Year 2007 Annual Report

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This report is submitted October 15, 2008, to the Vermont Department of Public Service and to 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 2007.

2007 Annual Report
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1.1.1. BUSINESS ENERGY SERVICES

In 2007, strategies that had been designed, developed, and implemented over the previous two years in order to increase energy savings in the commercial and industrial market hit their stride. In response to the increased 2007 budget and goals, Efficiency Vermont ramped up efforts in all major markets and placed considerable emphasis on increasing savings among businesses that were the largest electricity users. Aggressive and intense account management was implemented with the state's 65 largest electric customers, and a similar, slightly scaled-down approach was put in place to secure savings in the next tier of approximately 300 customers. As a result, Efficiency Vermont saw unprecedented participation by these large business customers, with greater depth of savings per customer and a higher yield (megawatt-hour [MWh] savings achieved per $10,000 invested in efficiency). Targeted segments of the market made tremendous leaps forward, including the large commercial and industrial sector more than tripling energy savings, and Vermont State buildings doubling energy savings. While these results suggest that 2007 strategies for this sector were successful, they may also reflect businesses' increasing recognition that efficiency can help them achieve their business goals, including lowering costs, increasing productivity, and achieving greater workplace comfort.

In 2007, Efficiency Vermont completed 920 projects at businesses, reducing their annual electrical consumption by approximately 37,000 MWh, thereby saving them $3.5 million in annual energy costs. The average savings per project were 40 MWh. Compared with 2006, this reflects a 60% increase in MWh saved, a 40% increase in the savings per project, and a 12% increase in the number of projects completed. Compared to 2006, annual summer peak demand in 2007 was reduced by 5,600 kilowatts (kW) and annual winter peak demand by 4,800 kW, representing a 25% increase in energy savings during summer peak, and 40% energy savings during winter peak. Although some of the increased results can be explained by the increase in the energy efficiency utility budget, Efficiency Vermont also achieved greater internal productivity. For example, business energy services yield, measured in MWh per $10,000 spent, increased 17% from 36 in 2006 to 43 in 2007.

Over the lifetime of the measures installed in 2007, these businesses are expected to earn, through reduced energy costs, an average of 33% 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 more than $155 million. ("Lifetime economic value" is defined as the present value of electricity, fossil fuels, and water that are saved over the lifetime of the efficiency measures.)

In 2007, more than one-third of the energy savings in the business market came from the state's largest 65 businesses. A significant factor in the increase in savings has been the successful expansion of account management for major market players and the state's 65 businesses that use more than one MW for at least one month each year. By proactively providing more consistent and direct interaction, building relationships, and increasing its understanding of customers' needs, Efficiency Vermont increased the number of large-user participants from 47 in 2006 to 59 in 2007. Savings from these large participants more than quadrupled, from 3,000 MWh in 2006 to 13,000 MWh in 2007. The ability of

account managers to develop and implement numerous large, facility-wide retrofit projects was a contributing factor in this increase.

In 2007, Efficiency Vermont further improved its productivity in serving the business market by streamlining and systematizing custom project processes. There was a 75% increase in custom project savings — an amount almost three times larger than the 20% increase in project manager hours on these custom projects. We have also continued to simplify prescriptive measure approaches, making it easier for customers to apply for and receive incentives. Further, we have expanded prescriptive measure options to include multifamily housing and small new construction.

As in past years, we have applied multiple strategies across the business market to leverage many business interactions to achieve energy savings. We provide services directly to business customers and to the many tradespeople, manufacturers, distributors, suppliers, and design and energy service professionals who work with the Vermont business community. The array of services we provide includes technical, financial, logistical, educational, training, and informational support. We know it is essential that our customers have access to a wide array of assistance to complete their projects, and we support multiple strategic relationships to advance energy efficiency in the state.

EXISTING BUSINESS FACILITIES

Efficiency Vermont's efforts increased the number of businesses that replaced equipment or upgraded their processes to 705 sites in 2007, compared to 642 in 2006. This represents a 10% increase for the year in this market. Energy savings to existing businesses in 2007 increased 50%, to 28,000 MWh, compared to 2006 savings of 19,000 MWh.

As in past years, services to these businesses included prescriptive incentives for businesses, contractors, and suppliers, as well as customized services designed to meet specialized needs. Efficiency Vermont continues to position itself as the catalyst for making large retrofit projects happen by providing customized technical analysis, cash-flow analysis, and financial incentives, as well as bringing in other service providers to provide needed services that range from design assistance to assistance in developing financing packages. We have seen an increase in the presence of energy service companies equipped to do large-scale retrofit projects in the state. Partnering with these experienced energy service providers leverages additional resources and provides Vermont business customers with additional options for project implementation.

BUSINESS NEW CONSTRUCTION

New construction projects often require two- to three-year development schedules. As a result, Efficiency Vermont's new construction results often lag behind its efforts by as much as three years. Nonetheless, we continue to see very strong results, with 116 projects completed in 2007, compared to 84 in 2006. The total annual savings for these projects are almost 8,600 MWh, compared to 4,000 MWh of savings in 2006, a 110% increase.

Efficiency Vermont continues to experience enhanced collaboration with the commercial building design and construction community. In 2007, as part of Efficiency Vermont's

continuing effort to develop working relationships with these partners to improve the efficiency and performance of new construction projects, Efficiency Vermont designed three streamlined "tracks" for business new construction, tailored to the different needs of the building community and building projects. Based on feedback from the design and building community, we established the track approach to ease customer participation, increase partner profitability, streamline internal processes, and increase MWh savings. For projects in areas of less than 10,000 square feet, Track One uses existing prescriptive forms for lighting, HVAC, motors, and refrigeration. Track Two follows the new *Advanced Buildings Core Performance Guide* (New Buildings Institute). A Vermont version of the guide, to be distributed in early 2008, was adapted to reflect the more stringent Vermont Energy Code. Track Three is for custom projects that do not fit into either of the other two tracks. Examples include projects in spaces that are greater than 10,000 square feet, but are not able to meet all the *Core Performance* requirements.

TARGETED INITIATIVES

Market Initiatives

During 2007, Efficiency Vermont refined its historically successful strategy of concentrating on specific markets with large potential by inaugurating customer-focused account management with many of the largest customers in these markets.

Colleges and Universities

In 2007, Efficiency Vermont completed 17 facility projects with the state's colleges and universities, including four new construction and major renovation projects and 13 equipment and lighting replacement projects. These projects will reduce the institutions' annual energy use by 650 MWh, while reducing summer peak by 140 kW and winter peak by 90 kW. We assigned the largest eight colleges and universities account managers in late 2007 to increase the level of customer service they received, to identify project opportunities, and to gain deeper energy savings from existing projects.

Efficiency Vermont worked with Vermont Campus Energy Group (VCEG), a statewide college student organization, to perform outreach and coordination at four Vermont colleges for the second annual ENERGY STAR® Collegiate Change a Light, Change the World Campaign. Since many schools participated last year, the scope of the project was expanded beyond changing out incandescent lights with CFLs in dormitories to include changing lights in faculty offices and common areas.

Several schools are working with Efficiency Vermont to reduce their carbon emissions and environmental impacts. Vermont Law School is developing an inventory of its current carbon footprint and identifying potential energy efficiency projects that would reduce carbon emissions. Middlebury College has created a "MiddShift" proposal to achieve carbon neutrality by 2016, and Efficiency Vermont is working with Middlebury's implementation team to identify energy savings projects. Efficiency Vermont helped fund an HVAC study at St. Michael's College to assist the college in reducing HVAC costs. St. Michael's has also initiated a pilot to reduce IT and electronic energy use.

Dairy Farms

Efficiency Vermont continued to provide dairy farms with direct customer contact, with financial assistance or support through a loan program, and with incentives and outreach through event attendance and articles and advertisements in publications to encourage participation in this mature and saturated market. These services were similar to the activities in 2006. In 2007, Efficiency Vermont helped 53 dairy farms invest in energy-efficient equipment and lighting. These projects will account for annual savings of $30,000 at those farms and energy savings of 300 MWh.

Efficiency Vermont continued to provide outreach to farms through attendance at farm events, including the Vermont Farm Show in Barre, the Vermont Large Farm Dairy Conference in Colchester, Bourdeau Brothers Customer Appreciation Day in Middlebury, and the St. Albans Coop annual meeting. Efficiency Vermont also placed advertising and articles in farm publications such as *Agriview*, *Vermont Fences* magazine, and Equine *Journal*.

Hospital and Health-Care Facilities

In 2007, Efficiency Vermont completed 36 projects with hospital and health-care facilities, including four major renovations and 18 equipment replacements; by contrast, in 2006, 17 such projects were completed. These projects will reduce the facilities' annual energy use by approximately 1,800 MWh, and reduce summer peak by 330 kW and winter peak by 200 kW. Hospitals will save approximately 90% more energy as a result of these projects compared to savings from projects in 2006.

In 2007, Efficiency Vermont implemented a strategy to increase energy savings in large hospitals (those with a load greater than one MW) and GeoTargeted hospitals by assigning account managers to build key relationships, facilitate communications and planning, and identify and help overcome obstacles at such facilities. Initial meetings with hospitals, the Vermont Association of Hospitals and Health Systems, and hospital regulators identified an opportunity to remove obstacles to including energy efficiency in projects by investigating changes at the regulatory level to separate energy efficiency aspects of the projects from capital construction budget restrictions.

The project at Central Vermont Medical Center's (CVMC's) recent renovation and expansion offers a successful example of efforts undertaken with a health-care facility while a capital construction project was under way. Efficiency Vermont was involved early in the project and worked extensively with the design team to support energy efficiency upgrades to the lighting, HVAC, chilled-water system, controls, transformers, and building envelope. The energy efficiency measures installed at CVMC are expected to save approximately 540,000 kWh and $46,000 annually.

Large Commercial and Industrial

In 2007, Efficiency Vermont completed 81 projects with the 65 largest commercial and industrial customers, a 20% increase over the prior year. The savings for the large commercial and industrial sector were 13,200 MWh, 290% more than in 2006, with summer peak reductions of 1,500 kW and winter peak reductions of 1,500 kW. The savings from these energy efficiency projects are significant, representing approximately a

2% energy reduction of the total annual electrical consumption of this group and saving these businesses more than $1 million in energy costs annually.

The significant increase in savings can be attributed to the results of a strategy begun in 2006 and fully implemented in 2007 that assigned trained account managers to the state's largest commercial and industrial customers. In addition to providing better customer service, the account managers gained (and are continuing to gain) familiarity with the decision makers, processes, and equipment at these large facilities. Efficiency Vermont is therefore better able to recommend efficiency opportunities suited to helping these customers meet their business objectives and reduce their operating costs.

K–12 Schools

In 2007, Efficiency Vermont completed 48 projects with K–12 schools: 12 in new construction, 18 in major renovations, and 18 in equipment and lighting replacement. These schools will save approximately $408,000 as a result of these projects and will reduce their annual energy use by 2,700 MWh, while also reducing summer peak by 360 kW and winter peak by 440 kW.

As a result of legislative action, schools were no longer able to receive 30% State aid for school construction projects after March 2007. This change in the funding formula increased the payback time of energy efficiency projects in schools, and may explain the decrease of 8% in the number of school projects from 2006. Although fewer projects were completed, the total energy savings increased by 180% over 2006 savings, thanks to the larger size of the 2007 projects. Efficiency Vermont has been invited to participate in reviewing the rules for school construction projects.

For several years, Efficiency Vermont had been working with a Chittenden County school district to implement numerous facility improvements through performance contracting with an energy service company (ESCO). There were many barriers going into this work, but the project was completed in 2007, with resulting annual savings of 150 MWh and $19,000.

Efficiency Vermont continues to financially support the work of the School Energy Management Program (SEMP) to perform walk-through assessments of schools as a way of identifying opportunities for energy savings projects. In 2007, SEMP visited approximately 68 schools, an activity that resulted in numerous referrals to Efficiency Vermont for energy efficiency projects.

Efficiency Vermont continues to give support to the Vermont Energy Education Program (VEEP), which has provided energy education to 3,600 students in K–12 schools throughout the state.

Ski Areas

In 2007, Efficiency Vermont completed 19 projects at nine Vermont ski areas, achieving savings of 1,900 MWh, as well as summer peak reduction of 70 kW and winter peak reduction of 300 kW. These projects will save these Vermont ski areas $400,000 in annual energy costs.

In 2007, Efficiency Vermont focused on the energy use at ski area base lodges, restaurants, and condominiums to identify significant energy savings opportunities. A pilot was launched for providing retro-commissioning services at existing base buildings, to realize savings through improved system operations of heating, ventilating, air conditioning, and lighting. One ski area completed a $16,000 retrofit of all base lodge lighting, resulting in a savings of 60 MWh and $3,000.

In 2007, Efficiency Vermont hired a snowmaking design company, Sno.matic, to assess the snowmaking systems at eight ski areas. The study included on-site testing and metering to establish baseline performance and to verify energy savings. The results of these audits identified energy efficiency opportunities within each operation. Account managers will be using these findings to evaluate which measures to put forward in 2008.

The ski areas in Vermont have been strong participants in investing in substantial energy efficiency projects since 2000; they have accounted for approximately 6% of all Efficiency Vermont savings to date. In order to continue to support this important industry, Efficiency Vermont implemented an account management strategy at the state's 10 largest ski areas (out of 19) to provide an increased level of customer service, identify additional opportunities for energy efficiency, and eliminate potential barriers to participation in future projects. Efficiency Vermont has also provided support to build and maintain strong relationships by becoming a Vermont Ski Areas Association (VSAA) partner, making presentations at VSAA annual meetings, and supporting the group's publications with advertising and articles.

State Buildings

The State of Vermont will save approximately $200,000 on its energy costs as a result of the 92 projects completed with Efficiency Vermont in 2007, approximately 105% more cost savings than from projects completed in 2006. These projects will save 2,000 MWh, reducing summer peak by 470 kW and winter peak by 250 kW. These 93 projects represent a 95% increase in the number of projects completed in 2006 and include four new construction projects, 50 major renovation projects, and 39 equipment replacement projects. Of the 39 equipment replacements, 80% were the result of compliance with energy efficiency standards in State purchasing contracts, and the result of Efficiency Vermont's work in assisting the State in leveraging energy savings in routine product purchasing.

In 2007, Efficiency Vermont instituted a strategy for assigning account managers to the 25 largest electric customers for State of Vermont facilities, as a way of increasing savings at buildings with significant potential. These 25 electric accounts represent approximately 75% of Vermont State facilities' electricity consumption. In addition, three agencies with considerable potential were targeted for increasing their energy savings, including the Department of Corrections, the Department of Buildings and General Maintenance, and the Vermont Air National Guard.

Two correctional facilities in northeastern Vermont — the Caledonia Community Work Camp in St. Johnsbury and the Northern State Correctional Facility in Newport — were the focus of an impressive partnership that resulted in significant energy savings in both facilities. The Vermont State Buildings Energy Efficiency Partnership, made possible by a

$125,000 grant from the U.S. Department of Energy "Rebuild America" grant, included the following organizations: The Department of Public Service, the Department of Buildings and General Services, Efficiency Vermont, the Burlington Electric Department, Vermont Gas, the Alliance for Climate Action, and two other Vermont State agencies. The grant was used to hire an outside auditor, who performed audits at all State correction facilities and courthouses. These audits identified potential energy efficiency measures, some of which were completed in 2007. The improvements implemented at the Northern State Correctional Facility and Caledonia Community Work Camp will save more than $15,000 per year.

Water and Wastewater Facilities

Efficiency Vermont continues to partner with two key associations that support this market, the Vermont Rural Water Association and the Green Mountain Water Environment Association, through attendance at their trade shows and through placing ads and writing articles for their publications. Thirteen water and wastewater projects were completed in 2007 with a savings of 450 MWh.

Other Market Initiatives

Several markets, including convenience stores, large retail stores, and large grocery stores, have been identified as large users with significant potential energy savings. In 2007, Efficiency Vermont initiated efforts to increase its understanding of these complex retail market subsets through market characterization; this effort allowed Efficiency Vermont to develop and implement strategies to increase energy savings. Results of these efforts are not expected until 2008.

Technology Initiatives

Facility Operational Efficiency

The facility operational efficiency initiative was launched to increase the energy savings of existing buildings by improving operational practices for equipment and systems. In 2007, a retro-commissioning pilot was under way, using new model documents to facilitate solicitation of operational efficiency contractors.

