

Updated notes for the 2015 Exhibit 1

- 1 2014 specifics in program budget detail sheets are greyed-out and represent the originally-filed budget amounts. They are not actual 2014 expenditures.
"Original 2015 Budget" lines (in the detail sheets' horizontal tables) represent the 2015 amounts originally noted for 2015 in the 2014-2015 Biennial Conservation Plan.
- 2 Red tabs within this workbook indicate programs that are cancelled or are on hiatus.
- 3 Readers will note that some rows or columns are hidden in some worksheets. This is done to preserve links that were originally established in the 2014-2015 Exhibit 1.
Deleting these rows or columns may have broken those links or affected roll-up totals.
- 4 Cells for major subtotals (total savings, total budget) are named for easier reference
(Rather than a cell designation (such as "F34"), the cell is named; "SFwx_2014_totbudget_gas")
- 5 In the portfolio views, the Web Experience sub-totals (in the Portfolio Support section) are derived from the budget detail sheets, rather than the Sector View tabs.
- 6 All lines are coded with a reference, such as "aa" or "f". This makes conference discussions much easier.
- 7 Several programs, such as Single Family Existing and Customer Online Experience are comprised of sub-groupings on the Portfolio View page.
Those sub-groups are color-coded and indented. Their totals add up to the grouping above.
Some sub-groups also have a subtotal within; these are also indented and color-coded.
- 8 Single Family New Construction and Multifamily New Construction have been combined on the Portfolio views into Residential New Construction.
- 9 Program names, order number, and fuel type are noted in both the horizontal and vertical margins, providing a quick reference for readers, no matter where they are in the worksheet.
- 10 All formulae are visible, regardless of rounding tenets applied. In order to view all of the formulae in the worksheet, press "Control + ~" (the little squiggle next to the "1" key). That way, the reader doesn't need to hover over a cell. To get back to normal view, press the same key combination.
- 11 All two-year "totals" include the original 2014 and the updated 2015 figures. "Original 2015" figures are excluded from the calculation and are shown only for reference.
- 12 Green tabs indicate new detail sheets
- 13 2015 overhead rates were adjusted from the estimated 69.6% presented in the 2014-2015 BCP to a now-current 70.7%.
- 14 Please note that most Residential program measure tables contain new data that is specific to 2015. The Residential Business-to-Business (Comprised of the Low Income Weatherization, Multifamily Existing and Multifamily New Construction programs) measure tables are ONLY 2015. This is due to the large number of measures used in each program.

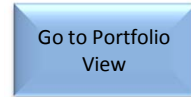


Exhibit 1 Budget Category Definitions

[Go to Portfolio View](#)

Cost Element	<p>Also referred to as a General Ledger account number, the cost element is the finest level of detail within PSE accounting systems. There are often many cost element numbers that "roll up" into a cost element segment. For instance, the overhead segment includes material OH, transportation OH, labor OH, etc. Employee/Office Expenses include travel, meals, lodging, parking, etc. Cost elements have a very specific connotation and are typically designed to meet a variety of accounting standards, such as FERC requirements. Therefore, in Exhibit 1, the term "cost element" is rarely used.</p> <p>The groupings that represent the budget allocations are most accurately listed in the below table.</p>
Order number(s)	<p>This is the main level of tracking expenditures and expenses in EES. Per FERC rules, all conservation order numbers start with a "1823nnnn", where "n" is some number. Cost elements apply to all order numbers (for instance, all conservation programs that offer incentives will have at least a labor, incentive and overhead cost element within the order number.</p>
Labor	<p>Energy Efficiency program staff labor. Average FTE cost including management assessments. This Budget Category group includes assessments from Major Accounts management, Resource Planning, Corporate Communications management, IT specialists and some building maintenance allocations.</p>
Marketing Labor	<p>Also Energy Efficiency staff labor, associated specifically with Marketing functions. Marketing allocates staffing according to program needs.</p>
Overhead	<p>Overhead--costs associated with primarily employee labor; benefits, for instance.</p>
Marketing	<p>Service and materials associated with the cost of printing program brochures, marketing pieces, advertising, banners, etc. Also includes marketing conducted by vendors and contractors.</p>
Employee/Office Expense	<p>Costs associated with EE staff attending events, employee training, conferences, business meals, business parking, ferry & bridge tolls, mileage incurred on employee automobiles, office supplies, phones, subscriptions, software/hardware, etc.</p>
Outside Services	<p>Contractors and vendors, such as PECl, Ecos, CostCo, EFI, etc. Legal expenses, technical services (CMS design, PSE.com web portals, etc.). These costs do NOT include brochure development, marketing pieces, (which are classified under MARKETING). These costs do NOT include incentives paid to customers by contractors.</p>
Materials	<p>Primarily tools, trade show equipment, etc.</p>
Miscellaneous	<p>This category should seldomly be used, and only expenses that cannot be classified under one of the above categories.</p>
Direct Benefit to Customer	<p>All costs associated with rebates, grants, remuneration, value-added services. PSE cost element # 62510000; Consumer Incentive Payments, is classified by the Accounting department as Miscellaneous. However, it is one of the primarily elements of Energy Efficiency's Direct Benefit to Customer (DBtC).</p>
Revenue (Enter as a negative)	<p>Any amount that PSE is paid by a customer, partner, municipality or outside entity.</p>

2014-2015 Electric Portfolio Savings

	Description	MWh	aMW	Comment	Calculation
a	Total Biennial Potential	551,880	63.0		Figure 5, Exhibit i
b	Plus legacy HER	6,420	<u>0.7</u>		line <i>l</i> of Exhibit 1
c	Total "base" savings	558,300	63.7		
d	Less NEEA	72,530	<u>-8.3</u>		
e	Total Biennial EIA Target	485,770	55.5		c - d ("base" - NEEA)
f	Decoupling Commitment (5% add)	27,920	<u>3.2</u>		c * 0.05 ("base" * 5%)
g	Total savings subject to decoupling penalty	513,260	58.6	Penalty: \$50/MWh shortfall	e + f (EIA target + D.C.)
h	Individual Energy Reports (IER)	35,330	4.0		line <i>ab</i> of Exhibit 1
i	2014-2015 Portfolio Total	621,120	<u>70.9</u>	Biennial budget is built to achieve this	c + f + h ("base" + D.C. + IER)

D.C. = Decoupling Commitment
 EIA = Energy Independence Act; referencing RCM 19.285, or "I-937".
 HER = Residential Home Energy Reports
 IER = Individual Energy Reports
 IRP = Integrated Resource Plan
 NEEA = Northwest Energy Efficiency Alliance
 TRS = Total Regional Savings

Discussion:

On August 22 2013, the CRAG and PSE agreed to add legacy HER (the original residential Home Energy Report customers--approx 15,000) to the IRP guidance figure of 63 aMW. Referencing the table on page 13 of the August 22 CRAG meeting slides, this increases the "base" savings by 0.7 aMW and reduces the Individual Energy Reports from 4.8 aMW to 4.0 aMW. Basing the decoupling commitment on 63.7 aMW (versus 63.0 aMW noted in the CRAG meeting slide) increases the value from 3.15 aMW to 3.2 aMW.

The overall effect is that the EIA target increases from 54.7 aMW to 55.5 aMW, and the decoupling value increases from 57.85 aMW to 58.6 aMW.

Exhibit 1

2015-specific PSE Conservation Rider Savings Goals and Budgets



Last revised: 11/10/14 9:43 AM

Schedule Nos. (Unless otherwise noted, applies to both electric and gas)	Ref #	Program Name	Titles are hyperlinks to 2015 Sector Views				Total Tariff Budget
			MWh Savings	Electric Rider Budget	Therm Savings	Gas Rider Budget	
Residential Energy Management							
a	201	Low Income Weatherization	1,571	\$ 3,318,140	18,815	268,098	\$ 3,586,237
b	214	Single Family Existing	101,368	\$ 31,570,261	1,195,517	5,522,571	\$ 37,092,832
c		Residential lighting	66,609	\$ 15,379,407			\$ 15,379,407
d		Space heat	7,842	\$ 4,061,640	531,650	1,595,778	\$ 5,657,418
e		Water heat	635	\$ 400,630	0	-	\$ 400,630
f		HomePrint	3,009	\$ 1,811,236	0	-	\$ 1,811,236
g		Home Appliances	11,386	\$ 6,297,053	32,736		\$ 6,297,053
h		Mobile Home Duct Sealing	4,666	\$ 1,665,636	0	-	\$ 1,665,636
i		Web-Enabled Thermostats			54,000	323,443	\$ 323,443
j		Showerheads	4,139	\$ 574,710	145,116	387,115	\$ 961,824
k		Weatherization	2,610	\$ 1,227,724	432,015	3,171,545	\$ 4,399,269
l		Home Energy Reports	473	\$ 152,226	0	44,691	\$ 196,916
m	215 & 218	Residential New Construction	1,057	\$ 486,591	147,072	657,848	\$ 1,144,439
n	216	Fuel Conversion	2,063	\$ 785,783			\$ 785,783
o	217	Multi Family Existing	25,862	\$ 11,513,537	107,542	499,044	\$ 12,012,581
p		Total, Residential Programs	131,921	\$ 47,674,312	1,468,945	\$ 6,947,561	\$ 54,621,873
Business Energy Management							
q	250	Commercial / Industrial Retrofit	62,260	\$ 19,421,153	381,000	2,044,680	\$ 21,465,833
r	251	Commercial/Industrial New Construction	9,350	\$ 2,987,974	150,000	606,236	\$ 3,594,210
s	253	Resource Conservation Manager	16,350	\$ 2,744,361	500,000	636,260	\$ 3,380,621
t	E258	Large Power User - Self Directed Program	1,700	\$ 1,667,723			\$ 1,667,723
u	261	Energy Efficient Technology Evaluation	500	\$ 210,710		20,000	\$ 230,710
v	262	Commercial Rebates	21,967	\$ 5,641,008	580,881	698,839	\$ 6,339,847
w		Subtotal, Business Programs	112,126	\$ 32,672,929	1,611,881	\$ 4,006,015	\$ 36,678,944
Pilots							
x	249	Residential Pilots - Individual Energy Reports	3,219	\$ 1,127,007	0	233,902	\$ 1,360,909
y	249	Business Pilots - Individual Energy Reports	5,000	\$ 140,704	0	-	\$ 140,704
z		Subtotal, Pilots	8,219	\$ 1,267,712	0	\$ 233,902	\$ 1,501,613
Regional Efficiency Programs							
aa	E254	NW Energy Efficiency Alliance	22,338	\$ 4,771,922	0	738,000	\$ 5,509,922
ab	E292	Generation, Transmission and Distribution	3,000	\$ -			\$ -
ac		Subtotal, Regional Programs	25,338	\$ 4,771,922	\$	\$ 738,000	\$ 5,509,922
Energy Efficiency Portfolio Support							
ad		Customer Engagement and Education		\$ 1,752,121		\$ 264,482	\$ 2,016,603
ae		Energy Advisors		\$ 1,060,385		\$ 158,556	\$ 1,218,941
af		Events		\$ 530,379		\$ 81,547	\$ 611,926
ag		Brochures, non program-specific		\$ 80,222		\$ 12,752	\$ 92,974
ah	202	Education		\$ 81,135		\$ 11,627	\$ 92,762
ai		Web Experience		\$ 928,838		\$ 155,097	\$ 1,083,935
aj		Customer Online Experience		\$ 562,455		\$ 84,045	\$ 646,500
ak		Web Development		\$ -		\$ -	\$ -
al		Web content, maintenance + analytics		\$ 104,400		\$ 15,600	\$ 120,000
am		Online customer tools		\$ 435,000		\$ 65,000	\$ 500,000
an		E-news		\$ 10,005		\$ 1,495	\$ 11,500
ao		Miscellaneous applications		\$ 13,050		\$ 1,950	\$ 15,000
ap		Market Integration		\$ 298,797		\$ 44,648	\$ 343,445
aq		Automated Benchmarking System		\$ 67,586		\$ 26,404	\$ 93,990
ar		Programs Support		\$ 1,279,676		\$ 171,099	\$ 1,450,775
as		Rebates Processing		\$ 654,327		\$ 110,214	\$ 764,541
at		Energy Efficient Communities		\$ 814,516		\$ 200,854	\$ 1,015,370
au		Trade Ally Support		\$ 60,333		\$ 12,792	\$ 73,125
av		Subtotal, Portfolio Support		\$ 5,489,811		\$ 914,537	\$ 6,404,348
Energy Efficiency Research & Compliance							
aw		Conservation Supply Curves		\$ 196,761		\$ 29,397	\$ 226,158
ax		Strategic Planning		\$ 158,393		\$ 23,663	\$ 182,056
ay		Market Research		\$ 316,165		\$ 47,246	\$ 363,411
az		Verification Team		\$ 457,749		\$ 68,399	\$ 526,148
ba		Program Evaluation		\$ 2,567,563		\$ 313,714	\$ 2,881,277
bb		Biennial Electric Conservation Acquisition Review		\$ 110,000			\$ 110,000
bc		Subtotal, Research & Compliance	0	\$ 3,806,632	\$	\$ 482,420	\$ 4,289,051
bd		Total MWh, Efficiency Programs Included in CE Calculations	277,605	\$ 95,683,317	3,080,826	\$ 13,322,435	\$ 109,005,751
Other Electric Programs							
be	E150	Net Metering		\$ 760,196			\$ 760,196
bf	E195	Electric Vehicle Charger Incentive		\$ 2,878,146			\$ 2,878,146
bg		Subtotal, Other Electric Programs		\$ 3,638,342	\$	\$ -	\$ 3,638,342

bh **GRAND TOTAL All Programs** 31.7 aMW \$ 99,321,659 3,080,826 \$ 13,322,435 \$ 112,644,093

bi **Electric Total, less NEEA** 255,267 MWh \$ 94,549,737 29.1 aMW

bj **Electric Total, less (NEEA + Pilots)** 247,048 MWh \$ 93,282,026 28.2 aMW

bk Blue cells = use for 10% "info-only" calculation: 7.1% 8.6%
Add up all blue cells and divide by "Total, Efficiency Programs Included in CE Calculations" line.
HER-legacy program costs excluded from "info-only" calculation because savings will be measured.

bl Purple cells = use to indicate a reasonable amt. spent on EM&V: 3.9% 3.5%
Add up the sum of "Program Evaluation" + "Verification" pink cells and divide by the Residential + Business pink cells.

Energy Efficiency 2015 Budgets, Sector View

Electric Programs

Press to return to Portfolio View

Go to Gas Sector View

Please see category descriptions at the bottom of the sector table.

Budget Category

Workbook Name	Schedule	Comment	Description	Order Number (Click on the order# below to link to the detail page)	Budget Category							Conservation-Specific Memberships, Sponsorships & Miscellaneous	DBIC	Revenue	Total Budget	Total Savings kWh
					Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials					
Residential Energy Management																
LW Detail_REM E201_Elec	E201		Low Income Weatherization	18230611	\$ 143,233	\$ 17,159	\$ 113,397	\$ 19,800	\$ 6,000	\$ 10,000	\$ -	\$ -	\$ 3,008,550	\$ -	\$ 3,318,140	1,571,214
HomePrint Detail_REM_E214_Elec	E214		HomePrint	18230625	\$ 46,638	\$ 22,134	\$ 47,915	\$ 93,750	\$ 3,000	\$ 25,000	\$ 1,000	\$ 2,000	\$ 1,570,800	\$ -	\$ 1,811,236	3,009,000
WaterHea_Detail_REM_E214_Elec	E214		SF Existing Water Heat	18230626	\$ 11,409	\$ 6,036	\$ 12,334	\$ 78,750	\$ 1,200	\$ 4,000	\$ 5,000	\$ 2,400	\$ 279,500	\$ -	\$ 400,630	634,500
Wx_Detail_REM_E214_Elec	E214		SF Existing Weatherization	18230627	\$ 53,166	\$ 22,134	\$ 53,237	\$ 163,500	\$ 5,302	\$ 85,000	\$ -	\$ 15,000	\$ 730,386	\$ -	\$ 1,127,724	2,315,959
ARRAWx_Detail_REM_E214_Elec	E214		SF Existing Wx Contracted	18230501	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 100,000	\$ -	\$ 100,000	294,000
SpHeat_Detail_REM_E214_Elec	E214		SF Existing Space Heat	18230628	\$ 53,461	\$ 22,134	\$ 53,446	\$ 222,000	\$ 7,200	\$ 28,000	\$ 17,200	\$ 28,200	\$ 3,630,000	\$ -	\$ 4,061,640	7,841,910
HmAppplc_Detail_REM_E214_Elec	E214		Home Appliances	18230432	\$ 112,500	\$ 90,000	\$ 143,168	\$ 340,000	\$ 5,000	\$ 340,635	\$ 8,000	\$ 7,500	\$ 5,250,250	\$ -	\$ 6,297,053	11,386,446
ShwrHead_Detail_REM_E214_Elec	E214		Residential Showerheads	18230435	\$ 45,000	\$ 13,500	\$ 41,360	\$ 65,000	\$ 1,000	\$ 40,000	\$ 1,000	\$ 500	\$ 367,350	\$ -	\$ 574,710	4,138,680
Lighting_Detail_REM_E214_Elec	E214		Energy Efficient Lighting Services	18230440	\$ 315,000	\$ 135,000	\$ 318,150	\$ 1,870,000	\$ 11,000	\$ 1,081,537	\$ 8,250	\$ 20,000	\$ 11,620,470	\$ -	\$ 15,379,407	66,609,297
MHDS_Detail_REM_E214_Elec	E214		Mobile Home Dust Sealing	18230634	\$ 39,037	\$ 4,024	\$ 30,444	\$ 15,000	\$ 402	\$ 508	\$ 591	\$ 1,575,503	\$ -	\$ 1,665,636	4,665,981	
HER_Detail_REM_E214_Elec	E214		Home Energy Reports	18230461	\$ 5,250	\$ 750	\$ 4,242	\$ -	\$ 500	\$ 75,474	\$ 250	\$ 100	\$ 65,660	\$ -	\$ 152,226	472,500
SFNC_Detail_REM_E215_Elec	E215	P/O Res. New Construction	Single Family New Construction	18230405	\$ 16,476	\$ 3,295	\$ 13,978	\$ 30,000	\$ -	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ 68,749	-
NCMgHome_Detail_REM_E215_Elec	E215	P/O Res. New Construction	Energy Star Manufactured Home	18230433	\$ -	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,000	-
FuelConv_Detail_REM_E216_Elec	E216		Fuel Conversion Rebate	18230612	\$ 54,072	\$ 22,134	\$ 53,877	\$ 105,000	\$ 1,200	\$ 1,000	\$ 1,000	\$ 2,000	\$ 545,500	\$ -	\$ 785,783	2,062,500
MF Retr_Detail_REM_E217_Elec	E217		Multi-Family Existing	18230407	\$ 188,927	\$ 63,880	\$ 178,735	\$ 74,293	\$ 12,400	\$ 1,046,267	\$ 4,000	\$ 1,500	\$ 9,943,535	\$ -	\$ 11,513,537	25,861,860
MFNC_Detail_REM_E218_Elec	E218	P/O Res. New Construction	Multi-Family New Construction	18230486	\$ 65,000	\$ 3,000	\$ 48,076	\$ 10,000	\$ 6,000	\$ -	\$ 800	\$ -	\$ 279,966	\$ -	\$ 412,842	1,057,399
Total, Residential Energy Management					\$ 1,148,169	\$ 425,180	\$ 1,112,357	\$ 3,092,093	\$ 60,204	\$ 2,737,039	\$ 47,008	\$ 84,791	\$ 38,967,470	\$ -	\$ 47,674,312	131,921,246
Original 2015 Totals					\$ 1,388,186	\$ 516,482	\$ 1,325,649	\$ 3,039,593	\$ 58,144	\$ 2,416,860	\$ 74,858	\$ 106,111	\$ 37,687,593	\$ -	\$ 46,613,475	130,563,051
Business Energy Management																
CI Retr_Detail_BEM E250_Elec	E250		Commercial/Industrial Retrofit	18230711	\$ 429,996	\$ 8,217	\$ 313,200	\$ 17,625	\$ 33,944	\$ 1,932,673	\$ 8,679	\$ 66,400	\$ 5,831,917	\$ -	\$ 8,642,651	26,009,600
Bus Lgt_Gmts_BEM E250_Elec	E250		Business Lighting Grants	18230724	\$ 1,494,904	\$ 16,683	\$ 1,068,700	\$ 35,785	\$ 68,916	\$ 20,000	\$ 17,621	\$ 12,000	\$ 8,043,893	\$ -	\$ 10,778,502	36,250,000
CI NC_Detail_BEM E251_Elec	E251		Commercial/Industrial New Construction	18230715	\$ 240,000	\$ 24,300	\$ 186,900	\$ 19,810	\$ 4,410	\$ 153,518	\$ 1,130	\$ 7,906	\$ 2,350,000	\$ -	\$ 2,987,974	9,350,000
RCM_Detail_BEM E253_Elec	E253		Resource Conservation Manager	18230723	\$ 393,300	\$ 20,700	\$ 292,700	\$ 17,736	\$ 13,630	\$ 326,759	\$ 3,800	\$ 30,236	\$ 1,645,500	\$ -	\$ 2,744,361	16,350,000
LPSD_Detail_BEM E258_Elec	E258		High Voltage, Self-Directed	18230729	\$ 306,300	\$ -	\$ 213,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,148,223	\$ -	\$ 1,667,723	1,700,000
TechEval_Detail_BEM E261_Elec	E261		Technology Evaluation	18230448	\$ 9,200	\$ -	\$ 6,500	\$ -	\$ 11,100	\$ 100,000	\$ 8,910	\$ -	\$ 75,000	\$ -	\$ 210,710	500,000
Rebates_Detail_BEM E262_Elec	E262		Business Rebates (total of indented programs below)	18230714	\$ 535,298	\$ 63,170	\$ 423,117	\$ 126,655	\$ 15,850	\$ 236,875	\$ 14,410	\$ 8,000	\$ 4,217,633	\$ -	\$ 5,641,008	21,966,715
Comm Lgt_Mkwn_E262_Elec	E262		Lighting to Go—also referred to as Business Lighting	18230714	\$ 102,000	\$ 20,000	\$ 86,254	\$ 32,627	\$ 5,000	\$ 90,000	\$ 2,800	\$ 5,000	\$ 517,535	\$ -	\$ 861,216	6,166,728
Comm Kit-Laundr_E262_Elec	E262		Commercial kitchen and laundry	18230716	\$ 39,667	\$ 8,049	\$ 33,735	\$ 10,000	\$ 1,200	\$ 550	\$ 110	\$ 200	\$ 70,170	\$ -	\$ 163,681	598,313
Comm DI_E262_Elec	E262		Commercial direct install (non-SBDI)	18230717	\$ 10,818	\$ 8,049	\$ 7,849	\$ 2,000	\$ 150	\$ 125	\$ 50	\$ 79,840	\$ -	\$ 100,882	\$ -	\$ 702,730
Comm HVAC_E262_Elec	E262		Commercial HVAC	18230718	\$ 115,396	\$ -	\$ 87,275	\$ 18,000	\$ 2,000	\$ 60,000	\$ 2,250	\$ 1,200	\$ 934,800	\$ -	\$ 1,228,970	3,332,530
Comm Lgt_E262_Elec	E262		Business Lighting Express	18230722	\$ 140,000	\$ 15,000	\$ 109,585	\$ 24,028	\$ 5,000	\$ 21,200	\$ 3,600	\$ 1,200	\$ 892,500	\$ -	\$ 1,212,113	5,116,000
Sm Bus DI_E262_Elec	E262		Small Business Direct Install	18231134	\$ 127,416	\$ 12,073	\$ 98,619	\$ 40,000	\$ 2,500	\$ 65,000	\$ 5,400	\$ 350	\$ 1,722,788	\$ -	\$ 2,074,146	6,050,414
Total, Business Energy Management					\$ 3,408,998	\$ 133,070	\$ 2,504,317	\$ 217,611	\$ 147,850	\$ 2,769,825	\$ 54,550	\$ 124,542	\$ 23,312,166	\$ -	\$ 32,672,929	112,126,315
Original 2015 Totals					\$ 3,551,700	\$ 102,100	\$ 2,543,000	\$ 210,656	\$ 168,190	\$ 3,162,103	\$ 50,730	\$ 320,322	\$ 21,667,673	\$ -	\$ 31,776,474	112,162,600
Pilots																
REM Pilots E249_Elec	E249		Residential Energy Report Expansion	18230522	\$ 57,188	\$ 7,000	\$ 45,381	\$ 16,200	\$ 2,500	\$ 566,124	\$ 1,000	\$ 1,000	\$ 430,615	\$ -	\$ 1,127,007	3,219,475
BEM Pilots E249_Elec	E249		Business Energy Reports	18230506	\$ 9,200	\$ -	\$ 6,504	\$ -	\$ -	\$ 125,000	\$ -	\$ -	\$ -	\$ -	\$ 140,704	5,000,000
Total, Pilots					\$ 66,388	\$ 7,000	\$ 51,885	\$ 16,200	\$ 2,500	\$ 691,124	\$ 1,000	\$ 1,000	\$ 430,615	\$ -	\$ 1,267,712	8,219,475
Original 2015 Totals					\$ 64,888	\$ 7,493	\$ 50,376	\$ -	\$ 3,960	\$ 691,124	\$ -	\$ 1,980	\$ 477,802	\$ -	\$ 1,297,622	8,572,000
Regional Efficiency Programs																
NEEA_Detail_E254_Elec	E254		Northwest Energy Efficiency Alliance	18230421	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,431,577	\$ -	\$ -	\$ 3,340,345	\$ -	\$ 4,771,922	22,338,000
T&D_Detail_Reg E292_Elec	E254		Transmission & Distribution	18230711	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,000,000	
Total, Regional Efficiency Programs					\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,431,577	\$ -	\$ -	\$ 3,340,345	\$ -	\$ 4,771,922	25,338,000
Original 2015 Totals					\$ -	\$ -	\$ -	\$ -	\$ -	\$ 885,570	\$ -	\$ 692,623	\$ 3,682,448	\$ -	\$ 5,260,640	25,438,000
Energy Efficiency Portfolio Support																
Port Suppt Cust Eng Elec Title (Title pg)			Customer Engagement & Education													
Engy Adv_Detail_PSCE_Elec			Energy Advisors	18230610	\$ 595,268	\$ -	\$ 420,854	\$ -	\$ 39,000	\$ 913	\$ 3,000	\$ 1,350	\$ -	\$ -	\$ 1,060,385	
Events_Detail_PSCE_Elec			Events	18230487	\$ 240,451	\$ -	\$ 169,999	\$ 13,050	\$ 6,046	\$ 96,048	\$ 4,785	\$ -	\$ -	\$ -	\$ 530,379	
Brochures_Detail_PSCE_Elec			Brochures, non program-specific	18230482	\$ 15,215	\$ -	\$ 10,757	\$ -	\$ -	\$ 2,175	\$ 24,795	\$ -	\$ -	\$ -	\$ 80,222	
Educatin_Detail_PSCE E202_Elec	E202		Education	18230621	\$ 36,640	\$ -	\$ 25,905	\$ -	\$ 840	\$ 8,800	\$ 8,950	\$ -	\$ -	\$ -	\$ 81,135	
Port Suppt_Web Exp Elec Title (Title pg)			Web Experience													
CustOnline_Detail_PSWE_Elec			Customer Online Experience	18230408	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 562,455	\$ -	\$ -	\$ -	\$ -	\$ 562,455	
Mkt Intgn_Detail_PSWE_Elec			Market Integration	18230466	\$ 140,385	\$ -	\$ 99,252	\$ -	\$ -	\$ 59,160	\$ -	\$ -	\$ -	\$ -	\$ 298,797	
ABS_Detail_PSWE_Elec			MyData (Automated Benchmarking System)	18230411	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67,586	\$ -	\$ -	\$ -	\$ -	\$ 67,586	
ProgSvcs_Systems_R&C_Elec			Programs Support - Data and Systems Services	18230745	\$ 467,686	\$ -	\$ 330,654	\$ -	\$ 12,500	\$ 15,000	\$ -	\$ -	\$ -	\$ -	\$ 825,840	
ProgSvcs_Analytics_R&C_Elec			Programs Support - Program Development	18230810	\$ 187,074	\$ -	\$ 132,262	\$ -	\$ 19,500	\$ 115,000	\$ -	\$ -	\$ -	\$ -	\$ 453,836	
Rebt_Prog_Detail_Elec			Rebates Processing	18230507	\$ 414,510	\$ -	\$ 207,192	\$ -	\$ 12,615	\$ 15,660	\$ 4,350	\$ -	\$ -	\$ -	\$ 654,327	
EEC_Detail_PS_Elec			Energy Efficient Communities	18230811	\$ 252,393	\$ -	\$ 178,442	\$ 40,890	\$ 65,000	\$ 214,850	\$ 60,941	\$ 2,000	\$ -	\$ -	\$ 814,516	
TradeAlly_Detail_PS_Elec			Trade Ally Support	18230730	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 235,922	\$ -	\$ (175,589)	\$ 60,333	
Total, Portfolio Support					\$ 2,349,623	\$ -	\$ 1,575,317	\$ 81,220	\$ 155,501	\$ 1,157,647	\$ 106,821	\$ 239,272	\$ -	\$ (175,589)	\$ 5,489,811	
Original 2015 Totals					\$ 1,280,088	\$ -	\$ 890,942	\$ 81,220	\$ 93,466	\$ 882,511	\$ 102,471	\$ 55,533	\$ -	\$ -	\$ 3,386,230	
Research & Compliance																
SuppCrv_Detail_R&C_Elec			Conservation Supply Curves	18230809	\$ 99,333	\$ -	\$ 70,228	\$ -	\$ 200	\$ 27,000	\$ -	\$ -	\$ -	\$ -	\$ 196,761	
Strat Plan_Detail_R&C_Elec			Strategic Planning	18230469	\$ 91,560	\$ -	\$ 64,733	\$ -	\$ 2,100	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 158,393	
Mktg Resch_Detail_PS_Elec			Market Research	18230437	\$ 67,624	\$ -	\$ 47,810	\$ -	\$ 4,250	\$ 195,131	\$ 1,350	\$ -	\$ -	\$ -	\$ 316,165	
Eval_Detail_R&C_Elec			Program Evaluation	18230802	\$ 248,019	\$ -	\$ 175,349	\$ -	\$ 9,300	\$ 1,938,395	\$ -	\$ 196,500	\$ -	\$ -	\$ 2,567,563	
BECAAR_Detail_R&C_Elec			Biennial Elec. Conserv. Aquistn. Review	18230624	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 110,000	\$ -	\$ -	\$ -	\$ -	\$ 110,000	
VTeam_Detail_R&C_Elec			Verification Team	18230418	\$ 207,255	\$ -	\$ 146,529	\$ -	\$ 5,655	\$ 95,700	\$ 2,610	\$ -	\$ -	\$ -	\$ 457,749	
Total, Research & Compliance					\$ 713,791											

Energy Efficiency 2015 Budgets, Sector View
Gas Programs

Press to return to Portfolio View

Go to Electric Sector View

Please see category descriptions at the bottom of the sector table.

			Budget Category														
Workbook Name	Schedule Comment	Description	Order Number (Click on the order# below to link to the detail page)	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Conservation-Specific Memberships, Sponsorships & Miscellaneous	DBIC	Revenue	Total Budget	Total Savings Therms	Comments	
Residential Energy Management																	
LW Detail_REM G201 Gas	G201	Low Income Weatherization	18230661	\$ 15,426	\$ 1,300	\$ 11,825	\$ 5,000	\$ 900	\$ 2,000	\$ -	\$ -	\$ 231,646	\$ -	\$ 268,098	18,815		
HmPrint Detail_REM G214 Gas	G214	HomePrint	18230635	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
WtHeat Detail_REM G214 Gas	G214	SF Existing Water Heat	18230636	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Wx Detail_REM G214 Gas	G214	SF Existing Weatherization	18230637	\$ 28,829	\$ 12,073	\$ 28,918	\$ 37,500	\$ 2,500	\$ 292,500	\$ -	\$ 15,000	\$ 2,754,225	\$ -	\$ 3,171,545	432,015		
SpHeat Detail_REM G214 Gas	G214	SF Existing Space Heat	18230638	\$ 41,145	\$ 14,085	\$ 39,048	\$ 165,000	\$ 5,400	\$ 18,000	\$ 15,400	\$ 10,200	\$ 1,287,500	\$ -	\$ 1,595,778	531,650		
ShwHead Detail_REM G214 Gas	G214	Residential Showerheads	18230700	\$ 19,000	\$ 4,500	\$ 16,615	\$ 25,000	\$ 300	\$ 10,000	\$ 500	\$ 300	\$ 310,900	\$ -	\$ 387,115	145,116		
HmAppSvcs Detail_REM G214 Gas	G214	Home Appliances	Savings Only	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	32,736	
MHDS Detail_REM G214 Gas	G214	Mobile Home Duct Sealing	18230680	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
WebTstat Detail_REM G214 Gas	G214	Web-Enabled Thermostats	18230687	\$ 25,000	\$ 2,500	\$ 19,443	\$ 20,000	\$ 500	\$ -	\$ 500	\$ 500	\$ 255,000	\$ -	\$ 323,443	54,000		
HER Detail_REM G214 Gas	G214	Home Energy Reports	18230738	\$ 1,913	\$ 375	\$ 1,618	\$ -	\$ 250	\$ 21,995	\$ 100	\$ 100	\$ 18,340	\$ -	\$ 44,691	-		
NCMgHomes Detail_REM G215 Gas	G215	Energy Star Manufactured Home	18230442	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
SFNC Detail_REM G215 Gas	G215	Single Family New Construction	18230684	\$ 5,492	\$ 1,099	\$ 3,883	\$ 24,000	\$ -	\$ -	\$ 2,500	\$ -	\$ -	\$ -	\$ 36,974	-		
MF Rer Detail_REM G217 Gas	G217	Multi-Family Existing	18230736	\$ 52,724	\$ 3,321	\$ 39,624	\$ 3,750	\$ 1,500	\$ 54,404	\$ 1,500	\$ 200	\$ 342,023	\$ -	\$ 499,044	107,542		
MFNC Detail_REM G218 Gas	G218	Multi-Family New Construction	18230673	\$ 105,000	\$ 2,500	\$ 76,003	\$ 10,000	\$ 7,000	\$ 8,000	\$ 200	\$ -	\$ 412,172	\$ -	\$ 620,874	147,072		
Total, Residential Energy Management				\$ 294,529	\$ 41,753	\$ 236,974	\$ 290,250	\$ 18,350	\$ 406,899	\$ 20,700	\$ 26,300	\$ 5,611,806	\$ -	\$ 7,352,838	1,583,942		
Original 2015 Totals				\$ 349,392	\$ 44,165	\$ 273,916	\$ 253,950	\$ 28,420	\$ 365,495	\$ 19,650	\$ 26,360	\$ 5,991,490	\$ -	\$ 7,352,838	1,583,942		
Business Energy Management																	
CI Rer Detail_BEM G250 Gas	G250	Commercial/Industrial Retrofit	18230731	\$ 465,200	\$ 6,100	\$ 333,200	\$ 22,890	\$ 8,210	\$ 154,470	\$ 1,620	\$ 39,790	\$ 1,013,200	\$ -	\$ 2,044,680	381,000		
CI NC Detail_BEM G251 Gas	G251	Commercial/Industrial New Construction	18230706	\$ 43,000	\$ 2,400	\$ 32,100	\$ 8,490	\$ 1,060	\$ 16,559	\$ 180	\$ 2,447	\$ 500,000	\$ -	\$ 606,236	150,000		
RCM Detail_BEM 253 Gas	G253	Resource Conservation Manager	18230691	\$ 265,100	\$ 4,900	\$ 190,900	\$ 7,601	\$ -	\$ 67,759	\$ -	\$ -	\$ 100,000	\$ -	\$ 636,260	500,000		
TechEval Detail_BEM G261 Gas	G261	Technology Evaluation	18230694	\$ -	\$ -	\$ -	\$ -	\$ 11,760	\$ -	\$ 8,240	\$ -	\$ -	\$ -	\$ 20,000	-		
Business Rebates (total of indented programs below)				(Indiv' order# no longer used)	\$ 48,683	\$ -	\$ 34,419	\$ 18,300	\$ 2,850	\$ 14,075	\$ 2,625	\$ 550	\$ 577,338	\$ -	\$ 698,839	580,881	
Sm Bus DI_G262 Gas	G262	Small Business Direct Installs	18231022	\$ 12,621	\$ -	\$ 8,923	\$ 1,500	\$ 100	\$ 4,000	\$ 525	\$ 100	\$ 3,663	\$ -	\$ 31,433	9,365		
Comm Kit-Laund_G262 Gas	G262	Commercial Kitchen & Laundry	18231027	\$ 12,621	\$ -	\$ 8,923	\$ 10,000	\$ 1,200	\$ 450	\$ 800	\$ 150	\$ 207,830	\$ -	\$ 241,975	164,836		
Comm DI_G262 Gas	G262	Commercial Direct Install (non-SBDI)	18231028	\$ 10,818	\$ -	\$ 7,649	\$ 1,500	\$ 1,200	\$ 625	\$ 1,000	\$ 200	\$ 343,315	\$ -	\$ 366,307	391,180		
Comm DI_G262 Gas	G262	Commercial HVAC	18231029	\$ 12,621	\$ -	\$ 8,923	\$ 5,300	\$ 350	\$ 9,000	\$ 300	\$ 100	\$ 22,530	\$ -	\$ 59,125	15,500		
Total, Business Energy Management				\$ 870,665	\$ 13,400	\$ 625,037	\$ 57,281	\$ 23,880	\$ 252,863	\$ 12,665	\$ 42,787	\$ 2,190,538	\$ -	\$ 4,006,015	1,611,881		
Original 2015 Totals				\$ 869,900	\$ 19,500	\$ 619,000	\$ 52,281	\$ 21,730	\$ 276,427	\$ 10,320	\$ 76,453	\$ 1,601,449	\$ -	\$ 3,547,060	1,476,700		
Pilots																	
REM Pilots Detail G249 Gas	G249	Residential Energy Report Expansion	18230622	\$ 17,213	\$ 3,038	\$ 14,317	\$ 10,800	\$ 1,000	\$ 110,658	\$ 500	\$ 500	\$ 75,875	\$ -	\$ 233,902	-		
BEM Pilots Detail G249 Gas	G249	Business Energy Reports	18230639	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Total, Pilots				\$ 17,213	\$ 3,038	\$ 14,317	\$ 10,800	\$ 1,000	\$ 110,658	\$ 500	\$ 500	\$ 75,875	\$ -	\$ 233,902	-		
Original 2015 Totals				\$ 21,038	\$ 3,713	\$ 17,226	\$ -	\$ 1,980	\$ 110,658	\$ -	\$ 990	\$ 86,198	\$ -	\$ 241,802	-		
Regional Efficiency Programs																	
NEEA Detail_E254 elec		NEEA Gas Market Transformation Study	18230660	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 738,000	\$ -	\$ -	\$ -	\$ -	\$ 738,000	-		
Total, Regional Efficiency Programs				\$ -	\$ -	\$ -	\$ -	\$ -	\$ 738,000	\$ -	\$ -	\$ -	\$ -	\$ 738,000	-		
Original 2015 Totals				\$ -	\$ -	\$ -	\$ -	\$ -	\$ 738,000	\$ -	\$ -	\$ -	\$ -	\$ 738,000	-		
Energy Efficiency Portfolio Support																	
(Title pg)																	
Port Supp Cust Engage Gas Title		Customer Engagement & Education															
Engy Adv Detail_PSCE_Gas		Energy Advisors	18230704	\$ 88,948	\$ -	\$ 62,886	\$ -	\$ 5,867	\$ 200	\$ 453	\$ 202	\$ -	\$ -	\$ 158,556	-		
Events Detail_PSCE_Gas		Events	18230675	\$ 37,144	\$ -	\$ 26,261	\$ 1,950	\$ 1,126	\$ 14,352	\$ 65	\$ 650	\$ -	\$ -	\$ 81,547	-		
Brochure Detail_PSCE_Gas		Brochures, non program-specific	18230685	\$ 2,685	\$ -	\$ 1,898	\$ 4,139	\$ -	\$ 325	\$ 3,705	\$ -	\$ -	\$ -	\$ 12,752	-		
Eductn Detail_PSCE_G207 Gas	G207	Education	18230671	\$ 5,370	\$ -	\$ 3,797	\$ -	\$ 185	\$ 975	\$ 1,300	\$ -	\$ -	\$ -	\$ 11,627	-		
(Title pg)																	
Port Supp_Web Exp Gas Title		Web Experience															
CustOnline Detail_PSWE_Gas		Customer Online Experience	18230737	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 84,045	\$ -	\$ -	\$ -	\$ -	\$ 84,045	-		
Mkt Intg Detail_PSWE_Gas		Market Integration	18230732	\$ 20,977	\$ -	\$ 14,831	\$ -	\$ -	\$ 8,840	\$ -	\$ -	\$ -	\$ -	\$ 44,648	-		
ABS Detail_PSWE_Gas		MyData (Automated Benchmarking System)	18230667	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26,404	\$ -	\$ -	\$ -	\$ -	\$ 26,404	-		
ProgSvcs Systems_R&C_Gas		Programs Support - Data and Systems Service	18231005	\$ 69,884	\$ -	\$ 49,408	\$ -	\$ 2,300	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 121,592	-		
ProgSvcs Analytics_R&C_Gas		Programs Support - Program Development	18230688	\$ 27,954	\$ -	\$ 19,763	\$ -	\$ 1,790	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 49,507	-		
Rebt Prog_Detail Gas		Rebates Processing	18230659	\$ 61,938	\$ -	\$ 43,790	\$ -	\$ 1,495	\$ 2,340	\$ 650	\$ -	\$ -	\$ -	\$ 110,214	-		
EEC Detail_PS_Gas		Energy Efficient Communities	18230657	\$ 38,485	\$ -	\$ 27,209	\$ 6,110	\$ 11,000	\$ 109,888	\$ 7,162	\$ 1,000	\$ -	\$ -	\$ 200,854	-		
TradeAlly Detail_PS_gas		Trade Ally Support	18230698	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 195,548	\$ -	\$ (182,756)	\$ 12,792	-		
Total, Portfolio Support				\$ 353,385	\$ -	\$ 249,843	\$ 12,199	\$ 23,763	\$ 247,369	\$ 13,335	\$ 197,400	\$ -	\$ (182,756)	\$ 914,537	-		
Original 2015 Totals				\$ 242,026	\$ -	\$ 168,450	\$ 12,199	\$ 14,287	\$ 148,791	\$ 12,685	\$ 12,804	\$ -	\$ -	\$ 611,243	-		
Energy Efficiency Research & Compliance																	
Supp Crv Detail_R&C_gas		Conservation Supply Curves	18230703	\$ 14,843	\$ -	\$ 10,494	\$ -	\$ 30	\$ 4,030	\$ -	\$ -	\$ -	\$ -	\$ 29,397	-		
Strat Pin Detail_R&C_Gas		Strategic Planning	18230679	\$ 13,681	\$ -	\$ 9,672	\$ -	\$ 310	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 23,663	-		
Mktg Rsch Detail_PS_gas		Market Research	18230670	\$ 10,105	\$ -	\$ 7,144	\$ -	\$ 640	\$ 29,158	\$ 200	\$ -	\$ -	\$ -	\$ 47,246	-		
Eval Detail_R&C_Gas		Program Evaluation	18230699	\$ 37,060	\$ -	\$ 26,201	\$ -	\$ 1,300	\$ 249,152	\$ -	\$ -	\$ -	\$ -	\$ 313,714	-		
Vteam Detail_R&C_Gas		Verification Team	18230668	\$ 30,969	\$ -	\$ 21,895	\$ -	\$ 845	\$ 14,300	\$ 390	\$ -	\$ -	\$ -	\$ 68,399	-		
Total, Research & Compliance				\$ 106,658	\$ -	\$ 75,407	\$ -	\$ 3,125	\$ 296,640	\$ 590	\$ -	\$ -	\$ -	\$ 482,420	-		
Original 2015 Totals				\$ 146,524	\$ -	\$ 101,981	\$ -	\$ 5,212	\$ 262,132	\$ 1,359	\$ -	\$ -	\$ -	\$ 517,208	-		
GRAND TOTAL, GAS PROGRAMS				\$ 1,642,450	\$ 58,191	\$ 1,201,579	\$ 370,530	\$ 70,118	\$ 2,052,428	\$ 47,790	\$ 266,987	\$ 7,878,219	\$ (182,756)	\$ 13,322,435	3,080,826		
Original 2015 Totals				\$ 1,628,880	\$ 67,378	\$ 1,180,573	\$ 318,430	\$ 71,629	\$ 1,163,503	\$ 44,014	\$ 116,607	\$ 7,679,137	\$ -	\$ 12,270,151	3,060,642		

Budget Category Includes

This is the main level of tracking expenditures and expenses in EES. Per FERC rules, all conservation order numbers start with a "1823nnnn", where "n" is some number. Cost elements apply to all order numbers (for instance, all conservation programs that

Energy Efficiency program staff labor. Average FTE cost including management assessments. This Budget Category group includes assessments from Major Accounts management, Resource Planning, Corporate Communications management, IT specialists and some building maintenance allocations.

Also Energy Efficiency staff labor, associated specifically with Marketing functions. Marketing allocates staffing according to program needs.

Overhead—costs associated with primarily employee labor, benefits, for instance.

Service and materials associated with the cost of printing program brochures, marketing pieces, advertising, banners, etc. Also includes marketing conducted by vendors and contractors.

Costs associated with EE staff attending events, employee training, conferences, business meals, business parking, ferry & bridge tolls, mileage incurred on employee automobiles, office supplies, phones, subscriptions,

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$63,619	\$32,906	\$66,795	\$105,000	\$1,200	\$1,000	\$1,000	\$2,000	\$505,500	\$0	\$779,020	1,892,500 kwh	64.9%	20.4%	0.1%	\$ 0.41
Original 2015 Budget	\$63,619	\$32,906	\$67,181	\$105,000	\$1,200	\$1,000	\$1,000	\$2,000	\$505,500	\$0	\$779,406	1,892,500 kwh				
Revised 2015 Budget	\$54,072	\$22,134	\$53,877	\$105,000	\$1,200	\$1,000	\$1,000	\$2,000	\$545,500	\$0	\$785,783	2,062,500 kwh	69.4%	18.0%	0.1%	\$ 0.38
Total	\$117,691	\$55,040	\$120,673	\$210,000	\$2,400	\$2,000	\$2,000	\$4,000	\$1,051,000	\$0	\$1,564,804	3,955,000 kwh	67.2%	19.2%	0.1%	\$ 0.40

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
Overall Total	\$ 785,783.23	\$ 1,564,803.53	
Budget Category	2014	2015	Total
FTE LABOR	\$ 54,072.00	\$ 54,072.00	\$ 117,690.75
Avg of Program Staff	\$63,618.75	\$54,072.00	\$117,690.75
			\$0.00
			\$0.00
			\$0.00
0.00			\$0.00
MARKETING LABOR	\$ 22,133.76	\$ 55,040.01	\$ 55,040.01
	\$32,906.75	\$22,133.76	\$55,040.01
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 53,877.47	\$ 120,672.77	\$ 120,672.77
Percentages for Applicable Year	68.29%	70.70%	
Program Staff	\$44,024.18	\$38,228.90	\$82,253.08
Marketing Staff	\$22,771.15	\$15,648.57	\$38,419.69
MARKETING	\$ 105,000.00	\$ 210,000.00	\$ 210,000.00
Bill inserts, collateral, media	\$105,000.00	\$105,000.00	\$210,000.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,200.00	\$ 2,400.00	\$ 2,400.00
Travel, tolls, meals, lodging, phone expense	\$1,200.00	\$1,200.00	\$2,400.00
Phone, office supplies, equipment			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00
Program Implementation	\$1,000.00	\$1,000.00	\$2,000.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00
	\$1,000.00	\$1,000.00	\$2,000.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 2,000.00	\$ 4,000.00	\$ 4,000.00
	\$2,000.00	\$2,000.00	\$4,000.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 505,500.00	\$ 545,500.00	\$ 1,051,000.00
Ratio	64.9%	69.4%	
REVENUE	\$0.00	\$0.00	\$0.00

Savings Section

Measure Name	Savings	UOM	Measure Information				Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			
			Measure Cost	Incentive	2014	2015				Combined	2014	2015	Combined	2014	2015	Combined			
TOTALS →					100%		N/A												
Natural Gas Water and Space Heating - BB	12000	kWh	per home	\$ 10,800.00	\$ 3,550.00	13%	30	sf space heat	20	20	40	240,000	240,000	480,000	\$ 71,000.00	\$ 71,000.00	\$ 142,000.00		
Natural Gas Water and Space Heating - FAF	12000	kWh	per home	\$ 8,300.00	\$ 2,950.00	25%	30	sf space heat	40	40	80	480,000	480,000	960,000	\$ 118,000.00	\$ 118,000.00	\$ 236,000.00		
Natural Gas Space Heating Only - BB	8500	kWh	per home	\$ 8,700.00	\$ 2,600.00	7%	30	sf space heat	15	15	30	127,500	127,500	255,000	\$ 39,000.00	\$ 39,000.00	\$ 78,000.00		
Natural Gas Space Heating Only - FAF	8500	kWh	per home	\$ 6,700.00	\$ 2,000.00	9%	30	sf space heat	20	40	60	170,000	340,000	510,000	\$ 40,000.00	\$ 80,000.00	\$ 120,000.00		
E2G Fuel Conv - WH Only - Storage	3500	kWh	per home	\$ 2,600.00	\$ 950.00	18%	30	water heat	100	100	200	350,000	350,000	700,000	\$ 95,000.00	\$ 95,000.00	\$ 190,000.00		
E2G Fuel Conv - WH Only - Tankless	3500	kWh	per home	\$ 3,500.00	\$ 950.00	28%	30	water heat	150	150	300	525,000	525,000	1,050,000	\$ 142,500.00	\$ 142,500.00	\$ 285,000.00		

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only.

