

New Hampshire Electric Cooperative, Inc.

Program Expenses (\$)	2010 Plan		
	As filed	Revised	Variance
Energy Star Homes	\$116,499	\$103,415	(\$13,084)
Home Performance w/Energy Star	\$143,030	\$129,100	(\$13,930)
Home Energy Assistance	\$171,354	\$158,236	(\$13,118)
Energy Star Lighting	\$93,810	\$80,443	(\$13,367)
Energy Star Appliances	\$96,810	\$80,443	(\$16,367)
Small Business Energy Solutions	\$95,872	\$85,098	(\$10,774)
Large C&I Retrofit	\$131,127	\$115,850	(\$15,277)
New Equipment & Construction	\$133,332	\$117,774	(\$15,558)
Educational Programs	\$35,566	\$31,257	(\$4,309)
Load Management	\$100,707	\$97,320	(\$3,387)
Smart Start Program	\$8,372	\$8,372	\$0
High Efficiency Heat Pump	\$97,482	\$83,974	(\$13,508)
Member Incentive	\$97,917	\$82,062	(\$15,855)
Total	\$1,321,878	\$1,173,344	(\$148,534)

Table 5 - NHEC Budget Adjustments

Attachment 1: New Hampshire Electric Cooperative, Inc. CORE Energy Efficiency Program - 2010 Budget Details

NHEC 2010 Approved Budget

	Internal Adm	External Adm	Cust Rebts/Servi ces	Internal Impl.	Marketing	Evaluation	Total
Program							
	\$69,769	\$7,000	\$352,920	\$304,073	\$45,130	\$40,800	\$885,267
Energy Star Homes	\$9,967	\$1,000	\$47,590	\$45,787	\$5,355	\$6,800	\$116,499
Home Performance w/Energy Star	\$9,967	\$1,000	\$52,599	\$67,309	\$5,355	\$6,800	\$143,030
Energy Star Lighting	\$9,967	\$1,000	\$40,076	\$25,612	\$10,355	\$6,800	\$93,810
Energy Star Appliances	\$9,967	\$1,000	\$40,076	\$25,612	\$13,355	\$6,800	\$96,810
Home Energy Assistance	\$9,967	\$1,000	\$102,446	\$45,786	\$5,355	\$6,800	\$171,354
Load Management	\$9,967	\$1,000	\$20,038	\$69,702			\$100,707
High Efficiency Heat Pump	\$9,967	\$1,000	\$50,095	\$24,265	\$5,355	\$6,800	\$97,482
Residential Incentive							\$65,575
	\$29,901	\$3,000	\$237,877	\$97,026	\$16,065	\$20,400	\$436,611
New Equipment & Construction	\$9,967	\$1,000	\$82,353	\$27,857	\$5,355	\$6,800	\$133,332
Large C&I Retrofit	\$9,967	\$1,000	\$80,148	\$27,857	\$5,355	\$6,800	\$131,127
Small Business Energy Solutions	\$9,967	\$1,000	\$44,892	\$27,858	\$5,355	\$6,800	\$95,872
Educational Programs			\$30,484	\$5,082			\$35,566
Smart Start				\$8,372			\$8,372
C&I Incentive							\$32,342
	\$99,670	\$10,000	\$590,797	\$401,099	\$61,195	\$61,200	\$1,321,878

