
# Year 2006 Annual Report and Annual Energy Savings Claim

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This report is submitted October 24, 2007, to the Vermont Department of Public Service and the Efficiency Vermont Contract Administrator. It is provided both in fulfillment of the contractual requirement for the submission of Efficiency Vermont's annual savings claim and as the Annual Report for the Year 2006.

# 2006 Annual Report
# and Annual Energy Savings Claim
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## 1.1.1. BUSINESS ENERGY SERVICES

Our strategy for the business market has been to help members of the Vermont business community reach their business goals by adding value through energy efficiency to their businesses, helping them serve their customers more effectively and efficiently while contributing to the Public Service Board's resource acquisition goals. In 2006, Efficiency Vermont helped businesses reduce their annual energy costs by a total of $2,380,000 and completed 821 projects, 99 more than in 2005, which represents an increase of 14%. These projects will reduce annual energy use by 23,000 megawatt-hours[1] (MWh). This fell short of our expectations by 15%. A more in-depth discussion of the causes for the lower-than-anticipated savings is in the Business New Construction section. Annual summer peak demand was reduced by 4,500 kilowatts (kW) and annual winter peak demand by 3,400 kW, representing an increase in reduction of summer peak of 33% and winter peak of 1% compared with 2005. Over the lifetime of the measures installed in 2006, these businesses are expected to earn, through reduced energy costs, an average of a 42% return on their energy efficiency investments. Since Efficiency Vermont's inception in 2000, business-sector resource savings have accumulated a total lifetime economic value of $174,000,000. Lifetime economic value is defined as the present value of electricity, fossil fuels, and water that is saved over the lifetime of the efficiency measures.

Savings in the business sector are the result of multiple strategic and operational efforts to increase the business community's understanding of energy efficiency as a valuable way to improve their economic performance; help them better manage the energy use of their existing facilities; build strong, trusting relationships; and provide the necessary resources targeted to customer needs. Efficiency Vermont's methods to increase the energy efficiency of the business sector continue to include a range of technical, financial, educational, training, and informational services. All such services are designed to increase the adoption of energy-efficient equipment, design, and construction by Vermont businesses. To ensure the market can supply energy efficiency products and professional services, we provide services directly to business customers and to the many suppliers, tradespeople, manufacturers, distributors, and design and energy service professionals who serve and support the business community.

We continue to cultivate important strategic relationships with many trade and business associations through a variety of activities, including placement of articles and ads in their newsletters, individual meetings, informational presentations, training sessions, attendance at association meetings, and participation in trade shows. Underlying this personal contact is our commitment to the development of strong relationships and our desire to increase our understanding of customers' needs and the needs of those who serve them, so we can increase their participation in reducing energy use. This long-term commitment has played an important role in achieving energy savings in the business sector.

We continue to partner with utilities to increase utility referrals for energy efficiency projects for their commercial and industrial customers. In addition, we are working in a more coordinated way to meet the needs of the state's largest electric users. As an

[1] In 2005, all multifamily projects were recorded as savings in the business sector. Beginning in 2006, savings for all multifamily projects are recorded in the residential sector. To accurately compare 2006 and 2005 energy and cost savings and number of projects, the numbers in 2005 are adjusted in the business sector narrative to not include savings or project numbers from the multifamily market.

example, Green Mountain Power (GMP) asked Efficiency Vermont to be a partner in helping address demand and energy efficiency needs for GMP's largest customers. Efficiency Vermont has also assisted large commercial and industrial customers in understanding power factor and the effect of associated utility charges on their monthly bills. Beyond the potential for reducing the businesses' energy costs, this assistance creates opportunities to build relationships and leverage the cost savings for energy efficiency projects.

To provide a higher level of specialized technical expertise to the business market, Efficiency Vermont has increased its use of subcontractors who perform technical analysis, perform walk-through assessments for businesses, and review data. The increased use of subcontractors expands our in-house capability and supports existing energy efficiency infrastructure in the Vermont business market. In 2006, we engaged 23 subcontractors, representing a 21% increase in the use of subcontractors to serve Vermont businesses compared with use in 2005.

## EXISTING BUSINESS FACILITIES

Efficiency Vermont worked with businesses that replaced equipment or upgraded their processes at 642 sites in 2006. This represents a 12% increase over the number of sites served in 2005 in this market. Energy savings in 2006 to existing businesses increased 4%, to 19,000 MWh.

Services to these businesses include prescriptive incentives for businesses, contractors, and suppliers, and customized services for special needs. Customized services include providing direct services, such as technical analysis, cash-flow analysis, and financial incentives, and partnering with other service providers to offer needed services that include design assistance and financing packages.

The number of retrofit projects increased significantly, from 93 in 2005 to 119 in 2006, representing 39% of the energy savings in the business market. The average incentive per MWh for retrofit projects continued to decrease, from $92 per MWh in 2005 to $57 per MWh in 2006, reflecting an increase in the value perceived by customers of the energy savings per project and an increase in Efficiency Vermont staff's understanding of the need to reduce other, nonfinancial, barriers that impede projects, such as risk aversion or lack of equipment.

The following are examples of activities and new efforts designed to serve the general existing business market in 2006. Highlights for specific target markets and initiatives are discussed later.

- In March, Efficiency Vermont hosted Industrial Efficiency Initiative: Save Energy, Maximize Profits, a satellite teleconference developed by the Northwest Food Processors Association (NWFPA) for the U.S. Department of Energy, which was attended by 15 participants from 12 Vermont companies.
- We developed and distributed a Reduce Energy Use in Commercial Kitchens technical brief to help business customers reduce electricity and other energy costs associated with food preparation.
- We piloted Web-based prescriptive incentive applications to make it easy for suppliers serving repeat customers to process prescriptive forms.

- When the regional sponsors decided to discontinue their support of the NEEP Cool Choice and Motor Up initiative, which promoted energy-efficient HVAC and motors, we developed and implemented a plan to provide continuity for suppliers and contractors. This included the development of new HVAC and motor forms. Now all prescriptive forms distributed in Vermont are identified with Efficiency Vermont and have a consistency that makes them easier for suppliers and businesses to use.
- Efficiency Vermont hosted a one-week Certified Energy Manager (CEM) course in Burlington in partnership with the Association of Energy Engineers (AEE), which was open to others in the energy industry in Vermont. Approximately 20 people attended the course and took the CEM exam.

## BUSINESS NEW CONSTRUCTION

We continue to work closely with Vermont's commercial design and construction community to improve the efficiency and performance of new construction projects. Although the number of new construction projects increased slightly in 2006 from the previous year, the savings per project decreased from an average of 71 MWh per project in 2005 to 49 MWh per project in 2006. This year, 84 projects were completed, for a total annual savings of 4,100 MWh, compared with 83 completed in 2005 with 5,900 MWh savings. This reflects new construction and renovation projects of reduced size and scope, which is likely the result of a downturn in the new construction industry in Vermont. The increase in the number of small projects resulted in lowered savings per project, accounting for the lower-than-anticipated savings in this market.

Efficiency Vermont continued to support the Department of Public Service code efforts through distribution of the 2005 *Vermont Guidelines for Energy Efficient Commercial Construction*, adopted as the Vermont Commercial Energy Code effective January 1, 2007. Approximately 2,700 copies were distributed to the commercial building design and construction community in 2006, many as a result of a 3,000-piece mailing to the commercial and industrial design and construction community that served as a registration form for training and announced the upcoming code change. Efficiency Vermont sponsored three training sessions for the new Commercial Energy Code in November 2006 to support the Department of Public Service in launching the code. More than 200 design and construction professionals attended the "Code and Beyond" trainings in Burlington, Rutland, and White River Junction. Evaluation feedback for the code training sessions indicated that 100% of attendees found the information useful for their work. We also worked closely with the local chapters of AIA and ASHRAE to communicate the code change and support other technical seminars at those organizations' monthly meetings.

In November 2006 we participated at the second semiannual half-day meeting at the Vermont Building Professionals Summit with leaders of the top construction organizations in the state, including AIA, ASHRAE, the Association of General Contractors (AGC), the Association for Facilities Engineering (AFE), Building and General Services, and others. The topic of this summit was the roll-out of the new code. This was the second summit that Efficiency Vermont was invited to attend because of its close work with these organizations.

## TARGETED MARKETS AND INITIATIVES

*Colleges and Universities*
In 2006, Efficiency Vermont launched a market initiative to work with colleges and universities in the state to engage them at the facility and educational levels to increase energy savings. Much of the effort focused on achieving participation by all institutions across the state. In 2006, Efficiency Vermont completed 35 projects at 16 Vermont colleges and universities, compared with 23 projects completed in 2005. These projects resulted in 980 MWh annual savings that will reduce annual energy costs by $114,000.

To advance participation, in the spring of 2006, Efficiency Vermont supported a Middlebury College student group that performed direct installation of 2,300 compact fluorescent (CFLs) in student fixtures in dormitory rooms on campus. Direct installation in the dormitories reduced the annual facility energy cost by $7,300 and reduced energy use by 81,600 kWh, and the impact was increased by expanded energy efficiency awareness and excitement on the part of the student participants. Articles about the student efforts appeared in the newspapers *Seven Days* and *Addison Eagle* and inspired our decision to implement a statewide Collegiate Change a Light Challenge later in the fall.

The Collegiate Change a Light Challenge was the first initiative of its kind in the nation. The goal of the initiative was to get students at colleges across the state to replace incandescent lamps with CFLs in their dorm rooms. Efficiency Vermont worked with the Vermont Campus Energy Group to perform outreach to schools and provided them with materials, initiated positive media coverage, and encouraged statewide participation. We also implemented the first buy-down discounted pricing for an event separate from other regional efforts. We selected an in-state supplier to offer CFLs at a reduced cost to colleges. Approximately 4,500 CFLs were installed at 16 institutions across the state, and Efficiency Vermont was able to engage schools with which it had had few or no previous interactions. Efficiency Vermont sponsored a dinner event at the Vermont Campus Compact Conference that included recognition for the students who supported the Change a Light event.

In support of curriculum and student development efforts, we established internships for three college students to work at Efficiency Vermont, providing firsthand experience in energy efficiency to students at St. Michael's College, Vermont Technical College, and the University of Vermont. The interns worked on a variety of projects in support of the college and university initiative and other technical efforts. Additionally, approximately 45 college and 32 high school students were able to learn general concepts about energy efficiency by attending the Better Buildings by Design Conference with sponsorships from the Department of Public Service.

*Farms*
In 2006, we began to see a decline in installations of efficiency measures at dairy farms, attributable to the maturity of this market that has benefited from the availability of efficiency services for 15-plus years. In response, Efficiency Vermont began to reach out to different types of farms to engage a wider segment of the agricultural community in Vermont. Projects completed in 2006 will save participating farmers $42,000 and reduce energy use by a total of 370 MWh, a decline of 47% compared with savings of 700 MWh in 2005. This year, we completed 59 projects at Vermont farms by continuing a strategy of

personal contacts, by providing financial assistance including support for a loan program and incentives, and by using articles and advertising for outreach to this mature market. To make participation easier for all farmers and serve a broader range of farm businesses, outreach materials, including the new prescriptive form, have been renamed Agricultural Business. The new prescriptive form has been modified to include new, more efficient lighting technologies for farm facilities.

*Industrial*
Our approach to the industrial and large commercial electric users is to focus on enhancing a company's competitive edge through energy efficiency improvements. The first technical phase of this approach was to identify technologies shared by most of the large users and to focus on ways to support the adoption of more energy-efficient equipment and design and on ways to influence the upstream market suppliers, contractors, and installers. Compressed air was chosen as the technology with the most significant use and savings potential. We provided Compressed Air Challenge Level 1 training in September with 30 participants from 20 large industrial companies. We leveraged Department of Energy funds from the Department of Public Service to provide 12 compressed air assessments at manufacturing facilities. The additional funds made the cost of the assessments more reasonable for the businesses, and information from the assessments will be used as a baseline for compressed air improvements and upgrades in the future. Overall, the savings from compressed air efficiency measures grew from 2,500 MWh in 2005 to 3,500 MWh in 2006, a 40% increase, indicating the near-term success of this strategy.

In addition to enhancing the technical understanding of the large users, we have implemented account management for 13 of the largest users. These businesses have been assigned trained account managers with specifically defined management, reporting, and monitoring protocols to better serve them. The account managers are assigned to act as the primary contact for large customers; they devote their time to learning about these customers, including their facilities, their challenges, and their plans for the future. The personal relationships and interactions with these industrial clients allow us to get involved in the early stages of project planning and to understand internal processes, maximizing opportunities to increase savings. Early results of this approach, which was launched in the fall, were active energy projects at nine of the 13 facilities by the close of 2006 and positive responses from the businesses. Additional large businesses will have account managers assigned in 2007.

*K–12 Schools*
In 2006, Efficiency Vermont completed 51 school projects, 2% more than in 2005, and reduced annual energy costs in schools by $190,000, saving 975 MWh annually. In 2006, more than 65 schools requested walk-throughs to identify energy efficiency opportunities. The School Energy Management Program (SEMP), which is partially funded by Efficiency Vermont, provided these walk-throughs, which identified energy savings opportunities and calculated cost savings for the schools. Fifteen of these schools had not had any previous engagement with Efficiency Vermont.

Demand for energy efficiency services related to education in schools also increased in 2006. The Vermont Energy Education Program (VEEP) visited a total of 67 schools in 2006, some of them multiple times. VEEP presented the Energy & the Environment program, using a bicycle generator, to 153 classes/teachers and 2,647 students. Twenty-

three of the schools had not been visited in past years. Although it is difficult to equate these educational activities with actual kWh savings, VEEP has been working in concert with business development staff and the Retail Efficient Products group to promote CFLs to the students, their families, and their communities by distributing more than 600 CFL coupons during the presentations that are redeemable at local retailers. Growing awareness of energy efficiency led several schools to request Efficiency Vermont's support for fund-raisers using CFLs in part to provide students with real-life experiences that support energy and environmental studies in the curriculum. Additional details about school fund-raising projects are discussed in the Retail Efficient Products subsection in the Residential Energy Services section.

Efficiency Vermont supported the first performance contract project undertaken by the Montpelier school district in 2006. The project included upgrades to lighting, installation of controls for HVAC, and insulation and air sealing in all three schools, and replacement of a ventilation system in one building. The performance contract will save the district $133,000 and 332,000 kWh annually and is paid for through the reduction in operating costs of the schools, state support from the Department of Education, and financial incentives from Efficiency Vermont.

*Ski Areas*
Efficiency Vermont completed 12 projects at ski areas, which will save them a total of $200,000 annually, reduce annual energy use by 510 MWh, and reduce winter peak demand by 120 kW. Energy savings in ski areas were down by 87%, in part because far fewer efficient snow guns were installed in 2006 than in 2005. Also, the ski areas often have other types of large projects that can skew savings from one year to the next depending on the closing date, typically between November and February. At the end of 2006, one new ski area client had several active projects.

We worked with Jay Peak, Smugglers' Notch, and Stowe to build and promote ENERGY STAR–labeled condominiums, saving their customers $52,000 per year in energy costs. This work included assisting the ski areas in meeting the Energy Policy Act of 2005 (EPACT) tax credit. Savings at all condominiums are recorded in the multifamily subsection in the Residential Energy Services section of this report.

Efficiency Vermont worked to engage nonparticipating ski areas in energy efficiency projects in 2006. Efficiency Vermont continues to actively engage the Vermont Ski Areas Association by participating as a member and presenter at its annual meetings and by contributing to its newsletter highlighting successful projects.

*State Buildings*
In 2006, Efficiency Vermont completed 48 projects with the State of Vermont, including four new construction and major renovation projects, 12 retrofit projects, and 32 equipment replacement projects. As a result of these projects, the State of Vermont will save $105,000 annually, reduce its annual energy use by 1,000 MWh, and reduce summer peak demand by 190 kW and winter peak by 140 kW. These projects resulted in 5% greater savings in energy costs than comparable projects in 2005.

In 2006, Efficiency Vermont worked with the Department of Buildings and General Services' purchasing and contract administration and its lighting supply vendor, Wesco Distribution, Inc., to increase the number of energy-efficient lighting products purchased

under the contract and to reduce the paperwork required for receiving incentives. The State of Vermont, Wesco, and Efficiency Vermont reached an agreement, with approval from the Department of Public Service, to pay incentives quarterly based on sales reports provided by Wesco, significantly reducing the processing time and associated costs for all parties.

Efficiency Vermont provided technical training to Vermont State building staff and private practice professionals who provided facility-related services to the State at several events in 2006, including a presentation to six Buildings and General Services engineers on "Alternatives to Air Conditioning" and training to 24 staff members from the Agency of Transportation on "High Performance Envelopes." In addition, more than 40 State of Vermont employees attended Efficiency Vermont's Better Buildings by Design Conference in February.

In 2006, Efficiency Vermont continued to fulfill its commitments to the Vermont State Buildings Energy Efficiency Partnership Rebuild America Grant by assisting the circuit rider with district courthouse audits and a correctional facility review. A preliminary report was released in early 2007.

*Water and Wastewater Facilities*
In 2006, Efficiency Vermont completed nine projects at water and wastewater facilities, compared with 17 projects completed in 2005. The savings from projects completed in 2006 will result in municipalities' saving $50,000 and reducing energy use by 260 MWh annually. This represents a decrease in energy savings of 36% compared with 2005, primarily due to fewer large projects closing in 2006.

Efficiency Vermont metered results at two water/wastewater treatment facilities to verify savings estimates and thus improve the reliability of savings predictions. In addition, Efficiency Vermont has conducted a dissolved oxygen pilot study with the town of Brighton at its wastewater facility.

Efficiency Vermont partnered with the Vermont Rural Water Association (VRWA) to provide a series of training opportunities to water and wastewater operators around the state. Response to these events included 30 attendees at the "Cost Savings through Energy Efficiency" training sessions in Williston and Randolph and 29 attendees at the "Electric Bill" training sessions in Enosburg and Manchester. These efforts educated participants about the value of energy efficiency and provided attendees the opportunity for direct communication with and exposure to Efficiency Vermont. Efficiency Vermont engaged in other outreach opportunities by contributing articles to the VRWA and Green Mountain Water Environment Association newsletters and participating in their events. In addition, Efficiency Vermont presented information about its water and wastewater initiative to 50 Department of Environmental Conservation staff members in the late fall. These outreach activities have led to increased referrals for upgrades to equipment, retrofits, and new construction projects at water and wastewater facilities.

*Lighting and Daylighting Initiative*
The lighting and daylighting initiative works with manufacturers, suppliers, designers, contractors, and end users to obtain energy savings and to realize the aesthetic, productivity, and performance improvements associated with high-performance lighting and daylighting.

Our efforts to engage the entire lighting supply chain continued throughout the year. To deepen and broaden our penetration with hard-to-reach distributors and contractors, we undertook a statewide commercial lighting tour in the spring of 2006. Efficiency Vermont visited and provided training at 26 electrical distributors throughout the state to demonstrate the latest in high-performance lighting technologies. This important effort reached more than 200 attendees and 100 electrical contractors.

Efficiency Vermont continues to be a national leader in bringing high-performance T8 technology to the market. By working with regional and national manufacturers and market actors, Efficiency Vermont has brought this technology to regional distribution centers in Pennsylvania, New York, Massachusetts, and New Hampshire, available for quick shipment to Vermont. This important effort has brought benefits to Vermont and to the Northeast region as a whole. The typical lead time to obtain the technology has been reduced from several weeks to just days, thus making it available for most construction projects. Thanks to these efforts, the number of high-performance T8 fixtures installed through Efficiency Vermont programs has increased from 2,400 units in 2004, to 8,300 units in 2005, to 10,200 units in 2006. Moreover, the success of the effort will be replicated on a larger scale through a NEEP high-performance T8 lighting initiative, which is based largely on Efficiency Vermont's prior efforts. This new NEEP initiative has obtained federal grant funding and will eventually have dramatic effects on supply and demand for high-performance T8 lighting throughout the Northeast.

These initiatives continue to bring greater lighting savings and participation to Efficiency Vermont. Energy savings from commercial lighting projects have increased by 39%, from 8,900 MWh in 2005 to 12,400 MWh in 2006.

*Facility Operational Efficiency Initiative*
The facility operational efficiency initiative was launched to increase the energy savings of facilities by focusing on the operation of equipment and systems to increase energy-saving performance and practices.

To support the new and underutilized process of improving facility operational efficiency, we published *The Commissioning Guide* in February 2006 and distributed it at the Better Buildings by Design Conference. A total of 1,350 copies have been distributed to building owners, design professionals, and contractors statewide. A commissioning roundtable was held in October with commissioning providers from across the state to increase Efficiency Vermont's effectiveness in supporting this approach to reducing businesses' energy use.

The first stage of an innovative pilot project with Hallam Engineering and Kilawatt Partners designed to obtain energy savings from simple low-cost and no-cost behavioral changes met its goal of enrolling 10 facilities in 2006. The contract with Hallam is to obtain MWh energy savings by taking the level of energy (electricity and fuel) used during the prior three years as the baseline and then addressing such issues as improper use of equipment, inadequate controls, schedule inefficiencies, and wasteful practices (e.g., leaving lights and equipment on when not in use or running the heating and cooling systems simultaneously). The 10 facilities participating are four schools, five state buildings, and one college.

## 1.1.2. RESIDENTIAL ENERGY SERVICES

Efficiency Vermont's services to the state's residents in 2006 helped 37,930 Vermont households save 29,600 MWh[2] of annual electricity use. This represents a 4% increase in the number of participants and a decrease in savings of 6% compared with 2005. The lower-than-anticipated sale of energy-efficient products is the primary cause of the decrease in MWh savings and is explained in more detail in the Retail Efficient Products section of the report. Our efforts in 2006 also helped Vermont households reduce summer peak demand by 4,300 kW per year, reduce winter peak demand by 4,700 kW per year, and save $23,400,000 in lifetime economic value. Since Efficiency Vermont's inception in 2000, residential sector resource savings have accumulated a total lifetime economic value of more than $135,000,000.

