$20.00			
60 Multiple Family - T8-Lighting	8-Multiple Family	SM C&I	\$6,250	312.5000	\$1	\$10	\$11	\$3.10	\$4.00	\$0.50							\$35.00			
61 Commercial, Industrial Audit - Sm&Md	3-C/I Equip	SM C&I	\$6,250	312.5000	\$2	\$25	\$27	\$16.50	\$10.00	\$3.00				\$3.00			\$0.00			
62 Commercial, Industrial Audit - Large	4-C/I Equip	LG C&I	\$6,250	312.5000	\$6	\$100	\$106	\$56.00	\$50.00	\$5.00							\$0.00			
Commercial CFL Program - Kits Mailed																				
63 to Small Commercial	3-C/I Equip	SM C&I	\$786	39.3125	\$0	\$2	\$2	\$1.20		\$0.50				\$0.50			\$31.25			
64 Commercial, Industrial Audit - Gov	2-Governmental Programs	LG C&I	\$6,250	312.5000	\$6	\$100	\$106	\$98.00		\$8.00							\$0.00			\$2,000.00
65 High Bay HID replaced by 6F54T5HO	2-Governmental Programs	LG C&I	\$6,875	343.7500	\$0	\$5	\$5	\$3.05	\$0.25	\$0.25							\$0.00			\$55.44
66 HPT8 4ft 4 lamp, T12 to HPT8 LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	LG C&I	\$6,875	343.7500	\$0	\$5	\$5	\$3.05	\$0.25	\$0.25							\$0.00			

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 Cost after for Equip	Rebate Utility/SP O&M	Rebate O&M
70 LED Pedestrian Signals	2-Governmental Programs	SM C&I	\$6,875	343,7500	\$0	\$5	\$5	\$3.05		\$0.25		\$2.00				\$0.00		\$25.00	
Street Lighting - Weighted Average All Replacements	2-Governmental Programs	Gov	\$6,875	343,7500	\$1	\$15	\$16	\$15.90										\$50.00	\$21.88
71 Water-Cooled cent Chiller 150 - 300 ton	2-Governmental Programs	LG C&I	\$6,875	343,7500	\$170	\$2,830	\$3,000	\$2,959.80		\$25.00		\$15.00				\$0.00		\$780.16	
72 0.57 kW/ton with 0.46 kW/ton IPLV	2-Governmental Programs	LG C&I	\$6,875	343,7500	\$170	\$2,830	\$3,000	\$2,972.80		\$25.00		\$2.00				\$0.00		\$10,000.00	
73 Custom Incentives Gov	Programs	LG C&I	\$6,875	343,7500						\$25.00								\$177.75	
74 AC <65,000 1 Ph	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$25	\$27	\$7.00	\$3.00	\$1.50	\$10.00	\$5.00						\$230.97	
75 AC 65,000 - 135,000	3-C/I Equip	SM C&I	\$3,125	156,2500	\$3	\$50	\$53	\$15.50	\$5.00	\$2.50	\$25.00	\$5.00						\$825.77	
76 AC 240,000 - 760,000	3-C/I Equip	SM C&I	\$3,125	156,2500	\$3	\$50	\$53	\$15.50	\$5.00	\$2.50	\$25.00	\$5.00							
77 heater, Electric Dryer	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$25	\$27	\$7.00	\$3.00	\$1.50	\$10.00	\$5.00						\$50.00	
AntiSweatHeater Controller for Cooler - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$38.40	\$1.00	\$1.00		\$2.00						\$542.15	
AntiSweatHeater Controller for Freezers - one controller controlling at least two doors	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$38.40	\$1.00	\$1.00								\$496.83	
79 ENERGY STAR Commercial Solid Door	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00						\$130.35	
80 Freezers less than 2013	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00						\$298.20	
81 Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00						\$63.60	
82 Refrigerators less than 2013	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00						\$125.70	
83 Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00							
84 ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	\$3,125	156,2500	\$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	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00						\$150.00	
86 ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00						\$200.00	\$400.00
87	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$40	\$42	\$13.40	\$2.00	\$2.00	\$20.00	\$5.00							
88 High Bay HID replaced by 6F54TSHO	3-C/I Equip	SM C&I	\$3,125	156,2500	\$0	\$5	\$5	\$2.55	\$0.50	\$0.25		\$2.00						\$83.16	
89 EE Water Heater	3-C/I Equip	SM C&I	\$3,125	156,2500	\$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	156,2500	\$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	156,2500	\$0	\$7	\$7	\$0.67	\$0.50	\$0.25		\$6.00						\$25.20	
92 LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	\$6,875	343,7500	\$0	\$7	\$7	\$4.92	\$0.25	\$0.25		\$2.00						\$15.00	
93 Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	\$3,125	156,2500	\$1	\$12	\$13	\$10.12	\$0.25	\$0.25		\$2.00						\$35.73	
94 Strip Mall Low Cost DI Suite	3-C/I Equip	SM C&I	\$3,125	156,2500	\$9	\$146	\$155	\$152.26	\$0.25	\$0.25		\$2.00						\$514.00	
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	156,2500	\$0	\$2	\$2	\$1.62					\$0.50					\$35.00	
97 Refrigerant charging correction	3-C/I Equip	SM C&I	\$3,125	156,2500	\$1	\$10	\$11	\$3.60	\$1.00	\$1.00		\$5.00						\$75.00	
98 Refrigeration Commissioning	3-C/I Equip	SM C&I	\$3,125	156,2500	\$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	156,2500	\$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	156,2500	\$1	\$15	\$16	\$3.90	\$1.00	\$1.00	\$5.00	\$5.00						\$125.00	
101 Custom Incentives Small	3-C/I Equip	SM C&I	\$3,125	156,2500	\$180	\$3,000	\$3,180	\$1,128.00	\$25.00	\$25.00		\$2,002.00						\$10,000.00	
102 MasterMetered MultiFamily CFL Kits	8-Multiple Family	SM C&I	\$6,250	\$12,5000	\$1	\$10	\$11	\$3.35		\$0.25				\$7.00				\$20.00	
103 Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	\$3,125	156,2500	\$6	\$100	\$106	\$57.00	\$25.00	\$9.00		\$15.00						\$500.00	
104 High Bay HID replaced by 6F54TSHO	4-C/I Equip	LG C&I	\$3,125	156,2500	\$0	\$5	\$5	\$2.55	\$0.50	\$0.25		\$2.00						\$55.44	
105 HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	\$3,125	156,2500	\$0	\$7	\$7	\$4.42	\$0.25	\$0.25		\$2.50						\$16.20	
106 Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	\$3,125	156,2500	\$0	\$5	\$5	\$2.80	\$0.25	\$0.25		\$2.00						\$23.82	
107 0.57 kW/ton with 0.46 kW/ton IPLV	4-C/I Equip	LG C&I	\$3,125	156,2500	\$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	156,2500	\$15	\$250	\$265	\$50.00	\$25.00	\$25.00	\$150.00	\$15.00						\$2,500.00	
109 Custom Incentives Large	4-C/I Equip	LG C&I	\$3,125	156,2500	\$170	\$2,830	\$3,000	\$222.80	\$25.00	\$250.00		\$252.00						\$10,000.00	
110 Motors 1 HP 1200	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$33	\$35	\$30.08	\$0.20	\$0.20	\$2.50	\$2.00						\$20.00	
111 Motors 5 HP 1200	3-C/I Equip	SM C&I	\$3,125	156,2500	\$8	\$130	\$138	\$132.90	\$0.20	\$0.20	\$2.50	\$2.00						\$54.00	
112 Motors 10 HP 1200	4-C/I Equip	LG C&I	\$3,125	156,2500	\$0	\$5	\$5	\$0.40	\$0.20	\$0.20	\$2.50	\$2.00						\$70.00	
113 Motors 20 HP 1200	4-C/I Equip	LG C&I	\$3,125	156,2500	\$0	\$5	\$5	\$0.40	\$0.20	\$0.20	\$2.50	\$2.00						\$113.00	
114 Motors 1 HP 3600	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$33	\$35	\$30.08	\$0.20	\$0.20	\$2.50	\$2.00						\$20.00	
115 Motors 5 HP 3600	3-C/I Equip	SM C&I	\$3,125	156,2500	\$8	\$130	\$138	\$132.90	\$0.20	\$0.20	\$2.50	\$2.00						\$54.00	
116 Motors 10 HP 3600	4-C/I Equip	LG C&I	\$3,125	156,2500	\$0	\$5	\$5	\$0.40	\$0.20	\$0.20	\$2.50	\$2.00						\$70.00	
117 Motors 20 HP 3600	4-C/I Equip	LG C&I	\$3,125	156,2500	\$0	\$5	\$5	\$0.40	\$0.20	\$0.20	\$2.50	\$2.00						\$113.00	
118 Water Pumps with VFD's	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$33	\$34	\$29.55	\$0.20	\$0.20	\$2.50	\$2.00						\$30.00	
119 HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$33	\$34	\$29.55	\$0.20	\$0.20	\$2.50	\$2.00						\$30.00	
120 Air Compressors with VFD's	3-C/I Equip	SM C&I	\$3,125	156,2500	\$2	\$33	\$34	\$29.55	\$0.20	\$0.20	\$2.50	\$2.00						\$30.00	
121 Water Pumps with VFD's	3-C/I Equip	SM C&I	\$3,125	156,2500	\$8	\$130	\$138	\$124.60	\$0.20	\$1.00	\$10.00	\$2.00						\$150.00	
122 HVAC Fans with VFD's	3-C/I Equip	SM C&I	\$3,125	156,2500	\$8	\$130	\$138	\$124.60	\$0.20	\$1.00	\$10.00	\$2.00						\$150.00	
123 Air Compressors with VFD's	3-C/I Equip	SM C&I	\$3,125	156,2500	\$8	\$130	\$138	\$124.60	\$0.20	\$1.00	\$10.00	\$2.00						\$150.00	
124 Water Pumps with VFD's	4-C/I Equip	LG C&I	\$3,125	156,2500	\$12	\$195	\$207	\$183.25	\$0.20	\$1.25	\$20.00	\$2.00						\$300.00	
125 HVAC Fans with VFD's	4-C/I Equip	LG C&I	\$3,125	156,2500	\$12	\$195	\$207	\$183.25	\$0.20	\$1.25	\$20.00	\$2.00						\$300.00	
126 Air Compressors with VFD's	4-C/I Equip	LG C&I	\$3,125	156,2500	\$12	\$195	\$207	\$183.25	\$0.20	\$1.25	\$20.00	\$2.00						\$300.00	

