Efficiency Vermont

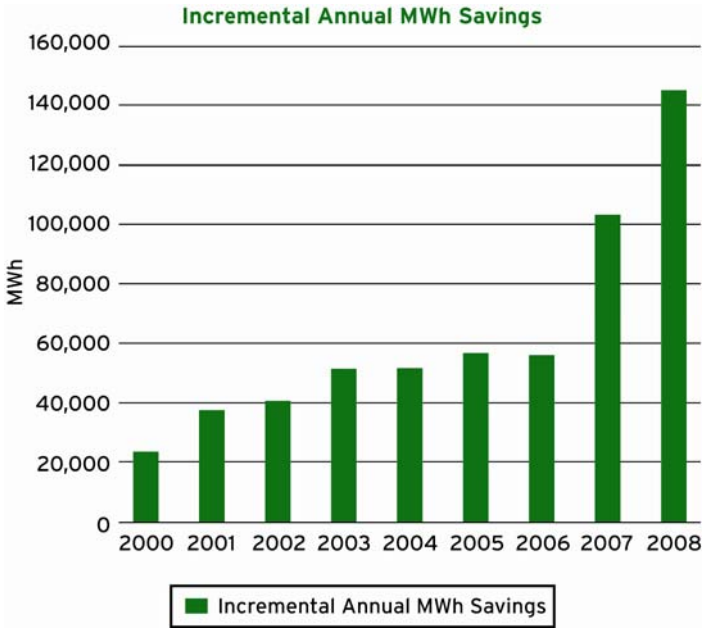
Annual Report

2008

EXECUTIVE SUMMARY

The Big Picture: Key Goals Met – and Exceeded

Efficiency Vermont exceeded its 2008 goal for MWh savings by 22% and its three-year contract goal by 10%. In 2008, we achieved over 140,000 MWh in electric savings, compared to our goal of 115,000 MWh. Across the three-year contract period, we saved 287,000 MWh, compared to the contract goal of 261,700 MWh. It is noteworthy that we exceeded these goals, while at the same time coming in under budget, during a time of significant program expansion.[1]



Yield results for 2008 were 46 MWh / $10,000 invested, and levelized cost results were 3.1 cents / kWh. These results show that Efficiency Vermont services continue to provide value for Vermont ratepayers. Comparable energy supply for the same period was 14 cents / kWh. Taking into account participating customers' additional costs and savings, the levelized net resource cost of saved electric energy in 2008 was 2.7 cents / kWh.

[1] The results in this paragraph do not include savings from projects completed under the Customer Credit program. Results noted in the remainder of the Executive Summary do include Customer Credit savings.

Over the lifetime of the measures installed in 2008, Vermont homes and businesses are expected to earn, through reduced energy costs, an average rate of return of 65% on their energy efficiency investments. In the business sector, the average rate of return was more than 50%, a significant increase over the 2007 result of 36%. Energy efficiency is proving to be one of the best investments a homeowner or business can make.

More than Just Lighting

Efficiency Vermont continued to focus on more than just lighting to generate more savings for Vermont ratepayers. In the commercial sector, for instance, we increased our concentration on non-lighting savings opportunities to include a new refrigeration initiative that delivered 475 MWh in savings. Other key non-lighting results included these increases in savings for the following end uses:

- 45% for air conditioning
- 110% for compressed air
- 35% for motors and motor controls

Efficiency Vermont also did significant work in markets that traditionally consume large amounts of energy, such as water and wastewater facilities. Our staff contributed technical expertise and support for innovative demonstration projects and other initiatives to help these customers complete 18 projects with 1,000 MWh in combined savings.

Community-Based Initiatives Lead to More Savings

Efficiency Vermont's Community Energy Initiatives in Hardwick and Northfield showed how a targeted, community-based approach can achieve a deeper level of savings and a higher participation rate among Vermont homes and businesses. In Northfield, 45% of the community participated, with savings totaling approximately 2,700 MWh. In Hardwick, 50% of the community took part, generating approximately 1,900 MWh in savings.

In the Burlington area, Efficiency Vermont and the Burlington Electric Department partnered on Project Porchlight, a community direct installation program that distributed more than 16,000 compact fluorescent light bulbs to households, saving homeowners an estimated 550 MWh.

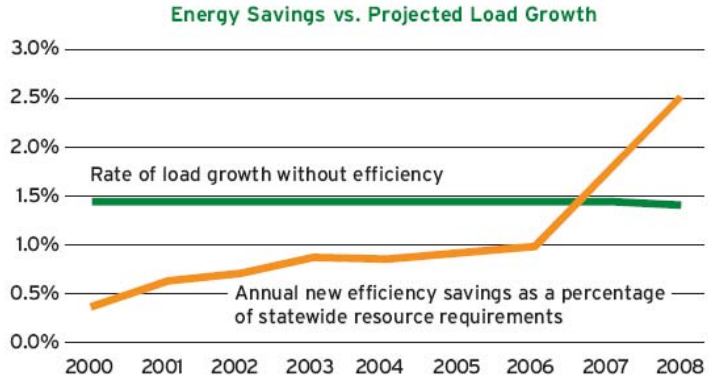
Flexibility and Customized Service Create Savings for Commercial and Industrial Customers

Efficiency Vermont expanded its successful Account Management strategy in 2008 to provide a high level of service to Vermont's largest users of electricity. Account Management is a customized, flexible service in which we use a sound understanding of our customers' needs to craft energy efficiency solutions that help meet those needs. This approach helps us provide the most cost-effective solutions for complex commercial and industrial energy challenges.

In addition to our statewide Account Management efforts, we have deployed an intensive Account Management strategy for 145 large customers in areas selected for our Geographic Targeting initiative, to help achieve its aggressive energy and demand savings goals. Through these expanded efforts, our annual statewide savings for Account Managed customers increased from 24,000 MWh in 2007 to 33,000 MWh in 2008. For those same customers, summer peak demand savings increased from 3.1 MW in 2007 to 4.8 MW in 2008 and winter peak demand savings increased from 2.9 MW in 2007 to 4 MW in 2008.

Load Growth Continues to Be Offset by Efficiency

In 2007, Vermont became the first state to offset its projected underlying load growth through increased energy efficiency. It also offset load growth in 2008, when new efficiency savings as a percentage of statewide resource requirements (2.5%) exceeded the Department of Public Service's long-term projected increase in underlying load growth (1.42%).



Efficiency Is Good for the Environment

Reduced electricity consumption results in fewer emissions from power sources that burn fossil fuels. The electric efficiency measures supported by Efficiency Vermont and installed by its partners in 2008 will result in overall reductions of carbon dioxide by 880,000 tons, nitrogen oxides by 375 tons, and sulfur dioxides by 1,200 tons.

Other natural resources saved through efficiency measures installed in 2008 include:

- Water - 411,700,000 gallons
- Oil - 1,100,000 gallons
- Propane - 8,300,000 gallons
- Natural gas - 403,000,000 cubic feet

Investing in Vermont's Economy

Even when the economy weakens, Efficiency Vermont programs continue to provide significant financial benefits for Vermont families and businesses. The benefit-cost ratio for efficiency investments still exceeds 2 to 1. In addition, Efficiency Vermont investments leveraged an additional $25.8 million from other sources to install efficiency measures.

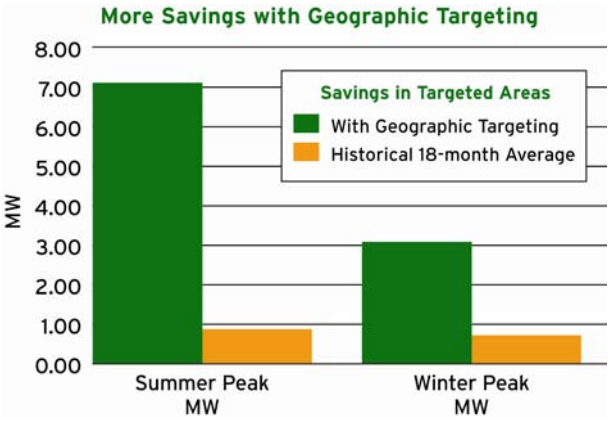
Net Lifetime Economic Value of 2008 Energy Efficiency Investments		
Benefits	$123,700,000	Lifetime economic value of efficiency investments
Minus costs	$31,400,000	Costs paid for by investments through Efficiency Vermont
	$25,800,000	Costs paid for by participants and third-party investments
	$57,200,000	Total costs
Equals net benefits	$66,500,000	Net lifetime economic value to Vermont

Efficiency Vermont continued to support Vermont's economy through its private-sector network of more than 40 Home Performance with ENERGY STAR® contractors. In 2008, approximately 515 projects were completed by these contractors, leveraging $1.9 million in customer investments. Efficiency Vermont also continued its partnerships with the 380 Vermont retailers, distributors, and suppliers who sell efficient products in partnership with Efficiency Vermont.

The approximately $124 million in lifetime economic value of the efficiency measures installed in 2008 equates to $16 million in annual customer savings for Vermonters.

First Full Year of Geographic Targeting Is a Success

Results from the Geographic Targeting initiative, begun in July 2007 and continuing through 2008, show that the program has significantly reduced electricity demand in the specified geographic areas. Summer peak savings of 7.1 MW represent a 680% increase over the historic baseline, and winter peak savings of 3.1 MW represent a 320% increase. Notably, our MWh savings per participant were 15 percent higher in Geographic Targeting areas, compared to the rest of the state. The average per-store growth in efficient lighting retail sales was approximately 140% higher in the Geographic Targeting areas.



Contributing to our success in those regions were innovative approaches such as the Personalized URL (PURL) initiative. Efficiency Vermont mailed a flyer to residential Geographic Targeting customers, giving a personalized Web address where recipients could learn about incentives for efficiency measures available to them. As a result of this program, 138 customers took advantage of incentives for the purchase of efficient refrigerators.

Efficiency Vermont achieved 99% of its summer peak performance goal, with 7.101 MW of savings, compared to a goal of 7.200 MW. We fell short of our winter peak goal by 4.6 MW. We attribute the winter peak shortfall to several factors, such as significantly higher fuel prices in mid-2008 that made fuel switching less cost-effective.

Unlike other Efficiency Vermont results, Geographic Targeting results are reported in the 2008 Savings Claim Summary and data tables for the 18-month period that began in July 2007.

Year 2008 Annual Report

October 1, 2009

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This report is submitted October 1, 2009, 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 2008.

2008 Annual Report
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1. INTRODUCTION

The contract cycle ending in 2008 saw significant growth in Vermont's level of investment in energy efficiency, and even more important, in energy savings results. Compared to 2005, Efficiency Vermont's budget was 105% higher and MWh savings were 150% higher.[1]

Over the past three years, Efficiency Vermont responded effectively to the challenges of this growth, exceeding each of its Minimum Performance Requirements and Contract Performance Objectives for the 2006–2008 contract period, with the exception of summer and winter peak savings in Geographic Targeting areas.

Figure 1: 2006–2008 Contract Minimum Performance Requirements and Results

Minimum Performance Requirement	Standard to Be Met	2008 Results	2006–2008 Cumulative Results
Ratio of gross electric benefits to spending	1.2	3.72	2.84
2006–2008 spending for residential customers	$19.7 million	$8.9 million	$24.1 million
2006–2008 spending for low-income customers	$6.3 million	$1.6 million	$6.4 million
Number of small business customers served	700	293	926
Minimum total resource benefits received by each county in Vermont	Specific to each county: ranging from $0.5 million to $12 million	Met in every county	Met in every county

[1] 2008 Efficiency Vermont results exclude results from the Green Mountain Power Energy Efficiency Fund, which are reported separately.

Figure 2: 2006–2008 Contract Performance Objectives

Contract Performance Objective	2008 Results	2006–2008 Performance Goal	2006–2008 Cumulative Results	% of Goal Achieved
Total annual MWh savings	140,562	262,031	287,442	110%
Total resource benefits (TRB)	$1,339,513	$184,000,000	$226,072,214	123%
Total summer peak kW savings	22,258	37,702	41,460	110%
Total winter peak kW savings	19,720	41,492	44,899	108%
Geographic Targeting summer peak kW savings	5,744	7,200	7,101	99%
Geographic Targeting winter peak kW savings	2,683	7,740	3,097	40%
Number of large grocery stores meeting CFL promotion and sales goals	N/A	40	49	123%
Two towns (Hardwick and Northfield) achieving significant community savings through efficiency efforts	N/A	3% electrical reduction and 35% participation in each community	Hardwick: * 17% electrical reduction * 53% participation Northfield: * 8% electrical reduction * 45% participation	Hardwick: - Electrical reduction: 570% - Participation: 150% Northfield: - Electrical reduction: 270% - Participation: 130%

The level of savings achieved by Efficiency Vermont in 2008 was unprecedented, both in Vermont and nationally. The 144,000 MWh of verified savings for the year represent 2.5% of the electric energy requirements (at generation) for customers served by Efficiency Vermont .[2] No other state in the country is achieving this level of annual savings from energy efficiency efforts.

Moreover, compared to estimates of underlying statewide growth in electricity use (approximately 1.4%, according to the Department of Public Service *Draft Vermont Comprehensive Energy Plan 2009*), Efficiency Vermont savings described in this report are exceeding average long-term growth, effectively turning load growth negative. Again, Vermont is the only state to have achieved this level of results.

[2] Includes Customer Credit.

Achieving these results has required obtaining both higher levels of participation and deeper levels of savings from participating customers through continuous refinement and enhancement of existing services and initiatives, as well as identifying and developing new strategies. It has required a wider focus on a broad range of efficiency measures and end uses, as well as the identification and pursuit of new opportunities in specialized markets.

As was true in prior years, Efficiency Vermont's results for 2008 demonstrate a balanced approach to delivering energy savings for residential and business customers. A total of 56% of the savings for 2008 were from the residential market and sales of efficient products. This is consistent with the 2006–2008 contract period average of 58%. As savings have increased each year, the benefit of those savings has been distributed to both residential and business markets.

Within the business market, large customers with annual usage in excess of 500 MWh have, in recent years, accounted for approximately two-thirds of that market's savings. That pattern held true in 2008, with large business customers accounting for 65% of business market savings as a whole.

At the same time that Efficiency Vermont achieved these landmark results, 2008 was a year of expanding the scope of services and initiatives to more comprehensively address the numerous efficiency opportunities in Vermont's existing buildings, regardless of the fuels used. Authorized by legislation directing net proceeds from Vermont's participation in the ISO New England Forward Capacity Market to the support of efficiency measures that would save unregulated heating and process fuels, the Vermont Public Service Board expanded Efficiency Vermont's scope to begin these activities in 2008.

Because the resources available for these purposes were limited, and are increasing very slowly, Efficiency Vermont has sought to develop and deliver expanded services that make the most of these resources and establish scalable frameworks to accommodate additional resources in the future. This approach represented a major change for Efficiency Vermont. It also coincided with the 2008 spike in oil prices that created enormous consumer interest in and demand for information and services that would assist Vermonters in reducing their heating fuel costs. Efficiency Vermont responded with expanded "all fuels" customer information services, and later in the year, with several special short-term services and initiatives.

Efficiency Vermont designed a 2007–2008 Plan that included a number of major strategies and innovations for meeting or exceeding the minimum requirements and performance objectives established by the Public Service Board in August 2006. We implemented these new approaches in combination with continuous improvement of our existing strategies to achieve the results shown in the 2008 Annual Report. A description of these strategies and their contribution to Efficiency Vermont's results are provided in the Results from Major Strategies section.

1.1 Highlights from Selected Efficiency Vermont Services and Targeted Initiatives in 2008

1.1.1 Selected Efficiency Vermont Services

Services and Initiatives for Businesses and Institutional Customers

Efficiency Vermont tailors its approach to working with business and institutional customers to serve two purposes: (1) meeting the customers' current and projected energy efficiency needs, and (2) pursuing and achieving energy savings as cost-effectively as possible. For large customers, this approach typically involves intensive Account Management, described elsewhere in this report. For midsized and smaller customers, Efficiency Vermont takes a more prescriptive approach; develops partnerships with suppliers, vendors, and contractors; and implements direct installation initiatives such as Lighting Plus.

Highlights in 2008 for Efficiency Vermont's services in this area:

- Overall savings for businesses and other non-residential customers increased by 70% over 2007 results, with 62,000 MWh in savings.
- Efficiency Vermont's 2007–2008 Plan set goals for increasing energy efficiency resource acquisition in the commercial sector at an average rate of 34% per year and achieving overall savings of 72,000 MWh from Business Existing Facilities in 2007–2008. We exceeded both of those goals: The average rate of commercial resource acquisition grew by 68% in 2007–2008 (90% in 2008), and overall savings from Business Existing Facilities totaled 81,000 MWh for 2007–2008 (53,000 MWh in 2008).
- For Business New Construction, the 2007–2008 Plan set a goal of achieving 15,000 MWh of savings for those two years. Efficiency Vermont exceeded that goal, achieving 17,000 MWh of savings during that period (including approximately 9,000 MWh in 2008).
- Key results for other goals specified in the 2007–2008 Plan:
    - The growth in participation rates for first-time customers accelerated significantly. Between 2006 and 2007, the number of first-time participants increased by 10%. Between 2007 and 2008, the number of first-time participants increased by 125%.
    - The proportion of business customers that deepened their savings by completing second or third efficiency or business expansion projects increased from 30% to 80%.
    - Savings from initiatives that involved upstream supply chain partners (e.g., manufacturers and distributors) totaled 560 MWh.
    - Penetration of energy efficiency among large businesses (>500 MWh annual consumption) increased from 4,700 to 9,000 MWh.

Services and Initiatives for Residential Customers

Efficiency Vermont's services and initiatives for the residential sector include Residential New Construction and Existing Homes, which focus on efficiency for new and existing homes, respectively. This sector also includes Retail Efficient Products, which promotes the use of efficient commercial and residential products through various Vermont retail outlets.

Highlights in 2008 for Efficiency Vermont's services in this area:

- Overall savings increased by approximately 40% over 2007 results, with 78,500 MWh in savings.
- In Retail Efficient Products, the 2007–2008 Plan called for Efficiency Vermont to realize 80,000 MWh in savings (79,000 MWh from lighting, 1,000 MWh from appliances), and to increase annual compact fluorescent lightbulb (CFL) sales to 400,000 units. Efficiency Vermont met both of those goals. Savings from Retail Efficient Products were 120,000 MWh in 2007–2008 (70,000 MWh in 2008). Annual CFL sales increased to approximately 850,000 units in 2008.
- The proportion of completed new homes participating in the Vermont ENERGY STAR® Homes initiative that met all program criteria increased from 60% in 2007 to 80% in 2008.
- The Home Performance with ENERGY STAR initiative saw significant growth in 2008. The number of homes completing comprehensive energy efficiency retrofits grew from 121 in 2007 to 313 in 2008, leveraging approximately $1.9 million in customer investment.
- Similarly, the number of Home Performance with ENERGY STAR contractors certified by the Building Performance Institute increased from 28 to 40.
- Efficiency Vermont continued its partnership with weatherization agencies to provide low-income Vermonters with direct-installation electric measures, refrigerator replacements, fuel switches, and custom electrical savings measures. More than 1,020 households were served in 2008, yielding 1,400 MWh of savings.
- Efficiency Vermont expanded its partnership with Vermont Gas Systems Inc. Vermont Gas is now installing CFLs during its energy audits, and is providing thermal efficiency incentives to customers who use a Home Performance with ENERGY STAR contractor to do home retrofits.

Services for All Customers

Marketing Services

In 2008, Efficiency Vermont's marketing activities continued to play an important role in connecting Vermont homes and businesses with information about energy efficiency services and opportunities. Activities included traditional marketing outreach through various local media, a growing Website presence, and "social marketing" initiatives in Geographic Targeting communities. Our marketing goals continue to include increasing public awareness of the benefits of Efficiency Vermont as well as the benefits of investments in energy efficiency.

Highlights in 2008 for Efficiency Vermont's marketing activities:

- Supporting the publication of feature stories about customer projects in numerous media outlets, including the *Rutland Herald* (GE Aviation), *Brattleboro Reformer* (FiberMark), *Burlington Free Press* (Husky Injection Molding Systems), and National Public Radio (Topnotch Resort and Spa and Hazelett Strip-Casting Corporation). In total, 1,091 stories featuring Efficiency Vermont customers were published or broadcast in 2008.
- Launching a monthly e-newsletter for residential customers; 1,505 users signed up in 2008.
- Expanding on a 2007 initiative to use Internet resources (e-mail, Website, etc.) as sales and lead generation tools for Home Performance with ENERGY STAR. The number of leads generated by the "find a contractor" link on our Website grew from 287 in 2007 to 469 in 2008.
- Creating a Home Heating section on the Efficiency Vermont Website, with 24 new pages of content. This section was a response to public demand for more information at a time of steeply rising home heating costs, and for information about the energy efficiency of unregulated fuels. Home Heating was the second-most-viewed section of the Efficiency Vermont Website in 2008.
- Organizing and conducting the Better Buildings by Design Conference 2008, which attracted more than 1,000 contractors, builders, engineers, and architects. Ninety-six percent of respondents rated their overall conference experience in positive categories (that is, "good" or better).
- Launching the multimedia CFL campaign, "New Bulb in Town," which included television, radio, print media, and Web components.
- Creating the Northfield "Home Energy Makeover" contest, a public awareness campaign in which homeowners competed for a chance to win $15,000 in energy efficiency upgrades and other improvements to their home. This contest was an example of one of the strategies for meeting Efficiency Vermont's contractual performance objective for community energy savings; the performance objective was exceeded.

Customer Service

Efficiency Vermont provides Vermont homes and businesses with a wide range of information and support to help them become more energy efficient. Our customer service staff have a high degree of technical expertise, and can help in areas that include analysis of electric bills and referrals to Home Performance with ENERGY STAR contractors. A sophisticated database is used to track customer interactions and information, helping Efficiency Vermont provide accurate and consistent service.

Highlights in 2008 for Efficiency Vermont's customer service activities:

- An increase of 34% in the volume of calls in 2008. The highest-volume month was July, during which Efficiency Vermont answered nearly 2,000 calls, of which more than 1,100 required advanced assistance from a specialist.
- Increased range of information to include unregulated fuels. Approximately half of the calls to Efficiency Vermont in 2008 were related to unregulated fuels. Customers sought information regarding fuel and equipment options, how to obtain financing for making changes in their homes, and what they could do quickly to seal up homes for the heating season.
- An expansion of the free Efficiency Vermont Meter Loan program. A data analysis demonstrating the energy savings impact this service can have drove the decision to expand the program. This service provides customers with an energy use meter for appliances and other items; they use it to diagnose home energy consumption. Efficiency Vermont extended the customer loan period in 2008 to three weeks and purchased additional meters to eliminate the existing waiting period. Efficiency Vermont provided 366 meters in 2008, more than twice the number provided in 2007.
- The launch of Efficiency Vermont's first quality-of-service survey for the customer call center. More than 80% of respondents rated Efficiency Vermont's quality of service as "good" or "excellent." The survey identified areas of strength and weakness, enabling us to take steps to address weaker areas.

Information Technology

Efficiency Vermont's information technology capability grew with the increasing demands for high performance in 2008. In addition to providing core services such as data quality assurance and reporting, the IT group developed new tools and system upgrades in 2008 to increase staff productivity, allowing the team to work more efficiently on customer projects. During 2008, IT increased the number of software applications for staff who work in the field, improving the group's ability to add complex customer data quickly and accurately.

The Efficiency Vermont core data tracking application (KITT Plus) added an integrated prescriptive measure entry tool; new project management screens, allowing for maintenance of many projects from a single interface; improved document storage and generation; simple early measure tracking for market participation activity in ISO New England and reporting activity to the Department of Public Service; and public relations tracking functions. These additions, and many other small changes, have resulted in reduced data entry time and increased accuracy of information for staff throughout Efficiency Vermont.

1.1.2 Targeted Market Initiatives

In both the residential and business markets, Efficiency Vermont has developed several targeted market initiatives for specific types of customers and technologies. These initiatives are uniquely designed to use innovations in service delivery and technology to

increase customer value and to maximize energy savings. Many initiatives draw on resources from across the organization; others serve as pilot programs for how Efficiency Vermont can provide future higher levels of service and savings.

Targeted market initiatives should not be confused with the specific end uses and markets that are defined in this report's data tables. Overlap does exist in places; however, Efficiency Vermont's targeted initiatives reflect the service approach for certain groups of customer-based and technology-based segments of the residential and business markets, not a set of categories for regulatory reporting.

Business Markets

Business New Construction

The Business New Construction market initiative is focused on improving the energy efficiency of new construction and major renovation of non-residential buildings in Vermont. Vermont has approximately 500 commercial and industrial buildings, 6 million square feet of which are new construction or are undergoing significant renovation each year. Efficiency Vermont works with the developers of these projects during a short but critical window of design and construction to minimize lost opportunities to build in efficiency from day one.

Highlights in 2008 for the Business New Construction targeted market initiative:

- Completed approximately 180 projects, resulting in 8,800 MWh of savings, an increase from 2007 results of 56% and 2%, respectively. (A significant increase to the baseline efficiency for Business New Construction resulted in a lower percentage increase in MWh savings than would have otherwise been reported.)
- Completed the *Core Performance Guide* and launched it as a tool to provide design professionals with a clear path to achieving high-performance buildings, a way to predict energy and cost savings on a per-square-foot basis, and a way to streamline and simplify the savings methodology for our staff to improve internal efficiency.
- Provided training for more than 200 design professionals on the new *Core Performance Guide*, both at the pre-conference workshop at Better Buildings by Design 2008 and at trainings provided directly to design firms.
- Lent our expertise to this market by participating in and sponsoring the New Buildings Institute, which developed the *Core Performance Guide*; having a leadership role in the Champlain Valley chapter of ASHRAE (an Efficiency Vermont project manager held the presidency this year); and supporting the newly formed International Code Council (ICC) Building Safety Association of Vermont, of which our director of Business Energy Services is a board member.