We continued to apply our efforts to acquire cost-effective energy savings through resource acquisition while supporting market transformation efforts that will advance energy savings in the long term. As we have done in the past, we used a range of informational, direct-service, and financial incentive strategies to encourage the use of energy-efficient lighting, appliances, and heating and cooling systems in new and existing homes by helping our customers achieve their goals of living in homes that offer increased comfort and quality along with affordability and durability. Our ongoing partnership with retailers, manufacturers, contractors, and design professionals is critical to our success in serving the Vermont residential market.

In 2006, Efficiency Vermont continued to work closely with Vermont Gas Systems, Inc. (VGS) and the Burlington Electric Department (BED) to provide services to households in their territories. We also continued to work in coordination with regional and national energy efficiency organizations and initiatives, both to have a larger influence on wider initiatives that benefit Vermont ratepayers by leveraging their resources and market reach and to stay abreast of emerging technologies and approaches.

### RETAIL EFFICIENT PRODUCTS

Efficiency Vermont continued to promote ENERGY STAR qualified products to assist Vermont households and businesses in making energy-efficient choices when purchasing new or replacement products. In 2006, we used several approaches to promote efficient products, including providing consumer rebates, participating in retailer buy-downs and manufacturer markdowns, supporting retailers with promotions, and educating consumers. A critical factor in our success was the strong partnerships we have built with retailers, suppliers, and manufacturers of ENERGY STAR qualified products. We also have continued to participate in regional and national energy efficiency product promotion as well as research and testing initiatives that leverage outside resources, help

[2] In 2005, all multifamily projects were recorded as savings in the business sector. Beginning in 2006, savings for all multifamily projects were recorded in the residential sector. To accurately compare 2006 and 2005 energy and cost savings and number of participants, the numbers in 2005 are adjusted in the residential sector to include savings from the multifamily market. This adjustment was done only for the discussion of the residential market narrative as a whole and does not affect comparisons between 2005 and 2006 in the Retail Efficient Products, Single Family Residential New Construction, or Existing Homes sections of the narrative.

us influence product development and availability, and keep us abreast of industry information.

Savings from CFL sales were higher than initially budgeted amounts but fell significantly short of the final savings expectations for several key reasons. Very strong savings in the last quarter of 2005 and first quarter of 2006 caused the retail efficient products market strategy team to increase participation estimates and reduce coupon values. These actions represented attempts to increase the cost-effectiveness of CFL promotion and manage participation within budgeted amounts. However, in contrast to the experience of 2005, when reduced coupon values did not affect participation, the reduction in 2006 had a significant impact, lowering sales of CFLs through a key retail outlet by 79,000 products compared with 2005 sales. Additionally, although the overall number of products sold increased in 2006, the percentage of lighting products used in commercial applications decreased significantly, resulting in a significantly lower per-product savings amount relative to 2005. Finally, market demands on manufacturers put significant burdens on their staffs that manage buy-downs, causing delays in the negotiation, implementation, and placement of efficient lighting products. The delay in making products available to consumers also reduced participation. Despite these issues, the market is well positioned for 2007, based on the following accomplishments in 2006:

- Retailer participation in eight negotiated cooperative agreements increased, making reasonably priced quality CFLs widely available without the need for consumer coupons. Sales of bulbs from retailers engaged in cooperative agreements were 59% above comparable sales in 2005.
- Increase in the availability of a range of sizes and types of CFLs, a result of several conditions, including increased product type availability from distributors; continued outreach to and education of retailers by Efficiency Vermont retail account managers about the range of products available; and increase in consumer requests for three-way, dimmable, and encapsulated CFLs. Sales of specialty bulbs, tracked as part of the negotiated cooperative agreements, increased by 430% in 2006 over 2005 sales.
- CFLs of better overall quality are now available in Vermont stores, especially specialty bulbs, such as three-way, dimmable, and encapsulated types. The results of quality testing done by third parties were made available to retailers to encourage stocking of higher-quality bulbs.
- Increase in national chain product availability and receptivity to promoting CFLs. An example is our outreach to more actively engage Home Depot, which not only increased Home Depot efficient product sales by 125% over the previous year's sales but also resulted in opportunities for Efficiency Vermont staff to provide in-store home improvement classes and store events encouraging adult and child participation in CFL promotional activities and education.
- Increase in national, regional, and local media focus on CFLs.
- There is a greater general understanding of the role of energy efficiency in issues related to jobs, global warming, energy supply, and security.

Negotiated cooperative promotions were well used by Ace, Aubuchon, and True Value hardware stores and the Shaw's grocery chain to make CFLs widely available to Vermonters without their having to use coupons. This approach was well received by the retailers, who indicated that it was much easier for them and their customers and was preferable to using coupons. Hardware stores in general continued to be strong partners

in promoting CFLs with co-op advertising and store promotions, although for some, keeping the shelves stocked was challenging because of the increase in demand for CFLs. More engaging ENERGY STAR displays that presented lighting products with a hands-on meter comparing the energy use of a CFL and an incandescent bulb were very popular with the Ace and True Value stores. Efficiency Vermont implemented 18 of these ENERGY STAR end-cap displays used in hardware stores across the state. The ENERGY STAR end-cap at Martin's Hardware in Middlebury was used as a backdrop for a WCAX "Across the Fence" segment on energy-efficient products.

In 2006 Efficiency Vermont made significant progress toward achieving the performance indicator of having increased participation with the large grocery store chains in Vermont. Shaw's participated in a negotiated cooperative agreement in the fall promoting "earth-friendly" products, including CFLs. The promotion included freestanding displays with Sylvania products, and all the Shaw's stores in Vermont participated. Hannaford had difficulty securing a large enough supply of CFL bulbs from its suppliers to participate in the buy-downs. Efficiency Vermont staff worked with Price Chopper and GE to move forward with the CFL promotion in Vermont, and, despite some initial setbacks, Price Chopper began its CFL promotion at the end of December 2006; it will continue through June 2007.

Along with the other sponsors of the Northeast Appliance and Lighting Initiative, Efficiency Vermont was given an "Excellence in ENERGY STAR Promotion" award by the Environmental Protection Agency for work in the promoting the sale of CFLs in grocery stores. The award specifically recognizes the Shaw's promotion discussed previously.

In 2006, Efficiency Vermont was approached by eight Vermont schools that wanted to use the sale of CFLs as a fund-raiser. Efficiency Vermont facilitated as the schools approached local retailers to use a buy-down and waived the "resale" prohibition for this purpose. The typical sale was around 200 bulbs, and the project was often undertaken not just for fund-raising purposes, but as an extension of the energy efficiency discussions in the school curriculum. Approximately 1,000 CFLs were distributed using school fund-raisers, with schools such as Marlboro and Mount Anthony in Bennington participating.

Other energy-efficient products promoted by Efficiency Vermont in 2006 included:

- A selected group of ENERGY STAR qualified clothes washing machines specified as Tier 3a by the Consortium for Energy Efficiency. Providing rebates for only these machines emphasized for consumers the most energy-efficient tier of machines available and steered them to purchase those. These more energy-efficient clothes washers were promoted with a $50 mail-in rebate beginning on April 1, 2006. Although the number of models eligible for the rebate was reduced by approximately 50%, relative to all ENERGY STAR clothes washers, participation since April only dropped by only 10%, indicating a successful campaign, with 2,974 Tier 3a clothes washing machines sold in Vermont in 2006.
- ENERGY STAR qualified air conditioners were promoted through the summer with a $25 mail-in rebate, and 2,500 were sold in 2006. The number of room air conditioners sold typically tracks closely with weather, so given the cool spring and early summer in Vermont, overall room air conditioner sales were down, resulting in 44% fewer ENERGY STAR air conditioners sold than in the warmer 2005 period.

- ENERGY STAR qualified lighting fixtures, ceiling fans, torchieres, and floor lamps were promoted with $10 instant coupons. Sales of lighting fixtures, torchieres, and floor lamps increased approximately 58% in 2006 from 2005, despite the lack of eligible product available from the manufacturers. (On October 1, 2005, the ENERGY STAR fixtures specification was updated from Version 3.0 to Version 4.0, resulting in greatly reduced numbers of available ENERGY STAR labeled products of all types in stores. It took manufacturers well into 2006 to provide adequate eligible product selection to Vermont retailers.)

## RESIDENTIAL SINGLE-FAMILY NEW CONSTRUCTION

In 2006, Efficiency Vermont continued to provide services to builders and buyers of new homes in Vermont to support them in building to Vermont ENERGY STAR Homes (VESH) criteria, in partnership with VGS. Our services included ENERGY STAR labeling for qualified homes, energy code support, plan reviews, technical assistance, site inspections, energy ratings, and performance testing.

Overall total savings from energy-efficient design, construction, appliances, and lighting in new homes increased 5% in 2006 over 2005 savings. Thirty-two more ENERGY STAR labeled homes were constructed in 2006, for a total of 509 homes built to the ENERGY STAR standard. In addition, 28 new builders participated in building to the Vermont ENERGY STAR Homes standards, representing a 15% increase over the prior year.

A number of changes in 2006 significantly impacted the Vermont building community, including comprehensive changes made by the EPA to ENERGY STAR Home specifications, National Appliance Energy Conservation Act (NAECA) standards primarily focused on residential HVAC, opportunities presented by the federal Energy Policy Act of 2005 (EPACT), and changes to RESNET (Residential Energy Services Network). These changes have presented Efficiency Vermont and the Vermont building community with implementation challenges but will ultimately improve the performance and energy efficiency of new homes.

The EPA made comprehensive changes to the requirements for building an ENERGY STAR labeled home effective July 1, 2006, with full compliance effective after December 31, 2006. The changes were implemented after an exhaustive national review process and are designed to significantly improve the performance and reduce the energy usage of new homes. One of the most significant changes is the requirement for a thermal bypass checklist that effectively necessitates a new site visit during the construction phase. The additional site visit is a “pre-drywall” inspection provided by Efficiency Vermont. This additional inspection created a number of challenges for participating builders and Efficiency Vermont. The first challenge was ensuring that this new step did not delay the building process and create additional costs for the builder or owner. Most builders in Vermont have not worked in locations that require an outside inspection during the building process, so scheduling this process was entirely new to most of the building community. Builders were initially quite resistant to the new requirements because of concerns related to the tight schedules of insulation and drywall subcontractors. During the spring and summer, Efficiency Vermont held four well-attended workshops around the state to explain the changes and the reasons for the changes and to encourage builders to continue participating in the Vermont ENERGY STAR Homes program. These workshops included stakeholder meetings in Rutland and Burlington and a presentation

at the Home Builders and Remodelers Association of Northern Vermont in December and the one at the Home Builders and Remodelers Association of Southern Vermont in November. In addition, a preview of the changes was given to builders at the Better Buildings by Design Conference 2006 in February.

Efficiency Vermont sent two direct mailings to 2,700 builders and others in the building community in the state to reinforce the new standards. Efficiency Vermont also included articles about the changes to the ENERGY STAR requirements in the November Builder News distributed to 2,800 individuals in the building community. In 2006, of the homes that achieved the ENERGY STAR label, very few passed the more stringent pre-drywall inspection and bypass checklist. Efficiency Vermont and Vermont Gas Systems will continue to engage with and educate builders and to work with building supply chains to stock new products that will assist the builders in meeting these newer standards.

Several significant changes to RESNET's technical guidelines became effective on July 1, 2006. These changes had implications for builders and Efficiency Vermont, and included:

- A new rating system that changed the scoring the builders were accustomed to using
- New verification protocols for insulation quality and duct testing
- New prescriptive and performance specifications that could potentially increase labor costs
- New Energy Rating software
- New verification methods

All of the RESNET-required changes were met by July 1, 2006, including the use of new rating scales, protocols, software, and verification methods.

Partnerships with the Vermont building community and building associations have been a significant resource in helping communicate these changes to members. The Home Builders and Remodelers Association of Northern Vermont (HBRA-NV) and the Home Builders and Remodelers Association of Southern Vermont (HBRA-SV) were essential in what became a team approach to communicating the new ENERGY STAR requirements and rating system changes to the building community. These two associations provided additional support to their members to help them understand the changes in the ENERGY STAR requirements; support included posting information on association Web sites, running articles in organization newsletters, and giving Efficiency Vermont opportunities to communicate the changes at the HBRA Builders Council and the HBRA-SV general meetings, both in November of 2006. Efficiency Vermont co-presented two training programs to builders around the state, with Building for Social Responsibility (developers of the Vermont Builds Greener standards), and the U.S. Green Building Council (sponsors of LEED for Homes). At the end of the year, Efficiency Vermont was honored to be named the 2006 Member of the Year by the Home Builders and Remodelers Association of Southern Vermont.

EPACT provided new opportunities for residential builders and owners to build more energy-efficient homes. Many in the Vermont building community were well positioned to take advantage of this tax credit because of the high level of energy efficiency building practices they have developed, supported through their participation in building Vermont ENERGY STAR Homes and years of attendance at the Better Buildings by Design

Conference. As of the end of 2006, more than 88 Vermont houses have met the EPACT requirements. This represents 3.5% of new homes, a level of participation that is very strong compared with that of other districts in the Northeast. Efficiency Vermont supported this level of participation by offering a tax credit workshop at the 2006 Better Buildings by Design Conference, providing information on the Web site, and providing ratings and verification support to every VESH-enrolled building that meets the tax credit level of energy efficiency.

## EXISTING HOMES

Efficiency Vermont continued to provide services to acquire energy savings in the existing homes market through multiple approaches that include limited and targeted direct services, particularly focused on low-income Vermonters; technical assistance and information, discussed in depth in the Efficiency Vermont-Wide section; and increasingly through supporting other energy product and service providers to reduce the energy use of the existing home customer.

*Home Performance with ENERGY STAR*
2006 was a significant year in the development of an economically viable Home Performance with ENERGY STAR industry in Vermont. At year's end, 18 individuals from 14 companies around the state had completed their certification as Home Performance with ENERGY STAR contractors, and an additional 12 were in the testing process for completing certification. In July 2006, consistent with an overall strategy to promote work for certified contractors, Efficiency Vermont stopped providing home energy audits, unless warranted by high electric use. All requests for audits are now referred to certified contractors by phone or through their listing on the Efficiency Vermont Web site "Marketplace" page. A total of 161 Home Performance with ENERGY STAR projects were completed in 2006, resulting in savings of 120 MWh. This is an 18% increase over the Home Performance with ENERGY STAR projects completed in 2005 and confirms the successful nurturing and growth of businesses providing highly qualified residential energy services. The average Home Performance with ENERGY STAR project cost was $4,000. Efficiency Vermont continued to provide multiple support strategies to advance the success of this approach. We held four training sessions around the state that were attended by approximately 50 contractors. Costs for the training sessions are kept minimal to encourage participation. Efficiency Vermont also provides free training and mentoring to enable contractors to prepare for their certification exams. On November 1, 2006, Efficiency Vermont held a one-day "Building Science 101" course at Vermont Technical College that was attended by 25 contractors, two real estate professionals, and 45 students and teachers from Stafford (Rutland) and Randolph technical centers. The daylong class offered participants the opportunity to learn basic building science principles and to learn about becoming a certified Home Performance with ENERGY STAR contractor. The class was certified for realtor continuing education credits by the Vermont real estate board. In December, introductory sessions were held in Brattleboro, Rutland, and Williston to advise interested contractors of the benefits and requirements of being a Home Performance with ENERGY STAR contractor. Efficiency Vermont continued to support contractors once they received certification. Support included paying the cost of certification and offering 10% rebates or 0% financing on equipment needed to perform home energy audits. Efficiency Vermont also provided free mentoring.

Efficiency Vermont has promoted the use of Home Performance with ENERGY STAR to Vermont homeowners through advertising, placing articles in newspapers, providing contractor lists to customers, and providing co-op advertising funds to certified contractors. In the fall of 2006, the EPA launched its contractor marketing kit, which provides certified contractors with password-protected access to EPA-developed Home Performance with ENERGY STAR advertising templates that can be downloaded and provided directly to media outlets for advertising. The reduced interest rate financing agreement was expanded from one bank participating in 2005 to four banks participating in 2006, with 16 loans initiated in 2006 for households to finance measures installed by Home Performance with ENERGY STAR contractors. The average Home Performance with ENERGY STAR loan by participating lenders was about $8,000 in 2006. To provide more specific and timely feedback, the survey and process for communicating customers' comments to Home Performance contractors was improved.

As Efficiency Vermont continues to build an infrastructure of certified contractors and develops their capacity to provide comprehensive electric and fossil fuel efficiency services, the organization has continued to offer incentives for existing home customers to reduce their electric consumption. In many cases, this means providing customers with an on-site analysis of their homes and identifying sources of efficiency opportunities. Services to these customers include direct installation of lighting and water conservation measures and incentives for replacing inefficient refrigerators, electric heat and hot water systems and other custom electric efficiency measures. Efficiency Vermont continues to partner with Vermont Gas Systems to identify opportunities to replace electric heat and hot water with cost-effective natural gas equipment.

Incentives continue to be offered for the installation of new hot air furnaces equipped with ECM (electronically commutated motor) fan motors and for the installation of new central air conditioning systems meeting or exceeding ENERGY STAR performance standards. In 2006, 29 ECM fan motors and 15 ENERGY STAR central air conditioning systems were installed.

Efficiency Vermont's Home Performance with ENERGY STAR service received an ENERGY STAR award for Excellence in Home Improvement from the U.S. EPA for 2006. The award recognizes the work Efficiency Vermont has done to develop a Home Performance with ENERGY STAR program in Vermont through recruiting, training, mentoring, and supporting marketing efforts for contractors.

*Services for Low-Income Residents*
Although many of Efficiency Vermont's activities designed to reduce energy use in households assist low-income Vermonters, we have also engaged in specific outreach to help those households most burdened by high energy costs. A discussion of our services aimed at low-income residents living in subsidized multifamily housing follows this section.

Efficiency Vermont continues to work closely with Vermont's Weatherization Assistance Program (WAP) to provide direct installation of energy- and water-saving products and cost-effective replacement of inefficient refrigerators and electric heat and hot water systems in low-income, single-family households. With Efficiency Vermont providing resources for electricity savings, WAP is able to use its funds for thermal improvements to homes. In 2006, Efficiency Vermont provided continued training for WAP providers to

support the stable and mature partnership between the two organizations. In 2006, 1,138 low-income households participated, with an average annual electrical energy cost savings of $160. The number of households served in 2006 through WAP was approximately the same as in 2005, when 1,151 were served. Low-income Vermonters served by WAP will save a total of $180,000 on their combined electric bills as a result of the energy efficiency installations made in 2006.

In 2006, in partnership with the Low Income Home Energy Assistance Program (LIHEAP), more than 29,000 summer and winter energy tips were inserted in mailings to low-income residents living in single-family and multifamily housing. Efficiency Vermont provided 14,000 coupons for free CFLs, redeemable at all participating hardware stores in Vermont, to LIHEAP for distribution in its November mailing.

Efficiency Vermont has been exploring additional ways to provide cost-effective energy efficiency services to low-income Vermonters through a number of initiatives, including:

- Food shelf distribution of CFLs pilot. In 2006, Efficiency Vermont piloted the distribution of CFLs and energy efficiency information at three food shelves. Approximately 150 bulbs were distributed, and the pilots were enthusiastically reviewed by the food shelves that participated. Results are being evaluated to explore continuation or expansion in 2007.
- Mobile home park initiative. This effort continues work begun in 2005, done in collaboration with VISTA volunteers. In 2006, a Vermont State Housing Authority–managed mobile home park in Hinesburg with 50 homes was the focus of efficiency efforts. In addition to direct installation of CFLs at 40% of the homes, Efficiency Vermont provided information to residents in response to their interest in ways to address hard water problems in their hot water tanks.

## MULTIFAMILY HOUSING SERVICES

Although we continue to be engaged in nearly all subsidized multifamily projects, Efficiency Vermont had fewer of these projects close in 2006, completing 49 subsidized projects, compared with 69 in 2005. This resulted in a decrease of savings in the multifamily housing market of 34% from the previous year's savings. One significant reason for the decrease in savings is that fuel-switch projects have become less economically feasible with the increase in fuel oil costs. Energy savings from fuel-switch projects in subsidized multifamily housing declined from 1,070 MWh in 2005 to 584 MWh in 2006.

We continue to face significant challenges in successfully engaging private market rate multifamily housing owners. In 2006, we completed nine market rate projects, compared with 19 in 2005. To help address this lower participation, we developed a prescriptive form to be used when property improvements are made during tenant turnover. This form presents a convenient way for property owners to interact with Efficiency Vermont at the times when they most often implement unit upgrades.

## 1.1.3. EFFICIENCY VERMONT-WIDE ACTIVITIES

Many Efficiency Vermont activities and services serve participants that span the business and residential sectors. This section highlights activities that engaged Vermonters across multiple markets.

*Community Energy Initiatives*
Vermont communities continue to provide multiple and rich opportunities for energy efficiency engagement that reflect the uniqueness and spirit of different towns. Many communities have approached Efficiency Vermont for support with energy efficiency events and projects. We assist communities in a number of diverse ways depending on their specific needs and goals. We have helped local energy committees through financial support for SERG and technical assistance to community groups. To support towns' efforts at replicating successful community CFL events, we developed case studies of the successful Poultney and Manchester Change a Light Challenge events for community organizers to use as a guide. In 2006, we supported many communities by staffing partner retail outlets during weekend events, coordinating with Vermont Energy Education Program (VEEP) activities, and supplying informational materials and template designs. In addition, we have six new comparative meters to loan to groups or businesses that provide a hands-on demonstration of the energy use of a compact fluorescent compared with that of an incandescent light bulb.

The Manchester Change a Light Challenge, which had set a goal of replacing 40,000 incandescent bulbs to CFLs between October 2005 and Town Meeting Day 2006, completed its mission on April 2, 2006, with more than 42,000 bulbs sold to Manchester-area households and businesses. The Manchester event mobilized a wide segment of the community and demonstrated the power of grassroots-led community action coupled with strong, dedicated leadership and effective partnerships. During the six months of the Manchester Challenge, the event received considerable media attention, which drew attention to CFLs' energy-saving features, availability of sizes, increased life, and reduced impact on the environment.