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 Provider Equip/Audit	Incentive Shipping & Other	Incentive Rebate for Equip	Utility/SP O&M	Rebate O&M
1	DLC-CAC	Demand	\$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	\$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	\$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	\$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	\$6,563	328,125	\$1	\$20	\$21	\$10.20	\$4.00	\$7.00				\$155.00		\$8.00	\$26.00		
6	Schools Children Education-No Savings	1-Res Audits	\$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	\$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	\$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	\$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	\$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	\$1,918	95,875	\$1	\$10	\$11	\$3.60	\$2.00	\$2.00							\$3.00		\$25.00
12	Furnace Fans	3-RES EE HVAC	\$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	\$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	\$786	39,3125	\$2	\$25	\$27	\$9.50	\$10.00	\$2.00							\$5.00		\$500.00
15	HP Water Heater	4-Res-EE P	\$786	39,3125	\$2	\$25	\$27	\$9.50	\$10.00	\$2.00							\$5.00		\$300.00
16	EE Water Heater	4-Res-EE P	\$786	39,3125	\$2	\$25	\$27	\$9.50	\$10.00	\$2.00							\$5.00		\$50.00
17	Programmable Thermostat_Heat	1-Res Audits	\$786	39,3125	\$0	\$5	\$5	\$1.30		\$1.00				\$3.00		\$8.00	\$62.20		
18	Programmable Thermostat_CAC	4-Res-EE P	\$786	39,3125	\$1	\$10	\$11	\$3.60	\$1.00	\$1.00	\$2.00	\$3.00					\$2.00		\$25.00
19	CFL bulbs regular-15	1-Res Audits	\$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	\$786	39,3125	\$0	\$5	\$5	\$2.55	\$0.50	\$0.25							\$2.00		\$12.00
21	CFL bulbs regular - Outside - 15	4-Res-EE P	\$786	39,3125	\$0	\$1	\$1	\$0.03					\$0.50					\$1.00	
22	CFL bulbs regular - 19	4-Res-EE P	\$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	\$786	39,3125	\$2	\$25	\$27	\$7.50	\$2.00	\$2.00	\$10.00	\$5.00						\$75.00	
24	Dehumidifiers	4-Res-EE P	\$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	\$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	\$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	\$786	39,3125	\$0	\$1	\$1	\$0.03					\$0.50			\$0.00		\$10.00	
28	Pump and Motor Single Speed Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	\$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	\$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	\$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	\$786	39,3125	\$0	\$5	\$5	\$2.30		\$1.00								\$25.00	
32	Smart Strip plug outlet	4-Res-EE P	\$786	39,3125	\$0	\$2	\$2	\$1.12	\$0.50				\$0.50					\$10.00	
33	Torchiere Floor Lamps	4-Res-EE P	\$786	39,3125	\$0	\$2	\$2	\$1.12	\$0.50				\$0.50					\$10.00	
34	Residential New Construction - 15%	5-RES New Con	\$6,563	328,125	\$13	\$220	\$233	\$88.20	\$25.00	\$20.00			\$0.50	\$100.00	\$563.50				
35	Residential New Construction - 30%	5-RES New Con	\$6,563	328,125	\$13	\$220	\$233	\$88.20	\$25.00	\$20.00			\$0.50	\$100.00	\$1,036.00				
36	Ceiling Fans	6-Res Whole	\$1,485	74,25	\$0	\$5	\$5	\$4.30										\$75.00	
37	Estar Windows	6-Res Whole	\$1,485	74,25	\$2	\$25	\$27	\$22.50										\$100.00	
38	Duct sealing 20 leakage base	6-Res Whole	\$1,485	74,25	\$2	\$25	\$27	\$24.50										\$200.00	
39	Low Flow Showerheads	6-Res Whole	\$1,485	74,25	\$0	\$2	\$2	\$1.62										\$23.00	
40	Kitchen Aerator	6-Res Whole	\$1,485	74,25	\$0	\$1	\$1	\$0.81										\$7.00	
41	Bathroom Aerator	6-Res Whole	\$1,485	74,25	\$0	\$1	\$1	\$0.81										\$7.00	
42	Pipe Wrap	6-Res Whole	\$1,485	74,25	\$1	\$10	\$11	\$9.60										\$50.00	
43	Roof Insulation	6-Res Whole	\$1,485	74,25	\$2	\$25	\$27	\$22.50										\$200.00	
44	Whole Building Low Income Warm Program Through Act129	6-Res Whole	\$1,485	74,25	\$2	\$25	\$27	\$1.50	\$25.00	\$0.00				\$300.00					
45	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	\$6,563	328,125	\$33	\$553	\$586	\$586.18										\$2,442.75	
46	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	\$104,463	328,125	\$0	\$5	\$5	\$1.80	\$0.50	\$1.00				\$2.00		\$8.00	\$26.00		
47	Schools Children Education-No Savings	1-Res Audits LI	\$28,025	74,25	\$1	\$10	\$11	\$3.60		\$1.00				\$6.00		\$8.00	\$12.00		
48	Refrigerator/Freezer recycling	2-RES App Turn-In LI	\$104,463	328,125	\$8	\$132	\$140	\$2.92	\$2.00	\$3.00				\$132.00			\$50.00		
49	Programmable Thermostat_Heat	1-Res Audits LI	\$786	39,3125	\$0	\$5	\$5	\$1.30		\$1.00				\$3.00		\$8.00	\$62.20		
50	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	\$786	39,3125	\$0	\$5	\$5	\$2.55	\$0.50	\$0.25				\$2.00		\$8.00	\$12.00		
51	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	\$786	39,3125	\$0	\$5	\$5	\$2.55	\$0.50	\$0.25				\$2.00		\$8.00	\$12.00		
52	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	\$786	39,3125	\$0	\$1	\$1	\$0.03					\$0.50					\$1.00	
53	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	\$786	39,3125	\$0	\$1	\$1	\$0.03					\$0.50					\$1.00	
54	LED Night Light	1-Res Audits LI	\$786	39,3125	\$0	\$1	\$1	\$0.03					\$0.50			\$0.00	\$10.00		
55	Low Income Lighting-Warm Light	7-Low Income	\$6,250	312.5	\$0	\$5	\$5	\$3.05	\$0.25					\$2.00		\$8.00	\$12.00		
56	Low Income Lighting-Warm SmartStrip	7-Low Income	\$786	39,3125	\$1	\$10	\$11	\$8.35	\$0.25					\$2.00		\$8.00	\$27.00		
57	Low Income Lighting-Low Usage	7-Low Income	\$6,250	312.5	\$0	\$5	\$5	\$3.05	\$0.25					\$2.00		\$8.00	\$12.00		
58	Multiple Family - CFL Lighting	8-Multiple Family	\$6,250	312.5	\$0	\$5	\$5	\$3.05	\$0.25					\$2.00		\$8.00	\$12.00		
59	Multiple Family - T8-Lighting	8-Multiple Family	\$6,250	312.5	\$1	\$10	\$11	\$3.10	\$4.00	\$0.50			\$3.00					\$35.00	
60	Commercial, Industrial Audit - Sm&M	1-C/I Audits	\$6,250	312.5	\$2	\$25	\$27	\$16.50	\$10.00									\$0.00	
61	Commercial, Industrial Audit - Large	1-C/I Audits	\$6,250	312.5	\$6	\$100	\$106	\$56.00	\$50.00									\$0.00	
62	Commercial CFL Program	1-C/I Audits	\$786	39,3125	\$0	\$1	\$1	\$0.03										\$1.00	
63	Commercial, Industrial Audit - Gov	1-C/I Audits	\$6,250	312.5	\$6	\$100	\$106	\$98.00	\$8.00					\$0.50		\$2,000.00		\$0.00	
64	Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	\$6,875	343.75	\$0	\$5	\$5	\$3.05		\$0.25								\$5.00	
65	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	\$6,875	343.75	\$0	\$5	\$5	\$3.05		\$0.25								\$5.00	
66	LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	\$6,875	343.75	\$0	\$5	\$5	\$3.05		\$0.25								\$2.00	
67	Occupancy Sensors under 500 W	2-Governmental Programs	\$6,875	343.75	\$0	\$5	\$5	\$3.05		\$0.25								\$2.00	
68	LED Auto Traffic Signals	2-Governmental Programs	\$6,875	343.75	\$0	\$5	\$5	\$3.05		\$0.25								\$2.00	
69																		\$45.00	

Current Plan - Superseded

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 Water-Cooled cent Chiller 150 - 300 ton	2-Governmental Programs	SM C&I	\$6,875	343.75	\$1	\$15	\$16	\$15.90									\$50.00	\$21.88	
72 0.57 kW/ton with 0.46 kW/ton IPLV Water-Cooled Centrifugal Chiller < 150 ton	2-Governmental Programs	LG C&I	\$6,875	343.75	\$15	\$250	\$265	\$225.00		\$25.00		\$15.00					\$50.00		
73 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	\$0	\$5	\$5	\$1.30	\$1.00	\$1.00		\$2.00					\$10.00		
79 Efficient Refrigeration Condenser 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		
80 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		
81 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		
82 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		
83 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		
84 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		
85 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		
86 ENERGY STAR Steam Cookers 3 Pan Exterior HID replacement above 175W to 250W HID retrofit	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	\$400.00	
87 EE Water Heater	3-C/I Equip	SM C&I	\$3,125	156.25	\$2	\$25	\$27	\$8.00	\$2.00	\$0.25	\$10.00	\$5.00					\$100.00		
88 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		
89 HPT8 4ft 4 lamp, T12 to HPT8 LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	\$3,125	156.25	\$0	\$5	\$5	\$2.80	\$0.25	\$0.25	\$2.00	\$2.00					\$23.40		
90 Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	\$6,875	343.75	\$0	\$5	\$5	\$2.80	\$0.25	\$0.25	\$2.00	\$2.00					\$15.00		
91 Plug Load Occupancy Sensors Document Stations	3-C/I Equip	SM C&I	\$6,875	343.75	\$0	\$5	\$5	\$2.80	\$0.25	\$0.25	\$2.00	\$2.00					\$35.00		
92 Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	\$1,250	62.50	\$0	\$2	\$2	\$1.62	\$0.25	\$0.25	\$2.00	\$2.00					\$10.00		
93 Pre Rinse Sprayers	3-C/I Equip	SM C&I	\$3,125	156.25	\$0	\$2	\$2	\$1.62					\$0.50				\$35.00		
94 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		
95 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		
96 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) Exterior HID replacement above 175W to 250W HID retrofit	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 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					\$100.00		
105 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					\$23.40		
106 Water-Cooled cent Chiller 150 - 300 ton	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		
107 0.57 kW/ton with 0.46 kW/ton IPLV Water-Cooled Centrifugal Chiller < 150 ton	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 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		

Current Plan - Superseded

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 Until-5/2010	From 6/2010 Until-5/2011	From 6/2011 Until-5/2012	From 6/2012 Until-5/2013
Total Budget					
Total	\$22,072,832	\$2,268,230	\$5,511,766	\$7,712,346	\$6,580,491
Utility Labor/Cost***	\$1,362,375	\$130,835	\$348,622	\$496,836	\$386,083
Marketing***	\$1,126,318	\$660,768	\$136,272	\$173,717	\$155,561
M&V***	\$715,168	\$12,563	\$119,816	\$283,079	\$299,709
Retailer Sales Incentive	\$188,425	\$7,508	\$64,348	\$64,385	\$52,184
Rebate Processing	\$559,591	\$70,088	\$151,445	\$198,586	\$139,471
Retail Store Discount Tracking	\$403,262	\$26,080	\$155,457	\$130,566	\$91,158
Service Provider Costs***	\$2,301,424	\$132,771	\$638,408	\$670,901	\$859,344
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**	\$14,320,981	\$1,120,834	\$3,295,781	\$5,371,171	\$4,533,195
Utility/SP O&M	\$492,874	\$53,907	\$253,317	\$121,864	\$63,785