HVAC and Refrigeration

This year, HVAC and refrigeration were identified as a market initiative for targeting increased energy savings. In 2007, we began to increase our understanding of this complex supply chain in order to develop and implement strategies to increase such savings. Through market intervention efforts, the lack of readily available, high-efficiency HVAC equipment in Vermont has surfaced as a barrier. In response, Efficiency Vermont participated in preliminary design efforts with other Northeast Energy Efficiency Partnerships (NEEP) sponsors to develop a framework for providing incentives upstream to distributors and suppliers. This activity is expected to stimulate the stocking of more efficient HVAC equipment. Results of these efforts in 2007 will be shown in 2008. This

targeted supply chain approach was inspired by the success of the lighting and daylighting initiative discussed below.

Lighting and Daylighting

The savings from lighting increased by 85% as a result of investments made in the past year in building relationships, providing education, understanding the barriers in the supply chain, and informing the market about changes in technologies.

To meet the increased energy savings goals set by the Vermont Public Service Board, Efficiency Vermont needed to increase its staff and expand its office space. The new offices were designed to showcase some of the innovations in lighting so that it could be used as a demonstration and laboratory for our customers and partners: lighting suppliers, architects, engineers, designers, and contractors in Vermont. The new space includes systems ranging from low cost to high end; stand-alone lighting and computer-controlled systems; and special-order and readily available items. Educational lighting tours were held on the premises at the end of 2007 and are scheduled to continue into 2008.

We continue to participate in NEEP's commercial lighting initiative, which uses Vermont's approach to working with the entire lighting supply chain. In Vermont, market availability and installations of High-Performance T8 (HPT8) fluorescent lighting increased dramatically in 2007. For example, there was a 60% increase in the quantity of installed HPT8 equipment over 2006, with a 60% increase in savings attributed to this technology.

1.1.2. RESIDENTIAL ENERGY SERVICES

Efficiency Vermont's services to the state's residents in 2007 helped 42,800 Vermont households save 57,000 MWh in annual electricity use. These savings account for 40% of our three-year performance goal for this market. This accomplishment represents a remarkable 90% increase in savings over 2006, in large part because of our extensive efforts to increase compact fluorescent lightbulb (CFL) sales. Our efforts have helped Vermont households reduce summer peak demand by 7,400 kW per year, reduce annual winter peak demand by 9,600 kW, and save $32.8 million in lifetime economic value ("Lifetime economic value" is defined as the present value of electricity, fossil fuels and water that are saved over the lifetime of the efficiency measures). Efficiency Vermont's 2007 yield in the residential sector increased 65% over that of 2006.

We continue to partner with retailers, manufacturers, contractors, and design professionals to provide access to energy-efficient products and services for Vermont's residential customers. As in the past, in 2007 we used informational, financial, and direct-service strategies to encourage the purchase and sale of energy-efficient products and services to all parties involved in energy-related transactions.

Efficiency Vermont continues to work closely with Vermont Gas Systems, Inc. (VGS) and the Burlington Electric Department (BED) to provide services to households in those companies' respective territories. We also continue to work with regional and national energy efficiency organizations and initiatives to leverage their influence on regional and national issues to benefit Vermont customers. Our active interaction with this network also keeps us abreast of new technologies and approaches that can benefit our customers.

RETAIL EFFICIENT PRODUCTS

In 2007, sales of CFLs in Vermont increased a dramatic 140% over the previous record set in 2006. Vermont and New England had been leaders in the nation in CFL sales per person even prior to 2007. Efficiency Vermont also continued to assist Vermont households and businesses in making energy-efficient choices by promoting other ENERGY STAR qualified products when purchasing new or replacement products.

This year, Efficiency Vermont worked aggressively to shift the bulk of CFL lighting promotions from instant coupons to negotiated cooperative promotions (NCPs), often referred to as "buy-downs" or "markdowns." This shift lowered administrative and per-product costs, simplified customer participation, and addressed the resistance of some retailers to coupon-based implementation. Efficiency Vermont staff placed considerable effort into attracting manufacturers and retailers, and negotiating agreements that would ensure adequate inventory at acceptable pricing levels. At the end of 2007, 74% of all CFL sales, equal to 580,000 CFLs, had been made through these joint promotions. The NCPs allow the customer to pay a discounted price, typically negotiated to be equal to or slightly lower than the price of a CFL after applying an instant coupon. Further, this strategy eliminates for the customer the additional time and effort needed to complete and submit the coupon form. By entering into the NCP, the retailer agrees to sell a certain number of

CFLs for a set price during an agreed-upon time period. The manufacturer and retailer benefit by receiving firm support from Efficiency Vermont for a fixed volume of bulbs. Customers benefit from increased product availability and Efficiency Vermont's ability to designate specific products for promotion. This method also gives Efficiency Vermont greater control over choice of bulb and promotion of a greater variety of bulb types, a key Efficiency Vermont goal as this market matures. During 2007, Efficiency Vermont entered into 18 NCPs, primarily with large retail chains such as Rite Aid drug stores, Ace Hardware, True Value, Aubuchon Hardware, Home Depot, and others, representing approximately 170 stores across all of Vermont. The NCP process was instrumental in helping previously nonparticipating large retailers to promote CFLs in their stores.

Efficiency Vermont commissioned public relations and advertising firm Kelliher Samets Volk to study consumer perceptions about CFLs in 2007, in order to guide future marketing and promotion strategies, including a statewide media promotional campaign for 2008. In general, KSV found that the monetary savings available for efficient lighting present the greatest motivator for Vermont consumers; the 2008 campaign will thus focus on this benefit. KSV also found that people don't know what to call CFLs, and are not aware of the many different types of bulbs that are available for different applications. This information will also be emphasized in the statewide campaign.

In 2007, Efficiency Vermont also actively supported community groups in their efforts to hold CFL promotional events throughout the state. A more detailed discussion of this partnership is located in the Community Energy Initiatives section of this report. In addition, we have streamlined the process for schools and nonprofit organizations to promote CFLs for fundraisers by connecting them to local Efficiency Vermont retail lighting partner stores for project support. A vital part of our success: the strong partnerships we built with retailers, suppliers, and manufacturers of ENERGY STAR qualified products. We also have continued to participate in regional and national energy efficiency product promotional, research, and testing initiatives that leverage outside resources, help us influence product development and accessibility, and inform us of product and industry information.

In an effort to encourage Vermonters to buy the most energy-efficient appliances, Efficiency Vermont launched the "Save More with ENERGY STAR" promotion, teaming with the U.S. Environmental Protection Agency in one of only two statewide pilots in the nation. The campaign promoted a higher tier of efficient refrigerators and room air conditioners among those that are ENERGY STAR qualified. These more-efficient appliances are labeled with "Save More" identification, and Efficiency Vermont now offers increased incentives for them. Approximately 13%, or 175, of the refrigerators for which rebates were submitted in 2007 were at the higher "Save More" tier.

Efficiency Vermont promoted ENERGY STAR dehumidifiers for the first time in 2007. Rebates were provided to consumers who purchased the most energy efficient of these products from May through August. Efficiency Vermont retail partners provided rebates for 1,080 ENERGY STAR dehumidifiers during this initial promotion, saving 80 MWh.

Efficiency Vermont co-funded a pilot project to establish a "Green Room" with Green Mountain Electric Supply to showcase energy-efficient lighting at its St. Albans lighting store, Lighting Designs and More. The Green Room exhibits 48 ENERGY STAR labeled fixtures to provide consumers with an aesthetic display of energy-efficient lighting. This

approach has inspired other lighting showrooms to begin planning their own ENERGY STAR fixture displays.

Although Efficiency Vermont has loaned out bicycle trainer CFL demonstrators in the past, this year one of the four bicycles received additional exposure. Efficiency Vermont loaned the bike to the EPA for its Change a Light Bus Tour and worked with its marketing contractor to create signage that acknowledged Efficiency Vermont. The interactive display was a popular exhibit on the tour and was shown on a segment of NBC's *Today* show in New York City. Efficiency Vermont continues to loan the bikes to retailers, schools, nonprofit groups, and community event organizers to support their events.

Efficiency Vermont has also purchased 50 interactive displays (called utility electric meter CFL comparators) that compare a CFL with an incandescent bulb. The comparator is in great demand at retail partner stores for long-term lighting displays, and is available to groups for specific events.

RESIDENTIAL NEW CONSTRUCTION

Efficiency Vermont, in partnership with Vermont Gas Systems, Inc., continued to promote greater efficiency in the residential new construction market, primarily through support to builders and buyers of new Vermont homes that meet the requirements for the ENERGY STAR label. We provided: (1) ENERGY STAR labeling for qualified homes; (2) energy code support; (3) plan reviews; (4) technical assistance; (5) site inspections; (6) energy ratings; and (7) performance testing.

In 2007, Vermont had one of the highest statewide market penetrations of ENERGY STAR qualified homes in the country, despite a declining housing market and significantly more stringent certification requirements. Preliminary EPA ENERGY STAR reporting indicates 30-35% of all new housing units in Vermont achieved the ENERGY STAR label, whereas the national average was less than 10%. The number of new single-family homes enrolled and completed in our services increased from 541 homes in 2006 to 564 homes in 2007. In addition, 32 new builders participated in building ENERGY STAR qualified homes, representing a 15% increase over the prior year. This increased level of participation was made even more significant given the more stringent criteria added by the EPA to ENERGY STAR in late 2006, including a thermal bypass checklist that made it much harder for builders to achieve ENERGY STAR qualification, and effectively necessitated an additional site visit during the construction phase.

The updated ENERGY STAR homes standards provide a greater level of assurance to homeowners and efficiency program implementers that homes built to the standards will reliably deliver a high level of thermal energy savings. The new requirement to complete the bypass checklist will result in homes that are more airtight, and that have a significantly decreased chance for thermal defects that typically cannot be easily identified when the house is complete. Efficiency Vermont credits the commitment of Vermont's building community for its success in having so many homes meet the new standards. Our project managers worked closely with the builders to make sure that they understood the new requirements and how to meet them. In addition, the housing market in 2007 was extremely weak, which added to builders' concern that the extra step and extra work

would cost them money. Even in this difficult economic climate, with more stringent standards for building, Vermont increased its market share of ENERGY STAR labeled homes over the previous year. Efforts in 2007 included:

- Training builders at local building supply houses on how to meet bypass checklist requirements
- Making staff available and dedicated to help builders, one-on-one, to ensure their success
- Partnering with home builders associations for membership outreach.

The Energy Policy Act of 2005 (EPAct) continued to provide opportunities to residential builders and owners to build more energy-efficient homes. Many in the Vermont building community were well situated to benefit from this tax credit because of the high level of energy efficiency building practices they have developed, supported through their participation in building ENERGY STAR labeled homes and through years of attendance at the Better Buildings by Design Conference. In 2007, 178 homes met EPAct requirements, compared to 88 in 2006. Efficiency Vermont supported this level of participation, providing information on its web site, and providing ratings and verification support to every tax-credit-qualifying building enrolled in the Vermont ENERGY STAR Homes program.

Efficiency Vermont also had the opportunity to work with the Home Builders and Remodelers Association of Northern Vermont to lower the association's energy use and costs when the group moved into new offices. During renovation of the office space, Efficiency Vermont Business Energy Services staff evaluated the building and found opportunities for energy savings in lighting and air-sealing. The building was outfitted with efficient fixtures, and air leakage was reduced by 50%. The Home Builders and Remodelers Association will save approximately $450 annually from these improvements.

In order to make it easier for customers to get energy code information, the Energy Code Assistance Center was integrated into Efficiency Vermont. This streamlined approach saved the State money, created a single point of contact for obtaining information, and made training curricula more holistic in relating codes to energy use.

One of Efficiency Vermont's goals for residential new construction in Vermont was to deepen the level of energy savings per home. One strategy that demonstrated results in 2007 was the increase in the number of CFLs installed by contractors, from nearly zero in 2006 to 450 in new homes in 2007. There have also been more installations of gas dryers and electronically commutated motors (ECMs) because of changes to the incentive structure.

EXISTING HOMES

In 2007, Efficiency Vermont continued to provide services to obtain energy savings and support the existing homes market through multiple approaches that included: (1) targeted direct services, particularly focusing on low-income Vermonters; (2) customer service assistance for both technical and educational information, discussed in depth in

the Efficiency Vermont-wide Activities section; and (3) increased support for private service providers working to help Vermont homeowners save energy.

Home Performance with ENERGY STAR

Home Performance with ENERGY STAR grew to serve more than 170 customers in 2007 through a network of private energy efficiency contractors certified to Building Performance Institute (BPI) standards. Home Performance with ENERGY STAR is a market-based initiative that relies on these private contractors to deliver efficiency services to Vermont households. Efficiency Vermont's role in the service is to train and support the contractors, provide quality assurance to help the contractors distinguish themselves from the competition, and increase market demand for the contractors' services by building the market presence of the Home Performance with ENERGY STAR brand. Participating contractors reported 123 whole-house energy efficiency retrofits and an additional 50 energy audits with directly installed electrical measures (primarily CFLs). The energy savings from these projects totaled more than 130 MWh and 6,700 MMBTUs. Of the whole-house projects, 30 took advantage of reduced interest rate financing.

Efficiency Vermont trained and mentored contractors to BPI standards, helping them to achieve Building Analyst, Envelope Specialist, and Heat Specialist certifications. In 2007, 19 new contractors became BPI certified and began serving Vermonters through Home Performance with ENERGY STAR. This number represents a major increase in the contractor pool, which now totals 28 BPI-certified contractors across the state. Efficiency Vermont also offered two free advanced training sessions to certified contactors in 2007, providing opportunities for contractors to gain BPI continuing education credits, improve their technical knowledge, and learn techniques for successful sales and marketing.

To support the success of the certified contractors, Efficiency Vermont placed radio and print media ads across the state, promoting the Home Performance with ENERGY STAR service. The spring and fall advertising campaigns, funded with generous support from the U.S. EPA, generated more than 30,000 visits to Efficiency Vermont's Home Performance with ENERGY STAR web site, a 270% increase over 2006.

Our efforts in 2007 also focused on improving and streamlining all our internal processes for tracking data and providing contractor training and support, as well as the tools and systems that contractors use to report jobs. We worked to develop consistent contractor mentoring and quality assurance procedures to support growth in the number of participating contractors and in the number of jobs reported by those contractors.

Targeted High Use

In 2007, more than 280 targeted high use projects were carried out across the state to assist customers with high electricity bills. Efficiency Vermont provided technical support and incentives for electric heat and hot water fuel switches; early replacement of inefficient refrigerators; and other cost-effective, electricity-saving measures. Most of these projects resulted from customer calls to the Efficiency Vermont Customer Service line. These projects resulted in more than 840 MWh savings and will save participants a total of $43,000 annually.

Low-Income Single Family

Although many of Efficiency Vermont's activities intended to reduce energy use in Vermont households also assist low-income residents, we have targeted specific services to households that have been most negatively affected by high energy costs. Discussion of our services for low-income Vermonters living in multifamily housing is in the following section, Multifamily Housing Services. Efficiency Vermont has continued its success in serving low-income Vermonters by working with Vermont's Weatherization Assistance Program (WAP) when its staff is providing thermal improvements in single-family homes. This partnership allows WAP to provide direct installation of energy-saving and water-saving products and cost-effective replacement of electric heat, hot water, and inefficient refrigeration equipment on site. In 2007, WAP agencies served 1,255 households, generating 1,900 MWh of energy savings. These households will save a total of $150,000 on their combined annual electric bills as a result of the energy efficiency installations made in 2007.

MULTIFAMILY HOUSING SERVICES

Efficiency Vermont completed 99 low-income and market-rate multifamily housing projects in 2007, compared to 49 in 2006. This resulted in an increase in savings in the multifamily housing market of 102% over the prior year. Of the projects completed, 72 were in new construction or were major renovations, and 25 were upgrades in equipment or lighting. The energy savings in low-income multifamily projects in 2007 increased savings by 140% over 2006.

In order to encourage more participation by market-rate developers, as well as by nonprofit affordable housing developers, Efficiency Vermont updated and improved its multifamily design checklist with a flat per-unit incentive rate for new construction. We communicated the features of the multifamily design checklist to the state's most active housing developers, and posted the checklist on the Efficiency Vermont web site.

The multifamily prescriptive form developed in late 2006 has been a successful tool in helping private property owners install energy efficiency measures when readying a unit during tenant turnover. This form allows property owners more convenience in interacting with Efficiency Vermont at the times when they most often implement unit upgrades. In its first year of use, 36 projects in 110 units were completed, saving 80 MWh. It appears that most property owners have used the Efficiency Vermont web site to download it for use.