The community approach continues to inspire other towns, such as Bennington, Brattleboro, and Pittsford, to create events around CFLs and other ENERGY STAR products. The Town of Pittsford, which has no hardware store, approached Efficiency Vermont for help in making CFLs available in the town. Efficiency Vermont worked with an independent supplier to provide both general stores in Pittsford with CFLs so they would be available to residents during the event. Efficiency Vermont also helped the stores negotiate the terms of the promotion with the supplier and staffed a booth at the "Pittsford Fun Day." The small town of Pittsford (population 3,140) sold 3,000 bulbs during the event.

Much of the focus of these town events has been on encouraging the use of CFLs and engaging local retailers in promoting CFLs and other ENERGY STAR products. Two communities, Hardwick and Northfield, were chosen as the two pilot towns to target activities for fulfilling the contractual performance indicators for community energy initiatives with a goal of 35% participation and, in one town, a reduction in annual energy use of 3% from 2005 by December 31, 2008. The intent of the energy initiative is to build

grassroots support for energy savings that span the residential and business sectors. This effort is intended to go beyond the community events of the past three years, which primarily have focused on encouraging the use of CFLs. Activities in 2006 for both selected towns were primarily focused on building community support for the energy initiative, including forming town energy steering committees: the Hardwick Energy Action Resource Team (HEART) and the Northfield Energy Action Team (NEAT). Additional activities have included interacting with business groups, schools, and environmental organizations to build a town "infrastructure" for the successful launch of the initiatives.

*Efficiency Vermont's Better Buildings by Design Conference*
In 2006, the Better Buildings by Design Conference was attended by 1,197 people, a 19% increase from 2005, who came to learn and network at the 44 workshops and other conference events. The conference, billed as the region's premier design and construction conference featuring interactive learning about building durability, efficiency, and value, drew a record number of total participants, with 61% being first-time participants. We were especially pleased with the results of special targeting to increase the attendance of particular professionals, including a 100% increase in contractors; a 127% increase in manufacturers and suppliers; a 76% increase in institutional, commercial, and industrial customers; and a 58% increase in engineers compared with the 2005 attendees. The allotted number of vendor spaces, 45, sold out before the end of 2005, indicating tremendous interest from energy product and service providers in having the opportunity to interact with the design professionals, contractors, and facility engineering staff who attend the conference. The 2006 conference was rated "good" to "excellent" by 89% of the participants evaluating it. The conference was able to increase the level of sponsorships in 2006, earning more sponsorship revenues than in previous years, which supports Efficiency Vermont's goal of making the conference more self-supporting in the future and indicates the value sponsors place on the conference.

*Efficiency Vermont Web Site*
The Efficiency Vermont Web site is where Vermonters increasingly go to get information about energy efficiency and referrals to retailers, contractors, and energy service and design professionals. In May 2006, a newly designed Web site was launched based on recommendations from Web testing of residential and business users. In 2006, there was a 44% increase in Web site visits compared with 2005 usage, with approximately 232,000 site visits, an average of 647 per day, made by 110,000 visitors. The average visitor spent more than 11 minutes at the site, which is well above the typical visit for informational Web sites. A new feature to the Web site added this year was the "Send link/E-mail this page" function, which was heavily used by visitors. The archive of "Ask Rachael" columns continues to get significant traffic, especially columns addressing heating and insulation/weatherization. Another aspect of the site launched in 2006 was the pilot for prescriptive forms. This pilot is intended to make using prescriptive forms easier and less time-consuming for trade and supplier partners who process repeat forms for their customers. We intend to use the information gained through the pilot to launch a more comprehensive Web-based prescriptive form process in 2007. The "Marketplace" section, which refers site visitors to retailers, contractors, builders, and designers who have qualified as energy-efficient product or service providers, had a 68% increase in traffic over the same period in 2005, averaging 17 visits per day for residential services and five visits per day for business services. At the end of December 2006, 629 businesses were

listed to help Vermonters locate energy-efficient product and service providers throughout the state.

*Customer Service*
The telephone call volume to Efficiency Vermont customer service in 2006 was 12,900, which is roughly comparable to the number of calls received in 2005. There was more than a 100% increase over 2005 in the number of e-mails sent to Efficiency Vermont customer service in 2006. Of the more than 900 e-mails received, approximately two-thirds, or more than 500 e-mails, were generated in response to an "Ask Rachael" column, almost four times as many e-mails as the column generated in 2005. This increase is likely a result of the "Ask Rachael" columns' greater distribution in 2006 and Vermonters' increased use of the Internet to gather information.

In 2006, more customers knew more about Efficiency Vermont before they called the toll-free number. Approximately 70% of customers calling the toll-free Efficiency Vermont number called regarding specific services or rebates. The customer service department supplied these customers with rebate or other support material where appropriate, answered service questions, or redirected their calls to specific service intake staff members.

Approximately 25% of callers either were looking for help deciphering high electric bills or had specific technical questions. The actual customer utility data are used as the basis for an in-depth discussion about household makeup and behavior with the customer. An analysis of the customer's energy use is performed during the call. The customer is also directed to possible Efficiency Vermont services, such as a fuel switch of electric hot water or energy-efficient lighting and appliances, which may reduce the customer's energy usage.

Demand continued for informational resources that could help Vermonters reduce energy use in their homes, including requests for use-assessment energy checklists, appliance usage charts, and hot water heater guides. The number of Vermonters wanting to take action to reduce their home energy use remains high. In 2006, 75 Vermonters participated in completing a home energy survey, which includes obtaining assessment results from Efficiency Vermont's customer service staff.

For customers with concerns about specific appliances or devices, Efficiency Vermont offers a free meter loan service. Customers can use a meter free of charge for two weeks. The meter can measure any 120-volt plug-in device and registers kWh usage and estimated monthly cost. A total of 216 customers took advantage of the meter loan in 2006. To meet the increase in requests and reduce the wait time for the loaned electric meter, we ordered an additional 14 meters, making 32 meters available for Vermonters to borrow.

*Media*
Efficiency Vermont continued to primarily use a public relations strategy in 2006 to effectively communicate with Vermonters, using multiple media coverage with a total of 614 placements. The stories, features, articles, and segments used several approaches to stimulate interest in energy efficiency, including featuring homeowners and businesses that had made an energy efficiency improvement, giving demonstrations, answering

frequently asked questions, offering energy tips, and highlighting new energy-efficient technologies. Following are some examples:

- The "Ask Rachael" column, which offers energy efficiency advice to households, appeared in 15 community newspapers and several newsletters, with a total of 220 placements. At the end of 2006, one of the Vermont daily newspapers began to feature the "Ask Rachael" column one day a week.
- A story featuring Harbour Industries, Inc.'s investment in energy-efficient lighting and its annual savings of $45,000 and 510,000 kWh was well received by the press and was included in a story in the *Burlington Free Press*, WCAX-TV coverage, and *The Boston Globe*.
- Several members of Efficiency Vermont staff appeared on Vermont radio and television programs to answer questions about energy efficiency, including appearances on "Across the Fence" (WCAX), "The Mark Johnson Show" (WDEV), "Switchboard" (WVPR), and Vermont Public Television. There were a total of 149 radio and television placements featuring Efficiency Vermont.
- A total of 28 articles targeted to the interests of member organizations appeared in newsletters and publications for design professionals, trade organizations, business groups, and utilities customers.
- A new column designed to reach the business community was developed in 2006 and will be launched in early 2007. The column "Energy Business with Dan and Paul" answers questions frequently asked by small businesses about how to reduce their energy use. The column will appear in business journals and magazines around the state.
- We performed targeted outreach to place stories in bordering out-of-state media that broadcast into communities in the southeast and southwest portions of Vermont and have significant numbers of readers/listeners in those areas. In 2006, 10 radio stories and nine newspaper stories ran in 11 out-of-state media outlets in these locations. These media placements help reach Vermont residents in areas of the state not served by in-state media.

*Information Technology*

In late 2006, a major upgrade of Efficiency Vermont's information technology (IT) system was released. The primary goal of this upgrade, called KITT Plus,, was to reduce the time staff needed ed to access and use information in support of their work., and to improve the efficiency and effectiveness of the software. KITT Plus accomplished this by integrating a previously unsupported residential business process into a redesigned user interface. Because of this upgrade, used by different parts of the organization, critical customer information can easily be shared between customer service, residential, and business groups.

KITT Plus was also built using a new development language created by Microsoft called C#. The shift to C#, as well as the creation of an entirely new code base, provides a In addition,n KITT Plus was built upon a more modern and stable development platform that will improve Efficiency Vermont's ability to respond more quickly and effectively to new functional requirements that may be needed in the delivery of the Efficiency Vermont contract. The IT system upgrade included improvements to the development structure that would decrease the amount of time needed to make changes and improvements. Upgrades to the development platform were made early in 2006 in anticipation of the pending sale of Delphi, which had been in use for the past six years.

Efficiency Vermont moved to the Microsoft-supported C# development language because it is a system designed for rapid development of Windows and internet-based applications.

*Regional and National Energy Efficiency Efforts*
In 2006, Efficiency Vermont continued to fully engage with strategically targeted regional and national organizations and initiatives that advance energy efficiency efforts in Vermont. Our relationships with these larger efforts enable us to leverage regional and national resources; strengthen partnerships; and influence and learn about new technologies, policies, and approaches that can benefit Vermonters. Following are some of the regional and national organizations and initiatives in which we participated in 2006:

- The U.S. Department of Energy and the U.S. Environmental Protection Agency's ENERGY STAR program
- Northeast Energy Efficiency Partnerships (NEEP), a regional organization that facilitates state and utility energy efficiency efforts in the Northeast through information sharing, planning, and coordination of market transformation efforts
- Consortium for Energy Efficiency, a national nonprofit organization that works with North American members of energy efficiency service providers, government offices, and utilities to promote the manufacture and purchase of energy efficiency products
- American Council for an Energy-Efficient Economy, a nonprofit organization dedicated to advancing energy efficiency as a means of promoting economic prosperity and environmental protection
- New Buildings Institute, a national organization focused on advancing high-performance new commercial building construction
- Northeast Home Energy Rating System Alliance, a regional advocacy and training organization for the home energy rating industry
- Residential Energy Services Network (RESNET)
- Program for the Evaluation and Analysis of Residential Lighting, a utility- and industry-supported independent testing program for residential lighting products
- Department of Energy Rebuild America program
- Department of Energy Industries of the Future program

# 2.1.1. Services and Initiatives Summary

| Services | Totals: All Services and Initiatives Including CC | Totals: EVT Services and Initiatives | Totals: Subtotal Business Energy Services | Totals: Subtotal Residential Energy Services | Business Energy Services: Business New Construction | Business Energy Services: Business Existing Facilities | Residential Energy Services: Residential New Construction | Residential Energy Services: Efficient Products | Residential Energy Services: Existing Homes | Other: Customer Credit Program |
|---|---|---|---|---|---|---|---|---|---|---|
| **Costs** | | | | | | | | | | |
| Year to Date Costs | $14,234,901 | $13,400,386 | $6,423,083 | $6,977,303 | $2,006,836 | $4,416,247 | $2,654,637 | $1,634,475 | $2,688,191 | $834,515 |
| * Annual Budget Estimate | $13,676,900 | $13,083,900 | $6,205,600 | $6,878,300 | $1,935,000 | $4,270,600 | $2,325,300 | $1,799,700 | $2,753,300 | $593,000 |
| Unspent Annual Budget Estimate | ($558,001) | ($316,486) | ($217,483) | ($99,003) | ($71,836) | ($145,647) | ($329,337) | $165,225 | $65,109 | ($241,515) |
| % Annual Budget Estimate Unspent | -4% | -2% | -4% | -1% | -4% | -3% | -14% | 9% | 2% | -41% |
| **Savings Results** | | | | | | | | | | |
| MWh Year to Date | 56,070 | 52,947 | 23,314 | 29,633 | 4,111 | 19,202 | 2,161 | 23,491 | 3,981 | 3,123 |
| MWh cumulative starting 1/1/06 | 56,070 | 52,947 | 23,314 | 29,633 | 4,111 | 19,202 | 2,161 | 23,491 | 3,981 | 3,123 |
| 3-Year MWh Goal | nap | 270,000 | 131,000 | 139,000 | 21,000 | 110,000 | 9,000 | 106,000 | 24,000 | nap |
| % of 3-Year MWh Goal | nap | 20% | 18% | 21% | 20% | 17% | 24% | 22% | 17% | nap |
| **Participation** | | | | | | | | | | |
| Partic.w/ installs Year to Date | 38,660 | 38,659 | 729 | 37,930 | 87 | 642 | 1,075 | 34,107 | 2,748 | 1 |
| Partic.w/ installs cumulative starting 1/1/06 | 38,660 | 38,659 | 729 | 37,930 | 87 | 642 | 1,075 | 34,107 | 2,748 | 1 |

**Total Costs for Services and Initiatives (including CC), Administration and IT**

| Services | Total | Administration | Information Systems | Services and Initiatives Costs |
|---|---|---|---|---|
| **Costs** | | | | |
| Year to Date Costs | $14,838,953 | $110,385 | $493,667 | $14,234,901 |
| * Annual Budget Estimate | $14,418,700 | $252,000 | $489,800 | $13,676,900 |
| Unspent Annual Budget Estimate | ($420,253) | $141,615 | ($3,867) | ($558,001) |
| % Annual Budget Estimate Unspent | -3% | 56% | -1% | -4% |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

Note: The above budgets include the Customer Credit Net Pay Option Incentive Funds.

# 2.1.2. Services and Initiatives including Customer Credit

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 | Cumulative starting 3/1/00 |
|---|---|---|---|---|---|
| **# participants with installations** | 34,909 | 38,660 | nap | 38,660 | 167,197 |
| **# participants with analysis** | 4,253 | 3,603 | nap | 3,603 | 26,949 |
| **# participants with analysis and installations** | 2,821 | 2,694 | nap | 2,694 | 18,787 |
| | | | | | |
| **Services and Initiatives Costs** | | | | | |
| **Operating Costs** | | | | | |
| **Administration** | $46,065 | $110,385 | $252,000 | $110,385 | $605,826 |
| **Services and Initiatives** | $2,781,805 | $3,249,631 | $2,172,793 | $3,249,631 | $17,318,094 |
| **Program Planning** | nap | nap | nap | nap | $1,006,327 |
| **Marketing/Business Development** | $2,561,871 | $2,528,147 | $2,674,776 | $2,528,147 | $11,972,250 |
| **Information Systems** | $498,204 | $493,667 | $489,800 | $493,667 | $2,528,505 |
| **Subtotal Operating Costs** | $5,887,945 | $6,381,831 | $5,589,369 | $6,381,830 | $33,431,003 |
| | | | | | |
| **Incentive Costs** | | | | | |
| **Incentives to Participants** | $5,899,867 | $5,087,823 | $5,345,992 | $5,087,823 | $32,388,707 |
| **Incentives to Trade Allies** | $34,699 | $50,001 | $4,623 | $50,001 | $126,068 |
| **Subtotal Incentive Costs** | $5,934,566 | $5,137,824 | $5,350,615 | $5,137,824 | $32,514,775 |
| | | | | | |
| **Technical Assistance Costs** | | | | | |
| **Services to Participants** | $3,119,374 | $3,173,265 | $3,369,173 | $3,173,265 | $14,681,435 |
| **Services to Trade Allies** | $153,679 | $146,034 | $109,543 | $146,034 | $1,641,539 |
| **Subtotal Technical Assistance Costs** | $3,273,053 | $3,319,299 | $3,478,716 | $3,319,300 | $16,322,974 |
| | | | | | |
| **Total Efficiency Vermont Costs** | $15,095,564 | $14,838,953 | $14,418,700 | $14,838,953 | $82,268,751 |
| | | | | | |
| **Total Participant Costs** | $13,984,934 | $12,741,724 | nav | $12,741,724 | $61,225,866 |
| **Total Third Party Costs** | $880,562 | $906,334 | nav | $906,334 | $4,274,872 |
| **Total Services and Initiatives Costs** | $29,961,060 | $28,487,011 | $14,418,700 | $28,487,011 | $147,769,489 |
| | | | | | |
| **Annualized MWh Savings** | 57,055 | 56,070 | nap | 56,070 | 317,789 |
| **Lifetime MWh Savings** | 657,695 | 629,300 | nap | 629,300 | 4,228,630 |
| **TRB Savings (2006 $)** | $50,116,465 | $45,008,787 | nap | $45,008,787 | $323,863,939 |
| **Winter Coincident Peak kW Savings** | 8,826 | 8,556 | nap | 8,556 | 52,144 |
| **Summer Coincident Peak kW Savings** | 8,961 | 9,557 | nap | 9,557 | 44,288 |
| **Annualized MWh Savings/Participant** | 1.634 | 1.450 | nap | 1.450 | 1.901 |
| **Weighted Lifetime** | 12 | 11 | nap | 11 | 13 |
| | | | | | |
| **Committed Incentives** | $920,184 | $759,080 | nap | nap | nap |

| | |
|---|---|
| **Annualized MWh Savings (adjusted for measure life)** | 309,032 |
| **Winter Coincident Peak kW Savings (adjusted for measure life)** | 50,541 |
| **Summer Coincident Peak kW Savings (adjusted for measure life)** | 43,072 |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

Note: The above budgets include the Customer Credit Net Pay Option Incentive Funds.

# 2.1.3. Services and Initiatives excluding Customer Credit

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 | Cumulative starting 3/1/00 |
|---|---|---|---|---|---|
| **# participants with installations** | 34,908 | 38,659 | nap | 38,659 | 167,196 |
| **# participants with analysis** | 4,253 | 3,603 | nap | 3,603 | 26,766 |
| **# participants with analysis and installations** | 2,821 | 2,694 | nap | 2,694 | 18,787 |
| | | | | | |
| **Services and Initiatives Costs** | | | | | |
| **Operating Costs** | | | | | |
| **Administration** | $46,065 | $110,385 | $252,000 | $110,385 | $605,826 |
| **Services and Initiatives** | $2,772,529 | $3,242,775 | $2,172,532 | $3,242,775 | $17,170,528 |
| **Program Planning** | nap | nap | nap | nap | $977,110 |
| **Marketing/Business Development** | $2,561,871 | $2,528,147 | $2,674,776 | $2,528,147 | $11,972,250 |
| **Information Systems** | $498,204 | $493,667 | $489,800 | $493,667 | $2,528,505 |
| **Subtotal Operating Costs** | $5,878,670 | $6,374,975 | $5,589,108 | $6,374,975 | $33,254,220 |
| | | | | | |
| **Incentive Costs** | | | | | |
| **Incentives to Participants** | $5,532,337 | $4,265,543 | $4,760,992 | $4,265,543 | $29,818,862 |
| **Incentives to Trade Allies** | $34,699 | $50,001 | $4,623 | $50,001 | $126,068 |
| **Subtotal Incentive Costs** | $5,567,035 | $4,315,544 | $4,765,615 | $4,315,544 | $29,944,930 |
| | | | | | |
| **Technical Assistance Costs** | | | | | |
| **Services to Participants** | $3,116,373 | $3,167,886 | $3,361,434 | $3,167,886 | $14,668,093 |
| **Services to Trade Allies** | $153,679 | $146,034 | $109,543 | $146,034 | $1,641,540 |
| **Subtotal Technical Assistance Costs** | $3,270,052 | $3,313,920 | $3,470,977 | $3,313,920 | $16,309,633 |
| | | | | | |
| **Total Efficiency Vermont Costs** | $14,715,757 | $14,004,438 | $13,825,700 | $14,004,438 | $79,508,782 |
| | | | | | |
| **Total Participant Costs** | $13,842,917 | $12,377,150 | nav | $12,377,150 | $60,670,318 |
| **Total Third Party Costs** | $880,562 | $906,334 | nav | $906,334 | $4,274,872 |
| **Total Services and Initiatives Costs** | $29,439,237 | $27,287,922 | $13,825,700 | $27,287,922 | $144,453,972 |
| | | | | | |
| **Annualized MWh Savings** | 55,859 | 52,947 | nap | 52,947 | 304,447 |
| **Lifetime MWh Savings** | 641,324 | 586,948 | nap | 586,948 | 4,039,429 |
| **TRB Savings (2006 $)** | $48,814,036 | $41,931,047 | nap | $41,931,047 | $311,394,628 |
| **Winter Coincident Peak kW Savings** | 8,678 | 8,178 | nap | 8,178 | 50,548 |
| **Summer Coincident Peak kW Savings** | 8,669 | 8,809 | nap | 8,809 | 41,849 |
| **Annualized MWh Savings/Participant** | 1.600 | 1.370 | nap | 1.370 | 1.821 |
| **Weighted Lifetime** | 11 | 11 | nap | 11 | 13 |
| | | | | | |
| **Committed Incentives** | $920,184 | $759,080 | nap | nap | nap |

| | |
|---|---|
| **Annualized MWh Savings (adjusted for measure life)** | 295,690 |
| **Winter Coincident Peak kW Savings (adjusted for measure life)** | 48,945 |
| **Summer Coincident Peak kW Savings (adjusted for measure life)** | 40,633 |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