* **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 EECF. 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 and Outreach 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	\$3,018,450	\$409,223	\$656,302	\$1,057,619	\$895,306
Utility Labor/Cost***	\$167,620	\$80	\$19,136	\$101,893	\$46,512
Marketing***	\$75,257	\$38,214	\$2,885	\$17,428	\$16,731
M&V***	\$30,105	\$4,000	\$7,057	\$10,123	\$8,925
Retailer Sales Incentive	\$1,395	\$0	\$0	\$1,395	\$0
Rebate Processing	\$2,093	\$0	\$0	\$2,093	\$0
Retail Store Discount Tracking	\$0	\$0	\$0	\$0	\$0
Service Provider Costs***	\$115,750	\$16,000	\$34,125	\$34,125	\$31,500
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$2,626,231	\$350,929	\$593,099	\$890,564	\$791,639
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 EECF. 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 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	\$815,922	\$54,781	\$208,938	\$276,101	\$276,101
Utility Labor/Cost***	\$22,938	\$1,191	\$5,956	\$7,895	\$7,895
Marketing***	\$30,318	\$13,915	\$4,606	\$5,898	\$5,898
M&V***	\$23,685	\$1,238	\$6,190	\$8,129	\$8,129
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***	\$349,892	\$18,158	\$90,792	\$120,471	\$120,471
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$389,089	\$20,279	\$101,393	\$133,709	\$133,709
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 EECF. 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 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	\$1,103,987	\$64,667	\$249,244	\$393,100	\$396,976
Utility Labor/Cost***	\$19,534	\$172	\$4,040	\$7,472	\$7,851
Marketing***	\$127,856	\$15,893	\$16,066	\$47,570	\$48,327
M&V***	\$14,752	\$379	\$2,657	\$5,800	\$5,916
Retailer Sales Incentive	\$59,478	\$5,099	\$20,069	\$17,155	\$17,155
Rebate Processing	\$23,637	\$874	\$4,310	\$9,081	\$9,373
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**	\$858,728	\$42,250	\$202,102	\$306,023	\$308,354
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 EECF. 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 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	\$3,299,380	\$158,282	\$1,205,934	\$1,077,587	\$857,576
Utility Labor/Cost***	\$179,299	\$6,508	\$66,984	\$57,664	\$48,142
Marketing***	\$220,051	\$23,484	\$78,196	\$67,054	\$51,317
M&V***	\$30,221	\$131	\$10,422	\$9,834	\$9,834
Retailer Sales Incentive	\$77,456	\$583	\$29,643	\$23,615	\$23,615
Rebate Processing	\$43,568	\$291	\$16,475	\$13,401	\$13,401
Retail Store Discount Tracking	\$386,097	\$25,001	\$150,074	\$125,183	\$85,839
Service Provider Costs***	\$768,832	\$43,794	\$292,544	\$250,673	\$181,821
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$1,593,856	\$58,490	\$561,596	\$530,163	\$443,606
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 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	\$658,824	\$78,754	\$153,791	\$213,140	\$213,140
Utility Labor/Cost***	\$66,476	\$11,544	\$26,935	\$13,998	\$13,998
Marketing***	\$21,386	\$14,218	\$3,206	\$1,981	\$1,981
M&V***	\$5,034	\$874	\$2,040	\$1,060	\$1,060
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***	\$176,182	\$30,595	\$71,387	\$37,100	\$37,100
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$389,747	\$21,524	\$50,223	\$159,000	\$159,000
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 EECF. 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 Energy Efficiency Behavioral Modification and Education 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*	9-Behavioral Modification	9-Behavioral Modification	9-Behavioral Modification	9-Behavioral Modification
	Total Budget				
Total	\$586,908	\$1,485	\$74	\$123,274	\$462,074
Utility Labor/Cost***	\$15,200	\$0	\$0	\$3,200	\$12,000
Marketing***	\$1,708	\$1,485	\$74	\$74	\$74
M&V***	\$38,000	\$0	\$0	\$8,000	\$30,000
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***	\$532,000	\$0	\$0	\$112,000	\$420,000
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$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 "ME-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 EECF. 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**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$852,197	\$179,724	\$223,360	\$224,214	\$224,898
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 EECF. 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 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	\$574,235	\$162,202	\$137,286	\$137,386	\$137,361
Utility Labor/Cost***	\$6,566	\$410	\$2,050	\$2,054	\$2,052
Marketing***	\$140,418	\$135,099	\$1,773	\$1,773	\$1,773
M&V***	\$4,615	\$288	\$1,442	\$1,443	\$1,443
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***	\$22,118	\$1,382	\$6,909	\$6,914	\$6,912
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$400,517	\$25,022	\$125,112	\$125,202	\$125,182
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 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	\$361,938	\$120,453	\$80,281	\$80,281	\$80,924
Utility Labor/Cost***	\$7,404	\$462	\$2,308	\$2,308	\$2,327
Marketing***	\$110,383	\$104,770	\$1,867	\$1,867	\$1,879
M&V***	\$7,404	\$462	\$2,308	\$2,308	\$2,327
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***	\$113,338	\$7,066	\$35,329	\$35,329	\$35,614
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$123,408	\$7,694	\$38,468	\$38,468	\$38,778
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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 EECF. 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 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	\$97,777	\$8,300	\$29,825	\$29,825	\$29,825
Utility Labor/Cost***	\$4,114	\$257	\$1,286	\$1,286	\$1,286
Marketing***	\$9,513	\$2,784	\$2,243	\$2,243	\$2,243
M&V***	\$0	\$0	\$0	\$0	\$0
Retailer Sales Incentive	\$0	\$0	\$0	\$0	\$0
Rebate Processing	\$0	\$0	\$0	\$0	\$0
Retail Store Discount Tracking	\$17,000	\$1,063	\$5,313	\$5,313	\$5,313
Service Provider Costs***	\$29,750	\$1,859	\$9,297	\$9,297	\$9,297
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$37,400	\$2,338	\$11,688	\$11,688	\$11,688
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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	\$176,696	\$21,030	\$48,434	\$53,642	\$53,591
Utility Labor/Cost***	\$16,768	\$155	\$5,134	\$5,742	\$5,738
Marketing***	\$22,018	\$18,950	\$1,078	\$998	\$993
M&V***	\$1,282	\$25	\$393	\$433	\$432
Retailer Sales Incentive	\$0	\$0	\$0	\$0	\$0
Rebate Processing	\$342	\$150	\$105	\$45	\$42
Retail Store Discount Tracking	\$0	\$0	\$0	\$0	\$0
Service Provider Costs***	\$34,300	\$0	\$10,500	\$11,900	\$11,900
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$101,987	\$1,750	\$31,225	\$34,525	\$34,487
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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
		\$0	\$0	\$0	\$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 "ME-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

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	\$0	\$0	\$0	\$0	\$0
Utility Labor/Cost***	\$0	\$0	\$0	\$0	\$0
Marketing***	\$0	\$0	\$0	\$0	\$0
M&V***	\$0	\$0	\$0	\$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***	\$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**	\$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 "ME-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 EECF. 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

Governmental & Institutional 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-Governmental Programs	2-Governmental Programs	2-Governmental Programs	2-Governmental Programs
	Total Budget				
Total	\$858,467	\$122,235	\$331,183	\$299,539	\$105,510
Utility Labor/Cost***	\$77,236	\$5,743	\$33,809	\$28,451	\$9,233
Marketing***	\$78,344	\$68,125	\$3,406	\$3,406	\$3,406
M&V***	\$3,279	\$321	\$1,585	\$1,365	\$8
Retailer Sales Incentive	\$0	\$0	\$0	\$0	\$0
Rebate Processing	\$25,384	\$2,439	\$12,158	\$10,721	\$66
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**	\$475,001	\$33,156	\$217,967	\$193,338	\$30,540
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 "ME-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

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	\$3,993,547	\$392,573	\$658,478	\$1,687,059	\$1,255,437
Utility Labor/Cost***	\$379,347	\$16,410	\$53,387	\$169,703	\$139,848
Marketing***	\$169,116	\$130,508	\$12,591	\$13,833	\$12,184
M&V***	\$17,083	\$1,922	\$4,656	\$5,984	\$4,521
Retailer Sales Incentive	\$49,125	\$1,795	\$14,605	\$21,765	\$10,960
Rebate Processing	\$320,273	\$41,330	\$73,334	\$124,459	\$81,151
Retail Store Discount Tracking	\$165	\$16	\$71	\$71	\$7
Service Provider Costs***	\$2,000	\$0	\$0	\$1,000	\$1,000
Service Provide Equip/Audit	\$0	\$0	\$0	\$0	\$0
Incentive Shipping & Other**	\$0	\$0	\$0	\$0	\$0
Incentive Rebate for Equip**	\$3,053,383	\$200,591	\$499,834	\$1,348,718	\$1,004,240
Utility/SP O&M	\$3,055	\$0	\$0	\$1,528	\$1,528

* This code links this budget to the model input tables in file labeled "ME-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

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	\$4,208,667	\$288,044	\$748,108	\$1,637,135	\$1,535,381
Utility Labor/Cost***	\$198,936	\$45,043	\$73,547	\$42,306	\$38,039
Marketing***	\$76,532	\$53,000	\$7,250	\$8,559	\$7,722
M&V***	\$534,970	\$2,502	\$78,752	\$227,067	\$226,649
Retailer Sales Incentive	\$971	\$31	\$31	\$455	\$455
Rebate Processing	\$144,294	\$25,003	\$45,063	\$38,788	\$35,440
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**	\$3,252,964	\$162,464	\$543,464	\$1,319,960	\$1,227,076
Utility/SP O&M	\$0	\$0	\$0	\$0	\$0

* This code links this budget to the model input tables in file labeled "ME-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

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	\$0	\$0	\$0	\$0	\$0
Utility Labor/Cost***	\$0	\$0	\$0	\$0	\$0
Marketing***	\$0	\$0	\$0	\$0	\$0
M&V***	\$0	\$0	\$0	\$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***	\$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**	\$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 "ME-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 EECF. Actual budgets will vary due to vendor contractual agreements and customer participation levels, among other factors out of the utility's control.

Penn Power Budget Summary					
Four Year Program Budget		Program Year 1	Program Year 2	Program Year 3	Program Year 4
		Fall 2009 Until-5/2010	From 6/2010 Until-5/2011	From 6/2011 Until-5/2012	From 6/2012 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 EECF. 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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Appendix D-6
Per Program Budget Detail

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

* 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 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

* 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 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.

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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

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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 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

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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

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.

*** 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

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 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-Governmental Programs	2-Governmental Programs	2-Governmental Programs	2-Governmental Programs
	Total Budget				
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.

These budget figures are consistent with those filed with the Pennsylvania PSC under the FirstEnergy EECF. 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

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

* 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 EECF. 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

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

* 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 EECF. 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

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.