Spending Section			
Overall Total	2014	2015	Total
	\$ 6,298,400.00	\$ 6,297,052.50	\$ 12,595,452.50
Budget Category			
FTE	2014	2015	Total
0.25	\$ 225,000.00	\$ 225,000.00	\$ 450,000.00
0.50	\$ 500,000.00	\$ 450,000.00	\$ 950,000.00
0.25	\$ 225,000.00	\$ 225,000.00	\$ 450,000.00
0.25	\$ 225,000.00	\$ 225,000.00	\$ 450,000.00
1.25	\$ 100,000.00	\$ 90,000.00	\$ 190,000.00
MARKETING LABOR			
Marketing Manager	\$50,000.00	\$45,000.00	\$95,000.00
Marketing Support	\$50,000.00	\$45,000.00	\$95,000.00
Marketing Staff	\$0.00	\$0.00	\$0.00
OVERHEAD			
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$86,500.00	\$79,537.50	\$166,037.50
Marketing Staff	\$69,200.00	\$63,630.00	\$132,830.00
MARKETING			
	\$ 320,000.00	\$ 340,000.00	\$ 660,000.00
	\$ 320,000.00	\$ 340,000.00	\$ 660,000.00
	\$ 0.00	\$ 0.00	\$ 0.00
	\$ 0.00	\$ 0.00	\$ 0.00
EMPLOYEE/OFFICE EXPENSES			
	\$ 6,000.00	\$ 5,000.00	\$ 11,000.00
	\$ 6,000.00	\$ 5,000.00	\$ 11,000.00
	\$ 0.00	\$ 0.00	\$ 0.00
	\$ 0.00	\$ 0.00	\$ 0.00
OUTSIDE SERVICES			
	\$ 430,000.00	\$ 340,635.00	\$ 770,635.00
Incentive Processing	\$180,000.00	\$133,796.00	\$313,796.00
Field Services	\$190,000.00	\$146,839.00	\$336,839.00
Program Management for Recycling	\$60,000.00	\$60,000.00	\$120,000.00
	\$ 0.00	\$ 0.00	\$ 0.00
MATERIALS			
	\$ 28,000.00	\$ 8,000.00	\$ 36,000.00
	\$ 28,000.00	\$ 8,000.00	\$ 36,000.00
	\$ 0.00	\$ 0.00	\$ 0.00
	\$ 0.00	\$ 0.00	\$ 0.00
MISCELLANEOUS			
	\$ 15,000.00	\$ 7,500.00	\$ 22,500.00
	\$ 15,000.00	\$ 7,500.00	\$ 22,500.00
	\$ 0.00	\$ 0.00	\$ 0.00
	\$ 0.00	\$ 0.00	\$ 0.00
DIRECT BENEFIT TO CUSTOMER			
Ratio	81.2%	83.4%	
REVENUE			
	\$ 0.00	\$ 0.00	\$ 0.00

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			
													DBTC	Marketing	Outside Svcs	Acquisition Cost
2014	\$125,000	\$100,000	\$155,700	\$320,000	\$6,000	\$430,000	\$28,000	\$15,000	\$5,078,700	\$0	\$6,258,400	9,714,440 kwh	81.2%	7.7%	6.9%	\$ 0.64
Original 2015 Budget	\$137,500	\$110,000	\$172,260	\$320,000	\$6,000	\$430,000	\$28,000	\$15,000	\$4,958,700	\$0	\$6,177,460	10,011,440 kwh				
Revised 2015 Budget	\$112,500	\$90,000	\$143,168	\$340,000	\$5,000	\$340,635	\$8,000	\$7,500	\$5,250,250	\$0	\$6,297,053	11,386,446 kwh	83.4%	7.7%	5.4%	\$ 0.55
Total	\$237,500	\$190,000	\$298,868	\$660,000	\$11,000	\$770,635	\$36,000	\$22,500	\$10,328,950	\$0	\$12,555,453	21,100,886 kwh	82.3%	7.7%	6.1%	\$ 0.60

NOTE: "Total" excludes "Original 2015 Budget" amount

Savings Section											Savings Section						Savings Section	
Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals		2014	Projected Savings		Incentive Totals		Combined	Based on T	
									2014	2015		2014	2015	2014	2015			NEBs
TOTALS →						100%	N/A				9,714,440	11,386,446	21,100,886	\$ 5,078,700.00	\$ 5,250,250.00	\$ 10,328,950.00	\$ 9,933,267.78	
Advanced Power Strips	300	kWh	per unit	\$ 52.00	\$ 52.00	4%	5	Res Plug Load		3,500	3,500	0	1,050,000	1,050,000	\$ -	\$ 182,000.00	\$ 182,000.00	\$ -
CFL: Engagement - Appl Repl	16	kWh	per unit	\$ 1.70	\$ 1.70	0%	5	Res Lighting		0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Clothes Washer MEF 2.4 -3.19 Any WH / Any Dryer	126	kWh	per unit	\$ 156.00	\$ 50.00	1%	14	Res Water Heat		1,150	1,150	0	144,900	144,900	\$ -	\$ 57,500.00	\$ 57,500.00	\$ 122,429.00
Clothes Washer MEF 2.4 -3.19 Electric WH / Electric Dryer	151	kWh	per unit	\$ 156.00	\$ 50.00	2%	14	Res Water Heat		2,950	2,950	0	445,450	445,450	\$ -	\$ 147,500.00	\$ 147,500.00	\$ 314,057.00
Clothes Washer MEF 2.4 -3.19 Electric WH / Gas Dryer	63	kWh	per unit	\$ 156.00	\$ 50.00	0%	14	Res Water Heat		120	120	0	7,560	7,560	\$ -	\$ 6,000.00	\$ 6,000.00	\$ 12,775.20
Clothes Washer MEF 2.4 -3.19 Gas WH / Electric Dryer	105	kWh	per unit	\$ 156.00	\$ 50.00	1%	14	Res Water Heat		3,150	3,150	0	330,750	330,750	\$ -	\$ 157,500.00	\$ 157,500.00	\$ 336,349.00
Clothes Washer MEF 2.4 -3.19 Gas WH / Gas Dryer	16	kWh	per unit	\$ 156.00	\$ 50.00	0%	14	Res Water Heat		600	600	0	9,600	9,600	\$ -	\$ 30,000.00	\$ 30,000.00	\$ 63,876.00
Clothes Washer MEF 3.2+ Any WH / Any Dryer	177	kWh	per unit	\$ 313.00	\$ 50.00	1%	14	Res Water Heat		920	920	0	162,840	162,840	\$ -	\$ 46,000.00	\$ 46,000.00	\$ 145,085.00
Clothes Washer MEF 3.2+ Electric WH / Electric Dryer	211	kWh	per unit	\$ 313.00	\$ 50.00	1%	14	Res Water Heat		1,250	1,250	0	263,750	263,750	\$ -	\$ 62,500.00	\$ 62,500.00	\$ 197,100.00
Clothes Washer MEF 3.2+ Electric WH / Gas Dryer	84	kWh	per unit	\$ 313.00	\$ 50.00	0%	14	Res Water Heat		45	45	0	3,780	3,780	\$ -	\$ 2,250.00	\$ 2,250.00	\$ 7,095.60
Clothes Washer MEF 3.2+ Gas / Electric Dryer	151	kWh	per unit	\$ 313.00	\$ 50.00	1%	14	Res Water Heat		1,150	1,150	0	173,650	173,650	\$ -	\$ 57,500.00	\$ 57,500.00	\$ 181,332.00
Clothes Washer MEF 3.2+ Gas WH / Gas Dryer	24	kWh	per unit	\$ 313.00	\$ 50.00	0%	14	Res Water Heat		310	310	0	7,440	7,440	\$ -	\$ 15,500.00	\$ 15,500.00	\$ 48,880.80
Clothes Washer Replacement Electric WH / Electric Dryer	764	kWh	per unit	\$ 600.00	\$ 600.00	8%	11	Res Water Heat		2,500	2,500	0	1,910,000	1,910,000	\$ -	\$ 1,500,000.00	\$ 1,500,000.00	\$ 266,150.00
Energy Star Freezer	40	kWh	per unit	\$ 4.00	\$ 25.00	0%	22	Res Refrigerator		575	575	0	23,000	23,000	\$ -	\$ 14,375.00	\$ 14,375.00	\$ -
Freezer Decomm	570	kWh	per unit	\$ 108.50	\$ 108.50	5%	5	Res Refrigerator		2,050	2,050	0	1,168,500	1,168,500	\$ -	\$ 222,425.00	\$ 222,425.00	\$ -
LED: Engagement	13	kWh	per unit	\$ 9.00	\$ 9.00	1%	30	Res Lighting		10,700	10,700	0	144,236	144,236	\$ -	\$ 96,300.00	\$ 96,300.00	\$ -
Refrigerator CEE Tier 1 - Thank You Kit is Incentive	22	kWh	per unit	\$ 9.00	\$ -	0%	17	Res Refrigerator		1,185	1,185	0	26,070	26,070	\$ -	\$ -	\$ -	\$ -
Refrigerator CEE Tier 2	47	kWh	per unit	\$ 33.00	\$ 50.00	1%	17	Res Refrigerator		1,950	1,950	0	91,650	91,650	\$ -	\$ 97,500.00	\$ 97,500.00	\$ -
Refrigerator CEE Tier 3	88	kWh	per unit	\$ 77.00	\$ 50.00	1%	17	Res Refrigerator		1,090	1,090	0	95,920	95,920	\$ -	\$ 54,500.00	\$ 54,500.00	\$ -
Refrigerator Decomm	356	kWh	per unit	\$ 108.50	\$ 108.50	9%	11	Res Refrigerator		6,400	6,400	0	2,278,400	2,278,400	\$ -	\$ 694,400.00	\$ 694,400.00	\$ -
Refrigerator Decomm 20yrs	356	kWh	per unit	\$ 108.50	\$ 108.50	0%	11	Res Refrigerator		0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Refrigerator Replacement Year 1-14	494	kWh	per unit	\$ 500.00	\$ 500.00	5%	14	Res Refrigerator		3,000	3,000	0	1,482,000	1,482,000	\$ -	\$ 1,500,000.00	\$ 1,500,000.00	\$ -
Refrigerator Replacement Year 15-20	86	kWh	per unit	\$ 75.00	\$ 75.00	2%	20	Res Refrigerator		3,000	3,000	0	258,000	258,000	\$ -	\$ 225,000.00	\$ 225,000.00	\$ -
Retail Freezer Decomm	570	kWh	per unit	\$ 108.50	\$ 108.50	0%	5	Res Refrigerator		0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Retail Refrigerator Decomm	356	kWh	per unit	\$ 108.50	\$ 108.50	0%	11	Res Refrigerator		0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Showerhead - Engagement_C - Appl Repl - 1.5 gpm (E)	103	kWh	per unit	\$ 10.00	\$ 10.00	1%	10	Res Water Heat		1,500	1,500	0	154,500	154,500	\$ -	\$ 15,000.00	\$ 15,000.00	\$ 248,025.00
Showerhead - Engagement_EO - Appl Repl - 1.5 gpm	125	kWh	per unit	\$ 10.00	\$ 10.00	2%	10	Res Water Heat		3,450	3,450	0	431,250	431,250	\$ -	\$ 34,500.00	\$ 34,500.00	\$ 570,457.50
Showerhead - Leave Behind - Elec WH	228	kWh	per unit	\$ 10.00	\$ 10.00	3%	10	Res Water Heat		3,200	3,200	0	723,200	723,200	\$ -	\$ 32,000.00	\$ 32,000.00	\$ 529,120.00
Clothes Washer MEF 2.4 -3.09 Electric WH / Electric Dryer	82	kWh	per unit	\$ 73.00	\$ 50.00	11%	14	water heat	5,936	5,936	486,752	0	486,752	\$ 296,800.00	\$ -	\$ 296,800.00	\$ 1,263,893.12	
Clothes Washer MEF 2.4 -3.09 Electric WH / Gas Dryer	31	kWh	per unit	\$ 73.00	\$ 50.00	0%	14	water heat	114	114	3,534	0	3,534	\$ 5,700.00	\$ -	\$ 5,700.00	\$ 24,272.88	
Clothes Washer MEF 2.4 -3.09 Gas WH / Electric Dryer	59	kWh	per unit	\$ 73.00	\$ 50.00	9%	14	water heat	5,619	5,619	331,521	0	331,521	\$ 280,950.00	\$ -	\$ 280,950.00	\$ 1,196,397.48	
Clothes Washer MEF 2.4 -3.09 Gas WH / Gas Dryer	9	kWh	per unit	\$ 73.00	\$ 50.00	2%	14	water heat	1,374	1,374	12,366	0	12,366	\$ 68,700.00	\$ -	\$ 68,700.00	\$ 292,552.08	
Clothes Washer MEF 3.1+ Electric WH / Electric Dryer	140	kWh	per unit	\$ 206.00	\$ 50.00	1%	14	water heat	844	844	118,160	0	118,160	\$ 42,200.00	\$ -	\$ 42,200.00	\$ 266,163.84	
Clothes Washer MEF 3.1+ Electric WH / Gas Dryer	51	kWh	per unit	\$ 206.00	\$ 50.00	0%	14	water heat	20	20	1,020	0	1,020	\$ 1,000.00	\$ -	\$ 1,000.00	\$ 6,307.20	
Clothes Washer MEF 3.1+ Gas / Electric Dryer	105	kWh	per unit	\$ 206.00	\$ 50.00	1%	14	water heat	891	891	93,555	0	93,555	\$ 44,550.00	\$ -	\$ 44,550.00	\$ 280,985.76	
Clothes Washer MEF 3.1+ Gas WH / Gas Dryer	16	kWh	per unit	\$ 206.00	\$ 50.00	1%	14	water heat	202	202	3,232	0	3,232	\$ 10,100.00	\$ -	\$ 10,100.00	\$ 63,702.72	
Energy Star Freezer	40	kWh	per unit	\$ 4.00	\$ 25.00	0%	22	refrigerator	250	250	10,000	0	10,000	\$ 6,250.00	\$ -	\$ 6,250.00	\$ -	
Freezer Decomm	478	kWh	per unit	\$ 108.50	\$ 108.50	5%	5	refrigerator	2,000	2,000	956,000	0	956,000	\$ 217,000.00	\$ -	\$ 217,000.00	\$ -	
Refrigerator CEE Tier 3	85	kWh	per unit	\$ 81.00	\$ 50.00	1%	17	refrigerator	2,000	2,000	170,000	0	170,0					

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

											Ratios			Acquisition Cost	
Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	DBTC	Marketing	Outside Svcs	Acquisition Cost
\$5,625	\$750	\$4,412	\$0	\$400	\$82,509	\$0	\$200	\$72,695	\$0	\$166,590	5,560,625 kwh	40.3%	4.6%	40.3%	\$ 0.04
\$6,188	\$833	\$4,886	\$0	\$440	\$75,474	\$0	\$220	\$65,660	\$0	\$153,694	5,320,000 kwh				
\$5,250	\$750	\$4,242	\$0	\$500	\$75,474	\$250	\$100	\$65,660	\$0	\$152,226	472,500 kwh	0.0%	4.6%	80.2%	\$ 0.04
\$5,250	\$750	\$4,242	\$0	\$500	\$75,474	\$250	\$100	\$65,660	\$0	\$152,226	6,033,125 kwh	40.0%	4.6%	40.0%	\$ 0.04

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
\$152,225.50		\$318,815.50	
Budget Category	2014	2015	Total
LABOR			
Market Manager	\$1,875.00	\$0.00	\$1,875.00
Program Manager	\$3,750.00	\$5,250.00	\$9,000.00
			\$0.00
			\$0.00
MARKETING LABOR		\$750.00	\$1,500.00
Marketing Manager	\$250.00	\$250.00	\$500.00
Marketing Support	\$500.00	\$500.00	\$1,000.00
			\$0.00
			\$0.00
OVERHEAD		\$4,242.00	\$8,653.50
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$3,892.00	\$3,711.78	\$7,604.25
Marketing Staff	\$519.00	\$530.25	\$1,049.25
MARKETING		\$0.00	\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES		\$500.00	\$900.00
Employee training, travel, lodging	\$250.00	\$250.00	\$450.00
Phone expense, office supplies	\$250.00	\$250.00	\$450.00
			\$0.00
			\$0.00
OUTSIDE SERVICES		\$75,473.50	\$157,982.00
POWER	\$82,509.50	\$75,473.50	\$157,982.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS		\$250.00	\$250.00
		\$250.00	\$250.00
			\$0.00
			\$0.00
MISCELLANEOUS		\$100.00	\$300.00
	\$200.00	\$100.00	\$300.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER		\$65,660.00	\$138,355.00
Ratio	43.1%	43.1%	
REVENUE		\$0.00	\$0.00

Savings Section

Measure Name	Savings	UOM	Measure Information				Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals		
			Measure Cost	Incentive	2014	2015				Combined	2014	2015	Combined	2014	2015	Combined		
TOTALS →					100%		N/A					5,560,625	472,500	6,033,125	\$ 72,695.00	\$ 65,660.00	\$ 138,355.00	
Home Energy Reports (Original) - Elec	358.75	kWh	per unit	\$ 4.69	\$ 4.69	50%	2	lighting	15,500	0	15,500	5,560,625	0	5,560,625	\$ 72,695.00	\$ -	\$ 72,695.00	
Home Energy Reports - Legacy Y1 2	33.75	kWh	per unit	\$ 4.69	\$ 4.69	50%	2	lighting	0	14,000	14,000	0	472,500	472,500	\$ -	\$ 65,660.00	\$ 65,660.00	

HomePrint Schedule 214 Order Number 18230625 Electric

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only. Orange cells indicate a new budget element for 2015.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBIC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$85,556	\$26,325	\$77,422	\$93,750	\$3,000	\$25,000	\$1,000	\$2,000	\$1,880,000	\$0	\$2,194,053	3,400,000 kWh	85.7%	6.2%	1.1%	\$ 0.65
Original 2015 Budget	\$85,556	\$26,325	\$77,869	\$93,750	\$3,000	\$25,000	\$1,000	\$2,000	\$1,880,000	\$0	\$2,194,501	3,400,000 kWh				
Revised 2015 Budget	\$45,638	\$22,134	\$47,915	\$93,750	\$3,000	\$25,000	\$1,000	\$2,000	\$1,570,800	\$0	\$1,811,236	3,009,000 kWh	86.7%	7.2%	1.4%	\$ 0.60
Total	\$131,194	\$48,459	\$125,336	\$187,500	\$6,000	\$50,000	\$2,000	\$4,000	\$3,450,800	\$0	\$4,005,289	6,409,000 kWh	86.2%	6.7%	1.2%	\$ 0.62

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section			
Overall Total	2014	2015	Total
\$ 2,194,053.00	\$ 1,811,236.26	\$ 4,005,289.33	
Budget Category			
FTE	2014	2015	Total
LABOR	\$ 85,556.25	\$ 45,637.92	\$ 131,194.17
Avg of Staff	\$85,556.25	\$45,637.92	\$131,194.17
			\$0.00
			\$0.00
0.00			
MARKETING LABOR			
	\$ 26,325.00	\$ 22,133.76	\$ 48,458.76
	\$26,325.00	\$22,133.76	\$48,458.76
			\$0.00
			\$0.00
			\$0.00
OVERHEAD			
	\$ 77,421.83	\$47,914.58	\$ 125,336.40
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$59,204.83	\$32,266.01	\$91,470.83
Marketing Staff	\$18,216.90	\$15,648.57	\$33,865.47
			\$0.00
			\$0.00
MARKETING			
	\$ 93,750.00	\$ 93,750.00	\$ 187,500.00
Bill inserts, collateral, media	\$93,750.00	\$93,750.00	\$187,500.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES			
	\$ 3,000.00	\$ 3,000.00	\$ 6,000.00
Travel, tolls, meals, lodging, phone expens	\$3,000.00	\$3,000.00	\$6,000.00
Phone, office supplies, equipment			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES			
	\$ 25,000.00	\$ 25,000.00	\$ 50,000.00
Program Implementation	\$25,000.00	\$25,000.00	\$50,000.00
Generate customer assessment reports			\$0.00
			\$0.00
			\$0.00
MATERIALS			
	\$ 1,000.00	\$ 1,000.00	\$ 2,000.00
	\$1,000.00	\$1,000.00	\$2,000.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS			
	\$ 2,000.00	\$ 2,000.00	\$ 4,000.00
	\$2,000.00	\$2,000.00	\$4,000.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER			
	\$ 1,880,000.00	\$ 1,570,800.00	\$ 3,450,800.00
Ratio	85.7%	86.7%	
REVENUE			
	\$0.00	\$0.00	\$0.00

(Enter as a negative value)

HomePrint Schedule 214 Order Number 18230625 Electric

HomePrint Schedule 214 Order Number 18230625 Electric

Savings Section													Savings Section				Savings Se			
Measure Name	Savings	Measure Information		Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals		Combined	2014	Projected Savings		Combined	2014	Incentive Totals		Combined	Ass (Based on NEBs)
		UOM	Unit Type						2014	2015			2014	2015			2014	2015		
TOTALS →				\$ -	\$ -		N/A					3,400,000	3,009,000	6,409,000	\$ 1,880,000	\$ 1,570,800	\$ 3,450,800	661,560		
CFL bulbs - DI	23	kWh	per unit	\$ 3.00	\$ 3.00	0%	5	Lighting												
Showerhead - leave behind - REDUCED INCENTIVE \$10/Unit	260	kWh	per unit	\$ 10.00	\$ 10.00	12.9%	10	Water Heat	2,000	1,500	3,500	520,000	390,000	910,000	\$ 20,000.00	\$ 15,000.00	\$ 35,000.00	661560		
HomePrint Assessment - REDUCED INCENTIVE \$10/Unit	0	kWh	per home	\$ 115.00	\$ 115.00	0%			6,000	6,000	12,000	0	0	0	\$ 690,000.00	\$ 690,000.00	\$ 1,380,000.00			
LED bulbs - DI	32	kWh	per unit	\$ 15.00	\$ 13.00	0%	30	Lighting	90,000	0	90,000	2,880,000	0	2,880,000	\$ 1,170,000.00	\$ -	\$ 1,170,000.00			
A-Lamp LED - DI	18	kWh	per unit	\$ 8.75	\$ 8.75	22.8%	12	Lighting	0	38,000	38,000	0	684,000	684,000	\$ -	\$ 332,500.00	\$ 332,500.00			
Reflector LED - BR30 - DI	30	kWh	per unit	\$ 9.70	\$ 9.70	36.7%	12	Lighting	0	37,000	37,000	0	1,110,000	1,110,000	\$ -	\$ 358,900.00	\$ 358,900.00			
Globe LED - DI	15	kWh	per unit	\$ 6.56	\$ 6.56	7.9%	12	Lighting	0	15,000	15,000	0	225,000	225,000	\$ -	\$ 98,400.00	\$ 98,400.00			
APS - Occupancy Surge Protector	300	kWh	per unit	\$ 38.00	\$ 38.00	19.8%	5	Res Plug Load	0	2,000	2,000	0	600,000	600,000	\$ -	\$ 76,000.00	\$ 76,000.00			

2014 values
2015 values

Lighting Schedule 214 Order Number 18230440 Electric

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$375,000	\$150,000	\$363,300	\$1,870,000	\$9,000	\$1,096,600	\$7,500	\$36,000	\$10,933,361	\$0	\$14,840,761	66,120,084 kwh	73.7%	14.2%	7.4%	\$ 0.22
Original 2015 Budget	\$412,500	\$165,000	\$401,940	\$1,870,000	\$9,900	\$1,206,260	\$8,250	\$39,600	\$10,933,361	\$0	\$15,046,811	66,120,084 kwh				
Revised 2015 Budget	\$315,000	\$135,000	\$318,150	\$1,870,000	\$11,000	\$1,081,537	\$8,250	\$20,000	\$11,620,470	\$0	\$15,379,407	66,609,297 kwh	75.6%	13.6%	7.0%	\$ 0.23
Total	\$690,000	\$285,000	\$681,450	\$3,740,000	\$20,000	\$2,178,137	\$15,750	\$56,000	\$22,553,831	\$0	\$30,220,168	132,729,381 kwh	74.6%	13.9%	7.2%	\$ 0.23

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total		2014	2015	Total
		\$ 14,840,760.82	\$ 15,379,406.86	\$ 30,220,167.68
Budget Category	FTE	2014	2015	Total
LABOR		\$ 375,000.00	\$ 315,000.00	\$ 690,000.00
Market Manager	0.50	\$50,000.00	\$45,000.00	\$95,000.00
Program Manager	1.25	\$125,000.00	\$112,500.00	\$237,500.00
Program Implementer	1.00	\$125,000.00	\$90,000.00	\$215,000.00
Other Support	0.75	\$75,000.00	\$67,500.00	\$142,500.00
MARKETING LABOR	3.50	\$ 150,000.00	\$ 135,000.00	\$ 285,000.00
Marketing Manager		\$75,000.00	\$67,500.00	\$142,500.00
Marketing Support		\$75,000.00	\$67,500.00	\$142,500.00
OVERHEAD		\$ 363,300.00	\$ 318,150.00	\$ 681,450.00
Percentages for Applicable Year		69.20%	70.70%	
Program Staff		\$259,500.00	\$222,705.00	\$482,205.00
Marketing Staff		\$103,800.00	\$95,445.00	\$199,245.00
MARKETING		\$ 1,870,000.00	\$ 1,870,000.00	\$ 3,740,000.00
Materials & Campaign		\$1,870,000.00	\$1,870,000.00	\$3,740,000.00
EMPLOYEE/OFFICE EXPENSES		\$ 9,000.00	\$ 11,000.00	\$ 20,000.00
OUTSIDE SERVICES		\$ 1,096,600.00	\$ 1,081,537.00	\$ 2,178,137.00
Incentive Processing		\$421,600.00	\$249,450.00	\$671,050.00
Field Services		\$675,000.00	\$832,087.00	\$1,507,087.00
MATERIALS		\$ 7,500.00	\$ 8,250.00	\$ 15,750.00
MISCELLANEOUS		\$ 36,000.00	\$ 20,000.00	\$ 56,000.00
DIRECT BENEFIT TO CUSTOMER Ratio		10,933,360.82 73.7%	\$ 11,620,469.86 75.6%	\$ 22,553,830.68
REVENUE		\$0.00	\$0.00	\$0.00

Lighting Schedule 214 Order Number 18230440 Electric

Lighting Schedule 214 Order Number 18230440 Electric

Savings Section

Measure Name	Savings	UOM	Measure Information			Support %	Measure Life	End Use	Unit Totals		Projected Savings		Incentive Totals		ess (Based on NEBs)		
			Unit Type	Measure Cost	Incentive				2014	2015	2014	2015	2014	2015			
TOTALS						100%	N/A		0	0	66,120,084	66,609,297	132,729,381	\$ 10,933,360.82	\$ 11,620,469.86	\$ 22,553,830.68	0
Engagement Bulb	6	kWh	per unit	\$ 1.70	\$ 1.70	0.0%	5	lighting			0	0	0	\$ -	\$ -	\$ -	
Engagement Bulb LED	13.48	kWh	per unit	\$ 8.00	\$ 8.00	4.0%	12	lighting	45,000	45,000	0	0	0	\$ -	\$ -	\$ 360,000.00	\$ 360,000.00
A-Lamp LED	16.02	kWh	per unit	\$ 10.11	\$ 3.25	16.0%	12	lighting	1,402,973	1,402,973	0	0	22,475,621	\$ -	\$ -	\$ 4,559,660.89	\$ 4,559,660.89
Candelabra LED	17.76	kWh	per unit	\$ 11.56	\$ 2.75	2.6%	12	lighting	194,366	194,366	0	0	3,451,946	\$ -	\$ -	\$ 534,507.46	\$ 534,507.46
Globe LED	15.71	kWh	per unit	\$ 12.83	\$ 2.75	1.0%	12	lighting	129,273	129,273	0	0	2,030,874	\$ -	\$ -	\$ 355,499.88	\$ 355,499.88
Indoor LED Fixture	23.99	kWh	per unit	\$ 15.79	\$ 10.00	1.3%	15	lighting	69,768	69,768	0	0	1,673,731	\$ -	\$ -	\$ 697,678.79	\$ 697,678.79
MR-16 LED	25.42	kWh	per unit	\$ 15.82	\$ 5.00	0.2%	12	lighting	10,000	10,000	0	0	254,200	\$ -	\$ -	\$ 50,000.00	\$ 50,000.00
Outdoor LED Fixture	58.47	kWh	per unit	\$ 10.11	\$ 11.00	1.5%	15	lighting	35,200	35,200	0	0	2,058,144	\$ -	\$ -	\$ 387,200.00	\$ 387,200.00
Reflector LED	28.23	kWh	per unit	\$ 14.36	\$ 5.50	13.0%	12	lighting	650,000	650,000	0	0	18,349,500	\$ -	\$ -	\$ 3,575,000.00	\$ 3,575,000.00
Retrofit Kit LED	19.99	kWh	per unit	\$ 10.05	\$ 6.50	1.0%	15	lighting	62,346	62,346	0	0	1,246,291	\$ -	\$ -	\$ 405,247.23	\$ 405,247.23
Specialty CFL	15.09	kWh	per unit	\$ 3.26	\$ 0.50	5.0%	7	lighting	437,246	437,246	0	0	6,598,045	\$ -	\$ -	\$ 218,623.09	\$ 218,623.09
Standard CFL	9.09	kWh	per unit	\$ 1.84	\$ 0.50	4.5%	5	lighting	850,105	850,105	0	0	7,727,455	\$ -	\$ -	\$ 425,052.52	\$ 425,052.52
Standard CFL - Door-to-Door/Direct-Mail	15	kWh	per unit	\$ 3.00	\$ 2.25	0.0%	5	lighting	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
A-Lamp Induction	10.53	kWh	per unit	\$ 7.97	\$ 4.00	0.1%	12	lighting	13,000	13,000	0	0	136,890	\$ -	\$ -	\$ 52,000.00	\$ 52,000.00
A-Lamp LED	18	kWh	per unit	\$ 27.50	\$ 6.50	10.0%	30	lighting	525,000	525,000	9,450,000	0	9,450,000	\$ 3,412,500.00	\$ -	\$ 3,412,500.00	
Engagement Bulb	20	kWh	per unit	\$ 8.00	\$ 8.00	0.5%	30	lighting	5,600	5,600	112,000	0	112,000	\$ 44,800.00	\$ -	\$ 44,800.00	
Indoor CFL Fixture	43	kWh	per unit	\$ 25.00	\$ -	0.0%	15	lighting	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Indoor LED Fixture	50	kWh	per unit	\$ 50.00	\$ 12.00	1.0%	18	lighting	65,000	65,000	3,250,000	0	3,250,000	\$ 780,000.00	\$ -	\$ 780,000.00	
MR-16 LED	22	kWh	per unit	\$ 15.82	\$ 6.00	0.5%	30	lighting	10,000	10,000	220,000	0	220,000	\$ 60,000.00	\$ -	\$ 60,000.00	
Occupancy Sensors	84	kWh	per unit	\$ 19.97	\$ 10.00	0.0%	25	lighting	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Outdoor CFL Fixture	120	kWh	per unit	\$ 14.00	\$ -	0.0%	15	lighting	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Outdoor LED Fixture	143	kWh	per unit	\$ 50.00	\$ 11.00	0.0%	18	lighting	35,200	35,200	5,033,600	0	5,033,600	\$ 387,200.00	\$ -	\$ 387,200.00	
Reflector LED	23	kWh	per unit	\$ 26.78	\$ 7.50	4.5%	30	lighting	295,000	295,000	6,785,000	0	6,785,000	\$ 2,212,500.00	\$ -	\$ 2,212,500.00	
Specialty CFL	17	kWh	per unit	\$ 2.00	\$ 2.00	13.0%	7	lighting	1,330,300	1,330,300	22,615,100	0	22,615,100	\$ 2,660,600.00	\$ -	\$ 2,660,600.00	
Standard CFL	16	kWh	per unit	\$ 3.00	\$ 1.18	20.5%	5	lighting	1,165,899	1,165,899	18,654,384	0	18,654,384	\$ 1,375,760.82	\$ -	\$ 1,375,760.82	

2015 values

2014 values

Return to Electric Sector View

SF Existing ARRA Wx Schedule 214 Order Number 18230501 Electric

SF Existing ARRA Wx Schedule 214 Order Number 18230501 Electric

SF Existing ARRA Wx Schedule 214 Order Number 18230501 Electric

SF Existing ARRA Wx Schedule 214 Order Number 18230501 Electric

Extended contract with WSU to install floor insulation in manufactured homes.

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	kwh	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Original 2015 Budget												kwh				
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100,000	\$0	\$100,000	294,000 kwh	100.0%	0.0%	0.0%	\$ 0.34
Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$100,000	\$0	\$100,000	294,000 kwh	100.0%	0.0%	0.0%	\$ 0.34

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
\$100,000.00		\$ 100,000.00	\$ 100,000.00
Budget Category	2014	2015	Total
FTE LABOR		\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
0.00			\$0.00
MARKETING LABOR		\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD		\$ -	\$ -
Percentages for Applicable Year	00.00%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
MARKETING		\$ -	\$ -
Detail 1			\$0.00
Detail 2			\$0.00
Detail 3			\$0.00
Detail 4			\$0.00
EMPLOYEE/OFFICE EXPENSES		\$ -	\$ -
Detail 1			\$0.00
Detail 2			\$0.00
Detail 3			\$0.00
Detail 4			\$0.00
OUTSIDE SERVICES		\$ -	\$ -
Detail 1			\$0.00
Detail 2			\$0.00
Detail 3			\$0.00
Detail 4			\$0.00
MATERIALS		\$ -	\$ -
Detail 1			\$0.00
Detail 2			\$0.00
Detail 3			\$0.00
Detail 4			\$0.00
MISCELLANEOUS		\$ -	\$ -
Detail 1			\$0.00
Detail 2			\$0.00
Detail 3			\$0.00
Detail 4			\$0.00
DIRECT BENEFIT TO CUSTOMER		\$ 100,000.00	\$ 100,000.00
Ratio			
REVENUE	\$0.00	\$0.00	\$0.00

SF Existing ARRA Wx Schedule 214 Order Number 18230501 Electric

SF Existing ARRA Wx Schedule 214 Order Number 18230501 Electric

Savings Section

Measure Name	Savings	UOM	Measure Information				Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			s (Based on NEBs)
			Unit Type	Measure Cost	Incentive	Support %			2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	
TOTALS							N/A					0	294,000	294,000	\$ -	\$ 100,000.00	\$ 100,000.00	\$ -
Mobile Home Floor Insulation R-0 to R-30	1.47	kWh	square foot	\$ 1.00	\$ 0.50	100%	25	SF Space Heat	0	200,000	200,000	0	294,000	294,000	\$ -	\$ 100,000.00	\$ 100,000.00	\$ -

2014 Values are shown as reference only.
Original 2015 Budget
Revised 2015 Budget
2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBIC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	#DIV/0!
2014	\$40,584	\$6,581	\$32,639	\$15,000	\$402	\$127	\$508	\$591	\$1,586,625	\$0	\$1,683,057	3,592,000 kwh	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Original 2015 Budget	\$40,584	\$6,581	\$32,827	\$15,000	\$402	\$127	\$508	\$591	\$1,586,700	\$0	\$1,683,321	3,592,160 kwh				
Revised 2015 Budget	\$39,037	\$4,024	\$30,444	\$15,000	\$402	\$127	\$508	\$591	\$1,575,503	\$0	\$1,665,636	4,665,981 kwh	56.4%	1.8%	35.6%	0.36
Total	\$79,621	\$10,606	\$63,083	\$30,000	\$805	\$254	\$1,016	\$1,181	\$3,162,128	\$0	\$3,348,693	8,257,981 kwh	66.4%	14.4%	0.0%	0.53

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
Budget Category	2014	2015	Total
FTE LABOR	\$40,584.39	\$39,036.60	\$79,620.98
Avg of Staff Labor			\$0.00
			\$0.00
			\$0.00
MARKETING LABOR	\$6,581.75	\$4,024.32	\$10,605.57
			\$0.00
			\$0.00
OVERHEAD	\$32,639.00	\$30,444.07	\$63,082.69
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$29,054.30	\$27,598.88	\$55,683.27
Marketing Staff	\$4,584.21	\$2,845.19	\$7,399.42
MARKETING	\$15,000.00	\$15,000.00	\$30,000.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$402.26	\$402.26	\$804.52
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$126.99	\$126.99	\$253.98
			\$0.00
			\$0.00
MATERIALS	\$507.96	\$507.96	\$1,015.92
			\$0.00
			\$0.00
MISCELLANEOUS	\$590.71	\$590.71	\$1,181.42
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$1,575,503.20	\$1,575,503.20	\$3,162,128.20
Ratio	94.9%	94.6%	
REVENUE	\$0.00	\$0.00	\$0.00

Savings Section

Measure Name	Savings	UOM	Measure Information			Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			Less (Based on NEBs)
			Unit Type	Measure Cost	Incentive				2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	
TOTALS						100%	N/A					3,592,000	4,665,981	8,257,981	\$ 1,586,625.00	\$ 1,575,503.20	\$ 3,162,128.20	\$ -
Elec - Manufactured Home Duct Sealing - Level 1 (In Park)	600	kWh	per unit	\$ 250.00	\$ 250.00		20	SF space heat	623	0	623	373,800	0	373,800	\$ 155,750.00	\$ -	\$ 155,750.00	
Elec - Manufactured Home Duct Sealing - Level 1 (Out of Park)	800	kWh	per unit	\$ 290.00	\$ 290.00		20	SF space heat	550	0	550	330,000	0	330,000	\$ 159,500.00	\$ -	\$ 159,500.00	
Elec - Manufactured Home Duct Sealing - Level 2 (In Park)	800	kWh	per unit	\$ 350.00	\$ 350.00		20	SF space heat	700	0	700	560,000	0	560,000	\$ 245,000.00	\$ -	\$ 245,000.00	
Elec - Manufactured Home Duct Sealing - Level 2 (Out of Park)	800	kWh	per unit	\$ 400.00	\$ 400.00		20	SF space heat	725	0	725	580,000	0	580,000	\$ 290,000.00	\$ -	\$ 290,000.00	
Elec - Manufactured Home Duct Sealing - Level 3 (In Park)	1000	kWh	per unit	\$ 390.00	\$ 390.00		20	SF space heat	300	0	300	300,000	0	300,000	\$ 117,000.00	\$ -	\$ 117,000.00	
Elec - Manufactured Home Duct Sealing - Level 3 (Out of Park)	1000	kWh	per unit	\$ 440.00	\$ 440.00		20	SF space heat	425	0	425	425,000	0	425,000	\$ 187,000.00	\$ -	\$ 187,000.00	
Elec - MHDS Direct Install CFL	23	kWh	per unit	\$ 4.90	\$ 4.90		5	lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -	
Elec - MHDS Showerhead - Direct Install #1	307	kWh	per unit	\$ 35.00	\$ 35.00		10	water heat	1,600	0	1,600	491,200	0	491,200	\$ 56,000.00	\$ -	\$ 56,000.00	\$ 529,248.00
Elec - MHDS Showerhead - Direct Install #2	307	kWh	per unit	\$ 15.00	\$ 15.00		10	water heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	
Elec - Furnace Filter	0	kWh	per unit	\$ 20.00	\$ 20.00				6,350	0	6,350	0	0	0	\$ 127,000.00	\$ -	\$ 127,000.00	\$ 254,000.00
Mobile Home Floor Insulation R-0 to R-30****	1.47	kWh	per unit	\$ 1.61	\$ 1.61		25	SF space heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	
NOTE: Costs for Krohm barrier (Krohm 190.2057) and Framing Brackets (B0.0414) are applied to the insulation measure cost (R1.1724).																		
LED bulbs - Di	32	kWh	per unit	\$ 17.00	\$ 15.00		30	lighting	16,625	0	16,625	532,000	0	532,000	\$ 249,375.00	\$ -	\$ 249,375.00	
Elec - Manufactured Home Duct Sealing - Level 1 (In Park)	900	kWh	per unit	\$ 390.00	\$ 390.00	7%	20	SF Space Heat	0	369	369	0	332,100	332,100	\$ -	\$ 143,910.00	\$ 143,910.00	
Elec - Manufactured Home Duct Sealing - Level 1 (Out of Park)	1000	kWh	per unit	\$ 475.00	\$ 475.00	14%	20	SF Space Heat	0	671	671	0	671,000	671,000	\$ -	\$ 318,725.00	\$ 318,725.00	
Elec - Manufactured Home Duct Sealing - Level 2 (In Park)	900	kWh	per unit	\$ 390.00	\$ 390.00	3%	20	SF Space Heat	0	153	153	0	137,700	137,700	\$ -	\$ 69,670.00	\$ 69,670.00	
Elec - Manufactured Home Duct Sealing - Level 2 (Out of Park)	1000	kWh	per unit	\$ 475.00	\$ 475.00	3%	20	SF Space Heat	0	153	153	0	153,000	153,000	\$ -	\$ 72,675.00	\$ 72,675.00	
Elec - Manufactured Home Duct Sealing - Level 3 (In Park)	1600	kWh	per unit	\$ 475.00	\$ 475.00	11%	20	SF Space Heat	0	313	313	0	500,800	500,800	\$ -	\$ 148,675.00	\$ 148,675.00	
Elec - Manufactured Home Duct Sealing - Level 3 (Out of Park)	2500	kWh	per unit	\$ 550.00	\$ 550.00	42%	20	SF Space Heat	0	783	783	0	1,957,500	1,957,500	\$ -	\$ 430,650.00	\$ 430,650.00	
Elec - MHDS Direct Install LED A-Lamp	17	kWh	per unit	\$ 30.00	\$ 30.00	4%	12	Res Lighting	0	12,403	12,403	0	210,851	210,851	\$ -	\$ 372,090.00	\$ 372,090.00	
Elec - MHDS Showerhead - Direct Install #1	307	kWh	per unit	\$ 10.58	\$ 10.58	15%	10	Res Water Heat	0	2,290	2,290	0	703,030	703,030	\$ -	\$ 24,228.20	\$ 24,228.20	\$ 378,743.10
DIM only Service	0	kWh	per unit	\$ 80.00	\$ 80.00	0%			0	61	61	0	0	0	\$ -	\$ 4,880.00	\$ 4,880.00	

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$50,000	\$0	\$34,600	\$15,500	\$1,100	\$7,000	\$400	\$0	\$279,966	\$0	\$388,566	1,057,399 kwh	72.1%	4.0%	1.8%	\$ 0.37
Original 2015 Budget	\$50,000	\$0	\$34,800	\$15,500	\$1,100	\$8,000	\$800	\$0	\$690,699	\$0	\$800,899	1,468,310 kwh				
Revised 2015 Budget	\$65,000	\$3,000	\$48,076	\$10,000	\$6,000	\$0	\$800	\$0	\$279,966	\$0	\$412,842	1,057,399 kwh	67.8%	3.6%	0.0%	\$ 0.39
Total	\$115,000	\$3,000	\$82,676	\$25,500	\$7,100	\$7,000	\$1,200	\$0	\$559,931	\$0	\$801,407	2,114,797 kwh	69.9%	3.8%	0.9%	\$ 0.38

NOTE: "Total" excludes "Original 2015 Budget" amount

Due to file size, the 2015-specific measure table was imported to the 2015 ACP, and replaces the original 2014-2015 view.

Savings Section

Savings Section

Spending Section			
Overall Total	\$ 388,566.60	\$ 412,841.60	\$ 801,407.20
Budget Category	2014	2015	Total
FTE LABOR	\$50,000.00	\$ 65,000.00	\$ 115,000.00
Market Manager	\$3,000.00	\$3,000.00	\$6,000.00
Energy Management Engineer	\$5,000.00	\$5,000.00	\$10,000.00
Program Manager	\$30,000.00	\$30,000.00	\$60,000.00
Program Coordinator	\$2,000.00	\$17,000.00	\$19,000.00
Program Implementer	\$10,000.00	\$10,000.00	\$20,000.00
0.00			
MARKETING LABOR	\$ -	\$ 3,000.00	\$ 3,000.00
Staff	\$0.00	\$3,000.00	\$3,000.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 34,600.00	\$ 48,076.00	\$ 82,676.00
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$34,600.00	\$45,955.00	\$80,555.00
Marketing Staff	\$0.00	\$2,121.00	\$2,121.00
MARKETING	\$ 15,500.00	\$10,000.00	\$ 25,500.00
Marketing - Advertising, MFNC	\$15,000.00	\$10,000.00	\$25,000.00
	\$500.00		\$500.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,100.00	\$ 6,000.00	\$ 7,100.00
Phone, software, training	\$1,100.00	\$1,000.00	\$2,100.00
registration, travel, lodging		\$5,000.00	\$5,000.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 7,000.00	\$ -	\$ 7,000.00
Industry publications, memberships	\$7,000.00	\$0.00	\$7,000.00
			\$0.00
			\$0.00
MATERIALS	\$ 400.00	\$ 800.00	\$ 1,200.00
Tools	\$400.00	\$800.00	\$1,200.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 279,965.60	\$ 279,965.60	\$ 559,931.20
Ratio	72.1%	67.8%	
REVENUE	\$0.00	\$0.00	\$0.00

UOM	Measure Information					REVISIED 2015 Supp. %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals		
	Measure Name	Savings	Unit Type	Measure Cost	Incentive				PLANNED 2015	REVISIED 2015	Delta	PLANNED 2015	REVISIED 2015	Delta	PLANNED 2015	REVISIED 2015	Delta
				\$ 335,917.60	\$ 33,821.03		N/A					1,057,399	1,057,399	0	\$ 279,965.60	\$ 279,965.60	\$ -
kWh	Clothes Washer 2.4+ MEF CEE Tier 3	71	per unit	\$ 78.00	\$ 75.00	8.3%	14	Comm Water Heat	1,236	1,236	0	87,756	87,756	0	\$ 92,700.00	\$ 92,700.00	\$ -
kWh	Corridor Lighting Reduction	0.0578	square foot	\$ 0.01	\$ 0.02	1.5%	12	Comm Lighting	282,560	282,560	0	16,332	16,332	0	\$ 5,651.20	\$ 5,651.20	\$ -
kWh	Garage Lighting Reduction 2011	0.0166	square foot	\$ -	\$ 0.01	0.7%	12	Comm Lighting	423,840	423,840	0	7,036	7,036	0	\$ 4,238.40	\$ 4,238.40	\$ -
kWh	LED Lamp Tenant Controlled	32	per unit	\$ 22.43	\$ 14.00	0.0%	30	Res Lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -
kWh	Showerhead - Max 1.50 gpm EWH	307	per unit	\$ 31.00	\$ 25.00	12.8%	10	Res Water Heat	442	442	0	135,694	135,694	0	\$ 11,050.00	\$ 11,050.00	\$ -
kWh	Showerhead - Max 1.75 gpm EWH	222	per unit	\$ 31.00	\$ 15.00	9.3%	10	Res Water Heat	442	442	0	98,124	98,124	0	\$ 6,630.00	\$ 6,630.00	\$ -
kWh	Stairwell bi-level >3	203	per unit	\$ 70.00	\$ 70.00	3.9%	12	Comm Lighting	204	204	0	41,412	41,412	0	\$ 14,280.00	\$ 14,280.00	\$ -
kWh	Stairwell bi-level >= 10 floors	379	per unit	\$ 70.00	\$ 70.00	0.0%	12	Comm Lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -
kWh	Whole Building - Target Design	111841	calculated	\$ 30,000.00	\$ 22,380.00	52.9%	15	MF Space Heat	5	5	0	559,205	559,205	0	\$ 111,900.00	\$ 111,900.00	\$ -
kWh	Whole Building - Actual Use	37280	calculated	\$ 15,000.00	\$ 11,172.00	10.6%	15	MF Space Heat	3	3	0	111,840	111,840	0	\$ 33,516.00	\$ 33,516.00	\$ -

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Due to file size, the 2015-specific measure table was imported to the 2015 ACP, and replaces the original 2014-2015 view.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBIC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost	
												DBTC	Marketing	Outside Svcs		
	\$162,565	\$70,978	\$161,612	\$70,293	\$16,400	\$500,000	\$12,000	\$0	\$7,269,774	\$0	\$8,263,622	18,021,281 kWh	88.0%	2.3%	6.1%	\$ 0.46
	\$162,565	\$70,978	\$162,546	\$70,293	\$16,400	\$500,000	\$12,000	\$0	\$9,194,853	\$0	\$10,189,635	22,436,781 kWh				
	\$188,927	\$63,880	\$178,735	\$74,293	\$12,400	\$1,046,267	\$4,000	\$1,500	\$9,943,535	\$0	\$11,513,537	25,861,860 kWh	86.4%	1.5%	9.1%	\$ 0.45
Total	\$351,492	\$134,858	\$340,346	\$144,586	\$28,800	\$1,546,267	\$16,000	\$1,500	\$17,213,309	\$0	\$19,777,159	43,883,141 kWh	87.0%	1.8%	7.8%	\$ 0.45

Spending Section

Overall Total	2014	2015	Total
\$8,263,622.84	\$11,513,536.69	\$19,777,158.53	
Budget Category	2014	2015	Total
FTE LABOR	\$162,565.00	\$188,926.95	\$351,492.00
Market Manager	\$17,574.60	\$17,574.60	\$35,149.20
Program Manager	\$70,298.40	\$70,298.40	\$140,596.80
Program Implementer	\$35,149.20	\$35,149.20	\$70,298.40
Energy Management Engineer	\$17,574.60	\$65,904.75	\$83,479.35
Other Support	\$21,968.25	\$0.00	\$21,968.25
MARKETING LABOR	\$70,978.00	\$63,880.20	\$134,858.20
Marketing Lead	\$56,938.00	\$11,262.20	\$68,200.20
Marketing Support	\$14,020.00	\$12,618.00	\$26,638.00
			\$0.00
			\$0.00
OVERHEAD	\$161,611.79	\$178,734.66	\$340,346.45
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$112,495.01	\$133,571.95	\$246,066.37
Marketing Staff	\$49,116.78	\$45,163.30	\$94,280.08
MARKETING	\$70,293.00	\$74,293.00	\$144,586.00
Marketing Events, material, mailings etc.	\$70,293.00	\$74,293.00	\$144,586.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$16,400.00	\$12,400.00	\$28,800.00
Training, travel, lodging, phone expense	\$12,000.00	\$8,000.00	\$20,000.00
Printing	\$400.00	\$400.00	\$800.00
PSE assessed charges	\$4,000.00	\$4,000.00	\$8,000.00
			\$0.00
OUTSIDE SERVICES	\$500,000.00	\$1,046,266.88	\$1,546,266.88
Labor - field management activities	\$500,000.00	\$1,046,266.88	\$1,546,266.88
Blower Door Testing (built into measure cost)	\$0.00	\$0.00	\$0.00
			\$0.00
MATERIALS	\$12,000.00	\$4,000.00	\$16,000.00
Diagnostic tools, safety equipment	\$12,000.00	\$4,000.00	\$16,000.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$1,500.00	\$1,500.00	\$1,500.00
	\$1,500.00	\$1,500.00	\$1,500.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$7,269,774.00	\$9,943,535.00	\$17,213,309.00
Ratio	88.0%	86.4%	
REVENUE	\$0.00	\$0.00	\$0.00

Savings Section

UOM	Measure Information		Unit Type	Measure Cost	Incentive	Supp. %	Measure Life	End Use	PLANNED 2015	Unit Totals		PLANNED 2015	Projected Savings		Delta	PLANNED 2015	Incentive Totals		Delta	NEBs per Unit
	Measure Name	Savings								REVISIED 2015	REVISIED 2015		REVISIED 2015	REVISIED 2015			REVISIED 2015			
	TOTALS			\$ 14,167,786.00	\$ 41,032.90							18,021,281	25,861,860	7,840,579	\$ 7,269,774.00	\$ 9,943,535.00	\$ 2,673,761.00			
kWh	Advanced Power Strip (R) - Direct Install	300	per unit	\$ 55.00	\$ 55.00	13.9%	5	Res Plug Load	0	12,000	12,000	0	3,800,000	3,600,000	\$ -	\$ -	\$ 660,000.00	\$ -	\$ 23.64	
kWh	Aerator - 1.5 gpm EW/H - Direct Install	66	per unit	\$ 2.10	\$ 2.10	0.5%	10	Res Water Heat	0	2,000	2,000	0	132,000	132,000	\$ -	\$ -	\$ 4,200.00	\$ -		
kWh	Attic Insulation R10 to R38	2,18	square foot	\$ 1.48	\$ 1.48	6.7%	30	MF Space Heat	800,000	800,000	0	1,744,000	1,744,000	0	\$ 1,184,000.00	\$ 1,184,000.00	\$ -	\$ -		
kWh	Attic Insulation R11 to R38	2,18	square foot	\$ 1.06	\$ 0.75	1.6%	30	MF Space Heat	12,000	184,000	172,000	26,160	401,120	374,960	\$ 9,000.00	\$ 138,000.00	\$ 129,000.00	\$ -		
kWh	Attic Insulation R11 to R38	1,39	square foot	\$ 0.75	\$ 0.75	8.1%	30	MF Space Heat	1,500,000	1,500,000	0	2,085,000	2,085,000	0	\$ 1,125,000.00	\$ 1,125,000.00	\$ -	\$ -		
kWh	Washer MEF 2.46 or Higher (EW/H)	84	per unit	\$ 78.00	\$ 50.00	0.0%	14	Res Water Heat	100	50	(50)	8,400	4,200	(4,200)	\$ 5,000.00	\$ 2,500.00	\$ (2,500.00)	\$ 106.46		
kWh	Washer Replacement Electric WH / Elec	764	per unit	\$ 600.00	\$ 600.00	7.4%	14	Res Water Heat	0	2,500	2,500	1,910,000	1,910,000	\$ -	\$ 1,500,000.00	\$ 1,500,000.00	\$ -	\$ 106.46		
kWh	Common Area Lighting (Calculated)	54135	calculated	\$ 16,055.00	\$ 8,050.00	17.4%	15	Comm Lighting	69	83	14	3,735,316	4,493,205	757,889	\$ 552,000.00	\$ 664,000.00	\$ 112,000.00	\$ -		
kWh	Ductless Heat Pump	2000	calculated	\$ 3,407.00	\$ 1,200.00	1.5%	20	MF Space Heat	200	200	0	400,000	400,000	0	\$ 240,000.00	\$ 240,000.00	\$ -	\$ -		
kWh	E2G Fuel Conv - WH Only - Storage	3500	per home	\$ 2,196.00	\$ 950.00	0.0%	30	Res Water Heat	0	3	3	10,500	10,500	0	\$ -	\$ 2,850.00	\$ 2,850.00	\$ -		
kWh	E2G Fuel Conv - WH Only - Tankless	3500	per home	\$ 3,489.00	\$ 950.00	0.0%	30	Res Water Heat	0	3	3	10,500	10,500	0	\$ -	\$ 2,850.00	\$ 2,850.00	\$ -		
kWh	Energy Star CFL - Direct Install	23	per unit	\$ 8.75	\$ 8.75	0.0%	5	Res Lighting	50,000	0	(50,000)	1,150,000	0	(1,150,000)	\$ 437,500.00	\$ -	\$ (437,500.00)	\$ -		
kWh	Star Heat Pump - Tier 2 = 9.0 HSPF, 1	128	per unit	\$ 884.00	\$ 350.00	0.0%	20	SF Heat Pump	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -		
kWh	Energy Star Heat Pump - Tier 3 = 10.0 HSPF, 16 SEER	939	per unit	\$ 1,688.00	\$ 800.00	0.0%	20	MF Space Heat	0	6	6	5,634	5,634	0	\$ -	\$ 4,800.00	\$ 4,800.00	\$ -		
kWh	Energy Star Outdoor LED Fixture	47	per unit	\$ 50.00	\$ 30.00	0.0%	12	Res Lighting	0	100	100	4,700	4,700	0	\$ -	\$ 3,000.00	\$ 3,000.00	\$ -		
kWh	Energy Star Indoor LED Fixture	13	per unit	\$ 50.00	\$ 30.00	0.0%	12	Res Lighting	0	100	100	1,300	1,300	0	\$ -	\$ 3,000.00	\$ 3,000.00	\$ -		
kWh	Energy Star Refrigerator	85	per unit	\$ 81.00	\$ 50.00	0.0%	17	Res Refrigerator	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -		
kWh	Energy Star Ventilation Fan	143	per unit	\$ 40.00	\$ 50.00	0.1%	10	Res Plug Load	200	100	(100)	28,600	14,300	(14,300)	\$ 10,000.00	\$ 5,000.00	\$ (5,000.00)	\$ -		
kWh	Energy Star Ventilation Fan with Air Seal	143	per home	\$ 250.00	\$ 200.00	0.4%	10	Res Plug Load	0	720	720	102,960	102,960	\$ -	\$ 144,000.00	\$ 144,000.00	\$ -			
kWh	Floor Insulation R10 to R30	1,3	square foot	\$ 1.59	\$ 0.75	0.4%	30	MF Space Heat	150,000	80,000	(70,000)	195,000	104,000	(91,000)	\$ 112,500.00	\$ 60,000.00	\$ (52,500.00)	\$ -		
kWh	Floor Insulation R11 to R30	0,66	square foot	\$ 1.01	\$ 0.75	0.0%	30	MF Space Heat	0	15,000	15,000	9,900	9,900	0	\$ -	\$ 11,250.00	\$ 11,250.00	\$ -		
kWh	HRV/ERV	21168	calculated	\$ 17,958.00	\$ 6,351.00	0.2%	15	MF Space Heat	2	2	0	42,336	42,336	0	\$ 12,702.00	\$ 12,702.00	\$ -	\$ -		
kWh	Heat Pump (Calculated)	1140	calculated	\$ 1,347.00	\$ 356.00	0.0%	15	MF Space Heat	0	5	5	5,700	5,700	0	\$ -	\$ 1,780.00	\$ 1,780.00	\$ -		
kWh	Heat Pump Water Heater (Tier 1) - In Unit	887	per unit	\$ 900.00	\$ 500.00	0.0%	15	Res Water Heat	0	5	5	4,435	4,435	0	\$ -	\$ 2,500.00	\$ 2,500.00	\$ -		
kWh	Heat Pump Water Heater (Tier 2) - In Unit	1794	per unit	\$ 1,389.00	\$ 800.00	0.0%	15	Res Water Heat	0	5	5	8,970	8,970	0	\$ -	\$ 4,000.00	\$ 4,000.00	\$ -		
kWh	LED - A-Lamp - Direct Install	17	per unit	\$ 15.41	\$ 15.41	3.9%	12	Res Lighting	70,000	60,000	(10,000)	1,190,000	1,020,000	(170,000)	\$ 1,078,700.00	\$ 924,600.00	\$ (154,100.00)	\$ -		
kWh	LED - A-Lamp - Direct Install (Labor)	17	per unit	\$ 15.41	\$ 6.75	0.0%	12	Res Lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -		
kWh	LED - Candelabra - Direct Install	19	per unit	\$ 11.22	\$ 11.22	0.6%	12	Res Lighting	10,000	8,000	(2,000)	190,000	152,000	(38,000)	\$ 112,200.00	\$ 89,760.00	\$ (22,440.00)	\$ -		
kWh	LED - Candelabra - Direct Install (Labor)	19	per unit	\$ 11.22	\$ 6.75	0.0%	12	Res Lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -		
kWh	LED - MR-16 - Direct Install	23	per unit	\$ 15.94	\$ 15.94	0.2%	12	Res Lighting	800	2,000	1,200	18,400	46,000	27,600	\$ 12,752.00	\$ 31,880.00	\$ 19,128.00	\$ -		
kWh	LED - MR-16 - Direct Install (Labor)	23	per unit	\$ 15.94	\$ 6.75	0.0%	12	Res Lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -		
kWh	LED Globe - Direct Install	16	per unit	\$ 12.74	\$ 12.74	1.2%	12	Res Lighting	0	20,000	20,000	0	320,000	320,000	0	\$ -	\$ 254,800.00	\$ 254,800.00	\$ -	
kWh	LED Globe - Direct Install (Labor)	16	per unit	\$ 12.74	\$ 6.75	0.0%	12	Res Lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -		
kWh	LED Reflector - Direct Install	25	per unit	\$ 15.76	\$ 15.76	1.0%	12	Res Lighting	0	10,000	10,000	0	250,000	250,000	0	\$ -	\$ 157,600.00	\$ 157,600.00	\$ -	
kWh	LED Reflector - Direct Install (Labor)	25	per unit	\$ 15.76	\$ 6.75	0.0%	12	Res Lighting	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -		
kWh	LED - T8 - Direct Install	23	per unit	\$ 20.00	\$ 20.00	0.1%	15	Res Lighting	0	1,000	1,000	0	23,000	23,000	0	\$ -	\$ 20,000.00	\$ 20,000.00	\$ -	
kWh	Parking Garage CO Sensor (Calculated)	10095	calculated	\$ 9,376.00	\$ 3,028.00	0.0%	10	Res Plug Load	1	0	(1)	10,095	0	(10,095)	\$ 3,028.00	\$ -	\$ (3,028.00)	\$ -		
kWh	Pool Heat Pump	24000	calculated	\$ 11,454.00	\$ 5,071.00	0.3%	15	Comm Water Heat	2	3	1	48,000	72,000	24,000	\$ 10,142.00	\$ 15,213.00	\$ 5,071.00	\$ -		
kWh																				

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

													Ratios			Acquisition Cost
Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	DBTC	Marketing	Outside Svcs		
\$50,000	\$15,000	\$44,980	\$60,000	\$0	\$40,000	\$1,000	\$1,000	\$441,050	\$0	\$653,030	5,254,725 kwh	67.5%	12.9%	6.1%	\$ 0.12	
\$55,000	\$16,500	\$49,764	\$66,000	\$0	\$44,000	\$1,100	\$1,100	\$441,050	\$0	\$674,514	5,254,725 kwh					
\$45,000	\$13,500	\$41,360	\$65,000	\$1,000	\$40,000	\$1,000	\$500	\$367,350	\$0	\$574,710	4,138,680 kwh	63.9%	15.1%	7.0%	\$ 0.14	
\$95,000	\$45,000	\$136,104	\$191,000	\$1,000	\$124,000	\$3,100	\$2,600	\$1,249,450	\$0	\$1,847,254	14,648,130 kwh	67.6%	14.3%	6.7%	\$ 0.13	