## 2.1.4. Efficiency Vermont Services & Initiatives - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 2,306 | 1,845 | 1,672 | 35,906 | 53 | 1,144 | -5,086 | 0 | $304,460 | $759,267 |
| **Cooking and Laundry** | 5,055 | 1,416 | 1,059 | 19,728 | 279 | 204 | 3,715 | 33,668 | $232,290 | $3,306,660 |
| **Design Assistance** | 13 | 418 | 373 | 4,778 | 75 | 131 | -28 | 0 | $159,061 | $199,832 |
| **Hot Water Efficiency** | 1,328 | 281 | 244 | 2,371 | 60 | 45 | 6,031 | 4,670 | $31,330 | $376,017 |
| **Hot Water Fuel Switch** | 538 | 1,675 | 1,745 | 50,003 | 298 | 192 | -5,785 | 0 | $358,585 | $297,372 |
| **Industrial Process Eff.** | 38 | 4,297 | 4,046 | 53,921 | 553 | 621 | 4,080 | 2,153 | $314,199 | $1,123,651 |
| **Lighting** | 32,768 | 36,256 | 28,023 | 310,590 | 5,709 | 5,757 | -20,985 | 0 | $1,671,140 | $2,361,946 |
| **Motors** | 164 | 2,410 | 2,200 | 34,944 | 329 | 321 | 6,765 | 0 | $192,816 | $366,091 |
| **Other Efficiency** | 17 | 224 | 195 | 3,281 | 26 | 28 | -41 | 0 | $28,514 | $43,540 |
| **Other Fuel Switch** | 252 | 170 | 181 | 4,483 | 40 | 36 | -480 | 2 | $17,542 | $39,915 |
| **Other Indirect Activity** | 622 | -4 | -3 | -164 | 3 | -2 | 0 | 0 | $272,729 | -$106,008 |
| **Refrigeration** | 2,449 | 2,053 | 1,816 | 22,652 | 308 | 167 | 0 | 0 | $448,254 | $901,598 |
| **Space Heat Efficiency** | 1,183 | 455 | 410 | 8,231 | 79 | 124 | 36,089 | 0 | $67,395 | $1,959,950 |
| **Space Heat Fuel Switch** | 118 | 1,096 | 1,076 | 32,878 | 330 | 0 | -3,849 | 0 | $115,725 | $414,216 |
| **Ventilation** | 1,103 | 338 | 288 | 3,329 | 35 | 36 | 6,404 | 0 | $51,501 | $321,145 |
| **Water Conservation** | 71 | 17 | 16 | 18 | 3 | 5 | 0 | 13,609 | $0 | $11,957 |
| **Totals** | | 52,947 | 43,340 | 586,948 | 8,178 | 8,809 | 26,830 | 54,102 | $4,265,543 | $12,377,150 |

## 2.1.5. Efficiency Vermont Services & Initiatives - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Barton** | 170 | 85 | 67 | 874 | 13 | 10 | -38 | 126 | $14,790 | $23,580 |
| **Burlington** | 25 | 24 | 18 | 112 | 4 | 4 | -16 | 0 | $974 | $674 |
| **CVPS** | 16,014 | 22,651 | 18,002 | 228,543 | 3,439 | 3,697 | 10,206 | 16,585 | $1,548,680 | $4,453,764 |
| **Enosburg Falls** | 212 | 235 | 191 | 3,114 | 38 | 31 | -237 | 301 | $35,346 | $39,485 |
| **Green Mountain** | 11,890 | 17,384 | 14,441 | 209,797 | 2,767 | 2,985 | 13,953 | 12,261 | $1,609,392 | $4,646,462 |
| **Hardwick** | 691 | 483 | 360 | 3,189 | 74 | 76 | -41 | 375 | $31,827 | $72,676 |
| **Hyde Park** | 202 | 137 | 103 | 949 | 21 | 19 | -26 | 67 | $9,767 | $16,121 |
| **Jacksonville** | 51 | 14 | 11 | 108 | 2 | 1 | 1 | 34 | $1,251 | $4,080 |
| **Johnson** | 88 | 306 | 263 | 2,088 | 49 | 39 | -160 | 25 | $19,469 | $25,443 |
| **Ludlow** | 229 | 285 | 247 | 4,131 | 52 | 33 | 558 | 129 | $30,050 | $92,368 |
| **Lyndonville** | 711 | 1,488 | 1,238 | 20,409 | 221 | 240 | -628 | 1,170 | $97,250 | $526,869 |
| **Morrisville** | 478 | 535 | 412 | 4,584 | 81 | 107 | 8 | 13,393 | $39,458 | $100,959 |
| **Northfield** | 267 | 478 | 386 | 5,272 | 79 | 78 | 281 | 1,074 | $35,606 | $104,290 |
| **Orleans** | 51 | 750 | 724 | 10,654 | 114 | 148 | -21 | 2,454 | $53,269 | $82,780 |
| **Readsboro** | 16 | 22 | 16 | 100 | 3 | 4 | -15 | 7 | $347 | $1,179 |
| **Rochester** | 80 | 74 | 62 | 1,144 | 15 | 9 | -61 | 35 | $4,213 | $20,301 |
| **Stowe** | 357 | 696 | 683 | 6,473 | 117 | 134 | 5,209 | 316 | $84,888 | $398,408 |
| **Swanton** | 503 | 579 | 468 | 6,053 | 101 | 93 | 115 | 402 | $55,968 | $81,656 |
| **VT Electric Coop** | 4,820 | 5,551 | 4,732 | 70,113 | 802 | 923 | -3,507 | 4,130 | $497,569 | $1,422,997 |
| **VT Marble** | 83 | 39 | 29 | 300 | 6 | 7 | -5 | 61 | $1,937 | $12,422 |
| **Washington Electric** | 1,721 | 1,132 | 887 | 8,941 | 179 | 169 | 1,253 | 1,159 | $93,492 | $250,636 |
| **Totals** | 38,659 | 52,947 | 43,340 | 586,948 | 8,178 | 8,809 | 26,830 | 54,102 | $4,265,543 | $12,377,150 |

# 2.1.6. Efficiency Vermont Services & Initiatives - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 2,565 | 3,082 | 2,491 | 34,533 | 450 | 443 | 1,689 | 2,370 | $250,520 | $708,862 |
| **Bennington** | 2,487 | 4,975 | 3,817 | 36,791 | 742 | 795 | -837 | 2,145 | $232,983 | $590,987 |
| **Caledonia** | 2,038 | 2,680 | 2,152 | 29,517 | 405 | 435 | -588 | 2,458 | $192,172 | $698,332 |
| **Chittenden** | 8,111 | 11,499 | 9,591 | 137,401 | 1,783 | 2,061 | 6,666 | 9,072 | $1,081,303 | $2,534,224 |
| **Essex** | 250 | 188 | 149 | 2,334 | 38 | 28 | 206 | 277 | $22,469 | $46,651 |
| **Franklin** | 2,580 | 3,172 | 2,617 | 35,472 | 500 | 478 | 1,984 | 2,607 | $335,794 | $595,217 |
| **Grand Isle** | 453 | 370 | 316 | 4,845 | 68 | 35 | -113 | 538 | $38,159 | $385,129 |
| **Lamoille** | 1,686 | 2,453 | 2,129 | 25,476 | 402 | 416 | 5,314 | 14,197 | $234,362 | $763,781 |
| **Orange** | 1,515 | 1,577 | 1,280 | 18,344 | 254 | 267 | 297 | 1,451 | $173,084 | $354,640 |
| **Orleans** | 1,864 | 3,518 | 3,148 | 48,744 | 464 | 717 | -4,556 | 3,524 | $288,419 | $519,953 |
| **Rutland** | 3,890 | 5,507 | 4,329 | 51,148 | 827 | 995 | -410 | 3,275 | $314,600 | $1,043,439 |
| **Washington** | 4,897 | 6,062 | 4,965 | 65,037 | 962 | 966 | 8,697 | 5,164 | $474,326 | $2,157,941 |
| **Windham** | 3,108 | 3,989 | 3,281 | 46,969 | 646 | 541 | 7,306 | 3,688 | $330,069 | $824,929 |
| **Windsor** | 3,215 | 3,874 | 3,075 | 50,337 | 636 | 630 | 1,176 | 3,338 | $297,283 | $1,153,064 |
| **Totals** | 38,659 | 52,947 | 43,340 | 586,948 | 8,178 | 8,809 | 26,830 | 54,103 | $4,265,543 | $12,377,150 |

# 2.1.7. Efficiency Vermont Services & Initiatives - Total Resource Benefits [a]

| | 2006 | Lifetime (Present Value) |
|---|---|---|
| Avoided Cost of Electricity | nap | $32,984,934 |
| Fossil Fuel Savings (Costs) | $352,279 | $5,687,224 |
| Water Savings (Costs) | $404,195 | $3,258,886 |
| Total | $756,474 | $41,931,047 |

| | Savings at meter | | Savings at Generation |
|---|---|---|---|
| | Gross | Net | Net |
| Annualized Energy Savings (MWh): Total | 43,340 | 45,238 | 52,947 |
| Winter on peak | 11,534 | 12,041 | 14,434 |
| Winter off peak | 3,472 | 3,477 | 3,994 |
| Summer on peak | 16,777 | 17,657 | 20,830 |
| Summer off peak | 11,557 | 12,063 | 13,693 |
| | | | |
| Coincident Demand Savings (kW) | | | |
| Winter | 6,862 | 7,161 | 8,178 |
| Shoulder | 6,589 | 6,880 | 7,761 |
| Summer | 7,441 | 7,775 | 8,809 |

| | Gross | Net | Net Lifetime Savings |
|---|---|---|---|
| Annualized Water Savings (ccf) | 52,410 | 54,102 | 544,279 |
| Annualized fuel savings (increase) MMBtu | 30,391 | 26,830 | 575,574 |
| LP | 12,506 | 13,387 | 276,573 |
| NG | 7,921 | 9,440 | 214,439 |
| Oil/Kerosene | 8,211 | 2,027 | 145,682 |
| Wood | 1,746 | 1,555 | (61,137) |
| Solar | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |
| Annualized savings (increase) in O&M($) | $567,672 | $580,247 | $5,243,845 |

| | |
|---|---|
| Net Societal Benefits | $24,877,973 |

# 2.1.8. Business Energy Services - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 780 | 729 | nap | 729 |
| **# participants with analysis** | 702 | 645 | nap | 645 |
| **# participants with analysis and installations** | 500 | 348 | nap | 348 |
| | | | | |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $1,516,489 | $1,454,092 | $855,339 | $1,454,092 |
| **Marketing/Business Development** | $1,387,077 | $1,167,053 | $1,182,940 | $1,167,053 |
| **Subtotal Operating Costs** | $2,903,565 | $2,621,144 | $2,038,279 | $2,621,144 |
| | | | | |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $3,231,695 | $1,927,667 | $2,166,125 | $1,927,667 |
| **Incentives to Trade Allies** | $6,899 | $17,694 | $0 | $17,694 |
| **Subtotal Incentive Costs** | $3,238,594 | $1,945,361 | $2,166,125 | $1,945,361 |
| | | | | |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $2,188,924 | $1,856,577 | $2,001,196 | $1,856,577 |
| **Services to Trade Allies** | $0 | $0 | $0 | $0 |
| **Subtotal Technical Assistance Costs** | $2,188,924 | $1,856,577 | $2,001,196 | $1,856,577 |
| | | | | |
| **Total Efficiency Vermont Costs** | $8,331,084 | $6,423,083 | $6,205,600 | $6,423,083 |
| | | | | |
| **Total Participant Costs** | $8,055,465 | $5,591,207 | nav | $5,591,207 |
| **Total Third Party Costs** | $429,579 | $261,529 | nav | $261,529 |
| **Total Services and Initiatives Costs** | $16,816,127 | $12,275,819 | $6,205,600 | $12,275,819 |
| | | | | |
| **Annualized MWh Savings** | 27,394 | 23,314 | nap | 23,314 |
| **Lifetime MWh Savings** | 410,643 | 318,135 | nap | 318,135 |
| **TRB Savings (2006 $)** | $30,064,833 | $18,495,505 | nap | $18,495,505 |
| **Winter Coincident Peak kW Savings** | 4,179 | 3,440 | nap | 3,440 |
| **Summer Coincident Peak kW Savings** | 3,972 | 4,490 | nap | 4,490 |
| **Annualized MWh Savings/Participant** | 35.121 | 31.981 | nap | 31.981 |
| **Weighted Lifetime** | 15 | 14 | nap | 14 |
| | | | | |
| **Committed Incentives** | $920,184 | $759,080 | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

# 2.1.9. Business Energy Services - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 112 | 1,613 | 1,472 | 31,964 | 53 | 716 | -5,086 | 0 | $227,678 | $309,177 |
| **Cooking and Laundry** | 16 | 31 | 28 | 366 | 6 | 4 | 840 | 2,314 | $5,319 | $45,807 |
| **Design Assistance** | 13 | 418 | 373 | 4,778 | 75 | 131 | -28 | 0 | $159,061 | $199,832 |
| **Hot Water Efficiency** | 25 | 57 | 51 | 538 | 17 | 16 | 285 | 226 | $11,566 | $25,365 |
| **Hot Water Fuel Switch** | 10 | 42 | 43 | 1,004 | 7 | 4 | -142 | 0 | $7,713 | $17,567 |
| **Industrial Process Eff.** | 38 | 4,297 | 4,046 | 53,921 | 553 | 621 | 4,080 | 2,153 | $314,199 | $1,123,651 |
| **Lighting** | 462 | 12,234 | 10,189 | 158,824 | 2,045 | 2,519 | -11,511 | 0 | $767,971 | $1,663,117 |
| **Motors** | 108 | 2,375 | 2,169 | 34,347 | 326 | 315 | 6,765 | 0 | $182,590 | $356,477 |
| **Other Efficiency** | 17 | 224 | 195 | 3,281 | 26 | 28 | -41 | 0 | $28,514 | $43,540 |
| **Other Fuel Switch** | 7 | 85 | 80 | 1,931 | 14 | 15 | -257 | 0 | $8,430 | $24,883 |
| **Other Indirect Activity** | 21 | 14 | 12 | 14 | 5 | 0 | 0 | 0 | $7,858 | $260,443 |
| **Refrigeration** | 110 | 1,377 | 1,230 | 16,952 | 225 | 88 | 0 | 0 | $157,695 | $197,526 |
| **Space Heat Efficiency** | 39 | 215 | 205 | 2,622 | 18 | 18 | 10,324 | 0 | $22,880 | $1,059,797 |
| **Space Heat Fuel Switch** | 6 | 225 | 230 | 6,751 | 59 | 0 | -851 | 0 | $12,766 | $50,739 |
| **Ventilation** | 37 | 90 | 82 | 821 | 9 | 9 | 4,946 | 0 | $13,425 | $212,928 |
| **Water Conservation** | 2 | 17 | 16 | 18 | 3 | 5 | 0 | 13,034 | $0 | $357 |
| **Totals** | | 23,314 | 20,423 | 318,135 | 3,440 | 4,490 | 9,325 | 17,727 | $1,927,667 | $5,591,207 |

# 2.1.10. Business Energy Services - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Barton** | 1 | 0 | 0 | 5 | 0 | 0 | 0 | 0 | $242 | $85 |
| **CVPS** | 293 | 8,855 | 7,538 | 117,343 | 1,278 | 1,742 | 6,412 | 173 | $661,314 | $1,522,868 |
| **Enosburg Falls** | 4 | 58 | 52 | 808 | 9 | 10 | -55 | 0 | $7,377 | $10,555 |
| **Green Mountain** | 288 | 8,458 | 7,338 | 117,687 | 1,319 | 1,629 | 5,723 | 444 | $814,309 | $2,405,407 |
| **Hardwick** | 4 | 12 | 11 | 145 | 2 | 2 | -7 | 0 | $1,423 | $1,187 |
| **Johnson** | 4 | 233 | 206 | 1,469 | 38 | 28 | -252 | 0 | $10,241 | $17,710 |
| **Ludlow** | 1 | 27 | 24 | 392 | 4 | 4 | -26 | 0 | $3,579 | $7,612 |
| **Lyndonville** | 18 | 1,104 | 941 | 16,245 | 161 | 194 | -441 | 710 | $67,230 | $471,235 |
| **Morrisville** | 9 | 169 | 143 | 2,424 | 25 | 45 | 128 | 13,030 | $22,462 | $39,601 |
| **Northfield** | 5 | 257 | 218 | 3,573 | 44 | 43 | 464 | 972 | $22,123 | $74,629 |
| **Orleans** | 1 | 726 | 705 | 10,345 | 110 | 146 | 0 | 2,399 | $50,073 | $77,120 |
| **Rochester** | 1 | 14 | 10 | 208 | 3 | 3 | -16 | 0 | $766 | $1,520 |
| **Stowe** | 13 | 368 | 432 | 3,837 | 64 | 47 | 3,626 | 0 | $43,636 | $248,750 |
| **Swanton** | 13 | 218 | 191 | 3,080 | 44 | 41 | -131 | 0 | $24,874 | $23,749 |
| **VT Electric Coop** | 66 | 2,569 | 2,394 | 38,572 | 299 | 501 | -5,874 | 0 | $185,704 | $678,662 |
| **Washington Electric** | 8 | 247 | 218 | 2,004 | 41 | 54 | -227 | 0 | $12,317 | $10,518 |
| **Totals** | 729 | 23,314 | 20,423 | 318,135 | 3,440 | 4,490 | 9,325 | 17,727 | $1,927,667 | $5,591,207 |

# 2.1.11. Business Energy Services - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 55 | 1,218 | 1,074 | 17,137 | 144 | 187 | 1,302 | 4 | $118,497 | $272,471 |
| **Bennington** | 46 | 1,347 | 1,148 | 14,586 | 177 | 292 | -587 | 13 | $92,698 | $202,498 |
| **Caledonia** | 42 | 1,395 | 1,182 | 19,998 | 206 | 254 | -540 | 768 | $93,490 | $503,348 |
| **Chittenden** | 192 | 5,833 | 5,025 | 79,873 | 892 | 1,167 | -847 | 31 | $573,990 | $914,073 |
| **Essex** | 3 | 44 | 35 | 743 | 7 | 7 | -8 | 0 | $3,738 | $6,703 |
| **Franklin** | 53 | 1,293 | 1,156 | 17,327 | 202 | 224 | -14 | 6 | $117,794 | $229,667 |
| **Grand Isle** | 7 | 106 | 94 | 1,291 | 18 | 7 | -34 | 0 | $12,737 | $280,771 |
| **Lamoille** | 36 | 1,167 | 1,153 | 15,471 | 204 | 154 | 3,114 | 13,030 | $116,649 | $438,887 |
| **Orange** | 27 | 603 | 537 | 9,477 | 100 | 141 | 99 | 158 | $69,995 | $106,623 |
| **Orleans** | 27 | 2,424 | 2,281 | 35,247 | 278 | 569 | -5,290 | 2,399 | $146,529 | $279,110 |
| **Rutland** | 53 | 2,291 | 1,933 | 29,190 | 332 | 461 | -61 | 80 | $166,351 | $416,975 |
| **Washington** | 105 | 2,686 | 2,375 | 36,201 | 424 | 474 | 6,497 | 1,279 | $209,908 | $1,395,591 |
| **Windham** | 43 | 1,246 | 1,082 | 16,159 | 205 | 204 | 6,431 | 205 | $105,011 | $277,909 |
| **Windsor** | 40 | 1,659 | 1,348 | 25,434 | 251 | 349 | -737 | -244 | $100,281 | $266,578 |
| **Totals** | 729 | 23,314 | 20,423 | 318,135 | 3,440 | 4,490 | 9,325 | 17,727 | $1,927,667 | $5,591,207 |

# 2.1.12. Residential Energy Services - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 34,128 | 37,930 | nap | 37,930 |
| **# participants with analysis** | 3,551 | 2,958 | nap | 2,958 |
| **# participants with analysis and installations** | 2,321 | 2,346 | nap | 2,346 |
| | | | | |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $1,256,041 | $1,788,683 | $1,317,193 | $1,788,683 |
| **Marketing/Business Development** | $1,174,794 | $1,361,095 | $1,491,837 | $1,361,095 |
| **Subtotal Operating Costs** | $2,430,835 | $3,149,778 | $2,809,029 | $3,149,778 |
| | | | | |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $2,300,642 | $2,337,876 | $2,594,867 | $2,337,876 |
| **Incentives to Trade Allies** | $27,799 | $32,307 | $4,623 | $32,307 |
| **Subtotal Incentive Costs** | $2,328,442 | $2,370,183 | $2,599,490 | $2,370,183 |
| | | | | |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $927,449 | $1,311,309 | $1,360,237 | $1,311,309 |
| **Services to Trade Allies** | $153,679 | $146,034 | $109,543 | $146,034 |
| **Subtotal Technical Assistance Costs** | $1,081,128 | $1,457,343 | $1,469,780 | $1,457,343 |
| | | | | |
| **Total Efficiency Vermont Costs** | $5,840,404 | $6,977,303 | $6,878,300 | $6,977,303 |
| | | | | |
| **Total Participant Costs** | $5,787,453 | $6,785,942 | nav | $6,785,942 |
| **Total Third Party Costs** | $450,984 | $644,805 | nav | $644,805 |
| **Total Services and Initiatives Costs** | $12,078,841 | $14,408,050 | $6,878,300 | $14,408,050 |
| | | | | |
| **Annualized MWh Savings** | 28,465 | 29,633 | nap | 29,633 |
| **Lifetime MWh Savings** | 230,681 | 268,813 | nap | 268,813 |
| **TRB Savings (2006 $)** | $18,749,203 | $23,435,542 | nap | $23,435,542 |
| **Winter Coincident Peak kW Savings** | 4,498 | 4,738 | nap | 4,738 |
| **Summer Coincident Peak kW Savings** | 4,697 | 4,320 | nap | 4,320 |
| **Annualized MWh Savings/Participant** | 0.834 | 0.781 | nap | 0.781 |
| **Weighted Lifetime** | 8 | 9 | nap | 9 |
| | | | | |
| **Committed Incentives** | nap | nap | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