NHEC Proposed Revised 2010 Budget

	Internal Adm combined	External Adm	Cust Rebts/Servi ces	Internal Impl.	Marketing	Evaluation	Total
Program							
	\$69,769	\$7,000	\$302,503	\$304,069	\$13,212	\$36,378	\$788,046
Energy Star Homes	\$9,967	\$1,000	\$39,546	\$45,786	\$1,053	\$6,063	\$103,415
Home Performance w/Energy Star	\$9,967	\$1,000	\$43,708	\$67,309	\$1,053	\$6,063	\$129,100
Energy Star Lighting	\$9,967	\$1,000	\$33,302	\$25,611	\$4,500	\$6,063	\$80,443
Energy Star Appliances	\$9,967	\$1,000	\$33,302	\$25,611	\$4,500	\$6,063	\$80,443
Home Energy Assistance	\$9,967	\$1,000	\$94,367	\$45,786	\$1,053	\$6,063	\$158,236
Load Management	\$9,967	\$1,000	\$16,651	\$69,702	\$0		\$97,320
High Efficiency Heat Pump	\$9,967	\$1,000	\$41,627	\$24,264	\$1,053	\$6,063	\$83,974
Residential Incentive							\$55,115
	\$29,901	\$3,000	\$207,076	\$97,026	\$3,159	\$18,189	\$385,298
New Equipment & Construction	\$9,967	\$1,000	\$71,834	\$27,857	\$1,053	\$6,063	\$117,774
Large C&I Retrofit	\$9,967	\$1,000	\$69,910	\$27,857	\$1,053	\$6,063	\$115,850
Small Business Energy Solutions	\$9,967	\$1,000	\$39,158	\$27,857	\$1,053	\$6,063	\$85,098
Educational Programs			\$26,174	\$5,083			\$31,257
Smart Start				\$8,372			\$8,372
C&I Incentive							\$26,947
	\$99,670	\$10,000	\$509,579	\$401,095	\$16,371	\$54,567	\$1,173,344

Program Cost-Effectiveness - 2010 PLAN

	Total Resource Benefit/Cost Ratio	Present Value			Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served
		Benefit (\$000)	Utility Costs (\$000)	Customer Costs (\$000)					
Residential Programs									
ENERGY STAR Homes	4.7	\$ 853.3	\$ 103.4	\$ 77.5	18.0	224.9	5.2	5.9	23
Home Energy Solutions	2.1	\$ 295.6	\$ 129.1	\$ 12.9	137.0	2,399.6	45.6	35.4	24
ENERGY STAR Lighting *1	2.9	\$ 361.1	\$ 80.4	\$ 43.6	792.5	4,373.9	345.5	67.4	18,298
ENERGY STAR Appliances	1.3	\$ 197.7	\$ 80.4	\$ 75.3	100.6	1,189.6	18.6	19.0	816
Home Energy Assistance	1.9	\$ 303.7	\$ 158.2	\$ -	73.5	1,092.2	21.3	14.4	55
EnergyStar Homes (Geothermal)	2.6	\$ 494.6	\$ 84.0	\$ 106.1	242.0	6,048.9	131.7	10.4	10
Electro-Thermal Storage Units (LI)	0.0	\$ -	\$ 97.3	\$ -	-	-	-	-	-
Subtotal Residential	2.4	\$ 2,506.0	\$ 732.9	\$ 315.4	1,363.6	15,329.0	567.8	152.4	19,226
Commercial/Industrial Programs									
New Construction / Major Renovation	2.8	\$ 1,151.3	\$ 117.8	\$ 296.9	928.5	13,926.8	493.6	46.4	19
Large C&I Retrofit	1.4	\$ 435.8	\$ 115.9	\$ 191.8	394.5	5,128.3	71.8	83.0	17
Small C&I Retrofit	1.5	\$ 188.8	\$ 85.1	\$ 39.2	180.4	2,344.8	23.0	28.6	21
C&I RFP Pilot	0.0	\$ -	\$ -	\$ -	-	-	-	-	-
Other (Education)	0.0	\$ -	\$ 31.3	\$ -	-	-	-	-	-
Smart Start	0.0	\$ -	\$ 8.4	\$ -	-	-	-	-	-
Subtotal C&I	2.0	1,775.9	358.4	527.9	1,503.3	21,399.9	588.4	158.0	57
Total		\$ 4,281.9	\$ 1,091.3	\$ 843.3	2,866.9	36,728.9	1,156.1	310.4	19,283

Note 1: Plan included 56,002 customers purchasing a total of 224,009 lighting products (4 per customer)