NOTE: *Total* excludes *Original 2015 Budget* amount

Spending Section			
Overall Total	2014	2015	Total
\$ 653,030.00	\$ 574,709.50	\$ 1,227,739.50	
Budget Category	2014	2015	Total
FTE LABOR	\$ 50,000.00	\$ 45,000.00	\$ 95,000.00
0.05 Market Manager	\$5,000.00	\$4,500.00	\$9,500.00
0.25 Program Manager	\$25,000.00	\$22,500.00	\$47,500.00
0.20 Program Implementer	\$20,000.00	\$18,000.00	\$38,000.00
			\$0.00
0.50 MARKETING LABOR	\$ 15,000.00	\$ 13,500.00	\$ 28,500.00
Marketing Manager	\$5,000.00	\$4,500.00	\$9,500.00
Marketing Support	\$10,000.00	\$9,000.00	\$19,000.00
			\$0.00
			\$0.00
OVERHEAD	\$ 44,980.00	\$ 41,359.50	\$ 86,339.50
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$34,600.00	\$31,815.00	\$66,415.00
Marketing Staff	\$10,380.00	\$9,544.50	\$19,924.50
MARKETING	\$ 60,000.00	\$ 65,000.00	\$ 125,000.00
	\$60,000.00	\$65,000.00	\$125,000.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,000.00	\$ 1,000.00	\$ 2,000.00
	\$1,000.00	\$1,000.00	\$2,000.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 40,000.00	\$ 40,000.00	\$ 80,000.00
Field Services	\$10,000.00	\$10,000.00	\$20,000.00
Incentive Processing	\$30,000.00	\$30,000.00	\$60,000.00
			\$0.00
			\$0.00
MATERIALS	\$ 1,000.00	\$ 1,000.00	\$ 2,000.00
	\$1,000.00	\$1,000.00	\$2,000.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 1,000.00	\$ 500.00	\$ 1,500.00
	\$1,000.00	\$500.00	\$1,500.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 441,050.00	\$ 367,350.00	\$ 808,400.00
Ratio	67.5%	63.9%	
REVENUE	\$ 0.00	\$ 0.00	\$ 0.00

2015 values

2014 values

Savings Section													Savings Section				Savings Sec	
Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			Less (Based on NEBs)
									2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	
TOTALS →						100%	N/A					5,254,725	4,138,680	9,393,405	\$ 441,050.00	\$ 367,350.00	\$ 808,400.00	\$ 0
Adapter - ShowerStart (E)	222	kWh	per unit	\$ 30.00	\$ 10.00	0%	10	Res Water Heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Showerhead - Engagement_C - Elec WH (E)	103	kWh	per unit	\$ 10.00	\$ 10.00	0%	10	Res Water Heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Showerhead - Engagement_EO - Elec WH	125	kWh	per unit	\$ 10.00	\$ 10.00	0%	10	Res Water Heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -
Showerhead - Retail - Elec WH - 1.50 gpm and less	239	kWh	per unit	\$ 24.00	\$ 10.00	2%	10	Res Water Heat	750	750	0	179,250	179,250	\$ -	\$ 7,500.00	\$ 7,500.00	\$ 124,012.50	
Showerhead - Retail - Elec WH - 1.51 to 1.75 gpm	185	kWh	per unit	\$ 24.00	\$ 10.00	0%	10	Res Water Heat	100	100	0	18,500	18,500	\$ -	\$ 1,000.00	\$ 1,000.00	\$ 12,162.00	
Showerhead - Retail - Elec WH - 1.76 to 2.0 gpm	123	kWh	per unit	\$ 24.00	\$ 10.00	1%	10	Res Water Heat	210	210	0	25,830	25,830	\$ -	\$ 2,100.00	\$ 2,100.00	\$ 16,338.00	
Showerhead - Retail_C - Any WH - 1.50 gpm and less (E)	122	kWh	per unit	\$ 24.00	\$ 10.00	24%	10	Res Water Heat	16,500	16,500	0	2,013,000	2,013,000	\$ -	\$ 165,000.00	\$ 165,000.00	\$ 2,728,275.00	
Showerhead - Retail_C - Any WH - 1.51 to 1.75 gpm (E)	94	kWh	per unit	\$ 24.00	\$ 10.00	3%	10	Res Water Heat	2,500	2,500	0	235,000	235,000	\$ -	\$ 25,000.00	\$ 25,000.00	\$ 394,050.00	
Showerhead - Retail_C - Any WH - 1.76 to 2.0 gpm (E)	63	kWh	per unit	\$ 24.00	\$ 10.00	5%	10	Res Water Heat	6,750	6,750	0	425,250	425,250	\$ -	\$ 67,500.00	\$ 67,500.00	\$ 525,150.00	
Showerhead - Retail_EO - Any WH - 1.50 gpm and less	145	kWh	per unit	\$ 24.00	\$ 10.00	12%	10	Res Water Heat	6,750	6,750	0	978,750	978,750	\$ -	\$ 67,500.00	\$ 67,500.00	\$ 1,116,112.50	
Showerhead - Retail_EO - Any WH - 1.51 to 1.75 gpm	112	kWh	per unit	\$ 24.00	\$ 10.00	1%	10	Res Water Heat	675	675	0	75,600	75,600	\$ -	\$ 6,750.00	\$ 6,750.00	\$ 82,093.50	
Showerhead - Retail_EO - Any WH - 1.76 to 2.0 gpm	75	kWh	per unit	\$ 24.00	\$ 10.00	2%	10	Res Water Heat	2,500	2,500	0	187,500	187,500	\$ -	\$ 25,000.00	\$ 25,000.00	\$ 194,500.00	
Showerhead - ShowerStart - 1.5 gpm (E)	390	kWh	per unit	\$ 40.00	\$ 10.00	0%	10	Res Water Heat	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	
Showerhead Retail Electric Only Territory - 1.50 gpm and less	145	kWh	per unit	\$ 24.00	\$ 10.00	14%	10	water heat	3,050	3,050	0	442,250	0	442,250	\$ 30,500.00	\$ -	\$ 30,500.00	\$ 1,008,635.00
Showerhead Retail Electric Waterheat - 1.50 gpm and less	239	kWh	per unit	\$ 24.00	\$ 10.00	1%	10	water heat	150	150	0	35,850	0	35,850	\$ 1,500.00	\$ -	\$ 1,500.00	\$ 49,605.00
Showerhead Retail Combined - 1.50 gpm and less	122	kWh	per unit	\$ 24.00	\$ 10.00	26%	10	water heat	5,400	5,400	0	658,800	0	658,800	\$ 54,000.00	\$ -	\$ 54,000.00	\$ 892,690.00
Showerhead Retail Combined - 1.51 - 1.75 gpm	94	kWh	per unit	\$ 24.00	\$ 8.00	3%	10	water heat	35,000	35,000	0	3,290,000	0	3,290,000	\$ 280,000.00	\$ -	\$ 280,000.00	\$ 4,256,700.00
Showerhead Retail Electric Waterheat - 1.51 - 1.75 gpm	185	kWh	per unit	\$ 24.00	\$ 10.00	0%	10	water heat	5	5	0	925	0	925	\$ 50.00	\$ -	\$ 50.00	\$ 1,216.20
Showerhead Retail Electric Only Territory - 1.51 - 1.75 gpm	112	kWh	per unit	\$ 24.00	\$ 10.00	3%	10	water heat	7,000	7,000	0	784,000	0	784,000	\$ 70,000.00	\$ -	\$ 70,000.00	\$ 1,702,680.00
Showerhead Retail Electric Only - 1.76 - 2.0 gpm	75	kWh	per unit	\$ 24.00	\$ 10.00	1%	10	water heat	200	200	0	15,000	0	15,000	\$ 2,000.00	\$ -	\$ 2,000.00	\$ 31,120.00
Showerhead Retail Combined - 1.76 - 2.0 gpm	63	kWh	per unit	\$ 24.00	\$ 10.00	1%	10	water heat	150	150	0	9,450	0	9,450	\$ 1,500.00	\$ -	\$ 1,500.00	\$ 11,670.00
Showerhead Retail Electric Waterheat - 1.76 - 2.0 gpm	123	kWh	per unit	\$ 24.00	\$ 10.00	1%	10	water heat	150	150	0	18,450	0	18,450	\$ 1,500.00	\$ -	\$ 1,500.00	\$ 23,340.00

SF Existing Space Heat Schedule 214 Order Number 18230628 Electric

2014 Values are shown as reference only.

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$117,366	\$32,906	\$103,988	\$222,000	\$7,200	\$28,000	\$17,200	\$28,200	\$3,552,500	\$0	\$4,109,360	10,131,810 kwh	86.4%	6.7%	0.7%	\$ 0.41
Original 2015 Budget	\$117,366	\$32,906	\$104,589	\$222,000	\$7,200	\$28,000	\$17,200	\$28,200	\$3,552,500	\$0	\$4,109,961	10,131,810 kwh				
Revised 2015 Budget	\$53,461	\$22,134	\$53,446	\$222,000	\$7,200	\$28,000	\$17,200	\$28,200	\$3,630,000	\$0	\$4,061,640	7,841,910 kwh	89.4%	6.4%	0.7%	\$ 0.52
Total	\$170,827	\$55,040	\$157,434	\$444,000	\$14,400	\$56,000	\$34,400	\$56,400	\$7,182,500	\$0	\$8,171,000	17,973,720 kwh	87.9%	6.5%	0.7%	\$ 0.45

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
\$ 4,109,360.02	\$ 4,061,640.39	\$ 8,171,000.41	
Budget Category	2014	2015	Total
FTE LABOR	\$ 117,365.63	\$ 53,461.08	\$ 170,826.71
Avg of Program Staff	\$117,365.63	\$53,461.08	\$170,826.71
	\$0.00		\$0.00
	\$0.00		\$0.00
0.00			
MARKETING LABOR	\$ 32,906.25	\$ 22,133.76	\$ 55,040.01
	\$32,906.25	\$22,133.76	\$55,040.01
	\$0.00		\$0.00
	\$0.00		\$0.00
OVERHEAD	\$ 103,988.14	\$ 53,445.55	\$ 157,433.69
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$81,217.02	\$37,796.98	\$119,014.00
Marketing Staff	\$22,771.13	\$15,648.57	\$38,419.69
	\$0.00		\$0.00
MARKETING	\$ 222,000.00	\$ 222,000.00	\$ 444,000.00
Bill inserts, collateral, media	\$222,000.00	\$222,000.00	\$444,000.00
	\$0.00		\$0.00
	\$0.00		\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 7,200.00	\$ 7,200.00	\$ 14,400.00
Travel, tolls, meals, lodging, phone expense	\$7,200.00	\$7,200.00	\$14,400.00
Phone, office supplies, equipment	\$0.00	\$0.00	\$0.00
	\$0.00		\$0.00
OUTSIDE SERVICES	\$ 28,000.00	\$ 28,000.00	\$ 56,000.00
Program Implementation,	\$28,000.00	\$28,000.00	\$56,000.00
Anticipated software solutions	\$0.00	\$0.00	\$0.00
	\$0.00		\$0.00
MATERIALS	\$ 17,200.00	\$ 17,200.00	\$ 34,400.00
	\$17,200.00	\$17,200.00	\$34,400.00
	\$0.00		\$0.00
	\$0.00		\$0.00
MISCELLANEOUS	\$ 28,200.00	\$ 28,200.00	\$ 56,400.00
	\$28,200.00	\$28,200.00	\$56,400.00
	\$0.00		\$0.00
	\$0.00		\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 3,552,500.00	\$ 3,630,000.00	\$ 7,182,500.00
Ratio	86.4%	89.4%	
REVENUE	\$0.00	\$0.00	\$0.00

SF Existing Space Heat Schedule 214 Order Number 18230628 Electric

SF Existing Space Heat Schedule 214 Order Number 18230628 Electric

Savings Section

Measure Name	Savings	Measure Information				Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals		Projected Savings			Incentive Totals			Savings Based on NEBs
		UOM	2014	2015	Combined							2014	2015	Combined	2014	2015	Combined			
TOTALS →																				
Ductless Heat Pump	3500	kWh	per unit	\$ 3,407.00	\$ 1,200.00	0%	20			SF Heat Pump	1,250	0	1,250	4,375,000	0	4,375,000	\$ 1,500,000.00	\$ -	\$ 1,500,000.00	
Energy Star Geothermal Heat Pump	4037	kWh	per home	\$ 3,889.00	\$ 1,500.00	1%	30			SF Heat Pump	30	60	121,110	242,220	\$ -	242,220	\$ 45,000.00	\$ -	\$ 45,000.00	
Energy Star Heat Pump - Tier 1 = 8.5 HSPF, 14 SEER	408	kWh	per unit	\$ 742.00	\$ 200.00	0%	20			SF Heat Pump	350	0	350	142,800	0	142,800	\$ 70,000.00	\$ -	\$ 70,000.00	
Energy Star Heat Pump - Tier 2 = 9.0 HSPF, 14 SEER	554	kWh	per unit	\$ 844.00	\$ 350.00	0%	20			SF Heat Pump	800	0	800	443,200	0	443,200	\$ 280,000.00	\$ -	\$ 280,000.00	
Forced-air-furnace to Heat Pump Conversion (greater than or equal to 8.5 HSPF, 14 SEER)	5176	kWh	per home	\$ 5,663.00	\$ 1,500.00	0%	20			SF Heat Pump	425	0	425	2,199,800	0	2,199,800	\$ 637,500.00	\$ -	\$ 637,500.00	
Heat Pump Sizing & Lock out Controls	1447	kWh	per home	\$ 350.00	\$ 300.00	0%	20			SF Heat Pump	600	0	600	868,200	0	868,200	\$ 180,000.00	\$ -	\$ 180,000.00	
NEW Energy Star Heat Pump - Tier 3 = 10.0 HSPF, 16 SEER	939	kWh	per unit	\$ 1,688.00	\$ 800.00	7%	20			SF Heat Pump	300	600	900	281,700	563,400	845,100	\$ 240,000.00	\$ 480,000.00	\$ 720,000.00	
Ductless Heat Pump (Manufactured Homes)	3400	kWh	per unit	\$ 4,130.00	\$ 1,200.00	13%	18			SF Heat Pump	500	300	800	1,700,000	1,020,000	2,720,000	\$ 600,000.00	\$ 360,000.00	\$ 960,000.00	
2015 Energy Star Heat Pump - Tier 2	128	kWh	per unit	\$ 844.00	\$ 350.00	1%	15			SF Heat Pump	0	900	900	0	115,200	115,200	\$ -	\$ 315,000.00	\$ 315,000.00	
2015 FAF to HP Conversion	3912	kWh	per unit	\$ 5,663.00	\$ 1,500.00	25%	20			SF Heat Pump	0	500	500	0	1,956,000	1,956,000	\$ -	\$ 750,000.00	\$ 750,000.00	
2015 Heat Pump Sizing & Lock Out Controls	1152	kWh	per unit	\$ 350.00	\$ 300.00	9%	20			SF Heat Pump	0	600	600	0	691,200	691,200	\$ -	\$ 180,000.00	\$ 180,000.00	
2015 Ductless Heat Pump	2700	kWh	per unit	\$ 3,407.00	\$ 1,200.00	43%	20			SF Heat Pump	0	1,250	1,250	0	3,375,000	3,375,000	\$ -	\$ 1,500,000.00	\$ 1,500,000.00	

2014 values
2015 values

SF Existing Water Heat Schedule 214 Order Number 18230626 Electric

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost	
												DBTC	Marketing	Outside Svcs		
2014	\$17,550	\$10,969	\$19,735	\$78,750	\$1,200	\$4,000	\$5,000	\$2,400	\$217,000	\$0	\$356,604	545,210 kwh	60.9%	27.1%	1.1%	\$ 0.65
Original 2015 Budget	\$17,550	\$10,969	\$19,849	\$78,750	\$1,200	\$4,000	\$5,000	\$2,400	\$217,400	\$0	\$357,118	545,210 kwh				
Revised 2015 Budget	\$11,409	\$6,036	\$12,334	\$78,750	\$1,200	\$4,000	\$5,000	\$2,400	\$279,500	\$0	\$400,630	634,500 kwh	69.8%	22.1%	1.0%	\$ 0.63
Total	\$28,959	\$17,005	\$32,069	\$157,500	\$2,400	\$8,000	\$10,000	\$4,800	\$496,500	\$0	\$757,234	1,179,710 kwh	65.6%	24.5%	1.1%	\$ 0.64

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total			
Budget Category	2014	2015	Total
LABOR	\$ 17,550.00	\$ 11,409.48	\$ 28,959.48
Average of Staff labor	\$17,550.00	\$11,409.48	\$28,959.48
			\$0.00
			\$0.00
			\$0.00
MARKETING LABOR	\$ 10,968.75	\$ 6,036.48	\$ 17,005.23
Marketing Staff	\$10,968.75	\$6,036.48	\$17,005.23
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 19,734.88	\$ 12,334.29	\$ 32,069.17
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$12,144.80	\$8,068.50	\$20,213.30
Marketing Staff	\$7,590.08	\$4,265.79	\$11,855.87
			\$0.00
			\$0.00
			\$0.00
MARKETING	\$ 78,750.00	\$ 78,750.00	\$ 157,500.00
Bill inserts, collateral, media	\$78,750.00	\$78,750.00	\$157,500.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,200.00	\$ 1,200.00	\$ 2,400.00
Travel, tolls, meals, lodging, phone	\$1,200.00	\$1,200.00	\$2,400.00
Phone, office supplies, equipment			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 4,000.00	\$ 4,000.00	\$ 8,000.00
Program Implementation, direct install admin. Suppt.	\$4,000.00	\$4,000.00	\$8,000.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ 5,000.00	\$ 5,000.00	\$ 10,000.00
	\$5,000.00	\$5,000.00	\$10,000.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 2,400.00	\$ 2,400.00	\$ 4,800.00
	\$2,400.00	\$2,400.00	\$4,800.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 217,000.00	\$ 279,500.00	\$ 496,500.00
Ratio	60.8%	69.8%	
REVENUE	\$0.00	\$0.00	\$0.00

(Enter as a negative value)

SF Existing Water Heat Schedule 214 Order Number 18230626 Electric

SF Existing Water Heat Schedule 214 Order Number 18230626 Electric

Savings Section

Measure Name	Savings	Measure Information				Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			ess (Based on NEBs)	
		UOM	Unit Type	Measure Cost	Incentive				2014	2015	Combined	2014	2015	Combined	2014	2015	Combined		
TOTALS →				\$ -	\$ -		N/A						545,210	634,500	1,179,710	\$ 217,000.00	\$ 279,500.00	\$ 496,500.00	0
High Efficiency Electric Water Heater (>= .95 EF)	149	kWh	per unit	\$ 73.00	\$ 50.00	4%	15	Water Heat	100	150	250	14,900	22,350	37,250	\$ 5,000.00	\$ 7,500.00	\$ 12,500.00		
NEEA Northern Climate Specs Heat Pump Water Heater - Tier 1	881	kWh	per home	\$ 900.00	\$ 500.00	0%	15	Water Heat	150	0	150	132,150	0	132,150	\$ 75,000.00	\$ -	\$ 75,000.00		
NEEA Northern Climate Specs Heat Pump Water Heater - Tier 2	1786	kWh	per unit	\$ 1,369.00	\$ 800.00	0%	15	Water Heat	150	0	150	267,900	0	267,900	\$ 120,000.00	\$ -	\$ 120,000.00		
New Direct Install Showerhead	307	kWh	per unit	\$ 30.00	\$ 30.00	19%	10	Water Heat	400	400	800	122,800	122,800	245,600	\$ 12,000.00	\$ 12,000.00	\$ 24,000.00	\$ 132,312	
Waste Water Heat Recovery 2012	373	kWh	per home	\$ 537.00	\$ 250.00	0%	30	Water Heat	20	0	20	7,460	0	7,460	\$ 5,000.00	\$ -	\$ 5,000.00		
2015 NEEA Northern Climate Specs Heat Pump Water Heater- Tier 1	887	kWh	per unit	\$ 900.00	\$ 500.00	56%	15	Water Heat	0	400	400	0	354,800	354,800	\$ -	\$ 200,000.00	\$ 200,000.00		
2015 NEEA Northern Climate Specs Heat Pump Water Heater- Tier 2	1794	kWh	per unit	\$ 1,369.00	\$ 800.00	21%	15	Water Heat	0	75	75	0	134,650	134,650	\$ -	\$ 60,000.00	\$ 60,000.00		

2014 values

2015 values

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
2014	\$96,525	\$26,325	\$85,012	\$163,500	\$5,302	\$85,000	\$0	\$15,000	\$874,669	\$0	\$1,351,334	3,583,057 kwh	64.7%	15.3%	6.3%	0.38
Original 2015 Budget	\$96,525	\$26,325	\$85,012	\$163,500	\$5,302	\$85,000	\$0	\$15,000	\$889,669	\$0	\$1,346,825	3,606,557 kwh				
Revised 2015 Budget	\$53,166	\$22,134	\$53,237	\$163,500	\$5,302	\$85,000	\$0	\$15,000	\$730,386	\$0	\$1,127,724	2,315,959 kwh	64.8%	17.7%	7.5%	0.49
Total	\$149,691	\$48,459	\$138,249	\$327,000	\$10,604	\$170,000	\$0	\$30,000	\$1,605,055	\$0	\$2,479,058	5,899,016 kwh	64.7%	16.4%	6.9%	0.42

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section			
Overall Total	2014	2015	Total
FTE	\$96,525.00	\$53,165.52	\$149,690.52
Avg of Program Staff	\$96,525.00	\$53,165.52	\$149,690.52
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MARKETING LABOR	\$26,325.00	\$22,133.76	\$48,458.76
	\$26,325.00	\$22,133.76	\$48,458.76
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OVERHEAD	\$85,012.00	\$53,236.59	\$138,248.79
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$69,796.30	\$37,588.02	\$107,384.32
Marketing Staff	\$18,216.90	\$15,648.57	\$33,865.47
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MARKETING	\$163,500.00	\$163,500.00	\$327,000.00
Bill inserts, collateral, media	\$163,500.00	\$163,500.00	\$327,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSES	\$5,302.00	\$5,302.00	\$10,604.00
Travel, tolls, meals, lodging, phone expense	\$2,302.00	\$2,302.00	\$4,604.00
Phone, office supplies, equipment	\$3,000.00	\$3,000.00	\$6,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OUTSIDE SERVICES	\$85,000.00	\$85,000.00	\$170,000.00
Program administration, contractor management, training & QA	\$85,000.00	\$85,000.00	\$170,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MATERIALS	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MISCELLANEOUS	\$15,000.00	\$15,000.00	\$30,000.00
	\$15,000.00	\$15,000.00	\$30,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER	\$874,669.48	\$730,385.95	\$1,605,055.43
Ratio	64.7%	64.8%	
REVENUE	\$0.00	\$0.00	\$0.00

2014 values

2015 values

Savings Section													Savings Section			Savings Section		
Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals		Combined	Projected Savings		Incentive Totals		ess (Based on NEBs)		
									2014	2015		2014	2015	2014	2015			
TOTALS ->						100%	N/A					3,583,057	2,315,959	5,899,016	\$ 874,669.48	\$ 730,385.95	\$ 1,605,055.43	0
Air Sealing CFM50 - FAF	2.04	kWh	per unit	\$ 0.67	\$ 0.67	0.0%	30	SF Space Heat	35,657	0	35,657	72,740	0	72,740	\$ 23,890.19	\$ -	\$ 23,890.19	
Air Sealing CFM50 - HP	0.96	kWh	per unit	\$ 0.67	\$ 0.67	0.0%	30	SF Space Heat	30,790	0	30,790	29,558	0	29,558	\$ 20,629.30	\$ -	\$ 20,629.30	
Air Sealing CFM50 - Zonal	1.81	kWh	per unit	\$ 0.67	\$ 0.67	0.0%	30	SF Space Heat	39,349	0	39,349	71,222	0	71,222	\$ 26,363.83	\$ -	\$ 26,363.83	
Attic Insulation R-0 to R-49 FAF	2.38	kWh	square foot	\$ 1.08	\$ 0.33	0.0%	30	SF Space Heat	87,770	0	87,770	208,893	0	208,893	\$ 28,964.10	\$ -	\$ 28,964.10	
Attic Insulation R-0 to R-49 HP	1.04	kWh	square foot	\$ 1.08	\$ 0.33	0.0%	30	SF Space Heat	75,791	0	75,791	78,823	0	78,823	\$ 25,011.03	\$ -	\$ 25,011.03	
Attic Insulation R-0 to R-49 Zonal	2.14	kWh	square foot	\$ 1.08	\$ 0.33	0.0%	30	SF Space Heat	96,858	0	96,858	207,276	0	207,276	\$ 31,963.14	\$ -	\$ 31,963.14	
Attic Insulation R-19 to R-49 FAF	0.75	kWh	square foot	\$ 0.66	\$ 0.11	0.0%	30	SF Space Heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	
Attic Insulation R-19 to R-49 HP	0.32	kWh	square foot	\$ 0.66	\$ 0.11	0.0%	30	SF Space Heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	
Attic Insulation R-19 to R-49 Zonal	0.67	kWh	square foot	\$ 0.66	\$ 0.11	0.0%	30	SF Space Heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	
Floor Insulation R-0 to R-30 FAF	1.46	kWh	square foot	\$ 1.37	\$ 0.11	0.0%	30	SF Space Heat	111,518	0	111,518	162,816	0	162,816	\$ 12,266.98	\$ -	\$ 12,266.98	
Floor Insulation R-0 to R-30 HP	0.57	kWh	square foot	\$ 1.37	\$ 0.11	0.0%	30	SF Space Heat	97,475	0	97,475	55,661	0	55,661	\$ 10,722.25	\$ -	\$ 10,722.25	
Floor Insulation R-0 to R-30 Zonal	1.38	kWh	square foot	\$ 1.37	\$ 0.11	0.0%	30	SF Space Heat	115,706	0	115,706	159,674	0	159,674	\$ 12,727.66	\$ -	\$ 12,727.66	
Prescriptive Duct Sealing and Insulation - Electric	1859	kWh	per home	\$ 1,000.00	\$ 300.00	25.3%	20	SF Space Heat	315	315	630	585,585	585,585	1,171,170	\$ 94,500.00	\$ 94,500.00	\$ 189,000.00	
PTCS Duct Sealing - FAF	1362	kWh	per unit	\$ 538.00	\$ 300.00	1.2%	20	SF Space Heat	125	20	145	170,250	27,240	197,490	\$ 37,500.00	\$ 6,000.00	\$ 43,500.00	
PTCS Duct Sealing - HP	1049	kWh	per unit	\$ 538.00	\$ 300.00	1.1%	20	SF Space Heat	100	25	125	104,900	26,225	131,125	\$ 30,000.00	\$ 7,500.00	\$ 37,500.00	
Wall Insulation R-0 to R-13 FAF	1.67	kWh	square foot	\$ 0.97	\$ 0.22	0.0%	30	SF Space Heat	14,634	0	14,634	24,439	0	24,439	\$ 3,219.48	\$ -	\$ 3,219.48	
Wall Insulation R-0 to R-13 HP	0.72	kWh	square foot	\$ 0.97	\$ 0.22	0.0%	30	SF Space Heat	12,760	0	12,760	9,187	0	9,187	\$ 2,807.20	\$ -	\$ 2,807.20	
Wall Insulation R-0 to R-13 Zonal	1.48	kWh	square foot	\$ 0.97	\$ 0.22	0.0%	30	SF Space Heat	23,184	0	23,184	34,312	0	34,312	\$ 5,100.48	\$ -	\$ 5,100.48	
Energy Star Windows- Double Pane to U.30- Average	11.53	kWh	square foot	\$ 20.61	\$ 4.16	0.0%	30	SF Space Heat	59,804	0	59,804	689,540	0	689,540	\$ 248,784.64	\$ -	\$ 248,784.64	
Energy Star Windows- Single Pane to U.30- Average	20.84	kWh	square foot	\$ 20.61	\$ 4.16	0.0%	30	SF Space Heat	42,120	0	42,120	877,781	0	877,781	\$ 175,219.20	\$ -	\$ 175,219.20	
Home Performance with Energy Star	0	kWh	per home	\$ 600.00	\$ 400.00	0.0%	30	SF Space Heat	150	0	150	0	0	0	\$ 60,000.00	\$ -	\$ 60,000.00	
Energy Star Whole House Ventilation	81	kWh	per unit	\$ 50.00	\$ 50.00	1.7%	10	plug load	500	500	1,000	40,500	40,500	81,000	\$ 25,000.00	\$ 25,000.00	\$ 50,000.00	
Air Sealing CFM50 - FAF	0.6	kWh	per unit	\$ 0.66	\$ 0.66	0.6%	30	SF Space Heat	0	23,275	23,275	0	13,965	13,965	\$ -	\$ 15,361.50	\$ 15,361.50	
Air Sealing CFM50 - HP	0.25	kWh	per unit	\$ 0.66	\$ 0.66	0.4%	30	SF Space Heat	0	38,087	38,087	0	9,522	9,522	\$ -	\$ 25,137.42	\$ 25,137.42	
Air Sealing CFM50 - Zonal	0.48	kWh	per unit	\$ 0.66	\$ 0.66	0.5%	30	SF Space Heat	0	23,275	23,275	0	11,172	11,172	\$ -	\$ 15,361.50	\$ 15,361.50	
Attic Insulation R-0 to R-49 FAF	3.02	kWh	square foot	\$ 1.12	\$ 0.33	6.8%	30	SF Space Heat	0	52,084	52,084	0	157,294	157,294	\$ -	\$ 17,187.72	\$ 17,187.72	
Attic Insulation R-0 to R-49 HP	1.5	kWh	square foot	\$ 1.12	\$ 0.33	1.5%	30	SF Space Heat	0	23,438	23,438	0	35,157	35,157	\$ -	\$ 7,734.54	\$ 7,734.54	
Attic Insulation R-0 to R-49 Zonal	2.01	kWh	square foot	\$ 1.12	\$ 0.33	3.8%	30	SF Space Heat	0	44,271	44,271	0	88,985	88,985	\$ -	\$ 14,609.43	\$ 14,609.43	
Floor Insulation R-0 to R-30 FAF	1.2	kWh	square foot	\$ 1.32	\$ 0.11	6.6%	30	SF Space Heat	0	126,633	126,633	0	151,960	151,960	\$ -	\$ 13,929.63	\$ 13,929.63	
Floor Insulation R-0 to R-30 HP	0.25	kWh	square foot	\$ 1.32	\$ 0.11	0.5%	30	SF Space Heat	0	48,705	48,705	0	12,176	12,176	\$ -	\$ 5,357.55	\$ 5,357.55	
Floor Insulation R-0 to R-30 Zonal	1.01	kWh	square foot	\$ 1.32	\$ 0.11	5.2%	30	SF Space Heat	0	120,139	120,139	0	121,340	121,340	\$ -	\$ 13,215.29	\$ 13,215.29	
Wall Insulation R-0 to R-13 FAF	2.08	kWh	square foot	\$ 1.39	\$ 0.22	1.0%	30	SF Space Heat	0	10,621	10,621	0	22,092	22,092	\$ -	\$ 2,336.62	\$ 2,336.62	
Wall Insulation R-0 to R-13 HP	0.77	kWh	square foot	\$ 1.39	\$ 0.22	0.3%	30	SF Space Heat	0	9,104	9,104	0	7,010	7,010	\$ -	\$ 2,002.88	\$ 2,002.88	
Wall Insulation R-0 to R-13 Zonal	1.13	kWh	square foot	\$ 1.39	\$ 0.22	1.3%	30	SF Space Heat	0	25,795	25,795	0	29,148	29,148	\$ -	\$ 5,674.90	\$ 5,674.90	
Windows- Double Pane to U.30- FAF	7.8	kWh	square foot	\$ 20.87	\$ 4.16	6.8%	30	SF Space Heat	0	20,333	20,333	0	158,597	158,597	\$ -	\$ 84,585.28	\$ 84,585.28	
Windows- Double Pane to U.30- Zonal	5.26	kWh	square foot	\$ 20.87	\$ 4.16	5.6%	30	SF Space Heat	0	24,520	24,520	0	128,975	128,975	\$ -	\$ 102,003.20	\$ 102,003.20	
Windows- Double Pane to U.30- HP	4.4	kWh	square foot	\$ 20.87	\$ 4.16	1.9%	30	MF Space Heat	0	10,167	10,167	0	44,735	44,735	\$ -	\$ 42,294.72	\$ 42,294.72	
Windows- Single Pane to U.30- FAF	18.29	kWh	square foot	\$ 20.87	\$ 4.16	11.3%	30	SF Space Heat	0	14,321	14,321	0	261,931	261,931	\$ -	\$ 59,575.36	\$ 59,575.36	
Windows- Single Pane to U.30- Zonal	9.09	kWh	square foot	\$ 20.87	\$ 4.16	6.6%	30	SF Space Heat	0	17,269	17,269	0	156,975	156,975	\$ -	\$ 71,839.04	\$ 71,839.04	
Windows- Single Pane to U.																		

Low Income Weatherization Schedule 201 Order Number 18230611 Electric

2014 Values are shown as reference only. Original 2015 Budget Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Summary table with columns: Labor, Marketing Labor, Overhead, Marketing, Employee/Office Expense, Outside Services, Materials, Miscellaneous, DBTC, Revenue, Total Budget, Total Savings, DBTC, Marketing, Outside Svcs, Acquisition Cost.

Spending Section table with columns: Overall Total, Budget Category, Labor, Marketing Labor, Overhead, Marketing, Employee/Office Expense, Outside Services, Materials, Miscellaneous, DBTC, Revenue, Total Budget, Total Savings, DBTC, Marketing, Outside Svcs, Acquisition Cost.

REVENUE table with columns: Labor, Marketing Labor, Overhead, Marketing, Employee/Office Expense, Outside Services, Materials, Miscellaneous, DBTC, Revenue, Total Budget, Total Savings, DBTC, Marketing, Outside Svcs, Acquisition Cost.

The below measure table excludes the program's 2014 measures, due to its size and complexity.

Main Measure Information table with columns: UOM, Measure Name, Savings, Unit Type, Measure Cost, Incentive, Measure Life, End Use, PLANNED 2015, REVISED 2015, Delta, PLANNED 2015, REVISED 2015, Delta, PLANNED 2015, REVISED 2015, Delta, Agency %, Program Dollars, Program Dollars, Program Dollars, Other Cost Contrib, NEBS per Unit, REVISED 2015, UC Ratio.

Low Income Weatherization Schedule 201 Order Number 18230611 Electric

Low Income Weatherization Schedule 201 Order Number 18230611 Electric

Low Income Weatherization Schedule 201 Order Number 18230611 Electric

This sheet represents gas savings from installation of appliances in PSE combined gas/electric territories only.

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	7,998 therms	#DIV/0!	#DIV/0!	#DIV/0!	\$ -
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	7,998 therms	#DIV/0!	#DIV/0!	#DIV/0!	\$ -
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	32,736 therms	#DIV/0!	#DIV/0!	#DIV/0!	\$ -
Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	40,733 therms	#DIV/0!	#DIV/0!	#DIV/0!	\$ -

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
Budget Category			
FTE LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$ -	\$ -
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ -	\$ -	\$ -
Ratio			
REVENUE	\$0.00	\$0.00	\$0.00

Savings Section

Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			ess (Based on NEBs)
									2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	
TOTALS →						0%	N/A					7,998	32,736	40,733	\$ -	\$ -	\$ -	0
Clothes Washer MEF 2.4 -3.19 Any WH / Any Dryer	1.1	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	600	600	0	660	660	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 2.4 -3.19 Electric WH / Gas Dryer	3.4	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	45	45	0	153	153	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 2.4 -3.19 Gas WH / Electric Dryer	2.1	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	2,000	2,000	0	4,200	4,200	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 2.4 -3.19 Gas WH / Gas Dryer	5.5	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	310	310	0	1,705	1,705	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 3.2+ Any WH / Any Dryer	1.5	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	300	300	0	450	450	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 3.2+ Electric WH / Gas Dryer	4.9	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	25	25	0	123	123	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 3.2+ Gas / Electric Dryer	3	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	960	960	0	2,592	2,592	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 3.2+ Gas WH / Gas Dryer	8	therms	per unit	\$ -	\$ -	0%	14	Res Water Heat	155	155	0	1,178	1,178	0	\$ -	\$ -	\$ -	
Showerhead - Engagement - C - Appl Repl - 1.5 gpm IG	5	therms	per unit	\$ -	\$ -	0%	10	Res Water Heat	1,500	1,500	0	7,500	7,500	0	\$ -	\$ -	\$ -	
Showerhead - Leave Behind - Gas WH	11	therms	per unit	\$ -	\$ -	0%	10	Res Water Heat	1,350	1,350	0	14,175	14,175	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 2.4 -3.09 Electric WH / Gas Dryer	1.9	therm	per unit	\$ -	\$ -	0%	145	water heat	41	41	78	0	78	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 2.4 -3.09 Gas WH / Electric Dryer	1.0	therm	per unit	\$ -	\$ -	0%	14	water heat	4,102	4,102	1,992	0	4,102	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 2.4 -3.09 Gas WH / Gas Dryer	2.9	therm	per unit	\$ -	\$ -	0%	14	water heat	687	687	1,992	0	1,992	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 3.1+ Electric WH / Gas Dryer	3.4	therm	per unit	\$ -	\$ -	0%	14	water heat	10	10	34	0	34	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 3.1+ Gas / Electric Dryer	1.6	therm	per unit	\$ -	\$ -	0%	14	water heat	704	704	1,126	0	1,126	0	\$ -	\$ -	\$ -	
Clothes Washer MEF 3.1+ Gas WH / Gas Dryer	5.0	therm	per unit	\$ -	\$ -	0%	14	water heat	133	133	665	0	665	0	\$ -	\$ -	\$ -	

2015 values

2014 values

Home Energy Reports
Schedule 214
Order Number 18230738
Gas

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$2,125	\$375	\$1,730	\$0	\$200	\$23,960	\$0	\$100	\$20,305	\$0	\$48,795	170,500 therms	38.0%	10.0%	38.0%	\$ 0.28
	\$2,338	\$413	\$1,914	\$0	\$220	\$21,995	\$0	\$110	\$18,340	\$0	\$45,329	therms				
	\$1,913	\$375	\$1,618	\$0	\$250	\$21,995	\$100	\$100	\$18,340	\$0	\$44,691	therms	37.8%	10.2%	37.8%	\$ 0.28
Total	\$4,038	\$750	\$3,348	\$0	\$450	\$45,955	\$100	\$200	\$38,645	\$0	\$93,486	170,500 therms	37.7%	10.0%	37.7%	\$ 0.28

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total			
	2014	2015	Total
Budget Category			
FTE LABOR	\$2,125.00	\$1,913.00	\$4,038.00
Market Manager	\$625.00	\$563.00	\$1,188.00
Program Manager	\$1,500.00	\$1,350.00	\$2,850.00
			\$0.00
			\$0.00
MARKETING LABOR	\$375.00	\$375.00	\$750.00
Marketing Manager	\$125.00	\$125.00	\$250.00
Marketing Support	\$250.00	\$250.00	\$500.00
			\$0.00
			\$0.00
OVERHEAD	\$1,730.00	\$1,617.62	\$3,347.62
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$1,470.50	\$1,352.49	\$2,822.99
Marketing Staff	\$259.50	\$265.13	\$524.63
			\$0.00
MARKETING	\$	\$	\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$200.00	\$250.00	\$450.00
Employee training, travel, lodging	\$100.00	\$250.00	\$350.00
Phone expense, office supplies	\$100.00	\$0.00	\$100.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$23,960.00	\$21,995.00	\$45,955.00
OPOWER	\$23,960.00	\$21,995.00	\$45,955.00
			\$0.00
			\$0.00
MATERIALS	\$0.00	\$100.00	\$100.00
			\$100.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$100.00	\$100.00	\$200.00
	\$100.00	\$100.00	\$200.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 20,305.00	\$ 18,340.00	\$ 38,645.00
Ratio	41.6%	41.0%	
REVENUE	\$0.00	\$0.00	\$0.00

Home Energy Reports
Schedule 214
Order Number 18230738
Gas

Home Energy Reports
Schedule 214
Order Number 18230738
Gas

Savings Section

Measure Name	Savings	UOM	Measure Information				Unit Totals			Projected Savings			Incentive Totals			s (Based on NEBs)		
			Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	2014	2015	Combined	2014	2015	Combined				
TOTALS →																		
Home Energy Reports - Legacy	11	therm	per unit	\$ 1.31	\$ 1.31	50%	2	water heat	15,500	0	15,500	170,500	0	170,500	\$ 20,305.00	\$ 18,340.00	\$ 38,645.00	0
Home Energy Reports - Legacy Yr 2	0	therm	per unit	\$ 1.31	\$ 1.31	50%	2	water heat	0	14,000	14,000	0	0	0	\$ -	\$ 18,340.00	\$ 18,340.00	

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBIC	Revenue	Total Budget	Total Savings	DBTC	Marketing	Outside Svcs	Acquisition Cost
2014	\$23,725	\$1,300	\$17,317	\$5,000	\$900	\$2,000	\$0	\$0	\$219,657	\$0	\$269,900	18,815 Therms	81.4%	2.6%	0.7%	\$ 14.35
Original 2015 Budget	\$23,725	\$1,300	\$17,417	\$5,000	\$900	\$2,000	\$0	\$0	\$219,201	\$0	\$369,543	27,391 Therms				
Revised 2015 Budget	\$15,426	\$1,300	\$11,825	\$5,000	\$900	\$2,000	\$0	\$0	\$231,646	\$0	\$268,098	18,815 Therms	86.4%	2.7%	0.7%	\$ 14.25
Total	\$39,151	\$2,600	\$29,143	\$10,000	\$1,800	\$4,000	\$0	\$0	\$451,304	\$0	\$537,997	37,629 Therms	83.9%	2.6%	0.7%	\$ 14.30

NOTE: "Total" excludes "Original 2015 Budget" amount

Due to file size, the 2015-specific measure table was imported to the 2015 ACP, and replaces the original 2014-2015 view.

Savings Section

Savings Section

18.10% PSE Program Support %

Savings Section

Overall Total	2014	2015	Total
\$ 268,097.71	\$ 268,097.71	\$ 268,097.71	\$ 536,195.42
Budget Category	2014	2015	Total
LABOR	\$ 23,725.00	\$ 15,426.00	\$ 39,151.00
0.02 Market Manager	\$1,757.00	\$1,757.00	\$3,514.00
0.10 Program Manager	\$8,787.00	\$8,787.00	\$17,574.00
0.05 Program Coordinator	\$4,393.00	\$4,393.00	\$8,786.00
0.10 Energy Management Engineer	\$8,787.00	\$488.00	\$9,275.00
0.27			
MARKETING LABOR	\$ 1,300.00	\$ 1,300.00	\$ 2,600.00
Market Analyst	\$1,300.00	\$1,300.00	\$2,600.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OVERHEAD	\$ 17,317.00	\$ 11,825.28	\$ 29,142.28
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$16,417.70	\$10,906.18	\$27,323.88
Marketing Staff	\$999.60	\$919.10	\$1,918.70
MARKETING	\$ 5,000.00	\$ 5,000.00	\$ 10,000.00
Marketing materials, events, mailings	\$5,000.00	\$5,000.00	\$10,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 900.00	\$ 900.00	\$ 1,800.00
Training, travel	\$900.00	\$900.00	\$1,800.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OUTSIDE SERVICES	\$ 2,000.00	\$ 2,000.00	\$ 4,000.00
Software maintenance for reporting tool	\$2,000.00	\$2,000.00	\$4,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MATERIALS	\$ -	\$ -	\$ -
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 219,657.32	\$ 231,646.43	\$ 451,303.75
Ratio	81.4%	86.4%	
REVENUE	\$ 0.00	\$ 0.00	\$ 0.00

UOM	Measure Name	Savings	Unit Type	Measure Cost	Incentive	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			18.10% PSE Program Support %			***REVISSED 2015*** Cost Effect				
								PLANNED 2015	REVISSED 2015	Delta	PLANNED 2015	REVISSED 2015	Delta	PLANNED 2015	REVISSED 2015	Delta	Agency %	Program Dollars	Program Dollars	Other Cost Contrib	NEBs per Unit	Total NEBs	UC Ratio	
TOTALS ->				\$ 201,431.68	\$ 24,863.08	41		23,381	18,815	(4,566)	\$ 272,016.00	\$ 201,431.68	70,584.32	\$ 30,214.75	\$ 36,451.29	\$ 66,666.03							0.76	
Therms	Shareholder	0	calculated	\$ -	\$ -	1		0.50	0.50	0	0	0	0	0	0	0	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Therms	Repairs	0	calculated	\$ -	\$ -	1		0.50	0.50	0	0	0	0	0	0	0	0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Therms	Integ. Gas Furnace Replacement <R	68	per unit	\$ 800.00	\$ 800.00	18	Res Space Heat	1	68	58	68	3,994	3,828	\$ 800.00	\$ 36,400.00	\$ 34,800.00	15.00%	\$ 5,310.00	\$ 6,406.02	\$ 11,716.02	\$ -	\$ -	\$ -	0.84
Therms	Integ. Gas Furnace Replacement >R	89	per unit	\$ 692.00	\$ 692.00	18	Res Space Heat	3	0	(3)	267	0	(267)	\$ 2,076.00	\$ -	\$ (2,076.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Integ. Gas Furnace Replacement >R	89	per unit	\$ 692.00	\$ 692.00	18	Res Space Heat	3	7	4	267	623	356	\$ 2,076.00	\$ 4,844.00	\$ 2,768.00	15.00%	\$ 726.60	\$ 876.58	\$ 1,603.18	\$ -	\$ -	\$ -	0.98
Therms	Insulation, Attic: R0 to R30 - TG, MH	0.04	square foot	\$ 0.70	\$ 0.70	25	Res Space Heat	10,000	0	(10,000)	400	0	(400)	\$ 7,000.00	\$ -	\$ (7,000.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Ceiling Attic Insulation (R0 to R38)	0.08	square foot	\$ 0.95	\$ 0.95	30	Res Space Heat	5,000	0	(5,000)	450	0	(450)	\$ 4,750.00	\$ -	\$ (4,750.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Ceiling Attic Insulation (R0 to R38)	0.09	square foot	\$ 0.95	\$ 0.95	30	Res Space Heat	76,430	8,633	(67,597)	6,879	795	(6,084)	\$ 72,608.50	\$ 8,991.35	\$ (64,217.15)	15.00%	\$ 1,258.70	\$ 1,518.51	\$ 2,777.21	\$ -	\$ -	\$ -	0.96
Therms	Ceiling Attic Insulation (R11 to R38)	0.06	square foot	\$ 0.70	\$ 0.70	30	Res Space Heat	500	0	(500)	30	0	(30)	\$ 350.00	\$ -	\$ (350.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Ceiling Attic Insulation (R11 to R38)	0.02	square foot	\$ 0.70	\$ 0.70	30	Res Space Heat	80,000	21,699	(58,301)	1,600	434	(1,166)	\$ 56,000.00	\$ 15,188.60	\$ (40,811.40)	15.00%	\$ 2,278.29	\$ 2,748.54	\$ 5,026.83	\$ -	\$ -	\$ -	0.29
Therms	Insulation, Duct: R0 to R22 - TG	0.2	linear foot	\$ 2.50	\$ 2.50	30	Res Space Heat	60	0	(60)	12	0	(12)	\$ 150.00	\$ -	\$ (150.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Insulation, Duct: R0 to R22 - TG, MH	0.2	linear foot	\$ 2.50	\$ 2.50	30	Res Space Heat	10,000	8,382	(1,618)	2,000	1,678	(322)	\$ 25,000.00	\$ 20,980.00	\$ (4,020.00)	15.00%	\$ 3,147.00	\$ 3,796.56	\$ 6,943.56	\$ -	\$ -	\$ -	0.81
Therms	Insulation, Floor (R0 to R22) - TG, MH	0.04	square foot	\$ 0.70	\$ 0.70	25	Res Space Heat	5,000	0	(5,000)	200	0	(200)	\$ 3,500.00	\$ -	\$ (3,500.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Insulation, Floor (R0 to R30) - TG	0.06	square foot	\$ 0.85	\$ 0.85	30	Res Space Heat	500	0	(500)	30	0	(30)	\$ 425.00	\$ -	\$ (425.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Insulation, Floor (R0 to R30) - TG	0.06	square foot	\$ 0.85	\$ 0.85	25	Res Space Heat	6,000	0	(6,000)	360	0	(360)	\$ 4,800.00	\$ -	\$ (4,800.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Insulation, Floor (R0 to R30) - TG	0.04	square foot	\$ 0.85	\$ 0.85	30	Res Space Heat	3,000	19,561	16,561	120	762	642	\$ 2,550.00	\$ 16,626.85	\$ 14,076.85	15.00%	\$ 2,484.03	\$ 3,008.81	\$ 5,502.84	\$ -	\$ -	\$ -	0.48
Therms	Insulation, Wall (R0 to R11) - TG	0.06	square foot	\$ 0.85	\$ 0.85	30	Res Space Heat	500	479	(21)	30	29	(1)	\$ 425.00	\$ 407.15	\$ (17.85)	15.00%	\$ 61.07	\$ 73.68	\$ 134.75	\$ -	\$ -	\$ -	0.72
Therms	Insulation, Wall (R0 to R11) - TG	0.08	square foot	\$ 0.80	\$ 0.80	25	Res Space Heat	40,000	0	(40,000)	3,200	0	(3,200)	\$ 32,000.00	\$ -	\$ (32,000.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Insulation, Wall (R0 to R11) - TG	0.06	square foot	\$ 0.85	\$ 0.85	30	Res Space Heat	5,000	30,863	25,863	300	1,852	1,552	\$ 4,250.00	\$ 26,233.55	\$ 21,983.55	15.00%	\$ 3,935.03	\$ 4,747.25	\$ 8,682.28	\$ -	\$ -	\$ -	0.72
Therms	W Coat: Showerheads 2.0 GPM - TG	6	per unit	\$ 25.00	\$ 25.00	30	Res Water Heat	10	12	2	60	72	12	\$ 250.00	\$ 300.00	\$ 50.00	15.00%	\$ 45.00	\$ 54.29	\$ 99.29	\$ -	\$ -	\$ -	1.68
Therms	W Coat: Showerheads 2.0 GPM - TG	6	per unit	\$ 25.00	\$ 25.00	25	Res Water Heat	10	0	(10)	60	0	(60)	\$ 250.00	\$ -	\$ (250.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	W Coat: Showerheads 2.0 GPM - TG	6	per unit	\$ 25.00	\$ 25.00	30	Res Water Heat	10	0	(10)	60	0	(60)	\$ 250.00	\$ -	\$ (250.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Duct Sealing: Duct Sealing - TG, MH	43	per unit	\$ 400.00	\$ 400.00	20	Res Space Heat	25	0	(25)	1,075	0	(1,075)	\$ 10,000.00	\$ -	\$ (10,000.00)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Duct Sealing: Duct Sealing - TG, SF	50	per unit	\$ 400.00	\$ 400.00	20	Res Space Heat	25	0	(25)	1,250	1,500	250	\$ 10,000.00	\$ 12,000.00	\$ 2,000.00	15.00%	\$ 1,800.00	\$ 2,171.53	\$ 3,971.53	\$ -	\$ -	\$ -	1.02
Therms	Duct Sealing: Shell Sealing - TG, L	0.04	square foot	\$ 0.44	\$ 0.44	25	Res Space Heat	15,000	10,000	(5,000)	600	400	(200)	\$ 6,600.00	\$ 4,400.00	\$ (2,200.00)	15.00%	\$ 660.00	\$ 796.23	\$ 1,456.23	\$ -	\$ -	\$ -	0.84
Therms	Duct Sealing: Shell Sealing - TG, S	0.02	square foot	\$ 0.44	\$ 0.44	20	Res Space Heat	15,000	54,197	39,197	300	1,084	784	\$ 6,600.00	\$ 23,946.68	\$ 17,246.68	15.00%	\$ 3,677.00	\$ 4,315.32	\$ 7,992.32	\$ -	\$ -	\$ -	0.37
Therms	Water Heater: Pipe Insulation - TG, MH	0.9	linear foot	\$ 5.50	\$ 5.50	15	Res Water Heat	2	12	10	2	11	9	\$ 11.00	\$ 66.00	\$ 55.00	15.00%	\$ 8.90	\$ 11.94	\$ 21.84	\$ -	\$ -	\$ -	0.75
Therms	Water Heater: Pipe Insulation - TG, MH	0.9	linear foot	\$ 5.50	\$ 5.50	15	Res Water Heat	25	0	(25)	23	0	(23)	\$ 137.50	\$ -	\$ (137.50)	15.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-0.00
Therms	Water Heater: Pipe Insulation - TG, S	0.9	linear foot	\$ 5.50	\$ 5.50	15	Res Water Heat	10	8	(2)	8	8	(1)	\$ 85.00	\$ 49.50	\$ (35.50)	15.00%	\$ 7.43	\$ 8.96	\$ 16.39	\$ -	\$ -	\$ -	0.75
Therms	Measures: Space Heating Boiler Replac	734	calculated	\$ 4,152.00	\$ 4,152.00	24	Comm Space Heat	1	0	(1)	734	734	0	\$ 4,152.00	\$ 4,152.00	\$ -	15.00%	\$ 622.80	\$ 751.35	\$ 1,374.15	\$ -	\$ -	\$ -	1.50
Therms	Measures: Water Heating Boiler Replac	1100	calculated	\$ 6,150.00	\$ 6,150.00	15	Comm Water Heat	1	2															

Energy Star Manufactured Home Schedule 215 Order Number 18230442 Gas

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.													Ratios			Acquisition Cost
Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	DBTC	Marketing	Outside Svcs	Acquisition Cost	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	

Spending Section

Overall Total	2014	2015	Total
Budget Category			
FTE LABOR			\$0.00
			\$0.00
			\$0.00
0.00			\$0.00
MARKETING LABOR			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD			\$0.00
Percentages for Applicable Year	69.20%	70.70%	\$0.00
			\$0.00
			\$0.00
MARKETING			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES			\$0.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS			\$0.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER			\$0.00
Ratio			\$0.00
REVENUE	\$0.00	\$0.00	\$0.00

Energy Star Manufactured Home Schedule 215 Order Number 18230442 Gas

Energy Star Manufactured Home Schedule 215 Order Number 18230442 Gas

Savings Section

Measure Name	Savings	UOM	Measure Information				Unit Totals			Projected Savings			Incentive Totals			Cost Effectiveness (Based on Two-Year Total)									
			Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	NEBs	UC Ratio	RC Rat	PV UC	PV TRC	CE Std UC	CE Std TRC	
TOTALS												0	0	0	\$	\$	\$	0	N/A	N/A	\$	\$	\$	\$	\$

Mobile Home Duct Sealing Schedule 214 Order Number 18230680 Gas

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
Budget Category			
FTE LABOR			
Market Manager			\$0.00
Program Manager			\$0.00
Program Coordinator			\$0.00
Program Implementer			\$0.00
0.00			
MARKETING LABOR			
Marketing Manager			\$0.00
Marketing Support			\$0.00
Detail 3	\$0.00		\$0.00
Detail 4	\$0.00		\$0.00
OVERHEAD			
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
MARKETING			
Materials & Campaign			\$0.00
Detail 2	\$0.00		\$0.00
Detail 3	\$0.00		\$0.00
Detail 4	\$0.00		\$0.00
EMPLOYEE/OFFICE EXPENSE			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00		\$0.00
Detail 3	\$0.00		\$0.00
Detail 4	\$0.00		\$0.00
OUTSIDE SERVICES			
Field Services	\$0.00	\$0.00	\$0.00
Incentive Processing	\$0.00	\$0.00	\$0.00
Detail 3	\$0.00		\$0.00
Detail 4	\$0.00		\$0.00
MATERIALS			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00		\$0.00
Detail 3	\$0.00		\$0.00
Detail 4	\$0.00		\$0.00
MISCELLANEOUS			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00		\$0.00
Detail 3	\$0.00		\$0.00
Detail 4	\$0.00		\$0.00
DIRECT BENEFIT TO CUSTOMER			
Ratio			
REVENUE	\$0.00	\$0.00	\$0.00

Mobile Home Duct Sealing Schedule 214 Order Number 18230680 Gas

Mobile Home Duct Sealing Schedule 214 Order Number 18230680 Gas

Measure Name	Savings	UOM	Unit Type	Measure Information				Unit Totals			Projected Savings			Incentive Totals			Cost Effectiveness (Based on Two-Year Total)								
				Measure Cost	Incentive	Support %	Measure Life	End Use	2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	NEBs	UC Ratio	RC Rat	PV UC	PV TRC	CE Std UC	JE Std TRC	
TOTALS													0	0	0	\$	\$	\$	0	N/A	N/A	\$	\$	\$	\$

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only.