## 2.1.13. Residential Energy Services - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 2,194 | 232 | 200 | 3,941 | 0 | 428 | 0 | 0 | $76,782 | $450,090 |
| **Cooking and Laundry** | 5,039 | 1,385 | 1,030 | 19,362 | 273 | 199 | 2,874 | 31,354 | $226,971 | $3,260,853 |
| **Hot Water Efficiency** | 1,303 | 224 | 193 | 1,832 | 43 | 29 | 5,746 | 4,444 | $19,764 | $350,653 |
| **Hot Water Fuel Switch** | 528 | 1,633 | 1,702 | 48,999 | 290 | 188 | -5,643 | 0 | $350,872 | $279,805 |
| **Lighting** | 32,306 | 24,021 | 17,834 | 151,766 | 3,664 | 3,238 | -9,474 | 0 | $903,169 | $698,829 |
| **Motors** | 56 | 35 | 30 | 596 | 3 | 6 | 0 | 0 | $10,226 | $9,614 |
| **Other Fuel Switch** | 245 | 85 | 101 | 2,552 | 26 | 21 | -223 | 2 | $9,112 | $15,032 |
| **Other Indirect Activity** | 601 | -18 | -15 | -178 | -2 | -2 | 0 | 0 | $264,872 | -$366,451 |
| **Refrigeration** | 2,339 | 676 | 586 | 5,700 | 83 | 79 | 0 | 0 | $290,559 | $704,071 |
| **Space Heat Efficiency** | 1,144 | 240 | 205 | 5,609 | 61 | 106 | 25,765 | 0 | $44,515 | $900,152 |
| **Space Heat Fuel Switch** | 112 | 871 | 846 | 26,127 | 271 | 0 | -2,999 | 0 | $102,959 | $363,477 |
| **Ventilation** | 1,066 | 248 | 206 | 2,507 | 26 | 27 | 1,459 | 0 | $38,076 | $108,218 |
| **Water Conservation** | 69 | 0 | 0 | 0 | 0 | 0 | 0 | 576 | $0 | $11,600 |
| **Totals** | | 29,633 | 22,917 | 268,813 | 4,738 | 4,320 | 17,506 | 36,376 | $2,337,876 | $6,785,942 |

# 2.1.14. Residential Energy Services - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Barton** | 169 | 84 | 67 | 869 | 13 | 10 | -38 | 126 | $14,548 | $23,495 |
| **Burlington** | 25 | 24 | 18 | 112 | 4 | 4 | -16 | 0 | $974 | $674 |
| **CVPS** | 15,721 | 13,796 | 10,464 | 111,200 | 2,161 | 1,955 | 3,794 | 16,412 | $887,366 | $2,930,895 |
| **Enosburg Falls** | 208 | 176 | 140 | 2,306 | 29 | 21 | -182 | 301 | $27,970 | $28,929 |
| **Green Mountain** | 11,602 | 8,926 | 7,102 | 92,110 | 1,448 | 1,356 | 8,230 | 11,817 | $795,084 | $2,241,055 |
| **Hardwick** | 687 | 470 | 349 | 3,045 | 73 | 74 | -34 | 375 | $30,404 | $71,488 |
| **Hyde Park** | 202 | 137 | 103 | 949 | 21 | 19 | -26 | 67 | $9,767 | $16,121 |
| **Jacksonville** | 51 | 14 | 11 | 108 | 2 | 1 | 1 | 34 | $1,251 | $4,080 |
| **Johnson** | 84 | 73 | 57 | 619 | 11 | 11 | 92 | 25 | $9,228 | $7,733 |
| **Ludlow** | 228 | 259 | 222 | 3,739 | 48 | 29 | 584 | 129 | $26,472 | $84,756 |
| **Lyndonville** | 693 | 384 | 297 | 4,164 | 60 | 46 | -187 | 460 | $30,019 | $55,635 |
| **Morrisville** | 469 | 366 | 269 | 2,160 | 57 | 62 | -119 | 363 | $16,996 | $61,358 |
| **Northfield** | 262 | 221 | 167 | 1,700 | 35 | 35 | -183 | 102 | $13,483 | $29,661 |
| **Orleans** | 50 | 24 | 19 | 309 | 4 | 3 | -21 | 56 | $3,196 | $5,660 |
| **Readsboro** | 16 | 22 | 16 | 100 | 3 | 4 | -15 | 7 | $347 | $1,179 |
| **Rochester** | 79 | 60 | 52 | 936 | 12 | 6 | -46 | 35 | $3,447 | $18,781 |
| **Stowe** | 344 | 327 | 251 | 2,636 | 52 | 87 | 1,583 | 316 | $41,252 | $149,658 |
| **Swanton** | 490 | 361 | 277 | 2,974 | 57 | 52 | 246 | 402 | $31,094 | $57,908 |
| **VT Electric Coop** | 4,754 | 2,981 | 2,338 | 31,541 | 502 | 422 | 2,367 | 4,130 | $311,865 | $744,335 |
| **VT Marble** | 83 | 39 | 29 | 300 | 6 | 7 | -5 | 61 | $1,937 | $12,422 |
| **Washington Electric** | 1,713 | 885 | 668 | 6,937 | 138 | 115 | 1,480 | 1,159 | $81,176 | $240,118 |
| **Totals** | 37,930 | 29,633 | 22,917 | 268,813 | 4,738 | 4,320 | 17,506 | 36,376 | $2,337,876 | $6,785,942 |

# 2.1.15. Residential Energy Services - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 2,510 | 1,864 | 1,417 | 17,396 | 306 | 256 | 387 | 2,366 | $132,023 | $436,391 |
| **Bennington** | 2,441 | 3,629 | 2,669 | 22,205 | 565 | 502 | -250 | 2,132 | $140,285 | $388,490 |
| **Caledonia** | 1,996 | 1,285 | 970 | 9,519 | 199 | 181 | -48 | 1,689 | $98,683 | $194,984 |
| **Chittenden** | 7,919 | 5,666 | 4,566 | 57,528 | 891 | 894 | 7,514 | 9,041 | $507,313 | $1,620,151 |
| **Essex** | 247 | 144 | 115 | 1,591 | 31 | 21 | 215 | 277 | $18,731 | $39,948 |
| **Franklin** | 2,527 | 1,879 | 1,461 | 18,145 | 298 | 255 | 1,998 | 2,601 | $217,999 | $365,550 |
| **Grand Isle** | 446 | 264 | 221 | 3,553 | 50 | 29 | -79 | 538 | $25,423 | $104,358 |
| **Lamoille** | 1,650 | 1,286 | 976 | 10,006 | 198 | 262 | 2,201 | 1,167 | $117,713 | $324,893 |
| **Orange** | 1,488 | 974 | 744 | 8,868 | 154 | 126 | 198 | 1,293 | $103,090 | $248,016 |
| **Orleans** | 1,837 | 1,094 | 867 | 13,497 | 187 | 148 | 733 | 1,125 | $141,890 | $240,843 |
| **Rutland** | 3,837 | 3,216 | 2,396 | 21,958 | 495 | 534 | -350 | 3,196 | $148,249 | $626,464 |
| **Washington** | 4,792 | 3,375 | 2,590 | 28,836 | 538 | 491 | 2,200 | 3,886 | $264,418 | $762,349 |
| **Windham** | 3,065 | 2,743 | 2,198 | 30,809 | 441 | 337 | 875 | 3,483 | $225,058 | $547,020 |
| **Windsor** | 3,175 | 2,214 | 1,727 | 24,903 | 385 | 281 | 1,913 | 3,582 | $197,002 | $886,486 |
| **Totals** | 37,930 | 29,633 | 22,917 | 268,813 | 4,738 | 4,320 | 17,506 | 36,376 | $2,337,876 | $6,785,942 |

# 2.1.16. Cumulative Distributions by Customer Sector

| | Total Resource Benefits starting 01/01/06 | | Annualized MWh Energy Savings starting 01/01/06 | | Year 2006-2008 PSB Approved Budgets | Sector Allocation by Customer Rate Revenue |
|---|---|---|---|---|---|---|
| | Total | % | Total | % | % | % |
| **Business Energy Services** | $21,573,245 | 48% | 26,436 | 47% | 49% | 55% |
| **Residential Energy Services** | $23,435,542 | 52% | 29,633 | 53% | 51% | 45% |
| **Total** | $45,008,787 | 100% | 56,070 | 100% | 100% | 100% |

Data in this table includes Customer Credit Program results.

# 2.1.17. Cumulative Distributions by County

| County | % of Statewide Population | Number of Participants starting 01/01/06 | | Total Resource Benefits starting 01/01/06 | | Annualized MWh Energy Savings starting 01/01/06 | |
|---|---|---|---|---|---|---|---|
| | | Total | % | Total | % | Total | % |
| **Addison** | 5.9% | 2,565 | 6.6% | $2,244,767 | 5.0% | 3,082 | 5.5% |
| **Bennington** | 6.1% | 2,487 | 6.4% | $2,559,286 | 5.7% | 4,975 | 8.9% |
| **Caledonia** | 4.9% | 2,038 | 5.3% | $1,871,276 | 4.2% | 2,680 | 4.8% |
| **Chittenden** | 24.1% | 8,112 | 21.0% | $13,619,004 | 30.3% | 14,622 | 26.1% |
| **Essex** | 1.1% | 250 | 0.6% | $191,179 | 0.4% | 188 | 0.3% |
| **Franklin** | 7.5% | 2,580 | 6.7% | $2,753,443 | 6.1% | 3,172 | 5.7% |
| **Grand Isle** | 1.1% | 453 | 1.2% | $295,197 | 0.7% | 370 | 0.7% |
| **Lamoille** | 3.8% | 1,686 | 4.4% | $2,355,716 | 5.2% | 2,453 | 4.4% |
| **Orange** | 4.6% | 1,515 | 3.9% | $1,253,984 | 2.8% | 1,577 | 2.8% |
| **Orleans** | 4.3% | 1,864 | 4.8% | $2,586,494 | 5.7% | 3,518 | 6.3% |
| **Rutland** | 10.4% | 3,890 | 10.1% | $3,502,303 | 7.8% | 5,507 | 9.8% |
| **Washington** | 9.5% | 4,897 | 12.7% | $5,246,340 | 11.7% | 6,062 | 10.8% |
| **Windham** | 7.3% | 3,108 | 8.0% | $3,316,998 | 7.4% | 3,989 | 7.1% |
| **Windsor** | 9.4% | 3,215 | 8.3% | $3,212,799 | 7.1% | 3,874 | 6.9% |
| **Total** | 100.0% | 38,660 | 100.0% | $45,008,787 | 100.0% | 56,070 | 100.0% |

Data in this table includes Customer Credit Program results.

# 2.1.18. Cumulative Distributions by Utility Service Territory [a]

| Utility | Statewide Electric Customers | MWh Sales Subject to EEC | Number of Participants Starting 01/01/06 | | Annualized MWh Energy Savings Starting 01/01/06 | | Total Resource Benefits Starting 01/01/06 | | EE Charges Paid through December 31, 2006 | | EVT Program and Administration Expenditures Starting 01/01/06 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | % | Total | % | Total | % | Total | % | Total | % | Total | % |
| **Barton** | 0.61% | 0.27% | 170 | 0.44% | 85 | 0.15% | $50,838 | 0.11% | $57,449 | 0.29% | $28,419 | 0.19% |
| **CVPS** | 43.68% | 40.55% | 16,014 | 41.42% | 22,651 | 40.40% | $16,073,402 | 35.71% | $9,181,658 | 46.03% | $5,332,246 | 35.93% |
| **Enosburg Falls** | 0.41% | 0.41% | 212 | 0.55% | 235 | 0.42% | $148,552 | 0.33% | $90,882 | 0.46% | $82,879 | 0.56% |
| **GMP** | 26.11% | 35.37% | 11,891 | 30.76% | 20,506 | 36.57% | $18,555,998 | 41.23% | $6,784,030 | 34.01% | $6,059,454 | 40.83% |
| **Hardwick** | 1.20% | 0.57% | 691 | 1.79% | 483 | 0.86% | $247,817 | 0.55% | $131,344 | 0.66% | $73,947 | 0.50% |
| **Hyde Park** | 0.37% | 0.21% | 202 | 0.52% | 137 | 0.24% | $68,693 | 0.15% | $59,559 | 0.30% | $24,451 | 0.16% |
| **Jacksonville** | 0.21% | 0.09% | 51 | 0.13% | 14 | 0.03% | $9,939 | 0.02% | $23,085 | 0.12% | $3,570 | 0.02% |
| **Johnson** | 0.25% | 0.27% | 88 | 0.23% | 306 | 0.55% | $141,683 | 0.31% | $61,644 | 0.31% | $75,723 | 0.51% |
| **Ludlow** | 1.06% | 0.90% | 229 | 0.59% | 285 | 0.51% | $241,854 | 0.54% | $166,661 | 0.84% | $129,964 | 0.88% |
| **Lyndonville** | 1.55% | 1.27% | 711 | 1.84% | 1,488 | 2.65% | $1,144,403 | 2.54% | $301,858 | 1.51% | $367,193 | 2.47% |
| **Morrisville** | 1.08% | 0.80% | 478 | 1.24% | 535 | 0.95% | $351,743 | 0.78% | $182,828 | 0.92% | $80,546 | 0.54% |
| **Northfield** | 0.65% | 0.49% | 267 | 0.69% | 478 | 0.85% | $395,483 | 0.88% | $108,711 | 0.55% | $147,658 | 1.00% |
| **Orleans** | 0.19% | 0.25% | 51 | 0.13% | 750 | 1.34% | $736,239 | 1.64% | $44,524 | 0.22% | $184,388 | 1.24% |
| **Readsboro** | 0.12% | 0.04% | 16 | 0.04% | 22 | 0.04% | $7,199 | 0.02% | $10,372 | 0.05% | $1,601 | 0.01% |
| **Rochester** | 0.24% | 0.11% | 80 | 0.21% | 74 | 0.13% | $53,033 | 0.12% | $15,879 | 0.08% | $26,122 | 0.18% |
| **Stowe** | 1.07% | 1.16% | 357 | 0.92% | 696 | 1.24% | $1,112,175 | 2.47% | $230,234 | 1.15% | $212,970 | 1.44% |
| **Swanton** | 0.99% | 0.94% | 503 | 1.30% | 579 | 1.03% | $486,043 | 1.08% | $231,754 | 1.16% | $132,415 | 0.89% |
| **VT Elec Coop** | 11.33% | 8.40% | 4,820 | 12.47% | 5,551 | 9.90% | $4,158,385 | 9.24% | $1,784,424 | 8.95% | $1,621,617 | 10.93% |
| **Vt Marble** | 0.26% | 0.20% | 83 | 0.21% | 39 | 0.07% | $24,234 | 0.05% | $39,932 | 0.20% | $3,331 | 0.02% |
| **WEC** | 2.89% | 1.21% | 1,721 | 4.45% | 1,132 | 2.02% | $993,873 | 2.21% | $290,718 | 1.46% | $248,089 | 1.67% |
| **sub-Total** | 94.28% | 93.51% | 38,635 | 99.94% | 56,046 | 99.96% | 45,001,586 | 99.98% | $19,797,546 | 99.26% | $14,836,584 | 99.98% |
| ***BED*** | *5.72%* | *6.49%* | 25 | *0.06%* | 24 | *0.04%* | $7,201 | *0.02%* | *$148,043* | 0.74% | $2,369 | *0.02%* |
| **Total** | 100.00% | 100.00% | 38,660 | 100.00% | 56,070 | 100.00% | $45,008,787 | 100.00% | $19,945,589 | 100.00% | $14,838,953 | 100.00% |

Data in this table includes Customer Credit Program results.

Burlington Electric Department (BED) administers its own services & initiatives. BED reports its results separately to the Vermont Public Service Board.

| **EEU Expenditures** | |
|---|---|
| EVT program and administration expenditures | $14,838,953 |
| Contract Admin., Fiscal Agent, DPS Evaluation | $435,026 |
| EVT Performance-based Fee | $782,333 |
| Total EEU Expenditures | **$16,056,313** |

## 2.1.19. 2006-2008 Minimum Performance Requirements

| | Minimum Requirement | Results through 12/31/06 |
|---|---|---|
| 1 | Gross Electric Benefits to Energy Efficiency Utility Cost ratio must be greater than 1.2. | 2.15 |
| 2 | 15% of Efficiency Vermont's total spending must be for Low Income Single Family, Low Income Multifamily Retrofit and Low Income Multifamily New Construction services and initiatives | 16.93% |
| 3 | 40% of total non-residential accounts with savings must be accounts with annual electric usage of 40,000 kWh per year or less | 42.91% |
| 4 | Cumulative TRB/EEC ratio in every Vermont county greater than 1.3 | 14 of 14 counties achieved ratio greater than 1.3 |

# 3.1.1. Business New Construction - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 137 | 87 | nap | 87 |
| **# participants with analysis** | 191 | 157 | nap | 157 |
| **# participants with analysis and installations** | 137 | 87 | nap | 87 |
| | | | | |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $418,689 | $472,272 | $233,741 | $472,272 |
| **Marketing/Business Development** | $511,024 | $365,148 | $366,863 | $365,148 |
| **Subtotal Operating Costs** | $929,713 | $837,419 | $600,604 | $837,419 |
| | | | | |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $1,154,879 | $554,694 | $806,000 | $554,694 |
| **Incentives to Trade Allies** | $304 | $504 | $0 | $504 |
| **Subtotal Incentive Costs** | $1,155,183 | $555,197 | $806,000 | $555,197 |
| | | | | |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $614,859 | $614,219 | $528,396 | $614,219 |
| **Services to Trade Allies** | $0 | $0 | $0 | $0 |
| **Subtotal Technical Assistance Costs** | $614,859 | $614,219 | $528,396 | $614,219 |
| | | | | |
| **Total Efficiency Vermont Costs** | $2,699,755 | $2,006,836 | $1,935,000 | $2,006,836 |
| | | | | |
| **Total Participant Costs** | $2,621,641 | $1,295,371 | nav | $1,295,371 |
| **Total Third Party Costs** | $308,114 | $91,356 | nav | $91,356 |
| **Total Services and Initiatives Costs** | $5,629,510 | $3,393,562 | nav | $3,393,562 |
| | | | | |
| **Annualized MWh Savings** | 7,534 | 4,111 | nap | 4,111 |
| **Lifetime MWh Savings** | 125,026 | 61,752 | nap | 61,752 |
| **TRB Savings (2006 $)** | $11,176,913 | $4,251,309 | nap | $4,251,309 |
| **Winter Coincident Peak kW Savings** | 1,037 | 606 | nap | 606 |
| **Summer Coincident Peak kW Savings** | 1,425 | 964 | nap | 964 |
| **Annualized MWh Savings/Participant** | 54.992 | 47.256 | nap | 47.256 |
| **Weighted Lifetime** | 17 | 15 | nap | 15 |
| | | | | |
| **Committed Incentives** | 440,185 | $293,097 | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

## 3.1.2. Business New Construction - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 40 | 509 | 455 | 9,371 | 8 | 207 | 43 | 0 | $88,990 | $83,206 |
| **Cooking and Laundry** | 9 | 7 | 6 | 95 | 1 | 1 | 98 | 766 | $785 | $5,221 |
| **Design Assistance** | 5 | 333 | 300 | 4,523 | 65 | 121 | -28 | 0 | $146,963 | $191,088 |
| **Hot Water Efficiency** | 8 | 1 | 1 | 7 | 9 | 9 | 78 | 114 | $0 | $3,452 |
| **Hot Water Fuel Switch** | 1 | 0 | 0 | 0 | 0 | 0 | 13 | 0 | $0 | $1,044 |
| **Industrial Process Eff.** | 1 | 1 | 1 | 14 | 0 | 0 | 0 | 0 | $126 | $527 |
| **Lighting** | 80 | 2,491 | 2,205 | 35,725 | 421 | 540 | -1,568 | 0 | $228,883 | $509,713 |
| **Motors** | 27 | 315 | 274 | 6,411 | 46 | 29 | 0 | 0 | $34,415 | $57,936 |
| **Other Efficiency** | 4 | 25 | 23 | 733 | 3 | 3 | 0 | 0 | $4,383 | $3,780 |
| **Other Fuel Switch** | 2 | 5 | 4 | 139 | 1 | 1 | -17 | 0 | $345 | $1,615 |
| **Refrigeration** | 18 | 375 | 334 | 3,905 | 45 | 39 | 0 | 0 | $33,052 | $40,126 |
| **Space Heat Efficiency** | 30 | 30 | 26 | 719 | 4 | 13 | 3,909 | 0 | $8,722 | $202,756 |
| **Ventilation** | 30 | 19 | 17 | 109 | 3 | 1 | 4,460 | 0 | $8,030 | $194,905 |
| **Water Conservation** | 1 | 0 | 0 | 2 | 0 | 0 | 0 | 4 | $0 | $2 |
| **Totals** | | 4,111 | 3,646 | 61,752 | 606 | 964 | 6,989 | 884 | $554,694 | $1,295,371 |

## 3.1.3. Business New Construction - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **CVPS** | 43 | 1,923 | 1,706 | 27,742 | 272 | 423 | 3,427 | 147 | $202,557 | $621,353 |
| **Enosburg Falls** | 1 | 29 | 25 | 433 | 5 | 7 | -26 | 0 | $1,932 | $6,424 |
| **Green Mountain** | 32 | 1,559 | 1,387 | 24,799 | 242 | 419 | 3,118 | 27 | $293,195 | $557,642 |
| **Lyndonville** | 1 | 5 | 4 | 74 | 1 | 1 | 73 | 710 | $877 | $2,468 |
| **Northfield** | 2 | 183 | 156 | 2,688 | 33 | 35 | 170 | 0 | $14,667 | $43,221 |
| **Stowe** | 1 | 41 | 37 | 580 | 6 | 12 | -26 | 0 | $3,798 | $5,527 |
| **Swanton** | 1 | 26 | 22 | 267 | 4 | 2 | 0 | 0 | $4,378 | $5,886 |
| **VT Electric Coop** | 5 | 344 | 306 | 5,128 | 44 | 64 | 253 | 0 | $32,836 | $51,951 |
| **Washington Electric** | 1 | 3 | 3 | 40 | 0 | 0 | 0 | 0 | $454 | $900 |
| **Totals** | 87 | 4,111 | 3,646 | 61,752 | 606 | 964 | 6,989 | 884 | $554,694 | $1,295,371 |