1.1.3. GEOTARGETING ACTIVITIES

Recent Public Service Board (PSB) orders directed Efficiency Vermont to attain increased energy efficiency in specific utility-defined geographic areas of the state. The PSB's intent is to pursue and evaluate the extent to which targeted efficiency can help relieve the electric load on constrained transmission and distribution systems. In 2007, Efficiency Vermont designed and began to implement strategies to direct increased energy efficiency services to those four targeted areas of the state. The GeoTargeted areas are: (1) St. Albans and vicinity; (2) northern Chittenden County; (3) Newport / Derby; and (4) southern areas of Vermont identified as the "Southern Loop." The utilities that serve these targeted areas are Green Mountain Power, Central Vermont Public Service, and the Vermont Electric Cooperative.

All Efficiency Vermont services that deliver energy savings statewide also deliver savings in these targeted areas. The foundation for achieving savings in the targeted areas is laid by maximizing participation in these statewide services and initiatives. The activities and results discussed in this section relate to additional new initiatives that were implemented in 2007 specifically in the targeted areas.

Three primary strategies were designed and implemented in the targeted areas to maximize savings for each of three customer groups, defined by kWh use. The groups were clustered as:

- Large Business Users — those that typically consume more than 500,000 kWh per year
- Medium Business Users — those that consume more than 40,000 kWh and fewer than 500,000 kWh per year
- Small Businesses and Residential Users — those that consume fewer than 40,000 kWh per year.

Although much of the focus for 2007 was on designing strategy and launching the new efforts, early results of the GeoTargeting approach are promising. At the end of 2007, energy savings for all GeoTargeted areas were 190% of savings in the same areas in 2006. Peak demand reductions increased by 90% for winter kW and 275% for summer compared to 2006.

Strategy and Implementation for Large Business Users

In the targeted areas, approximately 150 accounts, corresponding with approximately 125 businesses, use more than 500,000 kWh per year. These businesses account for approximately 60% of the commercial and industrial electrical consumption in the targeted areas. To maximize energy savings from these customers, Efficiency Vermont is using an intense, individualized approach. That is, each of these large users was assigned an account manager, and outreach to these businesses began in late summer. Account managers learned about the customers' energy use, their future plans, and business drivers. The account managers then used this knowledge to identify potential energy savings opportunities that met their customers' business needs. They worked diligently

with the customers to overcome the individual barriers to implementing cost-effective measures.

An excellent example of the success of account management and GeoTargeted efforts is Efficiency Vermont's growing positive relationship with Husky Injection Molding Systems Ltd. Efficiency Vermont began working with Husky in 2001. Since then, we have successfully built relationships with their personnel both at the facility operations and management levels. In 2006, Efficiency Vermont partnered with lighting ESCOs to perform lighting audits of Husky's manufacturing space, and to provide recommendations and calculations for financial paybacks on a package of potential energy efficiency improvements. Efficiency Vermont reviewed the analyses and offers, and presented Husky with an incentive package. At the time, the projected payback did not meet the company's requirements. In 2007, in conjunction with the GeoTargeting effort in northern Chittenden County, Efficiency Vermont presented a new economic scenario for the lighting improvement project that satisfied Husky's investment criteria. In addition to this large lighting project, Efficiency Vermont worked with Husky's information technology and maintenance departments on many smaller projects, including server and monitor replacements.

Strategy and Implementation for Medium Business Users

In the targeted areas, approximately 1,400 businesses use between 40,000 kWh and 500,000 kWh per year. Efficiency Vermont used a strategy of rapidly leveraging their potential for energy savings through lighting upgrades. In the summer of 2007, Efficiency Vermont issued a request for qualifications to provide direct turnkey installations of energy-efficient lighting and other measures in the targeted areas. The effort was named "Lighting Plus." After a thorough review and selection process, RISE Engineering, with operations located in South Burlington, Vermont, was chosen as the general contractor in late summer. RISE Engineering has selected several Vermont electrical contractors and distributors to provide products and services. Lighting Plus began free energy analyses of eligible businesses' facilities in early November, followed by direct installations of energy-efficient lighting upgrades in December. As of the end of December, 107 energy analyses had been performed. Lighting Plus also provides an opportunity for demonstrating and showcasing new technology and lighting designs as models for other businesses. Additionally, RISE identifies other opportunities for custom energy analysis and efficiency recommendations.

Strategies for Small Businesses and Residential Users

For businesses using fewer than 40,000 kWh per year, approximately 5,000 businesses collectively in the targeted areas, the primary strategy is to increase sales of lighting products in retail stores. The same strategy is being used to promote energy efficiency to the approximately 55,000 residential accounts in the targeted areas. Efficiency Vermont partnered with local retailers and manufacturers to make secure agreements for adequate supplies of energy-efficient products to stock their retail stores. We further promoted the sale of CFLs in the GeoTargeted areas by mailing approximately 43,000 coupons to residences in the fall, with offers of "buy two to get one CFL free" or "buy four to get two CFLs free." Efficiency Vermont also developed special offers for CFLs, similar to the residential coupons, for small businesses. Approximately 1,900 CFLs were sold as a result of the coupon direct mail effort.

Efficiency Vermont launched other efforts to increase awareness of energy savings in the communities located within the targeted areas, reaching out to municipal, business, and other local leaders to increase their involvement in these efforts. Several activities were scheduled to promote energy efficiency in these communities.

The Efficiency Vermont web site promoted GeoTargeting, with a dedicated section presenting general information, answering frequently asked questions, and providing interactive maps. The web site also contains specific links to community "clusters" located within the targeted areas. These clusters identify local retailers and other local community resources. The GeoTargeting section of the web site had a total of 9,177 visits in 2007, with an average of more than 2.5 minutes per visit.

1.1.4. EFFICIENCY VERMONT-WIDE ACTIVITIES

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

Community Energy Initiatives

Community-based energy efficiency and climate change initiatives have continued to grow in Vermont. In 2007, dozens of local committees and community-based organizations were active across the state, with new ones forming throughout the year. Many of them have combined to form an association known as the Vermont Energy and Climate Action Network (VECAN). Partnering with the association members has been a valuable strategy for Efficiency Vermont, both for directly acquiring energy savings and for building broader awareness of efficiency opportunities and Efficiency Vermont services.

Efficiency Vermont worked with nine of these local initiatives in 2007 to conduct CFL campaigns and events. The Bennington Bright Idea campaign achieved its 2006–2007 goal of 40,000 CFLs sold in Bennington. The town of Charlotte continued the efforts it began in 2006. And the relatively small town of Hinesburg met its goal of 6,000 bulbs sold. In September, Bristol launched its Community CFL Promotion at the Bristol Harvest Festival on the town green. CFL sales at that single event were greater than 1,100, accounting for more than 20% of the town's goal of 5,000. In November, Montpelier kicked off its Lighten up Montpelier Challenge with significant media attention and a goal of installing 20,000 CFLs. In December, the Richmond Climate Action Committee challenged its residences and businesses to install 4,000 CFLS.

Two communities, Hardwick and Northfield, were selected in 2006 as the two towns in which Efficiency Vermont would proactively seek to develop community-based energy initiatives and achieve specific results as part of the Efficiency Vermont 2006–2008 contract with the Public Service Board. The performance goals are 35% participation in both towns and a reduction in one town's annual energy use of 3% from 2005 electrical usage, to be achieved by December 31, 2008. In 2007, Efficiency Vermont continued to pursue these goals through the community energy committees formed in 2006, the Hardwick Energy Action Resource Team, or "HEART," and the Northfield Energy Action Team, or "NEAT." At the end of 2007, Hardwick had achieved 90% of the participation goal and 290% of the energy savings goal. By year's end, Northfield had achieved 75% of the participation goal and 120% of the energy savings goal.

Efficiency Vermont's Better Buildings by Design Conference

As previously agreed with the Department of Public Service and the Public Service Board, no conference was held in 2007. Activity was limited to planning and preparing for the 2008 Better Buildings by Design Conference.

Efficiency Vermont Web Site

There were more visits to the Efficiency Vermont web site in 2007 than in any previous years, with a 68% increase in web site visits compared to 2006. That is, approximately 390,000 visitors went to the web site in 2007, 158,000 more than in 2006 and an average of 1,068 per day. A comprehensive enhancement of dynamic content brought customers back to the site, with the average visitor returning to the site 2.34 times to obtain information. The average site visit is 11 minutes and 51 seconds, which is substantially longer than most web site visits, indicating that viewers were engaged with the content of the site. Many Vermonters use the web site for information about energy efficiency and referrals to retailers, contractors, and energy service and design professionals.

Approximately 1 million pages were viewed on the Efficiency Vermont web site in 2007. Overall, the residential pages received more traffic, with "Ask Rachael" columns generating the largest number of visits and pages viewed.

Efficiency Vermont designed its marketing campaigns to bring potential customers to the web site to get more information and take action. The campaign to promote Home Performance with ENERGY STAR contains details about Efficiency Vermont services and allows visitors to request that a certified contractor contact them. The number of visits to the Home Performance with ENERGY STAR section increased 274% over 2006, with approximately 31,000 visits. A total of 299 forms were submitted through the web site for this service in 2007.

By the end of December 2007, more than 716 businesses were listed on the Marketplace section, which refers visitors to retailers, contractors, builders, and designers who have qualified as energy-efficient product or service providers. Traffic to the Marketplace increased 100% from 2006, with a total of 12,305 visits in 2007. The web site also brought an average of 25 visits per day for residential services and 8.6 per day for business services. The average time a visitor spent on the Marketplace for 2007 was approximately 1.5 minutes, an increase of almost 30 seconds over 2006.

Customer Service

The telephone call volume to the Efficiency Vermont customer service department in 2007 was 17,600, a 27% increase over phone calls from 2006. E-mail traffic increased by more than 98% over the previous year, as customers sought guidance on all aspects of commercial and residential savings opportunities. The increase in calls and e-mails reflects consumer demand for assistance and demonstrates increased awareness of Efficiency Vermont as the state's resource for energy savings.

In late 2007, the customer service department launched a call-tracking process, in which customers were asked a series of screening questions that allowed service staff to understand better who called and why. Weekly reports from the call log are made available to staff to aid in-house planning and training, and to help gauge the effectiveness of ongoing marketing campaigns and events.

As a result of the call logging process, Efficiency Vermont learned that approximately 30% of customers calling the toll-free number had been referred to it by their electric utility. These callers were looking for help with high electric bills or had specific technical

questions. Customer service directly responded to many of these calls, providing answers to questions, sending relevant publications from Efficiency Vermont or information on Efficiency Vermont services and financial incentives. Where appropriate, customer service personnel referred callers to other efficiency entities (for example, Vermont's Low-Income Weatherization Assistance Program or Vermont Gas) or redirected their calls to specific Efficiency Vermont staff able to assist them further.

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 160 customers took advantage of the meter loan in 2007. Customers continue to report this service as being very useful. Survey results showed 66% of respondents identified ways to save electricity and 95% would recommend the service to a friend.

Media

Efficiency Vermont uses multiple communication tools to provide outreach and education to Vermonters, encouraging energy-efficient choices when they are making purchasing decisions, determining home or business improvements, or buying a house. In 2007, Efficiency Vermont placed 1,076 articles in the general press and 54 articles in business and group publications, and placed 195 "Ask Rachael" columns, including the column run in two daily newspapers. The "Energy Solutions with Dan and Paul" columns have run a total of 22 times, including regular features in the Champlain, Rutland, and Valley *Business Journals*. Efficiency Vermont and projects it supported were featured in 395 television programs, 12 radio talk shows, and 146 ads that were placed to promote Efficiency Vermont's services. In 2007, Efficiency Vermont launched Wattson, the lightning bug mascot; his debut to the public took place during a July Lake Monsters baseball game. Wattson has since appeared to his adoring fans at 15 events around the state.

Some highlights of public outreach activities:

- Efficiency Vermont was featured in *Popular Mechanics* in January 2007.
- The Documentary Channel filmed Efficiency Vermont in the Bennington's Bright Idea Campaign.
- Efficiency Vermont published *The Energy Smart Home*, a comprehensive guide to energy efficiency in the home.
- HGTV filmed an Efficiency Vermont home renovation story for its program *My House Is Worth What?* to be aired in early 2008.
- Efficiency Vermont was featured on the front page of the *New York Times* business section.
- Efficiency Vermont was included in *Green Makeover*, a video by the Vermont Environmental Consortium offering a humorous, educational, and entertaining look at how Vermonters can save money on their bills and improve the energy efficiency of their businesses. The feature aired more than 200 times on 11 community access television stations.

Awards

- Efficiency Vermont held a press conference and received coverage of the USDA Award for Partner of the Year.
- Efficiency Vermont received the EPA ENERGY STAR Award for Home Performance with ENERGY STAR.
- The American Council for an Energy-Efficient Economy recognized Vermont for its leadership in energy efficiency, ranking it as best in the country in a three-way tie with California and Connecticut.
- The American Council for an Energy-Efficient Economy recognized Efficiency Vermont with Exemplary Program awards for six different Efficiency Vermont programs, the largest number awarded to any efficiency program administrator in the country.

Information Technology

Information technology upgrades made in 2007 increased staff productivity by making systems interactions easier, more accurate, and less time consuming.

In 2007, Efficiency Vermont greatly increased its use of tablet PCs and associated electronic data entry forms, allowing staff to enter project information on site. This strategy reduced data entry time and increased accuracy. Direct interaction with customers at their locations, streamlining information-gathering processes, is becoming an increasingly important feature of Efficiency Vermont's services.

Another upgrade to the knowledge information system, called KITT Plus, integrated the classification of project information for users through the use of icons. The visual icons allow for the representation of information about customers in a toolbar strip, so users don't have to dig for pertinent details; which saves time and increases their knowledge about the customer.

Regional and National Energy Efficiency Efforts

In 2007, Efficiency Vermont continued to strategically engage with targeted regional and national organizations and initiatives that further develop and support its energy efficiency efforts in Vermont. Our relationships with these regional and national efforts help us to leverage regional / national resources, strengthen partnerships, and influence and learn about new technologies, policies, and approaches that can benefit Vermonters. The following are some of the regional and national organizations and initiatives we participated with in 2007:

- 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
- The Consortium for Energy Efficiency, a national nonprofit organization that works with its North American members — 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 both economic prosperity and environmental protection
- The New Buildings Institute, a national organization focused on advancing high-performance new commercial building construction
- The 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 Assessment of Residential Lighting, a utility- and industry-supported independent testing program for residential lighting products
- The U.S. Department of Energy Rebuild America program
- The U.S. Department of Energy Industries of the Future program.