Colleges and Universities

The Colleges and Universities market initiative is two-pronged, focusing on: (1) energy savings for Vermont's 25 postsecondary campus facilities, and (2) curriculum

development to encourage market transformation and to build Vermonters' knowledge of efficiency.

Highlights in 2008 for the Colleges and Universities initiative:

- An expansion to 20 the number of campuses that receive Account Management services. This includes the seven largest campuses in Efficiency Vermont's territory, each of which has annual energy usage in excess of 500,000 kWh. Under Account Management, each of these campuses has specific Efficiency Vermont staff assigned to its account, and each is provided with proactive, individualized energy efficiency services.
- Increased savings. Efficiency Vermont helped customers within this market achieve a combined 2,600 MWh in savings, exceeding the 2008 goal of 1,800 MWh, and representing an increase in savings of 280% over 2007.

Compressed Air

Another market initiative is focused on helping increase the efficiency of compressed-air systems, which make up a significant portion of the overall energy use of many commercial and industrial customers.

Highlights in 2008 for the Compressed Air initiative:

- An expanded focus. We moved beyond incentivizing new compressors and fixing air leaks to optimizing the performance of customers' overall compressed-air systems.
- Deeper savings per project. Our focus on the performance of the whole compressed-air system and how the compressed air was being used resulted in a more comprehensive approach that yielded greater savings per project. Per-project savings through this initiative increased from 72 MWh in 2007 to 106 MWh in 2008, an improvement of approximately 50%. Overall savings increased by 110%.
- Initial development of an upstream partnership initiative to encourage vendors to promote more energy-efficient products.

Convenience Stores

Through this market initiative, Efficiency Vermont works with convenience store chains throughout Vermont. These businesses represent significant savings opportunities in areas such as lighting, refrigeration, and motors. Efficiency Vermont works with multiple stores in each chain (there are typically 30 to 40 stores per chain).

Highlights in 2008 for the Convenience Stores initiative:

- Aggressive outreach and education efforts through Lighting Plus and Express Refrigeration led to more projects and strong relationship building: 14 Lighting Plus projects and five Express Refrigeration projects were completed in 2008.
- The overall number of projects at these locations increased sixfold, from four in 2007 to 24 in 2008.
- Savings associated with those projects increased by 530% from 2007.
- Four of the seven targeted convenience store chains took action in 2008 to save energy as a result of this initiative.
- Efficiency Vermont conducted parking lot and canopy lighting pilot projects using light-emitting diode (LED) lamps with three of the convenience store chains.

Dairy Farms and Agriculture

The significant economic challenges presented for dairy farms and other agricultural business in 2008 have meant that reducing costs is of critical importance. Efficiency Vermont works closely with Vermont agricultural producers, especially dairy farms, to help reduce their energy costs. These reductions are particularly important for farmers whose economic challenges include a lack of access to capital.

Highlights in 2008 for the Dairy Farms and Agriculture initiative:

- Development of a new collaboration with EnSave, a Vermont company specializing in farm efficiency programs. This collaboration was part of Efficiency Vermont's broader effort to partner with and support Vermont businesses that complement its energy efficiency services and initiatives. EnSave performed six audits and completed five farm projects in the Geographic Targeting area of Newport.
- An increase in overall energy savings for farm projects of 85%, from 315 MWh in 2007 to 580 MWh in 2008.

Grocery Stores

This market initiative targets large grocery stores, which, like convenience stores, provide significant opportunity for energy savings in areas such as lighting and refrigeration, but on a larger scale.

Highlights in 2008 for the Grocery Store initiative:

- Efficiency Vermont conducted full audits of a sample of large grocery stores to identify savings opportunities.
- Grocery store savings more than doubled, from 900 MWh in 2007 to 2,350 MWh in 2008. The number of projects more than tripled, from seven in 2007 to 23 in 2008. These significantly improved results were driven largely by the Account Management approach Efficiency Vermont used to work with the ownership groups of Vermont's large grocery store chains.

- Efficiency Vermont supported the design and installation of the first LED lighting system for grocery store refrigerated cases in Vermont.
- We focused not only on lighting, but on other end uses, particularly refrigeration, to achieve more comprehensive savings. In 2008, we completed 20 refrigeration projects in grocery stores, resulting in savings of 1,400 MWh—an increase of 640% in MWh savings over 2007.

Hospitals

Efficiency Vermont works with hospitals and health care facilities throughout the state to reduce their energy costs, thus helping to reduce increases in Vermont's health care costs.

Highlights in 2008 for the Hospitals initiative:

- Statewide savings in 2008 were more than twice the targeted amount (2,400 MWh versus 1,000 MWh) and represented an increase of 8% over 2007.
- More than 50 retrofit projects were completed in hospitals located in Geographic Targeting areas, resulting in summer peak demand savings of 240 kW and winter peak demand savings of 135 kW.
- Efficiency Vermont developed broad participation in this sector, completing projects at 11 of the 15 major Vermont hospitals.
- Eight of the 15 largest Vermont hospitals were designated as Account Management customers. In 2008, 34 projects, saving 1,300 MWh, were completed in these facilities.

Heating, Ventilation, Air Conditioning, and Refrigeration (HVAC-R)

This initiative supports Vermont businesses seeking to reduce the energy consumption of heating, cooling, and ventilation systems. Even those heating systems that rely primarily on fuels other than electricity can include components that are actually significant consumers of electricity, such as blower fans.

Highlights in 2008 for the HVAC-R initiative:

- We developed a Commercial HVAC upstream pilot program to encourage distributors to stock and promote efficient HVAC equipment.
- Distributors participating in the pilot program experienced a 66% increase in qualifying HVAC equipment sales over 2007 sales, resulting in savings of 185 MWh.
- Thanks to the pilot program, 100% of the participating distributors directly implemented cost or stocking changes.
- Rollout of Express Refrigeration, a new initiative focused on direct installation of high-efficiency refrigeration equipment for small commercial customers, led to 60 kW in coincident winter peak demand savings through 36 customer projects.

K–12 Schools

K–12 schools represent one of the largest energy-using market sectors in Vermont, second only to large commercial and industrial customers. There are more than 400 public and private K–12 schools in Vermont. This is also a market that faces special challenges in obtaining funding for capital improvement projects. Because these customers are public institutions, the value of the energy savings they achieve provides an additional benefit to Vermont taxpayers.

Highlights in 2008 for the K–12 Schools initiative:

- An increase in the number of projects (excluding Lighting Plus) from 48 in 2007 to 77 in 2008, saving 3,250 MWh.
- An expansion of the Lighting Plus direct installation service to include targeted K–12 schools. Efficiency Vermont completed an additional 52 projects through Lighting Plus. These projects saved 2,700 MWh, 20% of the Lighting Plus program total.
- Completion of energy usage benchmarking at 100 schools.
- An overall proportion of approximately 25% of K–12 schools that completed projects with Efficiency Vermont in 2008.

Lighting

This initiative targets commercial lighting, one of the most significant areas for savings opportunities. Efficiency Vermont uses a number of innovative initiatives, including direct installation and upstream marketing partnerships with supply chain partners, to maximize lighting-related energy savings.

Highlights in 2008 for the Lighting initiative:

- Commercial lighting savings increased from 22,000 MWh in 2007 to 41,000 MWh in 2008.
- The number of high-performance T8 commercial lighting products installed doubled.
- Lighting Plus
    - The program achieved savings of approximately 15,000 MWh in 2008.
    - Approximately 85% of all eligible customers contacted by Lighting Plus agreed to the installation of energy-saving measures.
    - The program's scope was expanded to include school districts in Geographic Targeting areas and certain Account Management companies.
    - An LED pilot program was introduced during the second half of 2008. During the year, 11 LED projects were completed, with annual savings greater than 195,000 KWh.
- Upstream lighting initiative
    - The SMARTLIGHT upstream lighting initiative was launched in April 2008, with participation from all 27 of Vermont's electrical distributors.

- Rebates were applied to more than 90,000 lighting products through this initiative.
- Fewer lower-efficiency lamps were stocked in stores, in favor of energy-efficient lamps eligible for rebate.

Ski Areas

Ski areas represent an important sector of Vermont's economy, generating more than $1 billion each year and supporting 20,000 jobs. Efficiency Vermont takes a customized approach to working with the state's 16 alpine ski resorts to meet their unique energy efficiency needs.

Highlights in 2008 for the Ski Areas initiative:

- Savings in 2008 increased by 40% from 2007, from 1,950 MWh to 2,800 MWh.
- Efficiency Vermont made use of innovative new tools and technologies, such as a snowmaking test sled that allowed for the on-slope comparison of snow guns at 10 ski areas to determine their air-to-water ratio (a measure of their efficiency).
- Efficiency Vermont sponsored successful tests of a special energy-saving coating used on wet surfaces of water pumps.
- We completed significant projects with a number of major ski areas. Measures installed included high-efficiency snow guns such as fan guns, compressors, pump manifolds, and VFD (variable-frequency drive) controls for pumps.

State Buildings

The State of Vermont maintains a diverse portfolio of buildings that encompass approximately 7 million square feet statewide. These buildings offer a wide range of energy efficiency opportunities and challenges. Efficiency Vermont works with the Department of Buildings and General Services and other state agencies to take advantage of these opportunities and help save money for Vermont taxpayers.

Highlights in 2008 for the State Buildings initiative:

- Efficiency Vermont increased educational outreach to major state building maintenance staff, the six state electricians, and district facility managers to provide information on building maintenance routines that could increase energy efficiency.
- In collaboration with the chief information officer of the Department of Information and Innovation, Efficiency Vermont helped establish a strategy to reduce the energy consumption of the State's networked desktop computers. This initiative will be implemented in 2009.
- Efficiency Vermont met five times in 2008 with the Commissioner of the Department of Buildings and General Services to discuss energy efficiency strategies. This new effort helped Efficiency Vermont become more aware of the

State's unique challenges and opportunities related to investments in energy efficiency.

Water and Wastewater

Motors, pumps, and other large, continuous-operation equipment account for significant amounts of electricity usage at water and wastewater treatment facilities. There are approximately 170 wastewater treatment facilities and more than 1,000 water supply and treatment facilities throughout Vermont.

Highlights in 2008 for the Water and Wastewater initiative:

- Savings increased by 130%, from 450 MWh in 2007 to 1,030 MWh in 2008.
- Of the 1,030 MWh total, 870 MWh of the 2008 savings were in Geographic Targeting areas.
- Efficiency Vermont used utility and state water flow data from each plant in the state to analyze kWh per million gallons of wastewater treated, an industry metric for evaluating plant efficiency.
- Efficiency Vermont continued outreach and education efforts in partnership with industry trade associations to help plant operators better analyze their electric utility bills and understand the correlation between plant operation and costs.

Residential Markets

Efficient Products: CFL Recycling

The CFL Recycling initiative responded to consumers' concerns about the small amounts of mercury contained in CFL lighting by providing easy recycling for these products. In addition to public health benefits, the initiative provides environmental benefits, by reducing the amount of mercury that might otherwise enter the waste stream.

Highlights in 2008 for the CFL Recycling initiative:

- A mail-back CFL recycling program was developed in partnership between Efficiency Vermont and participating retail outlets. Efficiency Vermont staff enrolled stores and delivered recycling containers with prepaid FedEx packaging for easy shipment of the recycled bulbs.
- Efficiency Vermont posted a list of stores that would accept old or broken bulbs on its www.newbulbintown.com Website, and on the State's www.mercvt.org Website. The "New Bulb in Town" site linked to Google Maps, so site visitors could locate or contact a nearby store.
- Stores participating in the mail-back program in 2008 collected more than 2,800 CFLs for proper disposal. Efficiency Vermont will continue to work with the Agency of Natural Resources and other stakeholders to further develop this program and increase participation.

Efficient Products: Grocery Stores

The Efficient Products Grocery Stores initiative is an upstream partnership that encourages the stocking and promotion of CFL lighting in Vermont's large grocery chains. This initiative was designated a contractual performance indicator in 2008, as a sign of its importance to Efficiency Vermont's objectives for transforming the CFL market.

Highlights in 2008 for the Efficient Products Grocery Stores initiative:

- Efficiency Vermont secured promotional agreements with all three of Vermont's large grocery chains and many independent grocery stores throughout the state.
- The performance indicator of CFL sales in 40 large grocery chain stores was exceeded; CFL sales took place in 49 stores throughout Vermont.
- More than 90,000 CFLs were sold through large grocery stores, representing 7,400 MWh of savings.
- The initiative led to innovative promotional partnerships between Efficiency Vermont and large grocery stores. The promotions included aisle "end caps" dedicated to the sale of lighting products, via a negotiated cooperative promotion.

Efficient Products: LED Promotion

Efficiency Vermont undertook the LED Promotion initiative as a strategy for introducing Vermonters to the next generation of lighting. LED lighting has the potential to be more efficient than CFL or incandescent lighting and has a longer life span. Unlike CFLs, LED lighting products are mercury-free.

Highlights in 2008 for the LED Promotion initiative:

- We developed an LED Downlight (recessed canister lighting) instant rebate campaign, which began in May 2008. Initially a single product was eligible; an additional three were eligible by the end of the year. In 2008, rebates for LED lighting were applied to approximately 500 products, representing 73,000 kWh in savings.
- Efficiency Vermont was one of the first efficiency programs in the nation to promote LED lighting. This early experience is helping prepare Efficiency Vermont for meeting the needs of this growing market.
- Efficiency Vermont's expertise and early implementation in the LED lighting area have helped others recognize Efficiency Vermont as a national leader and expert resource. As a result, Efficiency Vermont is now well positioned to influence this market on a national level. This has already been demonstrated by our work in 2008 with the U.S. Department of Energy and the U.S. Environmental Protection Agency related to the setting of LED product specifications.

Multifamily Housing

Efficiency Vermont's initiative for Multifamily Housing focuses on the unique challenges of this market, such as split incentives between owners and tenants, and other ownership and tenancy complexities of multifamily buildings. As of 2005, there were approximately 67,000 multifamily rental units in Vermont.

Highlights in 2008 for the Multifamily Housing initiative:

- Efficiency Vermont developed a Multifamily Housing participation form to quickly deliver efficiency services during the short periods of time that occur when units change tenants. The form enabled us to provide services to significantly more multifamily units, increasing from 2,200 in 2007 to 4,000 in 2008. This approach made it easy for Efficiency Vermont to work with Multifamily Housing owners, reducing barriers for buildings where owners are not responsible for utility costs.
- Annual kWh savings associated with Multifamily Housing projects increased from 3,950 MWh in 2007 to 4,300 MWh in 2008.
- Many Multifamily Housing units were owned by participants who had not used Efficiency Vermont services in the past. In all, approximately 65% of participants used our services for the first time in 2008.
- Efficiency Vermont worked with partners in affordable housing and ski industry housing to install free or reduced-cost CFLs in buildings where tenants are typically responsible for utility costs.

Targeted Marketing — Retail Geographic Targeting

This initiative developed an innovative marketing campaign (Targeted Lighting Campaign) for the promotion of CFL sales at retail stores in Geographic Targeting communities. The campaign intensively targeted CFL sales efforts with advertising, press releases, and presentations to local elected officials, town energy committees, professional organizations, schools, and other groups. Marketing that featured "key influencers" such as local elected officials and celebrities was also used to add credibility to the effort.

Highlights in 2008 for the Targeted Marketing — Retail Geographic Targeting initiative:

- Efficiency Vermont achieved 78% of its 18-month Geographic Targeting Retail CFL sales goal (July 2007–December 2008), as measured by the ZIP Code allocation model currently in place.
- The campaign resulted in 1,900 kW summer peak demand savings and 930 kW winter peak demand savings during the July 2007–December 2008 period.
- A marked difference appears between sales growth in stores in Geographic Targeting areas and growth in stores elsewhere in the state. Stores in Geographic Targeting areas saw CFL sales growth of 215% during the July 2007–December 2008 period, over the prior 18-month period. Stores in other areas saw CFL sales growth of 69% during the same time frame. This difference is clearly a result of the Retail Geographic Targeting initiative.

1.2 Results from Major Strategies and Innovations

To achieve the ambitious goals associated with the increased investment levels ordered by the Vermont Public Service Board (PSB) in August 2006, Efficiency Vermont developed a 2007–2008 Plan that included a number of major strategies and innovations. These were designed to help meet or exceed the minimum requirements and performance objectives established by the PSB.

In particular, Efficiency Vermont projected that five "major strategies" would contribute 66% of the savings in the 2007–2008 period:

- Account Management
- High-performance partners
- Community energy initiatives
- Direct installation of efficiency measures in Geographic Targeting areas
- Greater point-of-sale CFL promotion

Overall, Efficiency Vermont achieved approximately 75% of its 2007–2008 savings through these major strategies.

As noted in the 2007–2008 Plan, an important common objective connecting these strategies was "to take us past the 'early adopters' market for energy efficiency and into more 'mature markets'" in order to help us meet our new higher goals.

The Plan also noted two major focuses for innovation that would be important in meeting Efficiency Vermont's minimum requirements and performance objectives: innovations in technology and innovations in strategies to support the financing needs of customers.

The role that these strategies and innovations played in enabling Efficiency Vermont to meet or exceed each of the minimum performance requirements, and all but two of the contract performance objectives, are described below.

Account Management

Efficiency Vermont instituted the Account Management service in 2006 as a strategy to acquire greater savings by offering customized solutions for the specific business needs of large and midsized businesses. This service was an expansion of Efficiency Vermont's existing Enhanced Customer Service initiative for large customers. The Account Management approach provides customers with a designated Efficiency Vermont staff person who knows the customer's business well and can serve as a single point of contact. It also provides alignment of Efficiency Vermont services with customer business and planning cycles; cash flow and financial analysis to demonstrate the economic value of efficiency investments; and a commitment to offering customized solutions that best meet the unique needs of these customers.

Efficiency Vermont first implemented the Account Management approach with 25 of the largest energy users in Vermont in 2006. In 2008, we completed implementation of

Account Management support for all 65 of Vermont's largest energy users, plus 145 additional large energy users in Geographic Targeting areas. This focus on intensive, customized work with large Vermont energy users has yielded impressive results. In 2008, savings from Efficiency Vermont's account-managed customers represented a quarter of total energy savings (33,000 MWh out of a total 140,000 MWh), with more than 400 projects completed. Savings from these customers represented more than 50% of our total savings from the business sector.

To illustrate how the Account Management approach helps large customers save energy and money, Efficiency Vermont showcased the stories of two account-managed customers in the *2008 Highlights*:

- Efficiency Vermont provided technical expertise to the Orvis Company for a comprehensive pilot project to replace the lighting in its Manchester retail outlet store with energy-efficient LED lighting. Not only did the new lighting use less energy than the existing incandescent and halogen lighting, but it was cooler as well. As a result, Orvis also reduced its energy requirements for air conditioning. By demonstrating LED lighting in a prominent retail setting, this project supported Efficiency Vermont's work to accelerate market transformation in the commercial lighting market. The project is expected to save 70,000 kWh and $8,000 in energy costs per year.
- Barry Callebaut of St. Albans is one of the world's leading cocoa and chocolate manufacturers. Efficiency Vermont worked with the company's facilities managers to identify savings opportunities consistent with their manufacturing process needs, such as installing motor controls, upgrading facility lighting, replacing air conditioners, and switching a process hot water system from electrical energy to natural gas. This work is expected to save 706,000 kWh and $53,000 in energy costs per year.

At a time when the economic climate was creating unprecedented challenges for Vermont businesses, Efficiency Vermont's Account Management services helped reduce costs and create opportunities for investments with impressive economic rates of return for participating customers. In 2008, Efficiency Vermont helped its account-managed customers install measures that are expected to save $3.4 million in annual energy costs —making those financial resources available for other uses, such as job retention and creation.

The results for 2008 also demonstrate that energy efficiency is an investment with an impressive rate of return, particularly in a difficult economic climate. The average business-sector project supported by Efficiency Vermont in 2008 yielded an annual rate of return of 52%—superior to that of virtually any other available investment opportunity but with much less risk, and a significant increase over the 2007 result of 36%.

Like many of Efficiency Vermont's other major strategies, the successful implementation of Account Management requires collaboration among a wide range of staff, each with specific skills and expertise. Primary implementation is shared by business development specialists and project managers. Our information technology staff develop and support the tools needed to perform complex analyses of large projects. When projects are completed and show results, members of our marketing staff help these customers tell

their stories, both obtaining recognition for the customers' investments and encouraging others to make similar investments.

Account Management is not necessarily the right strategy for all customers, and Efficiency Vermont does not take a "one size fits all" approach when working with its customers. For smaller commercial and industrial customers, prescriptive and direct installation approaches can produce significant savings.

High-Performance Partners

The high-performance partners strategy was newly adopted by Efficiency Vermont as part of its 2007–2008 Plan. It recognizes that market actors who operate "upstream" from Efficiency Vermont customers—actors such as suppliers, distributors, design professionals, builders, and contractors—are well-positioned to influence the efficiency-related choices these customers make in many markets. Establishing mutually beneficial, business-to-business partnerships with these entities can both leverage the influence they have in markets and enable Efficiency Vermont to achieve higher levels of savings at lower cost to Vermont ratepayers.

High-performance partners act as a multiplier for Efficiency Vermont's marketing and business development efforts, helping reach more customers than Efficiency Vermont can reach on its own. These relationships also contribute toward the goal of "market transformation"—that is, making energy efficiency standard practice in existing market structures. This is a long-term strategy for which savings are expected to increase over time as business relationships develop and mature.

Building and working through these relationships advances another important objective of Efficiency Vermont: leveraging resources to support the development of an expanded, vibrant private-sector infrastructure for delivering energy efficiency products and services in Vermont. We use the Home Performance with ENERGY STAR service to support the development of a statewide network of private, home-energy improvement contractors; similarly, our high-performance partners strategy seeks to expand and support a network of Vermont product and service providers.

Efficiency Vermont builds these partnerships through methods such as product buy-down incentives, cooperative marketing, incentives offered to suppliers that stock energy-efficient products, direct vendor sales incentives, design incentives, participation in trade shows and sponsorship of the Better Buildings by Design Conference, and customized training for upstream partners on the value of efficiency for their customers.

Our Commercial HVAC upstream pilot program is one example of this approach. Efficiency Vermont established partnerships with key HVAC and refrigeration distributors, encouraging them to stock and promote efficient products. In 2008, these distributors saw a 66% increase in the sales of qualifying efficient products from the prior year.

In April 2008, Efficiency Vermont launched SMARTLIGHT, an upstream partnership with all 27 of Vermont's lighting distributors. The partnership was designed to encourage stocking and promotion of efficient lighting products at the distributor level. In 2008,

product sales from the SMARTLIGHT strategy resulted in rebates of $210,000 for efficient lighting products, representing more than 350 MWh in annual savings.

Efficiency Vermont also built upstream partnerships through its work with various trade associations and business groups. We actively support and participate in the work of organizations as varied as the Vermont chapter of the American Institute of Architects (AIA), regional development commissions, and trade associations for businesses such as ski areas and fuel dealers. This engagement provides us with valuable opportunities to inform customers about the value of energy efficiency as well as our services, and also provides us with important information about what issues are important to our customers and those organizations.

Community Energy Initiatives

The Community Energy Initiative (CEI) strategy was developed to harness existing community interest in energy efficiency, global warming, and energy independence to support Efficiency Vermont's contract goals. The initiatives that make up this strategy are informed by Efficiency Vermont's years of prior experience in community energy, with an added focus on initiatives for Geographic Targeting communities.

The rapid growth in the number of town energy committees throughout Vermont has demonstrated the deep level of grassroots interest in energy issues in many communities. This level of community interest is a significant resource that Efficiency Vermont sought to leverage through three types of CEI in 2008:

- Comprehensive initiatives in Hardwick and Northfield
- Community-focused initiatives in Geographic Targeting areas
- Statewide CEIs.

The Hardwick and Northfield initiatives were developed as part of the overall plans and contract performance indicators for the 2006–2008 contract period. The purpose of the initiatives was to explore the extent to which the success of Efficiency Vermont's earlier community initiatives could be replicated and enhanced. Previous efforts had involved only self-selected communities; the Hardwick and Northfield initiatives were designated as Vermont communities that might be more representative of future opportunities to expand the same strategies.

For these comprehensive initiatives, Efficiency Vermont created partnerships with civic organizations, municipal facilities, schools, businesses, local retailers, and others to promote greater levels of energy efficiency. This process began with Efficiency Vermont staff reaching out to municipal leaders such as legislators, selectboard members, town managers, and municipal electric company managers. We then held meetings with key leaders and activists in these communities and subsequently created ad hoc committees to seek their input and ideas. Efficiency Vermont then developed outreach strategies based on those discussions that were compatible with the community's interests and needs.

Some of the community-based activities that Efficiency Vermont undertook in these two communities: mobile home energy assessments and direct installation of efficiency

measures, energy walkthroughs of small businesses, do-it-yourself home energy audit training sessions, student energy projects at Northfield and Hazen Union High Schools and at Norwich University, and the Northfield "Home Energy Makeover" contest.

Participation levels and energy savings results in these two towns were specified as a performance objective in the 2007–2008 Plan. Efficiency Vermont met or exceeded the performance results in each community:

Objective	Performance Goal	Northfield Results	Hardwick Results
Energy Savings	3%	8%	17%
Participation Rate	35%	45%	53%

Efficiency Vermont also employed community-based strategies in several Geographic Targeting locations to promote lighting retrofits that would help meet goals for reduction of winter peak and summer peak demand. The Targeted Lighting Campaign (TLC) used multiple media and social marketing methods to encourage residents of Geographic Targeting communities such as St. Albans, Essex, and Newport to become more energy efficient, with a specific focus on increasing residential lighting efficiency.