Present Value Benefits - 2010 PLAN

	Total Benefits (\$000)	CAPACITY				ENERGY				Non Electric Resource
		Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	
Residential Programs										
ENERGY STAR Homes	\$853	\$2,307	\$0	\$766	\$2,353	\$4,038	\$4,913	\$3,682	\$2,932	\$832,295
Home Performance w/Energy Star	\$296	\$29,457	\$0	\$8,070	\$24,785	\$49,993	\$62,721	\$23,954	\$28,702	\$67,929
ENERGY STAR Lighting *1	\$361	\$13,871	\$0	\$13,521	\$41,527	\$90,256	\$106,635	\$44,216	\$51,035	\$0
ENERGY STAR Appliances	\$198	\$5,921	\$0	\$2,226	\$6,837	\$23,589	\$28,836	\$14,411	\$14,718	\$101,195
Home Energy Assistance	\$304	\$10,282	\$0	\$2,992	\$9,189	\$22,622	\$27,504	\$11,391	\$13,556	\$206,185
EnergyStar Homes (Geothermal)	\$495	\$11,766	\$0	\$18,134	\$55,695	\$135,287	\$251,008	\$12,945	\$9,723	\$0
Electro-Thermal Storage Units (LI)	\$0	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
Subtotal Residential	\$2,506	\$73,604	\$0	\$45,709	\$140,386	\$325,785	\$481,617	\$110,599	\$120,666	\$1,207,604
Commercial/Industrial Programs										
New Construction / Major Renovation	\$1,151	\$19,299	\$0	\$44,723	\$137,360	\$337,671	\$531,379	\$50,338	\$30,570	\$0
Large C&I Retrofit	\$436	\$30,384	\$0	\$11,289	\$34,671	\$130,647	\$107,172	\$69,099	\$52,569	\$0
Small C&I Retrofit	\$189	\$10,486	\$0	\$3,766	\$11,567	\$55,205	\$52,923	\$29,078	\$25,799	\$0
C&I RFP Pilot	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other (Education)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Smart Start	\$0	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
Subtotal C&I	\$1,776	\$60,169	\$0	\$59,778	\$183,598	\$523,523	\$691,474	\$148,515	\$108,938	\$0
Total	\$4,282	\$133,773	\$0	\$105,487	\$323,984	\$849,308	\$1,173,091	\$259,114	\$229,604	\$1,207,604

Program Cost-Effectiveness - 2010 PLAN

	Total Resource Benefit/Cost Ratio	Present Value			Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served
		Utility Costs		Customer					
		Benefit (\$000)	(\$000)	Costs (\$000)					
Residential Programs									
ENERGY STAR Homes	4.7	\$ 853.3	\$ 103.4	\$ 77.5	18.0	224.9	5.2	5.9	23
Home Energy Solutions	2.1	\$ 295.6	\$ 129.1	\$ 12.9	137.0	2,399.6	45.6	35.4	24
ENERGY STAR Lighting *1	2.9	\$ 361.1	\$ 80.4	\$ 43.6	792.5	4,373.9	345.5	67.4	18,298
ENERGY STAR Appliances	1.3	\$ 197.7	\$ 80.4	\$ 75.3	100.6	1,189.6	18.6	19.0	816
Home Energy Assistance	1.9	\$ 303.7	\$ 158.2	\$ -	73.5	1,092.2	21.3	14.4	55
EnergyStar Homes (Geothermal)	2.6	\$ 494.6	\$ 84.0	\$ 106.1	242.0	6,048.9	131.7	10.4	10
Electro-Thermal Storage Units (LI)	0.0	\$ -	\$ 97.3	\$ -	-	-	-	-	-
Subtotal Residential	2.4	\$ 2,506.0	\$ 732.9	\$ 315.4	1,363.6	15,329.0	567.8	152.4	19,226
Commercial/Industrial Programs									
New Construction / Major Renovation	2.8	\$ 1,151.3	\$ 117.8	\$ 296.9	928.5	13,926.8	493.6	46.4	19
Large C&I Retrofit	1.4	\$ 435.8	\$ 115.9	\$ 191.8	394.5	5,128.3	71.8	83.0	17
Small C&I Retrofit	1.5	\$ 188.8	\$ 85.1	\$ 39.2	180.4	2,344.8	23.0	28.6	21
C&I RFP Pilot	0.0	\$ -	\$ -	\$ -	-	-	-	-	-
Other (Education)	0.0	\$ -	\$ 31.3	\$ -	-	-	-	-	-
Smart Start	0.0	\$ -	\$ 8.4	\$ -	-	-	-	-	-
Subtotal C&I	2.0	1,775.9	358.4	527.9	1,503.3	21,399.9	588.4	158.0	57
Total		\$ 4,281.9	\$ 1,091.3	\$ 843.3	2,866.9	36,728.9	1,156.1	310.4	19,283