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

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	Smart Grid Installation Estimate
2	DLC-Pool Pumps	Demand	Res	38	1.470	13	Smart Grid Installation for CAC + TRM
3	DLC-Water Heat	Demand	Res	38	1.070	13	Smart Grid Installation for CAC + TRM
4	1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	Res	592	0.048	6	Sum of Other Measures Listed
5	Targeted Audit - Space Heat	1-Res Audits	Res	1,176	0.051	6	TRM: Mix of prescriptive measues
6	Res Home Audits Year 1 kit	1-Res Audits	Res	310	0.013	6	Sum of Other Measures Listed
7	Refrigerator/Freezer recycling	2-RES App Turn-In	Res	1,396	0.173	8	TRM
8	Room Air Conditioners	2-RES App Turn-In	Res	120	0.273	8	TRM
9	ASHP - SEER 15	3-RES EE HVAC	Res	1,901	0.263	12	TRM
10	CAC - SEER 15	3-RES EE HVAC	Res	212	0.280	15	TRM
11	CAC - Maintenance	3-RES EE HVAC	Res	206	0.273	7	TRM
12	Furnace Fans	3-RES EE HVAC	Res	345	0.000	15	TRM
13	EE Ground Source Heat Pump	3-RES EE HVAC	Res	4,515	0.100	15	TRM
14	Solar Water Heating	4-Res-EE P	Res	1,980	0.355	15	TRM
15	HP Water Heater	4-Res-EE P	Res	1,799	0.165	15	TRM
16	EE Water Heater	4-Res-EE P	Res	165	0.015	15	TRM
17	Programable Thermostat_Heat	4-Res-EE P	Res	700	0.000	15	FE Comments to PA Draft TRM for PY3,4
18	Pool Pump Rerprogramming to be Off Noon to Eight PM	1-Res Audits	Res	0	0.600	15	SCE Work paper adepted to PA
19	CFL bulbs regular-15	1-Res Audits	Res	156	0.007	6	TRM
20	CFL Giveaway	4-Res-EE P	Res	41	0.002	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 - 13	4-Res-EE P	Res	41	0.002	6	TRM
23	Clothes Washer Energy Star, Electric Water heater, Electric Dryer	4-Res-EE P	Res	243	0.014	11	TRM with Electric Heat
24	Dehumidifiers	4-Res-EE P	Res	110	0.009	12	TRM
25	Freezers Energy Star-Chest Freezer	4-Res-EE P	Res	49	0.011	13	TRM
26	Holiday Lights	4-Res-EE P	Res	60	0.000	10	TRM
27	LED Night Light	1-Res Audits	Res	15	0.000	8	TRM
28	Variable Speed Pool Pump+Proper Commissioning	4-Res-EE P	Res	1,880	0.564	10	SCE Work paper adepted to PA
29	Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	Res	89	0.012	13	TRM
30	Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	Res	75	0.012	13	TRM
31	Room Air Conditioners	4-Res-EE P	Res	54	0.056	10	TRM
32	Smart Strip plug outlet	4-Res-EE P	Res	173	0.012	5	TRM
33	Torchiere Floor Lamps	4-Res-EE P	Res	99	0.005	10	TRM
34	Residential New Construction - PY12	5-RES New Con	Res	1,543	0.231	15	ACEEE PA Report
35	Residential New Construction - PY34	5-RES New Con	Res	9,400	1.410	15	30 cents per kWh and kW/kWh = 0.00015

Appendix E

	Measure Name	Program	Rate Class	kWh Savings	kW Savings	Life	Source of Saving Values and Life
36	Behavior_Mod	9-Behavior Modification	Res	235	0.021	1	Estimtion based on 2% savings, 12,500 kWh baseline
37	Estar Windows	1-Res Audits	Res	658	0.036	15	ACEEE PA Report
38	Duct sealing 20 leakage base	1-Res Audits	Res	675	0.497	15	PA TRM with 3.5 ton
39	Low Flow Showerheads	1-Res Audits	Res	391	0.036	9	PA TRM
40	Kitchen Aerator	1-Res Audits	Res	57	0.005	5	PA TRM
41	Bathroom Aerator	1-Res Audits	Res	54	0.005	5	PA TRM
42	Pipe Wrap	1-Res Audits	Res	117	0.011	13	PA TRM
43	Roof Insulation	1-Res Audits	Res	853	0.085	15	PA TRM
44	Whole Building - Light Measure (Test-In)	1-Res Audits	Res	0	0.027	8	PT TRM + Program design
45	Low Income Warm Program Through Act129	7-Low Income	LI RES	1,410	0.338	15	08' WARM Program M&V Average Savings Derated 25% to be conservative
46	Low Income Warm Program Through Act129 (Additional SmartStrips)	7-Low Income	LI RES	163	0.011	5	TRM
47	1-Res Home Audits - CFL 4 - Low Flow 2 Water Heat	1-Res Audits LI	LI RES	556	0.045	6	Sum of Other Measures Listed
48	Schools Childern Education-No Savings	1-Res Audits LI	LI RES	292	0.012	6	Sum of Other Measures Listed
49	Refrigerator/Freezer recycling	2-RES App Turn-In LI	LI RES	1,312	0.163	8	TRM
50	Programable Thermostat_Heat	1-Res Audits LI	LI RES	658	0.000	15	FE Comments to PA Draft TRM for PY3,4
51	CFL bulbs regular-15 -Free No Water Heat	1-Res Audits LI	LI RES	146	0.007	6	TRM
52	CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	LI RES	38	0.002	6	TRM
53	CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	LI RES	75	0.000	6	TRM but Estimate of Hours from Survey
54	CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	LI RES	38	0.002	6	TRM
55	LED Night Light	1-Res Audits LI	LI RES	14	0.000	8	TRM
56	Low Income Lighting-Warm Light	7-Low Income	LI RES	65	0.000	6	4 CFLs using 1.5 hours a day.
57	Low Income Lighting-Warm SmartStrip	7-Low Income	LI RES	153	0.011	5	TRM
58	Low Income Lighting-Low Usage	7-Low Income	LI RES	416	0.038	6	TRM: 4x13w, 1x19w, 1x23w, 2LED NL, Furnace Whistle, faucet aerator
59	Multiple Family - CFL Lighting	8-Multiple Family	Res	256	0.011	6	TRM: 6 CFLs, 2 LED NightLights, LF Showerhead
60	Multiple Family - T8-Lighting	2-Governmental Programs	Gov	148	0.034	15	TRM
61	Commercial, Industrial Audit - Sm&Md	3-C/I Equip	SM C&I	0	0.000	0	0
62	Commercial, Industrial Audit - Large	4-C/I Equip	LG C&I	0	0.000	0	0
63	Commercial CFL Program - Kits Mailed to Small Commercial	3-C/I Equip	SM C&I	679	0.201	6	PA TRM - average hours and CF
64	Commercial, Industrial Audit - Gov	2-Governmental Programs	Gov	0	0.000	0	0
65	High Bay HID replaced by 6F54T5HO	2-Governmental Programs	Gov	869	0.116	12	TRM

Appendix E

	Measure Name	Program	Rate Class	kWh Savings	kW Savings	Life	Source of Saving Values and Life
66	HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	Gov	169	0.032	15	TRM
67	LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	Gov	239	0.027	10	TRM
68	Occupancy Sensors under 500 W	2-Governmental Programs	Gov	373	0.009	10	DSMore MI Database - Demand downgraded (no demand savings for prescriptive Occ sensor)
69	LED Auto Traffic Signals	2-Governmental Programs	Gov	503	0.057	10	TRM 8"
70	LED Pedestrian Signals	2-Governmental Programs	Gov	889	0.102	10	TRM
71	Street Lighting - Weighted Average All Replacements	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 with 0.46 kW/ton IPLV	2-Governmental Programs	Gov	7,334	8.061	15	TRM
73	Custom Incentives Gov	2-Governmental Programs	Gov	94,000	9.400	15	Models FE Program as Implemented in units of 100,000 kWh savings
74	AC <65,000 1 Ph	3-C/I Equip	SM C&I	278	0.382	15	TRM
75	AC 65,000 - 135,000	3-C/I Equip	SM C&I	362	0.747	15	TRM
76	AC 240,000 - 760,000	3-C/I Equip	SM C&I	1,294	2.576	15	TRM
77	Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	SM C&I	595	0.626	10	DSMore MI Database
78	AntiSweatHeater Controller for Cooler - one controller controlling at least two doors	3-C/I Equip	SM C&I	4,807	0.130	15	TRM
79	AntiSweatHeater Controller for Freezers - one controller controlling at least two doors	3-C/I Equip	SM C&I	8,847	0.135	15	TRM
80	ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	SM C&I	817	0.093	12	TRM
81	ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	SM C&I	1,869	0.213	12	TRM
82	ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	SM C&I	399	0.045	12	TRM
83	ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft3	3-C/I Equip	SM C&I	788	0.090	12	TRM
84	ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	SM C&I	1,553	0.177	12	TRM
85	ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	SM C&I	2,533	0.289	12	TRM
86	ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	SM C&I	5,685	0.649	12	TRM
87	ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	SM C&I	10,517	2.397	12	TRM
88	High Bay HID replaced by 6F54T5HO	3-C/I Equip	SM C&I	869	0.116	12	TRM
89	EE Water Heater	3-C/I Equip	SM C&I	300	0.061	15	TRM
90	HP Water Heater (Base Usage 22831)	3-C/I Equip	SM C&I	13,348	1.007	15	TRM
91	HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	SM C&I	169	0.032	15	TRM
92	LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	SM C&I	239	0.027	10	TRM
93	Occupancy Sensors under 500 W	3-C/I Equip	SM C&I	373	0.009	10	DSMore MI Database - Demand downgraded (no demand savings for prescriptive Occ sensor)
94	Strip Mall Low Cost DI Suite	3-C/I Equip	SM C&I	3,258	0.302	9	TRM: Mix of prescriptive measures, some refrigeration improvements from SCE work paper - interim TRM needed
95	Commercial Smart Strip plug outlet	3-C/I Equip	SM C&I	117	0.009	5	PA TRM