Specific activities undertaken as part of TLC included advertisements featuring local community leaders (elected officials, business leaders, etc.) supporting the goals of the campaign and CFL informational presentations at large employers, in partnership with local retailers that sold CFLs on site to employees.

Efficiency Vermont also continued its statewide support of various CEIs. Our staff offered educational and marketing materials at community events; spoke to numerous groups, including schools, trade associations, and business groups; and sponsored energy-related events. In response to widespread concern about high heating fuel prices in the second half of 2008, Efficiency Vermont assisted in the development of training and marketing materials for a series of workshops called "Button Up Vermont" that were held throughout the state.

Assessing the extent of the benefits ratepayers receive from their participation in some of these events is challenging, and continued growth in the number of requests for such events required a more rigorous review process in 2008. Efficiency Vermont now reviews all requests for sponsorships, display booths, and speakers to assess their potential for benefits to ratepayers. Factors such as expected attendance and the ability to sell CFLs are considered. Special consideration is given to requests from Geographic Targeting areas.

Personalized URL (PURL) was a direct mail campaign that targeted residential customers in Geographic Targeting areas. As the name suggests, residential customers received mailers that included a unique, personalized Website address that they could visit to complete a brief energy use survey. Efficiency Vermont then followed up with households whose survey results indicated significant energy savings potential. The initiative generated 200 projects and led to 138 completed refrigerator replacements and 26 completed hot water fuel switches. These projects resulted in annual savings of more than 200,000 kWh.

Direct Installation of Efficiency Measures in Geographic Targeting Areas

Efficiency Vermont implemented a direct installation strategy in 2008, the goal of which was to achieve significant peak demand savings in a short amount of time, via the installation of cost-effective measures with little to no customer investment.

In 2008, commercial lighting was the primary focus of these efforts. Known as Lighting Plus, this service generally paid 100% of the cost for qualified commercial lighting projects, with a focus on midsized commercial customers. Participation rates were very high, with approximately 85% of solicited customers taking part. Measures installed in 2008 produced winter peak savings of 1,750 kW and summer peak savings of 2,800 kW. This represents 65% and 50% of the total winter and summer peak savings for Geographic Targeting areas, respectively.

Lighting Plus has proved to be beneficial not only to Efficiency Vermont customers, but also to the lighting suppliers, vendors, and contractors who participate in the program. Lighting Plus is operated by RISE Engineering, under a contract worth $7.3 million in 2008. RISE, in turn, partners with a network of private-sector lighting suppliers, vendors, and contractors throughout Vermont. According to information furnished by RISE, Vermont contractors carried out $2.3 million worth of lighting measure installations in 2008, using more than $4 million worth of materials purchased from seven Vermont suppliers. This is another example of how Efficiency Vermont leverages ratepayer resources to support the local economy.

In 2008, Efficiency Vermont launched another direct installation service focused on business customers in Geographic Targeting areas: Express Refrigeration. Similar to Lighting Plus, Express Refrigeration is designed to make it easy for customers such as grocery stores, convenience stores, and restaurants to achieve high levels of savings. The service offers incentives to bring the cost of the measure down to a one-year payback. Efficiency Vermont made it easy for customers to participate by contracting with two providers to assess, propose, and install the measures. In 2008, there were 36 Express Refrigeration projects for end uses such as walk-in coolers and refrigerated display cases that resulted in summer peak savings of 30 kW and winter peak savings of 60 kW.

Efficiency Vermont's 2007–2008 Plan indicated that a residential direct installation program might also be undertaken. After initial research, Efficiency Vermont instead decided to pursue a combination of strategies that included the Community Energy Initiatives, the "New Bulb in Town" campaign, and the Personalized URL (PURL) campaign.

Greater Point-of-Sale CFL Promotion

The final major strategy identified in the 2007–2008 Plan was greater point-of-sale CFL promotion. To emphasize the importance of this strategy, one of Efficiency Vermont's performance objectives targeted significantly increased promotion and placement of CFLs for sale in large grocery stores. Whereas Efficiency Vermont had traditionally been successful in placing CFLs in smaller, locally owned retail outlets, large grocery store chains had proven more difficult to penetrate. Given the significant market share for

residential lighting held by these outlets, we knew that improving their level of participation was key to increasing the use of these products.

In seeking to meet this performance objective, Efficiency Vermont took an Account Management approach. Our staff identified key decision makers and traveled throughout New England and beyond to meet with these key representatives of the three large grocery chains, to establish relationships, and to design services that would meet our mutual business needs.

In particular, Efficiency Vermont accelerated its transition from using an incentive model of instant coupons to a model of negotiated cooperative promotions (NCPs). NCPs buy down the cost of the product at the wholesale level, allowing those savings to be passed on to consumers. NCPs are more customer-friendly than coupons, and are easier for our retail partners to administer.

As a result of these efforts, Efficiency Vermont exceeded its performance indicator for CFL placement in 40 large grocery stores. Placements were increased from 17 stores in 2006 to 49 stores by the end of 2008. Energy savings associated with CFL product sales from these stores increased from 430 MWh in 2006 to 7,400 MWh in 2008.

Efficiency Vermont also sought to increase the use of CFLs through its innovative, multimedia "New Bulb in Town" promotional campaign. The goal of the campaign was to increase sales and consumer understanding and recognition of ENERGY STAR CFLs, and ultimately to change the buying behavior of Vermont consumers who had not already purchased CFLs.

The campaign was carried out through print, television, and online advertising; in-store point-of-sale materials; and the "New Bulb in Town" Website (www.newbulbintown.com). Although "New Bulb in Town" was a statewide campaign, additional resources were focused on Geographic Targeting communities to support the performance goals of Efficiency Vermont in those areas.

Technology Innovations

As the lighting market started to transform under new federal regulations and newly changed consumer perceptions, Efficiency Vermont began efforts in 2008 to shift its focus from the promotion of standard spiral CFLs to other products that would better suit an expanded range of lighting opportunities. These products included "specialty" products such as three-way, dimmable, and encapsulated CFLs.

Efficiency Vermont also worked with its upstream distribution partners to support the installation of High-Performance T8 commercial lamps and fixtures for business customers. The number of these products installed in 2008 doubled from 2007: 30,000 versus 15,000, respectively.

Efficiency Vermont started offering incentives for LED lighting in April 2008. This was one of the first incentives in the nation for this new generation of lighting. Efficiency Vermont offered a $30 rebate on certain high-quality fixtures (product selection was complicated somewhat by the current lack of an ENERGY STAR standard for LEDs). LED

fixtures receiving Efficiency Vermont financial incentives in 2008 resulted in savings of 73,000 kWh.

As new applications of technology become available, Efficiency Vermont's staff works with customers to determine their potential benefits and applicability. For instance, in 2008, Efficiency Vermont conducted a pilot project to test the performance of variable-frequency drives installed on the vacuum pump of the sap line for a maple syrup producer. These pumps run constantly for long periods of time during the sugaring season, and if the results from the pilot program are significant, Efficiency Vermont will be able to share the use of this technology with other maple syrup producers.

Innovations to Reduce Financial Barriers to Energy Efficiency

Reducing the financial barriers to energy efficiency investments was another important objective identified in the 2007–2008 Plan. Efficiency Vermont undertook a number of strategies to address this objective, including the development of internal policies, partnerships with lenders, and support for state policymakers in developing innovative financing tools.

Internally, Efficiency Vermont began implementation of a new policy to help staff better demonstrate the economic value of efficiency to customers with custom projects, and to encourage customers to maximize their financial participation in those projects. The policy focuses on a cash flow analysis in addition to simple payback, so that investments in efficiency are viewed consistently with other types of investments a customer might make. In addition to helping "sell" efficiency upgrades to customers as attractive investments, this approach brings the potential benefits of project financing into clearer focus, encouraging customers to use such financing to maximize their potential efficiency savings.

Externally, Efficiency Vermont expanded existing partnerships and developed new ones to provide a range of financing offers for energy efficiency. In the commercial sector, Efficiency Vermont partnered with the Vermont Economic Development Authority (VEDA) to create the Vermont Business Energy Conservation Loan Program. It offers loans ranging from $5,000 to $150,000 for energy efficiency investments. Loans can cover up to 75% of the project cost. This program started in late 2008, so meaningful results are not yet available.

On the residential side, Efficiency Vermont partnered with TD Banknorth and the State Treasurer's office to create the Warm and Weatherized loan program. This program offered five-year loans ranging from $2,500 to $5,000 for energy efficiency improvements that use Home Performance with ENERGY STAR contractors. The loans featured an attractive interest rate (1.25% below prime) and a financial incentive from Efficiency Vermont for comprehensive improvements. The Warm and Weatherized program was launched late in the year, so only a small number of projects using the loan were completed in 2008. Meaningful results are thus not yet available.

Efficiency Vermont also completed a major national review of energy efficiency financing, "Removing the First-Cost Barriers to Energy Efficiency Investment." It analyzed the experience of more than 150 national energy loan programs and new financing concepts,

and developed recommendations for the directions Vermont should pursue. The study identified some short-term enhancements that could be considered for current Efficiency Vermont financing initiatives. More important, the study concluded that the most promising financing mechanisms were those with which Efficiency Vermont has the least experience. With the objectives of developing financing products with longer terms (10 to 20 years) and wider participation (the ability to qualify more customers), the study identified Clean Energy Assessment District financing and new energy mortgage products as those that we should be pursuing, along with greater use of loan guarantees and other credit enhancements. In late 2008, Efficiency Vermont began development work in all these areas.

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	$29,918,491	$28,748,931	$19,841,538	$8,907,393	$1,805,024	$18,036,514	$2,092,225	$4,035,852	$2,779,315	$1,169,560
* Annual Budget Estimate	$32,019,600	$30,576,000	$19,572,300	$11,003,700	$2,836,200	$16,736,100	$2,733,800	$3,797,100	$4,472,800	$1,443,600
Unspent Annual Budget Estimate	$2,101,109	$1,827,069	($269,238)	$2,096,307	$1,031,176	($1,300,414)	$641,575	($238,752)	$1,693,485	$274,040
% Annual Budget Estimate Unspent	7%	6%	-1%	19%	36%	-8%	23%	-6%	38%	19%
Savings Results										
MWh Year to Date	144,425	140,562	62,020	78,542	8,807	53,213	2,405	70,742	5,394	3,863
MWh cumulative starting 1/1/06	303,409	287,442	122,112	165,329	21,517	100,595	8,038	143,715	13,577	15,967
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	110%	103%	115%	158%	96%	107%	119%	90%	nap
Participation										
Partic.w/ installs Year to Date	55,619	55,618	1,785	53,833	180	1,605	837	47,466	5,530	1
Partic.w/ installs cumulative starting 1/1/06	119,025	119,024	3,011	116,013	372	2,639	2,875	102,429	10,709	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	$31,448,834	$741,714	$788,629	$29,918,491
* Annual Budget Estimate	$34,202,300	$1,087,200	$1,095,500	$32,019,600
Unspent Annual Budget Estimate	$2,753,466	$345,486	$306,871	$2,101,109
% Annual Budget Estimate Unspent	8%	32%	28%	7%

* 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 2008	* Projected Year 2008	Cumulative starting 1/1/06	Cumulative starting 3/1/00
# participants with installations	43,593	55,619	nap	119,025	232,277
# participants with analysis	3,272	3,970	nap	11,898	35,244
# participants with analysis and installations	2,982	4,287	nap	9,622	25,715
Services and Initiatives Costs					
Operating Costs					
Administration	$337,467	$741,714	$1,087,200	$1,189,566	$1,685,007
Services and Initiatives	$3,719,690	$4,287,908	$5,255,100	$11,257,230	$25,325,693
Program Planning	nap	nap	nap	nap	$1,006,327
Marketing/Business Development	$3,256,410	$3,767,322	$4,403,900	$9,551,881	$18,995,984
Information Systems	$637,197	$788,629	$1,095,500	$1,919,493	$3,954,331
Subtotal Operating Costs	$7,950,764	$9,585,573	$11,841,700	$23,918,170	$50,967,342
Incentive Costs					
Incentives to Participants	$7,251,309	$14,588,786	$16,066,600	$26,927,918	$54,228,802
Incentives to Trade Allies	$22,358	$106,783	$187,300	$179,144	$255,211
Subtotal Incentive Costs	$7,273,667	$14,695,568	$16,253,900	$27,107,061	$54,484,012
Technical Assistance Costs					
Services to Participants	$3,878,356	$6,610,411	$5,620,200	$13,662,031	$25,170,200
Services to Trade Allies	$231,933	$557,280	$486,500	$935,247	$2,430,753
Subtotal Technical Assistance Costs	$4,110,289	$7,167,691	$6,106,700	$14,597,279	$27,600,953
Total Efficiency Vermont Costs	$19,334,720	$31,448,832	$34,202,300	$65,622,510	$133,052,307
Total Participant Costs	$19,687,516	$24,436,812	nav	$56,866,053	$105,350,195
Total Third Party Costs	$735,762	$1,340,825	nav	$1,805,821	$5,174,359
Total Services and Initiatives Costs	$39,757,998	$57,226,469	$34,202,300	$124,294,384	$243,576,861
Annualized MWh Savings	102,914	144,425	nap	303,409	565,128
Lifetime MWh Savings	1,061,927	1,392,681	nap	3,081,557	6,680,887
TRB Savings (2006 $)	$76,078,833	$123,734,210	nap	$244,821,830	$523,676,982
Winter Coincident Peak kW Savings	15,523	22,668	nap	46,747	90,335
Summer Coincident Peak kW Savings	14,207	20,559	nap	44,323	79,054
Annualized MWh Savings/Participant	2.361	2.597	nap	2.549	2.433
Weighted Lifetime	10	10	nap	10	12
Committed Incentives	$706,360	$958,753	nap	nap	nap

Annualized MWh Savings (adjusted for measure life)	521,378
Winter Coincident Peak kW Savings (adjusted for measure life)	83,513
Summer Coincident Peak kW Savings (adjusted for measure life)	72,445

* 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 2008	* Projected Year 2008	Cumulative starting 1/1/06	Cumulative starting 3/1/00
# participants with installations	43,592	55,618	nap	119,024	232,276
# participants with analysis	3,272	3,970	nap	11,898	35,061
# participants with analysis and installations	2,982	4,287	nap	9,622	25,715
Services and Initiatives Costs					
Operating Costs					
Administration	$337,467	$741,714	$1,087,200	$1,189,566	$1,685,007
Services and Initiatives	$3,714,506	$4,284,670	$5,245,600	$11,241,952	$25,169,705
Program Planning	nap	nap	nap	nap	$977,110
Marketing/Business Development	$3,256,410	$3,767,322	$4,403,900	$9,551,881	$18,995,984
Information Systems	$637,197	$788,629	$1,095,500	$1,919,493	$3,954,331
Subtotal Operating Costs	$7,945,580	$9,582,335	$11,832,200	$23,902,892	$50,782,137
Incentive Costs					
Incentives to Participants	$5,715,267	$13,429,296	$14,643,300	$23,410,106	$48,963,425
Incentives to Trade Allies	$22,358	$106,783	$187,300	$179,144	$255,210
Subtotal Incentive Costs	$5,737,625	$13,536,078	$14,830,600	$23,589,249	$49,218,635
Technical Assistance Costs					
Services to Participants	$3,873,692	$6,603,578	$5,609,400	$13,645,155	$25,145,362
Services to Trade Allies	$231,933	$557,280	$486,500	$935,247	$2,430,753
Subtotal Technical Assistance Costs	$4,105,625	$7,160,858	$6,095,900	$14,580,402	$27,576,115
Total Efficiency Vermont Costs	$17,788,830	$30,279,272	$32,758,700	$62,072,544	$127,576,888
Total Participant Costs	$19,009,350	$24,193,446	nav	$55,579,946	$103,873,114
Total Third Party Costs	$735,762	$1,340,825	nav	$1,805,821	$5,174,359
Total Services and Initiatives Costs	$37,533,942	$55,813,543	$32,758,700	$119,458,310	$236,624,360
Annualized MWh Savings	93,933	140,562	nap	287,442	538,942
Lifetime MWh Savings	943,467	1,339,513	nap	2,867,578	6,320,059
TRB Savings (2006 $)	$64,416,983	$119,724,185	nap	$226,072,214	$495,535,795
Winter Coincident Peak kW Savings	14,463	22,258	nap	44,899	87,269
Summer Coincident Peak kW Savings	12,930	19,720	nap	41,460	74,500
Annualized MWh Savings/Participant	2.155	2.527	nap	2.415	2.320
Weighted Lifetime	10	10	nap	10	12
Committed Incentives	$706,360	$958,753	nap	nap	nap

Annualized MWh Savings (adjusted for measure life)	495,192
Winter Coincident Peak kW Savings (adjusted for measure life)	80,448
Summer Coincident Peak kW Savings (adjusted for measure life)	67,891

* 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.	2,726	3,063	2,703	49,781	236	1,327	2,061	0	$541,044	$1,587,584
Cooking and Laundry	4,865	1,176	913	16,388	165	124	2,625	32,816	$237,584	$3,324,456
Design Assistance	32	1,136	894	13,253	30	435	5,019	0	$130,459	$551,283
Hot Water Efficiency	2,222	480	452	3,835	55	40	10,456	8,235	$25,872	$195,198
Hot Water Fuel Switch	429	1,274	1,370	38,105	202	105	-4,353	0	$301,190	$448,793
Industrial Process Eff.	46	6,848	7,080	76,340	826	635	12,209	236	$490,476	$1,590,306
Lighting	46,778	113,282	89,365	951,994	18,889	15,776	-62,743	0	$9,572,817	$7,759,644
Motors	326	4,335	3,944	57,716	596	445	3,618	0	$437,514	$999,331
Other Efficiency	13	246	210	3,641	43	39	63	844	$34,457	$49,812
Other Fuel Switch	345	575	612	13,676	82	82	-1,244	0	$32,558	$91,118
Other Indirect Activity	592	685	609	2,983	86	98	1	0	$296,152	-$86,769
Refrigeration	4,796	4,737	4,244	65,439	488	334	1,221	0	$930,309	$3,983,742
Space Heat Efficiency	1,152	656	602	13,478	210	91	57,837	0	$182,329	$3,016,868
Space Heat Fuel Switch	136	589	586	17,680	217	0	-2,053	0	$106,093	$174,787
Ventilation	1,245	1,480	1,399	15,204	131	190	12,007	0	$110,443	$504,900
Water Conservation	4	0	0	0	0	0	0	177	$0	$2,395
Totals		140,562	114,984	1,339,513	22,258	19,720	36,724	42,307	$13,429,296	$24,193,446

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	168	228	176	1,861	43	26	152	129	$20,300	$31,417
Burlington	50	47	39	335	6	12	108	0	$29,534	$60,756
CVPS	21,395	63,198	52,577	622,735	9,674	8,558	11,490	17,768	$6,495,887	$10,011,456
Enosburg Falls	235	1,058	901	8,643	172	119	-354	166	$61,063	$89,126
Green Mountain	21,242	44,944	36,572	433,031	7,300	6,561	14,209	15,848	$4,247,420	$9,035,121
Hardwick	579	1,719	1,327	16,990	299	227	799	252	$120,000	$324,518
Hyde Park	139	696	523	6,287	108	115	-90	91	$54,150	$120,058
Jacksonville	63	57	43	331	11	6	-15	36	$1,724	$10,006
Johnson	155	526	400	4,688	79	77	-263	104	$39,876	$41,255
Ludlow	374	1,910	1,709	19,627	285	189	6,177	330	$112,859	$524,592
Lyndonville	664	1,819	1,417	19,473	267	209	-1,199	422	$84,200	$284,749
Morrisville	461	1,195	927	8,082	212	149	-183	382	$45,489	$264,723
Northfield	317	1,577	1,227	16,299	234	208	-319	196	$93,898	$251,023
Orleans	121	294	234	2,117	54	47	-95	36	$20,685	$28,432
Readsboro	29	22	17	141	4	2	2	18	$1,310	$521
Stowe	354	1,867	1,492	19,914	197	626	5,925	230	$112,819	$686,051
Swanton	425	1,441	1,111	10,236	266	180	310	348	$84,734	$137,923
VT Electric Coop	6,017	14,818	11,830	125,401	2,477	2,005	-2,144	4,433	$1,638,065	$1,559,874
VT Marble	106	55	42	369	11	7	52	71	$2,278	$26,607
Washington Electric	2,724	3,091	2,420	22,953	560	398	2,162	1,449	$163,004	$705,237
Totals	55,618	140,562	114,984	1,339,513	22,258	19,720	36,724	42,307	$13,429,296	$24,193,446

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	2,830	6,474	5,090	55,978	1,103	860	3,816	3,009	$379,454	$1,289,482
Bennington	2,636	10,723	8,825	106,956	1,675	1,465	-528	1,912	$1,180,340	$1,526,346
Caledonia	2,202	5,622	4,535	52,763	930	758	-1,988	1,274	$280,443	$845,667
Chittenden	17,669	38,514	31,804	386,034	5,914	5,830	8,335	12,271	$4,254,799	$6,688,111
Essex	395	741	653	6,971	88	81	-145	259	$112,390	$41,152
Franklin	4,589	15,271	12,788	144,709	2,337	2,106	927	3,019	$1,869,005	$1,348,708
Grand Isle	610	714	553	5,140	137	80	-2	464	$42,509	$176,709
Lamoille	1,927	5,504	4,285	47,717	817	1,126	5,589	1,494	$332,676	$1,343,882
Orange	2,154	3,303	2,643	20,740	496	330	523	1,777	$149,841	$546,618
Orleans	2,512	8,622	7,037	84,689	1,367	1,283	-2,051	1,415	$1,350,626	$712,498
Rutland	4,410	10,435	8,502	95,734	1,680	1,257	5,370	4,179	$496,229	$2,079,386
Washington	5,506	13,432	10,487	112,657	2,363	1,810	4,199	4,262	$752,289	$3,103,533
Windham	3,724	12,577	10,683	135,644	1,917	1,620	3,272	3,269	$1,694,245	$2,126,746
Windsor	4,454	8,630	7,098	83,781	1,434	1,113	9,406	3,704	$534,450	$2,364,608
Totals	55,618	140,562	114,984	1,339,513	22,258	19,720	36,724	42,307	$13,429,296	$24,193,446

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

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$101,682,967
Fossil Fuel Savings (Costs)	$935,448	$14,823,535
Water Savings (Costs)	$317,443	$3,217,696
Total	$1,252,891	$119,724,185

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	114,984	124,588	140,562
Winter on peak	46,427	50,391	57,190
Winter off peak	30,774	33,163	37,792
Summer on peak	22,905	24,889	28,161
Summer off peak	14,877	16,146	17,873
Coincident Demand Savings (kW)			
Winter	18,403	20,235	22,258
Shoulder	0	0	0
Summer	16,437	17,846	19,720

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	38,857	42,307	550,394
Annualized fuel savings (increase) MMBtu	44,851	36,724	1,368,719
LP	33,481	35,079	759,805
NG	14,989	16,419	403,430
Oil/Kerosene	(4,486)	(15,986)	190,210
Wood	789	779	15,319
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$1,245,614	$1,368,364	$10,486,482

Net Societal Benefits	$85,930,981

2.1.8. Business Energy Services - Summary

	Prior Year	Current Year 2008	* Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	826	1,785	nap	3,011
# participants with analysis	789	1,207	nap	3,805
# participants with analysis and installations	471	1,304	nap	1,954

Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$1,936,801	$2,258,383	$2,697,500	$5,649,276
Marketing/Business Development	$1,500,691	$2,203,003	$2,197,400	$4,870,748
Subtotal Operating Costs	$3,437,492	$4,461,386	$4,894,900	$10,520,024
Incentive Costs				
Incentives to Participants	$2,712,684	$9,924,228	$10,396,100	$14,564,579
Incentives to Trade Allies	$2,963	$23,113	$23,800	$43,771
Subtotal Incentive Costs	$2,715,647	$9,947,342	$10,419,900	$14,608,351
Technical Assistance Costs				
Services to Participants	$2,475,723	$5,432,809	$4,257,500	$9,765,109
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$2,475,723	$5,432,809	$4,257,500	$9,765,109
Total Efficiency Vermont Costs	$8,628,863	$19,841,538	$19,572,300	$34,893,484
Total Participant Costs	$10,395,094	$11,458,608	nav	$27,444,910
Total Third Party Costs	$118,271	$289,210	nav	$201,414
Total Services and Initiatives Costs	$19,142,228	$31,589,356	$19,572,300	$62,539,807

Annualized MWh Savings	36,778	62,020	nap	122,112
Lifetime MWh Savings	514,406	813,971	nap	1,644,162
TRB Savings (2006 $)	$31,593,868	$64,179,586	nap	$114,268,960
Winter Coincident Peak kW Savings	4,833	7,549	nap	15,821
Summer Coincident Peak kW Savings	5,568	10,101	nap	20,159
Annualized MWh Savings/Participant	44.526	34.745	nap	40.555
Weighted Lifetime	14	13	nap	13
Committed Incentives	$706,360	$958,753	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.	146	2,615	2,272	42,076	217	845	2,061	0	$463,597	$1,112,582
Cooking and Laundry	11	48	39	638	7	5	111	283	$6,161	$38,434
Design Assistance	32	1,136	894	13,253	30	435	5,019	0	$130,459	$551,283
Hot Water Efficiency	33	20	19	200	6	5	1,009	931	$4,238	$50,145
Hot Water Fuel Switch	8	58	64	1,622	9	6	-195	0	$6,941	$9,459
Industrial Process Eff.	46	6,848	7,080	76,340	826	635	12,209	236	$490,476	$1,590,306
Lighting	1,538	41,299	35,002	545,848	5,190	7,216	-35,555	0	$7,597,714	$5,170,401
Motors	120	3,587	3,256	46,354	543	399	3,328	0	$383,404	$935,222
Other Efficiency	13	246	210	3,641	43	39	63	844	$34,457	$49,812
Other Fuel Switch	8	382	375	7,879	50	57	-1,269	0	$11,678	$25,380
Other Indirect Activity	16	272	244	1,332	31	32	0	0	$33,083	$39,224
Refrigeration	293	3,692	3,295	47,735	367	208	1,221	0	$505,234	$775,714
Space Heat Efficiency	46	296	281	5,308	49	51	7,938	0	$111,631	$736,664
Space Heat Fuel Switch	11	319	333	9,561	84	0	-1,141	0	$66,097	$50,979
Ventilation	58	1,203	1,152	12,186	96	167	9,768	0	$79,058	$320,608
Water Conservation	4	0	0	0	0	0	0	177	$0	$2,395
Totals		62,020	54,515	813,971	7,549	10,101	4,567	2,471	$9,924,228	$11,458,608

