

**Program Cost-Effectiveness - 2008**

	Present Value					
	Total Resource Benefit/Cost Ratio	Benefit (\$000)	Utility Costs (\$000)	Member Costs (\$000)	Lifetime MWh Savings	Number of Members Served
<b>Residential Programs</b>						
ENERGY STAR Homes	1.54	\$ 226.8	\$ 114.8	\$ 32.0	187.2	29
Home Energy Solutions	1.46	\$ 181.0	\$ 119.8	\$ 4.4	1,775.0	81
ENERGY STAR Lighting	2.73	\$ 337.6	\$ 90.5	\$ 33.2	4,083.6	14,094
ENERGY STAR Appliances	1.11	\$ 193.3	\$ 87.8	\$ 86.5	1,506.0	961
Home Energy Assistance	1.35	\$ 199.7	\$ 148.4	\$ -	1,215.0	75
High Efficiency Heat Pump	1.47	\$ 266.8	\$ 116.9	\$ 64.8	4,273.3	12
Load Management	0.00	\$ -	\$ 105.5	\$ -	-	-
<b>Subtotal Residential</b>		<b>\$ 1,405.2</b>	<b>\$ 783.8</b>	<b>\$ 220.9</b>	<b>13,040.2</b>	<b>15,252</b>
<b>Commercial/Industrial Programs</b>						
New Construction / Major Renovation	2.73	\$ 644.1	\$ 134.7	\$ 101.5	7,936.1	16
Large C&I Retrofit	2.39	\$ 909.2	\$ 132.3	\$ 247.7	11,111.9	13
Small C&I Retrofit	1.36	\$ 199.3	\$ 94.7	\$ 51.4	2,544.3	20
Other (Education)	0.00	\$ -	\$ 43.3	\$ -	-	-
<b>Subtotal C&amp;I</b>		<b>\$ 1,752.6</b>	<b>\$ 405.0</b>	<b>\$ 400.5</b>	<b>21,592.3</b>	<b>49</b>
SmartStart		\$ -	\$ 20.5	\$ -	-	-
<b>Subtotal PAYS</b>		<b>\$ -</b>	<b>\$ 20.5</b>	<b>\$ -</b>	<b>-</b>	<b>-</b>
<b>Total</b>		<b>\$ 3,157.8</b>	<b>\$ 1,209.3</b>	<b>\$ 621.4</b>	<b>34,632.4</b>	<b>15,301</b>

**Member Incentive Calculation**  
 2008

	<u>Planned</u>	<u>Actual</u>
<b>Commercial/Industrial Incentive</b>		
1. Benefit/Cost Ratio	2.18	0.00
2. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	
3. Lifetime kWh Savings	21,592,278	0
4. Threshold Lifetime kWh Savings (65%) <sup>2</sup>	14,034,981	
5. Budget	\$ 421,424	\$ -
6. Benefit / Cost Percentage of Budget	4.00%	
7. Lifetime kWh Percentage of Budget	4.00%	
<b>8. C/I Member Incentive</b>	\$33,714	
<b>9. Cap (12%)</b>	\$50,571	
<b>Residential Incentive</b>		
10. Benefit / Cost Ratio	1.40	0.00
11. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	
12. Lifetime kWh Savings	13,040,150	0
13. Threshold Lifetime kWh Savings (65%) <sup>2</sup>	8,476,098	
14. Budget	\$ 787,887	
15. Benefit / Cost Percentage of Budget	4.00%	
16. Lifetime kWh Percentage of Budget	4.00%	
<b>17. Residential Incentive</b>	\$63,031	
<b>18. Cap (12%)</b>	\$94,546	
<b>19. TOTAL INCENTIVE EARNED</b>		

**Notes**

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

Planned Versus Actual Benefit / Cost Ratio by Sector  
 2008

	<u>Planned</u>	<u>Actual</u>
<b>Commercial &amp; Industrial:</b>		
1. Benefits (Value) From Eligible Programs	\$ 1,752,555	\$ -
2. Implementation Expenses	\$ 421,424	\$ -
3. Member Contribution	<u>\$ 384,117</u>	<u>\$ -</u>
4. Total Costs Excluding Member Incentive	\$ 805,541	\$ -
5. Benefit/Cost Ratio - C&I Sector	<b>2.18</b>	<b>0.00</b>
<b>Residential:</b>		
6. Benefits (Value) From Eligible Programs	\$ 1,405,225	\$ -
7. Implementation Expenses	\$ 787,887	\$ -
8. Member Contribution	<u>\$ 216,761</u>	<u>\$ -</u>
9. Total Costs Excluding Member Incentive	\$ 1,004,648	\$ -
10. Benefit/Cost Ratio - Residential Sector	<b>1.40</b>	<b>0.00</b>

**Actual Lifetime Energy Savings by Sector and Program  
 2008**

	<b>Lifetime kWh Savings</b>	
	<b><u>Planned</u></b>	<b><u>Actual</u></b>
<b>Commercial &amp; Industrial:</b>		
New Equipment & Construction	7,936,054	0
Large C&I Retrofit	11,111,906	0
Small Business Energy Solutions	2,544,318	0
Education	0	0
Other	<u>0</u>	<u>0</u>
 Total Commercial & Industrial Included for Incentive Calculation	 <b>21,592,278</b>	 <b>0</b>
<b>Residential:</b>		
Home Energy Assistance Program	1,215,014	0
Home Energy Solutions Program	1,775,005	0
ENERGY STAR Homes Program	187,159	0
ENERGY STAR Appliance Program	1,506,044	0
ENERGY STAR Lighting Program	4,083,602	0
High Efficiency Heat Pump	4,273,326	0
Load Management	<u>0</u>	<u>0</u>
 Total Residential Included for Incentive Calculation	 <b>13,040,150</b>	 <b>0</b>