# 3.1.4. Business New Construction - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 9 | 372 | 331 | 6,624 | 30 | 60 | 1,546 | 0 | $42,239 | $174,374 |
| **Bennington** | 10 | 278 | 245 | 4,025 | 40 | 79 | 394 | 0 | $42,217 | $97,161 |
| **Caledonia** | 4 | 51 | 44 | 771 | 8 | 8 | 142 | 768 | $8,836 | $17,554 |
| **Chittenden** | 17 | 1,104 | 981 | 15,909 | 181 | 319 | 1,811 | 11 | $235,937 | $406,010 |
| **Essex** | 1 | 20 | 17 | 256 | 4 | 4 | -7 | 0 | $1,960 | $5,892 |
| **Franklin** | 8 | 283 | 249 | 4,184 | 47 | 55 | 505 | 6 | $31,894 | $79,250 |
| **Lamoille** | 3 | 179 | 155 | 2,563 | 33 | 35 | 84 | 0 | $21,699 | $70,225 |
| **Orange** | 4 | 131 | 112 | 1,770 | 23 | 26 | 81 | 0 | $15,259 | $32,584 |
| **Orleans** | 1 | 268 | 242 | 4,014 | 30 | 54 | 103 | 0 | $20,727 | $26,317 |
| **Rutland** | 9 | 714 | 640 | 8,939 | 106 | 166 | 741 | 80 | $61,643 | $148,268 |
| **Washington** | 9 | 444 | 393 | 8,817 | 70 | 101 | 1,064 | 0 | $44,489 | $128,774 |
| **Windham** | 7 | 140 | 123 | 2,123 | 17 | 32 | 140 | 19 | $15,539 | $41,711 |
| **Windsor** | 5 | 128 | 113 | 1,755 | 18 | 26 | 384 | 0 | $12,255 | $67,251 |
| **Totals** | 87 | 4,111 | 3,646 | 61,752 | 606 | 964 | 6,989 | 884 | $554,694 | $1,295,371 |

# 3.1.5. Business New Construction - Total Resource Benefits

| | 2006 | Lifetime (Present Value) |
|---|---|---|
| Avoided Cost of Electricity | nap | $3,357,500 |
| Fossil Fuel Savings (Costs) | $75,926 | $818,550 |
| Water Savings (Costs) | $6,612 | $75,259 |
| Total | $82,538 | $4,251,309 |

| | Savings at meter | | Savings at Generation |
|---|---|---|---|
| | Gross | Net | Net |
| Annualized Energy Savings (MWh): Total | 3,646 | 3,516 | 4,111 |
| Winter on peak | 849 | 820 | 984 |
| Winter off peak | 214 | 208 | 238 |
| Summer on peak | 1,505 | 1,450 | 1,710 |
| Summer off peak | 1,078 | 1,039 | 1,179 |
| | | | |
| Coincident Demand Savings (kW) | | | |
| Winter | 549 | 530 | 606 |
| Shoulder | 642 | 619 | 699 |
| Summer | 883 | 851 | 964 |

| | Gross | Net | Net Lifetime Savings |
|---|---|---|---|
| Annualized Water Savings (ccf) | 893 | 884 | 11,782 |
| Annualized fuel savings (increase) MMBtu | 7,192 | 6,988 | 125,564 |
| LP | 2,276 | 2,224 | 40,000 |
| NG | 1,835 | 1,781 | 39,539 |
| Oil/Kerosene | 3,080 | 2,984 | 46,026 |
| Wood | 0 | 0 | 0 |
| Solar | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |
| Annualized savings (increase) in O&M($) | $6,616 | $6,011 | $84,288 |

| | |
|---|---|
| Net Societal Benefits | $1,873,608 |

# 3.1.6. Business Existing Facilities - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 643 | 642 | nap | 642 |
| **# participants with analysis** | 511 | 488 | nap | 488 |
| **# participants with analysis and installations** | 363 | 261 | nap | 261 |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $561,086 | $981,820 | $621,598 | $981,820 |
| **Marketing/Business Development** | $626,933 | $801,905 | $816,077 | $801,905 |
| **Subtotal Operating Costs** | $1,188,020 | $1,783,725 | $1,437,675 | $1,783,725 |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $2,076,816 | $1,372,974 | $1,360,125 | $1,372,974 |
| **Incentives to Trade Allies** | $6,594 | $17,190 | $0 | $17,190 |
| **Subtotal Incentive Costs** | $2,083,411 | $1,390,164 | $1,360,125 | $1,390,164 |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $782,814 | $1,242,358 | $1,472,800 | $1,242,358 |
| **Services to Trade Allies** | $0 | $0 | $0 | $0 |
| **Subtotal Technical Assistance Costs** | $782,814 | $1,242,358 | $1,472,800 | $1,242,358 |
| **Total Efficiency Vermont Costs** | $4,054,244 | $4,416,247 | $4,270,600 | $4,416,247 |
| **Total Participant Costs** | $5,433,824 | $4,295,837 | nav | $4,295,837 |
| **Total Third Party Costs** | $121,465 | $170,173 | nav | $170,173 |
| **Total Services and Initiatives Costs** | $9,609,533 | $8,882,257 | $4,270,600 | $8,882,257 |
| **Annualized MWh Savings** | 19,860 | 19,202 | nap | 19,202 |
| **Lifetime MWh Savings** | 285,616 | 256,384 | nap | 256,384 |
| **TRB Savings (2006 $)** | $18,887,918 | $14,244,196 | nap | $14,244,196 |
| **Winter Coincident Peak kW Savings** | 3,143 | 2,834 | nap | 2,834 |
| **Summer Coincident Peak kW Savings** | 2,547 | 3,526 | nap | 3,526 |
| **Annualized MWh Savings/Participant** | 30.887 | 29.910 | nap | 29.910 |
| **Weighted Lifetime** | 14 | 13 | nap | 13 |
| **Committed Incentives** | $479,999 | $465,983 | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

# 3.1.7. Business Existing Facilities - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 72 | 1,104 | 1,017 | 22,594 | 45 | 509 | -5,130 | 0 | $138,689 | $225,971 |
| **Cooking and Laundry** | 7 | 24 | 23 | 271 | 5 | 3 | 743 | 1,547 | $4,534 | $40,586 |
| **Design Assistance** | 8 | 85 | 74 | 255 | 10 | 10 | 0 | 0 | $12,098 | $8,744 |
| **Hot Water Efficiency** | 17 | 56 | 50 | 532 | 8 | 6 | 207 | 112 | $11,566 | $21,913 |
| **Hot Water Fuel Switch** | 9 | 42 | 43 | 1,004 | 7 | 4 | -156 | 0 | $7,713 | $16,523 |
| **Industrial Process Eff.** | 37 | 4,295 | 4,045 | 53,908 | 552 | 621 | 4,080 | 2,153 | $314,073 | $1,123,124 |
| **Lighting** | 382 | 9,744 | 7,985 | 123,099 | 1,624 | 1,979 | -9,943 | 0 | $539,088 | $1,153,405 |
| **Motors** | 81 | 2,060 | 1,895 | 27,936 | 280 | 287 | 6,765 | 0 | $148,175 | $298,542 |
| **Other Efficiency** | 13 | 198 | 172 | 2,549 | 23 | 26 | -41 | 0 | $24,132 | $39,760 |
| **Other Fuel Switch** | 5 | 81 | 76 | 1,793 | 13 | 14 | -241 | 0 | $8,085 | $23,269 |
| **Other Indirect Activity** | 21 | 14 | 12 | 14 | 5 | 0 | 0 | 0 | $7,858 | $260,443 |
| **Refrigeration** | 92 | 1,002 | 897 | 13,047 | 180 | 49 | 0 | 0 | $124,643 | $157,401 |
| **Space Heat Efficiency** | 9 | 185 | 179 | 1,903 | 14 | 5 | 6,415 | 0 | $14,158 | $857,041 |
| **Space Heat Fuel Switch** | 6 | 225 | 230 | 6,751 | 59 | 0 | -851 | 0 | $12,766 | $50,739 |
| **Ventilation** | 7 | 71 | 65 | 712 | 6 | 7 | 486 | 0 | $5,395 | $18,023 |
| **Water Conservation** | 1 | 16 | 15 | 16 | 3 | 5 | 0 | 13,030 | $0 | $355 |
| **Totals** | | 19,202 | 16,777 | 256,384 | 2,834 | 3,526 | 2,336 | 16,843 | $1,372,974 | $4,295,837 |

# 3.1.8. Business Existing Facilities - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Barton** | 1 | 0 | 0 | 5 | 0 | 0 | 0 | 0 | $242 | $85 |
| **CVPS** | 250 | 6,932 | 5,832 | 89,600 | 1,006 | 1,319 | 2,986 | 25 | $458,757 | $901,515 |
| **Enosburg Falls** | 3 | 29 | 27 | 374 | 4 | 3 | -29 | 0 | $5,445 | $4,132 |
| **Green Mountain** | 256 | 6,899 | 5,951 | 92,888 | 1,077 | 1,210 | 2,605 | 417 | $521,114 | $1,847,765 |
| **Hardwick** | 4 | 12 | 11 | 145 | 2 | 2 | -7 | 0 | $1,423 | $1,187 |
| **Johnson** | 4 | 233 | 206 | 1,469 | 38 | 28 | -252 | 0 | $10,241 | $17,710 |
| **Ludlow** | 1 | 27 | 24 | 392 | 4 | 4 | -26 | 0 | $3,579 | $7,612 |
| **Lyndonville** | 17 | 1,099 | 936 | 16,171 | 160 | 193 | -514 | 0 | $66,354 | $468,767 |
| **Morrisville** | 9 | 169 | 143 | 2,424 | 25 | 45 | 128 | 13,030 | $22,462 | $39,601 |
| **Northfield** | 3 | 74 | 62 | 885 | 11 | 7 | 294 | 972 | $7,456 | $31,408 |
| **Orleans** | 1 | 726 | 705 | 10,345 | 110 | 146 | 0 | 2,399 | $50,073 | $77,120 |
| **Rochester** | 1 | 14 | 10 | 208 | 3 | 3 | -16 | 0 | $766 | $1,520 |
| **Stowe** | 12 | 328 | 396 | 3,257 | 59 | 35 | 3,652 | 0 | $39,838 | $243,223 |
| **Swanton** | 12 | 192 | 169 | 2,813 | 40 | 39 | -131 | 0 | $20,497 | $17,863 |
| **VT Electric Coop** | 61 | 2,226 | 2,088 | 33,445 | 256 | 437 | -6,127 | 0 | $152,867 | $626,711 |
| **Washington Electric** | 7 | 244 | 216 | 1,964 | 41 | 54 | -227 | 0 | $11,863 | $9,619 |
| **Totals** | 642 | 19,202 | 16,777 | 256,384 | 2,834 | 3,526 | 2,336 | 16,843 | $1,372,974 | $4,295,837 |

# 3.1.9. Business Existing Facilities - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 46 | 846 | 743 | 10,514 | 114 | 127 | -243 | 4 | $76,258 | $98,097 |
| **Bennington** | 36 | 1,069 | 903 | 10,561 | 137 | 213 | -981 | 13 | $50,481 | $105,337 |
| **Caledonia** | 38 | 1,344 | 1,137 | 19,227 | 198 | 246 | -682 | 0 | $84,653 | $485,795 |
| **Chittenden** | 175 | 4,730 | 4,043 | 63,964 | 711 | 848 | -2,658 | 20 | $338,054 | $508,063 |
| **Essex** | 2 | 25 | 18 | 487 | 3 | 3 | -1 | 0 | $1,778 | $811 |
| **Franklin** | 45 | 1,010 | 906 | 13,143 | 155 | 169 | -520 | 0 | $85,900 | $150,417 |
| **Grand Isle** | 7 | 106 | 94 | 1,291 | 18 | 7 | -34 | 0 | $12,737 | $280,771 |
| **Lamoille** | 33 | 988 | 998 | 12,907 | 171 | 119 | 3,029 | 13,030 | $94,950 | $368,662 |
| **Orange** | 23 | 472 | 425 | 7,706 | 78 | 115 | 18 | 158 | $54,736 | $74,040 |
| **Orleans** | 26 | 2,155 | 2,039 | 31,233 | 247 | 515 | -5,393 | 2,399 | $125,802 | $252,793 |
| **Rutland** | 44 | 1,578 | 1,294 | 20,251 | 225 | 294 | -801 | 0 | $104,708 | $268,707 |
| **Washington** | 96 | 2,243 | 1,982 | 27,384 | 354 | 374 | 5,433 | 1,279 | $165,419 | $1,266,818 |
| **Windham** | 36 | 1,107 | 960 | 14,036 | 188 | 171 | 6,291 | 186 | $89,472 | $236,198 |
| **Windsor** | 35 | 1,531 | 1,235 | 23,679 | 233 | 323 | -1,121 | -244 | $88,026 | $199,327 |
| **Totals** | 642 | 19,202 | 16,777 | 256,384 | 2,834 | 3,526 | 2,336 | 16,843 | $1,372,974 | $4,295,837 |

# 3.1.10. Business Existing Facilities - Total Resource Benefits

| | 2006 | Lifetime (Present Value) |
|---|---|---|
| Avoided Cost of Electricity | nap | $14,038,811 |
| Fossil Fuel Savings (Costs) | $12,623 | ($69,686) |
| Water Savings (Costs) | $125,984 | $275,071 |
| Total | $138,607 | $14,244,196 |

| | Savings at meter | | Savings at Generation |
|---|---|---|---|
| | Gross | Net | Net |
| Annualized Energy Savings (MWh): Total | 16,777 | 16,406 | 19,202 |
| Winter on peak | 4,232 | 4,139 | 4,962 |
| Winter off peak | 1,561 | 1,440 | 1,654 |
| Summer on peak | 6,674 | 6,641 | 7,835 |
| Summer off peak | 4,310 | 4,186 | 4,752 |
| | | | |
| Coincident Demand Savings (kW) | | | |
| Winter | 2,524 | 2,482 | 2,834 |
| Shoulder | 2,562 | 2,520 | 2,843 |
| Summer | 3,128 | 3,112 | 3,526 |

| | Gross | Net | Net Lifetime Savings |
|---|---|---|---|
| Annualized Water Savings (ccf) | 18,921 | 16,843 | 49,203 |
| Annualized fuel savings (increase) MMBtu | 7,485 | 2,336 | (62,264) |
| LP | (298) | (361) | (9,456) |
| NG | (172) | (180) | (3,433) |
| Oil/Kerosene | 6,265 | 1,379 | 12,880 |
| Wood | 1,684 | 1,499 | (62,256) |
| Solar | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |
| Annualized savings (increase) in O&M($) | $263,887 | $238,092 | $2,604,959 |

| | |
|---|---|
| Net Societal Benefits | $10,520,859 |

# 3.1.11. Business Initiatives - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| # participants with installations | | | | |
| # participants with analysis | | | | |
| # participants with analysis and installations | | | | |
| **Services and Initiatives Costs** | | | | |
| Operating Costs | | | | |
| Services and Initiatives | | | | |
| Marketing/Business Development | | | | |
| Subtotal Operating Costs | | | | |
| Incentive Costs | | | | |
| Incentives to Participants | | | | |
| Incentives to Trade Allies | | | | |
| Subtotal Incentive Costs | | | | |
| Technical Assistance Costs | | | | |
| Services to Participants | | | | |
| Services to Trade Allies | | | | |
| Subtotal Technical Assistance Costs | | | | |
| Total Efficiency Vermont Costs | | | | |
| Total Participant Costs | | | | |
| Total Third Party Costs | | | | |
| Total Services and Initiatives Costs | | | | |
| Annualized MWh Savings | | | | |
| Lifetime MWh Savings | | | | |
| TRB Savings (2006 $) | | | | |
| Winter Coincident Peak kW Savings | | | | |
| Summer Coincident Peak kW Savings | | | | |
| Annualized MWh Savings/Participant | | | | |
| Weighted Lifetime | | | | |
| Committed Incentives | | | | |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

# 3.1.12. Residential New Construction - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 546 | 1,075 | nap | 1,075 |
| **# participants with analysis** | 1,296 | 1,051 | nap | 1,051 |
| **# participants with analysis and installations** | 546 | 586 | nap | 586 |
| | | | | |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $408,771 | $669,498 | $441,282 | $669,498 |
| **Marketing/Business Development** | $362,473 | $485,719 | $456,090 | $485,719 |
| **Subtotal Operating Costs** | $771,244 | $1,155,217 | $897,371 | $1,155,217 |
| | | | | |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $320,909 | $661,290 | $646,937 | $661,290 |
| **Incentives to Trade Allies** | $913 | $1,360 | $0 | $1,360 |
| **Subtotal Incentive Costs** | $321,822 | $662,651 | $646,937 | $662,651 |
| | | | | |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $470,727 | $757,637 | $761,667 | $757,637 |
| **Services to Trade Allies** | $24,541 | $79,133 | $19,325 | $79,133 |
| **Subtotal Technical Assistance Costs** | $495,269 | $836,770 | $780,992 | $836,770 |
| | | | | |
| **Total Efficiency Vermont Costs** | $1,588,334 | $2,654,637 | $2,325,300 | $2,654,637 |
| | | | | |
| **Total Participant Costs** | $299,140 | $739,038 | nav | $739,038 |
| **Total Third Party Costs** | $252,802 | $290,440 | nav | $290,440 |
| **Total Services and Initiatives Costs** | $2,140,276 | $3,684,115 | $2,325,300 | $3,684,115 |
| | | | | |
| **Annualized MWh Savings** | 865 | 2,161 | nap | 2,161 |
| **Lifetime MWh Savings** | 15,548 | 39,186 | nap | 39,186 |
| **TRB Savings (2006 $)** | $3,784,360 | $8,264,655 | nap | $8,264,660 |
| **Winter Coincident Peak kW Savings** | 138 | 315 | nap | 315 |
| **Summer Coincident Peak kW Savings** | 123 | 444 | nap | 444 |
| **Annualized MWh Savings/Participant** | 1.584 | 2.011 | nap | 2.011 |
| **Weighted Lifetime** | 18 | 18 | nap | 18 |
| | | | | |
| **Committed Incentives** | nap | nap | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

# 3.1.13. Residential New Construction - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 317 | 120 | 103 | 2,463 | 0 | 136 | 0 | 0 | $15,526 | $20,356 |
| **Cooking and Laundry** | 813 | 98 | 77 | 1,334 | 20 | 14 | 547 | 2,304 | $12,332 | $110,421 |
| **Hot Water Efficiency** | 652 | 0 | 0 | 0 | 0 | 0 | 5,001 | 1,684 | $0 | $244,654 |
| **Hot Water Fuel Switch** | 17 | 74 | 63 | 2,208 | 25 | 19 | -248 | 0 | $5,033 | $5,205 |
| **Lighting** | 1,057 | 1,304 | 1,180 | 23,101 | 184 | 116 | -122 | 0 | $275,358 | $143,021 |
| **Motors** | 56 | 35 | 30 | 596 | 3 | 6 | 0 | 0 | $10,226 | $9,614 |
| **Other Fuel Switch** | 245 | 80 | 97 | 2,394 | 19 | 14 | -206 | 2 | $8,406 | $14,932 |
| **Other Indirect Activity** | 524 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $264,872 | -$378,100 |
| **Refrigeration** | 926 | 87 | 80 | 1,483 | 11 | 10 | 0 | 0 | $16,614 | $14,665 |
| **Space Heat Efficiency** | 886 | 132 | 108 | 3,267 | 30 | 104 | 21,616 | 0 | $21,432 | $459,618 |
| **Ventilation** | 932 | 231 | 192 | 2,340 | 24 | 25 | 1,468 | 0 | $31,491 | $94,653 |
| **Totals** | | 2,161 | 1,929 | 39,186 | 315 | 444 | 28,056 | 3,990 | $661,290 | $739,038 |

# 3.1.14. Residential New Construction - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **CVPS** | 290 | 709 | 629 | 13,154 | 96 | 73 | 7,194 | 1,250 | $188,767 | $239,938 |
| **Green Mountain** | 402 | 984 | 880 | 16,987 | 133 | 251 | 12,590 | 2,181 | $314,690 | $251,883 |
| **Hardwick** | 2 | 2 | 1 | 30 | 0 | 0 | 64 | 1 | $957 | $1,027 |
| **Hyde Park** | 1 | 2 | 2 | 44 | 0 | 0 | 40 | 1 | $1,110 | $674 |
| **Jacksonville** | 9 | 1 | 1 | 4 | 0 | 0 | 0 | 0 | $17 | $0 |
| **Johnson** | 3 | 4 | 3 | 68 | 1 | 0 | 113 | 2 | $1,921 | $1,755 |
| **Ludlow** | 36 | 48 | 46 | 850 | 7 | 4 | 885 | 0 | $14,337 | $20,241 |
| **Lyndonville** | 12 | 10 | 9 | 179 | 2 | 1 | 68 | 8 | $2,919 | $1,009 |
| **Morrisville** | 2 | 2 | 2 | 43 | 0 | 0 | 81 | 9 | $1,060 | $1,891 |
| **Rochester** | 1 | 3 | 3 | 55 | 0 | 0 | 41 | 8 | $1,019 | $844 |
| **Stowe** | 132 | 71 | 63 | 1,343 | 13 | 36 | 1,729 | 30 | $33,197 | $100,354 |
| **Swanton** | 13 | 23 | 20 | 407 | 4 | 2 | 420 | 48 | $10,087 | $4,748 |
| **VT Electric Coop** | 139 | 247 | 221 | 5,014 | 50 | 69 | 3,645 | 370 | $71,355 | $111,846 |
| **Washington Electric** | 33 | 55 | 48 | 1,008 | 9 | 6 | 1,186 | 81 | $19,854 | $2,830 |
| **Totals** | 1,075 | 2,161 | 1,929 | 39,186 | 315 | 444 | 28,056 | 3,990 | $661,290 | $739,038 |