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	2	1	25	0	0	0	0	$1,090	$1,216
Burlington	6	24	22	203	2	9	-22	0	$29,086	$31,735
CVPS	820	33,326	29,646	430,836	4,074	4,967	305	492	$5,180,806	$5,333,361
Enosburg Falls	12	342	360	4,137	37	33	-44	0	$24,075	$34,072
Green Mountain	604	18,312	15,838	243,282	2,302	3,173	-2,121	1,679	$3,016,970	$4,081,793
Hardwick	17	492	388	8,011	67	82	971	0	$62,935	$183,031
Hyde Park	3	269	201	3,815	28	63	2	0	$36,753	$74,203
Jacksonville	1	3	3	14	0	0	0	0	$109	$162
Johnson	3	220	170	3,014	21	40	-167	0	$31,655	$18,930
Ludlow	2	172	292	2,387	25	3	4,441	0	$20,276	$230,688
Lyndonville	16	983	780	14,471	111	110	-1,031	0	$47,406	$217,611
Morrisville	13	149	136	2,212	15	21	-33	0	$12,821	$119,913
Northfield	11	829	659	11,989	95	114	-352	0	$68,140	$156,266
Orleans	3	62	59	675	10	19	0	0	$8,447	$13,443
Stowe	21	1,105	911	14,991	61	488	5,228	2	$81,573	$502,756
Swanton	18	149	130	1,916	20	25	38	5	$19,718	$41,128
VT Electric Coop	210	4,997	4,410	66,194	605	839	-2,216	293	$1,254,747	$334,947
VT Marble	2	2	2	15	0	0	0	0	$120	$0
Washington Electric	20	583	506	5,782	74	113	-432	0	$27,500	$83,355
Totals	1,785	62,020	54,515	813,971	7,549	10,101	4,567	2,471	$9,924,228	$11,458,608

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	80	2,034	1,726	28,623	279	307	2,103	383	$194,200	$560,970
Bennington	182	5,631	4,876	73,052	730	874	-3,011	0	$958,099	$874,753
Caledonia	53	2,245	1,964	30,991	295	356	-1,383	7	$136,905	$525,169
Chittenden	557	18,551	16,149	241,567	2,200	3,270	-7,023	795	$3,336,852	$2,915,138
Essex	9	470	445	5,096	36	53	-87	0	$93,380	$5,117
Franklin	186	7,614	6,950	95,770	886	1,196	-3,249	5	$1,507,562	$540,139
Grand Isle	14	53	48	708	10	4	-3	0	$10,161	$12,173
Lamoille	55	1,877	1,532	25,850	142	638	4,942	2	$196,080	$741,007
Orange	28	825	755	4,969	31	30	86	0	$37,668	$121,050
Orleans	164	4,358	3,810	58,670	554	780	-985	293	$1,165,384	$347,655
Rutland	89	4,314	3,862	58,661	532	498	5,284	117	$268,794	$1,062,728
Washington	121	3,562	2,955	45,988	458	615	402	185	$306,227	$1,075,042
Windham	180	7,611	6,871	104,855	989	1,026	1,562	480	$1,460,697	$1,511,174
Windsor	67	2,876	2,572	39,172	407	453	5,929	206	$252,218	$1,166,492
Totals	1,785	62,020	54,515	813,971	7,549	10,101	4,567	2,471	$9,924,228	$11,458,608

2.1.12. Residential Energy Services - Summary

	Prior Year	Current Year 2008	* Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	42,766	53,833	nap	116,013
# participants with analysis	2,483	2,763	nap	8,093
# participants with analysis and installations	2,511	2,983	nap	7,668

Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$1,777,705	$2,026,288	$2,548,100	$5,592,677
Marketing/Business Development	$1,755,718	$1,564,319	$2,206,500	$4,681,133
Subtotal Operating Costs	$3,533,423	$3,590,606	$4,754,600	$10,273,809
Incentive Costs				
Incentives to Participants	$3,002,582	$3,505,068	$4,247,200	$8,845,527
Incentives to Trade Allies	$19,396	$83,669	$163,500	$135,372
Subtotal Incentive Costs	$3,021,978	$3,588,737	$4,410,700	$8,980,899
Technical Assistance Costs				
Services to Participants	$1,397,969	$1,170,768	$1,351,900	$3,880,045
Services to Trade Allies	$231,933	$557,280	$486,500	$935,247
Subtotal Technical Assistance Costs	$1,629,902	$1,728,049	$1,838,400	$4,815,293
Total Efficiency Vermont Costs	$8,185,303	$8,907,392	$11,003,700	$24,070,001
Total Participant Costs	$8,614,256	$12,734,838	nav	$28,135,036
Total Third Party Costs	$617,491	$1,051,615	nav	$1,604,407
Total Services and Initiatives Costs	$17,417,049	$22,693,845	$11,003,700	$53,809,444

Annualized MWh Savings	57,154	78,542	nap	165,329
Lifetime MWh Savings	429,061	525,542	nap	1,223,415
TRB Savings (2006 $)	$32,823,115	$55,544,598	nap	$111,803,255
Winter Coincident Peak kW Savings	9,631	14,710	nap	29,078
Summer Coincident Peak kW Savings	7,362	9,619	nap	21,301
Annualized MWh Savings/Participant	1.336	1.459	nap	1.425
Weighted Lifetime	8	7	nap	7
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.	2,580	447	430	7,705	19	482	0	0	$77,447	$475,002
Cooking and Laundry	4,854	1,128	874	15,750	159	119	2,513	32,533	$231,423	$3,286,022
Hot Water Efficiency	2,189	460	434	3,635	49	34	9,447	7,304	$21,634	$145,053
Hot Water Fuel Switch	421	1,216	1,306	36,483	193	99	-4,158	0	$294,249	$439,333
Lighting	45,240	71,983	54,362	406,146	13,698	8,559	-27,187	0	$1,975,103	$2,589,243
Motors	206	748	688	11,362	53	46	290	0	$54,110	$64,109
Other Fuel Switch	337	193	237	5,798	33	25	25	0	$20,881	$65,738
Other Indirect Activity	576	413	366	1,652	55	66	1	0	$263,069	-$125,993
Refrigeration	4,503	1,045	950	17,704	121	126	0	0	$425,075	$3,208,028
Space Heat Efficiency	1,106	360	321	8,170	162	40	49,899	0	$70,698	$2,280,204
Space Heat Fuel Switch	125	271	253	8,119	133	0	-912	0	$39,996	$123,807
Ventilation	1,187	278	247	3,018	35	23	2,239	0	$31,384	$184,291
Totals		78,542	60,469	525,542	14,710	9,619	32,157	39,837	$3,505,068	$12,734,838

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	165	226	174	1,835	42	26	152	129	$19,210	$30,201
Burlington	44	22	17	132	5	3	130	0	$448	$29,021
CVPS	20,575	29,872	22,931	191,898	5,599	3,591	11,186	17,276	$1,315,080	$4,678,095
Enosburg Falls	223	716	541	4,506	135	86	-310	166	$36,988	$55,054
Green Mountain	20,638	26,633	20,733	189,748	4,998	3,388	16,330	14,169	$1,230,450	$4,953,329
Hardwick	562	1,228	940	8,979	232	145	-172	252	$57,065	$141,488
Hyde Park	136	427	322	2,473	80	52	-92	91	$17,397	$45,855
Jacksonville	62	54	41	316	11	6	-15	36	$1,615	$9,844
Johnson	152	306	229	1,674	58	37	-97	104	$8,221	$22,325
Ludlow	372	1,739	1,417	17,240	260	186	1,736	330	$92,583	$293,904
Lyndonville	648	836	637	5,002	157	99	-169	422	$36,794	$67,138
Morrisville	448	1,046	791	5,869	196	127	-150	382	$32,667	$144,810
Northfield	306	748	568	4,310	138	94	33	196	$25,758	$94,757
Orleans	118	232	175	1,442	44	27	-95	36	$12,238	$14,989
Readsboro	29	22	17	141	4	2	2	18	$1,310	$521
Stowe	333	763	581	4,922	136	138	697	229	$31,246	$183,295
Swanton	407	1,292	981	8,320	246	155	272	343	$65,016	$96,796
VT Electric Coop	5,807	9,821	7,420	59,206	1,872	1,166	73	4,140	$383,318	$1,224,927
VT Marble	104	53	40	354	11	6	52	71	$2,158	$26,607
Washington Electric	2,704	2,507	1,915	17,171	486	284	2,595	1,449	$135,504	$621,882
Totals	53,833	78,542	60,469	525,542	14,710	9,619	32,157	39,837	$3,505,068	$12,734,838

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	2,750	4,440	3,363	27,355	824	553	1,713	2,626	$185,255	$728,511
Bennington	2,454	5,092	3,950	33,904	945	591	2,483	1,912	$222,241	$651,593
Caledonia	2,149	3,377	2,572	21,772	635	402	-605	1,268	$143,539	$320,499
Chittenden	17,112	19,963	15,654	144,467	3,713	2,560	15,358	11,477	$917,946	$3,772,973
Essex	386	271	209	1,875	53	29	-58	259	$19,010	$36,035
Franklin	4,403	7,657	5,839	48,939	1,451	910	4,176	3,014	$361,443	$808,568
Grand Isle	596	662	504	4,432	127	77	1	464	$32,348	$164,537
Lamoille	1,872	3,627	2,753	21,867	675	487	648	1,492	$136,596	$602,875
Orange	2,126	2,477	1,889	15,771	466	299	436	1,777	$112,173	$425,567
Orleans	2,348	4,264	3,227	26,019	812	503	-1,066	1,122	$185,242	$364,843
Rutland	4,321	6,121	4,640	37,073	1,148	759	86	4,062	$227,435	$1,016,657
Washington	5,385	9,870	7,531	66,669	1,905	1,194	3,797	4,077	$446,061	$2,028,491
Windham	3,544	4,966	3,812	30,789	928	594	1,710	2,789	$233,548	$615,572
Windsor	4,387	5,754	4,526	44,609	1,027	660	3,478	3,497	$282,232	$1,198,115
Totals	53,833	78,542	60,469	525,542	14,710	9,619	32,157	39,837	$3,505,068	$12,734,838

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	2.81
2	Threshold (or minimum acceptable) Level of Participation by Residential Customers	Total residential sector spending is greater than $19,700,000	$24,069,998
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	$6,444,988
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	926
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	$10,767,575
	Bennington	$5,104,700	$16,253,902
	Caledonia	$2,611,100	$8,398,295
	Chittenden	$12,062,700	$62,274,729
	Essex	$542,200	$803,184
	Franklin	$4,620,300	$20,184,328
	Grand Isle	$320,600	$1,108,971
	Lamoille	$2,400,100	$11,003,900
	Orange	$2,177,400	$5,103,786
	Orleans	$2,178,900	$10,662,789
	Rutland	$8,129,500	$17,644,887
	Washington	$6,134,600	$22,787,514
	Windham	$6,503,300	$22,591,306
	Windsor	$6,291,900	$16,487,047

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	968	2,155	44.92%
	Reduction in community-wide electrical energy use (MWh)	2,735	32,753	8.35%
Town of Hardwick	Community Participation	713	1,340	53.21%
	Reduction in community-wide electrical energy use (MWh)	1,938	11,691	16.58%

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 2008	* Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	121	180	nap	372
# participants with analysis	156	217	nap	536
# participants with analysis and installations	121	180	nap	372
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$454,110	$197,788	$668,400	$1,124,170
Marketing/Business Development	$398,750	$199,888	$318,400	$963,786
Subtotal Operating Costs	$852,860	$397,676	$986,800	$2,087,956
Incentive Costs				
Incentives to Participants	$848,112	$861,415	$897,800	$2,264,221
Incentives to Trade Allies	$655	$2,494	$2,600	$3,653
Subtotal Incentive Costs	$848,767	$863,909	$900,400	$2,267,874
Technical Assistance Costs				
Services to Participants	$613,543	$543,439	$949,000	$1,771,201
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$613,543	$543,439	$949,000	$1,771,201
Total Efficiency Vermont Costs	$2,315,169	$1,805,024	$2,836,200	$6,127,031
Total Participant Costs	$2,701,108	$2,180,128	nav	$6,176,607
Total Third Party Costs	$40,386	$53,344	nav	$66,286
Total Services and Initiatives Costs	$5,056,663	$4,038,496	nav	$12,369,923
Annualized MWh Savings	8,599	8,807	nap	21,517
Lifetime MWh Savings	126,229	129,517	nap	315,147
TRB Savings (2006 $)	$9,466,249	$12,755,465	nap	$26,473,023
Winter Coincident Peak kW Savings	1,082	1,060	nap	2,748
Summer Coincident Peak kW Savings	1,565	1,764	nap	4,292
Annualized MWh Savings/Participant	71.064	48.927	nap	57.841
Weighted Lifetime	15	15	nap	15
Committed Incentives	$162,891	$176,101	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.	47	1,016	739	16,132	47	239	1,012	0	$133,340	$99,878
Cooking and Laundry	6	33	24	432	5	3	106	93	$4,472	$16,581
Design Assistance	8	789	582	12,559	30	435	5,019	0	$74,596	$530,110
Hot Water Efficiency	10	0	0	2	0	0	251	602	$76	$4,982
Hot Water Fuel Switch	1	2	2	66	1	1	-10	0	$1,639	$1,350
Industrial Process Eff.	2	265	201	3,819	45	45	0	0	$67,351	$94,428
Lighting	164	4,619	3,583	64,985	637	825	-4,023	0	$356,952	$879,307
Motors	35	871	636	13,172	141	106	378	0	$83,623	$144,714
Other Efficiency	6	56	40	1,465	7	7	0	185	$7,766	$10,351
Other Fuel Switch	3	21	15	627	2	2	-85	0	$1,587	$1,247
Other Indirect Activity	1	0	0	1	0	0	0	0	$17	$103
Refrigeration	29	939	686	12,718	107	61	1,221	0	$92,442	$130,331
Space Heat Efficiency	22	47	35	925	6	28	4,410	0	$20,039	$168,898
Space Heat Fuel Switch	2	53	45	1,583	20	0	-188	0	$3,325	$3,249
Ventilation	41	96	70	1,029	11	13	4,990	0	$14,189	$93,405
Water Conservation	3	0	0	0	0	0	0	127	$0	$1,195
Totals		8,807	6,659	129,517	1,060	1,764	13,079	1,007	$861,415	$2,180,128

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
Barton	1	2	1	25	0	0	0	0	$605	$360
CVPS	69	3,158	2,388	47,732	409	493	4,028	296	$267,996	$667,609
Enosburg Falls	1	0	0	7	0	0	0	0	$60	$105
Green Mountain	67	3,483	2,638	49,632	475	599	2,622	412	$385,552	$719,186
Hardwick	4	212	156	4,054	26	33	1,185	0	$35,938	$70,884
Hyde Park	1	225	162	3,210	20	52	26	0	$27,505	$60,213
Johnson	1	170	132	2,269	14	31	-110	0	$21,510	$12,836
Lyndonville	1	5	5	77	1	1	-5	0	$725	$598
Morrisville	3	22	20	324	3	4	-25	0	$2,594	$2,713
Northfield	3	427	305	6,353	36	59	-193	0	$27,493	$75,048
Stowe	5	759	589	11,069	28	414	5,135	2	$56,186	$450,478
Swanton	5	47	38	533	6	7	93	5	$5,405	$12,943
VT Electric Coop	17	241	183	3,415	32	64	149	293	$25,424	$88,914
Washington Electric	2	56	43	816	9	5	173	0	$4,423	$18,242
Totals	180	8,807	6,659	129,517	1,060	1,764	13,079	1,007	$861,415	$2,180,128

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	17	614	463	9,094	89	103	1,749	333	$69,324	$209,039
Bennington	16	390	302	5,560	57	66	-327	0	$34,338	$74,684
Caledonia	8	72	62	1,006	12	14	144	7	$9,335	$17,767
Chittenden	50	2,840	2,156	40,960	368	510	1,992	57	$301,515	$588,677
Essex	1	0	0	7	0	0	-1	0	$242	$165
Franklin	12	236	183	3,091	28	29	41	5	$22,266	$35,688
Grand Isle	2	2	2	33	0	0	-2	0	$605	$480
Lamoille	13	1,179	905	16,919	65	501	5,024	2	$108,580	$527,064
Orange	2	12	9	138	1	0	195	0	$761	$1,450
Orleans	13	390	287	6,591	48	85	1,385	293	$55,495	$153,070
Rutland	11	771	582	11,386	85	99	-331	35	$32,511	$103,009
Washington	22	963	708	13,618	112	133	592	185	$91,831	$156,878
Windham	4	848	625	13,364	100	148	858	0	$72,528	$180,904
Windsor	9	491	374	7,750	93	75	1,761	92	$62,086	$131,254
Totals	180	8,807	6,659	129,517	1,060	1,764	13,079	1,007	$861,415	$2,180,128

3.1.5. Business New Construction - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$10,395,535
Fossil Fuel Savings (Costs)	$238,463	$2,293,727
Water Savings (Costs)	$7,532	$66,203
Total	$245,996	$12,755,465

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	6,659	7,802	8,807
Winter on peak	2,525	2,942	3,340
Winter off peak	1,401	1,642	1,842
Summer on peak	1,786	2,100	2,388
Summer off peak	946	1,118	1,237
Coincident Demand Savings (kW)			
Winter	827	964	1,060
Shoulder	0	0	0
Summer	1,358	1,596	1,764

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	832	1,007	10,758
Annualized fuel savings (increase) MMBtu	10,621	13,079	236,271
LP	4,186	5,031	90,339
NG	1,765	2,195	49,003
Oil/Kerosene	3,897	4,942	82,618
Wood	771	912	14,331
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$22,121	$22,257	$213,632

Net Societal Benefits	$8,224,915

3.1.6. Business Existing Facilities - Summary

	Prior Year	Current Year 2008	* Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	705	1,605	nap	2,639
# participants with analysis	633	990	nap	3,269
# participants with analysis and installations	350	1,124	nap	1,582

Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$1,482,691	$2,060,595	$2,029,100	$4,525,106
Marketing/Business Development	$1,101,942	$2,003,115	$1,879,000	$3,906,962
Subtotal Operating Costs	$2,584,633	$4,063,710	$3,908,100	$8,432,068
Incentive Costs				
Incentives to Participants	$1,864,572	$9,062,812	$9,498,300	$12,300,358
Incentives to Trade Allies	$2,308	$20,621	$21,200	$40,119
Subtotal Incentive Costs	$1,866,880	$9,083,433	$9,519,500	$12,340,477
Technical Assistance Costs				
Services to Participants	$1,862,180	$4,889,370	$3,308,500	$7,993,908
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$1,862,180	$4,889,370	$3,308,500	$7,993,908
Total Efficiency Vermont Costs	$6,313,694	$18,036,514	$16,736,100	$28,766,453
Total Participant Costs	$7,693,986	$9,278,480	nav	$21,268,303
Total Third Party Costs	$77,885	$235,866	nav	$135,128
Total Services and Initiatives Costs	$14,085,565	$27,550,860	$16,736,100	$50,169,884

Annualized MWh Savings	28,179	53,213	nap	100,595
Lifetime MWh Savings	388,177	684,455	nap	1,329,015
TRB Savings (2006 $)	$22,127,619	$51,424,122	nap	$87,795,936
Winter Coincident Peak kW Savings	3,751	6,489	nap	13,074
Summer Coincident Peak kW Savings	4,003	8,338	nap	15,867
Annualized MWh Savings/Participant	39.971	33.155	nap	38.119
Weighted Lifetime	14	13	nap	13
Committed Incentives	$543,469	$782,652	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.	99	1,600	1,533	25,944	170	606	1,049	0	$330,257	$1,012,704
Cooking and Laundry	5	16	15	206	2	2	5	190	$1,689	$21,853
Design Assistance	24	347	311	694	0	0	0	0	$55,863	$21,172
Hot Water Efficiency	23	20	19	197	6	5	759	329	$4,162	$45,163
Hot Water Fuel Switch	7	56	62	1,555	8	5	-185	0	$5,302	$8,109
Industrial Process Eff.	44	6,583	6,879	72,521	781	590	12,209	236	$423,124	$1,495,878
Lighting	1,374	36,680	31,420	480,863	4,553	6,391	-31,532	0	$7,240,762	$4,291,094
Motors	85	2,715	2,619	33,182	402	293	2,950	0	$299,782	$790,508
Other Efficiency	7	190	170	2,177	36	32	63	659	$26,691	$39,461
Other Fuel Switch	5	361	359	7,251	47	55	-1,184	0	$10,091	$24,133
Other Indirect Activity	15	272	244	1,330	31	32	0	0	$33,065	$39,121
Refrigeration	264	2,753	2,608	35,016	260	147	0	0	$412,792	$645,382
Space Heat Efficiency	24	249	246	4,384	43	24	3,527	0	$91,592	$567,767
Space Heat Fuel Switch	9	266	288	7,978	64	0	-953	0	$62,772	$47,730
Ventilation	17	1,106	1,082	11,158	85	154	4,778	0	$64,869	$227,204
Water Conservation	1	0	0	0	0	0	0	49	$0	$1,200
Totals		53,213	47,856	684,455	6,489	8,338	-8,512	1,464	$9,062,812	$9,278,480

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	2	0	0	0	0	0	0	0	$485	$856
Burlington	6	24	22	203	2	9	-22	0	$29,086	$31,735
CVPS	751	30,168	27,258	383,105	3,665	4,474	-3,724	197	$4,912,811	$4,665,752
Enosburg Falls	11	342	359	4,130	37	33	-43	0	$24,015	$33,967
Green Mountain	537	14,829	13,201	193,650	1,828	2,573	-4,743	1,267	$2,631,418	$3,362,607
Hardwick	13	280	231	3,957	41	49	-213	0	$26,997	$112,147
Hyde Park	2	45	40	604	8	10	-24	0	$9,249	$13,990
Jacksonville	1	3	3	14	0	0	0	0	$109	$162
Johnson	2	50	39	745	7	9	-57	0	$10,145	$6,094
Ludlow	2	172	292	2,387	25	3	4,441	0	$20,276	$230,688
Lyndonville	15	978	775	14,394	110	109	-1,026	0	$46,681	$217,013
Morrisville	10	127	116	1,888	13	17	-9	0	$10,227	$117,200
Northfield	8	402	354	5,636	59	55	-160	0	$40,648	$81,217
Orleans	3	62	59	675	10	19	0	0	$8,447	$13,443
Stowe	16	346	322	3,923	32	75	93	0	$25,387	$52,278
Swanton	13	102	92	1,383	14	17	-55	0	$14,313	$28,185
VT Electric Coop	193	4,756	4,227	62,779	573	775	-2,365	0	$1,229,323	$246,033
VT Marble	2	2	2	15	0	0	0	0	$120	$0
Washington Electric	18	527	463	4,966	64	108	-605	0	$23,077	$65,113
Totals	1,605	53,213	47,856	684,455	6,489	8,338	-8,512	1,464	$9,062,812	$9,278,480

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	63	1,420	1,264	19,529	190	204	354	49	$124,876	$351,932
Bennington	166	5,241	4,574	67,492	673	808	-2,684	0	$923,762	$800,069
Caledonia	45	2,173	1,902	29,985	283	342	-1,526	0	$127,570	$507,402
Chittenden	507	15,712	13,993	200,607	1,832	2,760	-9,016	738	$3,035,337	$2,326,461
Essex	8	469	444	5,089	36	53	-87	0	$93,138	$4,952
Franklin	174	7,378	6,766	92,679	858	1,167	-3,289	0	$1,485,296	$504,451
Grand Isle	12	51	47	675	9	4	-1	0	$9,557	$11,693
Lamoille	42	697	627	8,931	76	137	-83	0	$87,500	$213,943
Orange	26	814	745	4,831	30	30	-108	0	$36,907	$119,600
Orleans	151	3,968	3,523	52,080	506	695	-2,369	0	$1,109,890	$194,585
Rutland	78	3,544	3,280	47,275	446	398	5,615	82	$236,283	$959,720
Washington	99	2,598	2,247	32,369	346	483	-190	0	$214,396	$918,164
Windham	176	6,763	6,246	91,491	889	878	704	480	$1,388,169	$1,330,270
Windsor	58	2,385	2,198	31,423	314	378	4,168	115	$190,132	$1,035,239
Totals	1,605	53,213	47,856	684,455	6,489	8,338	-8,512	1,464	$9,062,812	$9,278,480

3.1.10. Business Existing Facilities - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$51,540,522
Fossil Fuel Savings (Costs)	($65,705)	($219,017)
Water Savings (Costs)	$10,946	$102,620
Total	($54,758)	$51,424,126

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	47,856	47,136	53,213
Winter on peak	19,904	19,724	22,387
Winter off peak	11,774	11,340	13,303
Summer on peak	10,398	10,404	11,694
Summer off peak	5,779	5,669	6,275
Coincident Demand Savings (kW)			
Winter	6,000	5,899	6,489
Shoulder	0	0	0
Summer	7,541	7,545	8,338