Spending Section

Overall Total			
	2014	2015	Total
Overall Total	\$597,211.80	\$ 620,874.30	\$ 1,218,086.10
Budget Category			
FTE			
LABOR	\$95,000.00	\$ 105,000.00	\$ 200,000.00
Market Manager	\$5,000.00	\$5,000.00	\$10,000.00
Program Manager	\$60,000.00	\$50,000.00	\$110,000.00
Program Coordinator	\$10,000.00	\$31,000.00	\$41,000.00
Energy Management Engineer	\$10,000.00	\$9,000.00	\$19,000.00
Program Implementer	\$10,000.00	\$10,000.00	\$20,000.00
MARKETING LABOR	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00
Marketing staff	\$2,500.00	\$2,500.00	\$2,500.00
OVERHEAD	\$ 65,740.00	\$ 76,002.50	\$ 141,742.50
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$65,740.00	\$74,235.00	\$139,975.00
Marketing Staff	\$0.00	\$1,767.50	\$1,767.50
MARKETING	\$ 700.00	\$ 10,000.00	\$ 10,700.00
Marketing - Advertising, MFNC	\$700.00	\$10,000.00	\$10,700.00
EMPLOYEE/OFFICE EXPENSES	\$ 16,500.00	\$ 7,000.00	\$ 23,500.00
Travel, lodging, meals	\$15,000.00	\$5,000.00	\$20,000.00
Training, software expense	\$900.00	\$1,000.00	\$1,900.00
Phone, printing	\$600.00	\$1,000.00	\$1,600.00
OUTSIDE SERVICES	\$ 7,000.00	\$ 8,000.00	\$ 15,000.00
Labor	\$7,000.00	\$8,000.00	\$15,000.00
MATERIALS	\$ 100.00	\$ 200.00	\$ 300.00
MISCELLANEOUS	\$ -	\$ -	\$ -
DIRECT BENEFIT TO CUSTOMER	\$ 412,171.80	\$ 412,171.80	\$ 824,343.60
Ratio	69.0%	66.4%	
REVENUE	\$0.00	\$0.00	\$0.00

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	DBTC	Marketing	Outside Svcs	Acquisition Cost
2014	\$95,000	\$0	\$65,740	\$700	\$16,500	\$7,000	\$100	\$0	\$412,172	\$0	\$597,212	147,072 therms	69.0%	0.1%	1.2%	\$ 4.06
Original 2015 Budget	\$95,000	\$0	\$66,120	\$700	\$16,500	\$8,000	\$200	\$0	\$117,455	\$0	\$303,975	152,379 therms				
Revised 2015 Budget	\$105,000	\$2,500	\$76,003	\$10,000	\$7,000	\$8,000	\$200	\$0	\$412,172	\$0	\$620,874	147,072 therms	66.4%	2.3%	1.3%	\$ 4.22
Total	\$200,000	\$2,500	\$141,743	\$10,700	\$23,500	\$15,000	\$300	\$0	\$824,344	\$0	\$1,218,086	294,144 therms	67.7%	1.2%	1.2%	\$ 4.14

NOTE: "Total" excludes "Original 2015 Budget" amount

Due to file size, the 2015-specific measure table was imported to the 2015 ACP, and replaces the original 2014-2015 view.

Measure Information													Unit Totals				Projected Savings			Incentive Totals			***RE
UOM	Measure Name	Savings	Unit Type	Measure Cost	Incentive	Supp. %	Measure Life	End Use	PLANNED 2015	REVISIED 2015	Delta	PLANNED 2015	REVISIED 2015	Delta	PLANNED 2015	REVISIED 2015	Delta	NEBs per Unit					
	TOTALS →			\$ 482,596.80	\$ 6,833.20		N/A					147,072	147,072	0	\$ 412,171.80	\$ 412,171.80	\$ -	\$ -					
therms	ing boiler - service w	15	calculated	\$ 60.00	\$ 58.50	29.7%	15	Comm Water Heat	2,910	2,910	0	43,650	43,650	0	\$ 170,235.00	\$ 170,235.00	\$ -	\$ -					
therms	ensing boiler - space	3	calculated	\$ 15.00	\$ 15.00	0.8%	24	Res Space Heat	408	408	0	1,224	1,224	0	\$ 6,120.00	\$ 6,120.00	\$ -	\$ -					
therms	water heater - servic	15	calculated	\$ 30.00	\$ 27.00	23.7%	7	Comm Water Heat	2,328	2,328	0	34,920	34,920	0	\$ 62,856.00	\$ 62,856.00	\$ -	\$ -					
therms	head - Max 1.50 gpm	13	per unit	\$ 31.00	\$ 25.00	20.6%	10	Res Water Heat	2,328	2,328	0	30,264	30,264	0	\$ 58,200.00	\$ 58,200.00	\$ -	\$ -					
therms	head - Max 1.75 gpm	9	per unit	\$ 31.00	\$ 15.00	14.2%	10	Res Water Heat	2,328	2,328	0	20,952	20,952	0	\$ 34,920.00	\$ 34,920.00	\$ -	\$ -					
therms	Solar thermal	1	calculated	\$ 2.70	\$ 2.70	0.1%	10	Comm Water Heat	204	204	0	204	204	0	\$ 550.80	\$ 550.80	\$ -	\$ -					
therms	Building - Design T	1272	calculated	\$ 7,000.00	\$ 6,360.00	10.4%	15	Res Space Heat	12	12	0	15,264	15,264	0	\$ 76,320.00	\$ 76,320.00	\$ -	\$ -					
therms	Building - Actual	66	calculated	\$ 350.00	\$ 330.00	0.4%	15	Res Space Heat	9	9	0	594	594	0	\$ 2,970.00	\$ 2,970.00	\$ -	\$ -					

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

Total

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$57,117	\$3,690	\$42,079	\$3,750	\$2,400	\$12,000	\$3,000	\$0	\$615,633	\$0	\$739,669	104,056 therms	83.2%	1.3%	1.6%	\$ 7.11
Original 2015 Budget	\$57,117	\$3,690	\$42,322	\$3,750	\$2,400	\$12,000	\$3,000	\$0	\$635,893	\$0	\$760,172	104,272 therms				
Revised 2015 Budget	\$52,724	\$3,321	\$39,624	\$3,750	\$1,500	\$54,404	\$1,500	\$200	\$342,023	\$0	\$499,044	107,542 therms	68.5%	1.8%	10.9%	\$ 4.64
Total	\$109,841	\$7,011	\$81,702	\$7,500	\$3,900	\$66,404	\$4,500	\$200	\$957,655	\$0	\$1,238,713	211,597 therms	77.3%	1.5%	5.4%	\$ 5.85

NOTE: "Total" excludes "Original 2015 Budget" amount

Due to file size, the 2015-specific measure table was imported to the 2015 ACP, and replaces the original 2014-2015 view.

Savings Section

UOM	Measure Name	Savings	Unit Type	Measure Cost	Incentive	Supp. %	Measure Life	End Use	Unit Totals		Projected Savings			Incentive Totals			***REVISED 2015 NEBs per Unit		
									PLANNED 2015	REVISED 2015	Delta	PLANNED 2015	REVISED 2015	Delta	PLANNED 2015	REVISED 2015		Delta	
TOTALS →																			
				\$ 641,312.00	\$ 35,637.60		-305					104,056	107,542	3,486	\$ 615,632.50	\$ 342,022.50	\$ (273,610.00)	↓	
therms	rator - 1.5 gpm GWH - Direct Ind	2.94	per unit	\$ 2.10	\$ 2.10	2.7%	10	Res Water Heat	0	1,000	1,000	0	2,940	2,940	\$ -	\$ 2,100.00	\$ 2,100.00	\$ -	23.64
therms	Attic Insulation R-11 to R-38	0.06	square foot	\$ 0.75	\$ 0.75	0.6%	30	Res Space Heat	10,000	10,000	0	600	600	0	\$ 7,500.00	\$ 7,500.00	\$ -	\$ -	
therms	Attic Insulation R0 to R38	0.09	square foot	\$ 1.06	\$ 0.75	2.5%	30	Res Space Heat	150,000	30,000	(120,000)	13,500	2,700	(10,800)	\$ 112,500.00	\$ 22,500.00	\$ (90,000.00)	\$ -	
therms	Water + Space Heating) Replace	1923	calculated	\$ 32,205.00	\$ 9,394.00	1.8%	24	Comm Space Heat	0	1	1	0	1,923	1,923	\$ -	\$ 9,394.00	\$ 9,394.00	\$ -	
therms	omestic Water) Replacement (Ca	1100	calculated	\$ 11,560.00	\$ 5,500.00	1.0%	15	Comm Water Heat	0	1	1	0	1,100	1,100	\$ -	\$ 5,500.00	\$ 5,500.00	\$ -	
therms	Boiler (Pool Heating) (Calculated	412	calculated	\$ 3,600.00	\$ 1,686.00	0.4%	15	Comm Water Heat	0	1	1	0	412	412	\$ -	\$ 1,686.00	\$ 1,686.00	\$ -	
therms	pace Heating) Replacement (Ca	734	calculated	\$ 6,000.00	\$ 3,670.00	2.7%	24	Comm Space Heat	6	4	(2)	4,404	2,936	(1,468)	\$ 22,020.00	\$ 14,680.00	\$ (7,340.00)	\$ -	
therms	Floor Insulation R-0 to R-30	0.05	square foot	\$ 1.59	\$ 0.50	0.1%	30	Res Space Heat	2,000	2,000	0	100	100	0	\$ 1,000.00	\$ 1,000.00	\$ -	\$ -	
therms	Efficiency Natural Gas Fireplace -	72	per home	\$ 562.00	\$ 200.00	0.8%	20	Res Space Heat	12	12	0	864	864	0	\$ 2,400.00	\$ 2,400.00	\$ -	\$ -	
therms	Ice & Water Heating Natural Gas	129.7	per home	\$ 1,526.00	\$ 800.00	1.2%	18	Res Space Heat	12	10	(2)	1,556	1,297	(259)	\$ 9,600.00	\$ 8,000.00	\$ (1,600.00)	\$ -	
therms	rural Gas Boiler (.95 AFUE) - In-	89.3	per home	\$ 1,393.00	\$ 350.00	0.2%	20	Res Space Heat	0	2	2	0	179	179	\$ -	\$ 700.00	\$ 700.00	\$ -	
therms	rural Gas Furnace (.95 AFUE) - In-	82.4	per home	\$ 603.00	\$ 250.00	0.2%	18	Res Space Heat	0	2	2	0	165	165	\$ -	\$ 500.00	\$ 500.00	\$ -	
therms	head - Max 1.5 gpm GWH - Dire	13	per unit	\$ 18.00	\$ 18.00	6.0%	10	Res Water Heat	500	500	0	6,500	6,500	0	\$ 9,000.00	\$ 9,000.00	\$ -	\$ 195.79	
therms	atic Restrictor Handehldlhd Sh	21.7	per unit	\$ 58.00	\$ 58.00	8.1%	10	Res Water Heat	0	400	400	0	8,680	8,680	\$ -	\$ 23,200.00	\$ 23,200.00	\$ 251.88	
therms	hermostatic Restrictor Showerhe	21.7	per unit	\$ 41.00	\$ 41.00	50.4%	10	Res Water Heat	500	2,500	2,000	10,850	54,250	43,400	\$ 20,500.00	\$ 102,500.00	\$ 82,000.00	\$ 251.88	
therms	ostatic Restrictor Showerhead A	8.7	per unit	\$ 33.00	\$ 33.00	8.1%	10	Res Water Heat	750	1,000	250	6,525	8,700	2,175	\$ 24,750.00	\$ 33,000.00	\$ 8,250.00	\$ 56.09	
therms	Variable Speed Drive - Gas	2742	calculated	\$ 58,100.00	\$ 13,619.00	0.0%	15	Comm Space Heat	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	
therms	Wall Insulation R-0 to R-11	0.05	square foot	\$ 0.78	\$ 0.50	0.0%	30	Res Space Heat	725	725	0	36	36	0	\$ 362.50	\$ 362.50	\$ -	\$ -	
therms	s (single to double paned) U= 1.2	0.88	square foot	\$ 20.61	\$ 6.00	12.3%	30	Res Space Heat	65,000	15,000	(50,000)	57,200	13,200	(44,000)	\$ 390,000.00	\$ 90,000.00	\$ (300,000.00)	\$ -	
therms	Windows (single to triple paned) U= 1.2 to 0.22	0.96	square foot	\$ 21.97	\$ 8.00	0.9%	30	Res Space Heat	2,000	1,000	(1,000)	1,920	960	(960)	\$ 16,000.00	\$ 8,000.00	\$ (8,000.00)	\$ -	

Spending Section

Overall Total	2014	2015	Total
\$ 739,668.71	\$ 499,044.49	\$ 1,238,713.20	
Budget Category			
FTE LABOR	\$ 97,417.98	\$ 52,723.80	\$ 109,841.26
0.05 Market Manager	\$ 4,393.65	\$ 4,393.65	\$ 8,787.30
0.20 Program Manager	\$ 17,574.60	\$ 17,574.60	\$ 35,149.20
0.10 Program Implementer	\$ 8,787.30	\$ 8,787.30	\$ 17,574.60
0.30 Energy Management Engineer	\$ 26,361.90	\$ 21,968.25	\$ 48,330.15
MARKETING LABOR	\$ 3,690.00	\$ 3,321.00	\$ 7,011.00
Marketing Lead	\$ 2,990.00	\$ 2,691.00	\$ 5,681.00
Marketing Support	\$ 700.00	\$ 630.00	\$ 1,330.00
OVERHEAD	\$ 42,078.76	\$ 39,623.67	\$ 81,702.43
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$ 39,625.28	\$ 37,275.73	\$ 76,801.00
Marketing Staff	\$ 2,553.48	\$ 2,347.95	\$ 4,901.43
MARKETING	\$ 3,750.00	\$ 3,750.00	\$ 7,500.00
Marketing events, tools & materials	\$ 3,750.00	\$ 3,750.00	\$ 7,500.00
EMPLOYEE/OFFICE EXPENSES	\$ 2,400.00	\$ 1,500.00	\$ 3,900.00
Lodging, travel	\$ 1,900.00	\$ 1,000.00	\$ 2,900.00
Software, training, phone expense	\$ 500.00	\$ 500.00	\$ 1,000.00
OUTSIDE SERVICES	\$ 12,000.00	\$ 54,403.52	\$ 66,403.52
Labor - field management activities	\$ 12,000.00	\$ 54,403.52	\$ 66,403.52
MATERIALS	\$ 3,000.00	\$ 1,500.00	\$ 4,500.00
Diagnostic tools, safety equipment	\$ 3,000.00	\$ 1,500.00	\$ 4,500.00
MISCELLANEOUS	\$ -	\$ 200.00	\$ 200.00
DIRECT BENEFIT TO CUSTOMER	\$ 615,632.50	\$ 342,022.50	\$ 957,655.00
Ratio	83.2%	68.5%	
REVENUE	\$ 0.00	\$ 0.00	\$ 0.00

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

2014 Values are shown as reference only.

Spending Section			
Overall Total	2014	2015	Total
FTE			
LABOR	\$ 25,000.00	\$ 19,000.00	\$ 44,000.00
Market Manager	\$5,000.00	\$4,500.00	\$9,500.00
Program Manager	\$15,000.00	\$10,000.00	\$25,000.00
Program Implementer	\$5,000.00	\$4,500.00	\$9,500.00
			\$0.00
0.00			
MARKETING LABOR	\$ 5,000.00	\$ 4,500.00	\$ 9,500.00
Marketing Manager	\$2,500.00	\$2,250.00	\$4,750.00
Marketing Support	\$2,500.00	\$2,250.00	\$4,750.00
			\$0.00
			\$0.00
OVERHEAD	\$ 20,760.00	\$ 16,614.50	\$ 37,374.50
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$17,300.00	\$13,433.00	\$30,733.00
Marketing Staff	\$3,460.00	\$3,181.50	\$6,641.50
MARKETING	\$ 20,000.00	\$ 25,000.00	\$ 45,000.00
Materials & Campaign	\$20,000.00	\$25,000.00	\$45,000.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 300.00	\$ 300.00	\$ 300.00
			\$300.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 10,000.00	\$ 10,000.00	\$ 20,000.00
Field Services	\$5,000.00	\$5,000.00	\$10,000.00
Incentive Processing	\$5,000.00	\$5,000.00	\$10,000.00
			\$0.00
			\$0.00
MATERIALS	\$ 500.00	\$ 500.00	\$ 1,000.00
	\$500.00	\$500.00	\$1,000.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 500.00	\$ 300.00	\$ 800.00
	\$500.00	\$300.00	\$800.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 160,340.00	\$ 310,900.00	\$ 471,240.00
Ratio	66.2%	80.3%	
REVENUE	\$ 0.00	\$ 0.00	\$ 0.00

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$25,000	\$5,000	\$20,760	\$20,000	\$0	\$10,000	\$500	\$500	\$160,340	\$0	\$242,100	83,803 therms	66.2%	11.6%	4.1%	\$ 2.89
Original 2015 Budget	\$27,750	\$5,550	\$23,177	\$22,000	\$0	\$11,000	\$550	\$550	\$160,340	\$0	\$250,917	83,803 therms				
Revised 2015 Budget	\$19,000	\$4,500	\$16,615	\$25,000	\$300	\$10,000	\$500	\$300	\$310,900	\$0	\$387,115	145,116 therms	80.3%	8.4%	2.6%	\$ 2.67
Total	\$44,000	\$9,500	\$37,375	\$45,000	\$300	\$20,000	\$1,000	\$800	\$471,240	\$0	\$629,215	228,919 therms	74.9%	9.6%	3.2%	\$ 2.75

NOTE: "Total" excludes "Original 2015 Budget" amount

Savings Section													Savings Section					
Measure Name	Savings	UOM	Measure Information			Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals		
			Unit Type	Measure Cost						2014	2015	Combined	2014	2015	Combined	2014	2015	Combined
TOTALS →							100%	N/A					83,803	145,116	228,919	\$ 160,340.00	\$ 310,900.00	\$ 471,240.00
Adapater - ShowerStart (G)	9.9	therms	per unit	\$ 30.00	\$ 10.00	0%	10	Res Water Heat		0		0	0	0	0	\$ -	\$ -	\$ -
Showerhead - Direct Install - 1.50 gpm	13.0	therms	per unit	\$ 31.00	\$ 31.00	2%	10	Res Water Heat		400		400	0	5,200	5,200	\$ -	\$ 12,400.00	\$ 12,400.00
Showerhead - Engagement C - Elec WH (G)	5.0	therms	per unit	\$ 24.00	\$ 24.00	0%	10	Res Water Heat		0		0	0	0	0	\$ -	\$ -	\$ -
Showerhead - Retail - Gas WH - 1.50 gpm and less	10.2	therms	per unit	\$ 24.00	\$ 24.00	8%	10	Res Water Heat		1,550		1,550	0	15,810	15,810	\$ -	\$ 15,500.00	\$ 15,500.00
Showerhead - Retail - Gas WH - 1.51 to 1.75 gpm	7.9	therms	per unit	\$ 24.00	\$ 24.00	1%	10	Res Water Heat		150		150	0	1,185	1,185	\$ -	\$ 1,500.00	\$ 1,500.00
Showerhead - Retail - Gas WH - 1.76 to 2.0 gpm	5.3	therms	per unit	\$ 24.00	\$ 24.00	1%	10	Res Water Heat		300		300	0	1,590	1,590	\$ -	\$ 3,000.00	\$ 3,000.00
Showerhead - Retail C - Any WH - 1.50 gpm and less (G)	5.1	therms	per unit	\$ 24.00	\$ 24.00	29%	10	Res Water Heat		16,500		16,500	0	84,150	84,150	\$ -	\$ 165,000.00	\$ 165,000.00
Showerhead - Retail C - Any WH - 1.51 to 1.75 gpm (G)	4	therms	per unit	\$ 24.00	\$ 24.00	3%	10	Res Water Heat		2,500		2,500	0	9,750	9,750	\$ -	\$ 25,000.00	\$ 25,000.00
Showerhead - Retail C - Any WH - 1.76 to 2.0 gpm (G)	3	therms	per unit	\$ 24.00	\$ 24.00	6%	10	Res Water Heat		6,750		6,750	0	17,550	17,550	\$ -	\$ 67,500.00	\$ 67,500.00
Showerhead - Retail GO - Any WH - 1.50 gpm and less	5	therms	per unit	\$ 24.00	\$ 24.00	2%	10	Res Water Heat		1,500		1,500	0	7,965	7,965	\$ -	\$ 15,000.00	\$ 15,000.00
Showerhead - Retail GO - Any WH - 1.76 to 2.0 gpm	4	therms	per unit	\$ 24.00	\$ 24.00	1%	10	Res Water Heat		200		200	0	820	820	\$ -	\$ 2,000.00	\$ 2,000.00
Showerhead - Retail GO - Any WH - 1.76 to 2.0 gpm	3	therms	per unit	\$ 24.00	\$ 24.00	1%	10	Res Water Heat		400		400	0	1,096	1,096	\$ -	\$ 4,000.00	\$ 4,000.00
Showerhead - ShowerStart - 1.5 gpm (G)	17	therms	per unit	\$ 40.00	\$ 10.00	0%	10	Res Water Heat		0		0	0	0	0	\$ -	\$ -	\$ -
Showerhead Retail Gas Waterheat - 1.50 gpm and less	10.2	therm	per unit	\$ 24.00	\$ 10.00	1%	10	water heat		408		408	4,162	0	4,162	\$ 4,080.00	\$ -	\$ 4,080.00
Showerhead Retail Combined - 1.50 gpm and less	5.1	therm	per unit	\$ 24.00	\$ 10.00	39%	10	water heat		12,445		12,445	63,470	0	63,470	\$ 124,450.00	\$ -	\$ 124,450.00
1.50 gpm Showerheads - Direct Install	13.0	therm	per unit	\$ 24.00	\$ 10.00	1%	10	water heat		400		400	5,200	0	5,200	\$ 4,000.00	\$ -	\$ 4,000.00
Showerhead Retail Gas Waterheat - 1.51 - 1.75 gpm	7.9	therm	per unit	\$ 24.00	\$ 10.00	0%	10	water heat		8		8	63	0	63	\$ 80.00	\$ -	\$ 80.00
Showerhead Retail Combined - 1.51 - 1.75 gpm	3.9	therm	per unit	\$ 24.00	\$ 10.00	6%	10	water heat		2,048		2,048	7,987	0	7,987	\$ 20,480.00	\$ -	\$ 20,480.00
Showerhead Retail Gas Waterheat - 1.76 - 2.0 gpm	5.3	therm	per unit	\$ 24.00	\$ 10.00	1%	10	water heat		384		384	2,035	0	2,035	\$ 3,840.00	\$ -	\$ 3,840.00
Showerhead Combined - 1.76 - 2.0 gpm	2.6	therm	per unit	\$ 24.00	\$ 10.00	1%	10	water heat		341		341	887	0	887	\$ 3,410.00	\$ -	\$ 3,410.00

2015 values

2014 values

Single Family New Construction Schedule 215 Order Number 18230684 Gas

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

2014												Ratios			Acquisition Cost	
	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	DBTC	Marketing		Outside Svcs
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms				
\$5,492	\$1,099	\$3,883	\$24,000	\$0	\$0	\$2,500	\$0	\$0	\$0	\$36,974	therms	0.0%	69.8%	0.0%		#DIV/0!
Total	\$5,492	\$1,099	\$3,883	\$24,000	\$0	\$0	\$2,500	\$0	\$0	\$36,974	therms	0.0%	69.8%	0.0%		#DIV/0!

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
Budget Category			
LABOR			
FTE			
LABOR	\$5,492.00	\$5,492.00	\$5,492.00
Program Coordinator		\$5,492.00	\$5,492.00
			\$0.00
			\$0.00
			\$0.00
0.00			
MARKETING LABOR			
Marketing Staff	\$1,099.00	\$1,099.00	\$1,099.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD			
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$3,882.84	\$3,882.84
			\$0.00
			\$0.00
MARKETING			
Materials, Master Builders Assoc.		\$24,000.00	\$24,000.00
Promotional			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES			
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES			
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS			
		\$2,500.00	\$2,500.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS			
			\$0.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER			
Ratio			
REVENUE	\$0.00	\$0.00	\$0.00

Single Family New Construction Schedule 215 Order Number 18230684 Gas

Single Family New Construction Schedule 215 Order Number 18230684 Gas

Savings Section

Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			Cost Effectiveness (Based on Two-Year Total)								
									2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	NEBs	UC Ratio	RC Rat	PV UC	PV TRC	CE Std UC	CE Std TRC		
TOTALS													0	0	0	\$	\$	\$	0	N/A	N/A	\$	\$	\$	\$	\$

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	DBTC	Marketing	Outside Svcs	Acquisition Cost
2014	\$83,363	\$17,550	\$69,831	\$165,000	\$5,400	\$18,000	\$15,400	\$10,200	\$1,248,000	\$0	\$1,632,744	519,800 therms	76.4%	11.9%	1.1%	\$ 3.14
Original 2015 Budget	\$83,363	\$17,550	\$70,235	\$165,000	\$5,400	\$18,000	\$15,400	\$10,200	\$1,287,500	\$0	\$1,672,648	531,650 therms				
Revised 2015 Budget	\$41,145	\$14,085	\$39,048	\$165,000	\$5,400	\$18,000	\$15,400	\$10,200	\$1,287,500	\$0	\$1,595,778	531,650 therms	80.7%	11.8%	1.1%	\$ 3.00
Total	\$124,508	\$31,635	\$108,879	\$330,000	\$10,800	\$36,000	\$30,800	\$20,400	\$2,535,500	\$0	\$3,228,522	1,051,450 therms	78.5%	11.8%	1.1%	\$ 3.07

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
\$ 1,632,743.95	\$ 1,595,778.02	\$ 3,228,521.97	
Budget Category	2014	2015	Total
FTE LABOR	\$ 17,550.00	\$ 41,145.12	\$ 124,507.62
Average of Staff Labor	\$83,362.50	\$41,145.12	\$124,507.62
			\$0.00
			\$0.00
			\$0.00
MARKETING LABOR	\$ 17,550.00	\$ 14,085.12	\$ 31,635.12
	\$17,550.00	\$14,085.12	\$31,635.12
			\$0.00
			\$0.00
OVERHEAD	\$ 69,831.45	\$39,047.78	\$ 108,879.23
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$57,686.85	\$29,089.60	\$86,776.45
Marketing Staff	\$12,144.60	\$9,958.18	\$22,102.78
			\$0.00
MARKETING	\$ 165,000.00	\$ 165,000.00	\$ 330,000.00
Bill inserts, collateral, media	\$165,000.00	\$165,000.00	\$330,000.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 5,400.00	\$ 5,400.00	\$ 10,800.00
Travel, tolls, meals, lodging, phone expenses	\$5,400.00	\$5,400.00	\$10,800.00
office supplies, equipment			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 18,000.00	\$ 18,000.00	\$ 36,000.00
Program Implementation,	\$18,000.00	\$18,000.00	\$36,000.00
Anticipated software solutions			\$0.00
			\$0.00
MATERIALS	\$ 15,400.00	\$ 15,400.00	\$ 30,800.00
	\$15,400.00	\$15,400.00	\$30,800.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 10,200.00	\$ 10,200.00	\$ 20,400.00
	\$10,200.00	\$10,200.00	\$20,400.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 1,248,000.00	\$ 1,287,500.00	\$ 2,535,500.00
Ratio	76.4%	80.7%	
REVENUE	\$0.00	\$0.00	\$0.00

Savings Section

Measure Name	Savings	UOM	Measure Information			Support %	Measure Life	End Use	Unit Totals		Projected Savings		Incentive Totals		Ass (Based on NEBs)			
			Unit Type	Measure Cost	Incentive				2014	2015	2014	2015	2014	2015				
TOTALS →						100%	N/A				519,800	531,650	1,051,450	\$ 1,248,000.00	\$ 1,287,500.00	\$ 2,535,500.00	0	
Efficient 95% Gas Furnace (Note: Raised from 90%)	110	therm	per unit	\$ 803.00	\$ 250.00	83%	18	space heat	4,000	4,000	8,000	440,000	440,000	880,000	\$ 1,000,000.00	\$ 1,000,000.00	\$ 2,000,000.00	
Energy Star qualified Boilers (95% AFUE)	119	therm	per unit	\$ 1,393.00	\$ 350.00	4%	20	space heat	40	50	90	4,760	5,950	10,710	\$ 14,000.00	\$ 17,500.00	\$ 31,500.00	
High Efficiency Natural Gas Fireplace	72	therm	per home	\$ 562.00	\$ 200.00	10%	20	space heat	850	950	1,800	61,200	68,400	129,600	\$ 170,000.00	\$ 190,000.00	\$ 360,000.00	
NEW Integrated Space & Water Heating	173	therm	per home	\$ 1,526.00	\$ 800.00	3%	18	space heat	80	100	180	13,840	17,300	31,140	\$ 64,000.00	\$ 80,000.00	\$ 144,000.00	

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
Budget Category			
LABOR			
Market Manager	\$0.00	\$0.00	\$0.00
Program Manager	\$0.00	\$0.00	\$0.00
Program Coordinator	\$0.00	\$0.00	\$0.00
Program Implementer	\$0.00	\$0.00	\$0.00
MARKETING LABOR			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00	\$0.00	\$0.00
Detail 3	\$0.00	\$0.00	\$0.00
Detail 4	\$0.00	\$0.00	\$0.00
OVERHEAD			
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
MARKETING			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00	\$0.00	\$0.00
Detail 3	\$0.00	\$0.00	\$0.00
Detail 4	\$0.00	\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSES			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00	\$0.00	\$0.00
Detail 3	\$0.00	\$0.00	\$0.00
Detail 4	\$0.00	\$0.00	\$0.00
OUTSIDE SERVICES			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00	\$0.00	\$0.00
Detail 3	\$0.00	\$0.00	\$0.00
Detail 4	\$0.00	\$0.00	\$0.00
MATERIALS			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00	\$0.00	\$0.00
Detail 3	\$0.00	\$0.00	\$0.00
Detail 4	\$0.00	\$0.00	\$0.00
MISCELLANEOUS			
Detail 1	\$0.00	\$0.00	\$0.00
Detail 2	\$0.00	\$0.00	\$0.00
Detail 3	\$0.00	\$0.00	\$0.00
Detail 4	\$0.00	\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER			
Ratio			
REVENUE	\$0.00	\$0.00	\$0.00

Savings Section

Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			NEBs	Cost Effectiveness (Based on Two-Year Total)							
									2014	2015	Combined	2014	2015	Combined	2014	2015	Combined		UC Ratio	RC Rat	PV UC	PV TRC	CE Std UC	CE Std TRC		
TOTALS →				\$ -			N/A						0	0	0	\$ -	\$ -	\$ -	0	N/A	N/A	\$ -	\$ -	\$ -	\$ -	\$ -

SF Existing Weatherizatin Schedule 214 Order Number 18230637 Gas

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
2014	\$35,100	\$13,163	\$33,398	\$37,500	\$2,500	\$292,500	\$0	\$15,000	\$2,749,009	\$0	\$3,178,169	560,960 therms	86.5%	1.9%	9.2%	\$ 5.67
Original 2015 Budget	\$35,100	\$13,163	\$33,398	\$37,500	\$2,500	\$292,500	\$0	\$15,000	\$3,197,762	\$0	\$3,627,115	622,449 therms				
Revised 2015 Budget	\$28,829	\$12,073	\$28,918	\$37,500	\$2,500	\$292,500	\$0	\$15,000	\$2,754,225	\$0	\$3,171,545	432,015 therms	86.8%	1.8%	9.2%	\$ 7.34
Total	\$99,029	\$38,398	\$95,906	\$112,500	\$7,500	\$877,500	\$0	\$45,000	\$8,700,996	\$0	\$9,976,829	1,615,425 therms	87.2%	1.8%	8.8%	\$ 6.18

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	2014	2015	Total
\$ 3,178,169.42	\$ 3,171,544.92	\$ 6,349,714.35	
Budget Category	2014	2015	Total
FTE	\$ 35,100.00	\$ 28,829.16	\$ 63,929.16
Avg of Program Staff	\$35,100.00	\$28,829.16	\$63,929.16
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
0.00			
MARKETING LABOR	\$ 13,162.50	\$ 12,072.96	\$ 25,235.46
	\$13,162.50	\$12,072.96	\$25,235.46
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OVERHEAD	\$ 33,397.85	\$ 28,917.80	\$ 62,315.65
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$24,289.20	\$20,382.22	\$44,671.42
Marketing Staff	\$9,108.45	\$8,535.58	\$17,644.03
	\$0.00	\$0.00	\$0.00
MARKETING	\$ 37,500.00	\$ 37,500.00	\$ 75,000.00
Bill inserts, collateral, media	\$37,500.00	\$37,500.00	\$75,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 2,500.00	\$ 2,500.00	\$ 5,000.00
Travel, tolls, meals, lodging, phone expense	\$2,500.00	\$2,500.00	\$5,000.00
office supplies, equipment	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OUTSIDE SERVICES	\$ 292,500.00	\$ 292,500.00	\$ 585,000.00
Contractor mgmnt, training, QA	\$292,500.00	\$292,500.00	\$585,000.00
& program admin.	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MATERIALS	\$ -	\$ -	\$ -
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MISCELLANEOUS	\$ 15,000.00	\$ 15,000.00	\$ 30,000.00
	\$15,000.00	\$15,000.00	\$30,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 2,749,009.28	\$ 2,754,225.00	\$ 5,503,234.28
Ratio	86.5%	86.8%	
REVENUE	\$0.00	\$0.00	\$0.00

SF Existing Weatherizatin Schedule 214 Order Number 18230637 Gas

SF Existing Weatherizatin Schedule 214 Order Number 18230637 Gas

Savings Section

Measure Name	Savings	UOM	Measure Information		Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals		Projected Savings		Incentive Totals		BSS (Based on NEBs)
			Unit Type	Measure Cost						2014	2015	2014	2015	2014	2015	
TOTALS →							100%	N/A			560,960	432,015	922,975	\$ 2,749,009.28	\$ 2,754,225.00	\$ 5,503,234.28
Air Sealing CFM50 - Gas	0.083	therms	per unit	\$ 0.67	\$ 0.67	0.0%	30	space heat	500,000	0	500,000	41,500	0	\$ 41,500	\$ 335,000.00	\$ -
Attic Insulation R-0 to R-49 - Gas	0.11	therms	square foot	\$ 1.08	\$ 0.33	0.0%	30	space heat	1,500,000	0	1,500,000	165,000	0	\$ 165,000	\$ 495,000.00	\$ -
Floor Insulation R-0 to R-30 - Gas	0.066	therms	square foot	\$ 1.37	\$ 0.11	0.0%	30	space heat	1,100,000	0	1,100,000	72,600	0	\$ 72,600	\$ 121,000.00	\$ -
Prescriptive Duct Sealing and Insulation - Gas	75	therms	per unit	\$ 1,000.00	\$ 300.00	19.1%	20	space heat	1,025	1,100	2,125	76,875	82,500	\$ 159,375	\$ 330,000.00	\$ 637,500.00
PTCS Duct Sealing - Gas	58	therms	per home	\$ 538.00	\$ 300.00	0.7%	20	space heat	125	50	175	7,250	2,900	\$ 10,150	\$ 37,500.00	\$ 15,000.00
Wall Insulation R-0 to R-13 - Gas	0.084	therms	square foot	\$ 0.97	\$ 0.22	0.0%	30	space heat	425,000	0	425,000	35,700	0	\$ 35,700	\$ 93,500.00	\$ -
CO Monitor	0	therms	per home	\$ 38.30	\$ 38.30	0.0%	5	space heat	2,750	2,750	5,500	0	0	\$ -	\$ 105,325.00	\$ 105,325.00
Home Performance with Energy Star	0	therms	per home	\$ 600.00	\$ 400.00	0.0%	30	space heat	250	100	350	0	0	\$ -	\$ 140,000.00	\$ 140,000.00
Energy Star Windows- Double Pane to U.30- Average	0.532	therms	square foot	\$ 20.61	\$ 4.16	0.0%	30	space heat	119,608	0	119,608	63,631	0	\$ 63,631	\$ 497,569.28	\$ -
Energy Star Windows- Single Pane to U.30- Average	0.981	therms	square foot	\$ 20.61	\$ 4.16	0.0%	30	space heat	84,000	0	84,000	82,404	0	\$ 82,404	\$ 349,440.00	\$ -
Showerhead - leave behind	16	therms	per unit	\$ 10.00	\$ 10.00	4.1%	10	water heat	1,000	1,100	2,100	16,000	17,600	\$ 33,600	\$ 11,000.00	\$ 21,000.00
HomePrint Assessment	0	therms	per home	\$ 115.00	\$ 115.00	0.0%	30	space heat	3,500	1,500	5,000	0	0	\$ -	\$ 402,500.00	\$ 172,500.00
Air Sealing CFM50 - Gas	0.024	therms	per unit	\$ 0.66	\$ 0.66	1.2%	30	Res Space Heat	0	225,000	225,000	5,400	5,400	\$ 5,400	\$ -	\$ 148,500.00
Attic Insulation R-0 to R-49 - Gas	0.12	therms	square foot	\$ 1.12	\$ 0.33	15.3%	30	Res Space Heat	0	550,000	550,000	66,000	66,000	\$ 66,000	\$ -	\$ 181,500.00
Energy Star Windows- Double Pane to U.30	0.316	therms	square foot	\$ 25.80	\$ 4.16	14.6%	30	Res Space Heat	0	200,000	200,000	63,200	63,200	\$ 63,200	\$ -	\$ 832,000.00
Energy Star Windows- Single Pane to U.30	0.741	therms	square foot	\$ 20.87	\$ 4.16	19.7%	30	Res Space Heat	0	115,000	115,000	85,215	85,215	\$ 85,215	\$ -	\$ 478,400.00
Floor Insulation R-0 to R-30 - Gas	0.049	therms	square foot	\$ 1.32	\$ 0.11	12.5%	30	Res Space Heat	0	1,100,000	1,100,000	53,900	53,900	\$ 53,900	\$ -	\$ 121,000.00
Wall Insulation R-0 to R-13 - Gas	0.084	therms	square foot	\$ 1.39	\$ 0.22	7.8%	30	Res Space Heat	0	400,000	400,000	33,600	33,600	\$ 33,600	\$ -	\$ 88,000.00
Attic Insulation R-11 to R-49 - Gas	0.031	therms	square foot	\$ 0.98	\$ 0.33	5.0%	30	Res Space Heat	0	700,000	700,000	21,700	21,700	\$ 21,700	\$ -	\$ 231,000.00

2014 values

2015 values

Program ended in 2014. All services offered through custom grants (Schedule 250) or lighting rebates (Schedule 262)

Small Business Lighting
Schedule-255
Order Number: 18230725
Electric

2013 budget (For comparison. Source: Final 2013 ACP)

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2013 budget (For comparison. Source: Final 2013 ACP)	\$ 645,100	\$ 19,400	\$ 469,800	\$ 12,500	\$ 10,200	\$ 68,250	\$ 3,380	\$ 500	\$ 4,411,000	\$ 5,640,130	16,040,000
2014	\$ 8,900	\$ -	\$ 6,200	\$ -	\$ 10,010	\$ -	\$ 4,420	\$ 27,485	\$ 550,000	\$ 607,015	2,000,000
2015	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	0
TOTAL	\$ 8,900	\$ -	\$ 6,200	\$ -	\$ 10,010	\$ -	\$ 4,420	\$ 27,485	\$ 550,000	\$ 607,015	2,000,000

[Link to In-house Programs](#)

[Link to Contracted Savings Summary](#)

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

	2014	2015	Total
EES Staff, Maj Accts, CSY Support	\$ 8,900	\$ -	\$ 8,900
Marketing	\$ -	\$ -	\$ -

EMPLOYEE/OFFICE EXPENSES

	2014	2015	Total
Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ 500	\$ -	\$ 500
Travel Expenses (Mileage, Airfare, Lodging)	\$ 800	\$ -	\$ 800
Training Expenses, Employee Memberships, Seminars	\$ 1,200	\$ -	\$ 1,200
Office Supplies/Svcs, Phone Expense, Printing	\$ 5,510	\$ -	\$ 5,510
Other	\$ 2,000	\$ -	\$ 2,000
Total	\$ 10,010	\$ -	\$ 10,010

Miscellaneous Expenses

	2014	2015	Total
	\$ 27,485	\$ -	\$ 27,485

Materials Expenses

	2014	2015	Total
Materials - Direct Purchase	\$ 4,280	\$ -	\$ 4,280
Other/Miscellaneous	\$ 140	\$ -	\$ 140
Total Materials Expenses	\$ 4,420	\$ -	\$ 4,420

Marketing Expenses

	2014	2015	Total
	\$ -	\$ -	\$ -

Overhead

	2014	2015	Total
	\$ 6,200	\$ -	\$ 6,200

Outside Services

	2014	2015	Total
Bradson Technologies - CSY Support	\$ -	\$ -	\$ -
Software Development (CMS - Tracking/Forecasting)	\$ -	\$ -	\$ -
Other (Misc Small Contracts)	\$ -	\$ -	\$ -
Total Outside Services	\$ -	\$ -	\$ -

TOTAL PROGRAM EXPENSES

	2014	2015	Total
	\$ 607,015	\$ -	\$ 607,015

Program ends 12/31/2013. 2014 budget and savings is required to process Small Business Lighting rebate applications received through 12/31/2013.

0.10 Full Time Equivalent
0.00 Full Time Equivalent

2015 Savings = 0 kWh
Avg Incentive = \$ 0.28 /kWh
Program Cost = \$ 0.30 /kWh
Direct Incentives to Cust = 90.6%

Small Business Lighting
Schedule-255
Order Number: 18230725
Electric

	2014	2015	Total
Annual Energy Savings	2,000,000	-	2,000,000 kWh

Percent of 2-Year Total 100%

[Return to Electric Sector View](#)

C/I Retrofit--Custom Lighting Grants

Schedule 250

Order Number:
18230724

Electric

C/I Retrofit--Custom Lighting Grants

Schedule 250

Order Number:
18230724

C/I Retrofit--
Custom Lighting
Grants
Schedule 250
Order Number:
18230724
Electric

This program was moved from C/I Retrofit for 2015 presentation.

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

TOTAL

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	kWh
\$ 1,494,904	\$ 16,683	\$ 1,068,700	\$ 35,785	\$ 68,916	\$ 20,000	\$ 17,621	\$ 12,000	\$ 8,043,893	\$ 10,778,502	36,250,000 kWh
\$ 1,494,904	\$ 16,683	\$ 1,068,700	\$ 35,785	\$ 68,916	\$ 20,000	\$ 17,621	\$ 12,000	\$ 8,043,893	\$ 10,778,502	36,250,000 kWh

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Conservation Incentives

[Link to In-house Programs](#)

[Link to Contracted Programs](#)

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support

Net Labor (EES, Maj Accts, CSY)

Marketing

EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)
Travel Expenses (Mileage, Airfare, Parking, Taxi, Lodging)
Training Expenses, Employee Memberships, Seminars
Office Supplies/Svcs, Printing, Phone Expense
Other

Miscellaneous Expenses

Software Maintenance, Assessments

Materials Expenses

Materials - Direct Purchase
Other/Miscellaneous

Total Materials Expenses

Marketing Expenses

Overhead

Net Overhead

Outside Services

Lighting Design Lab (Training & Cust Consultations)

Total Outside Services

TOTAL PROGRAM EXPENSES

Annual Energy Savings (kWh)

Lighting

[Link to In-house Savings Summary](#)

[Link to Contracted Savings Summary](#)

Total Savings

	2014	2015	Total
Conservation Incentives		\$ 8,043,893	\$ 8,043,893
			\$ -
		\$ 8,043,893	\$ 8,043,893
Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)		\$ 1,494,904	\$ 1,494,904
EES Staff, Maj Accts, CSY Support			
Net Labor (EES, Maj Accts, CSY)		\$ 1,494,904	\$ 1,494,904
Marketing		\$ 16,683	\$ 16,683
EMPLOYEE/OFFICE EXPENSES			
Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)		\$ 5,092	\$ 5,092
Travel Expenses (Mileage, Airfare, Parking, Taxi, Lodging)		\$ 7,638	\$ 7,638
Training Expenses, Employee Memberships, Seminars		\$ 13,601	\$ 13,601
Office Supplies/Svcs, Printing, Phone Expense		\$ 21,949	\$ 21,949
Other		\$ 20,636	\$ 20,636
		\$ 68,916	\$ 68,916
Miscellaneous Expenses		\$ 12,000	\$ 12,000
Software Maintenance, Assessments			
Materials Expenses			
Materials - Direct Purchase		\$ 17,058	\$ 17,058
Other/Miscellaneous		\$ 563	\$ 563
Total Materials Expenses		\$ 17,621	\$ 17,621
Marketing Expenses		\$ 35,785	\$ 35,785
Overhead		\$ 1,068,700	\$ 1,068,700
Net Overhead		\$ 1,068,700	\$ 1,068,700
Outside Services			
Lighting Design Lab (Training & Cust Consultations)		\$ 20,000	\$ 20,000
		\$ -	\$ -
Total Outside Services		\$ 20,000	\$ 20,000
TOTAL PROGRAM EXPENSES		\$ 10,778,502	\$ 10,778,502

69.2% 2014
70.7% 2015

2015 Savings = 36,250,000 kWh
Avg Incentive = \$ 0.22 /kWh
Program Cost = \$ 0.30 /kWh
Direct Incentives to Cust = 74.6%

	2015	Total
Lighting	36,250,000	36,250,000 kWh
Total Savings	36,250,000	36,250,000 kWh

C/I New Construction
Schedule 251
Order Number:
18230715
Electric

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

TOTAL

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 233,800	\$ 24,300	\$ 178,600	\$ 19,810	\$ 4,410	\$ 153,600	\$ 1,130	\$ 7,906	\$ 932,500	\$ 1,556,056	2,525,000 kWh
Original 2015 Budget	\$ 240,000	\$ 24,300	\$ 184,000	\$ 19,810	\$ 4,410	\$ 153,518	\$ 1,130	\$ 7,906	\$ 1,117,500	\$ 1,752,574	2,975,000 kWh
Revised 2015 Budget	\$ 240,000	\$ 24,300	\$ 186,900	\$ 19,810	\$ 4,410	\$ 153,518	\$ 1,130	\$ 7,906	\$ 2,350,000	\$ 2,987,974	9,350,000 kWh
TOTAL	\$ 473,800	\$ 48,600	\$ 365,500	\$ 39,620	\$ 8,820	\$ 307,118	\$ 2,260	\$ 15,812	\$ 3,282,500	\$ 4,544,030	11,875,000 kWh

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

[Link to In-house Programs](#)

[Link to Contracted Programs](#)

	2014	2015	Total
	\$ 832,500	\$ 2,100,000	\$ 2,932,500
	\$ 100,000	\$ 250,000	\$ 350,000
	\$ 932,500	\$ 2,350,000	\$ 3,282,500
Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)			
EES Staff, Maj Accts, CSY Support	\$ 233,800	\$ 240,000	\$ 473,800
Marketing	\$ 24,300	\$ 24,300	\$ 48,600
EMPLOYEE/OFFICE EXPENSES			
Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ 300	\$ 300	\$ 600
Travel Expenses (Mileage, Airfare, Lodging)	\$ 500	\$ 500	\$ 1,000
Training Expenses, Employee Memberships, Seminars	\$ 900	\$ 900	\$ 1,800
Office Supplies/Svcs, Printing, Phone Expense	\$ 1,410	\$ 1,410	\$ 2,820
Other	\$ 1,300	\$ 1,300	\$ 2,600
	\$ 4,410	\$ 4,410	\$ 8,820
Miscellaneous Expenses	\$ 7,906	\$ 7,906	\$ 15,812
Materials Expenses			
Materials - Direct Purchase	\$ 1,090	\$ 1,090	\$ 2,180
Other/Miscellaneous	\$ 40	\$ 40	\$ 80
Total Materials Expenses	\$ 1,130	\$ 1,130	\$ 2,260
Marketing Expenses	\$ 19,810	\$ 19,810	\$ 39,620
Overhead	\$ 178,600	\$ 186,900	\$ 365,500
Outside Services			
DemandSideEngineering - Bldg Energy Simulation Analysis	\$ 36,000	\$ 36,000	\$ 72,000
CMS & Bradson Technologies - CSY Support	\$ 8,600	\$ 8,518	\$ 17,118
Lighting Design Lab (Design Support/Consultations)	\$ 28,000	\$ 28,000	\$ 56,000
Integrated Design Lab (Design Support/Consultations)	\$ 36,000	\$ 36,000	\$ 72,000
Energy Smart Grocer	\$ 45,000	\$ 45,000	\$ 90,000
	\$ 153,600	\$ 153,518	\$ 307,118
	\$ 1,556,056	\$ 2,987,974	\$ 4,544,030

2.61 Full Time Equivalent
0.20 Full Time Equivalent

2015 Savings = 9,350,000 kWh
Avg Incentive = \$ 0.25 /kWh
Program Cost = \$ 0.32 /kWh
Direct Incentives to Cust = 78.6%

69.2% 2014
70.7% 2015

C/I New Construction
Schedule 251
Order Number:
18230715
Electric

Annual Energy Savings (kWh)

Whole Building Approach, Component Approach, Post-Occupancy Commissioning

[Link to In-house Programs](#)

Contracted Programs (Energy Smart Grocer)

Total Energy Savings

[Link to Contracted Programs](#)

Percent of 2-Year Total

	2014	2015	Total	Updated 2015
	2,025,000	8,100,000	10,125,000 kWh	8,100,000
	500,000	1,250,000	1,750,000 kWh	1,250,000
Total Energy Savings	2,525,000	9,350,000	11,875,000 kWh	9,350,000 kWh

21% 79%

C/I Retrofit
Schedule 250
Order Number:
18230711
Electric

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 1,855,700	\$ 14,600	\$ 1,399,600	\$ 53,410	\$ 102,860	\$ 2,844,673	\$ 26,300	\$ 201,212	\$ 14,450,611	\$ 20,948,966	71,560,000 kWh
Original 2015 Budget	\$ 1,924,900	\$ 24,900	\$ 1,357,000	\$ 53,410	\$ 102,860	\$ 1,884,673	\$ 26,300	\$ 201,212	\$ 13,725,811	\$ 19,301,066	62,259,600 kWh
Revised 2015 Budget	\$ 429,996	\$ 8,217	\$ 313,200	\$ 17,625	\$ 33,944	\$ 1,932,673	\$ 8,679	\$ 66,400	\$ 5,831,917	\$ 8,642,651	26,009,600 kWh
TOTAL	\$ 2,285,696	\$ 22,817	\$ 1,712,800	\$ 71,035	\$ 136,804	\$ 4,777,346	\$ 34,979	\$ 267,612	\$ 20,282,528	\$ 29,591,617	97,569,600 kWh

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Conservation Incentives

[Link to In-house Programs](#)

[Link to Contracted Programs](#)

	2014	2015	Total
	\$ 12,130,611	\$ 3,961,917	\$ 16,092,528
	\$ 2,320,000	\$ 1,870,000	\$ 4,190,000
	\$ 14,450,611	\$ 5,831,917	\$ 20,282,528

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support	\$ 2,162,000	\$ 736,296	\$ 2,898,296	13.10 Full Time Equivalent
Less Journal Entry Transfer Credit from Schedule 258	\$ (306,300)	\$ (306,300)	\$ (612,600)	
Net Labor (EES, Maj Accts, CSY)	\$ 1,855,700	\$ 429,996	\$ 2,285,696	

Marketing

Marketing	\$ 14,600	\$ 8,217	\$ 22,817	0.12 Full Time Equivalent
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EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ 7,600	\$ 2,508	\$ 10,108
Travel Expenses (Mileage, Airfare, Parking, Taxi, Lodging)	\$ 11,400	\$ 3,762	\$ 15,162
Training Expenses, Employee Memberships, Seminars	\$ 20,300	\$ 6,699	\$ 26,999
Office Supplies/Svcs, Printing, Phone Expense	\$ 32,760	\$ 10,811	\$ 43,571
Other	\$ 30,800	\$ 10,164	\$ 40,964
	\$ 102,860	\$ 33,944	\$ 136,804

Miscellaneous Expenses

Software Maintenance, Assessments	\$ 201,212	\$ 66,400	\$ 267,612
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Materials Expenses

Materials - Direct Purchase	\$ 25,460	\$ 8,402	\$ 33,862
Other/Miscellaneous	\$ 840	\$ 277	\$ 1,117
Total Materials Expenses	\$ 26,300	\$ 8,679	\$ 34,979

Marketing Expenses

Marketing Expenses	\$ 53,410	\$ 17,625	\$ 71,035
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Overhead

Journal Entry Transfer Credit (See Note 1 at right)	\$ 1,506,200	\$ 526,400	\$ 2,032,600	69.2% 2014
	\$ (106,600)	\$ (213,200)	\$ (319,800)	70.7% 2015
Net Overhead	\$ 1,399,600	\$ 313,200	\$ 1,712,800	

Outside Services

In-House Programs			
CMS & Bradson Technologies - CSY Support	\$ 119,823	\$ 119,823	\$ 239,646
Cellnet (Meter Data Collection Fees)	\$ 76,500	\$ 76,500	\$ 153,000
Lighting Design Lab (Training & Cust Consultations)	\$ 12,000	\$	\$ 12,000
Energy Mgmt Software Development	\$ 5,000	\$ 5,000	\$ 10,000
Itron (Energy Interval Service)	\$ 5,100	\$ 5,100	\$ 10,200
Other (Misc Small Contracts)	\$ 56,250	\$ 56,250	\$ 112,500
Contracted Programs			
Energy Smart Grocer	\$ 890,000	\$ 890,000	\$ 1,780,000
Industrial Systems Optimization	\$ 960,000	\$ 300,000	\$ 1,260,000
Data Center Energy Efficiency Program	\$ 720,000	\$ 480,000	\$ 1,200,000
Total Outside Services	\$ 2,844,673	\$ 1,932,673	\$ 4,777,346

TOTAL PROGRAM EXPENSES

	\$ 20,948,966	\$ 8,642,651	\$ 29,591,617
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Annual Energy Savings (kWh)

[Link to In-house Savings Summary](#)

	2014	2015	Total
Lighting	36,250,000	0	36,250,000 kWh
Industrial Custom Grant Measures	1,410,000	1,409,600	2,819,600 kWh
Comprehensive Building Tune-Up (CBTU)	3,900,000	2,600,000	6,500,000 kWh
Other (non-lighting/non-industrial Custom Grants)	10,000,000	10,000,000	20,000,000 kWh
Link to Contracted Savings Summary			
Energy Smart Grocer	6,000,000	6,000,000	12,000,000 kWh
Industrial Systems Optimization	8,000,000	2,000,000	10,000,000 kWh
Data Center energy Efficiency Program	6,000,000	4,000,000	10,000,000 kWh
Total Savings	71,560,000	26,009,600	97,569,600 kWh

Percent of 2-Year Total

73%

27%

2-Year Savings = 97,569,600 kWh
Avg Incentive = \$ 0.22 /kWh
Program Cost = \$ 0.33 /kWh
Direct Incentives to Cust = 67.5%

Note 1: Program expenditures equal to 7.5% of Sch 120 collections for Rate Sch 40, 46,49, 448, 449/459 customers are transferred (credited) annually by journal entry to E250 C/I Retrofit (order #18230711) & debited to E258 Self-Directed (order #18230729). These expenditures are represented in this table as [labor (##) + overhead (##)] values and must reconcile with cell **I-33** on tab **LPSD_Detail_BEM Sch 258 Elec**. The 7.5% is represented in Schedule 250 as credits to indicate that some EMEs spend time managing projects for Sch. 258 customers. The amount is credited to Sch 250 and debited to 258 to satisfy requirements in Schedule 258, Section 4, Funding.

Journal Entry Transfer Credit - 2015 (See Labor Note)

Sch 250 to Sch 258 Journal Transfer Amt:	\$ 519,500
EES Labor Adjustment:	\$ 306,300
Overhead Adjustment:	\$ 213,200

Order Numbers:

18231135
18231133
18231132

Although this is a new budget item for 2015, this program was included in the overall "Business Rebates" page in the 2014-2015 Biennial Conservation Plan. It is now being split out separately as a part of the re-organized Dealer Channel.