Appendix E

	Measure Name	Program	Rate Class	kWh Savings	kW Savings	Life	Source of Saving Values and Life
96	Pre Rinse Sprayers	3-C/I Equip	SM C&I	1,312	0.109	5	DSMore MI Database
97	Refrigerant charging correction	3-C/I Equip	SM C&I	670	0.477	10	DSMore MI Database
98	Refrigeration Commissioning	3-C/I Equip	SM C&I	353	0.040	3	DSMore MI Database
99	Strip curtains for walk-ins - freezer	3-C/I Equip	SM C&I	576	0.066	4	DSMore MI Database
100	Vending Equipment Controller	3-C/I Equip	SM C&I	1,600	0.000	5	PA TRM
101	Custom Incentives Small	3-C/I Equip	SM C&I	94,000	9.400	15	Models FE Program as Implemented
102	MasterMetered MultiFamily CFL Kits	2-Governmental Programs	Gov	256	0.011	6	TRM: 6 CFLs, 2 LED NightLights, LF Showerhead
103	Demand-controlled ventilation (DCV)	4-C/I Equip	LG C&I	7,520	1.260	15	ACEEE PA Report
104	High Bay HID replaced by 6F54T5HO	4-C/I Equip	LG C&I	869	0.116	12	TRM
105	HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	LG C&I	169	0.032	15	TRM
106	Occupancy Sensors under 500 W	4-C/I Equip	LG C&I	373	0.008	10	DSMore MI Database - Demand downgraded (no demand savings for prescriptive Occ sensor)
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	7,334	8.061	15	TRM
108	Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	4-C/I Equip	LG C&I	8,193	9.006	15	TRM
109	Custom Incentives Large	4-C/I Equip	LG C&I	94,000	9.400	15	DSMore MI Database
110	Motors 1 HP 1200	3-C/I Equip	SM C&I	92	0.007	15	TRM
111	Motors 5 HP 1200	3-C/I Equip	SM C&I	309	0.024	15	TRM
112	Motors 10 HP 1200	4-C/I Equip	LG C&I	439	0.033	15	TRM
113	Motors 20 HP 1200	4-C/I Equip	LG C&I	806	0.061	15	TRM
114	Motors 1 HP 3600	3-C/I Equip	SM C&I	62	0.005	15	TRM
115	Motors 5 HP 3600	3-C/I Equip	SM C&I	164	0.012	15	TRM
116	Motors 10 HP 3600	4-C/I Equip	LG C&I	305	0.023	15	TRM
117	Motors 20 HP 3600	4-C/I Equip	LG C&I	472	0.036	15	TRM
118	Water Pumps with VFD's	3-C/I Equip	SM C&I	612	0.013	15	TRM
119	HVAC Fans with VFD's	3-C/I Equip	SM C&I	619	0.013	15	TRM
120	Air Compressors with VFD's	3-C/I Equip	SM C&I	615	0.013	15	TRM
121	Water Pumps with VFD's	3-C/I Equip	SM C&I	3,060	0.064	15	TRM
122	HVAC Fans with VFD's	3-C/I Equip	SM C&I	3,093	0.065	15	TRM
123	Air Compressors with VFD's	3-C/I Equip	SM C&I	3,074	0.064	15	TRM
124	Water Pumps with VFD's	4-C/I Equip	LG C&I	6,119	0.128	15	TRM
125	HVAC Fans with VFD's	4-C/I Equip	LG C&I	6,185	0.129	15	TRM
126	Air Compressors with VFD's	4-C/I Equip	LG C&I	6,148	0.129	15	TRM

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 Children 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 Calculator
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

Current Plan - Superseded

Appendix E

	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

Current Plan - Superseded

Appendix E

	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

Current Plan - Superseded

Appendix F
Annual measure participation numbers

Appendix F

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-Reduced by SmartGrid
2 DLC-Pool Pumps	Demand	14	93	36	0	Res*Sat*Survey-Reduced by SmartGrid
3 DLC-Water Heat	Demand	1	27	36	0	Res*Sat*Survey-Reduced by SmartGrid
4 1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	0	6,500	6,500	6,000	Res*Sat*Survey * 93.2%
5 1-Res Home Audits - CFL 4 - Low Flow 2	1-Res Audits	0	51	75	75	Res*Sat*Survey
6 Schools Childern Education-No Saving	1-Res Audits	4,000	0	0	0	Estimate of Activity * 93.2%
7 Refrigerator/Freezer recycling	2-RES App Turn-In	384	1,922	2,568	2,568	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	29	291	233	233	10% of CAC
10 CAC - SEER 15	3-RES EE HVAC	146	220	220	220	Res*Sat*Survey - Minus 10%
11 CAC - Maintenance	3-RES EE HVAC	0	511	2,126	2,126	Res*Sat*Survey
12 Furnace Fans	3-RES EE HVAC	0	15	58	117	Budgetary Limits
13 EE Ground Source Heat Pump	3-RES EE HVAC	0	29	29	29	Budgetary Limits
14 Solar Water Heating	4-Res-EE P	0	30	30	30	Budgetary Limits
15 HP Water Heater	4-Res-EE P	0	20	15	15	Budgetary Limits
16 EE Water Heater	4-Res-EE P	0	50	50	50	Res*Sat*Survey
17 Programmable Thermostat_Heat	1-Res Audits	15	15	641	641	Res*Sat*Survey * 93.2%
18 Programmable Thermostat_CAC	4-Res-EE P	0	0	698	0	Res*Sat*Survey
19 CFL bulbs regular-15	1-Res Audits	0	0	0	0	Res*Sat*Survey * 93.2%
20 CFL bulbs regular-15	4-Res-EE P	0	15,000	15,000	15,000	Res*Sat*Survey * 93.2%
21 CFL bulbs regular - Outside - 15	4-Res-EE P	0	0	0	0	Res*Sat*Survey * 93.2%
22 CFL bulbs regular - 19	4-Res-EE P	50,000	300,000	250,000	171,312	Res*Sat*Survey * 93.2%
23 Clothes Washer Energy Star, Electric Water heater, Electric Drye	4-Res-EE P	12	600	500	500	Budgetary Limits
24 Dehumidifiers	4-Res-EE P	12	600	600	600	Budgetary Limits
25 Freezers Energy Star-Chest Freezer	4-Res-EE P	12	140	200	200	Budgetary Limits
26 Holiday Lights	4-Res-EE P	0	120	120	120	Res*Sat*Survey
27 LED Night Light	1-Res Audits	0	0	0	0	Free to School Audits * 93.2%
28 Pump and Motor Single Speed	4-Res-EE P	0	19	93	93	Res*Sat*Survey
29 Refrigerators-Freezers Energy Star - Side by Side	4-Res-EE P	12	800	500	500	Budgetary Limits
30 Refrigerators-Freezers Energy Star - Top Freezer	4-Res-EE P	12	800	500	500	Budgetary Limits
31 Room Air Conditioners	4-Res-EE P	0	500	500	500	Res*Sat*Survey
32 Smart Strip plug outlet	4-Res-EE P	0	146	364	364	(Res*Sat*Survey)*25%
33 Torchiere Floor Lamps	4-Res-EE P	2	2	2	2	Budgetary Limits
34 Residential New Construction - 15%	5-RES New Con	44	102	0	0	Budgetary Limits
35 Residential New Construction - 30%	5-RES New Con	0	0	53	53	Budgetary Limits
36 Ceiling Fans	6-Res Whole	0	0	8,000	30,000	Budgetary Limits
37 Estar Windows	6-Res Whole	0	15	180	180	Budgetary Limits
38 Duct sealing 20 leakage base	6-Res Whole	0	15	180	180	Budgetary Limits
39 Low Flow Showerheads	6-Res Whole	0	0	0	0	Budgetary Limits
40 Kitchen Aerator	6-Res Whole	0	0	0	0	Budgetary Limits
41 Bathroom Aerator	6-Res Whole	0	0	0	0	Budgetary Limits
42 Pipe Wrap	6-Res Whole	0	0	0	0	Budgetary Limits
43 Roof Insulator	6-Res Whole	0	15	180	180	Budgetary Limits
44 Whole Building	6-Res Whole	0	50	600	600	Budgetary Limits
45 Low Income Warm Program Through Act125	7-Low Income	68	75	75	75	WARM Forecast * 25%
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	183	915	915	915	Res*Sat*Survey * 6.8%
48 Schools Childern Education-No Saving	1-Res Audits LI	105	527	527	527	Estimate of Activity * 6.8%
49 Refrigerator/Freezer recycling	2-RES App Turn-In LI	154	769	769	776	Res*Sat*Survey * 6.8%
50 Programmable Thermostat_Heat	1-Res Audits LI	0	0	1	1	Res*Sat*Survey * 6.8%

Appendix F

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	0	0	1	0	Res*Sat*Survey * 6.8%
52 CFL bulbs regular-15 -Free No Water Heat Mailed At Request	4-Res-EE P LI	0	0	0	0	Res*Sat*Survey * 6.8%
53 CFL bulbs regular - Outside - 15 - Store Rebates	4-Res-EE P LI	0	0	0	0	Res*Sat*Survey * 6.8%
54 CFL bulbs regular - 19 - Store Rebates	4-Res-EE P LI	2,125	10,625	10,625	10,625	Res*Sat*Survey * 6.8%
55 LED Night Light	1-Res Audits LI	0	0	0	0	Free to School Audits * 6.8%
56 Low Income Lighting-Warm Light	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 Lighting	8-Multiple Family	0	750	850	850	PAHA Provided
60 Multiple Family - T8-Lighting	2-Governmental Programs	50	35	15	14	PAHA Provided
61 Commercial, Industrial Audit - Sm&M	1-C/I Audits	10	5	0	0	Budgetary Limits
62 Commercial, Industrial Audit - Large	1-C/I Audits	10	5	0	0	Budgetary Limits
63 Commercial CFL Program	1-C/I Audits	0	0	2,000	2,000	Comm*Survey
64 Commercial, Industrial Audit - Gov	1-C/I Audits	2	2	0	0	Budgetary Limits
65 Exterior HID replacement above 175W to 250W HID retrofit	2-Governmental Programs	5	1,000	936	33	Base on Fed Sales
66 HPT8 4ft 4 lamp, T12 to HPT8	2-Governmental Programs	410	653	0	0	Base on Fed Sales
67 LED Exit Signs Electronic Fixtures (Retrofit Only)	2-Governmental Programs	221	1,215	1,215	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	42	229	229	0	Intersection Estimate
70 LED Pedestrian Signals	2-Governmental Programs	500	2,750	2,750	0	Intersection Estimate
71 Street Lighting - 175 Mercury to 100 HPS	2-Governmental Programs	115	574	574	574	Street Light Count
Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46 kW/ton IPLV	2-Governmental Programs	0	0	0	0	Fed Large User Counts
Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53 kW/ton IPLV	2-Governmental Programs	0	2	1	0	Fed Large User Counts
74 AC <65,000 1 Ph	3-C/I Equip	0	11	250	250	Budgetary Limits
75 AC 65,000 - 135,000	3-C/I Equip	0	16	100	100	Budgetary Limits
76 AC 240,000 - 760,000	3-C/I Equip	0	16	75	75	Budgetary Limits
77 Clothes Washer CEE Tier1, Electric Water heater, Electric Dryer	3-C/I Equip	22	109	109	109	Budgetary Limits
78 Demand-controlled ventilation (DCV)	3-C/I Equip	0	0	19	19	Budgetary Limits
79 Efficient Refrigeration Condenser	3-C/I Equip	0	0	49	49	Budgetary Limits
80 ENERGY STAR Commercial Solid Door Freezers less than 20ft ³	3-C/I Equip	3	11	8	3	Budgetary Limits
81 ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft ³	3-C/I Equip	3	11	8	3	Budgetary Limits
82 ENERGY STAR Commercial Solid Door Refrigerators less than 20ft ³	3-C/I Equip	3	3	3	3	Budgetary Limits
83 ENERGY STAR Commercial Solid Door Refrigerators 20 to 48 ft ³	3-C/I Equip	3	3	3	3	Budgetary Limits
84 ENERGY STAR Ice Machines less than 500 lbs	3-C/I Equip	3	109	136	54	Budgetary Limits
85 ENERGY STAR Ice Machines 500 to 1000 lbs	3-C/I Equip	3	14	14	3	Budgetary Limits
86 ENERGY STAR Ice Machines more than 1000 lbs	3-C/I Equip	3	109	109	27	Budgetary Limits
87 ENERGY STAR Steam Cookers 3 Pan	3-C/I Equip	3	82	100	0	Budgetary Limits
88 Exterior HID replacement above 175W to 250W HID retrofit	3-C/I Equip	0	0	2,000	1,256	Comm*Survey
89 EE Water Heater	3-C/I Equip	12	27	27	27	Comm*Survey Minus 10%
90 HP Water Heater (Base Usage 22831)	3-C/I Equip	14	68	68	0	10% of Water Heating
91 HPT8 4ft 4 lamp, T12 to HPT8	3-C/I Equip	5,000	5,000	0	0	Comm*Survey*Square Foot Estimate
92 LED Exit Signs Electronic Fixtures (Retrofit Only)	3-C/I Equip	1,527	5,000	5,000	5,000	Comm*Survey
93 Occupancy Sensors under 500 W	3-C/I Equip	0	0	272	272	Comm*Survey