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	1,549	1,464	17,178
Annualized fuel savings (increase) MMBtu	783	(8,512)	(105,430)
LP	3,262	2,956	32,684
NG	(1,724)	(2,305)	(31,708)
Oil/Kerosene	(385)	(8,606)	(99,025)
Wood	(452)	(557)	(7,381)
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$428,391	$420,660	$4,443,347

Net Societal Benefits	$36,060,070

3.1.11. Residential New Construction - Summary

	Prior Year	Current Year 2008	* Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	1,330	837	nap	2,875
# participants with analysis	512	364	nap	1,606
# participants with analysis and installations	629	463	nap	1,647
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$682,084	$616,777	$720,900	$1,968,359
Marketing/Business Development	$465,564	$243,961	$414,400	$1,195,244
Subtotal Operating Costs	$1,147,648	$860,739	$1,135,300	$3,163,604
Incentive Costs				
Incentives to Participants	$715,665	$463,551	$742,800	$1,840,506
Incentives to Trade Allies	$0	$0	$0	$1,360
Subtotal Incentive Costs	$715,665	$463,551	$742,800	$1,841,866
Technical Assistance Costs				
Services to Participants	$839,625	$689,721	$783,400	$2,286,983
Services to Trade Allies	$90,740	$78,215	$72,300	$248,088
Subtotal Technical Assistance Costs	$930,365	$767,936	$855,700	$2,535,071
Total Efficiency Vermont Costs	$2,793,677	$2,092,225	$2,733,800	$7,540,540
Total Participant Costs	$1,061,814	$753,199	nav	$2,554,051
Total Third Party Costs	$248,450	$264,480	nav	$569,508
Total Services and Initiatives Costs	$4,103,941	$3,109,904	$2,733,800	$10,664,099
Annualized MWh Savings	3,471	2,405	nap	8,038
Lifetime MWh Savings	58,690	44,103	nap	141,979
TRB Savings (2006 $)	$9,878,633	$16,270,582	nap	$34,413,875
Winter Coincident Peak kW Savings	487	395	nap	1,198
Summer Coincident Peak kW Savings	542	508	nap	1,494
Annualized MWh Savings/Participant	2.610	2.874	nap	2.796
Weighted Lifetime	17	18	nap	18
Committed Incentives	nap	nap	nap	nap

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

3.1.12. 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.	325	303	264	5,993	19	327	0	0	$11,511	$35,033
Cooking and Laundry	636	73	59	996	10	7	309	2,116	$13,370	$98,797
Hot Water Efficiency	583	0	0	0	0	0	8,643	844	$0	$131,951
Hot Water Fuel Switch	16	40	35	1,200	6	3	-129	0	$3,605	$7,338
Lighting	818	861	796	14,758	170	69	-166	0	$126,662	$213,877
Motors	149	495	439	7,549	26	20	0	0	$27,001	$30,650
Other Fuel Switch	313	168	212	5,029	29	22	103	0	$17,092	$48,559
Other Indirect Activity	322	0	0	0	0	0	0	0	$240,505	-$148,215
Refrigeration	697	66	64	1,079	7	7	0	0	$6,144	$12,791
Space Heat Efficiency	656	230	196	5,555	110	36	38,507	0	$5,326	$206,829
Ventilation	620	170	145	1,942	18	18	2,239	0	$12,334	$115,590
Totals		2,405	2,209	44,103	395	508	49,507	2,960	$463,551	$753,199

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	2	5	5	105	1	0	262	10	$1,955	$1,507
CVPS	293	526	493	9,872	122	77	16,254	1,125	$145,958	$141,667
Green Mountain	332	970	893	18,946	171	319	23,508	1,286	$189,252	$271,292
Hardwick	22	48	45	1,143	8	4	234	31	$10,546	$17,697
Ludlow	93	671	603	10,484	50	55	2,293	210	$61,892	$218,928
Lyndonville	1	2	2	50	0	0	88	8	$0	$100
Northfield	11	7	7	81	2	0	130	8	$1,164	$1,346
Stowe	16	36	33	831	3	43	769	15	$12,073	$56,192
Swanton	8	12	11	233	3	1	860	17	$6,484	$642
VT Electric Coop	37	76	71	1,382	22	4	3,030	138	$19,586	$47,710
Washington Electric	22	51	48	975	12	5	2,078	113	$14,641	-$3,882
Totals	837	2,405	2,209	44,103	395	508	49,507	2,960	$463,551	$753,199

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	30	61	56	1,124	16	6	2,925	157	$18,517	$16,224
Bennington	55	62	56	1,143	14	8	2,909	164	$25,504	$26,750
Caledonia	25	57	54	1,338	10	4	542	49	$12,369	$18,743
Chittenden	308	907	833	17,762	155	316	21,701	1,152	$166,007	$243,988
Franklin	120	162	154	2,846	36	11	5,408	373	$47,882	$34,660
Grand Isle	2	2	1	34	1	0	215	10	$2	$1,635
Lamoille	23	52	48	1,125	7	46	1,262	43	$17,129	$63,270
Orange	9	27	25	540	6	5	817	24	$6,813	$3,903
Orleans	9	33	30	552	10	1	519	59	$6,362	$32,448
Rutland	18	50	46	988	12	12	1,877	89	$11,766	$10,972
Washington	53	98	91	1,792	24	8	4,256	220	$31,005	$11,891
Windham	62	114	106	2,049	23	21	3,076	304	$39,420	$36,266
Windsor	123	782	708	12,810	81	70	3,999	318	$80,773	$252,449
Totals	837	2,405	2,209	44,103	395	508	49,507	2,960	$463,551	$753,199

3.1.15. Residential New Construction - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$3,419,500
Fossil Fuel Savings (Costs)	$1,037,981	$12,634,524
Water Savings (Costs)	$22,177	$216,555
Total	$1,060,158	$16,270,580

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	2,209	2,135	2,405
Winter on peak	739	707	803
Winter off peak	725	701	787
Summer on peak	418	407	463
Summer off peak	328	319	353
Coincident Demand Savings (kW)			
Winter	372	359	395
Shoulder	0	0	0
Summer	456	460	508

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,869	2,960	36,774
Annualized fuel savings (increase) MMBtu	47,334	49,507	1,209,830
LP	24,499	25,658	626,377
NG	15,537	16,247	395,002
Oil/Kerosene	7,297	7,593	188,476
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$58,284	$55,485	$1,086,229

Net Societal Benefits	$14,445,802

3.1.16. Efficient Products - Summary

	Prior Year	Current Year 2008	* Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	38,317	47,466	nap	102,429
# 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	$522,656	$652,074	$684,700	$1,545,921
Marketing/Business Development	$803,227	$1,092,285	$1,147,200	$2,289,187
Subtotal Operating Costs	$1,325,883	$1,744,360	$1,831,900	$3,835,109
Incentive Costs				
Incentives to Participants	$1,269,578	$2,013,324	$1,734,200	$4,071,505
Incentives to Trade Allies	$898	$0	$0	$15,003
Subtotal Incentive Costs	$1,270,476	$2,013,324	$1,734,200	$4,086,508
Technical Assistance Costs				
Services to Participants	$0	$0	$0	$0
Services to Trade Allies	$15,317	$278,169	$231,000	$360,387
Subtotal Technical Assistance Costs	$15,317	$278,169	$231,000	$360,387
Total Efficiency Vermont Costs	$2,611,675	$4,035,852	$3,797,100	$8,282,003
Total Participant Costs	$5,615,429	$8,973,995	nav	$19,354,915
Total Third Party Costs	$232,024	$467,163	nav	$659,997
Total Services and Initiatives Costs	$8,459,128	$13,477,011	$3,797,100	$28,296,916
Annualized MWh Savings	49,482	70,742	nap	143,715
Lifetime MWh Savings	279,222	398,187	nap	821,036
TRB Savings (2006 $)	$19,697,016	$33,548,286	nap	$65,081,630
Winter Coincident Peak kW Savings	8,339	13,317	nap	25,293
Summer Coincident Peak kW Savings	6,555	8,699	nap	18,792
Annualized MWh Savings/Participant	1.291	1.490	nap	1.403
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.	2,234	141	163	1,657	0	145	0	0	$62,787	$437,224
Cooking and Laundry	4,154	1,044	804	14,610	147	111	2,128	30,218	$214,396	$3,170,161
Lighting	40,360	68,756	51,417	373,672	13,070	8,329	-26,716	0	$1,620,710	$2,271,432
Other Indirect Activity	197	413	366	1,652	55	66	0	0	$19,879	$16,427
Refrigeration	2,905	389	345	6,596	45	47	0	0	$95,551	$3,078,751
Totals		70,742	53,096	398,187	13,317	8,699	-24,588	30,218	$2,013,324	$8,973,995

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	148	191	143	1,104	36	23	-61	107	$5,678	$27,596
Burlington	40	20	15	105	4	3	-9	0	$264	$421
CVPS	17,641	27,260	20,456	155,106	5,144	3,341	-9,124	13,682	$789,109	$3,706,054
Enosburg Falls	210	681	510	3,789	128	83	-258	135	$18,784	$55,054
Green Mountain	18,396	23,321	17,556	130,508	4,361	2,901	-8,373	9,585	$677,950	$3,209,403
Hardwick	497	1,096	820	6,010	205	136	-430	163	$28,173	$62,287
Hyde Park	122	411	307	2,238	77	51	-159	78	$10,054	$33,527
Jacksonville	62	54	41	316	11	6	-15	36	$1,615	$9,844
Johnson	123	297	222	1,615	56	36	-110	64	$7,094	$22,319
Ludlow	231	1,015	758	5,393	187	130	-433	114	$23,848	$46,403
Lyndonville	604	770	578	4,335	146	93	-263	256	$21,635	$66,410
Morrisville	373	994	745	5,460	186	124	-376	291	$25,656	$107,394
Northfield	234	701	524	3,761	128	91	-302	121	$17,281	$50,044
Orleans	105	217	162	1,181	41	26	-80	36	$5,712	$14,988
Readsboro	24	18	13	102	4	2	-4	0	$548	$515
Stowe	280	708	530	3,862	128	94	-306	192	$15,922	$76,013
Swanton	346	1,208	903	6,664	227	150	-460	298	$33,361	$92,203
VT Electric Coop	5,367	9,410	7,037	52,522	1,790	1,134	-3,170	3,678	$259,188	$1,023,914
VT Marble	103	52	40	343	10	6	-8	71	$2,082	$17,611
Washington Electric	2,560	2,319	1,738	13,771	449	268	-645	1,314	$69,370	$351,999
Totals	47,466	70,742	53,096	398,187	13,317	8,699	-24,587	30,218	$2,013,324	$8,973,995

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	2,258	4,219	3,162	23,567	782	534	-1,535	2,158	$117,582	$626,696
Bennington	2,119	4,462	3,342	25,103	848	537	-1,532	1,562	$119,550	$432,549
Caledonia	1,962	3,108	2,329	17,288	585	381	-1,127	902	$84,428	$250,838
Chittenden	15,335	17,319	13,049	97,874	3,278	2,113	-5,854	7,753	$524,548	$2,707,384
Essex	353	231	173	1,384	46	25	-51	128	$6,827	$34,595
Franklin	3,931	7,114	5,328	39,402	1,344	872	-2,577	2,180	$200,852	$622,093
Grand Isle	554	617	463	3,625	118	73	-176	405	$18,649	$148,926
Lamoille	1,641	3,426	2,565	19,016	638	430	-1,290	1,214	$88,247	$380,397
Orange	1,952	2,298	1,725	13,332	432	282	-761	1,406	$67,880	$327,373
Orleans	2,104	4,038	3,018	22,276	769	486	-1,424	994	$109,679	$313,773
Rutland	3,937	5,855	4,399	33,673	1,100	729	-1,921	3,451	$168,078	$961,630
Washington	4,811	9,064	6,795	50,614	1,683	1,142	-3,423	3,209	$244,483	$1,004,655
Windham	3,027	4,463	3,343	25,182	846	538	-1,477	2,052	$128,027	$507,486
Windsor	3,482	4,527	3,406	25,852	848	556	-1,442	2,804	$134,493	$655,602
Totals	47,466	70,742	53,096	398,187	13,317	8,699	-24,587	30,218	$2,013,324	$8,973,995

3.1.20. Efficient Products - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$31,866,907
Fossil Fuel Savings (Costs)	($394,307)	($755,777)
Water Savings (Costs)	$226,972	$2,437,166
Total	($167,334)	$33,548,296

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	53,096	62,727	70,742
Winter on peak	21,345	25,250	28,655
Winter off peak	15,042	17,777	19,949
Summer on peak	9,606	11,334	12,884
Summer off peak	7,102	8,367	9,262
Coincident Demand Savings (kW)			
Winter	10,232	12,107	13,317
Shoulder	0	0	0
Summer	6,681	7,872	8,699

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	26,387	30,218	424,749
Annualized fuel savings (increase) MMBtu	(21,202)	(24,588)	(67,888)
LP	851	851	13,619
NG	426	426	6,810
Oil/Kerosene	(22,478)	(26,290)	(88,317)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$713,069	$845,240	$4,829,445

Net Societal Benefits	$24,994,049

3.1.21. Existing Homes - Summary

	Prior Year	Current Year 2008	* Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	3,119	5,530	nap	10,709
# participants with analysis	1,971	2,399	nap	6,487
# participants with analysis and installations	1,882	2,520	nap	6,021

Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$572,966	$757,436	$1,142,500	$2,078,396
Marketing/Business Development	$486,928	$228,072	$644,900	$1,196,701
Subtotal Operating Costs	$1,059,894	$985,508	$1,787,400	$3,275,097
Incentive Costs				
Incentives to Participants	$1,017,340	$1,028,194	$1,770,200	$2,933,516
Incentives to Trade Allies	$18,498	$83,669	$163,500	$119,009
Subtotal Incentive Costs	$1,035,838	$1,111,863	$1,933,700	$3,052,525
Technical Assistance Costs				
Services to Participants	$558,343	$481,047	$568,500	$1,593,062
Services to Trade Allies	$125,876	$200,897	$183,200	$326,773
Subtotal Technical Assistance Costs	$684,219	$681,944	$751,700	$1,919,835
Total Efficiency Vermont Costs	$2,779,951	$2,779,315	$4,472,800	$8,247,457
Total Participant Costs	$1,937,013	$3,007,643	nav	$6,226,070
Total Third Party Costs	$137,016	$319,972	nav	$374,902
Total Services and Initiatives Costs	$4,853,980	$6,106,931	$4,472,800	$14,848,429

Annualized MWh Savings	4,202	5,394	nap	13,577
Lifetime MWh Savings	91,149	83,252	nap	260,401
TRB Savings (2006 $)	$3,247,466	$5,725,731	nap	$12,307,750
Winter Coincident Peak kW Savings	804	997	nap	2,587
Summer Coincident Peak kW Savings	266	412	nap	1,015
Annualized MWh Savings/Participant	1.347	0.975	nap	1.268
Weighted Lifetime	22	15	nap	19
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.	21	4	4	55	0	10	0	0	$3,148	$2,745
Cooking and Laundry	64	11	10	144	2	1	76	200	$3,657	$17,065
Hot Water Efficiency	1,606	460	434	3,635	49	34	803	6,460	$21,634	$13,102
Hot Water Fuel Switch	405	1,176	1,271	35,283	187	96	-4,029	0	$290,644	$431,995
Lighting	4,062	2,366	2,149	17,715	458	161	-306	0	$227,731	$103,934
Motors	57	253	249	3,813	27	26	290	0	$27,108	$33,459
Other Fuel Switch	24	26	25	769	4	3	-78	0	$3,789	$17,179
Other Indirect Activity	57	0	0	0	0	0	1	0	$2,685	$5,795
Refrigeration	901	590	540	10,028	68	72	0	0	$323,380	$116,486
Space Heat Efficiency	450	130	125	2,615	51	4	11,392	0	$65,372	$2,073,375
Space Heat Fuel Switch	125	271	253	8,119	133	0	-912	0	$39,996	$123,807
Ventilation	567	108	103	1,076	17	5	0	0	$19,050	$68,702
Totals		5,394	5,164	83,252	997	412	7,238	6,659	$1,028,194	$3,007,643

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	15	30	27	626	5	2	-49	13	$11,578	$1,098
Burlington	4	2	2	27	1	0	138	0	$184	$28,600
CVPS	2,641	2,086	1,982	26,920	334	173	4,055	2,469	$380,014	$830,374
Enosburg Falls	13	35	31	717	7	3	-52	31	$18,204	$0
Green Mountain	1,910	2,342	2,284	40,294	466	168	1,195	3,299	$363,247	$1,472,634
Hardwick	43	84	75	1,826	18	6	24	58	$18,346	$61,504
Hyde Park	14	16	15	235	3	1	67	13	$7,343	$12,329
Johnson	29	8	8	59	2	1	14	40	$1,127	$6
Ludlow	48	52	56	1,363	23	1	-124	7	$6,844	$28,573
Lyndonville	43	64	57	617	10	6	7	158	$15,158	$629
Morrisville	75	52	47	410	11	3	227	91	$7,012	$37,417
Northfield	61	40	37	468	8	2	205	67	$7,313	$43,367
Orleans	13	14	13	261	2	1	-15	0	$6,526	$1
Readsboro	5	4	4	39	1	0	6	18	$762	$6
Stowe	37	18	18	229	4	1	234	23	$3,251	$51,090
Swanton	53	72	67	1,422	16	4	-128	28	$25,171	$3,951
VT Electric Coop	403	335	312	5,303	60	28	213	324	$104,544	$153,304
VT Marble	1	1	1	11	0	0	60	0	$77	$8,997
Washington Electric	122	137	129	2,424	25	12	1,162	22	$51,493	$273,766
Totals	5,530	5,394	5,164	83,252	997	412	7,238	6,659	$1,028,194	$3,007,643

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	462	159	145	2,664	26	13	322	311	$49,155	$85,591
Bennington	280	568	551	7,659	83	46	1,106	186	$77,187	$192,294
Caledonia	162	212	189	3,146	40	17	-20	317	$46,741	$50,918
Chittenden	1,469	1,736	1,773	28,831	281	131	-489	2,572	$227,391	$821,601
Essex	33	40	36	491	6	4	-7	131	$12,183	$1,441
Franklin	352	381	357	6,692	72	28	1,345	462	$112,709	$151,816
Grand Isle	40	43	40	774	9	3	-39	49	$13,697	$13,976
Lamoille	208	149	139	1,727	30	12	676	235	$31,220	$159,208
Orange	165	152	138	1,900	27	12	380	348	$37,480	$94,292
Orleans	235	194	178	3,191	33	16	-162	69	$69,201	$18,621
Rutland	366	216	196	2,411	37	18	130	522	$47,591	$44,056
Washington	521	708	646	14,263	198	44	2,964	649	$170,573	$1,011,945
Windham	455	389	363	3,557	58	35	111	434	$66,101	$71,820
Windsor	782	445	412	5,947	98	34	920	376	$66,966	$290,064
Totals	5,530	5,394	5,164	83,252	997	412	7,238	6,659	$1,028,194	$3,007,643

3.1.25. Existing Homes - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$4,460,503
Fossil Fuel Savings (Costs)	$119,016	$870,077
Water Savings (Costs)	$49,814	$395,151
Total	$168,830	$5,725,731

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	5,164	4,788	5,394
Winter on peak	1,914	1,768	2,006
Winter off peak	1,832	1,703	1,910
Summer on peak	697	644	733
Summer off peak	721	673	745
Coincident Demand Savings (kW)			
Winter	971	906	997
Shoulder	0	0	0
Summer	401	373	412

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	7,221	6,659	60,934
Annualized fuel savings (increase) MMBtu	7,315	7,238	95,935
LP	682	583	(3,214)
NG	(1,014)	(145)	(15,678)
Oil/Kerosene	7,183	6,375	106,457
Wood	469	424	8,370
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$23,749	$24,723	($86,170)

Net Societal Benefits	$2,206,146

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. 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 Efficiency Vermont 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 90% of their projected three-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 12 months.

Eligible Market

To be eligible for CCP, customers must:

- Never have accepted cash incentives from any Vermont utility Demand Side Management (DSM) program;
- Have ISO 14001 certification.

4.1.2. Customer Credit - Summary

	Prior Year	Current Year 2008	* Projected Year 2008	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	$5,184	$3,237	$9,500	$15,277
Marketing/Business Development	$0	$0	$0	$0
Subtotal Operating Costs	$5,184	$3,237	$9,500	$15,277
Incentive Costs				
Incentives to Participants	$1,536,042	$1,159,490	$1,423,300	$3,517,812
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$1,536,042	$1,159,490	$1,423,300	$3,517,812
Technical Assistance Costs				
Services to Participants	$4,664	$6,833	$10,800	$16,876
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$4,664	$6,833	$10,800	$16,876
Total Efficiency Vermont Costs	$1,545,890	$1,169,560	$1,443,600	$3,549,965
Total Participant Costs	$678,167	$243,366	nap	$1,286,107
Total Third Party Costs	$0	$0	nap	$0
Total Services and Initiatives Costs	$2,224,057	$1,412,926	$1,443,600	$4,836,072
Annualized MWh Savings	8,981	3,863	nap	15,967
Lifetime MWh Savings	42,351	53,168	nap	213,979
TRB Savings (2006 $)	$1,161,850	$4,010,025	nap	$18,749,616
Winter Coincident Peak kW Savings	1,059	410	nap	1,847
Summer Coincident Peak kW Savings	1,276	839	nap	2,863
Annualized MWh Savings/Participant	8,981	3,863	nap	15,967
Weighted Lifetime	13	14	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	412	363	5,221	76	133	0	0	$161,100	$29,988
Design Assistance	1	0	0	0	0	0	0	0	$11,040	$0
Lighting	1	2,780	2,467	41,239	291	400	-2,788	0	$593,600	$163,595
Motors	1	671	594	6,707	42	306	0	0	$393,750	$49,783
Totals		3,863	3,425	53,168	410	839	-2,788	0	$1,159,490	$243,366

4.1.4. Customer Credit - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$4,342,672
Fossil Fuel Savings (Costs)	($39,359)	($332,646)
Water Savings (Costs)	$0	$0
Total	($39,359)	$4,010,025

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	3,425	3,425	3,863
Winter on peak	1,157	1,157	1,313
Winter off peak	855	855	959
Summer on peak	886	886	1,008
Summer off peak	526	526	583
Coincident Demand Savings (kW)			
Winter	372	372	410
Shoulder	0	0	0
Summer	759	759	839

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	0	0	0
Annualized fuel savings (increase) MMBtu	(2,787)	(2,788)	(41,353)
LP	0	0	0
NG	0	0	0
Oil/Kerosene	(2,788)	(2,788)	(41,353)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$26,382	$26,382	$395,725

4.2.1 GeoTargeting All Four Regions Combined - Summary

	Prior Year *	Current Year 2008	Cumulative starting 7/1/07
# participants with installations	4,467	18,971	21,769
# participants with analysis	259	5,837	5,942
# participants with analysis and installations	341	1,884	1,893
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$973,379	$1,814,819	$2,788,198
Marketing/Business Development	$791,610	$1,735,792	$2,527,401
Subtotal Operating Costs	$1,764,989	$3,550,611	$5,315,599
Incentive Costs			
Incentives to Participants	$1,019,499	$8,311,917	$9,331,417
Incentives to Trade Allies	$5,948	$41,849	$47,797
Subtotal Incentive Costs	$1,025,447	$8,353,765	$9,379,213
Technical Assistance Costs			
Services to Participants	$898,418	$3,240,130	$4,138,548
Services to Trade Allies	$41,433	$149,996	$191,429
Subtotal Technical Assistance Costs	$939,851	$3,390,126	$4,329,977
Total Efficiency Vermont Costs	$3,730,287	$15,294,503	$19,024,790
Total Participant Costs	$3,168,023	$6,789,704	$9,957,727
Total Third Party Costs	$81,822	$151,671	$233,493
Total Services and Initiatives Costs	$6,980,132	$22,235,878	$29,216,010
Annualized MWh Savings	12,550	51,364	63,914
Lifetime MWh Savings	155,857	559,584	715,441
TRB Savings (2006 $)	$9,706,633	$42,349,632	$52,056,264
Winter Coincident Peak kW Savings	1,952	7,437	9,389
Summer Coincident Peak kW Savings	1,624	7,635	9,259
Annualized MWh Savings/Participant	2.810	2.708	3
Weighted Lifetime	12	11	11
Committed Incentives	$343,427	$1,221,681	$1,565,108

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

4.2.2 GeoTargeting All Four Regions Combined - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$42,357,250
Fossil Fuel Savings (Costs)	($193,087)	($775,629)
Water Savings (Costs)	$80,331	$768,013
Total	($112,756)	$42,349,634

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	43,869	45,509	51,364
Winter on peak	18,224	18,935	21,491
Winter off peak	11,250	11,576	12,988
Summer on peak	9,122	9,501	10,802
Summer off peak	5,272	5,497	6,086
Coincident Demand Savings (kW)			
Winter	6,425	6,761	7,437
Shoulder	0	0	0
Summer	6,651	6,909	7,635

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	10,262	10,714	128,474
Annualized fuel savings (increase) MMBtu	(10,938)	(13,919)	(91,746)
LP	1,404	1,296	24,062
NG	2,411	2,562	55,908
Oil/Kerosene	(14,979)	(17,898)	(173,476)
Wood	153	36	1,760
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$497,163	$466,209	$3,592,659