# 3.1.15. Residential New Construction - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 71 | 121 | 109 | 2,199 | 17 | 16 | 1,444 | 314 | $28,871 | $67,184 |
| **Bennington** | 27 | 44 | 40 | 796 | 6 | 6 | 583 | 114 | $19,220 | $28,625 |
| **Caledonia** | 30 | 41 | 37 | 716 | 6 | 5 | 454 | 158 | $13,735 | $21,996 |
| **Chittenden** | 240 | 657 | 568 | 11,323 | 87 | 201 | 9,969 | 1,279 | $215,497 | $145,811 |
| **Essex** | 1 | 0 | 0 | 3 | 0 | 0 | 24 | 0 | $0 | $500 |
| **Franklin** | 91 | 166 | 148 | 3,034 | 26 | 17 | 2,905 | 265 | $65,412 | $40,292 |
| **Grand Isle** | 4 | 8 | 7 | 148 | 1 | 2 | 163 | 18 | $2,394 | $3,716 |
| **Lamoille** | 166 | 151 | 133 | 2,879 | 23 | 74 | 2,745 | 169 | $55,384 | $136,308 |
| **Orange** | 16 | 24 | 21 | 438 | 4 | 2 | 509 | 37 | $8,196 | $7,155 |
| **Orleans** | 75 | 110 | 102 | 2,480 | 31 | 23 | 1,522 | 135 | $35,145 | $47,111 |
| **Rutland** | 25 | 53 | 46 | 953 | 8 | 6 | 945 | 80 | $18,143 | $20,788 |
| **Washington** | 106 | 210 | 196 | 4,002 | 32 | 28 | 2,605 | 623 | $75,419 | $35,252 |
| **Windham** | 154 | 479 | 433 | 8,483 | 59 | 52 | 2,011 | 678 | $81,127 | $143,719 |
| **Windsor** | 69 | 98 | 89 | 1,733 | 15 | 11 | 2,179 | 122 | $42,748 | $40,580 |
| **Totals** | 1,075 | 2,161 | 1,929 | 39,186 | 315 | 444 | 28,056 | 3,990 | $661,290 | $739,038 |

# 3.1.16. Residential New Construction - Total Resource Benefits

| | 2006 | Lifetime (Present Value) |
|---|---|---|
| Avoided Cost of Electricity | nap | $2,213,246 |
| Fossil Fuel Savings (Costs) | $370,620 | $5,729,080 |
| Water Savings (Costs) | $29,832 | $322,328 |
| Total | $400,451 | $8,264,655 |

| | Savings at meter | | Savings at Generation |
|---|---|---|---|
| | Gross | Net | Net |
| Annualized Energy Savings (MWh): Total | 1,929 | 1,850 | 2,161 |
| Winter on peak | 491 | 468 | 561 |
| Winter off peak | 164 | 159 | 183 |
| Summer on peak | 687 | 658 | 776 |
| Summer off peak | 586 | 565 | 641 |
| | | | |
| Coincident Demand Savings (kW) | | | |
| Winter | 290 | 276 | 315 |
| Shoulder | 270 | 257 | 290 |
| Summer | 394 | 392 | 444 |

| | Gross | Net | Net Lifetime Savings |
|---|---|---|---|
| Annualized Water Savings (ccf) | 3,947 | 3,990 | 46,834 |
| Annualized fuel savings (increase) MMBtu | 26,802 | 28,056 | 670,971 |
| LP | 10,958 | 11,618 | 282,731 |
| NG | 8,575 | 8,993 | 219,146 |
| Oil/Kerosene | 7,269 | 7,444 | 169,078 |
| Wood | 0 | 0 | 0 |
| Solar | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |
| Annualized savings (increase) in O&M($) | $81,101 | $76,921 | $1,469,424 |

| | |
|---|---|
| Net Societal Benefits | $6,136,314 |

# 3.1.17. Efficient Products - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 31,807 | 34,107 | nap | 34,107 |
| **# participants with analysis** | 0 | 0 | nap | 0 |
| **# participants with analysis and installations** | 0 | 0 | nap | 0 |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $340,180 | $371,191 | $334,212 | $371,191 |
| **Marketing/Business Development** | $473,168 | $393,675 | $543,309 | $393,675 |
| **Subtotal Operating Costs** | $813,349 | $764,866 | $877,521 | $764,866 |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $1,066,697 | $788,603 | $878,036 | $788,603 |
| **Incentives to Trade Allies** | $14,538 | $14,105 | $0 | $14,105 |
| **Subtotal Incentive Costs** | $1,081,235 | $802,708 | $878,036 | $802,708 |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $0 | $0 | $0 | $0 |
| **Services to Trade Allies** | $94,087 | $66,901 | $44,143 | $66,901 |
| **Subtotal Technical Assistance Costs** | $94,087 | $66,901 | $44,143 | $66,901 |
| **Total Efficiency Vermont Costs** | $1,988,670 | $1,634,475 | $1,799,700 | $1,634,475 |
| **Total Participant Costs** | $4,963,088 | $4,765,491 | nav | $4,765,491 |
| **Total Third Party Costs** | $62,393 | $103,576 | nav | $103,576 |
| **Total Services and Initiatives Costs** | $7,014,151 | $6,503,542 | $1,799,700 | $6,503,542 |
| **Annualized MWh Savings** | 24,084 | 23,491 | nap | 23,491 |
| **Lifetime MWh Savings** | 145,957 | 143,627 | nap | 143,627 |
| **TRB Savings (2006 $)** | $12,588,388 | $11,836,328 | nap | $11,836,328 |
| **Winter Coincident Peak kW Savings** | 3,703 | 3,637 | nap | 3,637 |
| **Summer Coincident Peak kW Savings** | 4,225 | 3,538 | nap | 3,538 |
| **Annualized MWh Savings/Participant** | 0.757 | 0.689 | nap | 0.689 |
| **Weighted Lifetime** | 6 | 6 | nap | 6 |
| **Committed Incentives** | nap | nap | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

# 3.1.18. Efficient Products - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 1,864 | 107 | 93 | 1,391 | 0 | 280 | 0 | 0 | $58,838 | $427,757 |
| **Cooking and Laundry** | 4,064 | 1,278 | 945 | 17,893 | 251 | 184 | 2,100 | 28,560 | $211,575 | $3,145,273 |
| **Lighting** | 29,207 | 22,039 | 16,067 | 123,212 | 3,378 | 3,066 | -9,353 | 0 | $501,088 | $520,363 |
| **Refrigeration** | 670 | 67 | 57 | 1,131 | 8 | 8 | 0 | 0 | $17,102 | $672,097 |
| **Totals** | | 23,491 | 17,162 | 143,627 | 3,637 | 3,538 | -7,253 | 28,560 | $788,603 | $4,765,491 |

# 3.1.19. Efficient Products - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Barton** | 144 | 49 | 36 | 337 | 8 | 6 | 2 | 116 | $2,171 | $21,726 |
| **Burlington** | 24 | 23 | 17 | 107 | 4 | 4 | -16 | 0 | $511 | $674 |
| **CVPS** | 13,993 | 11,765 | 8,604 | 72,165 | 1,818 | 1,772 | -3,717 | 12,532 | $386,305 | $2,138,985 |
| **Enosburg Falls** | 178 | 100 | 73 | 671 | 16 | 14 | -13 | 218 | $4,415 | $27,486 |
| **Green Mountain** | 10,604 | 6,506 | 4,742 | 39,219 | 1,009 | 995 | -1,961 | 9,234 | $222,975 | $1,512,052 |
| **Hardwick** | 652 | 413 | 301 | 2,133 | 63 | 69 | -223 | 279 | $11,273 | $49,763 |
| **Hyde Park** | 190 | 116 | 84 | 620 | 18 | 17 | -44 | 61 | $2,988 | $13,593 |
| **Jacksonville** | 37 | 11 | 8 | 87 | 2 | 1 | 1 | 34 | $655 | $4,080 |
| **Johnson** | 60 | 54 | 40 | 326 | 8 | 9 | -30 | 7 | $1,598 | $2,486 |
| **Ludlow** | 183 | 137 | 99 | 711 | 21 | 22 | -60 | 129 | $3,906 | $20,805 |
| **Lyndonville** | 582 | 277 | 205 | 2,002 | 43 | 34 | -48 | 299 | $8,534 | $51,198 |
| **Morrisville** | 456 | 347 | 252 | 1,827 | 54 | 59 | -179 | 354 | $10,372 | $57,142 |
| **Northfield** | 253 | 189 | 136 | 934 | 29 | 32 | -104 | 102 | $4,912 | $20,761 |
| **Orleans** | 41 | 10 | 8 | 80 | 2 | 1 | 3 | 34 | $563 | $4,584 |
| **Readsboro** | 16 | 22 | 16 | 100 | 3 | 4 | -15 | 7 | $347 | $1,179 |
| **Rochester** | 59 | 33 | 24 | 189 | 5 | 5 | -15 | 27 | $753 | $5,437 |
| **Stowe** | 199 | 250 | 182 | 1,240 | 38 | 47 | -164 | 286 | $6,043 | $45,724 |
| **Swanton** | 457 | 308 | 227 | 1,948 | 48 | 48 | -112 | 347 | $12,005 | $51,303 |
| **VT Electric Coop** | 4,290 | 2,103 | 1,539 | 13,801 | 328 | 292 | -393 | 3,373 | $76,366 | $546,660 |
| **VT Marble** | 80 | 38 | 28 | 295 | 6 | 7 | -5 | 61 | $1,776 | $12,422 |
| **Washington Electric** | 1,609 | 739 | 541 | 4,838 | 115 | 100 | -159 | 1,061 | $30,137 | $177,430 |
| **Totals** | 34,107 | 23,491 | 17,162 | 143,627 | 3,637 | 3,538 | -7,253 | 28,560 | $788,603 | $4,765,491 |

# 3.1.20. Efficient Products - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 2,293 | 1,477 | 1,076 | 8,630 | 228 | 223 | -490 | 1,795 | $51,455 | $299,820 |
| **Bennington** | 2,182 | 3,462 | 2,511 | 19,176 | 533 | 487 | -1,219 | 1,598 | $97,552 | $286,761 |
| **Caledonia** | 1,799 | 1,082 | 795 | 6,767 | 168 | 159 | -397 | 1,068 | $33,105 | $169,628 |
| **Chittenden** | 7,310 | 4,255 | 3,102 | 27,191 | 664 | 619 | -806 | 7,548 | $156,138 | $1,234,158 |
| **Essex** | 210 | 89 | 65 | 614 | 14 | 10 | -4 | 156 | $3,158 | $27,160 |
| **Franklin** | 2,294 | 1,407 | 1,033 | 9,186 | 218 | 209 | -379 | 2,122 | $53,173 | $302,012 |
| **Grand Isle** | 389 | 159 | 116 | 1,115 | 25 | 22 | 0 | 462 | $7,933 | $77,299 |
| **Lamoille** | 1,402 | 1,033 | 751 | 5,547 | 159 | 174 | -515 | 979 | $30,141 | $169,262 |
| **Orange** | 1,384 | 756 | 551 | 4,779 | 118 | 106 | -143 | 1,251 | $30,280 | $207,844 |
| **Orleans** | 1,543 | 638 | 464 | 3,873 | 99 | 90 | -128 | 843 | $23,227 | $164,229 |
| **Rutland** | 3,551 | 3,003 | 2,200 | 18,076 | 461 | 513 | -1,175 | 2,924 | $91,285 | $571,539 |
| **Washington** | 4,489 | 2,756 | 2,014 | 16,401 | 426 | 429 | -1,037 | 3,223 | $94,198 | $531,958 |
| **Windham** | 2,454 | 1,775 | 1,315 | 12,162 | 275 | 251 | -549 | 2,006 | $52,970 | $286,435 |
| **Windsor** | 2,807 | 1,599 | 1,169 | 10,110 | 248 | 245 | -411 | 2,584 | $63,988 | $437,387 |
| **Totals** | 34,107 | 23,491 | 17,162 | 143,627 | 3,637 | 3,538 | -7,253 | 28,560 | $788,603 | $4,765,491 |

# 3.1.21. Efficient Products - Total Resource Benefits

| | 2006 | Lifetime (Present Value) |
|---|---|---|
| Avoided Cost of Electricity | nap | $9,526,523 |
| Fossil Fuel Savings (Costs) | ($66,520) | ($26,225) |
| Water Savings (Costs) | $213,150 | $2,336,029 |
| Total | $146,630 | $11,836,328 |

| | Savings at meter | | Savings at Generation |
|---|---|---|---|
| | Gross | Net | Net |
| Annualized Energy Savings (MWh): Total | 17,162 | 20,067 | 23,491 |
| Winter on peak | 4,694 | 5,494 | 6,586 |
| Winter off peak | 1,097 | 1,281 | 1,472 |
| Summer on peak | 6,694 | 7,828 | 9,235 |
| Summer off peak | 4,677 | 5,463 | 6,201 |
| | | | |
| Coincident Demand Savings (kW) | | | |
| Winter | 2,721 | 3,184 | 3,637 |
| Shoulder | 2,550 | 2,985 | 3,367 |
| Summer | 2,702 | 3,123 | 3,538 |

| | Gross | Net | Net Lifetime Savings |
|---|---|---|---|
| Annualized Water Savings (ccf) | 24,780 | 28,560 | 399,000 |
| Annualized fuel savings (increase) MMBtu | (6,270) | (7,253) | (8,648) |
| LP | 840 | 840 | 13,440 |
| NG | 420 | 420 | 6,720 |
| Oil/Kerosene | (7,531) | (8,933) | (28,808) |
| Wood | 0 | 0 | 0 |
| Solar | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |
| Annualized savings (increase) in O&M($) | $222,413 | $261,813 | $1,475,621 |

| | |
|---|---|
| Net Societal Benefits | $5,676,570 |

# 3.1.22. Existing Homes - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 1,775 | 2,748 | nap | 2,748 |
| **# participants with analysis** | 2,255 | 1,907 | nap | 1,907 |
| **# participants with analysis and installations** | 1,775 | 1,760 | nap | 1,760 |
| | | | | |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $507,090 | $747,994 | $541,700 | $747,994 |
| **Marketing/Business Development** | $339,153 | $481,701 | $492,438 | $481,701 |
| **Subtotal Operating Costs** | $846,243 | $1,229,695 | $1,034,137 | $1,229,695 |
| | | | | |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $913,036 | $887,982 | $1,069,894 | $887,982 |
| **Incentives to Trade Allies** | $12,349 | $16,842 | $4,623 | $16,842 |
| **Subtotal Incentive Costs** | $925,385 | $904,824 | $1,074,517 | $904,824 |
| | | | | |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $456,722 | $553,672 | $598,571 | $553,672 |
| **Services to Trade Allies** | $35,050 | $0 | $46,075 | $0 |
| **Subtotal Technical Assistance Costs** | $491,772 | $553,672 | $644,646 | $553,672 |
| | | | | |
| **Total Efficiency Vermont Costs** | $2,263,400 | $2,688,191 | $2,753,300 | $2,688,191 |
| | | | | |
| **Total Participant Costs** | $525,225 | $1,281,413 | nav | $1,281,413 |
| **Total Third Party Costs** | $135,789 | $250,789 | nav | $250,789 |
| **Total Services and Initiatives Costs** | $2,924,414 | $4,220,393 | $2,753,300 | $4,220,393 |
| | | | | |
| **Annualized MWh Savings** | 3,517 | 3,981 | nap | 3,981 |
| **Lifetime MWh Savings** | 69,176 | 86,000 | nap | 86,000 |
| **TRB Savings (2006 $)** | $2,376,455 | $3,334,556 | nap | $3,334,554 |
| **Winter Coincident Peak kW Savings** | 657 | 786 | nap | 786 |
| **Summer Coincident Peak kW Savings** | 349 | 337 | nap | 337 |
| **Annualized MWh Savings/Participant** | 1.981 | 1.449 | nap | 1.449 |
| **Weighted Lifetime** | 20 | 22 | nap | 22 |
| | | | | |
| **Committed Incentives** | nap | nap | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

# 3.1.23. Existing Homes - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 13 | 5 | 4 | 87 | 0 | 13 | 0 | 0 | $2,418 | $1,977 |
| **Cooking and Laundry** | 162 | 10 | 8 | 135 | 2 | 1 | 228 | 490 | $3,064 | $5,159 |
| **Hot Water Efficiency** | 651 | 224 | 193 | 1,832 | 43 | 29 | 745 | 2,760 | $19,764 | $105,999 |
| **Hot Water Fuel Switch** | 511 | 1,560 | 1,639 | 46,791 | 265 | 169 | -5,394 | 0 | $345,839 | $274,600 |
| **Lighting** | 2,042 | 678 | 587 | 5,452 | 103 | 56 | 0 | 0 | $126,722 | $35,445 |
| **Other Fuel Switch** | 0 | 5 | 4 | 158 | 7 | 7 | -17 | 0 | $705 | $100 |
| **Other Indirect Activity** | 77 | -18 | -15 | -178 | -2 | -2 | 0 | 0 | $0 | $11,649 |
| **Refrigeration** | 743 | 522 | 449 | 3,086 | 64 | 61 | 0 | 0 | $256,843 | $17,309 |
| **Space Heat Efficiency** | 258 | 108 | 97 | 2,342 | 31 | 2 | 4,149 | 0 | $23,083 | $440,535 |
| **Space Heat Fuel Switch** | 112 | 871 | 846 | 26,127 | 271 | 0 | -2,999 | 0 | $102,959 | $363,477 |
| **Ventilation** | 134 | 17 | 14 | 167 | 2 | 2 | -9 | 0 | $6,585 | $13,565 |
| **Water Conservation** | 69 | 0 | 0 | 0 | 0 | 0 | 0 | 576 | $0 | $11,600 |
| **Totals** | | 3,981 | 3,826 | 86,000 | 786 | 337 | -3,298 | 3,826 | $887,982 | $1,281,413 |

# 3.1.24. Existing Homes - Utility Breakdown

| Utility | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Barton** | 25 | 35 | 31 | 532 | 5 | 4 | -40 | 11 | $12,377 | $1,769 |
| **Burlington** | 1 | 1 | 1 | 5 | 0 | 0 | 0 | 0 | $462 | $0 |
| **CVPS** | 1,438 | 1,322 | 1,230 | 25,882 | 248 | 110 | 317 | 2,630 | $312,295 | $551,973 |
| **Enosburg Falls** | 30 | 77 | 66 | 1,635 | 13 | 8 | -169 | 83 | $23,555 | $1,443 |
| **Green Mountain** | 596 | 1,436 | 1,480 | 35,903 | 305 | 110 | -2,398 | 402 | $257,419 | $477,120 |
| **Hardwick** | 33 | 55 | 48 | 882 | 9 | 5 | 124 | 95 | $18,174 | $20,698 |
| **Hyde Park** | 11 | 19 | 17 | 285 | 3 | 2 | -22 | 4 | $5,669 | $1,854 |
| **Jacksonville** | 5 | 3 | 2 | 17 | 0 | 0 | 0 | 0 | $579 | $0 |
| **Johnson** | 21 | 16 | 14 | 225 | 3 | 2 | 9 | 15 | $5,710 | $3,493 |
| **Ludlow** | 9 | 73 | 78 | 2,178 | 20 | 2 | -241 | 0 | $8,229 | $43,710 |
| **Lyndonville** | 99 | 97 | 83 | 1,984 | 16 | 11 | -207 | 153 | $18,566 | $3,428 |
| **Morrisville** | 11 | 17 | 15 | 290 | 3 | 3 | -22 | 0 | $5,564 | $2,325 |
| **Northfield** | 9 | 33 | 31 | 766 | 7 | 3 | -79 | 0 | $8,571 | $8,900 |
| **Orleans** | 9 | 14 | 12 | 229 | 2 | 1 | -23 | 22 | $2,633 | $1,076 |
| **Rochester** | 19 | 24 | 25 | 692 | 7 | 1 | -72 | 0 | $1,675 | $12,500 |
| **Stowe** | 13 | 7 | 6 | 53 | 1 | 3 | 19 | 0 | $2,013 | $3,581 |
| **Swanton** | 20 | 30 | 30 | 619 | 6 | 2 | -63 | 7 | $9,002 | $1,857 |
| **VT Electric Coop** | 325 | 632 | 578 | 12,725 | 125 | 61 | -885 | 387 | $164,143 | $85,829 |
| **VT Marble** | 3 | 1 | 1 | 5 | 0 | 0 | 0 | 0 | $161 | $0 |
| **Washington Electric** | 71 | 91 | 79 | 1,090 | 14 | 9 | 453 | 17 | $31,184 | $59,858 |
| **Totals** | 2,748 | 3,981 | 3,826 | 86,000 | 786 | 337 | -3,298 | 3,826 | $887,982 | $1,281,413 |

# 3.1.25. Existing Homes - County Breakdown

| County | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Addison** | 146 | 267 | 233 | 6,567 | 60 | 17 | -567 | 257 | $51,697 | $69,386 |
| **Bennington** | 232 | 122 | 118 | 2,233 | 26 | 9 | 386 | 420 | $23,512 | $73,103 |
| **Caledonia** | 167 | 162 | 138 | 2,036 | 25 | 17 | -105 | 464 | $51,842 | $3,360 |
| **Chittenden** | 369 | 755 | 896 | 19,014 | 141 | 74 | -1,649 | 214 | $135,677 | $240,182 |
| **Essex** | 36 | 54 | 49 | 974 | 17 | 11 | 194 | 120 | $15,573 | $12,288 |
| **Franklin** | 142 | 307 | 280 | 5,925 | 54 | 29 | -527 | 215 | $99,414 | $23,245 |
| **Grand Isle** | 53 | 97 | 98 | 2,290 | 24 | 5 | -242 | 57 | $15,096 | $23,343 |
| **Lamoille** | 82 | 102 | 91 | 1,579 | 15 | 14 | -29 | 19 | $32,187 | $19,323 |
| **Orange** | 88 | 194 | 172 | 3,651 | 32 | 19 | -168 | 5 | $64,614 | $33,018 |
| **Orleans** | 219 | 346 | 301 | 7,144 | 56 | 35 | -660 | 148 | $83,518 | $29,504 |
| **Rutland** | 261 | 160 | 150 | 2,928 | 26 | 15 | -119 | 192 | $38,821 | $34,137 |
| **Washington** | 197 | 410 | 381 | 8,433 | 80 | 34 | 632 | 40 | $94,801 | $195,140 |
| **Windham** | 457 | 489 | 450 | 10,164 | 108 | 34 | -588 | 800 | $90,961 | $116,866 |
| **Windsor** | 299 | 517 | 469 | 13,060 | 122 | 25 | 145 | 876 | $90,267 | $408,519 |
| **Totals** | 2,748 | 3,981 | 3,826 | 86,000 | 786 | 337 | -3,298 | 3,826 | $887,982 | $1,281,413 |