Appendix F

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 Food Service Low Cost Direct Install Suite	3-C/I Equip	0	0	400	400	Comm*Survey
95 Commercial Smart Strip plug outlet	3-C/I Equip	5	5	5	5	Comm*Survey
96 Pre Rinse Sprayers	3-C/I Equip	27	136	136	8	Budgetary Limits
97 Refrigerant charging correctior	3-C/I Equip	54	544	600	600	Comm*Survey
98 Refrigeration Commissioning	3-C/I Equip	3	0	0	0	Budgetary Limits
99 Strip curtains for walk-ins - freezer	3-C/I Equip	3	3	3	0	Budgetary Limits
100 Vending Equipment Controlle	3-C/I Equip	0	82	163	163	Budgetary Limits
101 Window Film	3-C/I Equip	4	14	50	30	Budgetary Limits
102 Setback/Setup	3-C/I Equip	0	750	850	850	Budgetary Limits
103 Demand-controlled ventilation (DCV)	4-C/I Equip	0	0	0	0	Budgetary Limits
104 Exterior HID replacement above 175W to 250W HID retrofi	4-C/I Equip	0	0	7,000	5,324	Comm*Survey
105 HPT8 4ft 4 lamp, T12 to HPT8	4-C/I Equip	10,000	15,000	0	2	Comm*Survey*Square Foot Estimati
106 Occupancy Sensors under 500 W	4-C/I Equip	0	0	1,031	1,031	Comm*Survey
Water-Cooled cent Chiller 150 - 300 ton 0.57 kW/ton with 0.46						
107 kW/ton IPLV	4-C/I Equip	0	0	1	1	Budgetary Limits
Water-Cooled Centrifugal Chiller < 150 ton 0.56 kW/ton with 0.53						
108 kW/ton IPLV	4-C/I Equip	0	0	1	1	Budgetary Limits
109 Window Film	4-C/I Equip	0	30	90	90	Budgetary Limits
110 Motors 1 HP 1200	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
111 Motors 5 HP 1200	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
112 Motors 10 HP 1200	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
113 Motors 20 HP 1200	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
114 Motors 1 HP 3600	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
115 Motors 5 HP 3600	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
116 Motors 10 HP 3600	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
117 Motors 20 HP 3600	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
118 Water Pumps with VFD's	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
119 HVAC Fans with VFD's	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
120 Air Compressors with VFD's	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
121 Water Pumps with VFD's	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
122 HVAC Fans with VFD's	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
123 Air Compressors with VFD's	5-IND MOTOR	0	0	0	0	Using NJ Experience for Motor Program
124 Water Pumps with VFD's	5-IND MOTOR	1	1	3	3	Using NJ Experience for Motor Program
125 HVAC Fans with VFD's	5-IND MOTOR	1	1	3	3	Using NJ Experience for Motor Program
126 Air Compressors with VFD's	5-IND MOTOR	1	1	3	3	Using NJ Experience for Motor Program

Appendix F

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%
	CFL bulbs regular-15 -Free No Water Heat Mailed At						
20	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	11,813	56,563	56,563	56,563	Res*Sat*Survey * 93.2%
	Clothes Washer Energy Star, Electric Water heater,						
23	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%
	Low Income Warm Program Through Act129 (Additional						
46	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%

Current Plan - Superseded

Appendix F

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%
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 Light	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 Lighting	8-Multiple Family	105	527	527	527	PAHA Provided
60 Multiple Family - T8-Lighting	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
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
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
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
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
ENERGY STAR Commercial Solid Door Freezers less than 20ft3	3-C/I Equip	5	25	25	25	Budgetary Limits
ENERGY STAR Commercial Solid Door Freezers 20 to 48 ft3	3-C/I Equip	5	25	25	25	Budgetary Limits
ENERGY STAR Commercial Solid Door Refrigerators less than 20ft3	3-C/I Equip	5	25	25	25	Budgetary Limits
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
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

Current Plan - Superseded

Appendix F

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 Filtr	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
Exterior HID replacement above 175W to 250W HID retrofit	4-C/I Equip	45	1,075	1,075	1,075	Comm*Survey
104 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
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
107 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
108 Window Filtr	4-C/I Equip	5	25	25	25	Budgetary Limits
109 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

Current Plan - Superseded

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%	16,132,897	44,051,603	27,918,706	2.73
Residential Low-Income (Warm Plus)	7.52%	2,193,732	5,340,278	3,146,546	2.43
Commercial/Industrial Small	7.52%	7,891,785	21,325,745	13,433,960	2.70
Commercial/Industrial Large	7.52%	12,264,834	20,520,126	8,255,291	1.67
Governmental/Non-Profit	7.52%	6,105,190	14,598,238	8,493,048	2.39
Total	7.52%	44,588,438	105,835,989	61,247,551	2.37

Table 2: Summary of Portfolio Energy and Demand Savings

Summary of Portfolio Energy and Demand Savings								
Program Year is June 1 – May 31								
MWh Saved for Consumption Reductions kW Saved for Peak Load Reductions	Program Year 2010		Program Year 2011		Program Year 2012		Program Year 2013	
	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	3,995	496	25,286	3,619	49,114	7,372	72,720	10,018
Residential Low-Income Sector - Cumulative Projected Portfolio Savings ²	623	70	3,267	324	5,915	578	8,574	833
Commercial/Industrial Small Sector - Cumulative Projected Portfolio Savings ²	1,590	255	7,191	1,247	19,598	3,344	27,596	4,885
Commercial/Industrial Large Sector - Cumulative Net Weather Adjusted Savings ²	1,418	268	5,891	905	18,381	2,308	29,657	3,548
Governmental/Non-Profit Sector - Cumulative Projected Portfolio Savings ²	1,255	180	7,759	998	16,990	2,153	21,282	2,723
PJM Peak Demand				2,692		30,953		
EE&C Plan Total - Cumulative Projected Savings	8,881	1,269	49,394	9,784	109,997	46,708	159,829	22,007
Percent Reduction From Baseline (MWh)	0.2%	0.1%	1.0%	1.0%	2.3%	4.8%	3.3%	2.2%
Commission Identified Goal			47,729				143,188	44,100
Percent Savings Due to Portfolio Above or Below Commission Goal			3%				12%	6%

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)	915,680	3,222,115	3,533,389	3,127,496
Residential Low-Income Portfolio Annual Budget (\$000 and percent of Portfolio Budget)	534,918	526,711	527,905	529,398
Commercial/Industrial Small Portfolio Annual Budget (\$000 and percent of Portfolio Budget)	327,141	548,726	1,405,870	1,046,188
Commercial/Industrial Large Portfolio Annual Budget (\$000 and percent of Portfolio Budget)	240,034	623,417	1,364,266	1,279,472
Governmental/Non-Profit Portfolio Annual Budget (\$000 and percent of Portfolio Budget)	250,457	590,796	880,916	597,937
PJM Peak Demand Program		280,000	3,220,000	
Total Portfolio Annual Budget	2,268,230	5,791,766	10,932,346	6,580,491

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 MWh savings %
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	2,452	0.1%
	Home Energy Audits and Outreach	RES	Available through three levels: 1) self-administered on-line audit; 2) a walk-through on-site audit performed by auditor and 3) whole building comprehensive diagnostic assessment which includes direct installation of low cost measures.	4	106,534	1,655	6.7%
	Appliance Turn-In	RES	Provide incentive to households for turning in older inefficient appliances and lighting equipment.	4	83,762	1,473	5.3%
	EE HVAC & Solar	RES	Provide incentives supporting implementation of contractor-installed HVAC, solar or other eligible systems.	4	34,284	1,739	2.2%
	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	266,925	1,854	16.8%
	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	18,318	183	1.2%
	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	188	0.6%
	Behavioral Modification and Education	RES	Provide basic energy conservation education, information and strategies that provide customers with opportunities to reduce energy costs.	2	8,930	804	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	4,386	27	0.3%
Totals for Residential Sector					524,654	10,187	33.0%
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	16,450	221	1.0%
	Home Energy Audits	LI RES	Available through two levels: 1) self-administered on-line audit and 2) a walk-through on-site audit performed by auditor.	4	14,857	152	0.9%
	Appliance Turn-In	LI RES	Provide incentive to households for turning in older inefficient appliances and lighting equipment.	4	25,909	402	1.6%
	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	9,091	59	0.6%
Totals for Low-Income Sector					66,307	833	4.2%

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%
	C/I Equipment	Small C&I	Provides for the implementation of cost effective energy efficiency measures through the authorized Conservation Service Provider (CSP) contractor network for all Small C&I customers. Other delivery mechanisms may include kits of CFLs mailed to participants and audits coupled with direct installation of low cost measures.	4	333,756	4,885	21.0%
	Totals for C/I Small Sector					333,756	4,885
Commercial/ Industrial Large Portfolio Programs	C/I Equipment	Large C&I	Provides for the implementation of cost effective, high efficiency standard and non-standard measures through the authorized Conservation Service Provider (CSP) contractor network for Large C&I customers.	4	414,895	3,548	26.1%
	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 breakdown 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					414,895	3,548
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	251,984	2,723	15.8%
	Totals for Gov't/NP Sector Programs					251,984	2,723
Total for Plan					1,591,596	22,177	100.0%