2.1.1. Services and Initiatives Summary

	Totals				Business Energy Services		Residential Energy Services			Other
Services	All Services and Initiatives Including CC	EVT Services and Initiatives	Subtotal Business Energy Services	Subtotal Residential Energy Services	Business New Construction	Business Existing Facilities	Residential New Construction	Efficient Products	Existing Homes	Customer Credit Program
Costs										
Year to Date Costs	$18,360,056	$16,814,166	$8,628,863	$8,185,303	$2,315,169	$6,313,694	$2,793,677	$2,611,675	$2,779,951	$1,545,890
* Annual Budget Estimate	$21,491,300	$20,644,200	$12,273,000	$8,371,200	$2,435,000	$9,838,000	$2,442,500	$2,918,100	$3,010,600	$847,100
Unspent Annual Budget Estimate	$3,131,244	$3,830,034	$3,644,137	$185,897	$119,831	$3,524,306	($351,177)	$306,425	$230,649	($698,790)
% Annual Budget Estimate Unspent	15%	19%	30%	2%	5%	36%	-14%	11%	8%	-82%
Savings Results										
MWh Year to Date	102,914	93,933	36,778	57,154	8,599	28,179	3,471	49,482	4,202	8,981
MWh cumulative starting 1/1/06	158,984	146,880	60,092	86,788	12,710	47,382	5,633	72,972	8,183	12,104
3-Year MWh Goal	nap	261,700	118,200	143,500	13,600	104,600	7,500	120,900	15,100	nap
% of 3-Year MWh Goal	nap	56%	51%	60%	93%	45%	75%	60%	54%	nap
Participation										
Partic.w/ installs Year to Date	43,593	43,592	826	42,766	121	705	1,330	38,317	3,119	1
Partic.w/ installs cumulative starting 1/1/06	74,502	74,501	1,448	73,053	205	1,243	2,200	65,169	5,684	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	$19,334,720	$337,467	$637,197	$18,360,056
* Annual Budget Estimate	$22,690,500	$536,100	$663,100	$21,491,300
Unspent Annual Budget Estimate	$3,355,780	$198,633	$25,903	$3,131,244
% Annual Budget Estimate Unspent	15%	37%	4%	15%

* 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 2007	* Projected Year 2007	Cumulative starting 1/1/06	Cumulative starting 3/1/00
# participants with installations	38,660	43,593	nap	74,502	195,959
# participants with analysis	3,603	3,272	nap	6,489	29,835
# participants with analysis and installations	2,694	2,982	nap	5,545	21,638

Services and Initiatives Costs					
Operating Costs					
Administration	$110,385	$337,467	$536,100	$447,852	$943,293
Services and Initiatives	$3,249,631	$3,719,690	$3,995,200	$6,969,321	$21,037,784
Program Planning	nap	nap	nap	nap	$1,006,327
Marketing/Business Development	$2,528,147	$3,256,410	$3,516,900	$5,784,557	$15,228,660
Information Systems	$493,667	$637,197	$663,100	$1,130,864	$3,165,702
Subtotal Operating Costs	$6,381,831	$7,950,764	$8,711,300	$14,332,594	$41,381,766
Incentive Costs					
Incentives to Participants	$5,087,823	$7,251,309	$9,505,200	$12,339,132	$39,640,016
Incentives to Trade Allies	$50,001	$22,358	$27,600	$72,359	$148,426
Subtotal Incentive Costs	$5,137,824	$7,273,667	$9,532,800	$12,411,491	$39,788,442
Technical Assistance Costs					
Services to Participants	$3,173,265	$3,878,356	$4,244,400	$7,051,621	$18,559,790
Services to Trade Allies	$146,034	$231,933	$202,000	$377,967	$1,873,473
Subtotal Technical Assistance Costs	$3,319,299	$4,110,289	$4,446,400	$7,429,589	$20,433,263
Total Efficiency Vermont Costs	$14,838,953	$19,334,720	$22,690,500	$34,173,674	$101,603,471
Total Participant Costs	$12,741,724	$19,687,516	nav	$32,429,240	$80,913,382
Total Third Party Costs	$906,334	$735,762	nav	$1,144,934	$4,513,472
Total Services and Initiatives Costs	$28,487,011	$39,757,998	$22,690,500	$67,747,849	$187,030,326

Annualized MWh Savings	56,070	102,914	nap	158,984	420,703
Lifetime MWh Savings	629,300	1,061,927	nap	1,688,876	5,288,206
TRB Savings (2006 $)	$45,008,787	$76,078,833	nap	$121,087,620	$399,942,772
Winter Coincident Peak kW Savings	8,556	15,523	nap	24,079	67,667
Summer Coincident Peak kW Savings	9,557	14,207	nap	23,764	58,495
Annualized MWh Savings/Participant	1.450	2.361	nap	2.134	2.147
Weighted Lifetime	11	10	nap	11	13
Committed Incentives	$759,080	$706,360	nap	nap	nap

Annualized MWh Savings (adjusted for measure life)	398,872
Winter Coincident Peak kW Savings (adjusted for measure life)	64,052
Summer Coincident Peak kW Savings (adjusted for measure life)	55,587

* 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 2007	* Projected Year 2007	Cumulative starting 1/1/06	Cumulative starting 3/1/00
# participants with installations	38,659	43,592	nap	74,501	195,958
# participants with analysis	3,603	3,272	nap	6,489	29,652
# participants with analysis and installations	2,694	2,982	nap	5,545	21,638
Services and Initiatives Costs					
Operating Costs					
Administration	$110,385	$337,467	$536,100	$447,852	$943,293
Services and Initiatives	$3,242,775	$3,714,506	$3,986,900	$6,957,281	$20,885,034
Program Planning	nap	nap	nap	nap	$977,110
Marketing/Business Development	$2,528,147	$3,256,410	$3,516,900	$5,784,557	$15,228,660
Information Systems	$493,667	$637,197	$663,100	$1,130,864	$3,165,702
Subtotal Operating Costs	$6,374,975	$7,945,580	$8,703,000	$14,320,554	$41,199,799
Incentive Costs					
Incentives to Participants	$4,265,543	$5,715,267	$8,675,500	$9,980,810	$35,534,130
Incentives to Trade Allies	$50,001	$22,358	$27,600	$72,359	$148,426
Subtotal Incentive Costs	$4,315,544	$5,737,625	$8,703,100	$10,053,169	$35,682,555
Technical Assistance Costs					
Services to Participants	$3,167,886	$3,873,692	$4,235,300	$7,041,578	$18,541,785
Services to Trade Allies	$146,034	$231,933	$202,000	$377,967	$1,873,473
Subtotal Technical Assistance Costs	$3,313,920	$4,105,625	$4,437,300	$7,419,545	$20,415,258
Total Efficiency Vermont Costs	$14,004,438	$17,788,830	$21,843,400	$31,793,268	$97,297,612
Total Participant Costs	$12,377,150	$19,009,350	nav	$31,386,499	$79,679,667
Total Third Party Costs	$906,334	$735,762	nav	$1,144,934	$4,513,472
Total Services and Initiatives Costs	$27,287,922	$37,533,941	$21,843,400	$64,324,701	$181,490,751
Annualized MWh Savings	52,947	93,933	nap	146,880	398,380
Lifetime MWh Savings	586,948	943,467	nap	1,528,064	4,980,545
TRB Savings (2006 $)	$41,931,047	$64,416,983	nap	$106,348,030	$375,811,610
Winter Coincident Peak kW Savings	8,178	14,463	nap	22,641	65,011
Summer Coincident Peak kW Savings	8,809	12,930	nap	21,740	54,780
Annualized MWh Savings/Participant	1.370	2.155	nap	1.972	2.033
Weighted Lifetime	11	10	nap	10	13
Committed Incentives	$759,080	$706,360	nap	nap	nap

Annualized MWh Savings (adjusted for measure life)	376,549
Winter Coincident Peak kW Savings (adjusted for measure life)	61,397
Summer Coincident Peak kW Savings (adjusted for measure life)	51,872

* 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.	2,930	2,115	1,946	35,832	64	885	2,150	0	$325,364	$795,009
Cooking and Laundry	4,111	967	737	13,485	166	123	2,137	25,191	$177,262	$2,695,553
Design Assistance	20	1,035	908	13,988	146	232	2,456	0	$176,224	$486,650
Hot Water Efficiency	1,535	137	121	1,161	25	18	6,041	4,987	$22,544	$280,212
Hot Water Fuel Switch	458	1,513	1,540	44,699	244	140	-5,106	0	$421,845	$340,543
Industrial Process Eff.	43	4,758	4,747	63,578	651	399	14,310	-1,228	$382,986	$3,380,212
Lighting	37,180	73,544	56,523	606,951	11,655	10,139	-39,981	0	$2,679,323	$4,803,971
Motors	300	3,089	2,871	43,904	329	353	1,944	0	$275,095	$606,068
Other Efficiency	16	392	344	6,476	50	39	123	0	$48,188	$122,752
Other Fuel Switch	358	339	383	9,339	77	45	-1,224	85	$28,271	$148,357
Other Indirect Activity	558	174	156	817	20	24	0	0	$280,247	-$271,337
Refrigeration	3,280	2,906	2,627	36,742	423	279	2,874	6	$494,843	$2,008,369
Space Heat Efficiency	1,315	657	602	12,343	151	154	43,480	0	$68,112	$2,045,661
Space Heat Fuel Switch	209	1,555	1,494	46,656	379	7	-5,544	0	$224,196	$868,626
Ventilation	1,225	750	686	7,498	82	93	19,408	0	$110,766	$698,703
Totals		93,933	75,685	943,467	14,463	12,930	43,068	29,040	$5,715,267	$19,009,350

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	141	107	82	931	19	13	-9	84	$10,132	$19,034
Burlington	71	34	27	237	6	5	-21	0	$687	$1,388
CVPS	18,577	43,861	35,111	445,214	6,673	5,942	5,670	12,908	$2,422,023	$7,471,448
Enosburg Falls	241	800	662	8,447	131	116	584	275	$67,208	$147,624
Green Mountain	12,858	31,720	26,051	345,406	4,707	4,449	25,772	10,055	$2,103,761	$8,598,746
Hardwick	704	1,265	993	10,369	227	197	2,755	372	$70,425	$186,205
Hyde Park	229	366	277	2,762	63	47	-208	77	$22,712	$28,407
Jacksonville	82	65	53	700	11	7	199	129	$7,100	$15,583
Johnson	142	473	399	3,341	81	77	-304	35	$21,437	$37,553
Ludlow	224	1,020	818	9,125	154	183	869	112	$52,357	$125,639
Lyndonville	684	1,261	1,056	13,009	196	168	768	-956	$95,190	$228,294
Morrisville	619	859	654	6,592	150	116	-89	298	$54,997	$121,337
Northfield	366	914	737	7,794	149	126	23	209	$51,864	$124,733
Orleans	99	202	164	2,956	39	20	-181	68	$14,752	$25,599
Readsboro	24	12	8	69	2	1	-2	0	$292	$50
Rochester	45	30	22	175	5	4	-8	14	$912	$4,181
Stowe	373	796	636	6,420	144	109	1,139	422	$56,086	$135,074
Swanton	454	939	735	8,158	173	166	2	293	$56,688	$107,148
VT Electric Coop	5,338	7,121	5,595	57,095	1,174	907	3,653	3,494	$486,444	$1,211,328
VT Marble	103	51	38	309	9	7	-12	41	$1,771	$12,586
Washington Electric	2,218	2,034	1,566	14,359	348	270	2,466	1,112	$118,429	$407,394
Totals	43,592	93,933	75,685	943,467	14,463	12,930	43,068	29,041	$5,715,267	$19,009,350

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	2,644	5,010	3,925	38,904	821	701	1,043	2,329	$262,813	$711,985
Bennington	2,638	8,308	6,569	77,997	1,283	1,131	1,528	1,308	$388,596	$1,084,999
Caledonia	2,265	3,981	3,195	35,661	665	588	3,687	-104	$263,889	$567,316
Chittenden	9,117	23,487	19,137	261,734	3,470	3,385	12,383	9,035	$1,617,448	$5,300,512
Essex	361	231	175	1,715	43	27	23	225	$20,239	$24,291
Franklin	2,737	6,833	5,646	68,908	1,050	960	-269	1,973	$439,685	$995,490
Grand Isle	490	451	345	3,561	81	54	456	440	$35,029	$104,991
Lamoille	2,001	3,182	2,498	24,618	556	444	1,053	1,274	$206,042	$455,511
Orange	1,922	2,581	2,017	22,440	430	370	2,776	1,203	$179,419	$546,116
Orleans	2,003	2,612	2,075	23,254	419	325	1,219	929	$187,728	$361,402
Rutland	4,268	9,159	7,248	96,364	1,320	1,164	-288	3,333	$442,830	$1,658,879
Washington	5,572	10,872	8,710	99,456	1,726	1,571	4,261	3,140	$631,039	$1,877,011
Windham	3,865	10,706	8,905	123,177	1,584	1,214	11,799	1,796	$630,324	$3,943,076
Windsor	3,709	6,521	5,240	65,678	1,016	995	3,396	2,160	$410,185	$1,377,770
Totals	43,592	93,933	75,685	943,467	14,463	12,930	43,068	29,041	$5,715,267	$19,009,350

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

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$53,991,252
Fossil Fuel Savings (Costs)	$627,886	$8,155,300
Water Savings (Costs)	$217,400	$2,270,851
Total	$845,286	$64,416,983

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	75,685	81,857	93,933
Winter on peak	25,583	27,666	32,043
Winter off peak	14,351	15,171	17,105
Summer on peak	20,748	22,696	26,420
Summer off peak	15,002	16,323	18,371
Coincident Demand Savings (kW)			
Winter	11,870	12,927	14,463
Shoulder	5,074	5,588	6,303
Summer	10,626	11,560	12,930

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	26,168	29,040	380,569
Annualized fuel savings (increase) MMBtu	50,769	43,068	1,074,494
LP	19,651	20,597	430,080
NG	13,513	13,856	241,467
Oil/Kerosene	14,497	5,399	369,367
Wood	3,100	2,943	33,575
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$870,534	$945,867	$7,814,163

Net Societal Benefits	$40,217,524

2.1.8. Business Energy Services - Summary

	Prior Year	Current Year 2007	* Projected Year 2007	Cumulative starting 1/1/06
# participants with installations	729	826	nap	1,448
# participants with analysis	645	789	nap	1,437
# participants with analysis and installations	348	471	nap	769
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$1,454,092	$1,936,801	$2,107,300	$3,390,893
Marketing/Business Development	$1,167,053	$1,500,691	$1,636,400	$2,667,744
Subtotal Operating Costs	$2,621,144	$3,437,492	$3,743,700	$6,058,637
Incentive Costs				
Incentives to Participants	$1,927,667	$2,712,684	$5,648,800	$4,640,353
Incentives to Trade Allies	$17,694	$2,963	$6,600	$20,657
Subtotal Incentive Costs	$1,945,361	$2,715,647	$5,655,400	$4,661,010
Technical Assistance Costs				
Services to Participants	$1,856,577	$2,475,723	$2,873,900	$4,332,300
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$1,856,577	$2,475,723	$2,873,900	$4,332,300
Total Efficiency Vermont Costs	$6,423,083	$8,628,863	$12,273,000	$15,051,947
Total Participant Costs	$5,591,207	$10,395,094	nav	$15,986,302
Total Third Party Costs	$261,529	$118,271	nav	$142,192
Total Services and Initiatives Costs	$12,275,819	$19,142,228	$12,273,000	$31,180,440
Annualized MWh Savings	23,314	36,778	nap	60,092
Lifetime MWh Savings	318,135	514,406	nap	830,191
TRB Savings (2006 $)	$18,495,505	$31,593,868	nap	$50,089,373
Winter Coincident Peak kW Savings	3,440	4,833	nap	8,273
Summer Coincident Peak kW Savings	4,490	5,568	nap	10,058
Annualized MWh Savings/Participant	31.981	44.526	nap	41.500
Weighted Lifetime	14	14	nap	14
Committed Incentives	$759,080	$706,360	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.	117	1,799	1,635	31,294	62	582	2,150	0	$243,808	$268,880
Cooking and Laundry	12	5	5	67	1	1	29	123	$1,506	$12,727
Design Assistance	20	1,035	908	13,988	146	232	2,456	0	$176,224	$486,650
Hot Water Efficiency	23	20	19	260	7	5	213	66	$5,497	$20,470
Hot Water Fuel Switch	16	103	108	2,384	22	11	-416	0	$15,805	$21,499
Industrial Process Eff.	43	4,758	4,747	63,578	651	399	14,310	-1,228	$382,986	$3,380,212
Lighting	593	22,470	18,608	306,985	2,965	3,643	-20,405	0	$1,278,528	$3,382,448
Motors	119	2,696	2,524	38,055	309	337	1,944	0	$249,529	$568,447
Other Efficiency	16	392	344	6,476	50	39	123	0	$48,188	$122,752
Other Fuel Switch	8	88	84	1,816	40	17	-439	85	$3,688	$121,564
Other Indirect Activity	11	165	148	779	19	23	0	0	$12,124	$47,425
Refrigeration	117	2,223	2,022	29,881	342	197	2,874	6	$202,292	$472,298
Space Heat Efficiency	38	230	225	3,417	55	26	9,345	0	$22,007	$760,056
Space Heat Fuel Switch	8	379	408	11,357	123	6	-1,463	0	$32,590	$196,416
Ventilation	57	415	396	4,069	42	49	15,457	0	$37,913	$533,249
Totals		36,778	32,180	514,406	4,833	5,568	26,178	-949	$2,712,684	$10,395,094