# 3.1.26. Existing Homes - Total Resource Benefits

| | 2006 | Lifetime (Present Value) |
|---|---|---|
| Avoided Cost of Electricity | nap | $3,848,853 |
| Fossil Fuel Savings (Costs) | ($40,370) | ($764,495) |
| Water Savings (Costs) | $28,618 | $250,198 |
| Total | ($11,752) | $3,334,556 |

| | Savings at meter | | Savings at Generation |
|---|---|---|---|
| | Gross | Net | Net |
| Annualized Energy Savings (MWh): Total | 3,826 | 3,398 | 3,981 |
| Winter on peak | 1,269 | 1,119 | 1,341 |
| Winter off peak | 436 | 389 | 447 |
| Summer on peak | 1,216 | 1,080 | 1,274 |
| Summer off peak | 906 | 810 | 920 |
| | | | |
| Coincident Demand Savings (kW) | | | |
| Winter | 779 | 688 | 786 |
| Shoulder | 565 | 499 | 563 |
| Summer | 333 | 298 | 337 |

| | Gross | Net | Net Lifetime Savings |
|---|---|---|---|
| Annualized Water Savings (ccf) | 3,870 | 3,826 | 37,460 |
| Annualized fuel savings (increase) MMBtu | (4,817) | (3,298) | (150,049) |
| LP | (1,270) | (934) | (50,142) |
| NG | (2,737) | (1,574) | (47,533) |
| Oil/Kerosene | (872) | (846) | (53,493) |
| Wood | 62 | 56 | 1,118 |
| Solar | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |
| Annualized savings (increase) in O&M($) | ($6,345) | ($2,590) | ($390,446) |

| | |
|---|---|
| Net Societal Benefits | $670,621 |

# 3.1.27. Residential Initiatives - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | | | | |
| **# participants with analysis** | | | | |
| **# participants with analysis and installations** | | | | |
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | | | | |
| **Marketing/Business Development** | | | | |
| **Subtotal Operating Costs** | | | | |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | | | | |
| **Incentives to Trade Allies** | | | | |
| **Subtotal Incentive Costs** | | | | |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | | | | |
| **Services to Trade Allies** | | | | |
| **Subtotal Technical Assistance Costs** | | | | |
| **Total Efficiency Vermont Costs** | | | | |
| **Total Participant Costs** | | | | |
| **Total Third Party Costs** | | | | |
| **Total Services and Initiatives Costs** | | | | |
| **Annualized MWh Savings** | | | | |
| **Lifetime MWh Savings** | | | | |
| **TRB Savings (2006 $)** | | | | |
| **Winter Coincident Peak kW Savings** | | | | |
| **Summer Coincident Peak kW Savings** | | | | |
| **Annualized MWh Savings/Participant** | | | | |
| **Weighted Lifetime** | | | | |
| **Committed Incentives** | | | | |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

# 4.1. CUSTOMER CREDIT PROGRAM

## 4.1.1. NARRATIVE

The Customer Credit program (CCP) provides an alternative program path for large businesses that meet program eligibility criteria. The program enables customers with the capability and resources to identify, analyze, and undertake efficiency projects and self-implement energy efficiency measures with financial assistance from Efficiency Vermont (EVT). CCP customers can apply for financial incentives for any retrofit or market-driven project that saves electrical energy and passes the Vermont societal cost-effectiveness test. Once a customer elects to participate in CCP, that customer is no longer eligible to participate in other EVT programs.

All projects must be customer initiated. In addition, the customer or its contractors must complete all technical analysis. Customers can receive cash incentives capped at 70% of their projected two-year contribution to the statewide energy efficiency fund at any time. Customers can draw on contributions from the current year and either the previous or ensuing year. Market-driven projects are eligible for incentives equal to 100% of the incremental measure cost. For retrofit projects, customers can receive incentives that reduce the customer payback time to 18 months.

***Eligible Market***

To be eligible for CCP, customers must:

- Never have accepted cash incentives from any Vermont utility Demand Side Management (DSM) program;
- Show a corporate commitment to energy efficiency by participation in the United States Environmental Protection Agency's Climate Wise program, or currently active similar program as determined by the PSB; and
- Have ISO 14001 certification.

# 4.1.2. Customer Credit - Summary

| | Prior Year | Current Year 2006 | * Projected Year 2006 | Cumulative starting 1/1/06 |
|---|---|---|---|---|
| **# participants with installations** | 1 | 1 | nap | 1 |
| **# participants with analysis** | 0 | 0 | nap | 0 |
| **# participants with analysis and installations** | 0 | 0 | nap | 0 |

| | | | | |
|---|---|---|---|---|
| **Services and Initiatives Costs** | | | | |
| **Operating Costs** | | | | |
| **Services and Initiatives** | $9,276 | $6,856 | $261 | $6,856 |
| **Marketing/Business Development** | $0 | $0 | $0 | $0 |
| **Subtotal Operating Costs** | $9,276 | $6,856 | $261 | $6,856 |
| | | | | |
| **Incentive Costs** | | | | |
| **Incentives to Participants** | $367,531 | $822,280 | $585,000 | $822,280 |
| **Incentives to Trade Allies** | $0 | $0 | $0 | $0 |
| **Subtotal Incentive Costs** | $367,531 | $822,280 | $585,000 | $822,280 |
| | | | | |
| **Technical Assistance Costs** | | | | |
| **Services to Participants** | $3,001 | $5,379 | $7,739 | $5,379 |
| **Services to Trade Allies** | $0 | $0 | $0 | $0 |
| **Subtotal Technical Assistance Costs** | $3,001 | $5,379 | $7,739 | $5,379 |
| | | | | |
| **Total Efficiency Vermont Costs** | $379,807 | $834,515 | $593,000 | $834,515 |
| | | | | |
| **Total Participant Costs** | $142,016 | $364,575 | nap | $364,575 |
| **Total Third Party Costs** | $0 | $0 | nap | $0 |
| **Total Services and Initiatives Costs** | $521,823 | $1,199,089 | $593,000 | $1,199,089 |

| | | | | |
|---|---|---|---|---|
| **Annualized MWh Savings** | 1,195 | 3,123 | nap | 3,123 |
| **Lifetime MWh Savings** | 16,371 | 42,351 | nap | 42,351 |
| **TRB Savings (2006 $)** | $1,302,429 | $3,077,740 | nap | $3,077,740 |
| **Winter Coincident Peak kW Savings** | 149 | 378 | nap | 378 |
| **Summer Coincident Peak kW Savings** | 291 | 748 | nap | 748 |
| **Annualized MWh Savings/Participant** | 1,195 | 3,123 | nap | 3,123 |
| **Weighted Lifetime** | 14 | 14 | nap | 14 |
| | | | | |
| **Committed Incentives** | nap | nap | nap | nap |

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

Note: The above budgets include the Customer Credit Net Pay Option Incentive Funds.

## 4.1.3. Customer Credit - End Use Breakdown

| End Use | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| **Air Conditioning Eff.** | 1 | 276 | 238 | 5,525 | 1 | 216 | 10,746 | 0 | $42,000 | $191,912 |
| **Lighting** | 1 | 1,604 | 1,374 | 23,726 | 200 | 291 | -1,524 | 0 | $315,798 | $129,235 |
| **Motors** | 1 | 1,242 | 1,053 | 13,100 | 177 | 240 | -531 | 0 | $464,482 | $43,428 |
| **Totals** | | 3,123 | 2,665 | 42,351 | 378 | 748 | 8,691 | 0 | $822,280 | $364,575 |

# 4.1.4. Customer Credit - Total Resource Benefits

| | 2006 | Lifetime (Present Value) |
|---|---|---|
| Avoided Cost of Electricity | nap | $2,296,845 |
| Fossil Fuel Savings (Costs) | $68,315 | $780,895 |
| Water Savings (Costs) | $0 | $0 |
| Total | $68,315 | $3,077,740 |

| | Savings at meter | | Savings at Generation |
|---|---|---|---|
| | Gross | Net | Net |
| Annualized Energy Savings (MWh): Total | 2,665 | 2,665 | 3,123 |
| Winter on peak | 615 | 615 | 737 |
| Winter off peak | 145 | 145 | 166 |
| Summer on peak | 1,268 | 1,268 | 1,496 |
| Summer off peak | 637 | 637 | 723 |
| | | | |
| Coincident Demand Savings (kW) | | | |
| Winter | 331 | 331 | 378 |
| Shoulder | 417 | 417 | 470 |
| Summer | 660 | 660 | 748 |

| | Gross | Net | Net Lifetime Savings |
|---|---|---|---|
| Annualized Water Savings (ccf) | 0 | 0 | 0 |
| Annualized fuel savings (increase) MMBtu | 8,691 | 8,691 | 187,072 |
| LP | 0 | 0 | 0 |
| NG | 8,691 | 8,691 | 187,072 |
| Oil/Kerosene | 0 | 0 | 0 |
| Wood | 0 | 0 | 0 |
| Solar | 0 | 0 | 0 |
| Other | 0 | 0 | 0 |
| Annualized savings (increase) in O&M($) | $4,719 | $4,719 | $70,783 |

# 4.2. DEFINITIONS AND END NOTES

## 4.2.1. ANNUAL REPORT TABLES OVERVIEW

1 – Section **4.2.2.** includes a list of definitions for items in the Annual Report tables. Section **4.2.3.** includes notes for specific items in the tables. Section **4.2.4.** provides a guide to the re-mapping of multifamily projects and savings into new markets

2 - Data items for which data are not available are labeled "nav". Data items for which data are not applicable are labeled "nap".

3 - Except where noted, EVT expenditures data in this report were incurred during the period January 1, 2006 through December 31, 2006. Similarly, measure savings are for measures installed during the period January 1, 2006 through December 31, 2006.

4 - EVT costs include an operating fee of .75%, as specified in the EVT contract.

5 - Data for "Incentives to Participants" in Tables 2.1.2., 2.1.3., 2.1.8., 2.1.12., 3.1.1., 3.1.6., 3.1.12., 3.1.17., 3.1.22., 4.1.2. are based on financial data from Vermont Energy Investment Corporation's (VEIC) accounting system, MAS90. "Participant Incentives Paid" and "EVT Incentives" on all other tables are based on data entered in EVT's KITT Plus (Knowledge-based Information Technology Tool) tracking system and include the operating fee cited above.

6 - "Annualized MWh Savings (adjusted for measure life)", "Winter Coincident Peak kW Savings (adjusted for measure life)" and "Summer Coincident Peak kW Savings (adjusted for measure life)" on Tables 2.1.2. and 2.1.3. are provided for informational purposes only. This data exclude savings for measures that have reached the end of their specified lifetime.

7 - Program Planning costs have been rolled into "Services and Initiatives" for Years 2003-2006. For Years 2000-2002, Program Planning costs were reported as a separate line item. In Tables 2.1.2. and 2.1.3, Program Planning costs under "Cumulative starting 3/1/00" refer to data reported prior to 2003.

8 – For Years 2000-2002 and Year 2006, multifamily costs and savings are reported in the Residential Energy Services Sector. For 2003-2005, multifamily costs and savings are reported in the Business Energy Services Sector. See Section 4.2.4 Multifamily Reporting Changes.

## 4.2.2. DEFINITIONS AND REPORT TEMPLATE

The table templates that appear in the EVT Annual Report 2006 were developed as a collaborative effort between EVT, the Vermont Department of Public Service, the Energy Efficiency Utility Contract Administrator and Burlington Electric Department. Note that there are two major table formats, one for the markets and services summary and the other for breakdowns of end use, county and utility savings.

The definitions of the data reported in these tables follow. The numbers in parentheses on the template correlate to the footnoted definitions that immediately follow.

| | | Prior Year | Current Year 2006 | Projected Year 2006 | Cumulative starting 1/1/06 | Cumulative starting 3/1/00 |
|---|---|---|---|---|---|---|
| | | (1) | (2) | (3) | (4) | (5) |
| **# participants with installations** | (6) | | | | | |
| **# participants with analysis** | (7) | | | | | |
| **# participants with analysis and installations** | (8) | | | | | |
| **Services and Initiatives Costs** | | | | | | |
| **Operating Costs** | | | | | | |
| **Administration** | (9) | | | | | |
| **Services and Initiatives** | (10) | | | | | |
| **Program Planning** | (11) | | | | | |
| **Marketing/Business Development** | (12) | | | | | |
| **Information Systems** | (13) | | | | | |
| **Subtotal Operating Costs** | (14) | | | | | |
| **Incentive Costs** | | | | | | |
| **Incentives to Participants** | (15) | | | | | |
| **Incentives to Trade Allies** | (16) | | | | | |
| **Subtotal Incentive Costs** | (17) | | | | | |
| **Technical Assistance Costs** | | | | | | |
| **Services to Participants** | (18) | | | | | |
| **Services to Trade Allies** | (19) | | | | | |
| **Subtotal Technical Assistance Costs** | (20) | | | | | |
| **Total Efficiency Vermont Costs** | (21) | | | | | |
| **Total Participant Costs** | (22) | | | | | |
| **Total Third Party Costs** | (23) | | | | | |
| **Total Services and Initiatives Costs** | (24) | | | | | |
| **Annualized MWh Savings** | (25) | | | | | |
| **Lifetime MWh Savings** | (26) | | | | | |
| **TRB Savings (2006$)** | (27) | | | | | |
| **Winter Coincident Peak kW Savings** | (28) | | | | | |
| **Summer Coincident Peak kW Savings** | (29) | | | | | |
| **Annualized MWh Savings/Participant** | (30) | | | | | |
| **Weighted Lifetime** | (31) | | | | | |
| **Committed Incentives** | (32) | | | | | |
| **Annualized MWh Savings (adjusted for measure life)** | (33) | | | | | |
| **Winter Coincident Peak kW Savings (adjusted for measure life)** | (34) | | | | | |
| **Summer Coincident Peak kW Savings (adjusted for measure life)** | (35) | | | | | |

# X.X.X. Breakdown Report

| End Use or Utility or County | # of Participant | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Participant Incentives Paid | Participant Costs |
|---|---|---|---|---|---|---|---|---|---|---|
| | (36) | (37) | (38) | (39) | (40) | (41) | (42) | (43) | (44) | (45) |

**Footnotes for the report table templates:**

(1) Activity for the prior reporting year.

(2) Activity for the current reporting year. For savings, the figure reported is estimated savings for measures actually implemented for the current report period. Savings are reported in MWh, at generation and net of all approved adjustment factors, except as otherwise noted.

(3) Projected costs for Year 2006 are estimates only and provided for informational purposes. The EVT contract is based on three-year cumulative budgets and savings goals.

(4) Data reported for the contract period starting January 1, 2006 through December 31, 2006.

(5) Data reported for the contract period starting March 1, 2000 through December 31, 2006.

(6) Number of customers with installed measures. For data reported in the Prior Year column, "# participants with installations" is counted by summing unique physical locations (sites) where efficiency measures have been installed for the reporting period. For multifamily projects, a physical location is defined as the building itself, not the individual units. For data reported in every column except Prior Year, "# participants with installations" is counted by summing unique physical locations (sites) where efficiency measures have been installed for the reporting period. For multifamily projects the "# of participants with installations" is counted by summing the number of individual units. Under "Cumulative starting 1/1/06" and Cumulative starting 3/1/00, customers are counted once, regardless of the number of times the customer participates in EVT services during 2000-2006.

(7) Number of customers with custom analysis during the current report period. This reflects the number of customers who initiated a new custom project during the reporting period and where measures may not have been installed.

(8) Number of customers who had analysis at any time and have installed measures during the reporting period. This reflects the number of customers who completed a custom project during the reporting period. Under Cumulative starting 1/1/06 and Cumulative starting 3/1/00, customers are counted once, regardless of the number of times the customer participates in EVT services during 2000-2006.

(9) Costs include general management, budgeting, financial management and EVT contract management. These costs are not broken out by market. This cost category is included on Tables 2.1.2. and 2.1.3 only.

(10) Management and other management related costs directly associated with market implementation work.

(11) Costs related to program design, planning, program screening and other similar functions. Program Planning costs refer to data reported prior to 2003.

(12) Costs related to marketing, outreach, customer service and business development.

(13) Costs related to Information Systems development and maintenance. These costs are not broken out by market. This cost category is included on Tables 2.1.2. and 2.1.3 only.

(14) Subtotal of all operating costs detailed in the categories above (9) + (10) + (11) + (12) + (13).

(15) Direct payments to participants to defray the costs of specific efficiency measures.

(16) Incentives paid to manufacturers, wholesalers, builders, retailers or other non-customer stakeholders that do not defray the costs of specific efficiency measures.

(17) Subtotal reflecting total incentive costs, (15) + (16).

(18) Costs related to conducting analyses, preparing the package of efficiency measures, contract management and post-project follow-up.

(19) Costs related to educational or other support services provided to entities other than individual participants, such as trade allies, manufacturers, wholesalers, builders, and architects.

(20) Subtotal reflecting total technical assistance costs, (18) + (19).

(21) Total costs incurred by Efficiency Vermont. All costs are in nominal dollars, (14) + (17) + (20).

(22) Total costs incurred by participants and related to EVT or utility activities. This category includes the participant contribution to the capital costs of installed measures and to specific demand-side-management (DSM) -related services, such as technical assistance or energy ratings.

(23) Total costs incurred by third parties (i.e., entities other than EVT, utilities and participants) and directly related to EVT or utility DSM activities. This category includes contributions by third parties to the capital costs of installed measures and to specific DSM-related services, such as technical assistance or energy ratings.

(24) Total cost of services and initiatives, (21) + (22) + (23).

(25) Annualized MWh savings at generation, net of all approved adjustment factors (e.g., free riders, spill over, line loss) for measures installed during the current reporting period.

(26) Lifetime estimated MWh savings for measures installed during the current reporting year, at generation and net of all approved adjustment factors. (Typically, this value is calculated by taking estimated annualized savings times the life of the measure).

(27) Total Resource Benefits (TRB) savings for measures installed during the current reporting year. TRB includes gross electric benefits, fossil fuel savings and water savings. TRB is stated in 2006 dollars throughout the report. Prior year data have been adjusted for 2006 dollars by escalating the pre-2003 TRB by 6.8% discount rate for 3 years and inflating TRB by 10.76% (% CPI change for the Northeast Urban region from January 2003 to January 2006) to convert to 2006 dollars. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same savings may be counted and reported by more than one organization. As a result, the total statewide savings may be less than the sum of all the organizations reporting savings.

(28) Estimated impact of measures at time of winter system peak, at generation, net of adjustment factors.

(29) Estimated impact of measures at time of summer system peak, at generation, net of adjustment factors.

(30) Annualized MWh savings per participant, net at generation, (25) / (6).

(31) Average lifetime, in years, of measures weighted by savings, (26)/(25).

(32) Incentives which are not yet paid to a customer but where there is a signed contract as of December 31, 2006 for projects which will complete after December 31, 2006.

(33) Adjusted Annualized MWh savings at generation and net of all approved adjustment factors (e.g., free riders, spill over, line loss) for measures installed during the current report period. This data includes savings for measures that have not yet expired during the reporting period and excludes savings for measures that have reached the end of their specified lifetime.

(34) Adjusted impact of measures at time of winter system peak, at generation, net of adjustment factors. This data includes savings for measures that have not yet expired during the reporting period and excludes savings for measures that have reached the end of their specified lifetime.

(35) Adjusted impact of measures at time of summer system peak, at generation, net of adjustment factors. This data includes savings for measures that have not yet expired during the reporting period and excludes savings for measures that have reached the end of their specified lifetime.

**Items 36-45 reflect installed measures for the current reporting period.**

(36) Number of customers with installed measures for the End Use, Utility and County Breakdown.

(37) Annualized MWh savings at generation, net of all approved adjustment factors (e.g., free riders, spill over, line loss) for measures installed during the current reporting period. This is the same number as reported on line (25).

(38) Annualized MWh savings, gross at the customer meter.

(39) Lifetime estimated MWh savings for measures installed during the current reporting period, at generation and net of all approved adjustment factors. This is the same number as reported on line (26).

(40) Estimated impact of measures at time of winter system peak, at generation, net of adjustment factors. This is the same number as reported on line (28).

(41) Estimated impact of measures at time of summer system peak, at generation, net of adjustment factors. This is the same number as reported on line (29).

(42) MMBtu estimated to be saved (positive) or used (negative) for alternative fuels as a result of measures installed in the end use.

(43) Water saved (positive) or used (negative) due to measures installed in the end use.

(44) Incentive paid by EVT to participants for measures installed during the current reporting period. This is the same number as reported on line (15). See note 5 in Section 4.2.1. for the different data sources for lines (15) and (44).

(45) Costs incurred by participants and related to EVT or utility activities. This is the same number as reported on line (22).

## 4.2.3. TABLE END NOTES

**2.1.7. Efficiency Vermont Services & Initiatives – Total Resource Benefits**
[a] Net lifetime water savings is the net annual measure water savings times the measure lifetime. Net lifetime fossil fuel savings is the net annual measure fossil fuel savings times the measure lifetime.

**2.1.18. Cumulative Distributions by Utility Service Territory**
[a] BED administers its own services and initiatives and reports separately to the Vermont Public Service Board. Column 'EE Charges Paid through October 31, 2006' for BED represents the BED share of EVT market costs and contribution towards EVT Initiatives.

## 4.2.4. MULTIFAMILY REPORTING CHANGES

Throughout the report, all multifamily projects are reported in the Business Energy Services sector in years 2003-2005 and in the Residential Energy Services for years 2006 – 2008.

Following is a diagram of the 2003-2005 Market Services and Initiatives and the 2006-2008 Market Services and Initiatives and the "re-mapping" of multifamily projects and savings under the new markets.