Note 1: Plan included 56,002 customers purchasing a total of 224,009 lighting products (4 per customer)

Shareholder Incentive Calculation

2010

	<u>Planned</u>	<u>Actual</u>
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	2.00	0.00
2. Threshold Benefit / Cost Ratio ¹	1.00	
3. Lifetime kWh Savings	21,399,936	0
4. Threshold Lifetime kWh Savings (65%) ²	13,909,958	
5. Budget	\$336,842	\$0
6. Benefit / Cost Percentage of Budget	4.00%	
7. Lifetime kWh Percentage of Budget	4.00%	
8. C/I Shareholder Incentive	\$26,947	<input type="text"/>
9. Cap (12%)	\$40,421	
Residential Incentive		
10. Benefit / Cost Ratio	2.39	0.00
11. Threshold Benefit / Cost Ratio ¹	1.00	
12. Lifetime kWh Savings	15,328,997	0
13. Threshold Lifetime kWh Savings (65%) ²	9,963,848	
14. Budget	\$688,940	
15. Benefit / Cost Percentage of Budget	4.00%	
16. Lifetime kWh Percentage of Budget	4.00%	
17. Residential Incentive	\$55,115	<input type="text"/>
18. Cap (12%)	\$82,673	
19. TOTAL INCENTIVE EARNED		<input type="text"/>

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
2010

	<u>Planned</u>	<u>Actual</u>
Commercial & Industrial:		
1. Benefits (Value) From Eligible Programs	\$ 1,775,900	\$ -
2. Implementation Expenses	\$ 358,351	\$ -
3. Customer Contribution	<u>\$ 527,900</u>	<u>\$ -</u>
4. Total Costs Excluding Shareholder Incentive	\$ 886,251	\$ -
5. Benefit/Cost Ratio - C&I Sector	2.00	0.00
Residential:		
6. Benefits (Value) From Eligible Programs	\$ 2,506,000	\$ -
7. Implementation Expenses	\$ 732,931	\$ -
8. Customer Contribution	<u>\$ 315,400</u>	<u>\$ -</u>
9. Total Costs Excluding Shareholder Incentive	\$ 1,048,331	\$ -
10. Benefit/Cost Ratio - Residential Sector	2.39	0.00

Actual Lifetime Energy Savings by Sector and Program
2010

	Lifetime kWh Savings	
	<u>Planned</u>	<u>Actual</u>
Commercial & Industrial:		
New Equipment & Construction	13,926,831	0
Large C&I Retrofit	5,128,321	0
Small Business Energy Solutions	2,344,784	0
Education	0	0
Utility Specific (Energy Rewards RFP Program)	0	0
Other	<u>0</u>	<u>0</u>
Total Commercial & Industrial Included for Incentive Calculation	21,399,936	0
Residential:		
Home Energy Assistance Program	1,092,184	0
Home Energy Solutions Program	2,399,615	0
ENERGY STAR Homes Program	224,867	0
ENERGY STAR Appliance Program	1,189,579	0
ENERGY STAR Lighting Program	4,373,890	0
Electro-Thermal Storage Units	0	0
Utility Specific: ENERGY STAR Homes - Geothermal)	<u>6,048,862</u>	<u>0</u>
Total Residential Included for Incentive Calculation	15,328,997	0