Please see the "Business Rebates" page, included as the last page of this workbook for reference.

See comparison

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	#DIV/0!
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	kwh	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
2015 Budget Total	\$115,396	\$8,049	\$87,275	\$18,000	\$2,000	\$60,000	\$2,250	\$1,200	\$934,800	\$0	\$1,228,970	3,332,530 kwh	76.1%	2.5%	4.9%	\$ 0.37

Spending Section			
Overall Total	2014	2015	Total
Budget Category			
FTE			
LABOR		\$ 115,395.84	\$ 115,395.84
Avg of Program Staff		\$115,395.84	\$115,395.84
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
0.00			
MARKETING LABOR		\$ 8,048.64	\$ 8,048.64
		\$8,048.64	\$8,048.64
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
OVERHEAD		\$87,275.25	\$ 87,275.25
Percentages for Applicable Year	89.20%	70.70%	
Program Staff	\$0.00	\$81,584.86	\$81,584.86
Marketing Staff	\$0.00	\$5,690.39	\$5,690.39
		\$0.00	\$0.00
MARKETING		\$ 18,000.00	\$ 18,000.00
Bill inserts, collateral, media		\$18,000.00	\$18,000.00
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSES		\$ 2,000.00	\$ 2,000.00
Travel, tolls, meals, lodging, phone expense		\$2,000.00	\$2,000.00
office supplies, equipment		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
OUTSIDE SERVICES		\$ 60,000.00	\$ 60,000.00
Prem. HVAC contractor mgmt., training, QA & prgrm. Admin.		\$60,000.00	\$60,000.00
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
MATERIALS		\$ 2,250.00	\$ 2,250.00
		\$2,250.00	\$2,250.00
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
MISCELLANEOUS		\$ 1,200.00	\$ 1,200.00
		\$1,200.00	\$1,200.00
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER		\$ 934,800.00	\$ 934,800.00
Ratio	#DIV/0!	76.1%	
REVENUE		\$0.00	\$0.00

Savings Section												Savings Section				Savings Section			
Measure Information												Unit Totals		Projected Savings		Incentive Totals		Savings Section	
Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	SSS (Based on NEBs)	
TOTALS →						100%	N/A					0	3,332,530	3,332,530	\$ -	\$ 934,800.00	\$ 934,800.00	0	
HVAC Demand Control Ventilation	1	kWh	calculated	\$ 0.30	\$ 0.21	0.9%	10	Comm Cooling	0	30,000	30,000	0	30,000	30,000	\$ -	\$ 6,900.00	\$ 6,900.00		
High Efficiency HVAC Retrofit	1	kWh	calculated	\$ 2.57	\$ 0.38	36.0%	15	Comm Space Heat	0	1,200,000	1,200,000	0	1,200,000	1,200,000	\$ -	\$ 456,000.00	\$ 456,000.00		
Occupancy Based Thermostat Controls - 5 Degrees	222	kWh	per unit	\$ 186.09	\$ 100.00	8.8%	10	Comm Space Heat	0	1,315	1,315	0	291,930	291,930	\$ -	\$ 131,500.00	\$ 131,500.00		
Packaged Terminal Heat Pump - Hotel	646	kWh	per unit	\$ 105.00	\$ 100.00	21.3%	15	Comm Space Heat	0	1,100	1,100	0	710,600	710,600	\$ -	\$ 110,000.00	\$ 110,000.00		
Premium HVAC	1	kWh	calculated	\$ 0.21	\$ 0.21	33.0%	5	Comm Cooling	0	1,100,000	1,100,000	0	1,100,000	1,100,000	\$ -	\$ 231,000.00	\$ 231,000.00		

Return to Electric Sector View

Commercial Kitchen & Laundry Schedule 262 Order Number 18230716 Electric

Commercial Kitchen & Laundry Schedule 262 Order Number 18230716 Electric

Although this is a new budget item for 2015, this program was included in the overall "Business Rebates" page in the 2014-2015 Biennial Conservation Plan. It is now being split out separately as a part of the re-organized Dealer Channel.

Please see the "Business Rebates" page, included as the last page of this workbook for reference.

See comparison

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	kwh	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
2015 Budget	\$39,667	\$8,049	\$33,735	\$10,000	\$1,200	\$550	\$110	\$200	\$70,170	\$0	\$163,681	598,313 kwh	42.9%	14.1%	0.3%	\$ 0.27
Total	\$39,667	\$8,049	\$33,735	\$10,000	\$1,200	\$550	\$110	\$200	\$70,170	\$0	\$163,681	598,313 kwh	42.9%	14.1%	0.3%	\$ 0.27

Spending Section

Overall Total	2014	2015	Total
\$ 163,681.14	\$ 163,681.14	\$ 163,681.14	\$ 163,681.14
Budget Category	2014	2015	Total
FTE LABOR	\$ 39,667.32	\$ 39,667.32	\$ 39,667.32
Avg of Program Staff	\$39,667.32	\$39,667.32	\$39,667.32
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
0.00			
MARKETING LABOR	\$ 8,048.64	\$ 8,048.64	\$ 8,048.64
Marketing Staff	\$8,048.64	\$8,048.64	\$8,048.64
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OVERHEAD	\$ 33,735.18	\$ 33,735.18	\$ 33,735.18
Percentages for Applicable Year	68.20%	70.70%	
Program Staff	\$0.00	\$28,044.80	\$28,044.80
Marketing Staff	\$0.00	\$5,690.39	\$5,690.39
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MARKETING	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00
Bill inserts, collateral, media	\$10,000.00	\$10,000.00	\$10,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
Travel, tolls, meals, lodging, phone expense	\$1,200.00	\$1,200.00	\$1,200.00
office supplies, equipment	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OUTSIDE SERVICES	\$ 550.00	\$ 550.00	\$ 550.00
Program Implementation	\$550.00	\$550.00	\$550.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MATERIALS	\$ 110.00	\$ 110.00	\$ 110.00
	\$110.00	\$110.00	\$110.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MISCELLANEOUS	\$ 200.00	\$ 200.00	\$ 200.00
	\$200.00	\$200.00	\$200.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 70,170.00	\$ 70,170.00	\$ 70,170.00
Ratio	#DIV/0!	42.9%	
REVENUE	\$0.00	\$0.00	\$0.00

Commercial Kitchen & Laundry Schedule 262 Order Number 18230716 Electric

Commercial Kitchen & Laundry Schedule 262 Order Number 18230716 Electric

Savings Section

Measure Information	Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals		Projected Savings		Incentive Totals		Savings Section		
										2014	2015	2014	2015	2014	2015		2014	2015
TOTALS																		
Commercial Fryer	2449	kWh	per unit	\$ 769.00	\$ 250.00	100%	N/A	8	Comm Cooking	0	6	6	0	14,694	14,694	\$ -	\$ 70,170.00	\$ 70,170.00
Steam Cooker - 3 Pan - \$250	20866	kWh	per unit	\$ 304.00	\$ 250.00	3.5%	9	Comm Cooking	0	1	1	1	0	20,866	20,866	\$ -	\$ 250.00	\$ 250.00
Steam Cooker - 4 Pan - \$250	27960	kWh	per unit	\$ 406.00	\$ 250.00	0.0%	9	Comm Cooking	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Steam Cooker - 5 Pan - \$250	35055	kWh	per unit	\$ 508.00	\$ 250.00	0.0%	9	Comm Cooking	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Steam Cooker - 6 Pan - \$500	42150	kWh	per unit	\$ 608.00	\$ 500.00	28.2%	9	Comm Cooking	0	4	4	4	0	168,600	168,600	\$ -	\$ 2,000.00	\$ 2,000.00
Steam Cooker - 10 Pan - \$500	70529	kWh	per unit	\$ 1,014.00	\$ 500.00	0.0%	9	Comm Cooking	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Ice Machine - 101 to 300 lbs Ice per Day	805	kWh	per unit	\$ 286.00	\$ 100.00	1.1%	10	Comm Refrigerator	0	8	8	8	0	6,440	6,440	\$ -	\$ 800.00	\$ 800.00
Ice Machine - 301 to 500 lbs Ice per Day	1117	kWh	per unit	\$ 266.00	\$ 100.00	1.9%	10	Comm Refrigerator	0	10	10	10	0	11,170	11,170	\$ -	\$ 1,000.00	\$ 1,000.00
Ice Machine - 501 to 1000 lbs Ice per Day	1807	kWh	per unit	\$ 592.00	\$ 300.00	3.8%	10	Comm Refrigerator	0	12	12	12	0	21,684	21,684	\$ -	\$ 3,600.00	\$ 3,600.00
Ice Machine - 1001 to 1500 lbs Ice per Day	2601	kWh	per unit	\$ 589.00	\$ 300.00	2.8%	10	Comm Refrigerator	0	6	6	6	0	15,606	15,606	\$ -	\$ 1,800.00	\$ 1,800.00
Ice Machine - Greater Than 1500 lbs Ice Per Day	3641	kWh	per unit	\$ 639.00	\$ 300.00	0.8%	10	Comm Refrigerator	0	1	1	1	0	3,641	3,641	\$ -	\$ 300.00	\$ 300.00
Convection Oven - Half Size - \$500	2518	kWh	per unit	\$ 793.00	\$ 500.00	0.0%	12	Comm Cooking	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Convection Oven - Full Size - \$1000	2774	kWh	per unit	\$ 1,007.00	\$ 1,000.00	11.1%	12	Comm Cooking	0	24	24	24	0	66,576	66,576	\$ -	\$ 24,000.00	\$ 24,000.00
Convection Oven - Double - \$2000	5548	kWh	per unit	\$ 2,014.00	\$ 2,000.00	6.5%	12	Comm Cooking	0	7	7	7	0	38,836	38,836	\$ -	\$ 14,000.00	\$ 14,000.00
Combination Oven - \$1000	11497	kWh	per unit	\$ 1,568.00	\$ 1,000.00	9.6%	12	Comm Cooking	0	5	5	5	0	57,485	57,485	\$ -	\$ 5,000.00	\$ 5,000.00
Dishwasher - Under Counter Low Temp - \$150	2505	kWh	per unit	\$ 232.00	\$ 150.00	0.4%	10	Comm Water Heat	0	1	1	1	0	2,505	2,505	\$ -	\$ 150.00	\$ 150.00
Dishwasher - Under Counter - High Temp - \$150	2566	kWh	per unit	\$ 232.00	\$ 150.00	5.1%	10	Comm Water Heat	0	12	12	12	0	30,792	30,792	\$ -	\$ 1,800.00	\$ 1,800.00
Dishwasher - Under Counter High Temp - Electric Booster	1499	kWh	per unit	\$ 192.00	\$ 150.00	2.3%	10	Comm Water Heat	0	9	9	9	0	13,491	13,491	\$ -	\$ 1,350.00	\$ 1,350.00
Dishwasher - Door Type Low Temp - \$750	15931	kWh	per unit	\$ 2,659.00	\$ 750.00	5.3%	15	Comm Water Heat	0	2	2	2	0	31,862	31,862	\$ -	\$ 1,500.00	\$ 1,500.00
Dishwasher - Door Type High Temp - \$750	11334	kWh	per unit	\$ 2,659.00	\$ 750.00	3.8%	15	Comm Water Heat	0	2	2	2	0	22,668	22,668	\$ -	\$ 1,500.00	\$ 1,500.00
Dishwasher - Door Type High Temp - Electric Booster	4407	kWh	per unit	\$ 1,813.00	\$ 500.00	4.4%	15	Comm Water Heat	0	6	6	6	0	26,442	26,442	\$ -	\$ 3,000.00	\$ 3,000.00
Dishwasher - ST Low Temp - \$1000	13224	kWh	per unit	\$ 5,882.00	\$ 1,000.00	0.0%	20	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dishwasher - ST Low Temp - Incidental Elec Savings	360	kWh	per unit	\$ 497.00	\$ -	0.0%	20	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dishwasher - ST High Temp - \$1000	8157	kWh	per unit	\$ 5,882.00	\$ 1,000.00	1.4%	20	Comm Water Heat	0	1	1	1	0	8,157	8,157	\$ -	\$ 1,000.00	\$ 1,000.00
Dishwasher - ST High Temp - Electric Booster	3951	kWh	per unit	\$ 4,446.00	\$ 750.00	1.3%	20	Comm Water Heat	0	2	2	2	0	7,902	7,902	\$ -	\$ 1,500.00	\$ 1,500.00
Dishwasher - MT Low Temp - \$1500	18554	kWh	per unit	\$ 3,394.00	\$ 1,500.00	3.1%	20	Comm Water Heat	0	1	1	1	0	18,554	18,554	\$ -	\$ 1,500.00	\$ 1,500.00
Dishwasher - MT High Temp - \$1500	26298	kWh	per unit	\$ 3,394.00	\$ 1,500.00	0.0%	20	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dishwasher - MT High Temp - Electric Booster	10342	kWh	per unit	\$ 2,312.00	\$ 1,000.00	1.7%	20	Comm Water Heat	0	1	1	1	0	10,342	10,342	\$ -	\$ 1,000.00	\$ 1,000.00
Open Deep Fat Fryer - \$250 (OLD)	1024	kWh	per unit	\$ 769.00	\$ 250.00	0.0%	8	Comm Cooking	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Steam Cooker - 3 Pan - \$750 (OLD)	8023	kWh	per unit	\$ 2,579.00	\$ 750.00	0.0%	10	Comm Cooking	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Convection Oven - \$500 (OLD)	2282	kWh	per unit	\$ 763.00	\$ 500.00	0.0%	12	Comm Cooking	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dishwasher - Under Counter High Temp - \$150 (OLD)	2680	kWh	per unit	\$ 333.00	\$ 150.00	0.0%	10	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dishwasher - Under Counter High Temp - \$350 (OLD)	4689	kWh	per unit	\$ 667.00	\$ 350.00	0.0%	10	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dishwasher - ST High Temp - \$500 (OLD)	7998	kWh	per unit	\$ 1,000.00	\$ 500.00	0.0%	20	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Dishwasher - MT High Temp - \$500 (OLD)	12249	kWh	per unit	\$ 1,333.00	\$ 500.00	0.0%	20	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Washing Machine Measure - Placeholder 1	320	kWh	per unit	\$ 148.00	\$ 140.00	0.0%	7	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Washing Machine Measure - Placeholder 2	430	kWh	per unit	\$ 177.00	\$ 170.00	0.0%	7	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
Washing Machine Measure - Placeholder 3	750	kWh	per unit	\$ 210.00	\$ 200.00	0.0%	7	Comm Water Heat	0	0	0	0	0	0	0	\$ -	\$ -	\$ -
FRY SPIFF measure	0	kWh	per unit	\$ 30.00	\$ 30.00	0.0%			0	0	0	0	0	0	0	\$ -	\$ -	\$ -
STMR SPIFF measure	0	kWh	per unit	\$ 30.00	\$ 30.00	0.0%			0	0	0	0	0	0	0	\$ -	\$ -	\$ -
CSPFF measure	0	kWh	per unit	\$ 30.00	\$ 30.00	0.0%			0	11	11	11	0	0	0	\$ -	\$ 330.00	\$ 330.00
SMAN I measure	0	kWh	per unit	\$ 50.00	\$ 50.00	0.0%			0	20	20	20	0	0	0	\$ -	\$ 1,000.00	\$ 1,000.00
UCDT measure	0	kWh	per unit	\$ 30.00	\$ 30.00	0.0%			0	8	8	8	0	0	0	\$ -	\$ 240.00	\$ 240.00
STMT measure	0	kWh	per unit	\$ 50.00	\$ 50.00	0.0%			0	1	1	1	0	0	0	\$ -	\$ 50.00	\$ 50.00

Savings Section

Measure Name	2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	Less (Based on NEBs)
TOTALS	598,313	598,313	598,313	0	0											

Although this is a new budget item for 2015, this program was included in the overall "Business Rebates" page in the 2014-2015 Biennial Conservation Plan. It is now being split out separately as a part of the re-organized Dealer Channel.

Please see the "Business Rebates" page, included as the last page of this workbook for reference.

See comparison

Spending Section

Overall Total			
	2014	2015	Total
Overall Total	\$ 1,212,112.89	\$ 1,212,112.89	\$ 1,212,112.89
Budget Category			
LABOR	\$ 140,000.00	\$ 140,000.00	\$ 140,000.00
Avg of Program Staff			\$0.00
			\$0.00
			\$0.00
MARKETING LABOR	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 109,585.00	\$ 109,585.00	\$ 109,585.00
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$98,980.00	\$98,980.00
Marketing Staff	\$0.00	\$10,605.00	\$10,605.00
			\$0.00
MARKETING	\$ 24,027.89	\$ 24,027.89	\$ 24,027.89
Bill inserts, collateral, media		\$24,027.89	\$24,027.89
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00
Travel, tolls, meals, lodging, phone expense		\$2,000.00	\$2,000.00
office supplies, equipment		\$3,000.00	\$3,000.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 21,200.00	\$ 21,200.00	\$ 21,200.00
Program Implementation	\$1,200.00	\$1,200.00	\$1,200.00
Lighting Design Lab	\$20,000.00	\$20,000.00	\$20,000.00
			\$0.00
			\$0.00
MATERIALS	\$ 3,600.00	\$ 3,600.00	\$ 3,600.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 892,500.00	\$ 892,500.00	\$ 892,500.00
Ratio	#DIV/0!	73.6%	
REVENUE	\$0.00	\$0.00	\$0.00

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBIC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost
													DBTC	Marketing	Outside Svcs	#DIV/0!
2015 Budget	\$140,000	\$15,000	\$109,585	\$24,028	\$5,000	\$21,200	\$3,600	\$1,200	\$892,500	\$0	\$1,212,113	5,116,000 kwh	73.6%	4.0%	1.7%	\$ 0.24
Total	\$140,000	\$15,000	\$109,585	\$24,028	\$5,000	\$21,200	\$3,600	\$1,200	\$892,500	\$0	\$1,212,113	5,116,000 kwh	73.6%	4.0%	1.7%	\$ 0.24

Savings Section

Measure Information	Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			Bss (Based on NEBs)	
										2014	2015	Combined	2014	2015	Combined	2014	2015	Combined		
TOTALS →													0	5,116,000	5,116,000	\$ -	\$ 892,500.00	\$ 892,500.00	0	
	LED Decorative		kWh	per unit	\$ 5.00	\$ 5.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	LED MR 16		kWh	per unit	\$ 15.00	\$ 15.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	LED: Directional (Par, BR, R) 20		kWh	per unit	\$ 20.00	\$ 20.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	LED: Directional (Par, BR, R) 30		kWh	per unit	\$ 20.00	\$ 20.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	LED: Directional (Par, BR, R) 38/40		kWh	per unit	\$ 20.00	\$ 2.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	LED: Hard-wired		kWh	per unit	\$ 20.00	\$ 20.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	LED: New Exit Sign		kWh	per unit	\$ 25.00	\$ 25.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	LED: Omni Directional		kWh	per unit	\$ 10.00	\$ 10.00	10%	5	Comm Lighting			0	0	0	0	0	\$ -	\$ -	\$ -	
	Occupancy Sensor		kWh	per unit	\$ 45.00	\$ 45.00	10%	5	Comm Lighting								\$ -	\$ -	\$ -	
	Per Item Install Cost		\$		\$												\$ -	\$ -	\$ -	
	T12 to T8 with Electronic Ballast		kWh	per unit	\$ 5.00	\$ 5.00	10%	12	Comm Lighting								\$ -	\$ -	\$ -	
Note: 18230722 does not set targets for the number of units so savings and incentives are reported as a total number rather than on a measure basis																				

Savings Section

[Return to Electric Sector View](#)

Commercial Rebates

Schedule 262

Order Number:
18230449

Electric

Commercial Rebates

Schedule 262

Order Number:
18230449

Electric

Commercial Rebates
Schedule 262
Order Number:
18230449
Electric

The individual programs are budgeted separately for 2015 as a result of the 2014 re-organization of the Customer Energy Management department.

Their individual sub-totals are accumulated on this sheet for comparison against the overall original total.

This sheet does not link to any summary sheet within Exhibit 1.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 102,000	\$ 10,818	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 112,818	kWh
Original 2015 Budget	\$ 678,000	\$ 32,200	\$ 494,300	\$ 119,700	\$ 36,190	\$ 797,153	\$ 10,590	\$ 80,968	\$ 4,955,639	\$ 7,204,740	26,878,000 kWh
TOTAL	\$ 780,000	\$ 43,018	\$ 494,300	\$ 119,700	\$ 36,190	\$ 797,153	\$ 10,590	\$ 80,968	\$ 4,955,639	\$ 7,317,558	26,878,000 kWh

Updated 2015 Program Summaries
(Titles are hyperlinks to budget detail sheets)

- [Business Lighting Markdowns](#)
- [Commercial Kitchen and Laundry](#)
- [Commercial Direct Install \(non-SBDI\)](#)
- [Commercial HVAC](#)
- [Commercial Lighting](#)
- [Small Business Direct Install](#)

TOTAL (compare to original 2015 total above)

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings
\$	102,000	\$ 20,000	\$ 86,254	\$ 32,627	\$ 5,000	\$ 90,000	\$ 2,800	\$ 5,000	\$ 517,535	\$ -	\$ 861,216	6,166,728 kWh
\$	39,667	\$ 8,049	\$ 33,735	\$ 10,000	\$ 1,200	\$ 550	\$ 110	\$ 200	\$ 70,170	\$ -	\$ 163,681	598,313 kWh
\$	10,818	\$ -	\$ 7,649	\$ 2,000	\$ 150	\$ 125	\$ 250	\$ 50	\$ 79,840	\$ -	\$ 100,882	702,730 kWh
\$	115,396	\$ 8,049	\$ 87,275	\$ 18,000	\$ 2,000	\$ 60,000	\$ 2,250	\$ 1,200	\$ 934,800	\$ -	\$ 1,228,970	3,332,530 kWh
\$	140,000	\$ 15,000	\$ 109,585	\$ 24,028	\$ 5,000	\$ 21,200	\$ 3,600	\$ 1,200	\$ 892,500	\$ -	\$ 1,212,113	5,116,000 kWh
\$	127,416	\$ 12,073	\$ 98,619	\$ 40,000	\$ 2,500	\$ 65,000	\$ 5,400	\$ 350	\$ 1,722,788	\$ -	\$ 2,074,146	6,050,414 kWh
TOTAL	\$ 535,298	\$ 63,170	\$ 423,117	\$ 126,655	\$ 15,850	\$ 236,875	\$ 14,410	\$ 8,000	\$ 4,217,633	\$ -	\$ 5,641,008	21,966,715 kWh

Commercial Rebates
Schedule 262
Order Number:
18230449
Electric

Large Power User Self-Directed Program
Schedule 258
Order Number:
Non-449:
18230721
449:
18230720

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

TOTAL

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 306,300	\$ -	\$ 213,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,771,186	\$ 5,290,686	15,350,000 kWh
Original 2015 Budget	\$ 306,300	\$ -	\$ 213,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,148,223	\$ 1,667,723	1,700,000 kWh
Revised 2015 Budget	\$ 306,300	\$ -	\$ 213,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,148,223	\$ 1,667,723	1,700,000 kWh
TOTAL	\$ 612,600	\$ -	\$ 426,400	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,919,409	\$ 6,958,409	17,050,000 kWh

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Electric

Conservation Incentives

[Link to In-house Programs](#)

NEEA Contribution (10% of Schedule 120 collections)

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support
Labor, Journal Entry, Schedule 258 projects (please see note 1 on right.)
Marketing

EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)
Travel Expenses (Mileage, Airfare, Lodging)
Training Expenses, Employee Memberships, Seminars
Office Supplies/Svcs, Phone Expense, Printing
Other

Miscellaneous Expenses

Materials Expenses

Materials - Direct Purchase
Other/Miscellaneous
Total Materials Expenses

Marketing Expenses

Overhead (Please see Note 1 on right.)

TOTAL PROGRAM EXPENSES

	2014	2015	Total
\$	4,078,563	\$ 455,600	\$ 9,240,000
\$	692,623	\$ 692,623	\$ 1,385,246
\$	4,771,186	\$ 1,148,223	\$ 5,919,409
\$	306,300	\$ 306,300	\$ 612,600
\$	-	\$ -	\$ -
\$	306,300	\$ 306,300	\$ 612,600
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	-	\$ -	\$ -
\$	213,200	\$ 213,200	\$ 426,400
\$	5,290,686	\$ 1,667,723	\$ 6,958,409

Note 1: Program expenditures equal to 7.5% of Sch 120 collections for Rate Sch 40, 46,49, 448, 449/459 customers are transferred (debited) annually by journal entry to E258 Self-Directed and credited to E250 C/I Retrofit. These expenditures are represented in this table as [labor + overhead] values and must reconcile with cell **I-46** on tab **CI Retr Detail_BEM Sch 250 Elec**.

The 7.5% is represented in Schedule 250 as adjustments to indicate that some EMEs spend time managing projects for Sch. 258 customers; those expenses are recognized in this table.

2015 Savings = 1,700,000 kWh
Avg Incentive = \$ 0.68 /kWh
Program Cost = \$ 0.98 /kWh
Direct Incentives to Cust = 68.8%

Journal Entry Transfer Debit - 2 Year Amount (See note 1 above)

Schedule 250 to Sch. 258 Journal Transfer Amt:	\$ 1,039,000
Labor Adjustment (see labor JE line to the left):	\$ 612,600
Overhead Adjustment:	\$ 426,400

69.2% 2014
70.7% 2015

10% NEEA Market Transformation Contribution Calculation (See Note 2)

Estimated 2014-2015 Sch 120 Collections:	\$ 13,852,450
10% of Sch 120 Collections:	\$ 1,385,245 (Please reference cell E-12)

Large Power User Self-Directed Program
Schedule 258
Order Number:
Non-449:
18230721
449:
18230720
Electric

	2014	2015	Total
Annual Energy Savings (kWh)	15,350,000	1,700,000	17,050,000 kWh
Percent of 2-Year Total	90%	10%	

Note 2: Program expenditures equal to 10.0% of Sch 120 collections for Rate Sch 40, 46,49, 448, 449/459 customers are transferred annually by journal entry to E254 Northwest Energy Efficiency Alliance (NEEA). This amount represent Sch 258 customers' contribution to NEEA Market Transformation activities. These expenditures must reconcile with cell **F-58** on tab **NEEA_Detail_E254 elec**.

The 10.0% is represented in Schedule 254 in its miscellaneous column to indicate that funding is collected from Sch. 258 customers, and is included in the total amount of payments PSE makes to NEEA. The amount noted as incentives in this worksheet (cell E-12) is presented in the NEEA miscellaneous budget detail table in order to prevent the appearance of double-counting of Direct Benefit to Customer funding.

Although this is a new budget item for 2015, this program was included in the overall "Business Rebates" page in the 2014-2015 Biennial Conservation Plan. It is now being split out separately as a part of the re-organized Dealer Channel.

Please see the "Business Rebates" page, included as the last page of this workbook for reference.

See completion

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Summary table with columns: Labor, Marketing Labor, Overhead, Marketing, Employee/Office, Outside Services, Materials, Miscellaneous, DBTC, Revenue, Total Budget, Total Savings, Ratios (DBTC, Marketing, Outside Svcs), Acquisition Cost. Total values: \$102,000, \$20,000, \$86,254, \$32,627, \$5,000, \$90,000, \$2,800, \$5,000, \$517,535, \$0, \$861,216, 6,166,728 kWh, 60.1%, 7.6%, 10.5%, \$0.14.

Lighting to Go AKA Business Lighting Markdowns Schedule 262 Order Number 18230714 Electric

Lighting to Go AKA Business Lighting Markdowns Schedule 262 Order Number 18230714 Electric

Lighting to Go AKA Business Lighting Markdowns Schedule 262 Order Number 18230714 Electric

Spending Section table with columns: Overall Total, Budget Category, FTE, LABOR, OVERHEAD, MARKETING, EMPLOYEE/OFFICE EXPENSES, OUTSIDE SERVICES, MATERIALS, MISCELLANEOUS, DIRECT BENEFIT TO CUSTOMER, REVENUE. Shows 2014, 2015, and Total values.

Savings Section table with columns: Measure Information (Measure Name, Savings, UOM, Unit Type, Measure Cost, Incentive, Support %, Measure Life, End Use), Unit Totals (2014, 2015, Combined), Projected Savings (2014, 2015, Combined), Incentive Totals (2014, 2015, Combined), Savings Based on NEBs. Lists numerous LED and PAR lighting measures with their respective savings and incentives.

Resource Conservation Manager
Schedule 253
Order Number: 18230723
Electric

2014 Values are shown as reference only.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 382,400	\$ 20,700	\$ 278,900	\$ 17,736	\$ 13,630	\$ 226,759	\$ 3,800	\$ 30,236	\$ 504,500	\$ 1,478,661	\$ 12,150,000
Original 2015 Budget	\$ 393,300	\$ 20,700	\$ 288,100	\$ 17,736	\$ 13,630	\$ 226,759	\$ 3,800	\$ 30,236	\$ 645,500	\$ 1,639,761	\$ 17,850,000
Revised 2015 Budget	\$ 393,300	\$ 20,700	\$ 292,700	\$ 17,736	\$ 13,630	\$ 326,759	\$ 3,800	\$ 30,236	\$ 1,645,500	\$ 2,744,361	\$ 16,350,000
TOTAL	\$ 775,700	\$ 41,400	\$ 571,600	\$ 35,472	\$ 27,260	\$ 553,518	\$ 7,600	\$ 60,472	\$ 2,150,000	\$ 4,223,022	\$ 28,500,000

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

[Link to In-house Programs](#)
[Link to Contracted Savings Summary](#)

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support
Marketing

EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)
Travel Expenses (Mileage, Airfare, Lodging)
Training Expenses, Employee Memberships, Seminars
Office Supplies/Svcs, Phone Expense, Printing
Other

Miscellaneous Expenses

Materials Expenses

Materials - Direct Purchase
Other/Miscellaneous

Total Materials Expenses

Marketing Expenses

Overhead

Outside Services

CMS & Bradson Technologies - CSY Support
Cellnet (Meter Data Collection Fees)
Energy Mgmt Software Dev (RCM Software)
LPB Energy (Utility Mgr Software Support)
Itron (Energy Interval Service)

Total Outside Services

TOTAL PROGRAM EXPENSES

	2014	2015	Total
RCM Incentives	\$ 364,500	\$ 445,500	\$ 810,000
Community RCM Incentives / Implementation		\$ 1,000,000	\$ 1,000,000
SRM Incentives	\$ 140,000	\$ 200,000	\$ 340,000
Total	\$ 504,500	\$ 1,645,500	\$ 2,150,000
EES Staff, Maj Accts, CSY Support	\$ 382,400	\$ 393,300	\$ 775,700
Marketing	\$ 20,700	\$ 20,700	\$ 41,400
Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ 1,000	\$ 1,000	\$ 2,000
Travel Expenses (Mileage, Airfare, Lodging)	\$ 1,400	\$ 1,400	\$ 2,800
Training Expenses, Employee Memberships, Seminars	\$ 2,600	\$ 2,600	\$ 5,200
Office Supplies/Svcs, Phone Expense, Printing	\$ 4,730	\$ 4,730	\$ 9,460
Other	\$ 3,900	\$ 3,900	\$ 7,800
Total	\$ 13,630	\$ 13,630	\$ 27,260
Miscellaneous Expenses	\$ 30,236	\$ 30,236	\$ 60,472
Materials - Direct Purchase	\$ 3,680	\$ 3,680	\$ 7,360
Other/Miscellaneous	\$ 120	\$ 120	\$ 240
Total	\$ 3,800	\$ 3,800	\$ 7,600
Marketing Expenses	\$ 17,736	\$ 17,736	\$ 35,472
Overhead	\$ 278,900	\$ 292,700	\$ 571,600
CMS & Bradson Technologies - CSY Support	\$ 8,559	\$ 8,559	\$ 16,500
Cellnet (Meter Data Collection Fees)	\$ 96,750	\$ 96,750	\$ 140,000
Energy Mgmt Software Dev (RCM Software)	\$ 80,000	\$ 180,000	\$ 216,000
LPB Energy (Utility Mgr Software Support)	\$ 35,000	\$ 35,000	\$ 144,000
Itron (Energy Interval Service)	\$ 6,450	\$ 6,450	\$ 88,000
Total	\$ 226,759	\$ 326,759	\$ 553,518
TOTAL PROGRAM EXPENSES	\$ 1,478,661	\$ 2,744,361	\$ 4,223,022

4.25 Full Time Equivalent
0.16 Full Time Equivalent

69.2% 2014
70.7% 2015

2015 Savings = 16,350,000 kWh
Avg Incentive = \$ 0.10 /kWh
Program Cost = \$ 0.17 /kWh
Direct Incentives to Cust = 60.0%

**Direct benefits to customer also include RCM employee labor (3-for-free audits, etc.) and energy information via Itron, Utility Mgr Software, and database support from BEM employees.*

Resource Conservation Manager
Schedule 253
Order Number: 18230723
Electric

[Link to In-house Programs](#)

Annual Energy Savings (kWh)
RCM 12,150,000
Strategic Resource Management 0

	2014	2015	Total
RCM	12,150,000	14,850,000	27,000,000 kWh
Strategic Resource Management	0	1,500,000	1,500,000 kWh
Total	12,150,000	16,350,000	28,500,000 kWh

[Link to Contracted Savings Summary](#)

Percent of 2-Year Total 43% 57%

Although this is a new budget item for 2015, this program was included in the overall "Business Rebates" page in the 2014-2015 Biennial Conservation Plan. It is now being split out separately as a part of the re-organized Dealer Channel.

Please see the "Business Rebates" page, included as the last page of this workbook for reference.

See comparison

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	2014										Ratios			Acquisition Cost		
	Labor	Marketing	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBIC	Revenue	Total Budget	Total Savings	DBIC	Marketing	Outside Svcs	Acquisition Cost
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	kwh	#DIV/0!	#DIV/0!	#DIV/0!	\$
2015 Budget	\$127,416	\$12,073	\$98,619	\$40,000	\$2,500	\$65,000	\$5,400	\$350	\$1,722,788	\$0	\$2,074,146	6,050,414 kwh	83.1%	2.9%	3.1%	\$ 0.34
Total	\$127,416	\$12,073	\$98,619	\$40,000	\$2,500	\$65,000	\$5,400	\$350	\$1,722,788	\$0	\$2,074,146	6,050,414 kwh	83.1%	2.9%	3.1%	\$ 0.34

Spending Section			
Overall Total	2014	2015	Total
FTE LABOR	\$127,416.24	\$127,416.24	\$127,416.24
Avg of Program Staff	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MARKETING LABOR	\$12,072.96	\$12,072.96	\$12,072.96
Marketing Staff	\$12,072.96	\$12,072.96	\$12,072.96
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OVERHEAD	\$98,618.86	\$98,618.86	\$98,618.86
Percentages for Applicable Year	85.29%	70.70%	
Program Staff	\$90,083.28	\$90,083.28	\$90,083.28
Marketing Staff	\$8,535.58	\$8,535.58	\$8,535.58
	\$0.00	\$0.00	\$0.00
MARKETING	\$40,000.00	\$40,000.00	\$40,000.00
Bill inserts, collateral, media	\$40,000.00	\$40,000.00	\$40,000.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSES	\$2,500.00	\$2,500.00	\$2,500.00
Travel, tolls, meals, lodging, phone expense	\$2,500.00	\$2,500.00	\$2,500.00
office supplies, equipment	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
OUTSIDE SERVICES	\$65,000.00	\$65,000.00	\$65,000.00
Cost. Site surveys, QA	\$65,000.00	\$65,000.00	\$65,000.00
3rd party administrative services	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MATERIALS	\$5,400.00	\$5,400.00	\$5,400.00
	\$5,400.00	\$5,400.00	\$5,400.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
MISCELLANEOUS	\$350.00	\$350.00	\$350.00
	\$350.00	\$350.00	\$350.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER	\$1,722,788.33	\$1,722,788.33	\$1,722,788.33
Ratio	#DIV/0!	83.1%	
REVENUE	\$0.00	\$0.00	\$0.00

Savings Section															Savings Section			Savings Section						
Measure Information	Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			Net Savings (Based on NEBs)					
										2014	2015	Combined	2014	2015	Combined	2014	2015	Combined						
TOTALS →															6,050,414	6,050,414	12,100,828	\$ -	\$ -	\$ -	\$ 1,722,788.33	\$ 1,722,788.33	\$ 3,445,576.66	0
Aerator - Hospitality - Reinstall - SBDI	124	kWh	per unit	\$ 8.00	8.00	0.0%	5	N/A	Comm Water Heat	0	0	0	0	0	0	0	0	0	0					
Aerator - SBDI	712	kWh	per unit	8.00	8.00	3.5%	5		Comm Water Heat	0	316	316	0	224,992	224,992	0	0	0	2,528.00					
8.5 Level Door	457	kWh	per unit	223.50	223.50	0.0%	10		Comm Water Heat	0	0	0	0	0	0	0	0	0	2,528.00					
ECM - Display Case	477	kWh	per unit	130.40	130.40	0.0%	15		Comm Refrigeration	0	5	5	0	2,385	2,385	0	0	0	652.00					
ECM - Walk In	1199	kWh	per unit	171.40	171.40	0.1%	15		Comm Refrigeration	0	5	5	0	5,995	5,995	0	0	0	857.00					
LED - 35W Area Fixture with Photocell	685	kWh	per unit	211.25	211.25	0.8%	12		Comm Lighting	0	100	100	0	68,500	68,500	0	0	0	21,125.00					
LED - 60W Wall Pack with Photocell	850	kWh	per unit	222.50	222.50	0.3%	12		Comm Lighting	0	55	55	0	48,950	48,950	0	0	0	12,237.50					
LED A Lamp 11W - Hotel/Motel Common Areas	191	kWh	per unit	19.68	19.68	0.0%	3		Comm Lighting	0	10	10	0	1,910	1,910	0	0	0	196.80					
LED A Lamp 11W - Office	70	kWh	per unit	19.68	19.68	0.0%	8		Comm Lighting	0	12	12	0	840	840	0	0	0	236.16					
LED A Lamp 11W - Other	100	kWh	per unit	19.68	19.68	0.0%	6		Comm Lighting	0	2	2	0	200	200	0	0	0	39.36					
LED A Lamp 11W - Other Health	105	kWh	per unit	19.68	19.68	0.0%	8		Comm Lighting	0	2	2	0	210	210	0	0	0	39.36					
LED A Lamp 11W - Restaurant	111	kWh	per unit	19.68	19.68	0.3%	7		Comm Lighting	0	115	115	0	12,765	12,765	0	0	0	2,263.20					
LED A Lamp 11W - Retail	87	kWh	per unit	19.68	19.68	0.2%	9		Comm Lighting	0	130	130	0	11,310	11,310	0	0	0	2,568.00					
LED A Lamp 11W - School (K-12)	62	kWh	per unit	19.68	19.68	0.0%	9		Comm Lighting	0	0	0	0	0	0	0	0	0	1,968.00					
LED A Lamp 11W - Warehouse	91	kWh	per unit	19.68	19.68	0.0%	5		Comm Lighting	0	1	1	0	91	91	0	0	0	19.68					
LED A Lamp 5W Globe - Hotel/Motel Common Areas	257	kWh	per unit	21.07	21.07	0.0%	3		Comm Lighting	0	0	0	0	0	0	0	0	0	0					
LED A Lamp 5W Globe - Office	95	kWh	per unit	21.07	21.07	0.6%	8		Comm Lighting	0	240	240	0	22,800	22,800	0	0	0	5,056.80					
LED A Lamp 5W Globe - Other	135	kWh	per unit	21.07	21.07	1.1%	6		Comm Lighting	0	230	230	0	31,550	31,550	0	0	0	4,846.10					
LED A Lamp 5W Globe - Other Health	142	kWh	per unit	21.07	21.07	0.3%	5		Comm Lighting	0	95	95	0	13,480	13,480	0	0	0	2,001.85					
LED A Lamp 5W Globe - Restaurant	149	kWh	per unit	21.07	21.07	0.5%	7		Comm Lighting	0	165	165	0	24,585	24,585	0	0	0	3,476.55					
LED A Lamp 5W Globe - Retail	117	kWh	per unit	21.07	21.07	0.5%	9		Comm Lighting	0	200	200	0	23,400	23,400	0	0	0	4,214.00					
LED A Lamp 5W Globe - School (K-12)	84	kWh	per unit	21.07	21.07	0.0%	9		Comm Lighting	0	0	0	0	0	0	0	0	0	0					
LED A Lamp 5W Globe - Warehouse	122	kWh	per unit	21.07	21.07	0.1%	5		Comm Lighting	0	37	37	0	4,514	4,514	0	0	0	779.59					
LED A Lamp 7W - Hotel/Motel Common Areas	168	kWh	per unit	18.70	18.70	0.0%	3		Comm Lighting	0	0	0	0	0	0	0	0	0	0					
LED A Lamp 7W - Office	62	kWh	per unit	18.70	18.70	2.5%	8		Comm Lighting	0	1,800	1,800	0	111,600	111,600	0	0	0	33,660.00					
LED A Lamp 7W - Other	88	kWh	per unit	18.70	18.70	3.6%	6		Comm Lighting	0	1,800	1,800	0	158,400	158,400	0	0	0	33,660.00					
LED A Lamp 7W - Other Health	92	kWh	per unit	18.70	18.70	0.9%	5		Comm Lighting	0	500	500	0	46,000	46,000	0	0	0	9,350.00					
LED A Lamp 7W - Restaurant	96	kWh	per unit	18.70	18.70	5.1%	7		Comm Lighting	0	2,500	2,500	0	245,000	245,000	0	0	0	46,750.00					
LED A Lamp 7W - Retail	99	kWh	per unit	18.70	18.70	3.8%	9		Comm Lighting	0	2,000	2,000	0	188,000	188,000	0	0	0	37,400.00					
LED A Lamp 7W - School (K-12)	54	kWh	per unit	18.70	18.70	0.0%	9		Comm Lighting	0	0	0	0	0	0	0	0	0	0					
LED A Lamp 7W - Warehouse	79	kWh	per unit	18.70	18.70	0.1%	5		Comm Lighting	0	50	50	0	3,950	3,950	0	0	0	935.00					
LED Decorative - Hotel/Motel Common Areas	135	kWh	per unit	27.69	27.69	0.1%	3		Comm Lighting	0	30	30	0	6,750	6,750	0	0	0	1,384.50					
LED Decorative - Other	50	kWh	per unit	27.69	27.69	0.3%	8		Comm Lighting	0	300	300	0	15,000	15,000	0	0	0	8,307.00					
LED Decorative - Other Health	71	kWh	per unit	27.69	27.69	0.4%	6		Comm Lighting	0	237	237	0	16,827	16,827	0	0	0	6,662.53					
LED Decorative - Other Retail	75	kWh	per unit	27.69	27.69	0.1%	5		Comm Lighting	0	50	50	0	3,750	3,750	0	0	0	1,384.50					
LED Decorative - Restaurant	78	kWh	per unit	27.69	27.69	1.5%	7		Comm Lighting	0	1,100	1,100	0	85,800	85,800	0	0	0	30,450.00					
LED Decorative - Retail	62	kWh	per unit	27.69	27.69	0.6%	9		Comm Lighting	0	550	550	0	34,100	34,100	0	0	0	15,229.50					
LED Decorative - School (K-12)	44	kWh	per unit	27.69	27.69	0.0%	9		Comm Lighting	0	0	0	0	0	0	0	0	0	0					
LED Decorative - Warehouse	65	kWh	per unit	27.69	27.69	0.0%	5		Comm Lighting	0	0	0	0	0	0	0	0	0	0					
LED Direction Par 20 - Hotel/Motel Common Areas	271	kWh	per unit	36.68	36.68	0.0%	3		Comm Lighting	0	0	0	0	0	0	0	0	0	0					
LED Direction Par 20 - Office	100	kWh	per unit	36.68	36.68	0.5%	8		Comm Lighting	0	400	400	0	40,000	40,000	0	0	0	14,672.00					
LED Direction Par 20 - Other	142	kWh	per unit	36.68	36.68	0.1%	6		Comm Lighting	0	50	50	0	7,100	7,100	0	0	0	1,834.00					
LED Direction Par 20 - Other Health	149	kWh	per unit	36.68	36.68	0.0%	5		Comm Lighting	0	12	12	0	1,788	1,788	0	0	0	440.16					
LED Direction Par 20 - Retail	157	kWh	per unit	36.68	36.68	0.7%	7		Comm Lighting	0	330	330	0	91,810	91,810	0	0	0	12,104.40					
LED Direction Par 20 - School (K-12)	86	kWh	per unit	36.68	36.68	1.5%	9		Comm Lighting	0	800	800	0	88,400	88,400	0	0	0	29,344.00					
LED Direction Par 20 - Warehouse	129	kWh	per unit	36.68	36.68	0.1%	5		Comm Lighting	0	80	80	0	7,740	7,740	0	0	0	2,200.80					
LED Direction Par 30 - Hotel/Motel Common Areas	168	kWh	per unit	50.64	50.64	0.0%	3		Comm Lighting	0	0	0												



Energy Efficiency
Technology
Evaluation
Schedule 261
Order Number:
18230448
Electric

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 8,900	\$ -	\$ 6,200	\$ -	\$ 11,100	\$ 100,000	\$ 8,910	\$ -	\$ 75,000	\$ 210,110	500,000 kWh
Original 2015 Budget	\$ 9,200	\$ -	\$ 6,400	\$ -	\$ 11,100	\$ 100,000	\$ 8,910	\$ -	\$ 75,000	\$ 210,610	500,000 kWh
Revised 2015 Budget	\$ 9,200	\$ -	\$ 6,500	\$ -	\$ 11,100	\$ 100,000	\$ 8,910	\$ -	\$ 75,000	\$ 210,710	500,000 kWh
TOTAL	\$ 18,100	\$ -	\$ 12,700	\$ -	\$ 22,200	\$ 200,000	\$ 17,820	\$ -	\$ 150,000	\$ 420,820	1,500,000 kWh

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Conservation Incentives

	2014	2015	Total
	\$ 75,000	\$ 75,000	\$ 150,000

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support	\$ 8,900	\$ 9,200	\$ 18,100
Marketing	\$ -	\$ -	\$ -

0.10 Full Time Equivalent
0.00 Full Time Equivalent

EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ -	\$ -	\$ -
Travel Expenses (Mileage, Airfare, Lodging)	\$ -	\$ -	\$ -
Training Expenses, Employee Memberships, Seminars	\$ -	\$ -	\$ -
Office Supplies/Svcs, Phone Expense, Printing	\$ 11,100	\$ 11,100	\$ 22,200
Other	\$ -	\$ -	\$ -
Total	\$ 11,100	\$ 11,100	\$ 22,200

Miscellaneous Expenses

	\$ -	\$ -	\$ -
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Materials Expenses

Materials - Direct Purchase	\$ 8,620	\$ 8,620	\$ 17,240
Other/Miscellaneous	\$ 290	\$ 290	\$ 580
Total Materials Expenses	\$ 8,910	\$ 8,910	\$ 17,820

2015 Savings = 500,000 kWh
Avg Incentive = \$ 0.15 / kWh
Program Cost = \$ 0.42 / kWh
Direct Incentives to Cust = 35.6%

Marketing Expenses

	\$ -	\$ -	\$ -
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Overhead

	\$ 6,200	\$ 6,500	\$ 12,700
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69.2% 2014
70.7% 2015

Outside Services

Remote Site Audit Services Provider (software, analysis, reporting)	\$ 100,000	\$ 100,000	\$ 200,000
Total Outside Services	\$ 100,000	\$ 100,000	\$ 200,000

TOTAL PROGRAM EXPENSES

	\$ 210,110	\$ 210,710	\$ 420,820
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Annual Energy Savings (kWh)

	2014	2015	Total
Remote Energy Audit	500,000	500,000	1,000,000 kWh

Supporting Notes

C/I New Construction
Schedule 251
Order Number:
18230706
Gas

2014 Values are shown as reference only.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 42,100	\$ 2,400	\$ 30,800	\$ 8,490	\$ 1,060	\$ 16,559	\$ 180	\$ 2,447	\$ 63,000	\$ 167,036	14,700 therms
Original 2015 Budget	\$ 43,000	\$ 2,400	\$ 31,600	\$ 8,490	\$ 1,060	\$ 16,559	\$ 180	\$ 2,447	\$ 27,000	\$ 132,736	6,300 therms
Revised 2015 Budget	\$ 43,000	\$ 2,400	\$ 32,100	\$ 8,490	\$ 1,060	\$ 16,559	\$ 180	\$ 2,447	\$ 500,000	\$ 606,236	150,000 therms
TOTAL	\$ 85,100	\$ 4,800	\$ 62,900	\$ 16,980	\$ 2,120	\$ 33,118	\$ 360	\$ 4,894	\$ 563,000	\$ 773,272	164,700 therms

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

[Link to In-house Programs](#)
[Link to Contracted Savings Summary](#)

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

	2014	2015	Total
EES Staff, Maj Accts, CSY Support	\$ 42,100	\$ 43,000	\$ 85,100
Marketing	\$ 2,400	\$ 2,400	\$ 4,800

0.47 Full Time Equivalent
0.02 Full Time Equivalent

EMPLOYEE/OFFICE EXPENSES

	2014	2015	Total
Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ -	\$ -	\$ -
Travel Expenses (Mileage, Airfare, Lodging)	\$ 200	\$ 200	\$ 400
Training Expenses, Employee Memberships, Seminars	\$ -	\$ -	\$ -
Office Supplies/Svc, Phone Expense, Printing	\$ 260	\$ 260	\$ 520
Other	\$ 600	\$ 600	\$ 1,200
Total	\$ 1,060	\$ 1,060	\$ 2,120

Miscellaneous Expenses

	2014	2015	Total
	\$ 2,447	\$ 2,447	\$ 4,894

Materials Expenses

	2014	2015	Total
Materials - Direct Purchase	\$ 180	\$ 180	\$ 360
Other/Miscellaneous	\$ -	\$ -	\$ -
Total Materials Expenses	\$ 180	\$ 180	\$ 360

Marketing Expenses

	2014	2015	Total
	\$ 8,490	\$ 8,490	\$ 16,980

Overhead

	2014	2015	Total
	\$ 30,800	\$ 32,100	\$ 62,900

69.2% 2014
70.7% 2015

Outside Services

	2014	2015	Total
DemandSideEngineering - Bldg Energy Simulation Analysis	\$ 4,000	\$ 4,000	\$ 8,000
CMS & Bradson Technologies - CSY Support	\$ 8,559	\$ 8,559	\$ 17,118
Cellnet (Meter Data Collection Fees)	\$ -	\$ -	\$ -
Integrated Design Lab (Design Support.Consultations)	\$ 4,000	\$ 4,000	\$ 8,000
Energy Smart Grocer	\$ -	\$ -	\$ -
Total Outside Services	\$ 16,559	\$ 16,559	\$ 33,118

(ESG will provide electric-only savings/incentives in New Const sector)

TOTAL PROGRAM EXPENSES

	2014	2015	Total
	\$ 167,036	\$ 606,236	\$ 773,272

Annual Energy Savings (therms)

	2014	2015	Total
Whole Building Approach, Component Approach, Post-Occupancy Commissioning	14,700	150,000	164,700
Contracted Programs (Energy Smart Grocer)	0	0	0
Total	14,700	150,000	164,700

150,000
(ESG will provide electric-only savings/incentives in New Const sector)

[Link to Contracted Savings Summary](#)

Percent of 2-Year Total 9% 91%

2015 Savings = 150,000 Therms
Avg Incentive = \$ 3.33 /Therm
Program Cost = \$ 4.04 /Therm
Direct Incentives to Cust = 82.5%

C/I Retrofit
Schedule 250
Order Number:
18230731
Gas

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

TOTAL

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 453,000	\$ 6,100	\$ 317,700	\$ 22,890	\$ 8,210	\$ 154,470	\$ 1,620	\$ 39,790	\$ 1,423,800	\$ 2,427,580	379,000 therms
Original 2015 Budget	\$ 465,200	\$ 6,100	\$ 328,000	\$ 22,890	\$ 8,210	\$ 154,470	\$ 1,620	\$ 39,790	\$ 1,013,200	\$ 2,039,480	281,000 therms
Revised 2015 Budget	\$ 465,200	\$ 6,100	\$ 333,200	\$ 22,890	\$ 8,210	\$ 154,470	\$ 1,620	\$ 39,790	\$ 1,013,200	\$ 2,044,680	381,000 therms
TOTAL	\$ 918,200	\$ 12,200	\$ 650,900	\$ 45,780	\$ 16,420	\$ 308,940	\$ 3,240	\$ 79,580	\$ 2,437,000	\$ 4,472,260	760,000 therms

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Conservation Incentives

[Link to In-house Programs](#)

[Link to Contracted Programs](#)

	2014	2015	Total
	\$ 1,273,800	\$ 863,200	\$ 2,137,000
	\$ 150,000	\$ 150,000	\$ 300,000
	\$ 1,423,800	\$ 1,013,200	\$ 2,437,000

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support
Marketing

EES Staff, Maj Accts, CSY Support	\$ 453,000	\$ 465,200	\$ 918,200
Marketing	\$ 6,100	\$ 6,100	\$ 12,200

5.04 Full Time Equivalent
0.05 Full Time Equivalent

EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)
Travel Expenses (Mileage, Airfare, Lodging)
Training Expenses, Employee Memberships, Seminars
Office Supplies/Svcs, Phone Expense, Printing
Other

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ 200	\$ 200	\$ 5,200
Travel Expenses (Mileage, Airfare, Lodging)	\$ 1,200	\$ 1,200	\$ 8,200
Training Expenses, Employee Memberships, Seminars	\$ 400	\$ 400	\$ 2,200
Office Supplies/Svcs, Phone Expense, Printing	\$ 2,310	\$ 2,310	\$ 2,200
Other	\$ 4,100	\$ 4,100	\$ 1,800
	\$ 8,210	\$ 8,210	\$ 16,420

2015 Savings = 381,000 Therms
Avg Incentive = \$ 2.66 /Therm
Program Cost = \$ 5.37 /Therm
Direct Incentives to Cust = 49.6%

Miscellaneous Expenses

	\$ 39,790	\$ 39,790	\$ 79,580
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Materials Expenses

Materials - Direct Purchase
Other/Miscellaneous

Materials - Direct Purchase	\$ 1,620	\$ 1,620	\$ 5,340
Other/Miscellaneous	\$ -	\$ -	\$ 340
Total Materials Expenses	\$ 1,620	\$ 1,620	\$ 3,240

Marketing Expenses

	\$ 22,890	\$ 22,890	\$ 45,780
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Overhead

	\$ 317,700	\$ 333,200	\$ 650,900
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69.2% 2014
70.7% 2015

Outside Services

In-House Programs
CMS & Bradson Technologies - CSY Support
Itron (Energy Interval Service)
Cellnet (Meter Data Collection Fees)
Energy Management Software Development
Contracted Programs
Energy Smart Grocer (PECI)

In-House Programs			
CMS & Bradson Technologies - CSY Support	\$ 68,470	\$ 68,470	\$ 66,000
Itron (Energy Interval Service)	\$ 1,500	\$ 1,500	\$ 60,000
Cellnet (Meter Data Collection Fees)	\$ 22,500	\$ 22,500	\$ 40,000
Energy Management Software Development	\$ 2,000	\$ 2,000	\$ 20,000
Contracted Programs			
Energy Smart Grocer (PECI)	\$ 60,000	\$ 60,000	\$ -
Total Outside Services	\$ 154,470	\$ 154,470	\$ 308,940

TOTAL PROGRAM EXPENSES

	\$ 2,427,580	\$ 2,044,680	\$ 4,472,260
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Annual Energy Savings (therms)

[Link to In-house Savings Summary](#)

Industrial Custom Grant Measures
Comprehensive Building Tune-UP (CBTU)
Other (non-industrial customer grant measures)

	2014	2015	Total
Industrial Custom Grant Measures	9,000	6,000	15,000
Comprehensive Building Tune-UP (CBTU)	10,000	15,000	25,000
Other (non-industrial customer grant measures)	300,000	320,000	620,000

[Link to Contracted Savings Summary](#)

Energy Smart Grocer (PECT)

Energy Smart Grocer (PECT)	60,000	40,000	100,000
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Total Savings

	379,000	381,000	760,000 therms
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Percent of 2-Year Total

50%

50%

[Return to Gas Sector View](#)

Commercial Dir Install (Non-SBDI) Schedule 262 Order Number 18231028 Gas

Commercial Dir Install (Non-SBDI) Schedule 262 Order Number 18231028 Gas

Although this is a new budget item for 2015, this program was included in the overall "Business Rebates" page in the 2014-2015 Biennial Conservation Plan. It is now being split out separately as a part of the re-organized Dealer Channel.