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	3	7	5	100	2	2	-7	0	$1,280	$2,218
CVPS	325	20,188	17,314	286,792	2,682	2,865	-2,386	112	$1,344,598	$4,272,963
Enosburg Falls	9	252	226	3,369	36	43	431	0	$19,757	$78,831
Green Mountain	316	12,700	11,267	179,777	1,577	1,989	22,348	156	$1,012,145	$5,165,371
Hardwick	10	290	269	4,266	62	72	2,827	0	$30,029	$111,287
Hyde Park	3	13	10	175	2	3	-14	0	$1,693	$1,453
Johnson	3	231	215	1,357	36	47	-267	0	$9,910	$20,365
Ludlow	7	334	303	4,671	32	96	1,195	0	$33,746	$74,154
Lyndonville	19	524	502	7,759	64	80	1,042	-1,228	$49,938	$180,947
Morrisville	14	80	68	1,083	14	18	-44	0	$12,114	$16,685
Northfield	4	179	184	2,816	30	23	-85	0	$20,760	$66,418
Stowe	16	216	197	2,650	46	27	288	12	$23,169	$49,023
Swanton	9	225	200	3,465	50	73	-36	0	$17,581	$49,094
VT Electric Coop	77	1,313	1,211	14,759	170	176	1,129	0	$126,287	$295,406
Washington Electric	11	229	208	1,369	30	54	-244	0	$9,678	$10,879
Totals	826	36,778	32,180	514,406	4,833	5,568	26,178	-949	$2,712,684	$10,395,094

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	51	1,122	1,009	13,284	172	189	151	0	$89,869	$200,212
Bennington	41	2,875	2,529	42,778	389	412	-598	0	$218,666	$598,170
Caledonia	42	1,227	1,141	17,592	190	242	3,972	-1,228	$129,224	$373,283
Chittenden	215	9,054	7,745	125,837	1,133	1,553	7,291	46	$714,823	$2,325,800
Essex	7	10	8	169	3	2	-7	0	$2,630	$3,589
Franklin	71	3,233	2,907	42,442	422	500	-1,291	8	$202,895	$520,049
Grand Isle	7	18	16	238	3	2	-5	0	$2,878	$4,273
Lamoille	43	567	519	5,665	103	98	201	12	$53,298	$129,103
Orange	26	552	491	8,053	85	115	1,559	0	$59,481	$250,759
Orleans	37	495	461	5,938	52	69	1,225	0	$48,640	$112,727
Rutland	55	4,733	3,948	69,102	564	577	-186	101	$259,707	$962,049
Washington	106	3,725	3,343	50,636	509	625	-517	110	$258,823	$694,160
Windham	54	6,488	5,698	92,452	851	674	11,445	4	$426,814	$3,416,436
Windsor	71	2,678	2,366	40,221	358	511	2,937	0	$244,935	$804,484
Totals	826	36,778	32,180	514,406	4,833	5,568	26,178	-949	$2,712,684	$10,395,094

2.1.12. Residential Energy Services - Summary

	Prior Year	Current Year 2007	* Projected Year 2007	Cumulative starting 1/1/06
# participants with installations	37,930	42,766	nap	73,053
# participants with analysis	2,958	2,483	nap	5,052
# participants with analysis and installations	2,346	2,511	nap	4,776
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$1,788,683	$1,777,705	$1,879,600	$3,566,388
Marketing/Business Development	$1,361,095	$1,755,718	$1,880,500	$3,116,813
Subtotal Operating Costs	$3,149,778	$3,533,423	$3,760,100	$6,683,201
Incentive Costs				
Incentives to Participants	$2,337,876	$3,002,582	$3,026,700	$5,340,457
Incentives to Trade Allies	$32,307	$19,396	$21,000	$51,703
Subtotal Incentive Costs	$2,370,183	$3,021,978	$3,047,700	$5,392,160
Technical Assistance Costs				
Services to Participants	$1,311,309	$1,397,969	$1,361,400	$2,709,278
Services to Trade Allies	$146,034	$231,933	$202,000	$377,967
Subtotal Technical Assistance Costs	$1,457,343	$1,629,902	$1,563,400	$3,087,245
Total Efficiency Vermont Costs	$6,977,303	$8,185,303	$8,371,200	$15,162,606
Total Participant Costs	$6,785,942	$8,614,256	nav	$15,400,198
Total Third Party Costs	$644,805	$617,491	nav	$1,002,742
Total Services and Initiatives Costs	$14,408,050	$17,417,049	$8,371,200	$31,565,546
Annualized MWh Savings	29,633	57,154	nap	86,788
Lifetime MWh Savings	268,813	429,061	nap	697,873
TRB Savings (2006 $)	$23,435,542	$32,823,115	nap	$56,258,656
Winter Coincident Peak kW Savings	4,738	9,631	nap	14,368
Summer Coincident Peak kW Savings	4,320	7,362	nap	11,682
Annualized MWh Savings/Participant	0.781	1.336	nap	1.188
Weighted Lifetime	9	8	nap	8
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.	2,813	316	312	4,537	3	304	0	0	$81,555	$526,128
Cooking and Laundry	4,099	962	732	13,419	165	123	2,108	25,068	$175,756	$2,682,826
Hot Water Efficiency	1,512	117	102	901	18	13	5,828	4,921	$17,047	$259,742
Hot Water Fuel Switch	442	1,410	1,431	42,314	222	129	-4,690	0	$406,040	$319,044
Lighting	36,587	51,074	37,915	299,966	8,691	6,496	-19,575	0	$1,400,795	$1,421,523
Motors	181	393	347	5,850	20	15	0	0	$25,565	$37,621
Other Fuel Switch	350	251	299	7,523	38	28	-786	0	$24,583	$26,793
Other Indirect Activity	547	10	8	38	1	0	0	0	$268,123	-$318,761
Refrigeration	3,163	683	605	6,861	81	82	0	0	$292,551	$1,536,071
Space Heat Efficiency	1,277	427	378	8,925	96	128	34,136	0	$46,105	$1,285,605
Space Heat Fuel Switch	201	1,177	1,086	35,298	256	0	-4,080	0	$191,606	$672,210
Ventilation	1,168	335	290	3,429	40	44	3,951	0	$72,854	$165,454
Totals		57,154	43,505	429,061	9,631	7,362	16,890	29,989	$3,002,582	$8,614,256

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	138	101	77	832	18	11	-2	84	$8,852	$16,815
Burlington	71	34	27	237	6	5	-21	0	$687	$1,388
CVPS	18,252	23,672	17,797	158,422	3,991	3,077	8,056	12,796	$1,077,426	$3,198,484
Enosburg Falls	232	548	436	5,078	96	73	153	275	$47,451	$68,793
Green Mountain	12,542	19,020	14,784	165,629	3,130	2,460	3,424	9,899	$1,091,615	$3,433,375
Hardwick	694	975	724	6,102	165	125	-72	372	$40,396	$74,917
Hyde Park	226	353	267	2,586	62	44	-194	77	$21,020	$26,954
Jacksonville	82	65	53	700	11	7	199	129	$7,100	$15,583
Johnson	139	242	185	1,984	45	30	-36	35	$11,527	$17,188
Ludlow	217	687	514	4,455	123	87	-325	112	$18,611	$51,485
Lyndonville	665	738	554	5,250	132	88	-275	272	$45,252	$47,347
Morrisville	605	780	587	5,509	136	98	-45	298	$42,883	$104,653
Northfield	362	736	553	4,978	119	103	108	209	$31,104	$58,315
Orleans	99	202	164	2,956	39	20	-181	68	$14,752	$25,599
Readsboro	24	12	8	69	2	1	-2	0	$292	$50
Rochester	45	30	22	175	5	4	-8	14	$912	$4,181
Stowe	357	580	439	3,770	99	82	851	411	$32,916	$86,051
Swanton	445	715	535	4,694	123	93	38	293	$39,107	$58,054
VT Electric Coop	5,261	5,808	4,384	42,337	1,004	730	2,524	3,494	$360,157	$915,922
VT Marble	103	51	38	309	9	7	-12	41	$1,771	$12,586
Washington Electric	2,207	1,805	1,358	12,990	318	216	2,710	1,112	$108,751	$396,516
Totals	42,766	57,154	43,505	429,061	9,631	7,362	16,890	29,989	$3,002,582	$8,614,256

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	2,593	3,888	2,917	25,620	649	513	892	2,329	$172,944	$511,774
Bennington	2,597	5,433	4,039	35,219	894	718	2,126	1,308	$169,929	$486,829
Caledonia	2,223	2,754	2,054	18,069	475	346	-285	1,124	$134,664	$194,033
Chittenden	8,902	14,432	11,392	135,897	2,337	1,832	5,093	8,989	$902,626	$2,974,712
Essex	354	221	166	1,546	40	24	31	225	$17,610	$20,702
Franklin	2,666	3,601	2,739	26,466	628	460	1,023	1,965	$236,790	$475,441
Grand Isle	483	433	330	3,323	79	52	460	440	$32,150	$100,717
Lamoille	1,958	2,615	1,978	18,953	453	347	851	1,263	$152,744	$326,408
Orange	1,896	2,028	1,526	14,388	346	256	1,217	1,203	$119,937	$295,357
Orleans	1,966	2,116	1,615	17,316	368	256	-6	929	$139,088	$248,675
Rutland	4,213	4,426	3,300	27,262	756	588	-102	3,232	$183,123	$696,830
Washington	5,466	7,147	5,367	48,820	1,216	946	4,779	3,030	$372,217	$1,182,851
Windham	3,811	4,218	3,207	30,725	733	540	353	1,792	$203,510	$526,640
Windsor	3,638	3,843	2,875	25,456	657	484	459	2,160	$165,250	$573,286
Totals	42,766	57,154	43,505	429,061	9,631	7,362	16,890	29,989	$3,002,582	$8,614,256

2.1.16. 2006-2008 Minimum Performance Requirements

MPR#	Name	Minimum Requirement	1/1/06 To Date
1	Minimum Electric Benefits	Total electric benefits divided by total EEU costs is greater than 1.2	2.52
2	Threshold (or minimum acceptable) Level of Participation by Residential Customers	Total residential sector spending is greater than $19,700,000	$15,162,606
3	Threshold (or minimum acceptable) Level of Participation by Low-Income Households	Spending for low-income single and multifamily services is greater than $6,307,000	$4,835,855
4	Threshold (or minimum acceptable) Level of Participation by Small Non-residential Customers	Number of total non-residential accounts with annual electric use of 40,000 kWh/yr or less that have savings is greater than 700	633
5	Geographic Equity	TRB for each county is greater than values shown in table below	
	County	**3-Year Minimum TRB Goal**	1/1/06 To Date
	Addison	$3,790,700	$5,183,985
	Bennington	$5,104,700	$7,491,652
	Caledonia	$2,611,100	$4,498,617
	Chittenden	$12,062,700	$28,212,478
	Essex	$542,200	$323,343
	Franklin	$4,620,300	$7,056,192
	Grand Isle	$320,600	$647,329
	Lamoille	$2,400,100	$4,378,635
	Orange	$2,177,400	$3,178,946
	Orleans	$2,178,900	$4,061,755
	Rutland	$8,129,500	$9,094,182
	Washington	$6,134,600	$12,481,004
	Windham	$6,503,300	$11,641,287
	Windsor	$6,291,900	$8,098,624

2.1.17. Community Energy Initiative				
Community	Name	Electric Accounts with, or MWh savings for, Efficiency Measures Installed	Total Electric Accounts or Total Energy Sales for all Accounts	5/05/06 To Date Ratio
Village of Northfield	Community Participation	565	2,155	26.22%
	Reduction in community-wide electrical energy use (MWh)	1,210	32,753	3.69%
Town of Hardwick	Community Participation	420	1,340	31.34%
	Reduction in community-wide electrical energy use (MWh)	1,004	11,691	8.59%

Performance Indicator:	Completion of community-based projects with over 35% participation in each community, at least one of which demonstrates a 3% reduction in community-wide electrical energy use

3.1.1. Business New Construction - Summary

	Prior Year	Current Year 2007	* Projected Year 2007	Cumulative starting 1/1/06
# participants with installations	87	121	nap	205
# participants with analysis	157	156	nap	316
# participants with analysis and installations	87	121	nap	205
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$472,272	$454,110	$568,500	$926,382
Marketing/Business Development	$365,148	$398,750	$324,700	$763,898
Subtotal Operating Costs	$837,419	$852,859	$893,200	$1,690,279
Incentive Costs				
Incentives to Participants	$554,694	$848,112	$805,400	$1,402,806
Incentives to Trade Allies	$504	$655	$600	$1,159
Subtotal Incentive Costs	$555,197	$848,767	$806,000	$1,403,965
Technical Assistance Costs				
Services to Participants	$614,219	$613,543	$735,800	$1,227,762
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$614,219	$613,543	$735,800	$1,227,762
Total Efficiency Vermont Costs	$2,006,836	$2,315,169	$2,435,000	$4,322,006
Total Participant Costs	$1,295,371	$2,701,108	nav	$3,996,479
Total Third Party Costs	$91,356	$40,386	nav	$56,136
Total Services and Initiatives Costs	$3,393,562	$5,056,663	nav	$8,374,621
Annualized MWh Savings	4,111	8,599	nap	12,710
Lifetime MWh Savings	61,752	126,229	nap	185,630
TRB Savings (2006 $)	$4,251,309	$9,466,249	nap	$13,717,559
Winter Coincident Peak kW Savings	606	1,082	nap	1,688
Summer Coincident Peak kW Savings	964	1,565	nap	2,528
Annualized MWh Savings/Participant	47.256	71.064	nap	62.000
Weighted Lifetime	15	15	nap	15
Committed Incentives	$293,097	$162,891	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.	68	1,131	1,021	18,527	58	350	2,087	0	$152,453	$188,320
Cooking and Laundry	8	4	4	53	1	0	14	22	$473	$977
Design Assistance	7	917	805	13,752	146	232	2,456	0	$141,050	$477,566
Hot Water Efficiency	14	12	10	144	5	1	130	62	$1,189	$9,124
Hot Water Fuel Switch	4	18	20	493	3	1	-53	0	$685	$5,911
Industrial Process Eff.	1	5	5	151	16	17	0	0	$933	$17,327
Lighting	103	4,473	4,012	63,213	595	757	-4,070	0	$349,990	$939,027
Motors	38	807	729	12,485	79	100	251	0	$69,970	$144,673
Other Efficiency	8	140	126	3,550	22	10	123	0	$22,957	$34,456
Other Fuel Switch	3	3	2	80	0	0	-8	0	$146	$463
Other Indirect Activity	1	0	0	1	0	0	0	0	$40	-$2
Refrigeration	23	885	787	11,276	127	47	17	0	$77,741	$165,169
Space Heat Efficiency	29	36	33	711	2	18	7,566	0	$12,368	$465,294
Ventilation	43	168	151	1,792	28	28	11,447	0	$18,116	$252,804
Totals		8,599	7,704	126,229	1,082	1,565	19,960	84	$848,112	$2,701,108

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	51	3,507	3,133	50,928	508	623	4,107	24	$348,399	$910,371
Enosburg Falls	1	198	175	2,544	26	39	490	0	$9,621	$65,829
Green Mountain	52	4,082	3,659	60,406	457	732	13,772	48	$409,644	$1,517,361
Hardwick	2	24	21	350	4	4	-22	0	$4,534	$8,148
Ludlow	2	218	201	3,634	19	64	1,292	0	$21,905	$61,874
Lyndonville	2	91	82	1,337	9	27	217	0	$11,493	$35,309
Morrisville	2	33	30	452	5	6	-4	0	$4,865	$8,943
Northfield	1	143	129	2,276	15	20	-41	0	$10,569	$22,339
Stowe	4	68	61	994	9	15	188	12	$8,771	$24,148
VT Electric Coop	4	236	213	3,308	30	35	-38	0	$18,311	$46,785
Totals	121	8,599	7,704	126,229	1,082	1,565	19,960	84	$848,112	$2,701,108

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	8	352	311	5,658	74	44	270	0	$33,392	$114,684
Bennington	4	120	109	1,709	16	29	578	0	$9,257	$62,359
Caledonia	6	282	247	3,976	34	76	355	0	$35,282	$80,145
Chittenden	37	2,921	2,611	42,109	334	520	9,147	35	$282,817	$1,025,489
Franklin	6	1,730	1,551	23,813	225	259	-790	8	$78,937	$304,349
Lamoille	6	101	90	1,446	14	21	184	12	$13,637	$33,091
Orange	4	284	251	4,143	40	68	1,652	0	$32,047	$192,928
Orleans	2	53	48	734	9	8	57	0	$6,045	$20,705
Rutland	9	296	264	4,223	30	62	356	16	$30,611	$78,892
Washington	14	989	906	15,934	91	166	368	14	$94,999	$215,548
Windham	9	763	682	11,332	134	136	3,364	0	$138,827	$315,407
Windsor	16	708	635	11,153	79	175	4,421	0	$92,263	$257,512
Totals	121	8,599	7,704	126,229	1,082	1,565	19,960	84	$848,112	$2,701,108