4.2.3 GeoTargeting Chittenden North - Summary

	Prior Year *	Current Year 2008	Cumulative starting 7/1/07
# participants with installations	1,768	11,474	12,343
# participants with analysis	91	1,929	1,948
# participants with analysis and installations	137	654	654
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$650,179	$637,775	$1,287,954
Marketing/Business Development	$515,053	$586,529	$1,101,582
Subtotal Operating Costs	$1,165,232	$1,224,304	$2,389,536
Incentive Costs			
Incentives to Participants	$572,780	$2,547,412	$3,120,192
Incentives to Trade Allies	$4,842	$16,445	$21,287
Subtotal Incentive Costs	$577,622	$2,563,857	$3,141,479
Technical Assistance Costs			
Services to Participants	$626,781	$966,962	$1,593,743
Services to Trade Allies	$32,192	$74,274	$106,466
Subtotal Technical Assistance Costs	$658,973	$1,041,237	$1,700,210
Total Efficiency Vermont Costs	$2,401,828	$4,829,398	$7,231,225
Total Participant Costs	$1,628,724	$2,664,847	$4,293,570
Total Third Party Costs	$67,000	$42,123	$109,122
Total Services and Initiatives Costs	$4,097,552	$7,536,367	$11,633,917
Annualized MWh Savings	7,014	17,710	24,724
Lifetime MWh Savings	97,889	183,268	281,157
TRB Savings (2006 $)	$5,321,587	$14,068,800	19,390,387
Winter Coincident Peak kW Savings	974	2,689	3,664
Summer Coincident Peak kW Savings	829	2,587	3,416
Annualized MWh Savings/Participant	3.967	1.544	2.003
Weighted Lifetime	14	10	11
Committed Incentives	$92,210	$313,802	$406,012

*** 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.	318	476	442	8,327	50	120	637	0	$52,315	$468,042
Cooking and Laundry	430	79	62	1,106	11	8	230	2,363	$16,905	$247,063
Design Assistance	4	184	136	2,748	24	45	389	0	$51,302	$84,044
Hot Water Efficiency	390	161	158	1,446	16	8	301	2,635	$186	$4,756
Hot Water Fuel Switch	68	198	254	5,941	29	15	-758	0	$52,638	$60,435
Industrial Process Eff.	3	379	313	5,419	46	46	0	0	$74,454	$101,938
Lighting	11,002	14,852	12,134	139,141	2,324	2,213	-9,325	0	$2,138,490	$1,023,344
Motors	109	439	421	6,532	61	56	473	0	$28,269	$70,694
Other Efficiency	1	130	116	1,304	27	28	0	549	$22,820	$25,410
Other Fuel Switch	138	36	44	1,090	10	8	-128	0	$7,976	$27,182
Other Indirect Activity	5	20	18	102	2	2	0	0	$4,347	-$530
Refrigeration	502	635	522	8,055	64	28	0	0	$82,482	$341,065
Space Heat Efficiency	159	48	45	942	15	2	2,257	0	$6,754	$131,677
Space Heat Fuel Switch	2	5	5	159	3	0	-20	0	$3,019	$500
Ventilation	141	68	57	955	7	7	1,033	0	$5,455	$79,228
Totals		17,710	14,727	183,268	2,689	2,587	-4,910	5,546	$2,547,412	$2,664,847

4.2.5 GeoTargeting Chittenden North - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$14,051,589
Fossil Fuel Savings (Costs)	($77,956)	($362,708)
Water Savings (Costs)	$41,555	$379,920
Total	($36,402)	$14,068,801

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	14,727	15,690	17,710
Winter on peak	6,167	6,570	7,457
Winter off peak	3,644	3,888	4,362
Summer on peak	3,135	3,326	3,781
Summer off peak	1,782	1,907	2,111
Coincident Demand Savings (kW)			
Winter	2,259	2,445	2,689
Shoulder	0	0	0
Summer	2,208	2,341	2,587

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	5,545	5,547	62,369
Annualized fuel savings (increase) MMBtu	(4,806)	(4,910)	(25,317)
LP	242	238	5,670
NG	2,272	2,548	44,483
Oil/Kerosene	(7,345)	(7,727)	(75,469)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$157,061	$170,702	$1,340,649

4.2.6 GeoTargeting Saint Albans - Summary

	Prior Year *	Current Year 2008	Cumulative starting 7/1/07
# participants with installations	1,323	3,767	4,673
# participants with analysis	80	1,470	1,516
# participants with analysis and installations	100	482	482
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$180,595	$508,619	$689,214
Marketing/Business Development	$148,451	$500,603	$649,054
Subtotal Operating Costs	$329,046	$1,009,222	$1,338,268
Incentive Costs			
Incentives to Participants	$229,387	$2,267,893	$2,497,280
Incentives to Trade Allies	$542	$8,532	$9,074
Subtotal Incentive Costs	$229,929	$2,276,425	$2,506,354
Technical Assistance Costs			
Services to Participants	$152,920	$990,271	$1,143,191
Services to Trade Allies	$5,862	$29,498	$35,360
Subtotal Technical Assistance Costs	$158,782	$1,019,769	$1,178,551
Total Efficiency Vermont Costs	$717,757	$4,305,416	$5,023,173
Total Participant Costs	$800,736	$1,708,662	$2,509,398
Total Third Party Costs	$10,196	$68,574	$78,770
Total Services and Initiatives Costs	$1,528,689	$6,082,652	$7,611,341
Annualized MWh Savings	3,146	15,058	18,204
Lifetime MWh Savings	32,919	160,374	193,293
TRB Savings (2006 $)	$2,521,344	$12,154,107	14,675,452
Winter Coincident Peak kW Savings	563	2,065	2,628
Summer Coincident Peak kW Savings	483	2,342	2,825
Annualized MWh Savings/Participant	2.378	3.997	3.896
Weighted Lifetime	10	11	11
Committed Incentives	$61,081	$190,920	$252,001

*** 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.	159	479	458	6,030	13	180	0	0	$50,791	$262,080
Cooking and Laundry	269	70	54	977	10	7	148	2,049	$14,307	$212,391
Design Assistance	1	14	10	70	0	0	0	0	$2,049	$2,966
Hot Water Efficiency	147	13	12	102	1	1	174	606	$1,119	$3,928
Hot Water Fuel Switch	23	102	113	3,051	13	9	-366	0	$25,928	$18,289
Industrial Process Eff.	5	1,547	1,507	8,048	172	177	0	0	$95,647	$54,360
Lighting	3,316	11,460	9,512	122,779	1,689	1,811	-8,108	0	$1,909,425	$532,009
Motors	13	668	643	7,419	75	66	1,799	0	$79,979	$164,859
Other Fuel Switch	3	304	306	6,214	47	48	-1,014	0	$9,252	$20,211
Other Indirect Activity	3	6	5	17	1	1	0	0	$1,232	$546
Refrigeration	388	291	272	4,103	25	25	0	0	$66,608	$286,756
Space Heat Efficiency	88	19	18	368	2	10	2,104	0	$1,814	$134,579
Space Heat Fuel Switch	2	17	18	516	7	0	-65	0	$1,010	$1,544
Ventilation	73	68	64	680	8	7	57	0	$8,733	$14,143
Totals		15,058	12,992	160,374	2,065	2,342	-5,271	2,655	$2,267,893	$1,708,662

4.2.8 GeoTargeting Saint Albans - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$12,338,368
Fossil Fuel Savings (Costs)	($73,780)	($384,924)
Water Savings (Costs)	$19,923	$200,663
Total	($53,857)	$12,154,108

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	12,992	13,341	15,058
Winter on peak	5,291	5,471	6,210
Winter off peak	3,200	3,269	3,668
Summer on peak	2,844	2,915	3,314
Summer off peak	1,658	1,687	1,867
Coincident Demand Savings (kW)			
Winter	1,792	1,877	2,065
Shoulder	0	0	0
Summer	2,078	2,119	2,342

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,451	2,655	34,253
Annualized fuel savings (increase) MMBtu	(4,986)	(5,271)	(44,299)
LP	106	107	2,186
NG	65	(62)	9,743
Oil/Kerosene	(5,355)	(5,505)	(59,395)
Wood	178	161	3,167
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$157,061	$108,642	$874,481

4.2.9 GeoTargeting Southern Loop - Summary

	Prior Year *	Current Year 2008	Cumulative starting 7/1/07
# participants with installations	1,107	2,979	3,787
# participants with analysis	66	1,835	1,863
# participants with analysis and installations	61	511	519
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$118,504	$499,580	$618,084
Marketing/Business Development	$99,227	$477,100	$576,327
Subtotal Operating Costs	$217,731	$976,680	$1,194,411
Incentive Costs			
Incentives to Participants	$180,084	$2,352,817	$2,532,901
Incentives to Trade Allies	$375	$14,257	$14,632
Subtotal Incentive Costs	$180,459	$2,367,074	$2,547,533
Technical Assistance Costs			
Services to Participants	$99,057	$922,609	$1,021,666
Services to Trade Allies	$2,234	$40,949	$43,183
Subtotal Technical Assistance Costs	$101,291	$963,558	$1,064,849
Total Efficiency Vermont Costs	$499,482	$4,307,311	$4,806,792
Total Participant Costs	$654,050	$2,082,577	$2,736,627
Total Third Party Costs	$4,179	$37,167	$41,346
Total Services and Initiatives Costs	$1,157,711	$6,427,056	$7,584,766
Annualized MWh Savings	1,971	13,814	15,785
Lifetime MWh Savings	20,815	157,411	178,226
TRB Savings (2006 $)	$1,607,856	$11,800,043	13,407,899
Winter Coincident Peak kW Savings	372	2,037	2,408
Summer Coincident Peak kW Savings	268	1,890	2,158
Annualized MWh Savings/Participant	1.781	4.637	4.168
Weighted Lifetime	11	11	11
Committed Incentives	$160,586	$588,247	$748,833

*** 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.	148	144	141	2,777	22	53	207	0	$49,536	$117,972
Cooking and Laundry	211	53	41	736	7	6	107	1,522	$10,780	$163,427
Design Assistance	2	0	0	0	0	0	0	0	$1,355	-$32
Hot Water Efficiency	89	38	36	276	7	3	60	322	$2,271	$599
Hot Water Fuel Switch	5	18	20	543	4	2	-64	0	$4,433	$5,088
Industrial Process Eff.	6	1,067	1,196	16,631	190	25	4,459	0	$96,128	$463,082
Lighting	2,594	10,589	8,788	107,587	1,558	1,677	-7,291	0	$1,758,260	$496,880
Motors	65	635	615	8,534	87	47	725	0	$111,547	$370,451
Other Efficiency	2	43	35	811	2	2	0	0	$5,566	$11,032
Other Fuel Switch	1	2	2	59	0	0	-9	0	$151	$927
Other Indirect Activity	10	47	42	216	6	7	1	0	$7,085	$15,769
Refrigeration	254	754	673	10,069	82	57	0	0	$165,104	$240,309
Space Heat Efficiency	27	184	181	3,452	29	9	1,108	0	$90,909	$191,612
Space Heat Fuel Switch	3	166	176	4,982	29	0	-646	0	$46,369	$2,662
Ventilation	76	74	73	739	14	1	60	0	$3,323	$2,798
Totals		13,814	12,020	157,411	2,037	1,890	-1,283	1,844	$2,352,817	$2,082,577

4.2.11 GeoTargeting Southern Loop - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$11,456,054
Fossil Fuel Savings (Costs)	($7,325)	$202,450
Water Savings (Costs)	$13,839	$141,539
Total	$6,514	$11,800,044

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	12,020	12,241	13,814
Winter on peak	5,019	5,106	5,796
Winter off peak	3,462	3,445	3,865
Summer on peak	2,201	2,297	2,612
Summer off peak	1,339	1,393	1,542
Coincident Demand Savings (kW)			
Winter	1,805	1,851	2,037
Shoulder	0	0	0
Summer	1,644	1,711	1,890

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	1,679	1,844	24,286
Annualized fuel savings (increase) MMBtu	1,223	(1,283)	9,153
LP	1,102	945	16,952
NG	70	72	1,613
Oil/Kerosene	11	(2,342)	(9,834)
Wood	23	21	422
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$139,747	$142,274	$989,802

4.2.12 GeoTargeting Newport/Derby - Summary

	Prior Year *	Current Year 2008	Cumulative starting 7/1/07
# participants with installations	269	751	966
# participants with analysis	22	603	615
# participants with analysis and installations	43	237	238
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$24,101	$168,845	$192,946
Marketing/Business Development	$28,878	$171,560	$200,438
Subtotal Operating Costs	$52,979	$340,405	$393,384
Incentive Costs			
Incentives to Participants	$37,249	$1,143,795	$1,181,044
Incentives to Trade Allies	$189	$2,615	$2,804
Subtotal Incentive Costs	$37,438	$1,146,409	$1,183,847
Technical Assistance Costs			
Services to Participants	$19,660	$360,287	$379,947
Services to Trade Allies	$1,145	$5,276	$6,421
Subtotal Technical Assistance Costs	$20,805	$365,563	$386,368
Total Efficiency Vermont Costs	$111,222	$1,852,378	$1,963,600
Total Participant Costs	$84,513	$333,619	$418,132
Total Third Party Costs	$448	$3,807	$4,254
Total Services and Initiatives Costs	$196,183	$2,189,803	$2,385,986
Annualized MWh Savings	419	4,783	5,202
Lifetime MWh Savings	4,234	58,531	62,765
TRB Savings (2006 $)	255,845	4,326,682	4,582,527
Winter Coincident Peak kW Savings	43	646	689
Summer Coincident Peak kW Savings	44	815	860
Annualized MWh Savings/Participant	2	6.369	5.385
Weighted Lifetime	10	12	12
Committed Incentives	$29,550	$128,712	$158,262

*** 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.	50	33	25	482	1	27	0	0	$15,264	$3,324
Cooking and Laundry	43	11	8	148	1	1	22	305	$2,166	$32,932
Design Assistance	2	0	0	0	0	0	0	0	$6,372	-$282
Hot Water Efficiency	36	2	2	14	0	0	116	364	$159	$260
Hot Water Fuel Switch	5	18	19	533	3	1	-58	0	$6,152	$4,006
Industrial Process Eff.	1	128	127	1,131	23	34	0	0	$4,371	-$276
Lighting	632	4,100	3,482	49,529	559	692	-3,264	0	$984,316	$167,770
Motors	4	147	142	1,804	17	17	336	0	$13,386	$54,701
Other Fuel Switch	1	1	1	30	0	0	-3	0	$101	$480
Other Indirect Activity	1	13	11	64	1	1	0	0	$1,511	$3,978
Refrigeration	95	219	206	3,054	28	15	0	0	$84,519	$53,461
Space Heat Efficiency	1	0	0	0	0	0	147	0	$0	$3,970
Space Heat Fuel Switch	1	27	30	809	10	0	-85	0	$8,495	-$537
Ventilation	3	85	78	934	3	26	333	0	$16,981	$9,833
Totals		4,783	4,130	58,531	646	815	-2,455	669	$1,143,795	$333,619

4.2.14 GeoTargeting Newport/Derby - Total Resource Benefits

	2008	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$4,511,238
Fossil Fuel Savings (Costs)	($34,026)	($230,447)
Water Savings (Costs)	$5,015	$45,891
Total	($29,010)	$4,326,682

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	4,130	4,236	4,783
Winter on peak	1,748	1,787	2,028
Winter off peak	946	974	1,093
Summer on peak	942	964	1,096
Summer off peak	494	511	566
Coincident Demand Savings (kW)			
Winter	569	588	646
Shoulder	0	0	0
Summer	721	738	815

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	586	669	7,567
Annualized fuel savings (increase) MMBtu	(2,369)	(2,455)	(31,283)
LP	(45)	5	(745)
NG	4	4	69
Oil/Kerosene	(2,289)	(2,323)	(28,778)
Wood	(48)	(147)	(1,829)
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$43,293	$44,591	$387,726

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, Efficiency Vermont expenditures data in this report were incurred during the period January 1, 2008 through December 31, 2008. Similarly, measure savings are for measures installed during the period January 1, 2008 through December 31, 2008.

4 – Efficiency Vermont costs include an operating fee of .75%, as specified in the Efficiency Vermont 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" on all other tables are based on data entered in Efficiency Vermont'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 2006-2008, 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 2008 Efficiency Vermont Annual Report were developed as a collaborative effort between Efficiency Vermont, the Vermont Department of Public Service, the Energy Efficiency Utility Contract Administrator and Burlington Electric Department. Note that there are two major table formats, one for the markets and services summary and the other for breakdowns of end use, county and utility savings.

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

		Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06	Cumulative starting 3/1/00
		(1)	(2)	(3)	(4)	(5)
# participants with installations	(6)					
# participants with analysis	(7)					
# participants with analysis and installations	(8)					
Services and Initiatives Costs						
Operating Costs						
Administration	(9)					
Services and Initiatives	(10)					
Program Planning	(11)					
Marketing/Business Development	(12)					
Information Systems	(13)					
Subtotal Operating Costs	(14)					
Incentive Costs						
Incentives to Participants	(15)					
Incentives to Trade Allies	(16)					
Subtotal Incentive Costs	(17)					
Technical Assistance Costs						
Services to Participants	(18)					
Services to Trade Allies	(19)					
Subtotal Technical Assistance Costs	(20)					
Total Efficiency Vermont Costs	(21)					
Total Participant Costs	(22)					
Total Third Party Costs	(23)					
Total Services and Initiatives Costs	(24)					
Annualized MWh Savings	(25)					
Lifetime MWh Savings	(26)					
TRB Savings (2006$)	(27)					
Winter Coincident Peak kW Savings	(28)					
Summer Coincident Peak kW Savings	(29)					
Annualized MWh Savings/Participant	(30)					
Weighted Lifetime	(31)					
Committed Incentives	(32)					
Annualized MWh Savings (adjusted for measure life)	(33)					
Winter Coincident Peak kW Savings (adjusted for measure life)	(34)					
Summer Coincident Peak kW Savings (adjusted for measure life)	(35)					

X.X.X. Breakdown Report

End Use or Utility or County	# of 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
	(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 2008 are estimates only and provided for informational purposes. The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

(4) Data reported for the contract period starting January 1, 2008 through December 31, 2008.

(5) Data reported for the contract period starting March 1, 2000 through December 31, 2008.

(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 Efficiency Vermont services during 2000-2008. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same participants may be counted and reported by more than one organization. As a result, total statewide participation may be less than the sum of all the organizations reported participants.

(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. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same participants may be counted and reported by more than one organization. As a result, total statewide participation may be less than the sum of all the organizations reported participants.

(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 Efficiency Vermont services during 2000-2008. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same participants may be counted and reported by more than one organization. As a result, total statewide participation may be less than the sum of all the organizations reported participants.

(9) Costs include general management, budgeting, financial management and Efficiency Vermont 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 Efficiency Vermont 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 Efficiency Vermont, utilities and participants) and directly related to Efficiency Vermont 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, 2008 for projects which will complete after December 31, 2008.

(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 participants with installed measures for the End Use, Utility and County Breakdown. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same participants may be counted and reported by more than one organization. As a result, total statewide participation may be less than the sum of all the organizations reported participants.

(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 Efficiency Vermont 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 Efficiency Vermont 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.

Year 2008 Annual Report
Supplemental Work Papers

October 1, 2009

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2008 Annual Report
Supplemental Work Papers
Table of Contents

5.1.1. C&I Non-Farm New Construction - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	119	172	nap	357
# participants with analysis	155	205	nap	513
# participants with analysis and installations	119	172	nap	357
Costs				
EVT Incentives	$842,581	$852,592	nap	$2,228,825
Participant Costs	$2,694,647	$2,168,800	nap	$6,134,416
Third Party Costs	$17,975	$10,150	nap	$43,875
Annualized MWh Savings	8,571	8,764	nap	21,333
Lifetime MWh Savings	125,899	128,902	nap	312,858
TRB Savings (2006$)	$9,449,256	$12,707,933	nap	$26,334,261
Winter Coincident Peak KW Savings	1,078	1,048	nap	2,715
Summer Coincident Peak KW Savings	1,562	1,759	nap	4,274
Annualized MWh Savings/Participant	72.027	50.954	nap	59.755
Weighted Lifetime	15	15	nap	15
Committed Incentives	$162,891	$176,101	nap	nap

5.1.2. C&I Non-Farm 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.	46	1,015	739	16,126	47	239	1,012	0	$133,025	$99,940
Cooking and Laundry	6	33	24	432	5	3	106	93	$4,472	$16,581
Design Assistance	8	789	582	12,559	30	435	5,019	0	$74,596	$530,110
Hot Water Efficiency	10	0	0	2	0	0	251	602	$76	$4,982
Hot Water Fuel Switch	1	2	2	66	1	1	-10	0	$1,639	$1,350
Industrial Process Eff.	2	265	201	3,819	45	45	0	0	$67,351	$94,428
Lighting	158	4,582	3,550	64,432	627	820	-4,022	0	$350,962	$868,629
Motors	34	866	631	13,117	139	106	378	0	$81,104	$144,002
Other Efficiency	6	56	40	1,465	7	7	0	185	$7,766	$10,351
Other Fuel Switch	3	21	15	627	2	2	-85	0	$1,587	$1,247
Other Indirect Activity	1	0	0	1	0	0	0	0	$17	$103
Refrigeration	29	939	686	12,718	107	61	1,221	0	$92,442	$130,331
Space Heat Efficiency	22	47	35	925	6	28	4,410	0	$20,039	$168,898
Space Heat Fuel Switch	2	53	45	1,583	20	0	-188	0	$3,325	$3,249
Ventilation	41	96	70	1,029	11	13	4,990	0	$14,189	$93,405
Water Conservation	3	0	0	0	0	0	0	127	$0	$1,195
Totals		8,764	6,621	128,902	1,048	1,759	13,081	1,007	$852,592	$2,168,800

5.1.3. C&I Non-Farm 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	2	1	25	0	0	0	0	$605	$360
CVPS	67	3,142	2,374	47,489	404	491	4,028	296	$265,165	$662,184
Enosburg Falls	1	0	0	7	0	0	0	0	$60	$105
Green Mountain	66	3,475	2,630	49,512	472	598	2,622	412	$383,890	$716,187
Hardwick	4	212	156	4,054	26	33	1,185	0	$35,938	$70,884
Hyde Park	1	225	162	3,210	20	52	26	0	$27,505	$60,213
Johnson	1	170	132	2,269	14	31	-110	0	$21,510	$12,836
Lyndonville	1	5	5	77	1	1	-5	0	$725	$598
Morrisville	3	22	20	324	3	4	-25	0	$2,594	$2,713
Northfield	3	427	305	6,353	36	59	-193	0	$27,493	$75,048
Stowe	5	759	589	11,069	28	414	5,135	2	$56,186	$450,478
Swanton	4	42	34	457	5	7	95	5	$5,043	$12,303
VT Electric Coop	13	227	171	3,240	29	63	149	293	$21,457	$86,650
Washington Electric	2	56	43	816	9	5	173	0	$4,423	$18,242
Totals	172	8,764	6,621	128,902	1,048	1,759	13,081	1,007	$852,592	$2,168,800

5.1.4. C&I Non-Farm 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	16	606	456	8,985	87	102	1,749	333	$68,115	$206,797
Bennington	16	390	302	5,560	57	66	-327	0	$34,338	$74,684
Caledonia	6	55	47	753	7	12	144	7	$6,051	$11,585
Chittenden	50	2,840	2,156	40,960	368	510	1,992	57	$301,515	$588,677
Essex	1	0	0	7	0	0	-1	0	$242	$165
Franklin	9	222	172	2,920	25	28	42	5	$19,107	$33,683
Grand Isle	2	2	2	33	0	0	-2	0	$605	$480
Lamoille	13	1,179	905	16,919	65	501	5,024	2	$108,580	$527,064
Orange	2	12	9	138	1	0	195	0	$761	$1,450
Orleans	11	384	283	6,510	48	84	1,385	293	$54,323	$152,171
Rutland	11	771	582	11,386	85	99	-331	35	$32,511	$103,009
Washington	22	963	708	13,618	112	133	592	185	$91,831	$156,878
Windham	4	848	625	13,364	100	148	858	0	$72,528	$180,904
Windsor	9	491	374	7,750	93	75	1,761	92	$62,086	$131,254
Totals	172	8,764	6,621	128,902	1,048	1,759	13,081	1,007	$852,592	$2,168,800

5.1.5. C&I Non-Farm New Construction Act 250 - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	53	43	nap	132
# participants with analysis	71	53	nap	185
# participants with analysis and installations	53	43	nap	132
Costs				
EVT Incentives	$453,589	$462,559	nap	$1,304,128
Participant Costs	$1,207,802	$1,447,849	nap	$3,431,040
Third Party Costs	$8,355	$3,500	nap	$23,555
Annualized MWh Savings	4,571	5,689	nap	12,936
Lifetime MWh Savings	68,141	83,274	nap	190,128
TRB Savings (2006$)	$4,808,268	$8,739,493	nap	$16,143,207
Winter Coincident Peak KW Savings	564	666	nap	1,605
Summer Coincident Peak KW Savings	831	1,190	nap	2,675
Annualized MWh Savings/Participant	86.244	132.308	nap	98.000
Weighted Lifetime	15	15	nap	15
Committed Incentives	$105,055	$91,505	nap	nap

5.1.6. C&I Non-Farm New Construction Act 250 - 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.	24	637	470	10,793	9	117	1,012	0	$81,440	$80,800
Cooking and Laundry	4	30	22	398	4	3	103	82	$4,220	$16,135
Design Assistance	5	777	574	12,399	30	426	5,019	0	$62,753	$530,196
Hot Water Efficiency	6	0	0	2	0	0	223	509	$76	$4,804
Industrial Process Eff.	1	1	1	8	0	0	0	0	$0	$1,000
Lighting	42	3,004	2,313	41,962	434	500	-2,587	0	$196,305	$506,946
Motors	15	505	374	7,571	105	70	245	0	$42,425	$76,021
Other Efficiency	3	37	27	914	4	4	0	185	$5,259	$4,841
Other Fuel Switch	2	19	14	582	2	2	-80	0	$1,385	$1,075
Other Indirect Activity	1	0	0	1	0	0	0	0	$17	$103
Refrigeration	13	590	437	7,391	67	34	0	0	$43,043	$47,398
Space Heat Efficiency	12	38	28	750	2	27	2,983	0	$18,236	$144,863
Ventilation	16	51	38	503	7	7	2,388	0	$7,399	$33,269
Water Conservation	1	0	0	0	0	0	0	7	$0	$400
Totals		5,689	4,300	83,274	666	1,190	9,306	783	$462,559	$1,447,849