Please see the "Business Rebates" page, included as the last page of this workbook for reference.

[See Comparison](#)

Gas

Commercial Dir Install (Non-SBDI) Schedule 262 Order Number 18231028 Gas

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

2015 Budget												Ratios				
	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	DBTC #DIV/0!	Marketing #DIV/0!	Outside Svcs #DIV/0!	Acquisition Cost #DIV/0!
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms				
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	therms				
Total	\$10,818	\$0	\$7,649	\$1,500	\$1,200	\$625	\$1,000	\$200	\$343,315	\$0	\$366,307	391,180 therms	93.7%	0.4%	0.2%	0.94

Commercial Dir Install (Non-SBDI) Schedule 262 Order Number 18231028 Gas

Commercial Dir Install (Non-SBDI) Schedule 262 Order Number 18231028 Gas

Spending Section

Overall Total	2014	2015	Total
\$ 366,306.94		\$ 366,306.94	\$ 366,306.94
Budget Category	2014	2015	Total
FTE LABOR		\$ 10,818.36	\$ 10,818.36
Avg of Program Staff		\$10,818.36	\$10,818.36
		\$0.00	\$0.00
		\$0.00	\$0.00
0.00			
MARKETING LABOR		\$ -	\$ -
Marketing Manager		\$0.00	\$0.00
Marketing Support		\$0.00	\$0.00
		\$0.00	\$0.00
OVERHEAD		\$ 7,648.58	\$ 7,648.58
Percentages for Applicable Yr	89.20%	70.70%	
Program Staff	\$0.00	\$7,648.58	\$7,648.58
Marketing Staff	\$0.00	\$0.00	\$0.00
		\$0.00	\$0.00
MARKETING		\$ 1,500.00	\$ 1,500.00
Materials & Campaign		\$1,500.00	\$1,500.00
		\$0.00	\$0.00
		\$0.00	\$0.00
EMPLOYEE/OFFICE EXPENSE		\$ 1,200.00	\$ 1,200.00
		\$1,200.00	\$1,200.00
		\$0.00	\$0.00
		\$0.00	\$0.00
OUTSIDE SERVICES		\$ 625.00	\$ 625.00
Field Services	\$0.00	\$625.00	\$625.00
Incentive Processing	\$0.00	\$0.00	\$0.00
		\$0.00	\$0.00
MATERIALS		\$ 1,000.00	\$ 1,000.00
	\$0.00	\$1,000.00	\$1,000.00
		\$0.00	\$0.00
		\$0.00	\$0.00
MISCELLANEOUS		\$ 200.00	\$ 200.00
	\$0.00	\$200.00	\$200.00
		\$0.00	\$0.00
		\$0.00	\$0.00
DIRECT BENEFIT TO CUSTOMER		\$ 343,315.00	\$ 343,315.00
Ratio			
REVENUE		\$0.00	\$0.00

Commercial Dir Install (Non-SBDI) Schedule 262 Order Number 18231028 Gas

Savings Section

Measure Name	Savings	UOM	Measure Information				End Use	Unit Totals			Projected Savings			Incentive Totals			Cost Effectiveness (Based on Two-Year Total)							
			Unit Type	Measure Cost	Incentive	Support %		Measure Life	2014	2015	Combined	2014	2015	Combined	2014	2015	Combined	NEBs	UC Ratio	RC Rat	PV UC	PV TRC	CE Std UC	CE Std TRC
TOTALS																								
Sprayhead - Not PI to 0.65 GPM - G	53	therms	per unit	\$ 129.00	\$ 129.00	1.3%	5	Comm Water Heat	0	60	60	0	3,180	3,180	\$ -	\$ 7,740.00	\$ 7,740.00	0	N/A	N/A	\$ -	\$ -	\$ -	\$ -
Aerator - \$10 - G	32	therms	per unit	\$ 9.50	\$ 9.50	73.2%	5	Comm Water Heat	0	10,250	10,250	0	328,000	328,000	\$ -	\$ 97,375.00	\$ 97,375.00							
Showerhead - Any Comm - DI - G - 1.5 GPM	10	therms	per unit	\$ 41.00	\$ 41.00	20.3%	10	Comm Water Heat	0	4,800	4,800	0	48,000	48,000	\$ -	\$ 196,800.00	\$ 196,800.00							
Showerhead - Any Comm - DI Split - G - 1.5 GPM	10	therms	per unit	\$ 34.50	\$ 34.50	5.1%	10	Comm Water Heat	0	1,200	1,200	0	12,000	12,000	\$ -	\$ 41,400.00	\$ 41,400.00							

Although this is a new budget item for 2015, this program was included in the overall "Business Rebates" page in the 2014-2015 Biennial Conservation Plan. It is now being split out separately as a part of the re-organized Dealer Channel. Please see the "Business Rebates" page, included as the last page of this workbook for reference.

See Comparison

Commercial HVAC Schedule 262 Order Number 18231029 Electric

Spending Section

Overall Total		2014	2015	Total
Budget Category				
FTE	LABOR		\$ 12,621.42	\$ 12,621.42
	Avg of Program Staff		\$12,621.42	\$12,621.42
			\$0.00	\$0.00
			\$0.00	\$0.00
0.00	MARKETING LABOR		\$ -	\$ -
			\$0.00	\$0.00
			\$0.00	\$0.00
			\$0.00	\$0.00
			\$0.00	\$0.00
	OVERHEAD		\$ 8,923.34	\$ 8,923.34
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$0.00	\$8,923.34	\$8,923.34
	Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00	\$0.00
	MARKETING		\$ 5,300.00	\$ 5,300.00
	Bill inserts, collateral, media		\$5,300.00	\$5,300.00
			\$0.00	\$0.00
			\$0.00	\$0.00
	EMPLOYEE/OFFICE EXPENSES		\$ 350.00	\$ 350.00
	Travel, tolls, meals, lodging, phone expense		\$350.00	\$350.00
	office supplies, equipment		\$0.00	\$0.00
			\$0.00	\$0.00
	OUTSIDE SERVICES		\$ 9,000.00	\$ 9,000.00
	Premium HVAC contractor mgmt.		\$9,000.00	\$9,000.00
	training, QC, program admin.		\$0.00	\$0.00
			\$0.00	\$0.00
	MATERIALS		\$ 300.00	\$ 300.00
			\$300.00	\$300.00
			\$0.00	\$0.00
			\$0.00	\$0.00
	MISCELLANEOUS		\$ 100.00	\$ 100.00
			\$100.00	\$100.00
			\$0.00	\$0.00
			\$0.00	\$0.00
	DIRECT BENEFIT TO CUSTOMER		\$ 22,530.00	\$ 22,530.00
	Ratio		38.1%	
	REVENUE		\$0.00	\$0.00

Commercial HVAC Schedule 262 Order Number 18231029 Electric

Commercial HVAC Schedule 262 Order Number 18231029 Electric

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget	Total Savings	Ratios			Acquisition Cost	
													DBTC	Marketing	Outside Svcs	#DIV/0!	#DIV/0!
2015 Budget	\$0	\$0	\$0	\$5,300	\$350	\$9,000	\$300	\$100	\$22,530	\$0	\$59,125	15,500 therms	38.1%	9.0%	15.2%	\$	3.81
Total	\$12,621	\$0	\$8,923	\$5,300	\$350	\$9,000	\$300	\$100	\$22,530	\$0	\$59,125	15,500 therms	38.1%	9.0%	15.2%	\$	3.81

Savings Section

Measure Information	Measure Name	Savings	UOM	Unit Type	Measure Cost	Incentive	Support %	Measure Life	End Use	Unit Totals			Projected Savings			Incentive Totals			Savings Se	
										2014	2015	Combined	2014	2015	Combined	2014	2015	Combined		
TOTALS →																				
	HVAC Demand Control Ventilation - G	1	therms	calculated	\$ 4.37	\$ 3.06	29.0%	10	Comm Space Heat	0	4,500	4,500	0	4,500	4,500	\$ -	\$ -	\$ 13,770.00	\$ 13,770.00	0
	High Efficiency HVAC Retrofit - G	1	therms	calculated	\$ 5.53	\$ 0.44	18.4%	15	Comm Space Heat	0	3,000	3,000	0	3,000	3,000	\$ -	\$ -	1,320.00	1,320.00	
	Premium HVAC - G	1	therms	calculated	\$ 0.93	\$ 0.93	51.6%	5	Comm Space Heat	0	8,000	8,000	0	8,000	8,000	\$ -	\$ -	7,440.00	7,440.00	
										0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	
										0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	
										0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	
										0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	

[Return to Gas Sector View](#)

Commercial Rebates

Schedule 262

Order Number:
18230697

Gas

Commercial Rebates

Schedule 262

Order Number:
18230697

Gas

Commercial Rebates
Schedule 262
Order Number:
18230697
Gas

The individual programs are budgeted separately for 2015 as a result of the 2014 re-organization of the Customer Energy Management department.

Their individual sub-totals are accumulated on this sheet for comparison against the overall original total.

This sheet does not link to any summary sheet within Exhibit 1.

Original 2015 Budget

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 94,600	\$ 6,100	\$ 69,700	\$ 13,300	\$ 700	\$ 37,639	\$ 280	\$ 34,216	\$ 477,899	\$ 734,434	769,600 therms
Original 2015 Budget	\$ 96,600	\$ 6,100	\$ 71,500	\$ 13,300	\$ 700	\$ 37,639	\$ 280	\$ 34,216	\$ 477,249	\$ 737,584	769,400 therms
TOTAL	\$ 191,200	\$ 12,200	\$ 141,200	\$ 26,600	\$ 1,400	\$ 75,278	\$ 560	\$ 68,432	\$ 955,148	\$ 1,472,018	1,539,000 therms

Updated 2015 Program Summaries
(Titles are hyperlinks to budget detail sheets)

- [Commercial Kitchen and Laundry](#)
- [Commercial Direct Install \(non-SBDI\)](#)
- [Commercial HVAC](#)
- [Small Business Direct Install](#)

TOTAL (compare to original 2015 total above)

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBtC	Revenue	Total Budget	Total Savings
\$ 12,621	\$ -	\$ 8,923	\$ 10,000	\$ 1,200	\$ 450	\$ 800	\$ 150	\$ 207,830	\$ -	\$ 241,975	164,836 therms
\$ 10,818	\$ -	\$ 7,649	\$ 1,500	\$ 1,200	\$ 625	\$ 1,000	\$ 200	\$ 343,315	\$ -	\$ 366,307	391,180 therms
\$ 12,621	\$ -	\$ 8,923	\$ 5,300	\$ 350	\$ 9,000	\$ 300	\$ 100	\$ 22,530	\$ -	\$ 59,125	15,500 therms
\$ 12,621	\$ -	\$ 8,923	\$ 1,500	\$ 100	\$ 4,000	\$ 525	\$ 100	\$ 3,663	\$ -	\$ 31,433	9,365 therms
\$ 48,683	\$ -	\$ 34,419	\$ 18,300	\$ 2,850	\$ 14,075	\$ 2,625	\$ 550	\$ 577,338	\$ -	\$ 698,839	580,881 therms

Commercial Rebates
Schedule 262
Order Number:
18230697
Gas

Resource Conservation Manager
Schedule 253
Order Number: 18230691
Gas

2014 Values are shown as reference only.

Original 2015 Budget

Revised 2015 Budget

TOTAL

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ 257,900	\$ 4,900	\$ 181,900	\$ 7,601	\$ -	\$ 67,759	\$ -	\$ -	\$ 56,000	\$ 576,060	280,000 therms
Original 2015 Budget	\$ 265,100	\$ 4,900	\$ 187,900	\$ 7,601	\$ -	\$ 67,759	\$ -	\$ -	\$ 84,000	\$ 617,260	420,000 therms
Revised 2015 Budget	\$ 265,100	\$ 4,900	\$ 190,900	\$ 7,601	\$ -	\$ 67,759	\$ -	\$ -	\$ 100,000	\$ 636,260	500,000 therms
TOTAL	\$ 523,000	\$ 9,800	\$ 372,800	\$ 15,202	\$ -	\$ 135,518	\$ -	\$ -	\$ 156,000	\$ 1,212,320	780,000 therms

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Conservation Incentives

[Link to In-house Programs](#)

[Link to Contracted Savings Summary](#)

	2014	2015	Total
\$	56,000	100,000	156,000
\$	-	-	-
\$	56,000	100,000	156,000

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support
Marketing

\$	257,900	265,100	523,000
\$	4,900	4,900	9,800

2.89 Full Time Equivalent
0.02 Full Time Equivalent

EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)
Travel Expenses (Mileage, Airfare, Lodging)
Training Expenses, Employee Memberships, Seminars
Office Supplies/Svcs, Phone Expense, Printing
Other

\$	-	-	-
\$	-	-	-
\$	-	-	-
\$	-	-	-
\$	-	-	-
\$	-	-	-

Miscellaneous Expenses

\$	-	-	-
----	---	---	---

Materials Expenses

Materials - Direct Purchase
Other/Miscellaneous
Total Materials Expenses

\$	-	-	-
\$	-	-	-
\$	-	-	-

Marketing Expenses

\$	7,601	7,601	15,202
----	-------	-------	--------

Overhead

\$	181,900	190,900	372,800
----	---------	---------	---------

69.2% 2014
70.7% 2015

Outside Services

CMS & Bradson Technologies - CSY Support
LPB Energy (Utility Mgr Software Support)
Itron (Energy Interval Service)
Cellnet (Meter Data Collection Fees)
Energy Mgmt Software Development (RCM Software)

\$	8,559	8,559	17,118
\$	15,000	15,000	30,000
\$	1,950	1,950	3,900
\$	29,250	29,250	58,500
\$	13,000	13,000	26,000
\$	67,759	67,759	135,518

TOTAL PROGRAM EXPENSES

\$	576,060	636,260	1,212,320
----	---------	---------	-----------

2015 Savings = 500,000 Therms
Avg Incentive = \$ 0.20 /Therm
Program Cost = \$ 1.27 /Therm
Direct Incentives to Cust = 15.7%

*Direct benefits to customer also include RCM employee labor (3-for-free audits, etc.) and energy information via Itron, Utility Mgr Software, and database support from BEM employees.

Annual Energy Savings (Therms)

RCM

Strategic Energy Management

Percent of 2-Year Total

	2014	2015	Total
RCM	280,000	500,000	780,000
Strategic Energy Management	0	0	0
	280,000	500,000	780,000 therms
Percent of 2-Year Total	36%	64%	

[Link to In-house Programs](#)

[Link to Contracted Savings Summary](#)

Resource Conservation Manager
Schedule 253
Order Number: 18230691
Gas



Energy Efficiency
Technology
Evaluation
Schedule 261
Order Number:
18230694
Gas

2014 Values are shown as reference only.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer (Incentives)	Total Budget	Total Savings
2014	\$ -	\$ -	\$ -	\$ -	\$ 11,760	\$ -	\$ 8,240	\$ -	\$ -	\$ 20,000	therms
Original 2015 Budget	\$ -	\$ -	\$ -	\$ -	\$ 11,760	\$ -	\$ 8,240	\$ -	\$ -	\$ 20,000	therms
Revised 2015 Budget	\$ -	\$ -	\$ -	\$ -	\$ 11,760	\$ -	\$ 8,240	\$ -	\$ -	\$ 20,000	therms
TOTAL	\$ -	\$ -	\$ -	\$ -	\$ 23,520	\$ -	\$ 16,480	\$ -	\$ -	\$ 40,000	therms

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Conservation Incentives

	2014	2015	Total
	\$ -	\$ -	\$ -

Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)

EES Staff, Maj Accts, CSY Support	\$ -	\$ -	\$ -	0.00 Full Time Equivalent
Marketing	\$ -	\$ -	\$ -	0.00 Full Time Equivalent

EMPLOYEE/OFFICE EXPENSES

Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$ -	\$ -	\$ -
Travel Expenses (Mileage, Airfare, Lodging)	\$ -	\$ -	\$ -
Training Expenses, Employee Memberships, Seminars	\$ -	\$ -	\$ -
Office Supplies/Svcs, Phone Expense, Printing	\$ 11,760	\$ 11,760	\$ 23,520
Other	\$ -	\$ -	\$ -
Total	\$ 11,760	\$ 11,760	\$ 23,520

Miscellaneous Expenses

	\$ -	\$ -	\$ -
--	------	------	------

Materials Expenses

Materials - Direct Purchase	\$ 8,240	\$ 8,240	\$ 16,480
Other/Miscellaneous	\$ -	\$ -	\$ -
Total Materials Expenses	\$ 8,240	\$ 8,240	\$ 16,480

2015 Savings =
Avg Incentive = n/a
Program Cost = n/a
Direct Incentives to Cust = n/a

Marketing Expenses

	\$ -	\$ -	\$ -
--	------	------	------

Overhead

	\$ -	\$ -	\$ -
--	------	------	------

69.2% 2014
70.7% 2015

Outside Services

Other (Misc Small Contracts)	\$ -	\$ -	\$ -
Total Outside Services	\$ -	\$ -	\$ -

TOTAL PROGRAM EXPENSES

	\$ 20,000	\$ 20,000	\$ 40,000
--	------------------	------------------	------------------

	2014	2015	Total
Annual Energy Savings (therms)	0	0	0

Energy Efficiency
Technology
Evaluation
Schedule 261
Order Number:
18230694
Gas

[Return to Portfolio View](#)

Two-Year 2014-2015 Savings and Costs for Contracted Programs

[Return to Electric Sector View](#)

[Return to Gas Sector View](#)

Schedule	Program	Energy Savings						Estimated Incentive Payments						Estimated 3rd Party Administrative Costs						Comments
		KWH			Therms			KWH			Therms			KWH			Therms			
		2014	2015	Total	2014	2015	Total	2014	2015	Total	2014	2015	Total	2014	2015	Total	2014	2015	Total	
E/G250	C/I Retrofit	20,000,000	13,000,000	32,000,000	60,000	60,000	120,000	\$2,320,000	\$1,870,000	\$4,190,000	\$150,000	\$150,000	\$300,000	\$2,090,000	\$1,950,407	\$4,180,000	\$120,000	\$120,000	\$240,000	
E/G 250	Energy Smart Grocer	6,000,000	6,000,000	12,000,000	60,000	60,000	120,000	\$ 1,020,000	\$ 1,020,000	\$ 2,040,000	\$ 150,000	\$ 150,000	\$ 300,000	\$ 890,000	\$ 890,000	\$ 1,780,000	\$ 120,000	\$ 120,000	\$ 240,000	2013 opportunity assessment of Northwest grocer market completed by Cadmus under contract to BPA indicates "significant savings opportunities remain for grocery store refrigeration equipment" & "demand for energy-efficiency among grocery stores remains strong." Scale of program in PSE service area based on participation trends and vendor market intelligence.
E250	Industrial Systems Optimization	8,000,000	2,000,000	10,000,000	0	0	0	\$ 400,000	\$ 100,000	\$ 500,000	\$ -	\$ -	\$ -	\$ 600,000	\$ 600,000	\$ 1,200,000	\$ -	\$ -	\$ -	Target energy intensive systems such as refrigeration, compressed air, pumping, fans and blowers. Projects identified through a facility audit. Incentive structure to be flat \$ per kWh, with a NTE 70% of the total measure cost. Savings & budget based on continuation of existing program with targets established based on market knowledge and expressed customer interest.
E250	Data Center Energy Efficiency Program	6,000,000	5,000,000	10,000,000	0	0	0	\$ 900,000	\$ 750,000	\$ 1,650,000	\$ -	\$ -	\$ -	\$ 600,000	\$ 460,407	\$ 1,200,000	\$ -	\$ -	\$ -	Target IT & HVAC data center loads. Measures identified through a facility audit. Program addresses sites w/ IT loads greater than 60 kW or more than 1,000 ft2 of data center space. Incentive structure is flat \$ per kWh not to exceed 50% of the total cost for lighting measures and 70% of the total cost for non-lighting measures. Scope & scale of program based on customer demand and PSE/3rd party implementer market knowledge.
E/G 251	C/I New Construction	500,000	500,000	1,000,000	0	0	0	\$100,000	\$100,000	\$200,000	\$ -	\$ -	\$ -	45,000	45,000	\$90,000	\$ -	\$ -	\$ -	4,180,000
E 251	Energy Smart Grocer	500,000	500,000	1,000,000	0	0	0	\$ 100,000	\$ 100,000	\$ 200,000	\$ -	\$ -	\$ -	\$ 45,000	\$ 45,000	\$ 90,000	\$ -	\$ -	\$ -	See comment in E/G250 section. Electric savings opportunities above/beyond code requirements & industry standard practice remain in the new construction sector. Scale of program in PSE service area based on participation trends and vendor market intelligence.
E/G 253	Resource Conservation Manager (RCM)	0	3,000,000	3,000,000	0	0	0	\$140,000	\$200,000	\$340,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
E 253	Strategic Resource Management	0	3,000,000	3,000,000	0	0	0	\$ 140,000	\$ 200,000	\$ 340,000	\$ -	\$ -	\$ -	3rd Party Implementer Costs Covered by Incentives (all work DBIC)			\$ -	\$ -	\$ -	Augment existing RCM program by delivering services directly to multiple customers too small to qualify for participation in PSE program (site aggregation) or to qualifying customers unable to self-implement. Upfront incentive for 70% of cost, followed by incentive of \$0.02/kWh saved, up to 30% of the cost. Estimated typical customer savings: 5%/yr @ 3,000,000 kWh baseline. Program will claim savings based on one year of demonstrated performance -- no savings claimed in 2014. 2015 savings estimate assumes successful recruitment of 20 customers (20 x 3,000,000 kWh x 5% = 3,000,000 kWh)
E/G261	New Tech Evaluation	500,000	500,000	1,000,000	0	0	0	\$75,000	\$75,000	\$150,000	\$ -	\$ -	\$ -	100,000	100,000	200,000	\$ -	\$ -	\$ -	\$ -
E 261	Remote Site Audit Services	500,000	500,000	1,000,000	0	0	0	\$ 75,000	\$ 75,000	\$ 150,000	\$ -	\$ -	\$ -	\$ 100,000	\$ 100,000	\$ 200,000	\$ -	\$ -	\$ -	Purpose is to evaluate effectiveness of EMIS to identify, screen, recruit, and engage mid-sized commercial customers. Identified O&M measures will not receive direct monetary incentive, but savings will be attributed to the pilot as appropriate. Targeting 1%-3% electric savings @ sites consuming 1 MM kWh/yr or more realized via O&M and RCx savings identified and ultimately implemented by the customer due to the remote energy audit and subsequent delivery of that audit.
E/G262	Comm Rebates	8,898,000	8,898,300	17,796,300	686,000	685,904	1,371,904	\$2,256,512	\$2,256,512	\$4,513,023	\$290,446	\$289,796	\$580,242	288,875	288,875	577,751	9,674	9,674	19,348	
E/G 262	Premium HVAC Service	1,500,000	1,500,000	3,000,000	25,000	25,000	50,000	\$ 255,000	\$ 255,000	\$ 510,000	\$ 36,000	\$ 36,000	\$ 72,000	\$ 36,707	\$ 36,707	\$ 73,413	\$ 7,137	\$ 7,137	\$ 14,273	Continuation of existing program. Based on market trends & program mgmt experience, incentive budget is based on approximately 70 customer sites & 375 total HVAC units serviced annually.
E/G 262	Pre Rinse Low Flow Spray Head & Aerator	762,000	762,250	1,524,250	651,000	650,606	1,301,606	\$ 10,704	\$ 10,704	\$ 21,408	\$ 203,701	\$ 203,051	\$ 406,752	3rd Party Implementer Costs Covered by Incentives (all work DBIC)			3rd Party Implementer Costs Covered by Incentives (all work DBIC)			Direct installation of 0.65 gpm spray valves and 0.5 gpm faucet aerators w/ goal of complete market saturation and transformation. UES values revised over previous biennial cycle & savings estimate assumes spray valve saturation occurs while aerator installations continue at robust rates achieved in 2012-13.
E/G 262	Small Business Direct Install	6,636,000	6,636,050	13,272,050	10,000	10,298	20,298	\$ 1,990,808	\$ 1,990,808	\$ 3,981,615	\$ 50,745	\$ 50,745	\$ 101,490	\$ 252,169	\$ 252,169	\$ 504,338	\$ 2,537	\$ 2,537	\$ 5,075	Refines & expands SBDI program initially operated in 2012-13. Program costs assume steady market trends. Savings estimates based on exhibited customer demand & market knowledge gained from operating the program in 2012-13.
Grand totals		29,898,000	25,898,300	54,796,300	746,000	745,904	1,491,904	\$ 4,891,512	\$ 4,501,512	\$ 9,393,023	\$ 440,446	\$ 439,796	\$ 880,242	\$ 2,523,875	\$ 2,384,282	\$ 5,047,751	\$ 129,674	\$ 129,674	\$ 259,348	
E249	Pilots	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	350,000	125,000	475,000	\$ -	\$ -	\$ -	
E 249	SMB Energy Reports	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 350,000	\$ 125,000	\$ 475,000	\$ -	\$ -	\$ -	Direct-mailed business energy reports to 10,000 SMB customers (10 reports each over period of 18 mos.) PSE is one participant in a nation-wide pilot of SMB energy reports, w/ anticipated savings of 0.5% to 1.0% per site.

NEEA Gas Market Transformation Schedule 254 Order# 18230660 Electric

As this is a new initiative, 2014 Values are not applicable.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget	Total Savings	
2014												therms
2015 Budget	\$0	\$0	\$0	\$0	\$0	\$738,000	\$0	\$0	\$0	\$738,000	therms	
Total	\$0	\$0	\$0	\$0	\$0	\$738,000	\$0	\$0	\$0	\$738,000	therms	

Requires Budget team approval to use.

Spending Section

Overall Total	\$ -	\$738,000.00	\$ 738,000.00
---------------	------	--------------	---------------

Total PSE payments to NEEA.

Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
0.00			\$0.00
MARKETING LABOR	\$ -	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$0.00	\$ -
Percentages for Applicable Year	69.20%	70.70%	
			\$0.00
			\$0.00
MARKETING	\$ -	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES		\$738,000.00	\$ 738,000.00
Annual PSE payment to NEEA		\$738,000.00	\$738,000.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS		\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ -	\$ -	\$ -
Ratio			
REVENUE	\$0.00	\$0.00	\$0.00

NEEA Gas Market Transformation Schedule 254 Order# 18230660 Electric

NEEA Gas Market Transformation Schedule 254 Order# 18230660 Electric



Northwest Energy Efficiency Alliance
Schedule 254
Order# 18230421
Electric

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget	Total Savings
\$0	\$0	\$0	\$0	\$0	\$1,578,192	\$0	\$0	\$3,682,448	\$5,260,640	50,194,800 kwh
\$0	\$0	\$0	\$0	\$0	\$885,570	\$0	\$692,623	\$3,682,448	\$5,260,640	22,338,000 kwh
\$0	\$0	\$0	\$0	\$0	\$1,431,577	\$0	\$0	\$3,340,345	\$4,771,922	22,338,000 kwh
\$0	\$0	\$0	\$0	\$0	\$3,009,769	\$0	\$0	\$7,022,793	\$10,032,562	72,532,800 kwh

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 5,260,640.00	\$ 4,771,921.50	\$ 10,032,561.50
---------------	-----------------	-----------------	------------------

Total PSE payments to NEEA.

Budget Category	2014	2015	Total
LABOR	\$ -	\$ -	\$ -
FTE			
			\$0.00
			\$0.00
			\$0.00
			\$0.00
0.00			
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$ -	\$ -
Percentages for Applicable Year	69.20%	70.70%	
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$1,578,192.00	\$1,431,576.50	\$ 3,009,768.50
Annual PSE payments to NEEA	\$885,569.50	\$738,954.00	\$1,624,523.50
Transfer from Sched 258 customers	\$692,622.50	\$692,622.50	\$1,385,245.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00
DIRECT BENEFIT TO CUSTOMER	\$ 3,682,448.00	\$ 3,340,345.00	\$ 7,022,793.00
Ratio			
REVENUE	\$0.00	\$0.00	\$0.00

Total payments made to NEEA include Schedule 258 10% customer contributions noted in the below Miscellaneous columns. Total payments are also comprised of Outside Services and DBTC columns.

kWh Savings Estimates	
2014	2015
50,194,800	22,338,000

Effective with the 2015-2019 NEEA business plan, total annual NEEA payments will total \$4,771,922.

Note: Program expenditures equal to 10.0% of Sch 120 collections for Rate Sch 40, 46,49, 448, 449/459 customers are applied by journal entry to E254 NEEA. The funds collected are represented in this table in the miscellaneous budget category and must reconcile with cell E-12 on tab LPDS_Detail_BEM Sch 258 Elec.

Northwest Energy Efficiency Alliance
Schedule 254
Order# 18230421
Electric

Northwest Energy Efficiency Alliance
Schedule 254
Order# 18230421
Electric



Energy Efficiency Brochures Order Number 18230482 Electric

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBtC	Revenue	Total Budget
2014	\$0	\$0	\$0	\$27,280	\$0	\$2,175	\$24,795	\$0	\$0	\$0	\$54,250
Original 2015 Budget	\$0	\$0	\$0	\$27,280	\$0	\$2,175	\$24,795	\$0	\$0	\$0	\$54,250
Revised 2015 Budget	\$15,215	\$0	\$10,757	\$27,280	\$0	\$2,175	\$24,795	\$0	\$0	\$0	\$80,222
Total	\$15,215	\$0	\$10,757	\$54,560	\$0	\$4,350	\$49,590	\$0	\$0	\$0	\$134,472

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 54,250.00	\$ 80,222.01	\$ 134,472.01
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Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$ 15,215.00	\$ 15,215.00
0.17 Program Implementer		\$15,215.00	\$15,215.00
			\$0.00
			\$0.00
			\$0.00
0.17 MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$ 10,757.01	\$ 10,757.01
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$10,757.01	\$10,757.01
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING	\$ 27,280.00	\$ 27,280.00	\$ 54,560.00
	\$27,280.00	\$27,280.00	\$54,560.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSE	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 2,175.00	\$ 2,175.00	\$ 4,350.00
Custom Photography	\$1,305.00	\$1,305.00	\$2,610.00
Stock Photography	\$870.00	\$870.00	\$1,740.00
			\$0.00
			\$0.00
MATERIALS	\$ 24,795.00	\$ 24,795.00	\$ 49,590.00
BEM Folder	\$870.00	\$870.00	\$1,740.00
BEM Phone Cards	\$435.00	\$435.00	\$870.00
Misc. Pieces	\$3,480.00	\$3,480.00	\$6,960.00
BEM Overview Sheet	\$1,740.00	\$1,740.00	\$3,480.00
Case Studies	\$18,270.00	\$18,270.00	\$36,540.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

Energy Efficiency Brochures Order Number 18230482 Electric

This is only a tab title for Customer Engagement & Education

Tab Definitions

PS = Portfolio Support

PSWE= Portfolio Support Web Experience

PSCE = Portfolio Support Customer Education

Return to
Portfolio View

Return to
Electric Sector
View



Energy Efficiency
Education
Schedule E202
Order Number
18230621
Electric

Energy Efficiency Education Schedule E202 Order Number 18230621 Electric

Energy Efficiency Education Schedule E202 Order Number 18230621 Electric

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBtC	Revenue	Total Budget
2014	\$24,735	\$0	\$17,117	\$0	\$840	\$8,800	\$8,850	\$0	\$0	\$0	\$60,341
Original 2015 Budget	\$25,506	\$0	\$17,752	\$0	\$840	\$8,800	\$8,950	\$0	\$0	\$0	\$61,849
Revised 2015 Budget	\$36,640	\$0	\$25,905	\$0	\$840	\$8,800	\$8,950	\$0	\$0	\$0	\$81,135
Total	\$61,375	\$0	\$43,021	\$0	\$1,680	\$17,600	\$17,800	\$0	\$0	\$0	\$141,477

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 60,341.48	\$ 81,135.20	\$ 141,476.68
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Budget Category		2014	2015	Total
FTE	LABOR	\$ 24,734.92	\$ 36,640.42	\$ 61,375.34
0.22	Market Manager	\$8,541.60	\$19,874.00	\$28,415.60
0.22	Program Implementer	\$16,193.32	\$16,766.42	\$32,959.74
				\$0.00
				\$0.00
0.44	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$17,116.56	\$ 25,904.78	\$ 43,021.34
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$17,116.56	\$25,904.78	\$43,021.34
	Marketing Staff	\$0.00	\$0.00	\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ 840.00	\$ 840.00	\$ 1,680.00
	employee training, travel expenses, mile	\$840.00	\$840.00	\$1,680.00
				\$0.00
				\$0.00
				\$0.00
	OUTSIDE SERVICES	\$ 8,800.00	\$ 8,800.00	\$ 17,600.00
	Independent Colleges of Washington (IC	\$8,800.00	\$8,800.00	\$17,600.00
				\$0.00
				\$0.00
				\$0.00
	MATERIALS	\$ 8,850.00	\$ 8,950.00	\$ 17,800.00
	Speakers Bureau; Develop employee ed	\$4,350.00	\$4,350.00	\$8,700.00
	Misc. education printing	\$4,500.00	\$4,600.00	\$9,100.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Energy Efficiency
Education
Schedule E202
Order Number
18230621
Electric



Energy Advisors Order Number 18230610

Electric

Energy Advisors Order Number 18230610 Electric

Energy Advisors
Order Number
18230610
Electric

2014 Values are shown as reference only.

2014
Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBtC	Revenue	Total Budget
2014	\$665,383	\$0	\$460,445	\$0	\$39,000	\$913	\$3,000	\$1,350	\$0	\$0	\$1,170,091
Original 2015 Budget	\$639,392	\$0	\$445,017	\$0	\$39,000	\$913	\$3,000	\$1,350	\$0	\$0	\$1,128,672
Revised 2015 Budget	\$595,268	\$0	\$420,854	\$0	\$39,000	\$913	\$3,000	\$1,350	\$0	\$0	\$1,060,385
TOTAL	\$1,260,651	\$0	\$881,299	\$0	\$78,000	\$1,826	\$6,000	\$2,700	\$0	\$0	\$2,230,476

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 1,170,090.97	\$ 1,060,385.34	\$ 2,230,476.31
---------------	-----------------	-----------------	-----------------

Budget Category		2014	2015	Total
FTE	LABOR	\$ 665,382.96	\$ 595,267.92	\$ 1,260,650.88
10.44	Avg of department salaries	\$665,382.96	\$595,267.92	\$1,260,650.88
				\$0.00
				\$0.00
				\$0.00

Average Salary Decrease Due to New Hires

10.44

MARKETING LABOR		2014	2015	Total
	Detail 1			\$0.00
	Detail 2			\$0.00
	Detail 3			\$0.00
	Detail 4			\$0.00

OVERHEAD		2014	2015	Total
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$460,445.01	\$420,854.42	\$881,299.43
	Marketing Staff	\$0.00	\$0.00	\$0.00

MARKETING		2014	2015	Total
				\$0.00
				\$0.00
				\$0.00
				\$0.00

EMPLOYEE/OFFICE EXPENSES		2014	2015	Total
	Training/Employee Development	\$10,000.00	\$10,000.00	\$20,000.00
	Events/Meals/Parking/Mileage	\$20,000.00	\$20,000.00	\$40,000.00
	Office & Supply	\$5,000.00	\$5,000.00	\$10,000.00
	Phone Equipment	\$4,000.00	\$4,000.00	\$8,000.00

OUTSIDE SERVICES		2014	2015	Total
	On Hold Concepts	\$913.00	\$913.00	\$1,826.00
				\$0.00
				\$0.00
				\$0.00

MATERIALS		2014	2015	Total
	Materials Purchase	\$3,000.00	\$3,000.00	\$6,000.00
				\$0.00
				\$0.00
				\$0.00

MISCELLANEOUS		2014	2015	Total
	Miscellaneous	\$1,350.00	\$1,350.00	\$2,700.00
				\$0.00
				\$0.00
				\$0.00

Energy Advisors
Order Number
18230610
Electric

Events
Order Number
18230487
Electric

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBtC	Revenue	Total Budget
2014	\$132,021	\$0	\$91,359	\$13,050	\$6,046	\$96,048	\$4,785	\$0	\$0	\$0	\$343,308
Original 2015 Budget	\$136,506	\$0	\$95,008	\$13,050	\$6,046	\$96,048	\$4,785	\$0	\$0	\$0	\$351,443
Revised 2015 Budget	\$240,451	\$0	\$169,999	\$13,050	\$6,046	\$96,048	\$4,785	\$0	\$0	\$0	\$530,379
Total	\$372,472	\$0	\$261,357	\$26,100	\$12,091	\$192,096	\$9,570	\$0	\$0	\$0	\$873,687

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 343,308.11	\$ 530,378.69	\$ 873,686.81
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Budget Category	2014	2015	Total
LABOR	\$ 132,021.00	\$ 240,451.15	\$ 372,472.15
0.65 Market Manager	\$17,063.00	\$58,175.65	\$75,238.65
0.22 Program Coordinator		\$23,359.50	\$23,359.50
0.22 Program Implementer		\$19,690.00	\$19,690.00
Program Implementer OT	\$3,078.00	\$3,186.00	\$6,264.00
0.65 Program Implementer	\$47,843.00	\$58,175.00	\$106,018.00
0.87 Program Implementer	\$64,037.00	\$77,865.00	\$141,902.00
2.61			
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 91,358.53	\$ 169,998.96	\$ 261,357.50
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$91,358.53	\$169,998.96	\$261,357.50
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
MARKETING	\$ 13,050.00	\$ 13,050.00	\$ 26,100.00
REM - Event Display Materials	\$13,050.00	\$13,050.00	\$26,100.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 6,045.58	\$ 6,045.58	\$ 12,091.16
Ungerbauch workshop	\$1,321.58	\$1,321.58	\$2,643.16
Employee training, mileage, travel	\$1,124.00	\$1,124.00	\$2,248.00
Assessments-software, hardware, phone e	\$3,600.00	\$3,600.00	\$7,200.00
			\$0.00
OUTSIDE SERVICES	\$ 96,048.00	\$ 96,048.00	\$ 192,096.00
Contracts; Unger, Skyline, Emerald Movers	\$29,580.00	\$29,580.00	\$59,160.00
REM- Booth logistics	\$20,010.00	\$20,010.00	\$40,020.00
BEM- Booth logistics	\$46,458.00	\$8,700.00	\$55,158.00
Contract: Staffing Colehour + Cohen		\$37,758.00	\$37,758.00
MATERIALS	\$4,785.00	\$4,785.00	\$9,570.00
Misc event supplies	\$435.00	\$435.00	\$870.00
BEM-Outreach	\$3,045.00	\$3,045.00	\$6,090.00
EA's -Outreach	\$1,305.00	\$1,305.00	\$2,610.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Events
Order Number
18230487
Electric



Customer Online Experience Order# 18230408 Electric

Customer Online Experience Order# 18230408 Electric

Customer Online Experience Order# 18230408 Electric

2014 Values are shown as reference only.

2014 Original 2015 Budget Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ct Benefit to Custo	Total Budget		
\$0	\$0	\$0	\$0	\$0	\$584,205	\$0	\$0	\$0	\$584,205		
\$0	\$0	\$0	\$0	\$0	\$562,455	\$0	\$0	\$0	\$562,455		
\$0	\$0	\$0	\$0	\$0	\$562,455	\$0	\$0	\$0	\$562,455		
\$0	\$0	\$0	\$0	\$0	\$1,146,660	\$0	\$0	\$0	\$1,146,660		

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 584,205.00	\$ 562,455.00	\$ 1,146,660.00
---------------	---------------	---------------	-----------------

Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
0.00			
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$0.00	\$0.00	\$ -
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$584,205.00	\$562,455.00	\$ 1,146,660.00
Online Customer Tools	\$435,000.00	\$435,000.00	\$870,000.00
Web Development	\$104,400.00	\$0.00	\$104,400.00
Web Content & Maintenance	\$21,750.00	\$104,400.00	\$126,150.00
E-newsletter	\$10,005.00	\$10,005.00	\$20,010.00
Miscellaneous Applications	\$13,050.00	\$13,050.00	\$26,100.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Experience Order# 18230408 Electric



MARKET INTEGRATION / ELECTRIC
 Order# 18230466 Electric

MARKET INTEGRATION / ELECTRIC
 Order# 18230466 Electric

Market Integration
 Order# 18230466
 Electric

2014 Values are shown as reference only.

2014
 Original 2015 Budget
 Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ect Benefit to Custor	Total Budget		
2014	\$136,296	\$0	\$94,317	\$0	\$0	\$59,160	\$0	\$0	\$0	\$289,773		
Original 2015 Budget	\$140,385	\$0	\$97,708	\$0	\$0	\$59,160	\$0	\$0	\$0	\$297,253		
Revised 2015 Budget	\$140,385	\$0	\$99,252	\$0	\$0	\$59,160	\$0	\$0	\$0	\$298,797		
Total	\$276,681	\$0	\$193,569	\$0	\$0	\$118,320	\$0	\$0	\$0	\$588,570		

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total	\$ 289,772.83	\$ 298,797.20	\$ 588,570.03
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Budget Category		2014	2015	Total
FTE	LABOR	\$ 136,296.00	\$ 140,385.00	\$ 276,681.00
	Market Manager	\$0.00	\$0.00	\$0.00
1.50	Program Manager	\$136,296.00	\$140,385.00	\$276,681.00
	Program Coordinator	\$0.00	\$0.00	\$0.00
	Program Implementer	\$0.00	\$0.00	\$0.00
1.50	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ 94,316.83	\$ 99,252.20	\$ 193,569.03
	Percentages for Applicable Year	69.20%	70.70%	
	Staff	\$94,316.83	\$99,252.20	\$193,569.03
				\$0.00
				\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OUTSIDE SERVICES	\$ 59,160.00	\$ 59,160.00	\$ 118,320.00
	Contractor Support - Web	\$46,980.00	\$46,980.00	\$93,960.00
	Contractor Support - Graphic Design	\$12,180.00	\$12,180.00	\$24,360.00
				\$0.00
				\$0.00
	MATERIALS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Market Integration
 Order# 18230466
 Electric

Return to
Electric Sector
View

Automated
Benchmarking
System/ELECTRIC

Order# 18230411 Electric

Automated Benchmarking
System/ELECTRIC Order# 18230411 Electric

MyData
Order#
18230411
Electric

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ect Benefit to Custor	Total Budget		
2014	\$0	\$0	\$0	\$0	\$0	\$81,449	\$0	\$0	\$0	\$81,449		
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$61,610	\$0	\$0	\$0	\$61,610		
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$67,586	\$0	\$0	\$0	\$67,586		
Total	\$0	\$0	\$0	\$0	\$0	\$149,035	\$0	\$0	\$0	\$149,035		

*Requires Budget
team
approval to use.*

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total			
	2014	2015	Total
Overall Total	\$ 81,449.00	\$ 67,586.00	\$ 149,035.00
Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$ -	\$ -
Market Manager	\$0.00	\$0.00	\$0.00
Program Manager			\$0.00
Program Coordinator	\$0.00		\$0.00
Program Implementer	\$0.00		\$0.00
0.00 MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$ -	\$ -
Percentages for Applicable Year	69.20%	70.70%	
Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 81,449.00	\$ 67,586.00	\$ 149,035.00
Automated Benchmarking System developmen	\$81,449.00	\$67,586.00	\$149,035.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

MyData
Order#
18230411
Electric

This is only a tab title for Web Experience

Tab Definitions

PS = Portfolio Support

PSWE= Portfolio Support Web Experience

PSCE = Portfolio Support Customer Education

Return to
Portfolio View

Return to
Electric Sector
View



This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	irect Benefit to Custom	Total Budget
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2015 Budget	\$467,686	\$0	\$330,654	\$0	\$12,500	\$15,000	\$0	\$0	\$0	\$825,840
2014-2015 TOTAL	\$467,686	\$0	\$330,654	\$0	\$12,500	\$15,000	\$0	\$0	\$0	\$825,840

Requires Budget team approval to use.

As a new organization, 2014 values are not applicable for this group.

Prior to re-organizing in mid-2014, costs for this team assessed to REM and BEM.

Spending Section

Overall Total	\$ -	\$ 825,839.83	\$ 825,839.83
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Budget Category		2014	2015	Total
FTE	LABOR	\$ -	\$ 467,685.90	\$ 467,685.90
4.35	Group Avg		\$467,685.90	\$467,685.90
			\$0.00	\$0.00
			\$0.00	\$0.00
			\$0.00	\$0.00

2015 Update Notes

4.35 FTE = 5 x 0.87

2015 EEPS Group Labor Avg w Assmts = **\$107,514** per FTE

(4.35 FTE excludes Vacant Application Analyst position)

4.35	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ -	\$ 330,653.93	\$ 330,653.93
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff		\$330,653.93	\$330,653.93
	Marketing Staff		\$0.00	\$0.00
				\$0.00
				\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ -	\$ 12,500.00	\$ 12,500.00
				\$0.00
	Training/Conf - Registr/Travel		\$10,000.00	\$10,000.00
				\$0.00
	Office, Phone, SW/HW		\$2,000.00	\$2,000.00
	Other		\$500.00	\$500.00
	OUTSIDE SERVICES	\$ -	\$ 15,000.00	\$ 15,000.00
	Contract Data & Sys Svcs Support		\$15,000.00	\$15,000.00
				\$0.00
				\$0.00
				\$0.00
	MATERIALS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00



Programs Support - Program Development

Order#

18230810

Electric

Programs Support - Program Development

Order#

18230810

Electric

Programs Support -
Program Development
Analytics
Order#
18230810
Electric

2014 Values are shown as reference only.

2014 values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget
2014	\$233,509	\$0	\$161,588	\$0	\$14,500	\$10,000	\$0	\$0	\$0	\$419,597
Original 2015 Budget	\$239,657	\$0	\$166,801	\$0	\$19,500	\$15,000	\$0	\$0	\$0	\$440,958
Revised 2015 Budget	\$187,074	\$0	\$132,262	\$0	\$19,500	\$115,000	\$0	\$0	\$0	\$453,836
2014-2015 TOTAL	\$420,583	\$0	\$293,850	\$0	\$34,000	\$125,000	\$0	\$0	\$0	\$873,433

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total	\$ 419,597.13	\$ 453,835.93	\$ 873,433.06
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Budget Category		2014	2015	Total
FTE	LABOR	\$ 233,508.94	\$ 187,074.36	\$ 420,583.30
1.74	Group Avg	\$193,025.64	\$187,074.36	\$380,100.00
		\$0.00	\$0.00	\$0.00
		\$0.00	\$0.00	\$0.00
	EE Intern	\$40,483.30	\$0.00	\$40,483.30
1.74	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ 161,588.19	\$ 132,261.57	\$ 293,849.76
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$161,588.19	\$132,261.57	\$293,849.76
	Marketing Staff	\$0.00	\$0.00	\$0.00
				\$0.00
				\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ 14,500.00	\$ 19,500.00	\$ 34,000.00
	Regional/Portland EE Mtgs - Travel	\$7,000.00	\$7,000.00	\$14,000.00
	Training/Conf - Registrn/Travel	\$5,000.00	\$5,000.00	\$10,000.00
	Powerful Business Conf Registrms		\$5,000.00	\$5,000.00
	Office, Phone, SW/HW	\$2,000.00	\$2,000.00	\$4,000.00
	Other	\$500.00	\$500.00	\$1,000.00
	OUTSIDE SERVICES	\$ 10,000.00	\$ 115,000.00	\$ 125,000.00
	Contract EE Development Svcs	\$10,000.00	\$115,000.00	\$125,000.00
	(Cust. DR Assessment contract \$100k)			\$0.00
				\$0.00
				\$0.00
	MATERIALS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

2015 Update Notes

1.74 FTE in 2015 = 2 Sr Analysts x 0.87
2015 Labor Avg w Assmts = **\$107,514** per FTE
N/A FTE in 2015 (No Intern plans this year)

Anticipated Customer Demand Response Assessment contract w Enbala for \$100k + other/contingencies

Programs Support -
Program Development
Analytics
Order#
18230810
Electric

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Custom	Total Budget
\$0	\$0	\$0	\$40,890	\$47,580	\$91,350	\$60,941	\$0	\$0	\$240,761
\$338,299	\$0	\$235,456	\$40,890	\$47,580	\$91,350	\$60,941	\$0	\$0	\$814,516
\$252,393	\$0	\$178,442	\$40,890	\$65,000	\$214,850	\$60,941	\$2,000	\$0	\$814,516
\$252,393	\$0	\$178,442	\$81,780	\$112,580	\$306,200	\$121,882	\$2,000	\$0	\$1,055,277

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total		\$ 240,761.00	\$ 814,515.85	\$ 1,055,276.85
Budget Category		2014	2015	Total
FTE	LABOR	\$ -	\$ 252,393.00	\$ 252,393.00
0.87	Market Manager	\$0.00	\$77,866.00	\$77,866.00
0.87	Outreach Manager	\$0.00	\$77,866.00	\$77,866.00
0.87	Program Coordinator	\$0.00	\$53,701.00	\$53,701.00
0.87	Program Implementer	\$0.00	\$42,960.00	\$42,960.00
3.48				
	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ -	\$ 178,441.85	\$ 178,441.85
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$0.00	\$178,441.85	\$178,441.85
	Marketing Staff	\$0.00	\$0.00	\$0.00
	MARKETING	\$40,890.00	\$40,890.00	\$ 81,780.00
	Collateral for specific community initiatives	\$23,490.00	\$23,490.00	\$46,980.00
	Project funds to support strategic partnerships	\$17,400.00	\$17,400.00	\$34,800.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ 47,580.00	\$ 65,000.00	\$ 112,580.00
	Training/Development	\$12,354.00	\$20,000.00	\$32,354.00
	Meals, professional associations, lodging	\$16,530.00	\$20,000.00	\$36,530.00
	Travel, Parking, tolls, fleet, mileage	\$18,696.00	\$25,000.00	\$43,696.00
				\$0.00
	OUTSIDE SERVICES	\$ 91,350.00	\$ 214,850.00	\$ 306,200.00
	Contracts: outreach labor	\$65,250.00	\$214,850.00	\$280,100.00
	Intern	\$26,100.00	\$0.00	\$26,100.00
				\$0.00
				\$0.00
	MATERIALS	\$ 60,941.00	\$ 60,941.00	\$ 121,882.00
	EE Community-specific Information materials	\$5,610.00	\$5,610.00	\$11,220.00
	EE Engagement Items	\$26,100.00	\$26,100.00	\$52,200.00
	Tools; mapping software, productivity, etc.	\$5,655.00	\$5,655.00	\$11,310.00
	Educational/demonstration tools	\$15,529.00	\$15,529.00	\$31,058.00
	Outreach supplies; signage, etc.	\$8,047.00	\$8,047.00	\$16,094.00
	MISCELLANEOUS	\$ -	\$ 2,000.00	\$ 2,000.00
	Miscellaneous outreach needs		\$2,000.00	\$2,000.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00

[Return to Electric Sector View](#)

Rebate Processing Order Number 18230507

Rebate Processing
Order Number 18230507
Electric

Rebate processing labor costs noted in this page are charged to the indicated order number, rather than to programs, as was the case prior to 2015.

As a new organization, 2014 values are not applicable for this group. Prior to re-organizing in mid-2014, costs for this team assessed to REM and BEM.

Spending Section

Overall Total		\$654,327.05	\$ 1,611,007.74
Budget Category	2014	2015	Total
FTE LABOR		\$414,509.76	\$ 414,509.76
5.22 Avg of rebate processing staff		\$414,509.76	\$414,509.76
			\$0.00
			\$0.00
			\$0.00
5.22 MARKETING LABOR		\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD		\$ 207,192.29	\$ 207,192.29
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$293,058.40	\$293,058.40
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING		\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES		\$12,615.00	\$ 12,615.00
Training/Development		\$7,830.00	\$7,830.00
Meals, professional associations, lodging		\$2,610.00	\$2,610.00
Travel: Parking, tolls, fleet, mileage		\$2,175.00	\$2,175.00
			\$0.00
OUTSIDE SERVICES		\$15,660.00	\$ 15,660.00
Aerotek; temp staffing		\$15,660.00	\$15,660.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS		\$4,350.00	\$ 4,350.00
Office and Supplies		\$4,350.00	\$4,350.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS		\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Rebate Processing
Order Number 18230507
Electric

Electric

Rebate Processing Order Number 18230507 Electric

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget		
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
2015 Budget	\$414,510	\$0	\$207,192	\$0	\$12,615	\$15,660	\$4,350	\$0	\$0	\$654,327		
Total	\$414,510	\$0	\$207,192	\$0	\$12,615	\$15,660	\$4,350	\$0	\$0	\$654,327		

Requires Budget team approval to use.



Trade Ally Support Order# 18230730 Electric

Trade Ally Support Order# 18230730 Electric

Trade Ally Support
Order#
18230730
Electric

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Total Budget
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$54,183	\$0		\$54,183
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$54,183	\$0		\$54,183
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$235,922	\$0	-\$175,589	\$60,333
Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$290,105	\$0	-\$175,589	\$114,516

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 54,183.00	\$ 60,333.00	\$ 114,516.00
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Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

0.00

MARKETING LABOR	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

OVERHEAD	2014	2015	Total
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00

MARKETING	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

EMPLOYEE/OFFICE EXPENSES	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

OUTSIDE SERVICES	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

MATERIALS	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

MISCELLANEOUS	2014	2015	Total
BOMA - Bldg Owners & Mgrs Assoc	\$1,000.00	\$518.00	\$1,518.00
AESP - Assc. of Energy Svcs. Professionals		\$4,350.00	\$4,350.00
CEE - Consortium for Energy Efficiency	\$13,133.00	\$15,415.00	\$28,548.00
Electric League	\$29,250.00	\$29,250.00	\$58,500.00
ESC- Energy Solutions Center	\$9,000.00	\$9,000.00	\$18,000.00
NEEC - NW Energy Efficiency Council	\$1,800.00	\$1,800.00	\$3,600.00
Contractor Alliance Network		\$175,589.00	\$175,589.00

BOMA Dues split 50/50 with Business Svcs

Costs of labor, overhead, marketing, and administration of the Contractor Alliance Network to assist implementation of conservation measures.

Contractor Alliance Network Revenue		-\$175,589.00	-\$175,589.00
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Revenue collected from CAN members who received a PSE referral and performed conservation measure installation.