3.1.5. Business New Construction - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$7,198,172
Fossil Fuel Savings (Costs)	$235,114	$2,262,664
Water Savings (Costs)	$626	$5,412
Total	$235,739	$9,466,249

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	7,704	7,491	8,599
Winter on peak	2,345	2,280	2,642
Winter off peak	1,257	1,228	1,385
Summer on peak	2,492	2,418	2,810
Summer off peak	1,610	1,566	1,762
Coincident Demand Savings (kW)			
Winter	991	964	1,082
Shoulder	654	634	715
Summer	1,437	1,397	1,565

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	86	84	850
Annualized fuel savings (increase) MMBtu	20,329	19,960	335,366
LP	7,175	7,078	134,700
NG	8,207	8,093	126,213
Oil/Kerosene	4,240	4,082	63,864
Wood	706	706	10,588
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$14,204	$13,762	$155,768

Net Societal Benefits	$6,067,097

3.1.6. Business Existing Facilities - Summary

	Prior Year	Current Year 2007	* Projected Year 2007	Cumulative starting 1/1/06
# participants with installations	642	705	nap	1,243
# participants with analysis	488	633	nap	1,121
# participants with analysis and installations	261	350	nap	564

Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$981,820	$1,482,691	$1,538,800	$2,464,511
Marketing/Business Development	$801,905	$1,101,942	$1,311,700	$1,903,847
Subtotal Operating Costs	$1,783,725	$2,584,633	$2,850,500	$4,368,358
Incentive Costs				
Incentives to Participants	$1,372,974	$1,864,572	$4,843,400	$3,237,547
Incentives to Trade Allies	$17,190	$2,308	$6,000	$19,498
Subtotal Incentive Costs	$1,390,164	$1,866,880	$4,849,400	$3,257,045
Technical Assistance Costs				
Services to Participants	$1,242,358	$1,862,180	$2,138,100	$3,104,538
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$1,242,358	$1,862,180	$2,138,100	$3,104,538
Total Efficiency Vermont Costs	$4,416,247	$6,313,694	$9,838,000	$10,729,941
Total Participant Costs	$4,295,837	$7,693,986	nav	$11,989,823
Total Third Party Costs	$170,173	$77,885	nav	$86,056
Total Services and Initiatives Costs	$8,882,257	$14,085,565	$9,838,000	$22,805,819

Annualized MWh Savings	19,202	28,179	nap	47,382
Lifetime MWh Savings	256,384	388,177	nap	644,560
TRB Savings (2006 $)	$14,244,196	$22,127,619	nap	$36,371,815
Winter Coincident Peak kW Savings	2,834	3,751	nap	6,585
Summer Coincident Peak kW Savings	3,526	4,003	nap	7,529
Annualized MWh Savings/Participant	29.910	39.971	nap	38.119
Weighted Lifetime	13	14	nap	14
Committed Incentives	$465,983	$543,469	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.	49	669	614	12,767	4	231	63	0	$91,355	$80,560
Cooking and Laundry	4	1	1	14	0	0	15	101	$1,033	$11,750
Design Assistance	13	118	103	236	0	0	0	0	$35,174	$9,084
Hot Water Efficiency	9	9	8	115	1	4	83	4	$4,308	$11,346
Hot Water Fuel Switch	12	85	89	1,892	20	10	-363	0	$15,120	$15,588
Industrial Process Eff.	42	4,753	4,742	63,427	635	382	14,310	-1,228	$382,053	$3,362,886
Lighting	490	17,997	14,596	243,772	2,370	2,886	-16,336	0	$928,538	$2,443,421
Motors	81	1,889	1,795	25,570	229	237	1,693	0	$179,559	$423,774
Other Efficiency	8	252	219	2,926	28	28	0	0	$25,231	$88,296
Other Fuel Switch	5	85	82	1,736	39	16	-431	85	$3,541	$121,101
Other Indirect Activity	10	165	148	779	19	23	0	0	$12,084	$47,427
Refrigeration	94	1,337	1,235	18,604	214	150	2,858	6	$124,551	$307,129
Space Heat Efficiency	9	194	192	2,706	53	8	1,779	0	$9,639	$294,763
Space Heat Fuel Switch	8	379	408	11,357	123	6	-1,463	0	$32,590	$196,416
Ventilation	14	247	245	2,276	15	21	4,010	0	$19,796	$280,445
Totals		28,179	24,476	388,177	3,751	4,003	6,218	-1,032	$1,864,572	$7,693,986

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	3	7	5	100	2	2	-7	0	$1,280	$2,218
CVPS	274	16,681	14,181	235,864	2,174	2,241	-6,493	89	$996,199	$3,362,592
Enosburg Falls	8	54	51	825	10	5	-59	0	$10,136	$13,002
Green Mountain	264	8,618	7,608	119,370	1,120	1,256	8,577	107	$602,501	$3,648,010
Hardwick	8	267	248	3,917	58	68	2,849	0	$25,495	$103,139
Hyde Park	3	13	10	175	2	3	-14	0	$1,693	$1,453
Johnson	3	231	215	1,357	36	47	-267	0	$9,910	$20,365
Ludlow	5	115	103	1,036	12	32	-97	0	$11,841	$12,280
Lyndonville	17	433	419	6,421	56	54	825	-1,228	$38,445	$145,638
Morrisville	12	46	38	630	10	11	-39	0	$7,249	$7,742
Northfield	3	36	55	540	15	3	-44	0	$10,191	$44,080
Stowe	12	148	136	1,656	36	12	100	0	$14,398	$24,875
Swanton	9	225	200	3,465	50	73	-36	0	$17,581	$49,094
VT Electric Coop	73	1,077	998	11,451	140	142	1,167	0	$107,976	$248,621
Washington Electric	11	229	208	1,369	30	54	-244	0	$9,678	$10,879
Totals	705	28,179	24,476	388,177	3,751	4,003	6,218	-1,032	$1,864,572	$7,693,986

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	43	770	697	7,625	98	145	-119	0	$56,477	$85,528
Bennington	37	2,754	2,421	41,068	373	383	-1,176	0	$209,410	$535,811
Caledonia	36	946	894	13,616	156	166	3,618	-1,228	$93,943	$293,138
Chittenden	178	6,133	5,134	83,729	799	1,033	-1,856	11	$432,006	$1,300,311
Essex	7	10	8	169	3	2	-7	0	$2,630	$3,589
Franklin	65	1,503	1,355	18,629	197	241	-501	0	$123,958	$215,700
Grand Isle	7	18	16	238	3	2	-5	0	$2,878	$4,273
Lamoille	37	466	429	4,219	89	77	18	0	$39,662	$96,012
Orange	22	268	240	3,910	44	47	-93	0	$27,435	$57,831
Orleans	35	442	413	5,203	43	61	1,169	0	$42,595	$92,022
Rutland	46	4,436	3,684	64,880	533	514	-542	85	$229,097	$883,158
Washington	92	2,736	2,437	34,702	418	459	-885	96	$163,823	$478,612
Windham	45	5,725	5,017	81,120	717	538	8,082	4	$287,987	$3,101,028
Windsor	55	1,970	1,731	29,069	279	335	-1,484	0	$152,672	$546,972
Totals	705	28,179	24,476	388,177	3,751	4,003	6,218	-1,032	$1,864,572	$7,693,986

3.1.10. Business Existing Facilities - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$21,620,883
Fossil Fuel Savings (Costs)	$76,144	$589,280
Water Savings (Costs)	($7,721)	($82,545)
Total	$68,423	$22,127,619

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	24,476	24,650	28,179
Winter on peak	8,462	8,545	9,839
Winter off peak	5,209	5,076	5,722
Summer on peak	6,199	6,368	7,381
Summer off peak	4,606	4,661	5,238
Coincident Demand Savings (kW)			
Winter	3,358	3,363	3,751
Shoulder	1,200	1,216	1,371
Summer	3,462	3,590	4,003

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	(1,166)	(1,032)	(15,217)
Annualized fuel savings (increase) MMBtu	13,172	6,218	61,755
LP	(3,605)	(3,673)	(75,248)
NG	77	(741)	(17,343)
Oil/Kerosene	15,259	9,359	150,728
Wood	1,434	1,273	3,618
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$282,284	$267,876	$3,188,087

Net Societal Benefits	$14,157,614

3.1.11. Residential New Construction - Summary

	Prior Year	Current Year 2007	* Projected Year 2007	Cumulative starting 1/1/06
# participants with installations	1,075	1,330	nap	2,200
# participants with analysis	1,051	512	nap	1,151
# participants with analysis and installations	586	629	nap	1,192
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$669,498	$682,084	$581,900	$1,351,582
Marketing/Business Development	$485,719	$465,564	$456,200	$951,283
Subtotal Operating Costs	$1,155,217	$1,147,647	$1,038,100	$2,302,864
Incentive Costs				
Incentives to Participants	$661,290	$715,665	$651,800	$1,376,955
Incentives to Trade Allies	$1,360	$0	$0	$1,360
Subtotal Incentive Costs	$662,651	$715,665	$651,800	$1,378,315
Technical Assistance Costs				
Services to Participants	$757,637	$839,625	$725,100	$1,597,262
Services to Trade Allies	$79,133	$90,740	$27,500	$169,873
Subtotal Technical Assistance Costs	$836,770	$930,365	$752,600	$1,767,135
Total Efficiency Vermont Costs	$2,654,637	$2,793,677	$2,442,500	$5,448,314
Total Participant Costs	$739,038	$1,061,814	nav	$1,800,851
Total Third Party Costs	$290,440	$248,450	nav	$419,521
Total Services and Initiatives Costs	$3,684,115	$4,103,941	$2,442,500	$7,668,686
Annualized MWh Savings	2,161	3,471	nap	5,633
Lifetime MWh Savings	39,186	58,690	nap	97,876
TRB Savings (2006 $)	$8,264,655	$9,878,633	nap	$18,143,293
Winter Coincident Peak kW Savings	315	487	nap	803
Summer Coincident Peak kW Savings	444	542	nap	986
Annualized MWh Savings/Participant	2.011	2.610	nap	2.560
Weighted Lifetime	18	17	nap	17
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.

3.1.12. 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.	269	154	134	2,590	3	119	0	0	$5,288	$12,361
Cooking and Laundry	824	109	89	1,468	19	14	623	2,651	$14,075	$111,015
Hot Water Efficiency	996	0	0	1	0	0	5,682	2,784	$0	$254,966
Hot Water Fuel Switch	56	7	7	221	1	1	-29	0	$649	$1,056
Lighting	1,304	1,874	1,749	30,774	316	192	-552	0	$293,209	$306,148
Motors	179	390	345	5,830	20	12	0	0	$24,924	$37,539
Other Fuel Switch	266	206	258	6,169	31	23	-671	0	$16,591	$17,647
Other Indirect Activity	504	0	0	0	0	0	0	0	$267,411	-$326,670
Refrigeration	1,006	111	103	1,875	13	13	0	0	$17,417	$19,922
Space Heat Efficiency	1,023	306	265	6,544	47	126	27,816	0	$16,453	$480,332
Ventilation	956	314	271	3,217	37	42	3,951	0	$59,649	$147,497
Totals		3,471	3,221	58,690	487	542	36,820	5,435	$715,665	$1,061,814

3.1.13. 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
Barton	1	1	1	15	0	0	40	1	$0	$1,327
CVPS	552	1,143	1,041	18,923	183	154	15,226	1,872	$242,456	$448,125
Enosburg Falls	35	91	89	1,627	16	13	445	108	$22,252	$34,789
Green Mountain	468	1,829	1,719	30,849	214	321	11,457	2,270	$315,489	$400,211
Hardwick	5	7	6	132	2	1	280	31	$2,917	$4,753
Jacksonville	9	17	16	297	2	2	219	88	$5,038	$7,265
Johnson	1	1	1	16	0	0	36	0	$53	$975
Ludlow	1	2	2	29	0	0	40	1	$28	$1,306
Lyndonville	6	4	3	71	1	0	82	39	$463	$1,564
Morrisville	4	5	4	81	1	0	116	16	$2,353	$1,709
Northfield	11	52	49	979	7	6	429	73	$7,752	$14,530
Stowe	71	54	51	920	11	5	1,077	299	$21,844	$23,719
Swanton	7	10	9	171	2	1	350	8	$5,052	$3,117
VT Electric Coop	119	187	169	3,340	35	34	4,939	488	$66,113	$110,950
Washington Electric	40	69	61	1,238	14	6	2,084	142	$23,856	$7,474
Totals	1,330	3,471	3,221	58,690	487	542	36,820	5,435	$715,665	$1,061,814

3.1.14. 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	96	224	206	3,754	36	24	2,158	642	$46,358	$84,883
Bennington	62	367	319	6,222	46	53	3,627	387	$29,308	$126,049
Caledonia	19	32	29	586	7	2	893	74	$10,939	$9,040
Chittenden	460	1,918	1,803	32,249	224	348	12,773	2,425	$344,549	$422,722
Essex	3	3	3	70	1	0	97	9	$1,028	$1,936
Franklin	131	159	150	2,788	30	18	2,590	213	$53,561	$64,730
Grand Isle	13	18	16	329	4	3	619	42	$6,578	$11,482
Lamoille	91	88	81	1,491	16	19	1,820	475	$31,948	$41,340
Orange	52	77	72	1,396	14	7	1,612	140	$25,751	$41,612
Orleans	37	63	59	1,130	10	8	1,087	150	$22,841	$38,838
Rutland	35	62	56	1,094	13	7	1,300	179	$19,609	$30,204
Washington	155	202	182	3,539	39	19	4,640	319	$60,598	$70,666
Windham	146	205	196	3,096	36	29	2,054	275	$45,322	$89,647
Windsor	30	53	48	945	11	5	1,551	107	$17,276	$28,665
Totals	1,330	3,471	3,221	58,690	487	542	36,820	5,435	$715,665	$1,061,814

3.1.15. Residential New Construction - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$3,217,259
Fossil Fuel Savings (Costs)	$552,521	$6,278,447
Water Savings (Costs)	$40,638	$382,929
Total	$593,159	$9,878,635

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	3,221	3,046	3,471
Winter on peak	1,013	950	1,094
Winter off peak	816	771	867
Summer on peak	768	731	846
Summer off peak	624	594	665
Coincident Demand Savings (kW)			
Winter	465	438	487
Shoulder	128	122	138
Summer	503	487	542

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	5,522	5,435	61,511
Annualized fuel savings (increase) MMBtu	35,075	36,820	864,299
LP	17,429	18,265	414,645
NG	9,544	10,180	247,625
Oil/Kerosene	7,171	7,434	182,990
Wood	931	937	19,035
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$87,632	$82,378	$1,592,562

Net Societal Benefits	$7,608,393

3.1.16. Efficient Products - Summary

	Prior Year	Current Year 2007	* Projected Year 2007	Cumulative starting 1/1/06
# participants with installations	34,107	38,317	nap	65,169
# 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	$371,191	$522,656	$681,900	$893,847
Marketing/Business Development	$393,675	$803,227	$950,400	$1,196,902
Subtotal Operating Costs	$764,866	$1,325,883	$1,632,300	$2,090,749
Incentive Costs				
Incentives to Participants	$788,603	$1,269,578	$1,268,500	$2,058,181
Incentives to Trade Allies	$14,105	$898	$900	$15,003
Subtotal Incentive Costs	$802,708	$1,270,475	$1,269,400	$2,073,183
Technical Assistance Costs				
Services to Participants	$0	$0	$0	$0
Services to Trade Allies	$66,901	$15,317	$16,400	$82,218
Subtotal Technical Assistance Costs	$66,901	$15,317	$16,400	$82,218
Total Efficiency Vermont Costs	$1,634,475	$2,611,675	$2,918,100	$4,246,150
Total Participant Costs	$4,765,491	$5,615,429	nav	$10,380,920
Total Third Party Costs	$103,576	$232,024	nav	$278,757
Total Services and Initiatives Costs	$6,503,542	$8,459,128	$2,918,100	$14,905,827
Annualized MWh Savings	23,491	49,482	nap	72,972
Lifetime MWh Savings	143,627	279,222	nap	422,849
TRB Savings (2006 $)	$11,836,328	$19,697,016	nap	$31,533,344
Winter Coincident Peak kW Savings	3,637	8,339	nap	11,975
Summer Coincident Peak kW Savings	3,538	6,555	nap	10,093
Annualized MWh Savings/Participant	0.689	1.291	nap	1.120
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.