Appendix G

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	2,699,670	42.23%			0
Residential Low Income	529,733	8.29%			0%
Residential Subtotal	3,229,403	50.51%	50.51%	41.0%	10%
C&I Small	831,981	13.01%	16.80%	29.4%	-13%
C&I Large	876,797	13.71%	17.66%	29.2%	-12%
C&I Subtotal	1,708,779	26.73%	34.46%	58.6%	-24%
Gov Street Lighting	82,064	1.28%	1.28%	0.3%	0.98%
GS/Public Service, MS	3,813	0.06%	0.06%	0.1%	-0.04%
Gov Multi-Family	23,635	0.37%	NA	NA	NA
Gov Small C&I	218,283	3.41%	NA	NA	NA
Gov Large C&I	252,232	3.95%	NA	NA	NA
Governmental/Non-Profit Subtotal	580,026	9.07%	1.34%	0.4%	1%
Residential/C&I/Governmental/Non-Profit Subtotal	5,518,208	86.31%			
Other Expenditures: Small C&I	62,500				
Other Expenditures: Large C&I	812,500				
Other Expenditures Subtotal	875,000	13.69%	13.69%		
EDC TOTAL	6,393,208	100.00%	100.00%	100.0%	
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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
Demand Reduction	602,415	630,637	1,233,052
Home Energy Audits	3,026,748	565,937	3,592,685
Appliance Turn-In	512,497	665,363	1,177,860
EE HVAC & Solar	858,728	245,258	1,103,987
EE Products	1,631,256	1,765,901	3,397,156
New Construction	389,747	269,078	658,824
Behavioral Modification	-	586,908	586,908
Multiple Family	49,000	33,158	82,158
Warm Plus	852,197	232,785	1,084,982
Totals	7,922,587	4,995,024	12,917,611

Small Commercial & Industrial			
EE&C Program	Cost Elements (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
PJM Demand Response	228,301	21,699	250,000
Equipment Rebates	2,544,462	783,463	3,327,925
Totals	2,772,763	805,162	3,577,925

Appendix G

Large Commercial & Industrial			
EE&C Program	Cost Elements (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
Equipment Rebates	2,710,778	796,412	3,507,190
Industrial Motors and VSD	-	-	-
PJM Demand Response	2,967,910	282,090	3,250,000
Totals	5,678,688	1,078,502	6,757,190

Governmental/Non-Profit			
EE&C Program	Cost Elements (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
Street Lighting	91,900	236,355	328,255
GS/Public Service, MS	11,364	3,887	15,251
Multiple Family	52,987	41,552	94,539
Governmental & Institutional	1,422,844	459,218	1,882,061
Totals	1,579,094	741,012	2,320,106

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

Common Cost Element	Total Cost (\$)	Basis for Cost Allocation	Class Cost Allocation (\$)			
			Residential (Including Low-	Commercial/Industrial --	Commercial/Industrial --	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	\$7,766,117	\$298,237	\$8,064,354
Governmental/Non-profit	\$343,506	\$13,908	\$357,414
Totals	\$25,572,832	\$1,044,320	\$26,617,152

Table 7A: TRC Benefits Table

Residential		TRC Benefits By Program Per Year (\$000)										
Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved	
					Annual	Annual	Annual	Annual	Annual	Lifetime	Annual	Lifetime
					Benefits	Gen/T&D	Benefits	On/Off Peak				
Demand Reduction	2010	0.96	142,238	135,962	123,946	See footnote 1	12,017	See footnote 2	216	2,452	10	1,516
	2011	1.32	724,570	953,810	871,921		81,889		1,638	2,452	78	1,516
	2012	1.60	366,244	586,197	537,692		48,506		2,452	2,452	117	1,516
	2013	0.00	0	0	0		0		2,452	2,452	117	1,516
Home Energy Audits and Outreach	2010	1.56	409,223	637,417	18,337		619,081		50	1,655	1,241	106,534
	2011	3.29	675,580	2,220,095	132,792		2,087,303		375	1,655	5,205	106,534
	2012	2.48	1,288,962	3,196,379	523,679		2,672,700		1,236	1,655	9,845	106,534
	2013	2.51	1,126,649	2,830,820	226,837		2,603,982		1,655	1,655	14,189	106,534
Appliance Turn-In	2010	6.05	54,781	331,598	31,895		299,704		78	1,473	542	83,762
	2011	8.33	208,938	1,740,977	173,599		1,567,378		469	1,473	3,250	83,762
	2012	8.75	276,101	2,416,350	245,312		2,171,038		971	1,473	6,860	83,762
	2013	9.07	276,101	2,503,163	258,093		2,245,070		1,473	1,473	10,470	83,762
EE HVAC	2010	0.59	160,821	95,667	29,522		66,144		48	1,739	86	34,284
	2011	1.21	640,285	775,207	143,374	631,833	329	1,739	929	34,284		
	2012	1.33	832,540	1,106,592	341,789	764,804	1,034	1,739	2,009	34,284		
	2013	1.38	845,739	1,166,042	359,579	806,463	1,739	1,739	3,109	34,284		
EE Products	2010	3.87	274,388	1,061,364	34,293	1,027,071	93	1,854	2,049	266,925		
	2011	3.43	2,161,163	7,403,629	284,989	7,118,640	767	1,854	15,408	266,925		
	2012	3.65	1,922,882	7,010,190	291,968	6,718,222	1,383	1,854	27,272	266,925		
	2013	3.53	1,529,758	5,402,547	239,010	5,163,537	1,854	1,854	35,938	266,925		
New Construction	2010	0.67	92,414	61,695	6,296	55,399	10	183	67	18,318		
	2011	0.81	185,664	149,463	15,634	133,829	34	183	225	18,318		
	2012	2.30	213,140	489,245	53,018	436,228	108	183	723	18,318		
	2013	2.36	213,140	503,592	55,133	448,459	183	183	1,221	18,318		
Behavioral Modification and Education	2010	0.00	1,485	-	-	-	-	804	-	8,930		
	2011	0.00	74	-	-	-	-	804	-	8,930		
	2012	1.52	123,274	186,825	11,267	175,558	169	804	1,880	8,930		
	2013	1.59	462,074	733,627	56,419	677,209	635	804	7,050	8,930		
Multiple Family	2010	0.00	6,250	-	-	-	-	27	-	4,386		
	2011	4.46	23,263	103,719	3,337	100,382	8	27	192	4,386		
	2012	4.65	26,323	122,322	4,186	118,136	18	27	409	4,386		
	2013	4.83	26,323	127,108	4,418	122,690	27	27	627	4,386		
Total		2.88	15,290,386	44,051,603	5,078,334		38,973,269		10,018	10,187	72,720	524,654

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)											
	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	kW		MWh Saved	
					Annual Benefits	Annual Gen/T&D	Annual Benefits	Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Warm Plus	2010	0.61	243,963	149,547	17,254	See footnote 1	132,293	See footnote 2 on PUC	31	221	207	16,450
	2011	1.28	279,320	358,024	31,656	on PUC	326,367	Table 7A	94	221	774	16,450
	2012	1.33	280,413	374,229	34,499		339,729		157	221	1,344	16,450
	2013	1.38	281,287	389,321	36,169		353,152		221	221	1,916	16,450
Residential Audits	2010	0.43	162,202	69,560	3,468	See footnote 1	66,092	See footnote 2 on PUC	9	152	132	14,857
	2011	2.66	137,286	365,671	19,030	on PUC	346,641	Table 7A	57	152	795	14,857
	2012	2.78	137,386	381,680	21,067		360,613		104	152	1,458	14,857
	2013	2.89	137,361	396,654	22,229		374,425		152	152	2,121	14,857
Appliance Turn-In	2010	1.01	120,453	121,926	10,224	See footnote 1	111,702	See footnote 2 on PUC	25	402	202	25,909
	2011	7.97	80,281	639,766	55,647	on PUC	584,119	Table 7A	150	402	1,211	25,909
	2012	8.32	80,281	668,083	61,125		606,958		275	402	2,221	25,909
	2013	8.62	80,924	697,546	64,827		632,719		402	402	3,239	25,909
Energy Efficient Products	2010	3.23	12,975	41,855	1,355	See footnote 1	40,500	See footnote 2 on PUC	4	59	81	9,091
	2011	4.13	53,200	219,850	7,436	on PUC	212,414	Table 7A	22	59	487	9,091
	2012	4.30	53,200	228,805	8,231		220,574		41	59	893	9,091
	2013	4.47	53,200	237,762	8,686		229,076		59	59	1,299	9,091
Total		2.43	2,193,732	5,340,278	402,905		4,937,373		833	833	8,574	66,307

Table 7C: TRC Benefits Table

Commercial/Industrial Small		TRC Benefits By Program Per Year (\$000)											
Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved		
					Annual	Annual	Annual	Annual	Annual	Lifetime	Annual	Lifetime	
					Benefits	Gen/T&D	Benefits	On/Off Peak					
Energy Audit	2010	0	0	0	0	See footnote 1 on PUC Table 7A	0	See footnote 2 on PUC Table 7A	0	0	0	0	
	2011	0	0	0	0		0		0	0	0	0	0
	2012	0	0	0	0		0		0	0	0	0	0
	2013	0	0	0	0		0		0	0	0	0	0
C/I Equipment	2010	1.36	892,782	1,210,452	147,741		1,062,711		255	4,885	1,590	333,756	
	2011	2.38	1,805,948	4,290,953	578,481		3,712,473		1,247	4,885	7,191	333,756	
	2012	2.87	3,337,373	9,561,745	1,280,190		8,281,555		3,344	4,885	19,598	333,756	
	2013	3.37	1,855,682	6,262,595	956,601		5,305,994		4,887	4,885	27,596	333,756	
Total		2.70	7,891,785	21,325,745	2,963,012		18,362,733		4,887	4,885	27,596	333,756	

Table 7D: TRC Benefits Table

Commercial/Industrial Large		TRC Benefits By Program Per Year (\$000)										
Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved	
					Annual	Annual	Annual	Annual	Annual	Lifetime	Annual	Lifetime
					Benefits	Gen/T&D	Benefits	On/Off Peak				
C/I Equipment	2010	0.69	1,456,569	999,243	166,827		832,416		268	3,548	1,418	414,895
	2011	1.17	2,697,444	3,159,230	421,907		2,737,322		905	3,548	5,891	414,895
	2012	1.96	4,303,403	8,449,672	941,363		7,508,309		2,308	3,548	18,381	414,895
	2013	2.08	3,807,417	7,911,982	874,367	See footnote 1 on PUC Table 7A	7,037,615	See footnote 2 on PUC Table 7A	3,548	3,548	29,657	414,895
Industrial Motors and VSD	2010	0	0	0	0		0		0	0	0	0
	2011	0	0	0	0		0		0	0	0	0
	2012	0	0	0	0		0		0	0	0	0
	2013	0	0	0	0		0		0	0	0	0
Total		1.67	12,264,834	20,520,126	2,404,464		18,115,662		3,548	3,548	29,657	414,895

Table 7E: TRC Benefits Table

o Submit yearly projections for each program thru final year of that program for TRC evaluation.