Trade Ally Support
Order#
18230730
Electric



Energy Efficiency Brochures Order Number 18230685 Gas

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBtC	Revenue	Total Budget
2014	\$0	\$0	\$0	\$4,139	\$0	\$325	\$3,705	\$0	\$0	\$0	\$8,169
Original 2015 Budget	\$0	\$0	\$0	\$4,139	\$0	\$325	\$3,705	\$0	\$0	\$0	\$8,169
Revised 2015 Budget	\$2,685	\$0	\$1,898	\$4,139	\$0	\$325	\$3,705	\$0	\$0	\$0	\$12,752
TOTAL	\$2,685	\$0	\$1,898	\$8,278	\$0	\$650	\$7,410	\$0	\$0	\$0	\$20,921

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	\$ 8,169.00	\$ 12,752.30	\$ 20,921.30
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Budget Category		2014	2015	Total
FTE	LABOR	\$ -	\$ 2,685.00	\$ 2,685.00
0.03	Program Implementer (Rachelle)		\$2,685.00	\$2,685.00
				\$0.00
				\$0.00
				\$0.00
0.03	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ -	\$ 1,898.30	\$ 1,898.30
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$0.00	\$1,898.30	\$1,898.30
	Marketing Staff	\$0.00	\$0.00	\$0.00
				\$0.00
				\$0.00
	MARKETING	\$ 4,139.00	\$ 4,139.00	\$ 8,278.00
	REM- Info. Services Brochures	\$4,139.00	\$4,139.00	\$8,278.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OUTSIDE SERVICES	\$ 325.00	\$ 325.00	\$ 650.00
	Custom Photography	\$195.00	\$195.00	\$390.00
	Stock Photography	\$130.00	\$130.00	\$260.00
				\$0.00
				\$0.00
	MATERIALS	\$ 3,705.00	\$ 3,705.00	\$ 7,410.00
	BEM Folder	\$130.00	\$130.00	\$260.00
	BEM Phone Cards	\$65.00	\$65.00	\$130.00
	Misc. Pieces	\$520.00	\$520.00	\$1,040.00
	BEM Overview Sheet	\$260.00	\$260.00	\$520.00
	Case Studies	\$2,730.00	\$2,730.00	\$5,460.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Energy Efficiency Brochures Order Number 18230685 Gas

This is only a tab title for Customer Engagement & Education

Tab Definitions

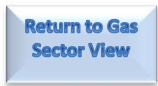
PS = Portfolio Support

PSWE= Portfolio Support Web Experience

PSCE = Portfolio Support Customer Education

Return to
Portfolio View

Return to Gas
Sector View



This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBtC	Revenue	Total Budget	
2014	\$4,341	\$0	\$3,004	\$0	\$185	\$975	\$1,300	\$0	\$0	\$0	\$9,805	
Original 2015 Budget	\$4,471	\$0	\$3,112	\$0	\$185	\$975	\$1,300	\$0	\$0	\$0	\$10,043	
Revised 2015 Budget	\$5,370	\$0	\$3,797	\$0	\$185	\$975	\$1,300	\$0	\$0	\$0	\$11,627	
TOTAL	\$9,711	\$0	\$6,801	\$0	\$370	\$1,950	\$2,600	\$0	\$0	\$0	\$21,432	

NOTE: "Total" excludes "Original 2015 Budget" amount

Energy Efficiency Education Schedule G202 Order Number 18230671 Gas

2014 Values are shown as reference only.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 9,805.11	\$ 11,626.59	\$ 21,431.70
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Budget Category	2014	2015	Total
FTE LABOR	\$ 4,341.08	\$ 5,370.00	\$ 9,711.08
0.03 Market Manager	\$2,132.90	\$2,685.00	\$4,817.90
0.03 Program Implementer	\$2,208.18	\$2,685.00	\$4,893.18
			\$0.00
			\$0.00
0.06 MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 3,004.03	\$ 3,796.59	\$ 6,800.62
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$3,004.03	\$3,796.59	\$6,800.62
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 185.00	\$ 185.00	\$ 370.00
employee training, travel expenses, m	\$185.00	\$185.00	\$370.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 975.00	\$ 975.00	\$ 1,950.00
Independent Colleges of Washington	\$975.00	\$975.00	\$1,950.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ 1,300.00	\$ 1,300.00	\$ 2,600.00
Speakers Bureau; Develop employee	\$650.00	\$650.00	\$1,300.00
Misc. education printing	\$650.00	\$650.00	\$1,300.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Energy Efficiency Education Schedule G202 Order Number 18230671 Gas

Energy Advisors
Order Number
18230704
Gas

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget
2014	\$99,425	\$0	\$68,802	\$0	\$5,867	\$200	\$453	\$202	\$0	\$0	\$174,949
Original 2015 Budget	\$95,843	\$0	\$66,707	\$0	\$5,867	\$200	\$453	\$202	\$0	\$0	\$169,272
Revised 2015 Budget	\$88,948	\$0	\$62,886	\$0	\$5,867	\$200	\$453	\$202	\$0	\$0	\$158,556
TOTAL	\$188,373	\$0	\$131,688	\$0	\$11,733	\$400	\$906	\$404	\$0	\$0	\$333,505

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	\$ 174,948.70	\$ 158,555.90	\$ 333,504.60
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Budget Category	2014	2015	Total
FTE LABOR	\$ 99,425.04	\$ 88,948.08	\$ 188,373.12
1.56 Avg of department salaries	\$99,425.04	\$88,948.08	\$188,373.12
			\$0.00
			\$0.00
			\$0.00
1.56			\$0.00
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 68,802.13	\$ 62,886.29	\$ 131,688.42
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$68,802.13	\$62,886.29	\$131,688.42
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 5,866.53	\$ 5,866.53	\$ 11,733.06
Training/Employee Development	\$1,495.00	\$1,495.00	\$2,990.00
Events/Parking/Meals/Mileage	\$3,034.53	\$3,034.53	\$6,069.06
Phone equipment	\$589.00	\$589.00	\$1,178.00
Office & Supply	\$748.00	\$748.00	\$1,496.00
OUTSIDE SERVICES	\$ 200.00	\$ 200.00	\$ 400.00
On Hold Concepts	\$200.00	\$200.00	\$400.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ 453.00	\$ 453.00	\$ 906.00
Materials Purchase	\$453.00	\$453.00	\$906.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 202.00	\$ 202.00	\$ 404.00
Miscellaneous	\$202.00	\$202.00	\$404.00
			\$0.00
			\$0.00
			\$0.00

Decrease due to reduction in average salary from new staff being hired.

Energy Advisors
Order Number
18230704
Gas

Events
Order Number
18230675
Gas

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

2014 Values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	DBTC	Revenue	Total Budget
2014	\$21,655	\$0	\$14,985	\$1,950	\$1,126	\$14,352	\$65	\$650	\$0	\$0	\$54,783
Original 2015 Budget	\$22,373	\$0	\$15,572	\$1,950	\$1,126	\$14,352	\$65	\$650	\$0	\$0	\$56,088
Revised 2015 Budget	\$37,144	\$0	\$26,261	\$1,950	\$1,126	\$14,352	\$65	\$650	\$0	\$0	\$81,547
TOTAL	\$58,799	\$0	\$41,246	\$3,900	\$2,252	\$28,704	\$130	\$1,300	\$0	\$0	\$136,331

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total	\$ 54,783.40	\$ 81,547.27	\$ 136,330.67
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FTE	Budget Category	2014	2015	Total
	LABOR	\$ 21,655.00	\$ 37,143.60	\$ 58,798.60
0.10	Market Manager	\$4,266.00	\$8,950.10	\$13,216.10
0.03	Program Coordinator		\$3,490.50	\$3,490.50
0.03	Program Implementer		\$2,685.00	\$2,685.00
	Program Implementer OT	\$460.00	\$476.00	\$936.00
0.10	Program Implementer	\$7,360.00	\$11,635.00	\$18,995.00
0.13	Program Implementer	\$9,569.00	\$9,907.00	\$19,476.00

0.39

MARKETING LABOR	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

OVERHEAD	2014	2015	Total
	\$ 14,985.26	\$ 26,260.53	\$ 41,245.79
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$14,985.26	\$26,260.53	\$41,245.79
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00

MARKETING	2014	2015	Total
	\$ 1,950.00	\$ 1,950.00	\$ 3,900.00
REM - Event Display Materials	\$1,950.00	\$1,950.00	\$3,900.00
			\$0.00
			\$0.00
			\$0.00

EMPLOYEE/OFFICE EXPENSES	2014	2015	Total
	\$ 1,126.14	\$ 1,126.14	\$ 2,252.28
Ungerbauch workshop	\$91.14	\$91.14	\$182.28
Employee training, mileage, travel	\$135.00	\$135.00	\$270.00
Assessments-SW/HW, phone exper	\$900.00	\$900.00	\$1,800.00
			\$0.00

OUTSIDE SERVICES	2014	2015	Total
	\$ 14,352.00	\$ 14,352.00	\$ 28,704.00
Contract: Unger, Skyline, Emerald M	\$4,420.00	\$4,420.00	\$8,840.00
REM - Booth logistics	\$2,990.00	\$2,990.00	\$5,980.00
BEM - Booth logistics	\$6,942.00	\$1,300.00	\$8,242.00
Contract: Staffing Colehour + Cohen		\$5,642.00	\$5,642.00

MATERIALS	2014	2015	Total
	\$ 65.00	\$ 65.00	\$ 130.00
Misc event supplies	\$65.00	\$65.00	\$130.00
			\$0.00
			\$0.00
			\$0.00

MISCELLANEOUS	2014	2015	Total
	\$ 650.00	\$ 650.00	\$ 1,300.00
BEM - Outreach	\$455.00	\$455.00	\$910.00
REM - Outreach	\$195.00	\$195.00	\$390.00
			\$0.00
			\$0.00

Events
Order Number
18230675
Gas

Customer Online Experience Order# 18230737 Gas

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget		
\$0	\$0	\$0	\$0	\$0	\$87,295	\$0	\$0	\$0	\$87,295		
\$0	\$0	\$0	\$0	\$0	\$84,045	\$0	\$0	\$0	\$84,045		
\$0	\$0	\$0	\$0	\$0	\$84,045	\$0	\$0	\$0	\$84,045		
\$0	\$0	\$0	\$0	\$0	\$171,340	\$0	\$0	\$0	\$171,340		

Requires Budget team approval to use.

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 87,295.00	\$ 84,045.00	\$ 171,340.00
---------------	--------------	--------------	---------------

Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$ -	\$ -
Market Manager	\$0.00	\$0.00	\$0.00
Program Manager	\$0.00	\$0.00	\$0.00
Program Coordinator	\$0.00	\$0.00	\$0.00
Program Implementer	\$0.00	\$0.00	\$0.00

0.00

MARKETING LABOR	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

OVERHEAD	2014	2015	Total
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00

MARKETING	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

EMPLOYEE/OFFICE EXPENSES	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

OUTSIDE SERVICES	2014	2015	Total
Online Customer Tools	\$65,000.00	\$65,000.00	\$130,000.00
Web Development	\$15,600.00	\$0.00	\$15,600.00
Web Content & Maintenance	\$3,250.00	\$15,600.00	\$18,850.00
E-Newsletter	\$1,495.00	\$1,495.00	\$2,990.00
Miscellaneous Applications	\$1,950.00	\$1,950.00	\$3,900.00

MATERIALS	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

MISCELLANEOUS	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

Customer Online Experience Order# 18230737 Gas

[Return to Gas Sector View](#)

MARKET INTEGRATION

Order#

18230732

Gas

MARKET INTEGRATION

Order#

18230732

Gas

MARKET INTEGRATION

Order#

2014 Values are shown as reference only.

18230732
Gas

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget		
2014	\$20,366	\$0	\$14,093	\$0	\$0	\$8,840	\$0	\$0	\$0	\$43,299		
Original 2015 Budget	\$20,977	\$0	\$14,600	\$0	\$0	\$8,840	\$0	\$0	\$0	\$44,417		
Revised 2015 Budget	\$20,977	\$0	\$14,831	\$0	\$0	\$8,840	\$0	\$0	\$0	\$44,648		
Total	\$41,343	\$0	\$28,924	\$0	\$0	\$17,680	\$0	\$0	\$0	\$87,947		

Requires Budget team approval to use.

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total		\$ 43,299.27	\$ 44,647.74	\$ 87,947.01
Budget Category	2014	2015	Total	
FTE LABOR	\$ 20,366.00	\$ 20,977.00	\$ 41,343.00	
Market Manager	\$0.00	\$0.00	\$0.00	
0.25 Program Manager	\$20,366.00	\$20,977.00	\$41,343.00	
Program Coordinator	\$0.00	\$0.00	\$0.00	
Program Implementer	\$0.00	\$0.00	\$0.00	
0.25 MARKETING LABOR	\$ -	\$ -	\$ -	
			\$0.00	
			\$0.00	
			\$0.00	
			\$0.00	
OVERHEAD	\$ 14,093.27	\$ 14,830.74	\$ 28,924.01	
Percentages for Applicable Year	69.20%	70.70%		
Staff	\$14,093.27	\$14,830.74	\$28,924.01	
	\$0.00	\$0.00	\$0.00	
			\$0.00	
			\$0.00	
MARKETING	\$ -	\$ -	\$ -	
			\$0.00	
			\$0.00	
			\$0.00	
			\$0.00	
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -	
			\$0.00	
			\$0.00	
			\$0.00	
			\$0.00	
OUTSIDE SERVICES	\$ 8,840.00	\$ 8,840.00	\$ 17,680.00	
Contractor - Web	\$7,020.00	\$7,020.00	\$14,040.00	
Contractor - Graphic Design	\$1,820.00	\$1,820.00	\$3,640.00	
			\$0.00	
			\$0.00	
MATERIALS	\$ -	\$ -	\$ -	
			\$0.00	
			\$0.00	
			\$0.00	
			\$0.00	
MISCELLANEOUS	\$ -	\$ -	\$ -	
			\$0.00	
			\$0.00	
			\$0.00	
			\$0.00	

MARKET INTEGRATION
Order#
18230732
Gas

MyData
Order# 18230667
Gas

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget
2014	\$0	\$0	\$0	\$0	\$0	\$34,907	\$0	\$0	\$0	\$34,907
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$26,404	\$0	\$0	\$0	\$26,404
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$26,404	\$0	\$0	\$0	\$26,404
Total	\$0	\$0	\$0	\$0	\$0	\$61,311	\$0	\$0	\$0	\$61,311

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total		\$ 34,907.00	\$ 26,404.00	\$ 61,311.00
Budget Category	2014	2015	Total	
FTE LABOR	\$ -	\$ -	\$ -	
Market Manager	\$0.00	\$0.00	\$0.00	
Program Manager	\$0.00	\$0.00	\$0.00	
Program Coordinator	\$0.00	\$0.00	\$0.00	
Program Implementer	\$0.00	\$0.00	\$0.00	
0.00				
MARKETING LABOR	\$ -	\$ -	\$ -	
Detail 1			\$0.00	
Detail 2			\$0.00	
Detail 3			\$0.00	
Detail 4			\$0.00	
OVERHEAD	\$ -	\$ -	\$ -	
Percentages for Applicable Year	69.20%	70.70%		
Program Staff	\$0.00	\$0.00	\$0.00	
Marketing Staff	\$0.00	\$0.00	\$0.00	
			\$0.00	
			\$0.00	
MARKETING	\$ -	\$ -	\$ -	
Detail 1			\$0.00	
Detail 2			\$0.00	
Detail 3			\$0.00	
Detail 4			\$0.00	
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -	
Detail 1			\$0.00	
Detail 2			\$0.00	
Detail 3			\$0.00	
Detail 4			\$0.00	
OUTSIDE SERVICES	\$ 34,907.00	\$ 26,404.00	\$ 61,311.00	
Automated Benchmark System development	\$34,907.00	\$26,404.00	\$61,311.00	
			\$0.00	
			\$0.00	
			\$0.00	
MATERIALS	\$ -	\$ -	\$ -	
Detail 1			\$0.00	
Detail 2			\$0.00	
Detail 3			\$0.00	
Detail 4			\$0.00	
MISCELLANEOUS	\$ -	\$ -	\$ -	
Detail 1			\$0.00	
Detail 2			\$0.00	
Detail 3			\$0.00	
Detail 4			\$0.00	

Automated Benchmarking System Order# 18230667 Gas

May need more tabs to break out details

This is only a tab title for Web Experience

Tab Definitions

PS = Portfolio Support

PSWE= Portfolio Support Web Experience

PSCE = Portfolio Support Customer Education

Return to
Portfolio View

Return to Gas
Sector View

Programs Support
Data and
Systems Services
Order#
18231005

2014 Values are shown as reference only.

As a new organization, 2014 values are not applicable for this group.

Gas

Prior to re-organizing in mid-2014, costs for this team assessed to REM and BEM.

Spending Section

Overall Total	\$ -	\$ 121,592.16	\$ 121,592.16
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Budget Category		2014	2015	Total
FTE	LABOR	\$ -	\$ 69,884.10	\$ 69,884.10
0.65	Group Avg		\$69,884.10	\$69,884.10
			\$0.00	\$0.00
			\$0.00	\$0.00
			\$0.00	\$0.00
0.65	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ -	\$ 49,408.06	\$ 49,408.06
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff		\$49,408.06	\$49,408.06
	Marketing Staff		\$0.00	\$0.00
				\$0.00
				\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ -	\$ 2,300.00	\$ 2,300.00
	Training/Conf - Registrn/Travel		\$1,500.00	\$1,500.00
	Office, Phone, SW/HW		\$500.00	\$500.00
	Other		\$300.00	\$300.00
				\$0.00
	OUTSIDE SERVICES	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
	MATERIALS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

2015 Update Notes
 0.65 FTE = 5 x 0.13
 2015 EEPS Group Labor Avg w Assmts = **\$107,514** per FTE
 (0.65 FTE excludes Vacant Application Analyst position)

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2015 Budget	\$69,884	\$0	\$49,408	\$0	\$2,300	\$0	\$0	\$0	\$0	\$121,592
Total	\$69,884	\$0	\$49,408	\$0	\$2,300	\$0	\$0	\$0	\$0	\$121,592

Requires Budget team approval to use.

Programs Support
Data and
Systems Services
Order#
18231005
Gas

[Return to Gas Sector View](#)

Programs Support - Program Development Order# 18230688 Gas

Programs Support - Program Development Order# 18230688 Gas

Program Support - Program Development
Order# 18230688
Gas

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

2014 values are shown as reference only.

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget
2014	\$23,943	\$0	\$16,568	\$0	\$1,790	\$0	\$0	\$0	\$0	\$42,301
Original 2015 Budget	\$24,568	\$0	\$17,099	\$0	\$1,790	\$0	\$0	\$0	\$0	\$43,457
Revised 2015 Budget	\$27,954	\$0	\$19,763	\$0	\$1,790	\$0	\$0	\$0	\$0	\$49,507
Total	\$51,896	\$0	\$36,332	\$0	\$3,580	\$0	\$0	\$0	\$0	\$91,808

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total	\$ 42,300.98	\$ 49,506.86	\$ 91,807.84
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Budget Category	2014	2015	Total
FTE LABOR	\$ 23,942.66	\$ 27,953.64	\$ 51,896.30
0.26 Group Avg	\$20,262.36	\$27,953.64	\$48,216.00
	\$0.00	\$0.00	\$0.00
	\$0.00	\$0.00	\$0.00
0.26 EE Intern	\$3,680.30	\$0.00	\$3,680.30
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 16,568.32	\$ 19,763.22	\$ 36,331.54
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$16,568.32	\$19,763.22	\$36,331.54
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,790.00	\$ 1,790.00	\$ 3,580.00
Regional/Portland EE Mtgs - Travel	\$500.00	\$500.00	\$1,000.00
Office, Phone, SW/HW	\$790.00	\$790.00	\$1,580.00
Other	\$500.00	\$500.00	\$1,000.00
			\$0.00
OUTSIDE SERVICES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

2015 Update Notes

0.26 FTE in 2015 = 2 Sr Analysts x 0.13
2015 Labor Avg w Assmts = **\$107,514** per FTE
N/A FTE in 2015 (No Intern plans this year)

Program Support - Program Development
Order# 18230688
Gas

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget
\$0	\$0	\$0	\$6,110	\$7,110	\$13,650	\$7,162	\$0	\$0	\$34,032
\$98,362	\$0	\$68,460	\$6,110	\$7,110	\$13,650	\$7,162	\$0	\$0	\$200,854
\$38,485	\$0	\$27,209	\$6,110	\$11,000	\$109,888	\$7,162	\$1,000	\$0	\$200,854
\$38,485	\$0	\$27,209	\$12,220	\$18,110	\$123,538	\$14,324	\$1,000	\$0	\$234,886

Requires Budget team approval to use.

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Spending Section

Overall Total				
		2014	2015	Total
Overall Total		\$ 34,031.70	\$200,853.90	\$ 234,885.60
Budget Category		2014	2015	Total
FTE	LABOR	\$ -	\$38,485.00	\$ 38,485.00
0.13	Market Manager		\$11,635.00	\$11,635.00
0.13	Outreach Manager		\$11,635.00	\$11,635.00
0.10	Program Coordinator		\$8,950.00	\$8,950.00
0.07	Program Implementer		\$6,265.00	\$6,265.00
0.43	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ -	\$ 27,208.90	\$ 27,208.90
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$0.00	\$27,208.90	\$27,208.90
	Marketing Staff	\$0.00	\$0.00	\$0.00
				\$0.00
				\$0.00
	MARKETING	\$6,110.00	\$6,110.00	\$ -
	Collateral for specific community initiatives	\$3,510.00	\$3,510.00	\$0.00
	Project funds to support strategic partnerships	\$2,600.00	\$2,600.00	\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ 7,109.70	\$ 11,000.00	\$ 18,109.70
	Training/Development	\$1,846.00	\$3,000.00	\$4,846.00
	Meals, professional associations, lodging	\$2,470.00	\$4,000.00	\$6,470.00
	Travel, Parking, tolls, fleet, mileage	\$2,793.70	\$4,000.00	\$6,793.70
				\$0.00
	OUTSIDE SERVICES	\$ 13,650.00	\$ 109,888.00	\$ 123,538.00
	Contracts: outreach labor	\$9,750.00	\$109,888.00	\$119,638.00
	Intern	\$3,900.00	\$0.00	\$3,900.00
				\$0.00
				\$0.00
	MATERIALS	\$ 7,162.00	\$ 7,162.00	\$ 14,324.00
	EE Community-specific Information materials	\$390.00	\$390.00	\$780.00
	EE Engagement Items	\$2,600.00	\$2,600.00	\$5,200.00
	Tools; mapping software, productivity, etc.	\$650.00	\$650.00	\$1,300.00
	Educational/demonstration tools	\$2,320.00	\$2,320.00	\$4,640.00
	Outreach supplies; signage, etc.	\$1,202.00	\$1,202.00	\$2,404.00
	MISCELLANEOUS	\$0.00	\$1,000.00	\$ 1,000.00
	Miscellaneous outreach expense		\$1,000.00	\$1,000.00
				\$0.00
				\$0.00
				\$0.00

Return to Gas Sector View

Rebate Processing Order# 18230659

Rebate Processing
Order#
18230659
Gas

Rebate processing labor costs noted in this page are charged to the indicated order number, rather than to programs, as was the case prior to 2015.

As a new organization, 2014 values are not applicable for this group. Prior to re-organizing in mid-2014, costs for this team assessed to REM and BEM.

Spending Section

Overall Total		\$ 110,213.58	\$ 110,213.58
Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$61,938.24	\$ 61,938.24
0.78 Avg of rebate processing staff		\$61,938.24	\$61,938.24
		\$0.00	\$0.00
		\$0.00	\$0.00
		\$0.00	\$0.00
0.78 MARKETING LABOR	\$ -	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$43,790.34	\$ 43,790.34
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$43,790.34	\$43,790.34
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$1,495.00	\$ 1,495.00
Training/Development		\$780.00	\$780.00
Meals, professional associations, lodging		\$390.00	\$390.00
Travel: Parking, tolls, fleet, mileage		\$325.00	\$325.00
			\$0.00
OUTSIDE SERVICES	\$ -	\$2,340.00	\$ 2,340.00
Aerotek; temp staffing		\$2,340.00	\$2,340.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$650.00	\$ 650.00
Office and Supplies		\$650.00	\$650.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Rebate Processing
Order#
18230659
Gas

Gas

Rebate Processing Order# 18230659 Gas

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget		
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
2015 Budget	\$61,938	\$0	\$43,790	\$0	\$1,495	\$2,340	\$650	\$0	\$0	\$110,214		
Total	\$61,938	\$0	\$43,790	\$0	\$1,495	\$2,340	\$650	\$0	\$0	\$110,214		

Requires Budget team approval to use.



Trade Ally Support Order# 18230698 Gas

Trade Ally Support
Order# 18230698
Gas

2014 Values are shown as reference only.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 11,952.00	\$ 12,792.00	\$ 24,744.00
---------------	--------------	--------------	--------------

Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
0.00			\$0.00
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$ -	\$ -
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$11,952.00	\$195,548.00	\$207,500.00
BOMA - Bldg Owners & Mgrs. Assoc	\$435.00	\$222.00	\$657.00
AESP - Assc. Of Energy Svcs. Professionals		\$650.00	\$650.00
CEE - Consortium for Energy Efficiency	\$2,317.00	\$2,720.00	\$5,037.00
Electric League	\$0.00	\$0.00	\$0.00
ESC - Energy Solutions Center	\$9,000.00	\$9,000.00	\$18,000.00
NEEC - NW Energy Efficiency Council	\$200.00	\$200.00	\$400.00
Contractor Alliance Network		\$182,756.00	\$182,756.00
Contractor Alliance Network Revenue		-\$182,756.00	-\$182,756.00

BOMA Dues split 50/50 with Business Svcs

Costs of labor, overhead, marketing, and administration of the Contractor Alliance Network to assist implementation of conservation measures.

Revenue collected from CAN members who received a PSE referral and performed conservation measure installation.

(revenue is entered as a negative amount)

Trade Ally Support Order# 18230698 Gas

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Total Budget
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,952	\$0		\$11,952
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$11,952	\$0		\$11,952
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$195,548	\$0	-\$182,756	\$12,792
Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$207,500	\$0	-\$182,756	\$24,744

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.



Biennial Electric Conservation Acquisition Review

Order# 18230624

Electric

Biennial Electric Conservation Acquisition Review

Order# 18230624

Electric

Biennial Electric Conservation Acquisition Review Order# 18230624 Electric

2014 Values are shown as reference only.

2014 Original 2015 Budget Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	irect Benefit to Custom	Total Budget
2014	\$0	\$0	\$0	\$0	\$0	\$175,000	\$0	\$0	\$0	\$175,000
Original 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Revised 2015 Budget	\$0	\$0	\$0	\$0	\$0	\$110,000	\$0	\$0	\$0	\$110,000
Total	\$0	\$0	\$0	\$0	\$0	\$285,000	\$0	\$0	\$0	\$285,000

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total	\$ 175,000.00	\$ 110,000.00	\$ 285,000.00
---------------	---------------	---------------	---------------

Budget Category	2014	2015	Total
FTE LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
0.00			
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ -	\$ -	\$ -
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ -	\$ -	\$ -
employee training, travel expenses, mileage			\$0.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 175,000.00	\$ 110,000.00	\$ 285,000.00
Complete 2012-2013 BECAR	\$175,000.00		\$175,000.00
2014-15 BECAR		\$110,000.00	\$110,000.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Biennial Electric Conservation Acquisition Review Order# 18230624 Electric

Program Evaluation
Order#
18230802
Electric

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Custom	Total Budget
\$240,796	\$0	\$166,631	\$0	\$9,000	\$707,800	\$0	\$196,500	\$0	\$1,320,727
\$248,019	\$0	\$172,621	\$0	\$9,300	\$1,541,800	\$196,500	\$0	\$0	\$2,168,240
\$248,019	\$0	\$175,349	\$0	\$9,300	\$1,938,395	\$0	\$196,500	\$0	\$2,567,563
\$488,815	\$0	\$341,980	\$0	\$18,300	\$2,646,195	\$0	\$393,000	\$0	\$3,888,290

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total			
Budget Category	2014	2015	Total
FTE LABOR	\$ 240,796.00	\$ 248,019.00	\$ 488,815.00
0.87 Supv. Evaluation	\$82,988.00	\$85,477.00	\$168,465.00
1.74 Sr. Market Analyst	\$157,808.00	\$162,542.00	\$320,350.00
			\$0.00
			\$0.00
2.61			
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 166,630.83	\$ 175,349.43	\$ 341,980.27
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$166,630.83	\$175,349.43	\$341,980.27
			\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 9,000.00	\$ 9,300.00	\$ 18,300.00
employee training, travel expenses, mileage	\$5,300.00	\$5,500.00	\$10,800.00
Phone, office supply, hardware/software	\$3,700.00	\$3,800.00	\$7,500.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 707,800.00	\$ 1,938,394.80	\$ 2,646,194.80
Various evaluation studies (see detail)	\$707,800.00	\$1,938,394.80	\$2,646,194.80
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ 196,500.00	\$ 196,500.00	\$ 393,000.00
Dues/Members: RTF & CEE	\$196,500.00	\$196,500.00	\$393,000.00
			\$0.00
			\$0.00
			\$0.00

Program Evaluation
Order#
18230802
Electric

CONSERVATION EVALUATION ELECTRIC - OUTSIDE SERVICE BUDGET 2014-15					
Residential Programs	2014	2015 % Electric	2014 Electric	2015 Electric	
Baseline	\$ 100,000	100%	\$ 100,000	\$ 100,000	
Showerheads	\$ 50,000	73%	\$ 36,500	\$ -	
HomePrint	\$ 60,000	100%	\$ 60,000	\$ 107,750	
Web Enabled Thermostats	\$ 30,000	0%	\$ -	\$ -	
Home Energy Reports	\$ 190,000	87%	\$ 165,300	\$ 141,288	
Fuel Conversion	\$ 50,000	100%	\$ 50,000	\$ 53,000	
Multifamily Existing	\$ 50,000	92%	\$ 46,000	\$ 432,400	
Multifamily Air Seal	\$ 175,000	100%	\$ 175,000	\$ -	
Manufactured Home Duct	\$ 40,000	87%	\$ 34,800	\$ 36,975.00	
Low Income Study	\$ 25,000	87%	\$ 21,750	\$ 52,939.50	
Budget - Residential	\$ 670,000	\$ 1,042,500	\$ 632,800	\$ 924,353	
Nonresidential Programs	2014	2015 % Electric	2014 Electric	2015 Electric	
C/I Retrofit (including Large Power Self Direct)					
Small Business Lighting	\$ 67,200	87%	\$ 58,464	\$ -	
BECAR	\$ 157,750	100%	\$ 157,750	\$ -	
Construction	\$ 17,850	87%	\$ 15,530	\$ -	
Commercial Aerators	\$ -	90%	\$ -	\$ 164,625	
Commercial Lighting	\$ -	90%	\$ -	\$ 208,710	
Commercial HVAC	\$ -	90%	\$ -	\$ 289,404	
Data Centers	\$ -	90%	\$ -	\$ 74,808	
Large Power Users	\$ -	90%	\$ -	\$ 157,995	
EE Tech Eval: O-Power Small	\$ -	79%	\$ -	\$ 118,500	
Budget - Nonresidential	\$ 242,800	\$ 1,145,047	\$ 231,744	\$ 1,014,042	
Budget	\$ 912,800	\$ 2,187,547	\$ 864,544	\$ 1,938,395	



This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Energy Efficiency
Market Research
Order#
18230437
Electric

2014 Values are shown as reference only.

2014
Original 2015 Budget
Revised 2015 Budget
Total

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget		
2014	\$19,895	\$0	\$13,768	\$0	\$4,250	\$194,655	\$1,350	\$0	\$0	\$233,917		
Original 2015 Budget	\$20,492	\$0	\$14,263	\$0	\$4,250	\$195,131	\$1,350	\$0	\$0	\$235,486		
Revised 2015 Budget	\$67,624	\$0	\$47,810	\$0	\$4,250	\$195,131	\$1,350	\$0	\$0	\$316,165		
Total	\$87,519	\$0	\$61,578	\$0	\$8,500	\$389,786	\$2,700	\$0	\$0	\$550,083		

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total	\$ 233,917.49	\$ 316,165.12	\$ 550,082.61
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Budget Category		2014	2015	Total
FTE	LABOR	\$ 19,895.25	\$ 67,623.94	\$ 87,519.19
0.86	Total Labor	\$19,895.25	\$67,623.94	\$87,519.19
				\$0.00
				\$0.00
				\$0.00

MARKETING LABOR		2014	2015	Total
0.86	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

OVERHEAD		2014	2015	Total
	OVERHEAD	\$ 13,767.51	\$ 47,810.13	\$ 61,577.64
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$13,767.51	\$47,810.13	\$61,577.64
				\$0.00
				\$0.00

MARKETING		2014	2015	Total
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

EMPLOYEE/OFFICE EXPENSES		2014	2015	Total
	EMPLOYEE/OFFICE EXPENSES	\$ 4,250.00	\$ 4,250.00	\$ 8,500.00
	Travel	\$1,250.00	\$1,250.00	\$2,500.00
	Meals	\$1,250.00	\$1,250.00	\$2,500.00
	Training	\$250.00	\$250.00	\$500.00
	Phone, Software, Misc. Assessments	\$1,000.00	\$1,000.00	\$2,000.00
	Conference Attendance	\$500.00	\$500.00	\$1,000.00

OUTSIDE SERVICES		2014	2015	Total
	OUTSIDE SERVICES	\$194,654.73	\$195,131.06	\$389,785.78
	Customer Satisfaction Research	\$8,893.58	\$8,893.58	\$17,787.15
	Program Specific Market Research	\$133,110.00	\$133,110.00	\$266,220.00
	Residential Panel	\$12,397.50	\$12,769.43	\$25,166.93
	Market Research Data Resources (eg, Experian)	\$8,700.00	\$8,700.00	\$17,400.00
	Firmographic Data	\$28,073.65	\$28,073.65	\$56,147.30
	Software License/Support	\$3,480.00	\$3,584.40	\$7,064.40

MATERIALS		2014	2015	Total
	MATERIALS	\$ 1,350.00	\$ 1,350.00	\$ 2,700.00
	Material, Tools, Office supply assessment	\$1,350.00	\$1,350.00	\$2,700.00
				\$0.00
				\$0.00
				\$0.00

MISCELLANEOUS		2014	2015	Total
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Energy Efficiency
Market Research
Order#
18230437
Electric



Conservation Strategic Planning Order# 18230469 Electric

2014 Values are shown as reference only.

2014

Original 2015 Budget

Revised 2015 Budget

Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ect Benefit to Custom	Total Budget
\$88,893	\$0	\$61,514	\$0	\$2,100	\$130,500	\$0	\$0	\$0	\$283,007
\$91,560	\$0	\$63,726	\$0	\$2,100	\$0	\$0	\$0	\$0	\$157,386
\$91,560	\$0	\$64,733	\$0	\$2,100	\$0	\$0	\$0	\$0	\$158,393
\$180,453	\$0	\$126,247	\$0	\$4,200	\$130,500	\$0	\$0	\$0	\$441,400

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 283,006.96	\$ 158,392.92	\$ 441,399.88
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Budget Category		2014	2015	Total
FTE	LABOR	\$ 88,893.00	\$ 91,560.00	\$180,453.00
0.70	Manager, Dev. & Eval.	\$88,893.00	\$91,560.00	\$180,453.00
				\$0.00
				\$0.00
				\$0.00
0.70	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ 61,513.96	\$ 64,732.92	\$126,246.88
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$61,513.96	\$64,732.92	\$126,246.88
				\$0.00
				\$0.00
				\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ 2,100.00	\$ 2,100.00	\$ 4,200.00
	employee training, travel expenses, mileage	\$1,000.00	\$1,000.00	\$2,000.00
	Phone, office supply, hardware/software	\$1,100.00	\$1,100.00	\$2,200.00
				\$0.00
				\$0.00
	OUTSIDE SERVICES	\$ 130,500.00	\$ -	\$ 130,500.00
	Comm. Blg. Stock Assessment Over-sample	\$130,500.00	\$0.00	\$130,500.00
				\$0.00
				\$0.00
				\$0.00
	MATERIALS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Conservation Strategic Planning Order# 18230469 Electric



Conservation Supply Curves Order# 18230809 Electric

Conservation Supply Curves Order# 18230809 Electric

Conservation Supply Curves Order# 18230809 Electric

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ect Benefit to Custor	Total Budget
2014	\$96,440	\$0	\$66,736	\$0	\$200	\$232,943	\$0	\$0	\$0	\$396,319
Original 2015 Budget	\$99,333	\$0	\$69,136	\$0	\$200	\$41,108	\$0	\$0	\$0	\$209,776
Revised 2015 Budget	\$99,333	\$0	\$70,228	\$0	\$200	\$27,000	\$0	\$0	\$0	\$196,761
Total	\$195,773	\$0	\$136,965	\$0	\$400	\$259,943	\$0	\$0	\$0	\$593,080

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 396,318.98	\$ 196,761.43	\$ 593,080.41
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Budget Category	2014	2015	Total
FTE LABOR	\$ 96,440.00	\$ 99,333.00	\$ 195,773.00
0.87 Sr Energy Res Plng Acquistn Anlst	\$96,440.00	\$99,333.00	\$195,773.00
			\$0.00
			\$0.00
			\$0.00

0.87

MARKETING LABOR	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

OVERHEAD	2014	2015	Total
	\$ 66,736.48	\$ 70,228.43	\$ 136,964.91
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$66,736.48	\$70,228.43	\$136,964.91
			\$0.00
			\$0.00
			\$0.00

MARKETING	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

EMPLOYEE/OFFICE EXPENSES	2014	2015	Total
	\$ 200.00	\$ 200.00	\$ 400.00
employee training, travel expenses, m	\$200.00	\$200.00	\$400.00
			\$0.00
			\$0.00

OUTSIDE SERVICES	2014	2015	Total
	\$ 232,942.50	\$ 27,000.00	\$ 259,942.50
Cadmus Group - Cons. Potential	\$232,942.50	\$27,000.00	\$259,942.50
			\$0.00
			\$0.00

MATERIALS	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

MISCELLANEOUS	2014	2015	Total
	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00

Supply Curves Order# 18230809 Electric



Verification Team Order# 18230418 Electric

Verification Team Order# 18230418 Electric

Verification Team
Order#
18230418
Electric

2014 Values are shown as reference only.

2014
Original 2015 Budget
Revised 2015 Budget
Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ect Benefit to Custor	Total Budget
\$346,712	\$0	\$239,925	\$0	\$6,705	\$57,769	\$5,897	\$0	\$0	\$657,008
\$358,456	\$0	\$249,486	\$0	\$6,705	\$57,769	\$5,897	\$0	\$0	\$678,313
\$207,255	\$0	\$146,529	\$0	\$5,655	\$95,700	\$2,610	\$0	\$0	\$457,749
\$553,967	\$0	\$386,454	\$0	\$12,360	\$153,469	\$8,507	\$0	\$0	\$1,114,757

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total		\$ 657,007.70	\$457,749.08	\$ 1,114,756.78
Budget Category		2014	2015	Total
FTE	LABOR	\$ 346,712.00	\$207,254.88	\$ 553,966.88
2.61	Quality Assurance Specialists	\$346,712.00	\$207,254.88	\$553,966.88
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
2.61	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ 239,924.70	\$ 146,529.20	\$ 386,453.90
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$239,924.70	\$146,529.20	\$386,453.90
	Marketing Staff	\$0.00	\$0.00	\$0.00
				\$0.00
				\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ 6,705.00	\$ 5,655.00	\$ 12,360.00
	employee training, travel expenses, mileage	\$6,505.00	\$5,655.00	\$12,160.00
	Assessments - Misc expense	\$200.00		\$200.00
				\$0.00
				\$0.00
	OUTSIDE SERVICES	\$ 57,769.00	\$ 95,700.00	\$ 153,469.00
	Ecova-Vteam scheduling, phone V	\$57,769.00	\$67,860.00	\$125,629.00
	Aerrotek, Temp staff Jan/Feb		\$10,440.00	\$10,440.00
	Energy Savvy; internet tool		\$17,400.00	\$17,400.00
				\$0.00
	MATERIALS	\$ 5,897.00	\$ 2,610.00	\$ 8,507.00
	Assessments-SW/HW, phone	\$5,897.00		\$5,897.00
	Phone, equipment		\$2,610.00	\$2,610.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Verification Team
Order#
18230418
Electric

Program Evaluation
Order#
18230699
Gas

2014 Values are shown as reference only.

2014
Original 2015 Budget
Revised 2015 Budget
Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customers	Total Budget
\$35,980	\$0	\$24,898	\$0	\$1,300	\$72,200	\$0	\$0	\$0	\$134,378
\$37,060	\$0	\$25,794	\$0	\$1,300	\$218,200	\$0	\$0	\$0	\$282,354
\$37,060	\$0	\$26,201	\$0	\$1,300	\$249,152	\$0	\$0	\$0	\$313,714
\$73,040	\$0	\$51,100	\$0	\$2,600	\$321,352	\$0	\$0	\$0	\$448,092

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total			
	2014	2015	Total
Budget Category			
LABOR	\$ 35,980.00	\$ 37,060.00	\$ 73,040.00
0.13 Supv. Evaluation	\$12,400.00	\$12,772.00	\$25,172.00
0.26 Sr Market Analyst	\$23,580.00	\$24,288.00	\$47,868.00
			\$0.00
			\$0.00
0.39			
MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 24,898.16	\$ 26,201.42	\$ 51,099.58
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$24,898.16	\$26,201.42	\$51,099.58
			\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,300.00	\$ 1,300.00	\$ 2,600.00
employee training, travel expenses, mileage	\$800.00	\$800.00	\$1,600.00
Phone, office supply, hardware/software	\$500.00	\$500.00	\$1,000.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 72,200.00	\$ 249,152.20	\$ 321,352.20
Various evaluation studies (see detail)	\$72,200.00	\$249,152.20	\$321,352.20
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
Dues/Membership RTF & CEE			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$0.00	\$0.00	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Program Evaluation
Order#
18230699
Gas

CONSERVATION EVALUATION GAS - OUTSIDE SERVICE BUDGET 2014-15					
	2014	2015 % Gas	2014 Gas	2015 Gas	
Residential Programs					
Baseline	\$ -	100%	\$ 100,000	\$ -	
Showerheads	\$ 50,000	27%	\$ 13,500	\$ -	
HomePrint	\$ 60,000	0%	\$ -	\$ -	
Web Enabled Thermostats	\$ 30,000	100%	\$ 30,000	\$ 46,000.00	
Home Energy Reports	\$ 190,000	13%	\$ 24,700	\$ 21,112.00	
Fuel Conversion	\$ 50,000	0%	\$ -	\$ -	
Multifamily Existing	\$ 50,000	8%	\$ 4,000	\$ 37,600.00	
Multifamily Air Seal	\$ 100,000	0%	\$ -	\$ -	
Manufactured Home Duct	\$ 40,000	13%	\$ 5,200	\$ 5,525.00	
Low Income Study	\$ 25,000	13%	\$ 3,250	\$ 7,910.50	
Budget - Residential	\$ 595,000	1,042,500	\$ 80,650	\$ 118,148	
Nonresidential Programs					
C/I Retrofit (including Large Power Self Direct)					
Small Business Lighting	\$ 67,200	13%	\$ 8,736	\$ -	
BECAR	\$ 157,750	0%	\$ -	\$ -	
Construction	\$ 17,850	13%	\$ 2,321	\$ -	
Commercial Aerators	\$ -	10%	\$ -	\$ 18,292	
Commercial Lighting	\$ -	10%	\$ -	\$ 23,190	
Commercial HVAC	\$ -	10%	\$ -	\$ 32,156	
Data Centers	\$ -	10%	\$ -	\$ 8,312	
Large Power Users	\$ -	10%	\$ -	\$ 17,555	
Small C/I Pilot	\$ -	21%	\$ -	\$ 31,500	
Budget - Nonresidential	\$ 242,800	1,145,047	\$ 11,056.50	\$ 131,005	
Budget	\$ 837,800	2,187,547	\$ 91,707	\$ 249,152	

Return to Gas Sector View

Energy Efficiency Market Research Order# 18230670 Gas

Energy Efficiency Market Research Order# 18230670 Gas

Energy Efficiency Market Research Order# 18230670 Gas

2014 Values are shown as reference only.

Original 2015 Budget Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ect Benefit to Custom	Total Budget		
2014	\$3,430	\$0	\$2,374	\$0	\$640	\$29,086	\$200	\$0	\$0	\$35,730		
Original 2015 Budget	\$3,533	\$0	\$2,458	\$0	\$640	\$29,158	\$200	\$0	\$0	\$35,990		
Revised 2015 Budget	\$10,105	\$0	\$7,144	\$0	\$640	\$29,158	\$200	\$0	\$0	\$47,246		
Total	\$13,535	\$0	\$9,518	\$0	\$1,280	\$58,244	\$400	\$0	\$0	\$82,977		

Requires Budget team approval to use.

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 35,730.27	\$ 47,246.29	\$ 82,976.56
---------------	--------------	--------------	--------------

Budget Category	2014	2015	Total
FTE LABOR	\$ 3,430.22	\$ 10,104.73	\$ 13,534.95
0.13 Total Labor	\$3,430.22	\$10,104.73	\$13,534.95
			\$0.00
			\$0.00
			\$0.00
0.13 MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 2,373.71	\$ 7,144.04	\$ 9,517.76
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$2,373.71	\$7,144.04	\$9,517.76
			\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 640.00	\$ 640.00	\$ 1,280.00
Travel	\$200.00	\$200.00	\$400.00
Meals	\$200.00	\$200.00	\$400.00
Training	\$40.00	\$40.00	\$80.00
Phone, software, Misc. Assessments	\$150.00	\$150.00	\$300.00
Conference Attendance	\$50.00	\$50.00	\$100.00
OUTSIDE SERVICES	\$ 29,086.34	\$ 29,157.52	\$ 58,243.85
Customer Satisfaction Research	\$1,328.93	\$1,328.93	\$2,657.85
Program Specific Market Research	\$19,890.00	\$19,890.00	\$39,780.00
Residential Panel	\$1,852.50	\$1,908.08	\$3,760.58
Market Research Data Resources eg. Experian	\$1,300.00	\$1,300.00	\$2,600.00
Firmographic Data	\$4,194.91	\$4,194.91	\$8,389.82
Software License/Support	\$520.00	\$535.60	\$1,055.60
MATERIALS	\$ 200.00	\$ 200.00	\$ 400.00
Materials, tools, office supply assessment	\$200.00	\$200.00	\$400.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Energy Efficiency Market Research Order# 18230670 Gas

Strategic Planning
Order# 18230679
Gas

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	ect Benefit to Custom	Total Budget
2014	\$13,283	\$0	\$9,192	\$0	\$310	\$19,500	\$0	\$0	\$0	\$42,285
Original 2015 Budget	\$13,681	\$0	\$9,522	\$0	\$310	\$0	\$0	\$0	\$0	\$23,513
Revised 2015 Budget	\$13,681	\$0	\$9,672	\$0	\$310	\$0	\$0	\$0	\$0	\$23,663
Total	\$26,964	\$0	\$18,864	\$0	\$620	\$19,500	\$0	\$0	\$0	\$65,948

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 42,284.84	\$ 23,663.47	\$ 65,948.30
---------------	--------------	--------------	--------------

Budget Category		2014	2015	Total
FTE	LABOR	\$ 13,283.00	\$ 13,681.00	\$ 26,964.00
0.10	Manager, Dev. & Eval.	\$13,283.00	\$13,681.00	\$26,964.00
				\$0.00
				\$0.00
				\$0.00
0.10	MARKETING LABOR	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ 9,191.84	\$ 9,672.47	\$ 18,864.30
	Percentages for Applicable Year	69.20%	70.70%	
	Program Staff	\$9,191.84	\$9,672.47	\$18,864.30
				\$0.00
				\$0.00
				\$0.00
	MARKETING	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ 310.00	\$ 310.00	\$ 620.00
	employee training, travel expenses,	\$150.00	\$150.00	\$300.00
	Phone, office supply, hardware/softw	\$160.00	\$160.00	\$320.00
				\$0.00
				\$0.00
	OUTSIDE SERVICES	\$ 19,500.00	\$ -	\$ 19,500.00
	Comm. Blg. Stock Assessment Over	\$19,500.00	\$0.00	\$19,500.00
				\$0.00
				\$0.00
				\$0.00
	MATERIALS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00

Strategic Planning
Order# 18230679
Gas

Conservation Supply Curves
Order# 18230703
Gas

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Custom	Total Budget
2014	\$14,411	\$0	\$9,972	\$0	\$30	\$34,808	\$0	\$0	\$0	\$59,221
Original 2015 Budget	\$14,843	\$0	\$10,331	\$0	\$30	\$6,143	\$0	\$0	\$0	\$31,346
Revised 2015 Budget	\$14,843	\$0	\$10,494	\$0	\$30	\$4,030	\$0	\$0	\$0	\$29,397
Total	\$29,254	\$0	\$20,466	\$0	\$60	\$38,838	\$0	\$0	\$0	\$88,618

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

2014 Values are shown as reference only.

Spending Section

Overall Total	\$ 59,220.91	\$ 29,397.00	\$ 88,617.91
---------------	--------------	--------------	--------------

Budget Category	2014	2015	Total
FTE LABOR	\$ 14,411.00	\$ 14,843.00	\$ 29,254.00
0.13 Sr Energy Res Ping Acquistn Anlist	\$14,411.00	\$14,843.00	\$29,254.00
			\$0.00
			\$0.00
			\$0.00
0.13 MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 9,972.41	\$ 10,494.00	\$ 20,466.41
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$9,972.41	\$10,494.00	\$20,466.41
			\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 30.00	\$ 30.00	\$ 60.00
employee training, travel expenses	\$30.00	\$30.00	\$60.00
			\$0.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 34,807.50	\$ 4,030.00	\$ 38,837.50
Cadmus Group - Cons. Potential	\$34,807.50	\$4,030.00	\$38,837.50
			\$0.00
			\$0.00
			\$0.00
MATERIALS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Conservation Supply Curves
Order# 18230703
Gas

Verification Team
Order# 18230668
Gas

2014 Values are shown as reference only.

Original 2015 Budget
Revised 2015 Budget

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget
2014	\$51,108	\$0	\$35,367	\$0	\$1,142	\$8,632	\$1,159	\$0	\$0	\$97,408
Original 2015 Budget	\$52,839	\$0	\$36,776	\$0	\$1,142	\$8,632	\$1,159	\$0	\$0	\$100,548
Revised 2015 Budget	\$30,969	\$0	\$21,895	\$0	\$845	\$14,300	\$390	\$0	\$0	\$68,399
Total	\$82,077	\$0	\$57,262	\$0	\$1,987	\$22,932	\$1,549	\$0	\$0	\$165,807

Requires Budget team approval to use.

NOTE: "Total" excludes "Original 2015 Budget" amount

2014 Values are shown as reference only.

Spending Section

Overall Total			
Budget Category	2014	2015	Total
LABOR	\$ 51,108.00	\$ 30,969.12	\$ 82,077.12
0.39 Quality Assurance Specialists	\$51,108.00	\$30,969.12	\$82,077.12
			\$0.00
			\$0.00
			\$0.00
			\$0.00
0.39 MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
OVERHEAD	\$ 35,366.74	\$ 21,895.17	\$ 57,261.90
Percentages for Applicable Year	69.20%	70.70%	
Program Staff	\$35,366.74	\$21,895.17	\$57,261.90
Marketing Staff	\$0.00	\$0.00	\$0.00
			\$0.00
			\$0.00
MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00
EMPLOYEE/OFFICE EXPENSES	\$ 1,142.00	\$ 845.00	\$ 1,987.00
employee training, travel expenses, mileage	\$1,092.00	\$845.00	\$1,937.00
Employee Assessments	\$50.00		\$50.00
			\$0.00
			\$0.00
OUTSIDE SERVICES	\$ 8,632.00	\$ 14,300.00	\$ 22,932.00
Ecova-VTeam scheduling, phone V	\$8,632.00	\$10,140.00	\$18,772.00
Aerrotek; temp staffing		\$1,560.00	\$1,560.00
Energy Savvy; internet software		\$2,600.00	\$2,600.00
			\$0.00
MATERIALS	\$ 1,159.00	\$ 390.00	\$ 1,549.00
Assessments-software, hardware, phone	\$1,159.00	\$390.00	\$1,549.00
			\$0.00
			\$0.00
			\$0.00
MISCELLANEOUS	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

Verification Team
Order# 18230668
Gas



Electric Vehicle
Charger Incentive
Schedule 195
Order Number
18230613

As a new organization, 2014 values are not applicable for this group.

Electric

Spending Section

Overall Total	\$ -	\$2,878,145.78	\$ 2,878,145.78
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Budget Category		2014	2015	Total
FTE	LABOR	\$ -	\$121,885.00	\$ 121,885.00
0.25	Manager		\$30,867.00	\$30,867.00
0.50	Program Manager		\$45,509.00	\$45,509.00
0.50	Program Implementer+		\$45,509.00	\$45,509.00
				\$0.00
				\$0.00
1.25	MARKETING LABOR	\$ -	\$13,184.00	\$ 13,184.00
	Marketing Support		\$13,184.00	\$13,184.00
				\$0.00
				\$0.00
				\$0.00
	OVERHEAD	\$ -	\$95,493.78	\$ 95,493.78
	Percentages for Applicable Year	69.20%	70.70%	
	Manager	\$0.00	\$21,822.97	\$21,822.97
	Program Manager	\$0.00	\$32,174.86	\$32,174.86
	Program Coordinator	\$0.00	\$32,174.86	\$32,174.86
	Marketing	\$0.00	\$9,321.09	\$9,321.09
				\$0.00
	MARKETING	\$ -	\$36,000.00	\$ -
	Printed Materials, POS displays, ongoing training		\$36,000.00	\$0.00
				\$0.00
				\$0.00
				\$0.00
	EMPLOYEE/OFFICE EXPENSES	\$ -	\$9,950.00	\$ 9,950.00
	Manager		\$2,330.00	\$2,330.00
	Program Manager		\$2,400.00	\$2,400.00
	Program Coordinator		\$2,220.00	\$2,220.00
	Phone, office assessments, etc		\$3,000.00	\$3,000.00
				\$0.00
	OUTSIDE SERVICES	\$ -	\$314,133.00	\$ 314,133.00
	Interval Meter Data Collection		\$174,000.00	\$174,000.00
	Data Analysis		\$45,000.00	\$45,000.00
	Rebate Processing		\$25,803.00	
	Smart Charger Purchase, Install, Maintenance		\$60,000.00	\$60,000.00
	Rebate Processing Customer Service		\$9,330.00	\$9,330.00
	MATERIALS	\$ -	\$ -	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	MISCELLANEOUS	\$0.00	\$0.00	\$ -
				\$0.00
				\$0.00
				\$0.00
				\$0.00
	DIRECT BENEFIT TO CUSTOMER		\$ 2,287,500.00	
	Revenue			

Electric Vehicle
Charger Incentive
Schedule 195
Order Number
18230613
Electric

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

	Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Total Budget
2014	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
2015 Budget	\$121,885	\$13,184	\$95,494	\$36,000	\$9,950	\$314,133	\$0	\$0	\$2,287,500	\$2,878,146
Total	\$121,885	\$13,184	\$95,494	\$36,000	\$9,950	\$314,133	\$0	\$0	\$2,287,500	\$2,878,146

Requires Budget team approval to use.

Net Metering
Schedule 150
Order Number
18230128
Electric

2014 Values are shown as reference only.

2014
Original 2015 Budget
Revised 2015 Budget
Total

This table summarizes the subtotals in the detail table to the left and is used to populate 2014-2015 Sector views.

Labor	Marketing Labor	Overhead	Marketing	Employee/Office Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Custome	Total Budget
\$195,711	\$0	\$135,432	\$0	\$12,320	\$0	\$6,500	\$49,800	\$0	\$399,763
\$222,721	\$0	\$155,014	\$0	\$12,320	\$0	\$10,000	\$17,000	\$0	\$417,055
\$195,007	\$0	\$137,870	\$0	\$12,320	\$0	\$10,000	\$405,000	\$0	\$760,196
\$390,717	\$0	\$273,302	\$0	\$24,640	\$0	\$16,500	\$454,800	\$0	\$1,159,959

2014 Values are shown as reference only.

NOTE: "Total" excludes "Original 2015 Budget" amount

Requires Budget team approval to use.