5.1.7. C&I Non-Farm New Construction Non-Act 250 - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	67	130	nap	231
# participants with analysis	84	152	nap	328
# participants with analysis and installations	67	130	nap	231
Costs				
EVT Incentives	$388,992	$390,033	nap	$924,697
Participant Costs	$1,486,845	$720,951	nap	$2,703,376
Third Party Costs	$9,620	$6,650	nap	$20,320
Annualized MWh Savings	4,000	3,075	nap	8,397
Lifetime MWh Savings	57,758	45,629	nap	122,730
TRB Savings (2006$)	$4,640,988	$3,968,440	nap	$10,191,053
Winter Coincident Peak KW Savings	515	382	nap	1,110
Summer Coincident Peak KW Savings	731	569	nap	1,599
Annualized MWh Savings/Participant	59.706	23.652	nap	36.349
Weighted Lifetime	14	15	nap	15
Committed Incentives	$57,836	$84,596	nap	nap

5.1.8. C&I Non-Farm New Construction Non-Act 250 - 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.	22	379	268	5,333	38	122	0	0	$51,585	$19,141
Cooking and Laundry	2	3	2	34	0	0	3	11	$252	$445
Design Assistance	3	11	8	160	0	9	0	0	$11,843	-$86
Hot Water Efficiency	4	0	0	0	0	0	27	93	$0	$178
Hot Water Fuel Switch	1	2	2	66	1	1	-10	0	$1,639	$1,350
Industrial Process Eff.	1	265	200	3,811	45	45	0	0	$67,351	$93,428
Lighting	117	1,578	1,237	22,470	193	320	-1,435	0	$154,656	$361,683
Motors	19	361	257	5,546	34	36	133	0	$38,679	$67,981
Other Efficiency	3	19	14	550	3	3	0	0	$2,507	$5,510
Other Fuel Switch	1	2	1	46	0	0	-6	0	$202	$172
Refrigeration	16	349	249	5,327	40	27	1,221	0	$49,399	$82,933
Space Heat Efficiency	10	9	7	175	4	0	1,427	0	$1,804	$24,034
Space Heat Fuel Switch	2	53	45	1,583	20	0	-188	0	$3,325	$3,249
Ventilation	25	45	32	525	4	6	2,602	0	$6,791	$60,136
Water Conservation	2	0	0	0	0	0	0	120	$0	$795
Totals		3,075	2,321	45,629	382	569	3,775	225	$390,033	$720,951

5.1.9. Farm - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	53	50	nap	148
# participants with analysis	34	36	nap	111
# participants with analysis and installations	35	26	nap	93
Costs				
EVT Incentives	$90,974	$80,752	nap	$260,176
Participant Costs	$76,258	$89,099	nap	$516,627
Third Party Costs	$2,400	$8,000	nap	$14,400
Annualized MWh Savings	314	358	nap	1,038
Lifetime MWh Savings	4,053	4,192	nap	12,678
TRB Savings (2006$)	$213,329	$386,530	nap	$852,426
Winter Coincident Peak KW Savings	73	72	nap	198
Summer Coincident Peak KW Savings	28	51	nap	116
Annualized MWh Savings/Participant	5.928	7.164	nap	7.014
Weighted Lifetime	13	12	nap	12
Committed Incentives	$6,851	$7,480	nap	nap

5.1.10. Farm - 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	0	0	6	0	0	0	0	$315	-$63
Hot Water Efficiency	10	11	10	110	1	3	466	0	$3,588	$21,860
Lighting	21	114	98	1,662	34	15	-10	0	$16,686	$31,082
Motors	17	122	110	1,243	29	16	0	0	$33,361	$24,679
Other Indirect Activity	4	0	0	0	0	0	0	0	$1,267	-$78
Refrigeration	5	35	32	421	6	3	0	0	$11,225	$8,020
Ventilation	2	75	67	749	3	14	0	0	$14,312	$3,599
Totals		358	317	4,192	72	51	457	0	$80,752	$89,099

5.1.11. Market Rate Multifamily New Construction - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	115	219	nap	485
# participants with analysis	11	11	nap	40
# participants with analysis and installations	10	10	nap	35
Costs				
EVT Incentives	$61,956	$110,596	nap	$316,014
Participant Costs	$230,871	$475,960	nap	$976,127
Third Party Costs	$2,000	$12,330	nap	$23,580
Annualized MWh Savings	555	1,090	nap	2,244
Lifetime MWh Savings	9,408	17,667	nap	37,053
TRB Savings (2006$)	$1,329,111	$2,289,583	nap	$5,004,727
Winter Coincident Peak KW Savings	72	108	nap	245
Summer Coincident Peak KW Savings	94	147	nap	429
Annualized MWh Savings/Participant	4.823	4.975	nap	4.627
Weighted Lifetime	17	16	nap	17
Committed Incentives	$40,250	$29,550	nap	nap

5.1.12. Market Rate Multifamily 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.	200	170	151	2,733	18	45	0	0	$9,597	$30,511
Cooking and Laundry	218	10	9	135	1	1	133	340	$3,544	$27,653
Hot Water Efficiency	139	0	0	0	0	0	135	256	$0	$19,383
Lighting	219	252	228	4,210	37	32	-142	0	$51,686	$109,515
Motors	139	484	429	7,384	21	20	0	0	$26,850	$29,311
Other Fuel Switch	148	34	43	1,025	10	8	-124	0	$6,971	$24,061
Refrigeration	218	23	22	340	2	2	0	0	$3,816	$4,164
Space Heat Efficiency	187	37	31	804	11	32	2,583	0	$3,311	$143,677
Ventilation	182	79	67	1,036	8	8	1,996	0	$4,822	$87,684
Totals		1,090	981	17,667	108	147	4,580	597	$110,596	$475,960

5.1.13. Market Rate Multifamily Retrofit - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	203	499	nap	704
# participants with analysis	16	19	nap	37
# participants with analysis and installations	12	32	nap	46
Costs				
EVT Incentives	$4,037	$66,467	nap	$71,269
Participant Costs	$7,290	$140,287	nap	$150,537
Third Party Costs	$0	$0	nap	$0
Annualized MWh Savings	15	987	nap	1,013
Lifetime MWh Savings	358	10,258	nap	10,823
TRB Savings (2006$)	$17,898	$863,566	nap	$890,155
Winter Coincident Peak KW Savings	4	142	nap	148
Summer Coincident Peak KW Savings	0	72	nap	74
Annualized MWh Savings/Participant	0.073	1.979	nap	1.438
Weighted Lifetime	24	10	nap	11
Committed Incentives	$6,000	$12,510	nap	nap

5.1.14. Market Rate Multifamily Retrofit - 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	1	1	8	0	2	0	0	$756	$93
Cooking and Laundry	3	3	3	41	0	0	12	59	$1,165	$7,048
Hot Water Efficiency	169	128	126	1,154	13	7	7	1,492	$0	$1,612
Hot Water Fuel Switch	2	48	50	1,448	10	5	-152	0	$4,008	$10,553
Lighting	494	483	456	3,046	80	31	-115	0	$32,039	$44,089
Motors	56	250	246	3,743	25	26	290	0	$26,604	$33,459
Other Fuel Switch	1	3	3	77	0	0	-9	0	$386	$319
Refrigeration	5	3	3	45	0	0	0	0	$834	$725
Space Heat Efficiency	3	0	0	0	0	0	268	0	$0	$41,416
Ventilation	56	69	69	694	13	1	0	0	$674	$975
Totals		987	957	10,258	142	72	302	1,551	$66,467	$140,287

5.1.15. Low Income Multifamily New Construction and Retrofit - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	1,864	3,247	nap	5,456
# participants with analysis	124	175	nap	373
# participants with analysis and installations	222	539	nap	785
Costs				
EVT Incentives	$500,213	$219,426	nap	$954,462
Participant Costs	$1,074,747	$562,825	nap	$2,241,043
Third Party Costs	$112,546	$70,015	nap	$283,697
Annualized MWh Savings	3,382	2,194	nap	6,977
Lifetime MWh Savings	66,923	33,317	nap	131,099
TRB Savings (2006$)	$3,878,015	$2,289,444	nap	$8,221,166
Winter Coincident Peak KW Savings	454	441	nap	1,178
Summer Coincident Peak KW Savings	353	159	nap	645
Annualized MWh Savings/Participant	1.814	0.676	nap	1.279
Weighted Lifetime	20	15	nap	19
Committed Incentives	$264,608	$137,483	nap	nap

5.1.16. Low Income Multifamily New Construction & Retrofit - 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.	11	5	5	68	1	5	0	0	$579	$6,564
Cooking and Laundry	75	12	11	171	2	1	117	267	$3,429	$18,190
Hot Water Efficiency	986	95	94	857	9	5	922	4,113	$0	$6,887
Hot Water Fuel Switch	175	352	312	10,546	62	32	-1,101	0	$36,462	$218,820
Lighting	2,557	1,372	1,232	13,023	250	97	-216	0	$114,209	$89,689
Motors	10	11	10	166	5	0	0	0	$151	$1,339
Other Fuel Switch	26	26	33	787	4	3	-92	0	$3,371	$1,028
Other Indirect Activity	30	0	0	0	0	0	0	0	$2,519	$0
Refrigeration	405	48	42	810	5	6	0	0	$9,619	$9,328
Space Heat Efficiency	136	34	30	796	8	4	3,047	0	$907	$90,599
Space Heat Fuel Switch	110	185	164	5,549	88	0	-607	0	$22,414	$94,987
Ventilation	471	55	48	544	6	6	243	0	$25,766	$25,395
Totals		2,194	1,981	33,317	441	159	2,313	4,380	$219,426	$562,825

5.1.17. Low Income Multifamily New Construction & Retrofit - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	1	0	0	2	0	0	0	0	$7	$0
CVPS	1,784	836	764	9,503	156	63	3,162	2,223	$91,790	$174,605
Green Mountain	979	1,046	933	19,190	225	77	-1,155	1,625	$99,695	$317,393
Hardwick	35	87	79	2,212	17	6	168	31	$10,720	$49,136
Hyde Park	1	2	2	13	0	0	4	13	$63	$6
Johnson	25	5	5	36	1	0	14	40	$366	$6
Ludlow	59	58	56	1,086	10	3	45	95	$6,244	$17,018
Lyndonville	14	23	21	202	4	2	7	81	$2,258	$629
Morrisville	63	40	36	260	8	2	29	91	$1,429	$11
Northfield	62	33	30	217	7	2	21	67	$1,363	-$16
Orleans	5	1	1	7	0	0	0	0	$75	$1
Readsboro	4	3	3	18	1	0	6	18	$120	$6
Stowe	17	1	1	8	0	0	0	0	$49	$0
Swanton	33	13	11	82	3	1	6	15	$609	$125
VT Electric Coop	163	42	38	463	8	3	8	76	$4,435	$2,600
Washington Electric	2	2	2	17	0	0	0	7	$204	$1,306
Totals	3,247	2,194	1,981	33,317	441	159	2,313	4,380	$219,426	$562,825

5.1.18. Low Income Multifamily New Construction & Retrofit - 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	385	61	54	851	9	5	195	183	$12,066	$15,898
Bennington	119	75	68	938	11	4	746	199	$8,232	$16,523
Caledonia	95	130	118	2,590	25	9	175	119	$15,112	$49,857
Chittenden	719	635	567	9,713	90	55	-563	945	$48,514	$164,443
Essex	7	7	6	148	1	1	-7	22	$556	$1,441
Franklin	273	191	178	2,242	35	13	1,908	571	$28,203	$78,250
Grand Isle	16	2	2	23	0	0	0	6	$50	$796
Lamoille	106	49	43	317	10	3	47	143	$1,908	$23
Orange	75	48	44	345	8	3	43	334	$1,240	$28
Orleans	125	33	29	292	7	2	17	54	$3,857	$376
Rutland	239	89	80	660	17	5	73	440	$4,320	$7,229
Washington	226	410	364	9,468	134	22	-609	621	$51,545	$154,049
Windham	189	125	115	1,269	23	9	225	399	$20,918	$13,619
Windsor	673	341	312	4,458	69	29	63	344	$22,906	$60,293
Totals	3,247	2,194	1,981	33,317	441	159	2,313	4,380	$219,426	$562,825

5.1.19. Low Income Multifamily New Construction - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	519	137	nap	698
# participants with analysis	11	14	nap	42
# participants with analysis and installations	46	21	nap	84
Costs				
EVT Incentives	$279,987	$34,484	nap	$449,636
Participant Costs	$365,875	$58,982	nap	$583,127
Third Party Costs	$78,626	$7,159	nap	$85,785
Annualized MWh Savings	1,866	237	nap	2,621
Lifetime MWh Savings	30,279	4,569	nap	44,616
TRB Savings (2006$)	$2,570,216	$336,532	nap	$3,752,347
Winter Coincident Peak KW Savings	207	49	nap	343
Summer Coincident Peak KW Savings	297	20	nap	382
Annualized MWh Savings/Participant	3.595	1.729	nap	3.756
Weighted Lifetime	16	19	nap	17
Committed Incentives	$133,350	$28,600	nap	nap

5.1.20. Low Income Multifamily 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.	10	3	3	51	1	2	0	0	$202	$4,762
Cooking and Laundry	6	1	1	12	0	0	14	38	$221	$3,681
Hot Water Efficiency	33	0	0	0	0	0	84	362	$0	$292
Hot Water Fuel Switch	16	40	35	1,200	6	3	-129	0	$3,605	$7,338
Lighting	131	124	119	1,829	23	6	-1	0	$21,836	$16,851
Motors	10	11	10	166	5	0	0	0	$151	$1,339
Other Fuel Switch	10	23	30	702	3	2	-83	0	$2,464	$1,028
Refrigeration	53	6	5	101	1	1	0	0	$1,192	$1,694
Space Heat Efficiency	38	18	16	412	8	4	489	0	$907	$18,172
Ventilation	46	10	9	96	1	1	57	0	$3,906	$3,825
Totals		237	228	4,569	49	20	431	400	$34,484	$58,982

5.1.21. Low Income Multifamily Retrofit - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	1,345	3,110	nap	4,925
# participants with analysis	113	161	nap	331
# participants with analysis and installations	176	518	nap	719
Costs				
EVT Incentives	$220,226	$184,943	nap	$504,826
Participant Costs	$708,872	$503,843	nap	$1,657,916
Third Party Costs	$33,920	$62,856	nap	$197,912
Annualized MWh Savings	1,516	1,957	nap	4,356
Lifetime MWh Savings	36,644	28,748	nap	86,483
TRB Savings (2006$)	$1,307,799	$1,952,912	nap	$4,468,818
Winter Coincident Peak KW Savings	248	392	nap	835
Summer Coincident Peak KW Savings	56	139	nap	263
Annualized MWh Savings/Participant	1.127	0.629	nap	0.884
Weighted Lifetime	24	15	nap	20
Committed Incentives	$131,258	$108,883	nap	nap

5.1.22. Low Income Multifamily Retrofit - 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	2	2	17	0	3	0	0	$378	$1,802
Cooking and Laundry	69	11	10	159	2	1	103	230	$3,208	$14,510
Hot Water Efficiency	953	95	94	857	9	5	839	3,751	$0	$6,595
Hot Water Fuel Switch	159	312	276	9,346	56	29	-971	0	$32,857	$211,482
Lighting	2,426	1,248	1,114	11,193	227	91	-214	0	$92,372	$72,838
Other Fuel Switch	16	3	4	85	0	0	-10	0	$907	$0
Other Indirect Activity	30	0	0	0	0	0	0	0	$2,519	$0
Refrigeration	352	42	37	709	5	5	0	0	$8,428	$7,633
Space Heat Efficiency	98	15	14	384	0	0	2,557	0	$0	$72,427
Space Heat Fuel Switch	110	185	164	5,549	88	0	-607	0	$22,414	$94,987
Ventilation	425	45	40	448	5	5	186	0	$21,860	$21,570
Totals		1,957	1,753	28,748	392	139	1,882	3,980	$184,943	$503,843

5.1.23. C&I Equipment Replacement Non-Farm - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	469	1,285	nap	2,070
# participants with analysis	197	436	nap	1,988
# participants with analysis and installations	110	820	nap	1,010
Costs				
EVT Incentives	$676,887	$6,208,313	nap	$7,682,932
Participant Costs	$1,435,600	$2,378,820	nap	$5,038,921
Third Party Costs	$0	$1,002	nap	$2,285
Annualized MWh Savings	8,123	23,709	nap	41,807
Lifetime MWh Savings	113,888	302,980	nap	553,093
TRB Savings (2006$)	$6,954,306	$23,084,623	nap	$37,025,111
Winter Coincident Peak KW Savings	1,054	2,868	nap	5,387
Summer Coincident Peak KW Savings	1,523	4,323	nap	7,552
Annualized MWh Savings/Participant	17.321	18.450	nap	20.197
Weighted Lifetime	14	13	nap	13
Committed Incentives	$36,950	$213,722	nap	nap

5.1.24. C&I Equipment Replacement Non-Farm - 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.	83	788	726	13,469	42	382	0	0	$214,524	$258,033
Cooking and Laundry	4	16	15	206	2	2	4	174	$1,662	$21,685
Design Assistance	4	0	0	0	0	0	0	0	$2,803	$691
Hot Water Efficiency	4	1	1	15	0	0	214	115	$101	$2,460
Hot Water Fuel Switch	1	4	4	112	1	0	-14	0	$302	$710
Industrial Process Eff.	20	2,112	2,223	28,372	322	237	222	0	$160,072	$671,166
Lighting	1,145	18,305	16,345	227,842	2,181	3,507	-16,792	0	$5,538,564	$652,760
Motors	36	906	829	12,340	146	101	0	0	$107,297	$242,569
Other Efficiency	3	37	34	633	3	3	53	96	$2,341	$10,073
Other Indirect Activity	7	249	223	1,236	28	28	0	0	$16,300	$34,562
Refrigeration	171	826	765	10,867	60	16	0	0	$93,124	$114,172
Space Heat Efficiency	6	36	33	505	9	10	698	0	$2,609	$234,742
Space Heat Fuel Switch	1	155	164	4,653	24	0	-606	0	$44,858	$459
Ventilation	8	274	258	2,730	50	38	3,548	0	$23,756	$134,740
Totals		23,709	21,621	302,980	2,868	4,323	-12,672	385	$6,208,313	$2,378,820

5.1.25. C&I Retrofit - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	218	347	nap	617
# participants with analysis	403	532	nap	1,192
# participants with analysis and installations	218	344	nap	614
Costs				
EVT Incentives	$1,102,243	$2,759,729	nap	$4,369,805
Participant Costs	$6,188,589	$6,816,955	nap	$15,750,012
Third Party Costs	$78	$40,070	nap	$43,036
Annualized MWh Savings	19,769	29,148	nap	57,893
Lifetime MWh Savings	270,565	377,273	nap	764,909
TRB Savings (2006$)	$14,976,977	$27,970,311	nap	$50,026,972
Winter Coincident Peak KW Savings	2,627	3,549	nap	7,509
Summer Coincident Peak KW Savings	2,455	3,967	nap	8,215
Annualized MWh Savings/Participant	90.685	84.000	nap	93.830
Weighted Lifetime	14	13	nap	13
Committed Incentives	$499,668	$561,450	nap	nap

5.1.26. C&I Retrofit - 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.	19	811	807	12,474	128	224	1,049	0	$115,733	$754,671
Cooking and Laundry	1	0	0	0	0	0	1	16	$26	$168
Design Assistance	20	347	311	694	0	0	0	0	$53,059	$20,481
Hot Water Efficiency	9	8	8	72	5	2	79	214	$474	$20,843
Hot Water Fuel Switch	5	40	45	1,211	5	5	-137	0	$3,851	$6,760
Industrial Process Eff.	27	4,470	4,656	44,148	460	353	11,988	236	$263,052	$824,713
Lighting	228	18,284	14,997	251,701	2,345	2,873	-14,732	0	$1,680,081	$3,616,189
Motors	36	1,690	1,682	19,626	227	176	2,950	0	$159,124	$522,730
Other Efficiency	4	153	136	1,544	33	30	9	564	$24,350	$29,388
Other Fuel Switch	5	361	359	7,251	47	55	-1,184	0	$10,091	$24,133
Other Indirect Activity	5	23	20	95	3	4	0	0	$15,498	$4,638
Refrigeration	91	1,879	1,799	23,574	191	128	0	0	$300,691	$521,880
Space Heat Efficiency	18	214	213	3,879	34	14	2,829	0	$88,983	$333,024
Space Heat Fuel Switch	8	111	124	3,325	39	0	-347	0	$17,914	$47,272
Ventilation	7	757	757	7,679	32	102	1,230	0	$26,802	$88,865
Water Conservation	1	0	0	0	0	0	0	49	$0	$1,200
Totals		29,148	25,915	377,273	3,549	3,967	3,735	1,079	$2,759,729	$6,816,955

5.1.27. Residential Targeted High Use - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	455	966	nap	1,909
# participants with analysis	531	1,250	nap	2,445
# participants with analysis and installations	455	966	nap	1,909
Costs				
EVT Incentives	$161,980	$276,306	nap	$609,530
Participant Costs	$1,197,002	$2,384,259	nap	$4,428,705
Third Party Costs	$5,941	$4,150	nap	$22,341
Annualized MWh Savings	971	1,129	nap	3,479
Lifetime MWh Savings	26,277	24,500	nap	89,433
TRB Savings (2006$)	$1,371,717	$2,342,250	nap	$5,028,269
Winter Coincident Peak KW Savings	234	234	nap	776
Summer Coincident Peak KW Savings	65	88	nap	253
Annualized MWh Savings/Participant	2.134	1.169	nap	1.823
Weighted Lifetime	27	22	nap	26
Committed Incentives	nap	nap	nap	nap

5.1.28. Residential Targeted High Use - 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.	19	2	1	30	0	5	0	0	$2,015	$850
Cooking and Laundry	11	0	0	0	0	0	0	0	$0	$2,073
Hot Water Efficiency	88	42	42	283	5	4	30	185	$2,626	$5,222
Hot Water Fuel Switch	176	514	675	15,405	76	39	-1,920	0	$98,735	$186,335
Lighting	322	215	212	1,384	51	14	0	0	$52,317	$84
Other Fuel Switch	21	21	21	625	3	2	-63	0	$2,116	$16,861
Other Indirect Activity	27	0	0	0	0	0	1	0	$166	$5,795
Refrigeration	169	163	161	2,776	19	20	0	0	$46,653	$108,610
Space Heat Efficiency	369	112	109	2,189	50	4	9,529	0	$64,504	$1,972,811
Space Heat Fuel Switch	10	60	67	1,808	32	0	-213	0	$7,053	$28,821
Ventilation	112	0	0	0	0	0	0	0	$122	$56,798
Totals		1,129	1,288	24,500	234	88	7,363	185	$276,306	$2,384,259

5.1.29. Low Income Single Family - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	1,255	1,022	nap	3,401
# participants with analysis	1,307	1,144	nap	3,693
# participants with analysis and installations	1,255	1,022	nap	3,401
Costs				
EVT Incentives	$673,407	$530,053	nap	$1,843,715
Participant Costs	$102,074	$23,581	nap	$127,607
Third Party Costs	$63,736	$27,530	nap	$183,748
Annualized MWh Savings	1,859	1,399	nap	5,104
Lifetime MWh Savings	30,650	21,042	nap	80,700
TRB Savings (2006$)	$955,818	$862,634	nap	$2,816,039
Winter Coincident Peak KW Savings	346	242	nap	889
Summer Coincident Peak KW Savings	163	119	nap	464
Annualized MWh Savings/Participant	1.481	1.369	nap	1.501
Weighted Lifetime	16	15	nap	16
Committed Incentives	nap	nap	nap	nap

5.1.30. Low Income Single Family - 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
Cooking and Laundry	2	3	2	23	0	0	2	0	$1,182	$0
Hot Water Efficiency	401	194	172	1,342	22	18	0	1,257	$19,008	-$50
Hot Water Fuel Switch	68	303	269	9,083	46	23	-985	0	$155,044	$23,626
Lighting	877	479	425	3,073	112	30	0	0	$73,031	$5
Motors	1	4	3	70	2	0	0	0	$504	$0
Other Fuel Switch	2	2	2	66	0	0	-7	0	$1,287	$0
Refrigeration	425	387	344	6,581	45	47	0	0	$268,601	$0
Space Heat Efficiency	1	3	3	42	1	0	0	0	$868	$0
Space Heat Fuel Switch	5	25	23	761	13	0	-91	0	$10,529	$0
Totals		1,399	1,242	21,042	242	119	-1,081	1,257	$530,053	$23,581

5.1.31. Low Income Single Family - 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	14	30	27	624	5	2	-49	13	$11,572	$1,098
CVPS	471	586	520	7,902	97	52	-316	599	$196,374	$8,279
Enosburg Falls	13	35	31	717	7	3	-52	31	$18,204	$0
Green Mountain	214	291	258	4,439	51	25	-234	210	$108,293	$5,870
Hardwick	25	43	38	729	8	3	-46	58	$16,945	$0
Hyde Park	9	12	11	202	2	1	-12	0	$6,054	$0
Johnson	4	3	3	22	1	0	0	0	$761	$0
Ludlow	2	3	3	37	0	0	0	7	$1,333	$0
Lyndonville	29	40	36	415	6	4	0	77	$12,901	$0
Morrisville	5	9	8	109	1	1	0	0	$4,273	$0
Northfield	3	6	5	131	1	0	-14	0	$3,418	$0
Orleans	8	13	12	254	2	1	-15	0	$6,451	$0
Readsboro	1	1	1	20	0	0	0	0	$643	$0
Stowe	2	2	2	20	0	0	0	0	$662	$0
Swanton	18	55	49	1,219	13	3	-116	13	$24,158	$2,226
VT Electric Coop	165	194	173	2,770	34	16	-134	233	$82,578	$3,836
Washington Electric	39	76	67	1,431	12	7	-92	15	$35,435	$2,272
Totals	1,022	1,399	1,242	21,042	242	119	-1,081	1,257	$530,053	$23,581