3.1.17. 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.	2,540	160	176	1,921	0	182	0	0	$75,865	$513,767
Cooking and Laundry	3,117	851	641	11,919	146	108	1,400	22,177	$160,596	$2,557,633
Lighting	33,030	48,319	35,388	262,940	8,175	6,247	-19,017	0	$994,878	$1,103,700
Other Indirect Activity	8	10	8	38	1	0	0	0	$559	$0
Refrigeration	1,368	142	126	2,404	17	17	0	0	$37,681	$1,440,328
Totals		49,482	36,339	279,222	8,339	6,555	-17,618	22,177	$1,269,578	$5,615,429

3.1.18. 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	121	82	61	501	14	10	-17	76	$2,531	$14,327
Burlington	71	34	27	237	6	5	-21	0	$687	$1,388
CVPS	16,446	21,499	15,776	121,661	3,615	2,837	-7,475	9,613	$553,634	$2,333,913
Enosburg Falls	181	399	293	2,134	68	55	-170	104	$8,837	$22,783
Green Mountain	10,968	15,219	11,192	85,578	2,555	2,055	-5,685	7,202	$387,413	$1,959,278
Hardwick	649	916	672	5,085	155	120	-350	216	$22,250	$54,651
Hyde Park	212	317	233	1,742	56	40	-115	77	$7,715	$22,015
Jacksonville	68	42	31	264	7	5	-7	41	$1,213	$6,918
Johnson	93	208	153	1,142	36	28	-82	35	$4,962	$12,163
Ludlow	201	652	477	3,509	110	86	-263	110	$15,203	$31,908
Lyndonville	620	660	484	3,679	113	83	-222	174	$15,993	$37,862
Morrisville	567	709	523	4,018	123	91	-245	282	$18,350	$73,183
Northfield	318	652	476	3,390	106	95	-313	119	$14,493	$37,094
Orleans	70	97	71	533	17	12	-33	34	$2,315	$5,274
Readsboro	24	12	8	69	2	1	-2	0	$292	$50
Rochester	45	30	22	175	5	4	-8	14	$912	$4,181
Stowe	278	519	379	2,665	85	77	-258	112	$9,868	$51,290
Swanton	392	658	484	3,735	112	88	-244	257	$17,715	$53,389
VT Electric Coop	4,803	5,113	3,754	29,391	871	654	-1,621	2,731	$139,712	$682,191
VT Marble	99	50	37	302	8	7	-12	41	$1,647	$12,586
Washington Electric	2,091	1,614	1,186	9,411	275	201	-476	940	$43,836	$198,982
Totals	38,317	49,482	36,339	279,222	8,339	6,555	-17,617	22,177	$1,269,578	$5,615,429

3.1.19. 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	2,376	3,546	2,604	19,672	594	475	-1,348	1,442	$88,209	$392,050
Bennington	2,390	4,955	3,610	26,935	815	659	-1,885	913	$112,113	$269,080
Caledonia	2,062	2,530	1,856	14,108	428	329	-919	801	$62,543	$167,440
Chittenden	7,757	10,957	8,065	63,260	1,864	1,429	-3,555	6,275	$301,560	$1,799,001
Essex	319	188	138	1,128	32	22	-41	111	$5,449	$18,766
Franklin	2,361	3,137	2,314	17,990	543	415	-1,101	1,575	$86,184	$326,101
Grand Isle	445	365	268	2,201	63	46	-87	335	$10,935	$83,512
Lamoille	1,739	2,319	1,707	12,879	396	309	-896	779	$55,947	$227,117
Orange	1,774	1,812	1,330	10,342	304	238	-609	1,020	$48,377	$205,245
Orleans	1,731	1,744	1,280	9,794	298	224	-600	673	$43,713	$169,796
Rutland	3,870	4,198	3,096	23,973	715	566	-1,430	2,451	$116,659	$599,141
Washington	4,812	6,491	4,770	35,993	1,082	891	-2,627	2,497	$161,464	$608,502
Windham	3,296	3,686	2,693	20,518	608	492	-1,350	1,431	$83,694	$332,466
Windsor	3,385	3,554	2,609	20,429	597	460	-1,171	1,874	$92,733	$417,212
Totals	38,317	49,482	36,339	279,222	8,339	6,555	-17,618	22,177	$1,269,578	$5,615,429

3.1.20. Efficient Products - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$18,291,207
Fossil Fuel Savings (Costs)	($197,033)	($409,409)
Water Savings (Costs)	$166,077	$1,815,636
Total	($30,955)	$19,697,435

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	36,339	42,995	49,482
Winter on peak	12,088	14,319	16,656
Winter off peak	5,999	7,093	8,000
Summer on peak	10,637	12,583	14,689
Summer off peak	7,616	8,998	10,140
Coincident Demand Savings (kW)			
Winter	6,277	7,441	8,339
Shoulder	2,921	3,463	3,907
Summer	4,968	5,849	6,555

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	19,308	22,177	310,834
Annualized fuel savings (increase) MMBtu	(15,052)	(17,618)	(50,287)
LP	540	540	8,646
NG	270	270	4,323
Oil/Kerosene	(15,863)	(18,698)	(63,257)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$496,232	$589,151	$3,371,879

Net Societal Benefits	$12,292,404

3.1.21. Existing Homes - Summary

	Prior Year	Current Year 2007	* Projected Year 2007	Cumulative starting 1/1/06
# participants with installations	2,748	3,119	nap	5,684
# participants with analysis	1,907	1,971	nap	3,901
# participants with analysis and installations	1,760	1,882	nap	3,584
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$747,994	$572,966	$615,800	$1,320,960
Marketing/Business Development	$481,701	$486,928	$473,900	$968,629
Subtotal Operating Costs	$1,229,695	$1,059,893	$1,089,700	$2,289,588
Incentive Costs				
Incentives to Participants	$887,982	$1,017,340	$1,106,400	$1,905,322
Incentives to Trade Allies	$16,842	$18,498	$20,100	$35,340
Subtotal Incentive Costs	$904,824	$1,035,838	$1,126,500	$1,940,662
Technical Assistance Costs				
Services to Participants	$553,672	$558,343	$636,300	$1,112,015
Services to Trade Allies	$0	$125,876	$158,100	$125,876
Subtotal Technical Assistance Costs	$553,672	$684,220	$794,400	$1,237,892
Total Efficiency Vermont Costs	$2,688,191	$2,779,951	$3,010,600	$5,468,142
Total Participant Costs	$1,281,413	$1,937,013	nav	$3,218,427
Total Third Party Costs	$250,789	$137,016	nav	$304,464
Total Services and Initiatives Costs	$4,220,393	$4,853,980	$3,010,600	$8,991,032
Annualized MWh Savings	3,981	4,202	nap	8,183
Lifetime MWh Savings	86,000	91,149	nap	177,149
TRB Savings (2006 $)	$3,334,556	$3,247,466	nap	$6,582,019
Winter Coincident Peak kW Savings	786	804	nap	1,590
Summer Coincident Peak kW Savings	337	266	nap	603
Annualized MWh Savings/Participant	1.449	1.347	nap	1.440
Weighted Lifetime	22	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.

3.1.22. 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.	4	1	1	26	0	3	0	0	$403	$0
Cooking and Laundry	158	2	2	32	0	0	85	240	$1,086	$14,178
Hot Water Efficiency	516	117	102	900	18	13	145	2,137	$17,047	$4,776
Hot Water Fuel Switch	386	1,403	1,424	42,093	221	129	-4,661	0	$405,392	$317,988
Lighting	2,253	881	778	6,251	200	57	-6	0	$112,708	$11,675
Motors	2	3	3	20	0	3	0	0	$641	$82
Other Fuel Switch	84	45	41	1,354	7	5	-115	0	$7,992	$9,145
Other Indirect Activity	35	0	0	0	0	0	0	0	$154	$7,909
Refrigeration	789	430	377	2,582	51	51	0	0	$237,453	$75,821
Space Heat Efficiency	254	120	113	2,381	49	2	6,320	0	$29,652	$805,273
Space Heat Fuel Switch	201	1,177	1,086	35,298	256	0	-4,080	0	$191,606	$672,210
Ventilation	212	21	19	212	2	2	0	0	$13,205	$17,957
Totals		4,202	3,945	91,149	804	266	-2,312	2,377	$1,017,340	$1,937,013

3.1.23. 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	16	18	15	316	3	2	-26	7	$6,321	$1,161
CVPS	1,254	1,030	980	17,838	193	85	305	1,310	$281,335	$416,446
Enosburg Falls	16	58	54	1,317	12	5	-123	63	$16,362	$11,221
Green Mountain	1,106	1,972	1,873	49,202	361	85	-2,348	427	$388,714	$1,073,886
Hardwick	40	52	46	885	9	5	-2	125	$15,230	$15,513
Hyde Park	14	37	33	844	6	3	-79	0	$13,305	$4,939
Jacksonville	5	7	7	139	1	0	-14	0	$849	$1,400
Johnson	45	33	31	825	9	2	10	0	$6,513	$4,049
Ludlow	15	33	35	916	12	1	-103	0	$3,380	$18,270
Lyndonville	39	75	67	1,500	18	5	-135	60	$28,796	$7,921
Morrisville	34	66	60	1,409	12	6	84	0	$22,181	$29,761
Northfield	33	32	28	609	6	3	-8	18	$8,859	$6,691
Orleans	29	105	93	2,422	23	8	-148	34	$12,437	$20,325
Stowe	8	8	8	185	3	0	32	0	$1,205	$11,041
Swanton	46	47	42	788	8	4	-68	28	$16,340	$1,548
VT Electric Coop	339	508	461	9,605	98	42	-794	276	$154,332	$122,781
VT Marble	4	1	1	7	0	0	0	0	$123	$0
Washington Electric	76	122	111	2,341	29	9	1,103	30	$41,058	$190,059
Totals	3,119	4,202	3,945	91,149	804	266	-2,312	2,377	$1,017,340	$1,937,013

3.1.24. 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	121	119	107	2,195	19	14	82	246	$38,377	$34,840
Bennington	145	112	110	2,061	32	6	384	8	$28,508	$91,701
Caledonia	142	192	170	3,375	39	15	-259	249	$61,183	$17,554
Chittenden	685	1,558	1,524	40,388	250	55	-4,125	290	$256,517	$752,989
Essex	32	29	25	348	8	2	-25	105	$11,133	$0
Franklin	174	305	275	5,688	55	27	-466	177	$97,046	$84,610
Grand Isle	25	50	45	793	12	3	-71	63	$14,638	$5,724
Lamoille	128	207	191	4,584	41	18	-73	9	$64,849	$57,951
Orange	70	139	124	2,650	28	10	215	44	$45,809	$48,500
Orleans	198	309	276	6,392	60	25	-494	106	$72,534	$40,041
Rutland	308	166	148	2,195	28	15	28	603	$46,855	$67,485
Washington	499	454	414	9,288	95	37	2,766	214	$150,155	$503,683
Windham	369	327	318	7,111	89	19	-351	86	$74,494	$104,528
Windsor	223	235	218	4,083	48	18	79	179	$55,242	$127,409
Totals	3,119	4,202	3,945	91,149	804	266	-2,312	2,377	$1,017,340	$1,937,013

3.1.25. Existing Homes - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$3,663,729
Fossil Fuel Savings (Costs)	($38,860)	($565,683)
Water Savings (Costs)	$17,780	$149,419
Total	($21,080)	$3,247,465

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	3,945	3,675	4,202
Winter on peak	1,675	1,573	1,812
Winter off peak	1,071	1,003	1,130
Summer on peak	652	596	693
Summer off peak	547	504	567
Coincident Demand Savings (kW)			
Winter	780	722	804
Shoulder	171	153	173
Summer	256	237	266

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,417	2,377	22,592
Annualized fuel savings (increase) MMBtu	(2,755)	(2,312)	(136,639)
LP	(1,888)	(1,613)	(52,663)
NG	(4,585)	(3,947)	(119,351)
Oil/Kerosene	3,689	3,222	35,042
Wood	29	27	334
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	($9,819)	($7,300)	($494,133)

Net Societal Benefits	$92,016

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 2007	* Projected Year 2007	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	$6,856	$5,184	$8,300	$12,040
Marketing/Business Development	$0	$0	$0	$0
Subtotal Operating Costs	$6,856	$5,184	$8,300	$12,040
Incentive Costs				
Incentives to Participants	$822,280	$1,536,042	$829,700	$2,358,322
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$822,280	$1,536,042	$829,700	$2,358,322
Technical Assistance Costs				
Services to Participants	$5,379	$4,664	$9,100	$10,043
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$5,379	$4,664	$9,100	$10,043
Total Efficiency Vermont Costs	$834,515	$1,545,890	$847,100	$2,380,405
Total Participant Costs	$364,575	$678,167	nap	$1,042,741
Total Third Party Costs	$0	$0	nap	$0
Total Services and Initiatives Costs	$1,199,089	$2,224,057	$847,100	$3,423,146
Annualized MWh Savings	3,123	8,981	nap	12,104
Lifetime MWh Savings	42,351	118,461	nap	160,812
TRB Savings (2006 $)	$3,077,740	$11,661,850	nap	$14,739,590
Winter Coincident Peak kW Savings	378	1,059	nap	1,437
Summer Coincident Peak kW Savings	748	1,276	nap	2,024
Annualized MWh Savings/Participant	3,123	8,981	nap	12,104
Weighted Lifetime	14	13	nap	13
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	36	32	889	0	39	0	0	$30,520	$3,928
Design Assistance	1	0	0	0	0	0	0	0	$136,593	$0
Lighting	1	2,856	2,497	39,001	360	473	-2,885	0	$749,732	$282,101
Motors	1	5,306	4,685	76,221	621	659	-72	0	$563,172	$306,412
Other Indirect Activity	1	783	695	2,350	78	105	0	0	$56,025	$85,725
Totals		8,981	7,910	118,461	1,059	1,276	-2,957	0	$1,536,042	$678,167

4.1.4. Customer Credit - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$6,984,001
Fossil Fuel Savings (Costs)	($29,796)	($267,876)
Water Savings (Costs)	$0	$4,945,725
Total	($29,796)	$11,661,850

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	7,910	7,910	8,981
Winter on peak	2,412	2,412	2,764
Winter off peak	2,230	2,230	2,504
Summer on peak	1,839	1,839	2,122
Summer off peak	1,429	1,429	1,591
Coincident Demand Savings (kW)			
Winter	954	954	1,059
Shoulder	233	233	263
Summer	1,146	1,146	1,276

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	0	0	0
Annualized fuel savings (increase) MMBtu	(2,957)	(2,957)	(39,867)
LP	(107)	(107)	(1,243)
NG	(145)	(145)	(1,447)
Oil/Kerosene	(2,706)	(2,706)	(37,177)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$4,508	$4,508	$67,616

4.2.1 GeoTargeting All Four Regions Combined - Summary

	Prior Year	Current Year 2007 *	Cumulative starting 7/1/07
# participants with installations	nap	4,467	4,467
# participants with analysis	nap	259	259
# participants with analysis and installations	nap	341	341
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	nap	$973,379	$973,379
Marketing/Business Development	nap	$791,610	$791,610
Subtotal Operating Costs	nap	$1,764,988	$1,764,988
Incentive Costs			
Incentives to Participants	nap	$1,019,499	$1,019,499
Incentives to Trade Allies	nap	$5,948	$5,948
Subtotal Incentive Costs	nap	$1,025,448	$1,025,448
Technical Assistance Costs			
Services to Participants	nap	$898,418	$898,418
Services to Trade Allies	nap	$41,433	$41,433
Subtotal Technical Assistance Costs	nap	$939,851	$939,851
Total Efficiency Vermont Costs	nap	$3,730,287	$3,730,287
Total Participant Costs	nap	$3,168,023	$3,168,023
Total Third Party Costs	nap	$81,822	$81,822
Total Services and Initiatives Costs	nap	$6,980,132	$6,980,132
Annualized MWh Savings	nap	12,550	12,550
Lifetime MWh Savings	nap	155,857	155,857
TRB Savings (2006 $)	nap	$9,706,633	$9,706,633
Winter Coincident Peak kW Savings	nap	1,952	1,952
Summer Coincident Peak kW Savings	nap	1,624	1,624
Annualized MWh Savings/Participant	nap	3	3
Weighted Lifetime	nap	12	12
Committed Incentives	nap	$343,427	$343,427