Governmental/Non-Profit	TRC Benefits By Program Per Year (\$000)											
	Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved
Annual Benefits						Annual Gen/T&D	Annual Benefits	Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Streetlighting	2010	0.79	26,897	21,217	0	See footnote 1 on PUC Table 7A	21,217	See footnote 2 on PUC Table 7A	0	0	38	6,038
	2011	1.10	100,453	110,964	0		110,964		0	0	226	6,038
	2012	1.14	100,453	114,583	0		114,583		0	0	415	6,038
	2013	1.18	100,453	118,038	0		118,038		0	0	604	6,038
Non-Profit	2010	1.23	5,139	6,302	775		5,526		1	21	9	1,883
	2011	2.43	13,234	32,166	3,590		28,577		8	21	58	1,883
	2012	2.83	16,854	47,767	5,431		42,336		16	21	127	1,883
	2013	2.53	9,006	22,748	2,860		19,888		21	21	158	1,883
Other	2010	1.23	665,974	816,707	100,502		716,206		178	2,702	1,208	244,063
	2011	2.43	1,715,152	4,168,849	465,240		3,703,608		990	2,702	7,475	244,063
	2012	2.83	2,184,341	6,190,693	703,883		5,486,811		2,137	2,702	16,448	244,063
	2013	2.53	1,167,236	2,948,203	370,629		2,577,574		2,702	2,702	20,519	244,063
Governmental & Non-Profit Total	2010	1.21	698,010	844,226	101,277		742,949		180	2,723	1,255	248,051
	2011	2.36	1,828,838	4,311,979	468,830	3,843,149	998	2,723	7,759	248,051		
	2012	2.76	2,301,648	6,353,043	709,314	5,643,729	2,153	2,723	16,990	248,051		
	2013	2.42	1,276,695	3,088,990	373,489	2,715,500	2,723	2,723	21,282	248,051		
Total		2.39	6,105,190	14,598,238	1,652,910		12,945,328		2,723	2,723	21,282	248,051

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 <i>(exclusive of Low-Income)</i>	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%	8,112,835	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								
MWh Saved for Consumption Reductions kW Saved for Peak Load Reductions	Program Year 2010		Program Year 2011		Program Year 2012		Program Year 2013	
	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 (<i>exclusive of Low- Income</i>) - 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)

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-administered on-line 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
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-administered on-line 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
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
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
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
Total for Plan					1,343,657	41,787	100.0%

Appendix G

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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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
<i>Warm Plus</i>	852,197	232,785	1,084,982
Totals	8,932,789	3,984,822	12,917,611

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Small Commercial & Industrial			
EE&C Program	Cost Elements (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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 (\$)		
	<i>Total Incentives</i>	<i>Operations Costs</i>	<i>Total Budget (2010-2013)</i>
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

Current Plan - Superseded

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

Current Plan - Superseded

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

Current Plan - Superseded

Table 7A: TRC Benefits Table

TRC Benefits By Program Per Year (\$000)													
Residential	Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved	
						Annual	Annual	Annual	Annual	Annual	Lifetime	Annual	Lifetime
						Benefits	Gen/T&D	Benefits	On/Off Peak				
Demand Reduction	2010	1.08	142,238	153,190	139,265	See footnote 1	See footnote 2	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
Comprehensive	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
<p>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.</p> <p>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</p>													

Table 7B: TRC Benefits Table

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

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Table 7D: TRC Benefits Table

Commercial/Industrial Large		TRC Benefits By Program Per Year (\$000)										
Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved	
					Annual Benefits	Annual Gen/T&D	Annual Benefits	Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime
Equipment Rebate	2010	0.94	518,252	485,069	152,526	See footnote 1 on PUC Table 7A	332,542	See footnote 2 on PUC Table 7A	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		2,204,958		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			

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Table 7E: TRC Benefits Table

o Submit yearly projections for each program thru final year of that program for TRC evaluation.

Governmental/Non-Profit	TRC Benefits By Program Per Year (\$000)												
	Program	Program Year	TRC	Program Costs (\$000)	Program Benefits (\$000)	Capacity	Capacity	Energy	Energy	Load Reductions in kW		MWh Saved	
Annual Benefits						Annual Gen/T&D	Annual Benefits	Annual On/Off Peak	Annual	Lifetime	Annual	Lifetime	
Streetlighting	2010	0.89	26,897	23,946	0			23,946		0	0	42	6,038
	2011	1.29	100,453	129,180	0			129,180		0	0	254	6,038
	2012	1.37	100,453	137,669	0			137,669		0	0	466	6,038
	2013	1.41	100,453	141,736	0			141,736		0	0	678	6,038
Non-Profit	2010	1.57	5,374	8,441	1,664			6,777		3	48	12	1,676
	2011	1.93	24,319	46,932	8,884			38,048		19	48	72	1,676
	2012	1.97	25,497	50,145	9,606	See footnote 1 on PUC Table 7A		40,539	See footnote 2 on PUC Table 7A	35	48	133	1,676
	2013	1.90	17,001	32,243	7,737			24,506		48	48	168	1,676
Other	2010	1.57	568,921	893,538	176,163			717,395		344	5,040	1,235	177,412
	2011	1.93	2,574,368	4,968,092	940,395			4,027,697		2,039	5,040	7,663	177,412
	2012	1.97	2,699,079	5,308,237	1,016,844			4,291,393		3,734	5,040	14,091	177,412
	2013	1.90	1,799,653	3,413,220	819,069			2,594,151		5,040	5,040	17,794	177,412
Governmental & Institutional Total	2010	1.54	601,192	925,945	177,827			748,118		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

ENERGY EFFICIENCY AND CONSERVATION CHARGE RIDER

An Energy Efficiency and Conservation (“EEC”) Charge (“EEC-C”) shall be applied to each Billing Unit during a billing month to Customers served under this Tariff. Billing Units are defined as follows:

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

Industrial Customer Class: Per ~~kVA~~kW

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~~kW. The EEC-C rates shall be calculated separately for each Customer Class according to the provisions of this rider.

For service rendered ~~March-June 1, 2010-2011~~ 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):

0.~~270~~248-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.~~043~~225-cents per kWh.

Commercial Customer Class (Rate Schedules GS, GS Special Rule GSDS, GS Optional Controlled Service Rider, GM, GM Optional Controlled Service Rider, PLS, OH With Cooling Capabilities, OH Without Cooling Capabilities, and WH Non-Residential):

0.118 cents per kWh.

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

1.~~723~~689-cents per kWh.

Pennsylvania Power Company

Industrial Customer Class (Rate Schedules GP and GT):

| \$ 1.120.62 per ~~kVA~~kW.

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

$$EEC-C = [(EEC_C - E) / S] \times [1 / (1 - T)]$$

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

Where:

EEC-C = The charge in cents per Billing Unit by Customer Class as defined by this rider applied to each 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 February 28, 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 3-month period ending May 31, 2010.

Pennsylvania Power Company

- 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~~ kW demand based on PJM Peak Load Contribution)
- 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 39-month period from March 1, 2010 through May 31, 2013.
2. EEC-C Reconciliation Year – The 12-month period ending May 31 each year for the duration of this rider.
3. Peak Load Contribution – A Customer's contribution to a zone's normalized summer peak load, as estimated by the Company.

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 June 1, 2011

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 x 4 years)	\$ 12,917,611	\$ 15,251	\$ 4,295,597	\$ 328,255	\$ 4,516,117	\$ 22,072,831
4	PJM Peak Demand Program (PUC Table 6A)	\$ -	\$ -	\$ 250,000	\$ -	\$ 3,250,000	\$ 3,500,000
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 3-6)	\$ 13,465,745	\$ 15,868	\$ 4,729,638	\$ 341,546	\$ 8,064,354	\$ 26,617,151
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 7 + 8)	\$ 13,540,363	\$ 15,952	\$ 4,754,692	\$ 343,355	\$ 8,104,953	\$ 26,759,315
9	EEC-C Revenue collected through January 31, 2011, net of PA Gross Receipts Tax	\$ 3,294,027	\$ 7,744	\$ 1,268,365	\$ 88,923	\$ 2,075,658	\$ 6,734,717
10	Budgeted EEC-C Revenues February 1, 2011 - May 31, 2011	\$ 1,423,584	\$ 3,691	\$ 503,593	\$ 36,960	\$ 786,579	\$ 2,754,407
11	Remaining EEC Costs to be collected June 1, 2011 - May 31, 2013 (Line 9 - Lines 10-11)	\$ 8,822,752	\$ 4,517	\$ 2,982,734	\$ 217,472	\$ 5,242,716	\$ 17,270,191
12	Customer Class Projected Kilowatt-Hours ("kWh") Delivered or Peak Load Contribution Kilowatt ("kW") for June 1, 2011 - May 31, 2013	\$ 3,424,504,646 kWh	\$ 10,977,721 kWh	\$ 2,650,013,650 kWh	\$ 13,203,306 kWh	\$ 4,899,249 kWh	
13	EEC-C Rates Before Pa Gross Receipts Tax Gross-Up Factor (Line 11 / Line 12)	\$ 0.00258 per kWh	\$ 0.00041 per kWh	\$ 0.00113 per kWh	\$ 0.01647 per kWh	\$ 1.07011 per kW	
14	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	
15	Proposed EEC-C Rates Effective June 1, 2011 (Line 13 X Line 14)	\$ 0.00270 per kWh	\$ 0.00043 per kWh	\$ 0.00118 per kWh	\$ 0.01723 per kWh	\$ 1.12000 per kW	

(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.

Pennsylvania Power Company

ENERGY EFFICIENCY AND CONSERVATION CHARGE RIDER

An Energy Efficiency and Conservation (“EEC”) Charge (“EEC-C”) shall be applied to each Billing Unit during a billing month to Customers served under this Tariff. 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 ~~February~~ March 1, 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):

0.~~242~~248 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~~225 cents per kWh.

Commercial Customer Class (Rate Schedules GS, GS Special Rule GSDS, GS Optional Controlled Service Rider, GM, GM Optional Controlled Service Rider, PLS, OH With Cooling Capabilities, OH Without Cooling Capabilities, and WH Non-Residential):

0.~~115~~118 cents per kWh.

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

1.~~647~~689 cents per kWh.

Pennsylvania Power Company

Industrial Customer Class (Rate Schedules GP and GT):

| \$ 0.~~61~~62 per kVA.

Current Plan - Superseded

Pennsylvania Power Company

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

$$EEC-C = [(EEC_C - E) / S] \times [1 / (1 - T)]$$

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

Where:

EEC-C = The charge in cents per Billing Unit by Customer Class as defined by this rider applied to each 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 ~~January 31~~ February 28, 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 ~~43~~ 43-month period ending May 31, 2010.

Pennsylvania Power Company

- 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:

- Current Plan - Superseded
1. EEC-C Computational Period – The ~~4039~~-month period from ~~February~~-March 1, 2010 through May 31, 2013.
 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 ~~February~~ March 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 x 4 years)	\$ 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 / 48 months x 12 months)	\$ 4,062,109 \$ 4,166,266	\$ 4,786 \$ 4,908	\$ 1,426,408 \$ 1,462,982	\$ 103,007 \$ 105,648	\$ 2,311,486 \$ 2,370,755	\$ 7,907,796 \$ 8,110,559
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 kWhs	kVas
11	EEC-C Rates Before Pa Gross Receipts Tax Gross-Up Factor (Line 9 / Line 10)	\$ 0.00234 \$ 0.00237 per kWh	\$ 0.00210 \$ 0.00215 per kWh	\$ 0.00110 \$ 0.00113 per kWh	\$ 0.01575 \$ 0.01615 per kWh	\$ 0.58070 \$ 0.59559 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 February <u>March 1, 2010</u> (Line 11 X Line 12)	\$ 0.00242 \$ 0.00248 per kWh	\$ 0.00220 \$ 0.00225 per kWh	\$ 0.00115 \$ 0.00118 per kWh	\$ 0.01647 \$ 0.01689 per kWh	\$ 0.61 \$ 0.62 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.