5.1.32. Low Income Single Family - 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	54	79	70	1,429	12	7	-89	130	$34,753	$2,599
Bennington	52	68	61	826	11	7	0	0	$18,542	$0
Caledonia	80	124	110	1,625	21	11	-49	229	$39,929	$280
Chittenden	100	115	102	1,742	20	10	-94	177	$42,483	$1,629
Essex	26	33	30	343	5	3	0	109	$11,626	$0
Franklin	99	201	179	4,050	40	14	-344	143	$82,696	$6,821
Grand Isle	17	32	28	512	7	2	-39	44	$11,844	$645
Lamoille	40	47	41	554	8	4	-12	18	$18,483	$0
Orange	56	83	74	1,269	14	7	-66	13	$31,483	$2,904
Orleans	99	124	110	2,051	20	11	-109	52	$59,564	$1,548
Rutland	111	110	98	1,407	17	11	-43	82	$40,242	$1,225
Washington	99	154	137	2,748	26	13	-186	28	$65,855	$4,315
Windham	113	127	113	1,212	23	11	0	142	$36,887	$0
Windsor	76	102	90	1,274	17	9	-51	90	$35,665	$1,613
Totals	1,022	1,399	1,242	21,042	242	119	-1,081	1,257	$530,053	$23,581

5.1.33. C&I Large Industrial - Summary

	Prior Year	Current Year 2008	Projected Year 2008	Cumulative starting 1/1/06
# participants with installations	58	65	nap	101
# participants with analysis	8	13	nap	21
# participants with analysis and installations	42	54	nap	76
Costs				
EVT Incentives	$703,385	$1,328,706	nap	$2,241,634
Participant Costs	$4,209,167	$3,098,753	nap	$7,751,176
Third Party Costs	$0	$2,750	nap	$5,088
Annualized MWh Savings	13,241	16,158	nap	32,936
Lifetime MWh Savings	188,007	200,332	nap	426,684
TRB Savings (2006$)	$10,344,075	$14,923,697	nap	$27,688,124
Winter Coincident Peak KW Savings	1,498	1,934	nap	3,893
Summer Coincident Peak KW Savings	1,493	2,027	nap	3,985
Annualized MWh Savings/Participant	228.291	248.592	nap	326.095
Weighted Lifetime	14	12	nap	13
Committed Incentives	nap	nap	nap	nap

5.1.34. C&I Large Industrial - 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.	9	699	663	9,721	103	200	165	0	$62,403	$335,802
Cooking and Laundry	2	0	0	7	0	0	1	14	$101	$1,178
Design Assistance	7	0	0	0	0	0	0	0	$10,187	$8,193
Hot Water Fuel Switch	1	21	24	643	1	0	-81	0	$2,217	$1,352
Industrial Process Eff.	18	4,642	4,825	47,956	542	320	11,845	236	$307,672	$1,104,938
Lighting	40	7,906	6,406	109,889	979	1,187	-6,288	0	$678,060	$989,965
Motors	22	1,704	1,610	19,684	218	196	0	0	$193,381	$518,595
Other Efficiency	4	50	41	969	3	3	0	185	$4,632	$14,587
Other Indirect Activity	4	189	170	945	21	21	0	0	$23,474	$14,922
Refrigeration	11	164	152	2,361	23	11	0	0	$22,665	$32,046
Space Heat Efficiency	2	32	32	648	4	4	32	0	$2,781	$9,954
Ventilation	3	751	747	7,511	41	85	629	0	$21,133	$67,220
Totals		16,158	14,671	200,332	1,934	2,027	6,304	435	$1,328,706	$3,098,753

5.1.35. Cumulative Distributions by Customer Sector

	Total Resource Benefits starting 01/01/06		Annualized MWh Energy Savings starting 01/01/06		Year 2006-2008 PSB Approved Budgets
	Total	%	Total	%	%
Business Energy Services	$133,018,575	54%	138,080	46%	48%
Residential Energy Services	$111,803,255	46%	165,329	54%	52%
Total	$244,821,830	100%	303,409	100%	100%

Data in this table includes Customer Credit Program results.

5.1.36. Cumulative Distributions by County

County	% of Statewide Population	Number of Participants starting 01/01/06		Total Resource Benefits starting 01/01/06		Annualized MWh Energy Savings starting 01/01/06	
		Total	%	Total	%	Total	%
Addison	5.9%	6,896	5.8%	$10,767,575	4.4%	14,555	4.8%
Bennington	6.1%	6,641	5.6%	$16,253,902	6.6%	24,006	7.9%
Caledonia	4.9%	5,783	4.9%	$8,398,295	3.4%	12,283	4.0%
Chittenden	24.1%	28,597	24.0%	$81,024,345	33.1%	88,400	29.1%
Essex	1.1%	960	0.8%	$803,184	0.3%	1,160	0.4%
Franklin	7.5%	9,152	7.7%	$20,184,328	8.2%	25,994	8.6%
Grand Isle	1.1%	1,439	1.2%	$1,108,971	0.5%	1,536	0.5%
Lamoille	3.8%	5,220	4.4%	$11,003,900	4.5%	11,489	3.8%
Orange	4.6%	4,840	4.1%	$5,103,786	2.1%	7,461	2.5%
Orleans	4.3%	6,047	5.1%	$10,662,789	4.4%	14,751	4.9%
Rutland	10.4%	10,808	9.1%	$17,644,887	7.2%	25,101	8.3%
Washington	9.5%	13,484	11.3%	$22,787,514	9.3%	30,377	10.0%
Windham	7.3%	9,318	7.8%	$22,591,306	9.2%	27,272	9.0%
Windsor	9.4%	9,840	8.3%	$16,487,047	6.7%	19,024	6.3%
Total	100.0%	119,025	100.0%	$244,821,830	100.0%	303,409	100.0%

Data in this table includes Customer Credit Program results.

5.2. LIST OF SUPPORT DOCUMENTS BY SERVICE

EXISTING HOMES SERVICES

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
#62a Electric Space Heat Estimation Methodology Revision	Program Implementation Procedure	Paul Scheckel	Michael Wickenden	12/02/08

RESIDENTIAL NEW CONSTRUCTION SERVICES

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
# 69 Residential New Construction Custom measure Option Continue to use the highly prescriptive base of savings and strategies, but add the option to append savings through custom engineering or standard practice calculations	Program Implementation Procedure	Patrick Haller	Michael Wickenden	3/01/08
# 69 VEIC response to DPS Comments on PIP #69	Program Implementation Procedure	Patrick Haller	Kathryn Parlin	5/1/08

EFFICIENCY VERMONT CROSS-SECTOR

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
#48b Annual Year End Measure Updates for Efficient Products and Residential new Construction For Efficient Products clothes washers and Residential New Construction dishwashers, a change was made for the measure characterization update frequency to once every three years from annual.	Program Implementation Procedure	Carole Hakstian	Michael Wickenden	1/01/08
#46 Average Retail Electricity and Fuel Costs Calculations Annual Revision	Program Implementation Procedure	Erik Brown	Michael Wickenden	1/01/09

5.3. GROSS TO NET FACTORS

5.3.1. GUIDE TO THE TABLES THAT FOLLOW

Adjustments to all savings were made to account for free riders, spillover, and line losses. This section lists the adjustments that were used for this report.

Adjustments on table '5.3.2. Gross to Net Factors' represent free rider and spillover rates used throughout 2008 by mutual agreement among Efficiency Vermont, the Vermont Department of Public Service and the Contract Administrator. Free rider and spillover adjustments are applied based on the specific measure, market, and market sub-component. No adjustments are made for free riders or spillover in the Customer Credit Program.

Adjustments for free riders and spillover are presented as a single combined factor rather than percentage adjustments. That is, "no adjustment" is indicated by a factor of 1. Factors less than 1 represent a net reduction in savings due to free riders. Factors greater than 1 represent a net increase in savings due to spillover. Free rider and spillover adjustments are combined by addition. Example, a free rider adjustment of 0.8 combined with a spillover adjustment of 1.1 results in a total adjustment of 0.9. The adjusted savings would be 90% of unadjusted savings.

Adjustments on table '5.3.3. Line Loss Factors' are then applied to the total after all other adjustments have been made. Line loss adjustments depend on the measure load shape. Line loss adjustments increase electrical savings by the percentage indicated. The final calculation results in "Net Savings at Generation."

The column headings indicate the market and market sub-component as follows:

Column	Market Component
C&I RETR	Commercial & Industrial Retrofit
C&I PRES	Commercial & Industrial Prescriptive Equipment Replacement
C&I CUST	Commercial & Industrial Custom Equipment Replacement
C&I A250	Commercial & Industrial New Construction, Act 250
C&I NC	Commercial & Industrial New Construction, Non-Act 250
C&I UPST	Commercial & Industrial Upstream
C&I LPLUS	Commercial & Industrial Lighting Plus
FARM REPL	Farm Equipment Replacement
FARM NC	Farm New Construction
FARM PRES	Farm Prescriptive
MRMF RETR	Multifamily Market-Rate Retrofit
MRMF NC	Multifamily Market-Rate New Construction
LIMF RETR	Multifamily Low-Income Retrofit
LIMF REHB	Multifamily Low-Income Rehabilitation
LIMF NC	Multifamily Low-Income New Construction
EP ALL	Efficient Products
RNC ALL	Residential New Construction
EH RETR	Existing Homes Single-Family Retrofit
EH LISF	Existing Homes Single-Family Retrofit, Low Income

5.3.2. Gross to Net Factors

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Category: Air Conditioning Efficiency																			
Package terminal air conditioner	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Unitary air conditioning system	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 1 0-65 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 1 65-135 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 1 135-375 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 2 0-65 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 2 65-135 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 2 135-375 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Package terminal heat pump, Cool Choice tier 1	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Water chilling system	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Cooling Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Improved air conditioning controls	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 1 0-65 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 1 65-135 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 1 135-375 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 2 0-65 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 2 65-135 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 2 135-375 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Package terminal AC, Cool Choice tier 1	0.99	1.10	1.04	1.20	1.25	1.10	0.98	1.00	1.00	1.10	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, water, Cool Choice tier 1 0-375 KBTU/hr	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, water, Cool Choice tier 2 0-375 KBTU/hr	0.94	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Dehumidifier	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	0.67	1.00	0.90	1.00
Energy Star central AC	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Energy Star central AC, early replacement	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Energy Star room AC, early replacement	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star room AC	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star CEE Tier 1 AC, incremental	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air source	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Package terminal heat hump	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Room heat pump	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, water source	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
HVAC economizer	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Building orientation change	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Rating based cooling savings, 82 plus attached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus attached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 90 plus attached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 82 plus detached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus detached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 90 plus detached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 82 plus multi	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus multi	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 82 plus mixed	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus mixed	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Proper sizing for HVAC	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom air conditioning	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Cooking and Laundry																			
Commercial efficient clothes washer	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	0.95	1.00	1.00	1.00	1.00	0.95	0.90	1.00
Dryer usage reductions	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	0.95	1.00	1.00	1.00	1.15	0.95	0.90	1.00
Energy Star dishwasher, early replacement	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star dishwasher	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star washer, early replacement	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.15	1.00	1.00	1.00	1.15	1.15	0.90	1.00
Energy Star washer	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.15	1.00	1.00	1.00	1.15	1.15	0.90	1.00
Dryer duct improvement	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	0.95	1.00	1.00	1.00	1.00	0.95	0.90	1.00
Custom cooking/laundry	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Compressed Air																			
Compressed air, air treatment	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed Air Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Compressed air, compressor	0.89	0.75	0.75	0.75	0.75	0.95	0.98	1.00	1.00	0.75	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, demand controls	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, distribution	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
CMPDRAIN	0.89	0.95	0.95	0.95	0.95	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Air Dryer	0.89	0.50	0.50	0.50	0.50	0.95	0.98	1.00	1.00	0.50	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, maintenance	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Air Nozzle	0.89	0.90	0.90	0.90	0.90	0.95	0.98	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Air Receiver	0.89	0.90	0.90	0.90	0.90	0.95	0.98	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, supply controls	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Snowmaking distribution	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Compressed air, Snowmaking efficiency	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Compressed air, custom	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Design Assistance																			
Design assistance, general	0.89	0.98	0.95	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00
Comprehensive Building Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Comprehensive building-wide savings	0.89	0.98	0.95	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00
Core Performance Building	0.89	0.98	0.95	1.20	1.20	0.98	0.98	1.00	1.00	0.98	0.90	0.99	1.00	0.98	0.98	1.00	0.99	0.90	1.00
Category: Office Equipment																			
Efficient Computers/Monitors	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Computer monitor power management software	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Custom Office Equipment Efficiency	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Category: Estimate																			
Estimated gross results	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: <unknown:ETI>																			
Internal Power Supplies	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.10	1.00	1.00	1.00
Category: Event																			
Compressed Air Challenge	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Health and Safety																			
Chimney liner	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Carbon monoxide detector	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Ventilation, health only	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.10	1.00	1.00	1.00	1.00	1.10	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Hot Water Efficiency																			
Comprehensive hot water conservation	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Improve hot water controls	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Drain Water Waste Heat Recovery	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Faucet aerator/flow restrictor	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	0.90	0.90	0.90	1.00	1.00	0.90	1.00
Heat recovery, compressor	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat recovery, grey water	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Insulate hot water tank	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Low flow water fixtures, mixed types	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	0.90	0.90	0.90	1.00	1.00	0.90	1.00
Insulate hot water pipes	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Rating based hot water savings, 82 plus attached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus attached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus attached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 82 plus detached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus detached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 90 plus detached	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 82 plus multi	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus multi	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 82 plus mixed	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus mixed	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Low flow showerhead	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	0.90	0.90	0.90	1.00	1.00	0.90	1.00
Solar hot water heating	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Hot water temperature setback	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Waterbed pad	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom hot water efficiency	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Hot Water Fuel Switch																			
Fuel switch hot water, continuous flow oil	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, continuous flow kerosene	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, continuous flow natural gas	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, continuous flow propane	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired fuel oil	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired natural gas	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired propane	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired wood	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, stand alone fuel oil	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, stand alone natural gas	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.50	1.00
Fuel switch hot water, stand alone propane	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, stand alone wood	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Category: Hot Water Replacement																			
Replace hot water, continuous flow oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, continuous flow kerosene	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, continuous flow natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, continuous flow propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, indirect fired fuel oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, indirect fired natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, indirect fired propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, indirect fired wood	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone fuel oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone wood	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Industrial Process Efficiency																			
Industrial Process Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Snowmaking Process Controls	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Efficient Snowmaking Guns, Other	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Injection Molding Machines	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.89	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Snowmaking process	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Efficient Snowmaking Tower Guns	0.50	0.50	0.50	0.75	0.75	0.50	0.98	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Snowmaking Water Distribution Efficiency	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Snowmaking Water Precooling	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Snowmaking Water Pump Rebuild	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Custom industrial process	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Light Bulb/Lamp																			
Compact fluorescent screw-base bulb	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.05	1.05	0.95	0.95	1.00	1.00	1.00	1.00	1.19	1.00	0.90	1.00
Free CFL screw-base bulb	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.05	1.05	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Floor lamp, compact fluorescent	0.94	1.05	1.02	0.95	1.00	1.05	0.98	1.00	1.00	1.05	0.95	1.00	1.00	1.00	1.00	0.96	1.00	0.90	1.00
Halogen IR	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Integrated Ballast Metal-halide	0.89	0.90	0.90	0.95	1.00	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Screw-Base Induction Fluorescent	0.89	0.90	0.90	0.95	1.00	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
LED DOWN LIGHT	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
LED DOWN LIGHT	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Reduced-Wattage T8 Lamp	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Table/Desk lamp, compact fluorescent	0.94	1.05	1.02	0.95	1.00	1.05	0.98	1.00	1.00	1.05	0.95	1.00	1.00	1.00	1.00	0.96	1.00	0.90	1.00
Torchiere, compact fluorescent	0.94	1.05	1.02	0.95	1.00	1.05	0.98	1.00	1.00	1.05	0.95	1.00	1.00	1.00	1.00	0.97	1.00	0.90	1.00
HPT8 - F32T8 Lamps	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Custom lamp or bulb	0.89	1.00	0.97	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Lighting Efficiency/Controls																			
Lighting system, exterior power density reduction	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting system, interior power density reduction	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting System Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Daylighting	0.89	0.98	0.97	0.95	1.00	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting design improvements	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Dimming controls and ballasts	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Delamping/fixture reduction	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Exterior motion sensors	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.10	1.00	0.90	0.90	1.00	1.10	0.90	1.00
Occupancy sensors	0.89	0.98	0.97	0.95	1.00	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Photocell switches	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting supplier compensation	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Timer controls	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
2-way switching	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Custom lighting efficiency	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Lighting Hardwired Fixture																			
Compact fluorescent exterior fixture	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.01	1.00	0.90	0.90	0.95	1.01	0.90	1.00
Compact Fluorescent farm fixture	0.94	0.90	0.94	0.95	1.00	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Compact fluorescent interior fixture, ceiling fan	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Compact fluorescent interior fixture	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	0.96	0.96	0.90	1.00
Compact fluorescent interior fixture, recessed can	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Compact fluorescent interior fixture, surface mount	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Relamp/reballast conversion existing fixture	0.89	0.70	0.69	0.95	1.00	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Circline fluorescent fixture	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Exit signs, LED	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.90	1.00	0.90	0.90	1.05	0.90	0.90	1.00
Generic linear fluorescent tube fixture	0.89	0.70	0.69	0.95	1.00	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Electronic-Ballast HID	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
High pressure sodium fixture	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Low pressure sodium fixture	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Metal halide fixture normal start	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Metal halide fixture pulse start	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Metal halide track lighting	1.09	1.10	1.09	0.95	1.00	1.10	0.98	1.00	1.00	1.10	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
HID fixture, other	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
MH Electric Ballast	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
High bay fluorescent fixture	1.09	1.10	1.09	0.95	1.00	1.10	0.98	1.10	1.10	1.10	0.90	0.86	1.00	0.90	0.90	1.05	0.86	0.90	1.00
Linear fluorescent T5	0.89	0.70	0.69	0.95	1.00	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8	0.80	0.50	0.49	0.45	0.50	0.50	0.98	1.00	1.00	0.50	0.90	0.86	1.00	0.90	0.90	0.00	0.86	0.90	1.00
Linear fluorescent T12	0.89	0.70	0.69	0.95	1.00	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, low glare	0.89	0.70	0.69	0.95	1.00	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, high efficiency	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, indirect	0.89	0.70	0.69	0.95	1.00	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, w/reflector	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, super	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	0.90	0.86	1.00	0.90	0.90	1.05	0.86	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
LED - Solid State Recessed Downlight	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
New T5 High-Bay	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Indirect	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Industrial/Strip	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Troffer/Wrap	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Vapor Proof	1.04	1.05	1.04	0.95	1.00	1.00	0.98	1.00	1.00	1.05	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 High-Bay	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Indirect	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Industrial/Strip	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Relamp/Reballast to Super T8	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Troffer/Wrap	1.14	1.15	1.14	0.95	1.00	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Vapor Proof	1.04	1.05	1.04	0.95	1.00	1.00	0.98	1.00	1.00	1.05	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
2-D fluorescent fixture	0.89	1.00	0.97	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Traffic signal, LED	0.67	0.67	0.67	0.67	0.67	0.67	0.98	1.00	1.00	0.67	0.67	0.86	1.00	0.90	0.90	1.00	0.86	0.90	1.00
U-Tube fluorescent fixture	0.89	0.70	0.69	0.95	1.00	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Miscillaneous LEDs	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
Other fixture	0.89	1.00	0.97	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	0.86	1.00	0.90	0.90	1.05	0.86	0.90	1.00
Category: Monitoring and Metering																			
Blueline Power Meter - Residential EPP	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.25	0.98	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Motor Controls																			
Motor Controls Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Kitchen Exhaust Hood Controls	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Variable Frequency Drive, Industrial Process	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Variable frequency drive motor control	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Variable speed drive motor control (non-VFD)	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Variable frequency drive, Snowmaking	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Variable frequency drive, standardized	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor timer control	0.89	1.00	0.97	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom motor control	0.89	1.00	0.97	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LIST
Category: Motors																			
Motor, ODP 1 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 2 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 3 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 5 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 10 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 15 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 1.5 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 20 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 25 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 30 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 40 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 50 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 60 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 75 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 7.5 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 100 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 125 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 150 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 200 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom Snowmaking motor efficiency	0.90	0.90	0.90	1.15	1.15	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Motor, TEFC 1 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 2 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 3 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 5 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 10 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 15 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 1.5 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Motor, TEFC 20 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 25 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 30 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 40 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 50 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 60 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 75 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 7.5 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 100 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 125 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 150 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 200 HP	1.19	1.20	1.19	1.20	1.25	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom motor	0.89	0.98	0.97	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISH
Category: Other Fuel Switch																			
Fuel switch, air conditioner natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, propane air conditioner proane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process fuel oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process kerosene	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process number 6 oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process wood	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, refrigerator natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, cook stove natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, cook stove propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, dryer natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	0.70	1.00	0.70	0.70	1.00	0.70	0.90	1.00
Fuel switch, dryer propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	0.70	1.00	0.70	0.70	1.00	0.70	0.90	1.00
Fuel switch, custom fuel oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom kerosene	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom number 6 oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom wood	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LIST
Category: Refrigeration																			
Efficient blower fan	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration compressor, discus	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration compressor, scroll	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Commercial freezer	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Commercial icemaker	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Refrigeration compressor	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Commercial refrigerator	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Improve refrigeration controls	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigerator covers	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration door heater controls	0.94	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration zero energy doors	0.94	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star freezer	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star freezer, early replacement	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star refrigerator, early replacement	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star refrigerator	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	0.90	0.90	1.00
Energy Star CEE Tier 1 refrigerator, incremental cos	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	0.90	0.90	1.00
Refrigeration floating head pressure controls	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration fan motor controls	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Defrost Control on Refrigeration	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Refrigerator economizer	0.94	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Plate cooler	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Remove refrigerator/freezer	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Top-third refrigerator	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vending miser	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom refrigeration	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Space Heat Efficiency																			
Balance distribution	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Clean and tune furnace/boiler	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Heat Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Improved space heating controls	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Duct air sealing and insulation	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Energy Star heating system	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Furnace fan motor	1.00	1.00	1.00	1.00	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	0.95	0.95	1.00
Pipe insulation	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Setback thermostat	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
VGS Base Rebate	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
WEC Base Rebate	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Mutlizone heating controls	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom space heat efficiency	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Space Heat Fuel Switch																			
Fuel switch, boiler, fuel oil	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, boiler, natural gas	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, boiler, propane	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, boiler, wood	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, fuel oil	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, natural gas	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, propane	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, wood	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, fuel oil	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, kerosene	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, natural gas	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, propane	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, wood	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Indirect heat from DHW system, fuel oil	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Indirect heat from DHW system, natural gas	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Indirect heat from DHW system, propane	0.79	0.00	0.84	1.06	1.05	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Space Heat Replacement																			
Replace boiler, fuel oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace boiler, natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace boiler, propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace boiler, wood	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, fuel oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, wood	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, fuel oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, kerosene	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, wood	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Service																			
Residential energy audit	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Appliance package bonus	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Star Home bonus	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Energy Star Home bonus	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Modular Home Thermal Bypass Inspection Incentiv	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Home energy rating, as built (ABHER)	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Home energy rating, full	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Home energy rating	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Advantage rating (82.0-85.9)	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Star rating (86.0+)	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Advance special incentive payment	0.89	0.98	0.95	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00
Withheld special incentive payment	0.89	0.98	0.95	1.20	1.25	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Thermal Shell																			
Airsealing	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Energy code compliance	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Comprehensive heating system and shell improvem	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Door improvements	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Attic/ceiling/wall insulation	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	1.00	1.00
Insulate and airseal	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Whole-building insulation	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Foundation insulation, exterior	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Foundation insulation, interior	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Pasive solar design	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus attach	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus attach	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 90 plus attach	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus detach	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus detach	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 90 plus detach	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus multi	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus multi	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus mixed	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus mixed	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Vermont Star home (OBSOLETE)	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Vermont Advantage home (OBSOLETE)	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Window improvements	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Custom thermal shell	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Ventilation																			
Balanced ventilator, makeup heat electric	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Balanced ventilator, makeup heat oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Balanced ventilator, makeup heat natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Balanced ventilator, makeup heat none	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Balanced ventilator, makeup heat propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Ceiling fan	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Ventilation Commissioning	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Demand controlled ventilation	0.89	0.95	0.94	1.20	1.25	0.95	0.98	1.00	1.00	0.95	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat electric	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat oil	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat natural gas	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat none	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat propane	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Mechanical ventilation, unspecified	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, ceiling	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, inline	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, variable speed	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, wall	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Custom ventilation	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Category: Water conservation																			
Toilet diverter	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Water leak reduction	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Low flow toilet	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom water conservation	0.89	1.00	0.94	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISR
Category: Other																			
Master meter conversion	0.89	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Temporary measure code, to be reassigned	0.00	0.00	0.00	0.00	0.00	0.00	0.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Transformer, efficient	0.89	0.99	0.98	1.20	1.25	0.99	0.98	1.00	1.00	0.99	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Other uncategorized efficiency	0.99	1.00	0.99	1.20	1.25	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00

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