*** Data Reported Starting 7/1/07**

4.2.2 GeoTargeting All Four Regions Combined - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$8,982,836
Fossil Fuel Savings (Costs)	$42,901	$425,771
Water Savings (Costs)	$28,672	$298,111
Total	$71,572	$9,706,718

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	10,582	11,124	12,550
Winter on peak	4,357	4,600	5,221
Winter off peak	2,942	3,053	3,426
Summer on peak	1,925	2,052	2,333
Summer off peak	1,358	1,419	1,571
Coincident Demand Savings (kW)			
Winter	1,670	1,775	1,952
Shoulder	0	0	0
Summer	1,376	1,470	1,624

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	3,670	3,825	47,814
Annualized fuel savings (increase) MMBtu	4,708	3,560	29,064
LP	891	1,013	23,133
NG	1,511	1,059	(24,985)
Oil/Kerosene	(97)	(788)	7,656
Wood	2,402	2,248	23,260
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$86,850	$83,850	$665,715

4.2.3 GeoTargeting Chittenden North - Summary

	Prior Year	Current Year 2007 *	Cumulative starting 7/1/07
# participants with installations	nap	1,768	1,768
# participants with analysis	nap	91	91
# participants with analysis and installations	nap	137	137
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	nap	$650,179	$650,179
Marketing/Business Development	nap	$515,053	$515,053
Subtotal Operating Costs	nap	$1,165,232	$1,165,232
Incentive Costs			
Incentives to Participants	nap	$572,780	$572,780
Incentives to Trade Allies	nap	$4,842	$4,842
Subtotal Incentive Costs	nap	$577,622	$577,622
Technical Assistance Costs			
Services to Participants	nap	$626,781	$626,781
Services to Trade Allies	nap	$32,192	$32,192
Subtotal Technical Assistance Costs	nap	$658,974	$658,974
Total Efficiency Vermont Costs	nap	$2,401,828	$2,401,828
Total Participant Costs	nap	$1,628,724	$1,628,724
Total Third Party Costs	nap	$67,000	$67,000
Total Services and Initiatives Costs	nap	$4,097,551	$4,097,551
Annualized MWh Savings	nap	7,014	7,014
Lifetime MWh Savings	nap	97,889	97,889
TRB Savings (2006 $)	nap	5,321,587	5,321,587
Winter Coincident Peak kW Savings	nap	974	974
Summer Coincident Peak kW Savings	nap	829	829
Annualized MWh Savings/Participant	nap	3.967	3.967
Weighted Lifetime	nap	14	14
Committed Incentives	nap	$92,210	$92,210

*** Data Reported Starting 7/1/07**

4.2.4. GeoTargeting Chittenden North - 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.	307	332	301	4,392	31	116	16	0	$37,897	$77,827
Cooking and Laundry	284	38	31	525	5	4	259	1,307	$8,017	$108,762
Design Assistance	2	0	0	0	0	0	0	0	$24,684	$0
Hot Water Efficiency	84	1	1	8	0	0	419	871	$185	$5,941
Hot Water Fuel Switch	24	74	92	2,161	10	5	-284	0	$12,744	$18,865
Industrial Process Eff.	2	123	116	1,571	9	9	0	0	$8,818	$34,365
Lighting	1,337	4,224	3,379	41,690	690	534	-2,655	0	$217,346	$409,445
Motors	57	591	551	8,278	29	21	1,617	0	$41,530	$69,535
Other Fuel Switch	88	113	142	3,391	16	12	-384	0	$8,938	$7,522
Other Indirect Activity	12	0	0	0	0	0	0	0	$4,735	-$7,100
Refrigeration	227	301	269	4,438	38	7	0	0	$44,348	$200,555
Space Heat Efficiency	103	189	168	3,599	4	97	2,051	0	$8,191	$89,567
Space Heat Fuel Switch	151	873	775	26,192	121	0	-3,005	0	$124,124	$545,457
Ventilation	103	154	138	1,643	19	23	1,934	0	$31,223	$67,983
Totals		7,014	5,962	97,889	974	829	-33	2,178	$572,780	$1,628,724

4.2.5 GeoTargeting Chittenden North - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$5,214,526
Fossil Fuel Savings (Costs)	($2,391)	($57,542)
Water Savings (Costs)	$16,311	$164,643
Total	$13,919	$5,321,627

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	5,962	6,216	7,014
Winter on peak	2,511	2,625	2,979
Winter off peak	1,694	1,752	1,966
Summer on peak	1,053	1,106	1,257
Summer off peak	704	733	812
Coincident Demand Savings (kW)			
Winter	836	886	974
Shoulder	0	0	0
Summer	711	750	829

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,166	2,178	26,119
Annualized fuel savings (increase) MMBtu	415	(33)	(32,128)
LP	135	161	3,488
NG	1,092	723	(32,155)
Oil/Kerosene	(813)	(928)	(3,462)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$34,860	$39,259	$317,984

4.2.6 GeoTargeting Saint Albans - Summary

	Prior Year	Current Year 2007 *	Cumulative starting 7/1/07
# participants with installations	nap	1,323	1,323
# participants with analysis	nap	80	80
# participants with analysis and installations	nap	100	100
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	nap	$180,595	$180,595
Marketing/Business Development	nap	$148,451	$148,451
Subtotal Operating Costs	nap	$329,046	$329,046
Incentive Costs			
Incentives to Participants	nap	$229,387	$229,387
Incentives to Trade Allies	nap	$542	$542
Subtotal Incentive Costs	nap	$229,929	$229,929
Technical Assistance Costs			
Services to Participants	nap	$152,920	$152,920
Services to Trade Allies	nap	$5,862	$5,862
Subtotal Technical Assistance Costs	nap	$158,782	$158,782
Total Efficiency Vermont Costs	nap	$717,757	$717,757
Total Participant Costs	nap	$800,736	$800,736
Total Third Party Costs	nap	$10,196	$10,196
Total Services and Initiatives Costs	nap	$1,528,689	$1,528,689
Annualized MWh Savings	nap	3,146	3,146
Lifetime MWh Savings	nap	32,919	32,919
TRB Savings (2006 $)	nap	2,521,344	2,521,344
Winter Coincident Peak kW Savings	nap	563	563
Summer Coincident Peak kW Savings	nap	483	483
Annualized MWh Savings/Participant	nap	2.378	2.378
Weighted Lifetime	nap	10	10
Committed Incentives	nap	$61,081	$61,081

*** Data Reported Starting 7/1/07**

4.2.7. GeoTargeting Saint Albans - 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.	231	14	14	170	0	22	0	0	$6,579	$35,906
Cooking and Laundry	122	27	21	382	4	3	56	788	$5,441	$83,247
Hot Water Efficiency	79	4	4	32	0	0	193	177	$742	$12,788
Hot Water Fuel Switch	11	42	44	1,169	6	3	-153	0	$15,651	$9,394
Industrial Process Eff.	3	136	133	1,553	18	18	0	0	$10,861	$10,276
Lighting	1,000	2,609	2,062	26,140	460	391	-1,266	0	$137,390	$185,615
Motors	7	31	26	311	9	5	0	0	$7,139	$6,514
Other Efficiency	1	6	5	174	1	1	0	0	$1,108	$1,007
Other Fuel Switch	3	11	11	237	30	3	-100	0	$695	$91,049
Other Indirect Activity	18	17	15	63	3	3	0	0	$10,730	-$3,960
Refrigeration	158	77	69	828	8	5	0	0	$17,058	$95,760
Space Heat Efficiency	70	79	78	846	10	19	1,878	0	$3,939	$245,153
Space Heat Fuel Switch	2	5	5	161	3	0	-23	0	$2,311	$1,610
Ventilation	66	88	86	854	11	10	74	0	$9,743	$26,377
Totals		3,146	2,575	32,919	563	483	659	965	$229,387	$800,736

4.2.8 GeoTargeting Saint Albans - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$2,221,327
Fossil Fuel Savings (Costs)	$15,474	$222,197
Water Savings (Costs)	$7,239	$77,843
Total	$22,713	$2,521,367

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	2,575	2,788	3,146
Winter on peak	1,054	1,146	1,300
Winter off peak	684	737	827
Summer on peak	508	551	627
Summer off peak	328	354	392
Coincident Demand Savings (kW)			
Winter	473	512	563
Shoulder	0	0	0
Summer	405	437	483

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	882	965	12,640
Annualized fuel savings (increase) MMBtu	773	659	26,351
LP	925	952	23,271
NG	345	258	5,303
Oil/Kerosene	(497)	(562)	(2,224)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$34,860	$25,371	$209,066

4.2.9 GeoTargeting Southern Loop - Summary

	Prior Year	Current Year 2007 *	Cumulative starting 7/1/07
# participants with installations	nap	1,107	1,107
# participants with analysis	nap	66	66
# participants with analysis and installations	nap	61	61
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	nap	$118,504	$118,504
Marketing/Business Development	nap	$99,227	$99,227
Subtotal Operating Costs	nap	$217,731	$217,731
Incentive Costs			
Incentives to Participants	nap	$180,084	$180,084
Incentives to Trade Allies	nap	$375	$375
Subtotal Incentive Costs	nap	$180,459	$180,459
Technical Assistance Costs			
Services to Participants	nap	$99,057	$99,057
Services to Trade Allies	nap	$2,234	$2,234
Subtotal Technical Assistance Costs	nap	$101,291	$101,291
Total Efficiency Vermont Costs	nap	$499,482	$499,482
Total Participant Costs	nap	$654,050	$654,050
Total Third Party Costs	nap	$4,179	$4,179
Total Services and Initiatives Costs	nap	$1,157,711	$1,157,711
Annualized MWh Savings	nap	1,971	1,971
Lifetime MWh Savings	nap	20,815	20,815
TRB Savings (2006 $)	nap	1,607,856	1,607,856
Winter Coincident Peak kW Savings	nap	372	372
Summer Coincident Peak kW Savings	nap	268	268
Annualized MWh Savings/Participant	nap	1.781	1.781
Weighted Lifetime	nap	11	11
Committed Incentives	nap	$160,586	$160,586

*** Data Reported Starting 7/1/07**

4.2.10. GeoTargeting Southern Loop - 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.	89	91	84	1,185	1	31	0	0	$11,702	$27,470
Cooking and Laundry	98	30	25	402	4	4	50	506	$3,785	$58,102
Hot Water Efficiency	41	1	1	3	0	3	67	103	$131	$2,185
Hot Water Fuel Switch	8	24	27	731	3	2	-85	0	$5,420	$6,416
Industrial Process Eff.	3	130	180	1,926	40	1	480	0	$23,173	$164,400
Lighting	924	1,572	1,232	13,851	285	215	-1,024	0	$112,173	$148,482
Motors	1	28	26	415	9	1	0	0	$2,892	$12,108
Other Fuel Switch	29	8	10	237	0	0	-27	0	$662	$843
Other Indirect Activity	2	0	0	0	0	0	0	0	$0	$1,260
Refrigeration	135	25	22	334	2	2	0	0	$6,525	$69,799
Space Heat Efficiency	40	7	6	153	2	5	1,066	0	$2,638	$59,648
Space Heat Fuel Switch	3	52	58	1,548	24	0	-185	0	$9,571	$49,124
Ventilation	34	4	4	29	2	2	1,423	0	$1,411	$54,213
Totals		1,971	1,673	20,815	372	268	1,766	608	$180,084	$654,050

4.2.11 GeoTargeting Southern Loop - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$1,325,660
Fossil Fuel Savings (Costs)	$18,280	$232,859
Water Savings (Costs)	$4,565	$49,356
Total	$22,845	$1,607,875

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	1,673	1,747	1,971
Winter on peak	714	743	843
Winter off peak	471	469	527
Summer on peak	307	337	383
Summer off peak	181	198	219
Coincident Demand Savings (kW)			
Winter	325	338	372
Shoulder	0	0	0
Summer	222	242	268

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	557	608	8,024
Annualized fuel savings (increase) MMBtu	2,190	1,766	32,363
LP	(174)	(110)	(3,773)
NG	65	68	1,628
Oil/Kerosene	1,345	842	15,117
Wood	953	959	19,391
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$15,165	$16,949	$130,177

4.2.12 GeoTargeting Newport/Derby - Summary

	Prior Year	Current Year 2007 *	Cumulative starting 7/1/07
# participants with installations	nap	269	269
# participants with analysis	nap	22	22
# participants with analysis and installations	nap	43	43
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	nap	$24,101	$24,101
Marketing/Business Development	nap	$28,878	$28,878
Subtotal Operating Costs	nap	$52,978	$52,978
Incentive Costs			
Incentives to Participants	nap	$37,249	$37,249
Incentives to Trade Allies	nap	$189	$189
Subtotal Incentive Costs	nap	$37,438	$37,438
Technical Assistance Costs			
Services to Participants	nap	$19,660	$19,660
Services to Trade Allies	nap	$1,145	$1,145
Subtotal Technical Assistance Costs	nap	$20,804	$20,804
Total Efficiency Vermont Costs	nap	$111,220	$111,220
Total Participant Costs	nap	$84,513	$84,513
Total Third Party Costs	nap	$448	$448
Total Services and Initiatives Costs	nap	$196,181	$196,181
Annualized MWh Savings	nap	419	419
Lifetime MWh Savings	nap	4,234	4,234
TRB Savings (2006 $)	nap	255,845	255,845
Winter Coincident Peak kW Savings	nap	43	43
Summer Coincident Peak kW Savings	nap	44	44
Annualized MWh Savings/Participant	nap	1.558	1.558
Weighted Lifetime	nap	10	10
Committed Incentives	nap	$29,550	$29,550

*** Data Reported Starting 7/1/07**

4.2.13. GeoTargeting Newport/Derby - 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.	16	1	1	12	0	1	0	0	$428	$2,420
Cooking and Laundry	11	2	2	35	0	0	5	72	$504	$6,862
Hot Water Efficiency	4	0	0	2	0	0	4	2	$87	$250
Hot Water Fuel Switch	4	17	17	518	3	1	-59	0	$5,619	$4,129
Lighting	223	208	161	1,370	38	29	-103	0	$8,431	$5,610
Motors	2	101	102	1,988	1	12	0	0	$13,601	$41,857
Other Indirect Activity	1	0	0	0	0	0	0	0	$0	$0
Refrigeration	26	8	8	63	1	1	0	0	$6,563	$16,795
Space Heat Efficiency	1	0	0	4	0	0	32	0	$0	$500
Ventilation	2	80	81	242	0	0	1,290	0	$2,015	$6,090
Totals		419	372	4,234	43	44	1,169	74	$37,249	$84,513

4.2.14 GeoTargeting Newport/Derby - Total Resource Benefits

	2007	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$221,322
Fossil Fuel Savings (Costs)	$11,537	$28,257
Water Savings (Costs)	$557	$6,269
Total	$12,094	$255,849

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	372	373	419
Winter on peak	78	87	98
Winter off peak	93	94	106
Summer on peak	56	58	66
Summer off peak	145	134	149
Coincident Demand Savings (kW)			
Winter	35	39	43
Shoulder	0	0	0
Summer	38	40	44

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	65	74	1,032
Annualized fuel savings (increase) MMBtu	1,332	1,169	2,479
LP	5	9	146
NG	10	10	239
Oil/Kerosene	(132)	(141)	(1,776)
Wood	1,449	1,290	3,869
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$1,965	$2,271	$8,488

4.3 DEFINITIONS AND END NOTES

4.3.1 ANNUAL REPORT TABLES OVERVIEW

1 – Section **4.3.2.** includes a list of definitions for items in the Annual Report tables. Section **4.3.3.** includes notes for specific items in the tables. Section **4.3.4.** 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, 2007 through December 31, 2007. Similarly, measure savings are for measures installed during the period January 1, 2007 through December 31, 2007.

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., 3.1.11., 3.1.16., 3.1.21., 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 Years 2006-2007, 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 4.3.4 Multifamily Reporting Changes.

4.3.2. DEFINITIONS AND REPORT TEMPLATE

The table templates that appear in the EVT Annual Report 2007 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 (1)	Current Year 2007 (2)	Projected Year 2007 (3)	Cumulative starting 1/1/06 (4)	Cumulative starting 3/1/00 (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 2007 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, 2007 through December 31, 2007.

(5) Data reported for the contract period starting March 1, 2000 through December 31, 2007.

(6) Number of customers with installed measures. "# 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 2000-2007.

(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 2000-2007.

(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. 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, 2007 for projects which will complete after December 31, 2007.

(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).

4.3.3. TABLE END NOTE

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.

4.3.4. 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.