Spending Section

Overall Total	\$ 399,762.56	\$760,196.40	\$ 1,159,958.96
---------------	---------------	--------------	-----------------

Budget Category		2014	2015	Total
FTE	LABOR	\$ 195,710.73	\$195,006.68	\$ 390,717.41
0.38	Manager	41,642.57	\$42,891.85	\$84,534.42
1.00	Program Manager	69,517.14	\$35,801.00	\$105,318.14
1.00	Program Coordinator	53,537.23	\$80,134.00	\$133,671.23
0.13	Program Staff	9,874.59	\$10,170.83	\$20,045.43
0.50	Program Implementer	21,139.20	\$26,009.00	\$47,148.20

3.00

MARKETING LABOR	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

OVERHEAD	\$ 135,431.83	\$ 137,869.72	\$ 273,301.55
Percentages for Applicable Year	69.20%	70.70%	
Manager	\$28,816.66	\$30,324.54	\$59,141.20
Program Manager	\$48,105.86	\$25,311.31	\$73,417.17
Program Coordinator	\$37,047.76	\$56,654.74	\$93,702.50
Program Staff	\$6,833.22	\$7,190.78	\$14,024.00
Program Implementer	\$14,628.33	\$18,388.36	\$33,016.69

MARKETING	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

EMPLOYEE/OFFICE EXPENSES	\$ 12,320.00	\$ 12,320.00	\$ 24,640.00
Manager	\$2,330.00	\$2,330.00	\$4,660.00
Program Manager	\$4,800.00	\$4,800.00	\$9,600.00
Program Coordinator	\$4,440.00	\$4,440.00	\$8,880.00
Program Staff	\$0.00	\$0.00	\$0.00
Program Implementer	\$750.00	\$750.00	\$1,500.00

OUTSIDE SERVICES	\$ -	\$ -	\$ -
			\$0.00
			\$0.00
			\$0.00
			\$0.00

MATERIALS	\$ 6,500.00	\$ 10,000.00	\$ 16,500.00
Meter Placards	\$6,500.00	\$10,000.00	\$16,500.00
			\$0.00
			\$0.00
			\$0.00

MISCELLANEOUS	\$49,800.00	\$405,000.00	\$ 419,800.00
SEPA Annual Dues	\$4,800.00	\$5,000.00	\$9,800.00
Line Use Charge from 1999	\$10,000.00	\$400,000.00	\$410,000.00
Customer Self Service Software	\$35,000.00	\$0.00	\$35,000.00
			\$0.00

Net Metering
Schedule 150
Order Number
18230128
Electric

based on a UTC Order regarding accounting and ratemaking treatment from Docket UE-990016. PSE filed the request on January 7, 1999 and the UTC issued the order in February, 1999. (



Exhibit 2

2015 Cost-Effectiveness Estimates

January 1, 2015



**PUGET
SOUND
ENERGY**

**Exhibit 2: 2015 Cost-Effectiveness Estimates
Summary**

[Go to Electric Portfolio Page](#)

Electric Programs: Benefit Cost Summary

Program Name	Energy Savings	Utility Costs	Non-Energy Benefits	UCT	TRC
Low Income Wx	1,571,214	\$ 3,318,140	\$ 603,705	0.86	1.11
Residential Lighting	66,609,297	\$ 15,379,407	\$ -	2.92	1.34
Space Heat	7,841,910	\$ 4,061,640	\$ -	3.16	1.30
Water Heat	634,500	\$ 400,630	\$ 66,156	1.25	1.02
HomePrint	3,009,000	\$ 1,811,236	\$ 661,560	1.07	1.54
Home Appliances	11,386,446	\$ 6,297,053	\$ 3,041,713	1.10	1.31
Showerheads Elect	4,138,680	\$ 574,710	\$ 5,102,694	4.44	7.26
Weatherization Total	7,275,940	\$ 2,893,360	\$ 378,743	4.31	2.52
Home Energy Reports	472,500	\$ 152,226	\$ -	0.46	0.50
Fuel Conversion Rebate	2,062,500	\$ 785,783	\$ -	5.47	2.47
Multifamily Existing	25,861,860	\$ 11,513,537	\$ 2,712,138	2.23	1.97
Multifamily New Construction	1,057,399	\$ 412,841	\$ -	2.70	2.58
Total Residential Energy Management	131,921,246	\$ 47,674,311	\$ 12,566,708	2.44	1.62
Commercial/Industrial Retrofit	26,009,600	\$ -	\$ -	2.03	1.46
Commercial Lighting Grants	36,250,000	\$ -	\$ -	2.28	1.58
Commercial/Industrial New Construction	9,350,000	\$ -	\$ -	2.36	2.47
Resource Conservation Management	16,350,000	\$ -	\$ 4,701,429	1.16	1.41
High Voltage, Self-Directed	1,700,000	\$ -	\$ -	0.81	0.76
Technology Evaluation	500,000	\$ -	\$ -	-	-
Business Rebates	21,966,715	\$ -	\$ -	2.26	1.39
Total Business Energy Management	112,126,315	\$ 32,672,929	\$ 4,701,429	2.03	1.51
Residential HER Expansion	3,219,475	\$ 1,127,007	\$ -	0.42	0.46
Commercial Energy Report Pilot	5,000,000	\$ 140,704	\$ -	2.44	2.68
Total Pilots	8,219,475	\$ 1,267,712	\$ -	0.64	0.71
Northwest Energy Efficiency Alliance	22,338,000	\$ 4,771,922	\$ -	1.48	1.63
Transmission & Distribution	3,000,000	\$ -	\$ -	-	-
Total Regional Programs	25,338,000	\$ 4,771,922	\$ -	1.98	2.18
Total Portfolio Support	0	\$ 5,489,811			
Total Research & Compliance	0	\$ 3,806,631			
Total All Programs used in CE Calculations	277,605,036	95,683,316	17,268,137	2.03	1.50
Total Other Electric Programs	0	\$ 3,638,342		n/a	n/a
Total Electric Portfolio	277,605,036	99,321,658	17,268,137		

[Go to Gas Portfolio Page](#)

Gas Programs: Benefit Cost Summary

Program Name	Energy Savings	Utility Costs	Non-Energy Benefits	UCT	TRC W/o 10% Consv. Credit	TRC With 10% Consv. Credit
Low Income WX	18,815	\$ 268,098	\$ -	0.76	0.76	0.83
Residential Space Heat	531,650	\$ 1,595,778	\$ -	3.41	1.57	1.72
Residential Appliances 1	32,732	\$ -	\$ -	-	-	-
Residential Showerheads	145,116	\$ 387,115	\$ 4,224,960	1.63	6.03	6.11
Web Enabled Thermostats	54,000	\$ 323,443	\$ -	1.81	1.81	1.99
Single Family Retrofit-Wx	432,015	\$ 3,171,545	\$ 287,254	1.72	0.44	0.49
Home Energy Reports	0	\$ 44,691	\$ -	-	-	-
Multifamily Existing	107,542	\$ 499,044	\$ 908,077	1.36	1.99	2.07
Multifamily New Construction	147,072	\$ 620,874	\$ -	1.22	1.09	1.20
Total Residential Efficiency Programs	1,468,942	\$ 6,947,562	\$ 5,420,291	1.98	0.99	1.06
Commercial / Industrial Retrofit	381,000	\$ 2,044,680	\$ -	1.69	1.38	1.52
Commercial/Industrial New Construction	150,000	\$ 606,236	\$ -	2.79	2.08	2.29
Resource Conservation Manager	500,000	\$ 636,260	\$ 285,714	1.37	1.41	1.51
Energy Efficient Technology Evaluation	0	\$ 20,000	\$ -	-	-	-
Commercial Rebates	580,881	\$ 698,839	\$ -	2.56	2.03	2.24
Total Commercial Programs	1,611,881	\$ 4,006,015	\$ 285,714	1.95	1.61	1.76
Total Pilots	0	\$ 233,902		-	-	-
Total Regional Program (Gas Market Transformation)		\$ 738,000				
Total Portfolio Support	0	\$ 914,538				
Total Research & Compliance	0	\$ 482,420				
Total Gas Portfolio	3,080,823	\$ 13,322,436	\$ 5,706,005	1.62	1.02	1.10

2015 Program Planning Electric Cost-Effectiveness Tests:

WACC	7.80%	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
Program Number	Program Name	Measure Life	Load Shape	kWh Savings	Program Overhead Costs	Total Incentive Payments	Customer Costs	Incremental Measure Costs	Other Contributions	Total Utility Costs	Total Resource Costs	Value of Non Energy Benefits	Present Value of Total Utility Program Costs in Time Zero*	Present Value of Total Resource Costs in Time Zero*	Utility Cost Test: Present Value Electric Savings In Time Zero	Present Value of Non Energy Benefits in time Zero	Utility Cost Test: Benefit Cost Ratio	Total Resource Cost Test: Benefit Cost Ratio
E201	Low Income Wx	15	Varies by Measure	1,571,214	\$ 309,589	\$ 3,008,550	\$ 64,536	\$ 2,588,151	\$ -	\$ 3,318,140	\$ 3,382,676	\$ 603,705	\$ 3,078,052	\$ 3,137,918	\$ 2,658,963	\$ 560,023	0.86	1.11
E214	Residential Lighting	11	Varies by Measure	66,609,297	\$ 3,758,937	\$ 11,620,470	\$ 21,529,862	\$ 33,150,332	\$ -	\$ 15,379,407	\$ 36,909,269	\$ -	\$ 14,266,611	\$ 34,238,654	\$ 41,705,748	\$ -	2.92	1.34
E214	Space Heat	20	Varies by Measure	7,841,910	\$ 431,640	\$ 3,630,000	\$ 6,798,320	\$ 10,428,320	\$ -	\$ 4,061,640	\$ 10,859,960	\$ -	\$ 3,767,755	\$ 10,074,175	\$ 11,899,068	\$ -	3.16	1.30
E215	Water Heat	14	Varies by Measure	634,500	\$ 121,130	\$ 279,500	\$ 206,125	\$ 485,625	\$ -	\$ 400,630	\$ 606,755	\$ 66,156	\$ 371,642	\$ 562,853	\$ 465,022	\$ 61,369	1.25	1.02
E214	HomePrint	1	Varies by Measure	3,009,000	\$ 240,436	\$ 1,570,800	\$ -	\$ 1,570,800	\$ -	\$ 1,811,236	\$ 1,811,236	\$ 661,560	\$ 1,680,182	\$ 1,680,182	\$ 1,794,458	\$ 613,692	1.07	1.54
E214	Home Appliances	7	Varies by Measure	11,386,446	\$ 1,046,803	\$ 5,250,250	\$ 1,851,440	\$ 7,101,690	\$ -	\$ 6,297,053	\$ 8,148,493	\$ 3,041,713	\$ 5,841,422	\$ 7,558,898	\$ 6,422,071	\$ 2,821,626	1.10	1.31
E214	Showerheads Elect	10	Varies by Measure	4,138,680	\$ 207,360	\$ 367,350	\$ 514,290	\$ 881,640	\$ -	\$ 574,710	\$ 1,089,000	\$ 5,102,694	\$ 533,126	\$ 1,010,204	\$ 2,365,156	\$ 4,733,482	4.44	7.26
E214	Weatherization Total			7,275,940	\$ 487,471	\$ 2,405,889	\$ 2,697,459	\$ 5,103,348	\$ -	\$ 2,893,360	\$ 5,590,819	\$ 378,743	\$ 2,684,007	\$ 5,186,288	\$ 11,561,468	\$ 351,339	4.31	2.52
E214	SF Weatherization	8	Varies by Measure	2,315,959	\$ 397,338	\$ 730,386	\$ 2,597,459	\$ 3,327,845	\$ -	\$ 1,127,724	\$ 3,725,183	\$ -	\$ 1,046,126	\$ 3,455,643	\$ 4,371,601	\$ -	4.18	1.39
E214	Mobile Home Duct Sealing	18	Varies by Measure	4,665,981	\$ 90,133	\$ 1,575,503	\$ -	\$ 1,575,503	\$ -	\$ 1,665,636	\$ 1,665,636	\$ 378,743	\$ 1,545,117	\$ 1,545,117	\$ 6,649,905	\$ 351,339	4.30	4.96
E214	Mobile Home Weatherization Contracted	25	Space Heat	294,000	\$ -	\$ 100,000	\$ 100,000	\$ 200,000	\$ -	\$ 100,000	\$ 200,000	\$ -	\$ 92,764	\$ 185,529	\$ 539,961	\$ -	5.82	3.20
E214	Home Energy Reports	2	Varies by Measure	472,500	\$ 86,566	\$ 65,660	\$ -	\$ 65,660	\$ -	\$ 152,226	\$ 152,226	\$ -	\$ 141,211	\$ 141,211	\$ 64,559	\$ -	0.46	0.50
E215	Single Family New Construction	30	Varies by Measure	0	\$ 68,749	\$ -	\$ -	\$ -	\$ -	\$ 68,749	\$ -	\$ -	\$ 63,775	\$ -	\$ -	\$ -	-	-
E215	EnergyStar Manufactured Home	30	Varies by Measure	0	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ 5,000	\$ -	\$ -	\$ 4,638	\$ -	\$ -	\$ -	-	-
E216	Fuel Conversion Rebate	30	Varies by Measure	2,062,500	\$ 240,283	\$ 545,500	\$ 1,186,000	\$ 1,731,500	\$ -	\$ 785,783	\$ 1,971,783	\$ -	\$ 765,882	\$ 1,866,068	\$ 4,188,426	\$ -	5.47	2.47
E217	Multifamily Existing	11	Varies by Measure	25,861,860	\$ 1,570,002	\$ 9,943,535	\$ 4,225,251	\$ 14,168,786	\$ -	\$ 11,513,537	\$ 15,738,788	\$ 2,712,138	\$ 10,680,461	\$ 14,599,989	\$ 23,817,479	\$ 2,515,898	2.23	1.97
E218	Multifamily New Construction	14	Varies by Measure	1,057,399	\$ 132,876	\$ 279,966	\$ 63,016	\$ 342,982	\$ -	\$ 412,841	\$ 475,857	\$ -	\$ 382,970	\$ 441,426	\$ 1,033,620	\$ -	2.70	2.58
	Total Residential Energy Management			131,921,246	\$ 8,706,841	\$ 38,967,470	\$ 39,136,299	\$ 77,618,833	\$ -	\$ 47,674,311	\$ 86,736,861	\$ 12,566,708	\$ 44,261,733	\$ 80,497,865	\$ 107,976,036	\$ 11,657,429	2.44	1.62
E250	Commercial/Industrial Retrofit	12	Varies by Measure	26,009,600	\$ 2,810,734	\$ 5,831,917	\$ 4,582,221	\$ 10,414,138	\$ -	\$ 8,642,651	\$ 13,224,872	\$ -	\$ 8,017,301	\$ 12,267,970	\$ 16,241,684	\$ -	2.03	1.46
E250	Business Lighting Grants	11	Comm Lighting	36,250,000	\$ 2,734,609	\$ 8,043,893	\$ 6,320,202	\$ 14,364,095	\$ -	\$ 10,778,502	\$ 17,098,704	\$ -	\$ 9,998,610	\$ 15,861,506	\$ 22,764,500	\$ -	2.28	1.58
E251	Commercial/Industrial New Construction	14	Varies by Measure	9,350,000	\$ 637,974	\$ 2,350,000	\$ 150,000	\$ 2,500,000	\$ -	\$ 2,987,974	\$ 3,137,974	\$ -	\$ 2,771,776	\$ 2,910,922	\$ 6,531,489	\$ -	2.36	2.47
E253	Resource Conservation Management	3	Varies by Measure	16,350,000	\$ 1,098,861	\$ 1,645,500	\$ 3,055,929	\$ 4,701,429	\$ -	\$ 2,744,361	\$ 5,800,290	\$ 4,701,429	\$ 2,545,789	\$ 5,380,603	\$ 2,955,670	\$ 4,361,251	1.16	1.41
E258	High Voltage_Self-Directed	15	Varies by Measure	1,700,000	\$ 519,500	\$ 1,148,223	\$ 287,056	\$ 1,435,279	\$ -	\$ 1,667,723	\$ 1,954,779	\$ -	\$ 1,547,053	\$ 1,813,338	\$ 1,245,977	\$ -	0.81	0.76
E261	Technology Evaluation	3	Flat	500,000	\$ 135,710	\$ 75,000	\$ -	\$ -	\$ -	\$ 210,710	\$ 210,710	\$ -	\$ 195,464	\$ 195,464	\$ 90,387	\$ -	-	-
E262	Business Rebates			21,966,715	\$ 1,423,375	\$ 4,217,633	\$ 4,477,790	\$ 8,695,423	\$ -	\$ 5,641,008	\$ 10,118,798	\$ -	\$ 5,232,846	\$ 9,386,640	\$ 11,819,658	\$ -	2.26	1.39
E262	Business Lighting - Markdown	5	Comm Lighting	6,166,728	\$ 343,681	\$ 517,535	\$ 1,680,212	\$ 2,197,747	\$ -	\$ 861,216	\$ 2,541,428	\$ -	\$ 798,902	\$ 2,357,540	\$ 2,091,485	\$ -	2.62	0.98
E262	Commercial Kitchen/Laundry	13	Varies by Measure	598,313	\$ 93,511	\$ 70,170	\$ 48,169	\$ 118,339	\$ -	\$ 163,681	\$ 211,858	\$ -	\$ 151,838	\$ 196,521	\$ 357,996	\$ -	2.36	2.00
E262	Commercial Direct Install	6	Comm Water Heat	702,730	\$ 21,042	\$ 79,840	\$ -	\$ 79,840	\$ -	\$ 100,882	\$ 100,882	\$ -	\$ 93,583	\$ 93,583	\$ 257,069	\$ -	2.75	3.02
E262	Commercial HVAC	11	Varies by Measure	3,332,530	\$ 294,170	\$ 934,800	\$ 2,749,408	\$ 3,684,208	\$ -	\$ 1,228,970	\$ 3,978,378	\$ -	\$ 1,140,046	\$ 3,690,518	\$ 4,028,445	\$ -	3.53	1.20
E262	Small Business Direct Install	10	Varies by Measure	6,050,414	\$ 351,358	\$ 1,722,788	\$ -	\$ 1,722,788	\$ -	\$ 2,074,146	\$ 2,074,146	\$ -	\$ 1,924,069	\$ 1,924,069	\$ 3,459,883	\$ -	1.80	1.98
E262	Business Express Lighting	5	Comm Lighting	5,116,000	\$ 319,613	\$ 892,500	\$ -	\$ 892,500	\$ -	\$ 1,212,113	\$ 1,212,113	\$ -	\$ 1,124,409	\$ 1,124,409	\$ 1,624,780	\$ -	1.45	1.59
	Total Business Energy Management			112,126,315	\$ 9,360,763	\$ 23,312,166	\$ 18,873,196	\$ 42,110,362	\$ -	\$ 32,672,929	\$ 51,546,125	\$ 4,701,429	\$ 30,308,840	\$ 47,816,443	\$ 61,649,365	\$ 4,361,251	2.03	1.51
E249	Commercial Energy Report Pilot	1	Flat	5,000,000	\$ 140,704	\$ -	\$ -	\$ -	\$ -	\$ 140,704	\$ 140,704	\$ -	\$ 130,524	\$ 130,524	\$ 318,502	\$ -	2.44	2.68
E249R	Residential Home Energy Report Expansion	2	Flat	3,219,475	\$ 696,392	\$ 430,615	\$ -	\$ 430,615	\$ -	\$ 1,127,007	\$ 1,127,007	\$ -	\$ 1,045,461	\$ 1,045,461	\$ 439,884	\$ -	0.42	0.66
	Total Pilots			8,219,475	\$ 837,097	\$ 430,615	\$ -	\$ 430,615	\$ -	\$ 1,267,712	\$ 1,267,712	\$ -	\$ 1,175,985	\$ 1,175,985	\$ 758,386	\$ -	0.64	0.71
E245	Northwest Energy Efficiency Alliance	5	Flat	22,338,000	\$ 1,431,577	\$ 3,340,345	\$ -	\$ 3,340,345	\$ -	\$ 4,771,922	\$ 4,771,922	\$ -	\$ 4,426,644	\$ 4,426,644	\$ 6,561,579	\$ -	1.48	1.63
	Transmission & Distribution	15	Flat	3,000,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,198,783	\$ -	-	-
	Total Regional Programs			25,338,000	\$ 1,431,577	\$ 3,340,345	\$ -	\$ 3,340,345	\$ -	\$ 4,771,922	\$ 4,771,922	\$ -	\$ 4,426,644	\$ 4,426,644	\$ 8,760,362	\$ -	1.98	2.18
	Customer Engagement & Education																	
	Energy Advisors									\$ 1,060,385	\$ 1,060,385	\$ -	\$ 983,660	\$ 983,660				
	Events									\$ 530,379	\$ 530,379	\$ -	\$ 492,002	\$ 492,002				
	Brochures, non program-specific									\$ 80,222	\$ 80,222	\$ -	\$ 74,417	\$ 74,417				
	Education									\$ 81,135	\$ 81,135	\$ -	\$ 75,264	\$ 75,264				
	Web Experience									\$ 928,838	\$ 928,838	\$ -	\$ 339,873	\$ 339,873				
	Customer Online Experience									\$ 562,455	\$ 562,455	\$ -	\$ -	\$ -				
	Market Integration									\$ 298,797	\$ 298,797	\$ -	\$ 277,177	\$ 277,177				
	MyData (Automated Benchmarking System)									\$ 67,586	\$ 67,586	\$ -	\$ 62,696	\$ 62,696				
	Programs Support - Data and Systems Services									\$ 825,840	\$ 825,840	\$ -	\$ 766,085	\$ 766,085				
	Programs Support - Program Development									\$ 453,836	\$ 453,836	\$ -	\$ 420,998	\$ 420,998				
	Rebates Processing									\$ 654,327	\$ 654,327	\$ -	\$ 606,982	\$ 606,982				
	Energy Efficient Communities									\$ 814,516	\$ 814,516	\$ -	\$ 755,581	\$ 755,581				
	Trade Ally Support									\$ 60,333	\$ 60,333	\$ -	\$ 55,968	\$ 55,968				
	Total Portfolio Support									\$ 5,489,811	\$ 5,489,811	\$ -	\$ 4,570,831	\$ 4,570,831				
	Conservation Supply Curves									\$ 196,761	\$ 196,761	\$ -	\$ 182,525	\$ 182,525				
	Strategic Planning									\$ 158,393	\$ 158,393	\$ -	\$ 146,932	\$ 146,932				
	Market Research									\$ 316,165	\$ 316,165	\$ -	\$ 293,289	\$ 293,289				
	Program Evaluation									\$ 2,567,563	\$ 2,567,563	\$ -	\$ 2,381,784	\$ 2,381,784				
	Biennial Elec. Consv. Aquisitr. Review									\$ 110,000	\$ 110,000	\$ -	\$ 102,041	\$ 102,041				

2015 Program Planning: Gas Cost-Effectiveness Tests

WACC		7.80%															Conservation Credit:		10%
Prog. No.	Program Name	Measure Life	Load Shape	Therm Savings	Program Overhead Costs	Total Incentive Payments	Customer Costs & Agency Costs	Incremental Measure Costs	Other Contributions	Total Utility Costs	Total Resource Costs	Value of Non Energy Benefits	Present Value of Total Utility Costs in Time Zero	Present Value of Total Resource Costs in Time Zero	Present Value Therm Savings in Time Zero	Present Value of Non Energy Benefits in time Zero	Utility Cost Test: Benefit Cost Ratio	Total Resource Cost Test: Benefit Cost Ratio Without Conservation Credit	Total Resource Cost Test: Benefit Cost Ratio With Conservation Credit
G203	Low Income WX	21	Varies by Measure	18,815	\$ 66,666	\$ 201,432	\$ -	\$ 201,432	\$ -	\$ 268,098	\$ 268,098	\$ -	\$ 248,699	\$ 248,699	\$ 188,549	\$ -	0.76	0.76	0.83
G214	Residential Space Heat	18	Varies by Measure	531,650	\$ 308,278	\$ 1,287,500	\$ 1,880,650	\$ 3,165,150	\$ -	\$ 1,595,778	\$ 3,476,428	\$ -	\$ 1,480,314	\$ 3,224,887	\$ 5,048,278	\$ -	3.41	1.57	1.72
G214	Residential Appliances 1	14	Varies by Measure	32,732	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 38,936	\$ -	0.00	0.00	0.00
G214	Residential Showerheads	10	Varies by Measure	145,116	\$ 76,215	\$ 310,900	\$ 417,900	\$ 728,800	\$ -	\$ 387,115	\$ 805,015	\$ 4,224,960	\$ 359,105	\$ 746,767	\$ 585,754	\$ 3,919,258	1.63	6.03	6.11
G214	Web Enabled Thermostats	20	Varies by Measure	54,000	\$ 68,443	\$ 255,000	\$ -	\$ 255,000	\$ -	\$ 323,443	\$ 323,443	\$ -	\$ 300,040	\$ 300,040	\$ 543,678	\$ -	1.81	1.81	1.99
G214	Single Family Retrofit-Wx	5	Varies by Measure	432,015	\$ 417,320	\$ 2,754,225	\$ 9,740,050	\$ 12,494,275	\$ -	\$ 3,171,545	\$ 12,911,595	\$ 287,254	\$ 2,942,064	\$ 11,977,361	\$ 5,046,921	\$ 266,469	1.72	0.44	0.49
G214	Home Energy Reports	2	Varies by Measure	0	\$ 26,351	\$ 18,340	\$ -	\$ 18,340	\$ -	\$ 44,691	\$ 44,691	\$ -	\$ 41,457	\$ 41,457	\$ -	\$ -	0.00	0.00	0.00
G215	EnergyStar Manufactured Home	30	Varies by Measure	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-
G215	Single Family New Construction	30	Varies by Measure	0	\$ 36,974	\$ -	\$ -	\$ -	\$ -	\$ 36,974	\$ 36,974	\$ -	\$ 34,299	\$ 34,299	\$ -	\$ -	-	-	-
G217	Multifamily Existing	10	Varies by Measure	107,542	\$ 157,022	\$ 342,023	\$ 299,290	\$ 641,312	\$ -	\$ 499,044	\$ 798,334	\$ 908,077	\$ 462,936	\$ 740,570	\$ 630,948	\$ 842,372	1.36	1.99	2.07
G218	Multifamily New Construction	10	Varies by Measure	147,072	\$ 208,703	\$ 412,172	\$ 70,425	\$ 482,597	\$ -	\$ 620,874	\$ 691,299	\$ -	\$ 575,950	\$ 641,279	\$ 701,310	\$ -	1.22	1.09	1.20
Total Residential Efficiency Programs				1,468,942	\$ 1,365,571	\$ 5,561,591	\$ 12,406,315	\$ 17,986,906	\$ -	\$ 6,947,562	\$ 19,355,577	\$ 5,420,291	\$ 6,444,653	\$ 17,955,359	\$ 12,764,375	\$ 5,028,099	1.98	0.99	1.06
G205	Commercial / Industrial Retrofit	17	Varies by Measure	381,000	\$ 1,031,480	\$ 1,013,200	\$ 455,206	\$ 1,468,406	\$ -	\$ 2,044,680	\$ 2,499,886	\$ -	\$ 1,896,735	\$ 2,319,004	\$ 3,202,156	\$ -	1.69	1.38	1.52
G251	Commercial/Industrial New Construction	24	Varies by Measure	150,000	\$ 106,236	\$ 500,000	\$ 204,225	\$ 704,225	\$ -	\$ 606,236	\$ 810,461	\$ -	\$ 562,371	\$ 751,819	\$ 1,567,074	\$ -	2.79	2.08	2.29
G208	Resource Conservation Manager	3	Varies by Measure	500,000	\$ 536,260	\$ 100,000	\$ 185,714	\$ 285,714	\$ -	\$ 636,260	\$ 821,974	\$ 285,714	\$ 590,223	\$ 762,499	\$ 807,117	\$ 265,041	1.37	1.41	1.51
G261	Energy Efficient Technology Evaluation	NA	NA	0	\$ 20,000	\$ -	\$ -	\$ -	\$ -	\$ 20,000	\$ 20,000	\$ -	\$ 18,553	\$ 18,553	\$ -	\$ -	0.00	0.00	0.00
G262	Commercial Rebates			580,881	\$ 121,501	\$ 577,338	\$ 181,193	\$ 758,531	\$ -	\$ 698,839	\$ 880,032	\$ -	\$ 648,274	\$ 816,356	\$ 1,660,557	\$ -	2.56	2.03	2.24
G262	Small Business Direct Install	6	Comm Water Heat	9,365	\$ 27,770	\$ 3,663	\$ -	\$ 3,663	\$ -	\$ 31,433	\$ 31,433	\$ -	\$ 29,158	\$ 29,158	\$ 21,339	\$ -	0.73	0.73	0.81
G262	Commercial Kitchen/Laundry	10	Varies by Measure	164,836	\$ 34,145	\$ 207,830	\$ 160,028	\$ 367,858	\$ -	\$ 241,975	\$ 402,003	\$ -	\$ 224,466	\$ 372,915	\$ 648,865	\$ -	2.89	1.74	1.91
G262	Commercial Direct Install	6	Comm Water Heat	391,180	\$ 22,992	\$ 343,315	\$ -	\$ 343,315	\$ -	\$ 366,307	\$ 366,307	\$ -	\$ 339,802	\$ 339,802	\$ 919,830	\$ -	2.71	2.71	2.98
G262	Commercial HVAC	8	Comm Space Heat	15,500	\$ 36,595	\$ 22,530	\$ 21,165	\$ 43,695	\$ -	\$ 59,125	\$ 80,290	\$ -	\$ 54,847	\$ 74,480	\$ 70,523	\$ -	1.29	0.95	1.04
Total Commercial Programs				1,611,881	\$ 1,815,477	\$ 2,190,538	\$ 1,026,338	\$ 3,216,876	\$ -	\$ 4,006,015	\$ 5,032,353	\$ 285,714	\$ 3,716,155	\$ 4,668,231	\$ 7,236,904	\$ 265,041	1.95	1.61	1.76
NEEA Gas Market Transformation Study				NA	NA	0	\$ 738,000	\$ -	\$ -	\$ -	\$ 738,000	\$ -	\$ 684,601	\$ 684,601	\$ -	\$ -	0.00	0.00	0.00
Total Regional Programs																			
G249	Commercial Home Energy Reports Pilot	1	Flat	0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-	-	-
G249	Residential Home Energy Report Expansion	2	Flat	0	\$ 158,026	\$ 75,875	\$ -	\$ 75,875	\$ -	\$ 233,902	\$ 233,902	\$ -	\$ 216,977	\$ 216,977	\$ -	\$ -	-	-	-
Total Pilots																			
Customer Engagement & Education																			
Energy Advisors										\$ 158,556	\$ 158,556	\$ -	\$ 147,083	\$ 147,083	\$ -	\$ -	-	-	-
Events										\$ 81,547	\$ 81,547	\$ -	\$ 75,647	\$ 75,647	\$ -	\$ -	-	-	-
Brochures, non program-specific										\$ 12,752	\$ 12,752	\$ -	\$ 11,830	\$ 11,830	\$ -	\$ -	-	-	-
Education										\$ 11,627	\$ 11,627	\$ -	\$ 10,785	\$ 10,785	\$ -	\$ -	-	-	-
Web Experience																			
Customer Online Experience										\$ 84,045	\$ 84,045	\$ -	\$ 77,964	\$ 77,964	\$ -	\$ -	-	-	-
Market Integration										\$ 44,648	\$ 44,648	\$ -	\$ 41,417	\$ 41,417	\$ -	\$ -	-	-	-
MyData (Automated Benchmarking System)										\$ 26,404	\$ 26,404	\$ -	\$ 24,494	\$ 24,494	\$ -	\$ -	-	-	-
Programs Support - Data and Systems Services										\$ 121,592	\$ 121,592	\$ -	\$ 112,794	\$ 112,794	\$ -	\$ -	-	-	-
Programs Support - Program Development										\$ 49,507	\$ 49,507	\$ -	\$ 45,925	\$ 45,925	\$ -	\$ -	-	-	-
Rebates Processing										\$ 110,214	\$ 110,214	\$ -	\$ 102,239	\$ 102,239	\$ -	\$ -	-	-	-
Energy Efficient Communities										\$ 200,854	\$ 200,854	\$ -	\$ 186,321	\$ 186,321	\$ -	\$ -	-	-	-
Trade Ally Support										\$ 12,792	\$ 12,792	\$ -	\$ 11,866	\$ 11,866	\$ -	\$ -	-	-	-
Total Portfolio Support																			
Conservation Supply Curves										\$ 29,397	\$ 29,397	\$ -	\$ 27,270	\$ 27,270	\$ -	\$ -	-	-	-
Strategic Planning										\$ 23,663	\$ 23,663	\$ -	\$ 21,951	\$ 21,951	\$ -	\$ -	-	-	-
Market Research										\$ 47,246	\$ 47,246	\$ -	\$ 43,828	\$ 43,828	\$ -	\$ -	-	-	-
Program Evaluation										\$ 313,714	\$ 313,714	\$ -	\$ 291,015	\$ 291,015	\$ -	\$ -	-	-	-
Verification Team										\$ 68,399	\$ 68,399	\$ -	\$ 63,450	\$ 63,450	\$ -	\$ -	-	-	-
Total Research & Compliance																			
Grand Total All Gas Programs																			
				3,080,823	\$ 4,077,475	\$ 7,848,004	\$ 13,434,653	\$ 21,279,657	\$ -	\$ 13,322,436	\$ 26,757,089	\$ 5,706,005	\$ 12,358,475	\$ 24,821,047	\$ 20,021,278	\$ 5,293,140	1.62	1.02	1.10

1. The electric residential appliance program offers clothes washers that save both gas and electricity. The bulk of the savings is electric savings. Therefore, the gas savings are simply an extra non-electric benefit of the program. This is why there are gas savings with no program incentives, overhead, or customer costs.

Load shapes include: Lighting, Space Heat, Water Heat, Refrigeration, Commercial Cooking, Plug Load

"Time Zero" means the current year. "Time Zero" means the current year. "Time Zero" means the current year. "Time Zero" means the current year.



Energy Efficiency

Exhibit 3

2015

Program Details



**PUGET
SOUND
ENERGY**

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INTRODUCTION

Exhibit 3: Program Details provides discussion about PSE’s Energy Efficiency department conservation programs, functions and activities, including those that do not have an associated Conservation Schedule. Exhibit 3 is associated with PSE’s Annual And Biennial Conservation Plans, and is continually updated at appropriate intervals throughout the year. The contents of Exhibit 3 are developed to be consistent with the applicable 2013 Order 01 conditions provided in Docket No. UE-132043, and sections A through J and L of the 2010 Electric Settlement Agreement in Docket number UE-100177, including but not limited to:

- (3)(a)(vi)(1) Discussion of efficiency marketing efforts,
- (3)(a)(vi)(2) Discussion of Incentives,
- (5) Program Details filings,
- (7) Discussion of Program Design Principles.

Although not required by EIA-related Orders, The Exhibit 3 program details also include gas program discussions. This is consistent with the Commission’s recommendations in its Policy Statement on the Evaluation of the Cost Effectiveness on Natural Gas Conservation Programs in Docket No. UG-121207.

Associated Documents

As a part of its 2015 Annual Conservation Plan (ACP) filing, PSE includes several documents associated with Exhibit 3. It is noteworthy that Exhibit 3 may be updated and filed, consistent with condition (5) when there are major program updates. Additional documents, updated for 2015, included with the ACP are:

Budget and savings (both gas and electric) order number details	Exhibit 1
Cost Effectiveness Calculation Tables	Exhibit 2
List of Measures, Incentives and Eligibility	Exhibit 4
Northwest Energy Efficiency Alliance (NEEA) Plan	Exhibit 10

Program Details

Following each program's title is the corresponding Conservation Schedule number. A number preceded by an "E" indicates that this is an electric Schedule. Similarly, a number preceded by a "G" indicates that this is a natural gas Schedule. All conservation programs have the same Conservation Schedule number for both natural gas and electric service.

Program Detail Revisions

As has been its standard business management practice, consistent with Total Quality Management principles, PSE makes adjustments to its conservation offerings, delivery methods, marketing, incentives, and other elements of its programs on a periodic basis. This ensures that PSE anticipates and adapts to customer demand, market trends, and is positioned to achieve aggressive conservation savings targets. Consistent with condition (8)(a), the Conservation Resource Advisory Group (CRAG) were presented with draft copies of Exhibit 3: Energy Efficiency Program Details prior to the filing of the final draft with the Washington Utilities and Transportation Commission (UTC) on November 1, 2014.

Following this filing, any subsequent filings will be provided to the CRAG in their "mark-up" version prior to UTC filings, per condition (5).

Program Details Organization

The organization of program detail discussions aligns with that of Exhibit 1: budgets and savings.¹ This facilitates easy reference from a program's budget to its description, marketing plan, incentive offerings, etc.

¹ One exception is in the Residential Energy Management's Residential Business-to-Business Channel, as discussed in the REM introduction.

Document Contents

All program details within this Exhibit were updated to reflect the most accurate representation of their planned 2015 offerings and services. Most Program Details² contain the program's:

- Purpose,
- Description,
- Customer Experience,
- Target Market,
- Customer Incentives,
- Marketing Plan,
- Outreach Plan.

Contractor Alliance Network

Many Energy Efficiency programs, including those in the Residential Dealer Channel and Business sectors, work in partnership with select contractors to implement large, costly, or complex measures for customers. The Company provides this valuable service as a part of PSE's Contractor Alliance Network (CAN). This strategic trade ally platform allows PSE to efficiently manage and effectively leverage its trade ally relationships to help customers achieve their energy efficiency goals. Many customers often lack the budget, time, and expertise to make energy efficiency decisions. Customers need help navigating the highly technical and costly retrofit process, which often discourages the early replacement of energy-intensive systems.

When replacement is necessary, the customer is often unequipped to make an informed decision to install more efficient products. Customers trust PSE as a key resource in these situations, and the Contractor Alliance Network allows PSE to connect customers with pre-screened, independent trade allies committed to helping them make safe, dependable and efficient energy choices that align with PSE's efficiency programs.

² Residential Energy Management and Business Energy Management sectors only. Portfolio Support and Research & Compliance functions and Other Electric Programs may exclude *Target Market*, *Customer Incentives* or *Marketing Plan* sections.

RESIDENTIAL ENERGY MANAGEMENT

Low Income Weatherization

Schedules E/G 201

The Low Income Weatherization program is included in the Residential Business-to-Business Channel. This is primarily because the majority of customer-facing contact for this organization is through low-income agencies throughout the PSE territory. The program discussion is presented here to maintain the numerical sequence of the Conservation Schedules, as also presented in *Exhibit 1: Savings and Budgets*. The remainder of the Residential Business-to-Business programs (Multifamily Existing and Residential New Construction) are discussed following the Residential Fuel Conversion (Schedule E216) program on page 25.

Purpose

The Low Income Weatherization program assists low-income residential customers to improve the energy efficiency of single family residences, multifamily structures and manufactured/mobile homes.

In 2015, the goal of Puget Sound Energy's Low-Income Weatherization Program will be to continue to lessen the energy-cost burden of lower-income customers by improving the energy efficiency of their residences and educating these consumers on routine ways to reduce their energy use and costs.

Program efforts will build on the existing model and extend the partnerships with assistance agencies as well as leverage other PSE programs for lower-income customers to include safety awareness and bill-payment assistance.

Description

Key stakeholders are low-income customers with electric and natural gas service; county and municipal low-income weatherization agencies in the PSE service area, Washington State Department of Commerce ("Department of Commerce" or "Commerce"), and participating weatherization contractors and suppliers. Residential Low Income Weatherization provides funding of many cost-effective home weatherization Measures for low-income customers receiving natural gas and/or electric service from PSE to heat their homes. Funds are used for single-family, multi-family and mobile home residences. Some Measures which do not meet standard cost-effectiveness tests may also be approved.

In addition, this program provides funding for energy-related repairs and energy education. An energy-related repair is a repair that is necessary (1) to install a weatherization Measure properly, (2) to protect the health and/or safety of the occupants, (3) to address an existing problem that weatherization could aggravate or (4) to protect the integrity of the installed Measure. Examples include but are not limited to:

- Repair roof leaks,
- Electrical inspection and repairs,
- Mold/mildew remediation,
- Rodent, insect and pest extermination,
- Bath and kitchen ventilation upgrades,
- Furnace or water heater repairs or replacement.

Sources of Low Income Weatherization funding include, but are not limited to the Electric Program Conservation Service Rider and the Natural Gas Conservation Service Rider, Company funds, BPA credits or other federal or state government programs.

For those funds that must meet a cost-effectiveness standard, up to 30 percent **may** be applied to energy-related repairs that are necessary to effect the installation of other cost-effective Measures. The final percentage allocated will be determined **according to** the overall program cost-effectiveness.

Effective Program Awareness and Outreach

Through informal evaluations and feedback, PSE has discovered that awareness of the Low-Income Weatherization Program and its benefits vary widely, reflecting the range of customers—urban or rural—and specific barriers, such as language.

Since one size does not fit all, during the 2015 program PSE plans to strengthen outreach by using customer segmentation analysis to become more familiar with the demographic variables affecting the decision making to adopt home weatherization, and adjust the outreach accordingly.

PSE also needs to grow more effective at making lower-income and non-English speaking consumers aware of electric and natural gas safety and the availability of funds to assist them with paying their utility bills, the Low-Income Weatherization Program will help facilitate coordination efforts and information sharing to provide a comprehensive outreach approach.

Target Market

Low-income customers including owners and tenants of single family, multi-family, manufactured or mobile homes that meet federal poverty guidelines issued by The Washington State Department of Commerce and natural gas and/or electricity from PSE.

Low Income agencies are contracted with PSE to perform customer income eligibility, manage the installation, and track and report projects to PSE.

Customer Incentives Overview

All Structures

Funding for Measures and customer eligibility are outlined in PSE's conservation Tariffs. Funding is disbursed to local agencies. Payments are based on incentives for Measures installed. Local agencies are permitted fixed percentages for administrative costs under the existing tariff.

Under the Matchmaker Agreement with Department of Commerce, PSE's low-income Tariff-based funding may be combined to support a "whole house" approach for structures.

Applicable Low Income Measure category headings include, but are not limited to:

- Building envelope Improvements,
- Heating system upgrades,
- Water heating upgrades,
- Lighting upgrades,
- Appliance replacement,
- Common area upgrades.

Measure incentive eligibility criteria are based on, but not limited to, established, industry-standard cost effectiveness tests, structure type and its location within the PSE service territory, fuel type (gas or electric), product type and product quantity. A detailed list of Energy Efficiency Measures, Incentives and Eligibility are included in this Annual Conservation Plan as Exhibit 4.

Retrofit-- Multi-Family

Prescriptive incentives will be applied to Measures installed within units of multi-family residences. In addition to this, calculated commercial Measures are made available for common area Measures. All calculated incentives will be evaluated using currently accepted PSE commercial engineering calculations. Agencies will determine the multi-family common area project and send a proposal to PSE for review. Incentives will be approved by PSE and funding provided directly to agencies.

Marketing Plan

The Low Income Weatherization program is a highly prescribed program that relies on its partner housing agencies to deliver its offering to eligible low-income homeowner participants.

The primary marketing objective is to elevate program awareness to participating customers and end-user opportunity among key housing agencies' administrators.

PSE will continue to build on and extend the partnership with assistance agencies. Where appropriate, PSE will seek public forums to be a visible advocate on behalf of lower-income energy customers.

PSE provides a weatherization program brochure, which explains the program and basic eligibility requirements, and lists the agency contact phone numbers. This brochure is normally available to customers during public events in which PSE participates. The brochure is distributed to local agencies serving the low-income population. Any additional promotions will be done in close coordination with local agencies.

Partner Marketing with Housing Agencies

The key strategy will be to continue to encourage Housing Agency Administrators to move applications swiftly and smoothly through the approval process, and to identify LIW opportunities to eligible candidates. This will require a communications program that delivers the current information to them about LIW features and benefits as well as technical program provisions. There will also be effort to passively deliver collateral through this channel on other single family residential offerings and energy efficiency tips that could be helpful to candidates on the waiting list.

This effort must also allow for peer recognition and results accomplishment to motivate administrators to push program opportunity whenever suitable.

- Biannual newsletter,
- Annual forum,
- Updated LIW brochure (multiple languages),
- Leave behind collateral,
- Enhanced presence and content on Web,
- Increased collaboration among other low-income programs and services,
- Continuous review and effectiveness assessment.

Outreach Plan

The Energy Efficient Communities team develops and implements outreach strategies to promote PSE's residential and commercial energy efficiency programs and services.

The outreach strategy for the Low Income Weatherization will work with customers and with business partners. The Outreach Team will provide customers with information about applicable products and services that PSE provides, and help deliver information to property managers/owners and contractors. This will be done through a variety of outreach mechanisms, including multi-family complex open houses, Low Income customer EE program awareness campaigns, community events, presentations, and internal PSE employee trainings. The Energy Efficient Communities Team will work with the program team lead and marketing to identify ways to reach Multifamily partners in conjunction with other mass marketing strategies developed for Retail and Dealer channels. Low Income Customer EE program awareness campaigns will include, but will not be limited to:

- Leave behinds for weatherization customers.
- Direct mail "thank you" with additional resources information for customers receiving services.
- Recognition program for service agencies, including messaging to Washington Department of Commerce.
- Support of Washington State messaging around National Weatherization Day..

Single Family Existing

Schedules E/G 214

Purpose

The Single Family Existing program acquires cost-effective energy savings from existing single-family (less than or equal to four units on a parcel) retrofit Measures and services.

Description

Single Family Existing programs implement cost effective, targeted, residential energy savings using a menu of prescriptive and calculated efficiency Measure incentives, including rebates for single family existing structures. Existing single family structures are defined as residential dwellings which include; structures with four or less units that are attached by a contiguous roofline, manufactured or factory built homes permanently affixed to a concrete foundation, and manufactured or factory built homes that are transportable. Single family existing residences exclude structures that are currently under construction. Prescriptive rebates are intended to facilitate participation by customers, contractors, manufacturers, retailers, developers, trade allies, and provide administrative efficiencies for PSE in meeting energy efficiency goals.

Note: Multifamily campuses which have a mixture of existing residential building types, including buildings with four attached residential units or less, are served under the Multi-Family Retrofit Program; schedules E217 & G217.

Rebates and incentives offered to eligible natural gas and/or electric PSE Single Family Existing customers include a variety of end-use classifications, not limited to:

- Compact Fluorescent Lighting including CFL lamps and CFL fixtures.
- Light-Emitting Diode (LED) lighting including A-line, BR-30, downlight, MR-16, and candelabra.
- Consumer Electronics, including but not limited to occupancy sensors and advanced power strips, and through PSE's partnership with NEEA.
- Appliances—including refrigerators, freezers, clothes washers, heat pump dryers, and through PSE's partnership with NEEA.
- Retail, online, and engagement LEDs and showerheads.

- Refrigerator and Freezer Decommissioning – both secondary and primary units.
- Refrigerator and Clothes Washer Replacement – focus on older inefficient models to encourage early retirement.
- Weatherization, including windows, insulation air and duct sealing.
- Space heating including hydronic systems, high efficiency furnaces, high efficiency boilers, high efficiency fireplaces, heat pumps, and system controls, such as web-enabled thermostats.
- Water heating, including tank water heaters, heat pump water heaters, and efficient showerheads.

Incentive amounts and savings values are regularly reviewed and are based on regionally accepted energy savings estimates and incremental efficiency Measure cost. Incentives may be subject to change in response to revisions in savings estimates, average incremental cost, market conditions, or changes in Federal appliance efficiency standards or State codes.

Customer Experience

Single Family Existing programs are built around the goal of providing an excellent customer experience by removing barriers to participation, serving under-represented populations within PSE service territory and ensuring clear and accurate communication. Single Family Existing programs work toward re-engineering the value chain by providing the customer with choices that will assist them in managing their energy costs and easy access to the information that they will need to be successful in using less energy.

Direct-to-Consumer Channel

The Direct-to-Consumer Channel focuses on services targeted to a wide variety of retail and manufacturer entities, including but not limited to “big box” chains, drugstore/grocery chains, warehouse stores, online retailers, and other local and independent resellers. The Channel also manages a PSE-branded online store, ShopPSE (<http://PSE.com/shippse>).

The Channel manages several programs—most of which are consumer-oriented—including refrigerator decommissioning, showerheads, appliances, electronics, and of course, energy efficient lighting. This Channel also collaborates on consumer electronics and select appliances through PSE’s funding relationship with NEEA. The Direct-to-Consumer Channel operates primarily within the structure of Schedule 214; Single Family Existing.

Residential Direct-to-Consumer Programs

These programs collaborate with retailers and manufacturers of energy efficient products – such as lamps, light fixtures, showerheads, electronics, and appliances such as, but not limited to, water heaters, primary heating equipment, clothes washers, refrigerators and freezers – to ensure that customers have access to a wide variety of efficient product options. The Direct-to-Consumer Programs provides incentives and promotions for efficient products to PSE’s residential customers through agreements with retailers and/or manufacturers

When advantageous to do so, PSE may purchase energy-efficiency products directly from manufacturers or distributors to resale to customers or provide to retailers for resale. This may occur at either traditional or online stores, including ShopPSE. PSE also provides field services to educate retail employees on its products, detail qualifying product, and ensure compliance with PSE agreements.

Select Programs & Measures to highlight for 2015:

Induction Lighting

In addition to CFL and LED lighting, induction lighting gives customers the same familiar shape and light as the incandescent bulb while still providing energy savings. Induction lighting technology is a long-lived and inexpensive technology that uses a magnetic field – not a filament or an electrode – to generate light.

Refrigerator & Freezer Decommissioning

This program provides customers with a means to safely dispose of their unwanted refrigerators and freezers while receiving an incentive for removing a potentially high-energy usage appliance from service. Decommissioning prevents the product from continued circulation in the secondhand marketplace and is applicable to primary and secondary units.

Refrigerator Replacement – older inefficient models

This program encourages customers to replace their old, inefficient primary refrigerator with a basic, efficient model while allowing PSE to remove, decommission and recycle their former unit. This program will be open to all customers as market research has shown that less than 10 percent of customers still use an older refrigerator as their primary unit.

These customers tend to be limited to rural, low-income and ethnic populations due to these segments' likelihood to a) not replace their refrigerator until it breaks, and b) replace their unit with a least-cost option (oftentimes a used, older unit). PSE will pay for the cost of the new unit, as well as delivery and installation, and for the decommissioning and recycling of the old unit.

Clothes Washer Replacement – older inefficient models

Like refrigerator replacement, this program encourages customers to replace their old, inefficient clothes washer with a basic, efficient model while allowing PSE to remove, decommission and recycle their former unit. PSE will pay for the cost of the new unit, as well as delivery and installation, and for the decommissioning and recycling of the old unit.

Heat Pump Dryers

PSE, in partnership with NEEA, is currently assessing the market, before offering this measure within 2015.

Similar to other heat pump technology the hot, humid air is passed through a heat pump where the cold side condenses the water vapor into a drain pipe and the hot side reheats the air afterwards for re-use. Heat pump dryers can use up to 50% less energy required by traditional dryers.

Home Energy Reports

Home Energy Reports are customized reports mailed directly to PSE customers that help each residential customer better understand their home electric and gas consumption, motivate them to conserve and provide targeted calls to action tailored to help each customer save money and improve energy efficiency. This continues communication to its customers in new ways, providing them with an energy conversation with PSE.

The reports achieve this through these core features:

- Comparison to neighbors: Homeowners will be able to see how their energy use compares to similar-sized homes in their neighborhood. Only the homeowner will see personal information. Comparisons are drawn from geographic and structural characteristics, including square-footage, heat-type, and proximity to compared homes.
- Progress tracker: Homeowners will also see how their energy use changes over time, so they can see trends in energy use and impacts from changed behavior or structural improvements.
- Personalized energy-efficiency tips: On each report, Homeowners receive tips chosen specifically for them based on energy use and the characteristics of the home. The tips are characterized as no cost, low cost and investment level changes in home habits and upgrades.

The initial pilot, launched in the third quarter of 2008, included 40,000 combined gas and electric single family households. In 2014, the Home Energy Reports program was expanded to an additional 100,000 households. This expansion is discussed further under the pilot section of this Exhibit.

Web-Enabled Thermostat

PSE is currently awaiting the results of a savings evaluation, which is due within the first half of 2015, before resuming this program offering within 2015.

A web-enabled thermostat management solution to optimize customers' space heating system by combing the latest thermostat technology with behavioral tools that customers have come to easily interact with in other social applications in their life. The result will be a fully installed pre-programmed system that will engage customers with a user interface that is easier to understand and control, helping reduce their energy usage while maintaining their comfort.

Advanced Power Strips

An Infrared (IR) sensing advanced power strip is installed with a home entertainment system. This device disconnects power to all devices after a set period with no IR signal.

Marketing Plan

The objectives for the Direct-to-Consumer Channel's 2015 marketing strategy are to help achieve respective program targets, educate customers about energy efficient products and offers, and find new ways to reach customers who may not have participated in PSE's programs before.

With legislative activity around the lighting industry, it is more important than ever to have clear messaging about which products PSE recommends (and rebates) for customers and how they differentiate.

As CFL bulb use continues towards a saturation point, PSE will also need to get creative about its lighting promotions, such as targeting low income and hard to reach populations.

Customer clarity and convenience are a major theme for this channel in 2015 as PSE looks to remove barriers to participation. This will focus on delivering effective customer value through utilizing market research intelligence.

PSE continues to focus on thoroughly testing tactics, assessing successes, refining as needed, and testing again based upon results. This requires investing in consumer psychology and behaviors that includes working with experts in the field, both internally and externally. PSE wants to know that what it is doing is working and is delivering impactful customer value.

By fully utilizing its market research capabilities, PSE analyzes research data and gather customer opinions on buying habits that help refine its outreach methods. Another integral tactic is multi-channel or cross marketing with other channel initiatives that target a similar audience.

PSE's retail and manufacturer network also provides supplemental avenues for messaging customers with the product directly in front of them and in the prime store locations where they are most likely to see it. It also provides real-time ways for them to interact with products within the retail store and for customers to read about them online including prior customer product reviews.

By collaborating closely with retail and manufacturer partners, PSE can reach customers when they are in the most likely position to make a purchasing decision and influence them to choose energy efficient products. Several new media tactics will be entertained as they are applicable to program objectives.

Here are some of the top marketing strategies, by program, PSE has identified for 2015:

Lighting

- Simplify the in-store and online buying process with informative point-of-sale materials, which may include PSE messaging on the product packaging itself.
- Increase awareness of the variety of quality products on the market. Provide pathway for customers to read product reviews.
- Engage PSE's customers in-person and online with CFL and LED bulbs as an education entry into the most energy-efficient lighting on the market. Online engagement may happen through ShopPSE (<http://PSE.com/shoppse>).
- Continue to educate customers both directly and through the retail sales associates engaging them within the stores on the best energy-efficiency lighting products on the market
- Store and online merchandising to make prime store real estate an energy-efficiency destination that would encourage the Interaction with products and encouragement of impulse purchases.
- In collaboration with retailers and manufacturers, provide limited-time-offers to leverage rebate and product pricing structure that would be more likely to get customers to buy.

Appliances & Consumer Electronics

- Increase awareness of rebate offerings, so that when it comes time to make the critical purchase, customers know all the options available.
- Marketing activities that center around PSE rebates on the most-efficient appliances on the market, which may include limited-time-offers.
- Continue to encourage customers to recycle old, inefficient appliances.
- Make the connection for customers that their electric utility provides appliance recycling, which is not a logical conclusion for most people.

Showerheads

- Communicate variety of purchasing options to customers and streamline the process with clear point-of-sale materials and improved online functionality.

- Engagement of PSE's customers with a quality high-efficiency showerhead. This outreach occurs at engagement events throughout its electric and electric-natural gas combined service territory. Unlike the direct-mail delivery, this delivery gives PSE a personal touch where it is able to answer customer questions and engage in other energy-efficiency messages. Fulfillment of an engagement showerhead may happen online through ShopPSE.
- Partner with retailers and manufacturers to provide the best customer value such as, but not limited to; limited-time-offers and merchandising activities.

Incremental marketing strategies:

- Get customers to the retail stores, both in-person and online, and once there engage them to buy energy-efficiency products that meet PSE's programs. This includes the advertising of PSE's online store, ShopPSE (<http://PSE.com/shoppse>).
- While shopping, provide customers with a positive interaction with energy-efficiency, even if only for a moment.
- Promote comfort and convenience across all offerings.
- Integrate low income program components wherever possible.

Outreach Plan

The Energy Efficient Communities team (EEC) develops and implements outreach strategies to promote PSE's residential and commercial energy efficiency programs and services.

The Direct-to-Consumer Channel's focus is on "quality over quantity of programs and measures." The channel intends to focus on delivering effective customer value through utilizing market research intelligence, measured testing, assessment, refinement, and testing once more based on results. This approach ensures that retail strategy and company strategy are aligned, particularly with respect to PSE's established process of providing customer outreach to locations of opportunity within PSE's service territory.

The outreach strategy for the Direct-to-Consumer Channel mirrors this shifting alignment. In order to match the Channel's need to assess and refine program initiatives, the Energy Efficient Communities team will prioritize outreach tactics which will get program information and energy efficient products directly into customer hands. This will be done using strategies such as community blitzes, contests, open houses, community events, promotion of limited time offers (LTOs), community presentations, door to door engagement, and internal PSE employee training.

- Because the Energy Efficient Communities team has line of sight to the needs of other channels and departments, the team will work with marketing to ensure that outreach strategies and mass-marketing strategies complement each other to maximize visibility and customer engagement. Additionally, the EEC team will work to leverage partnerships with other PSE departments to present a more coordinated effort to its customers.

Overall Direct-to-Consumer Channel outreach strategies:

- Promote appliance, showerhead, and lighting rebates and limited time offers at applicable community events.
- Working to ensure in-store promotional events are fully staffed.
- Host community informational events.
- Direct to customer/door to door outreach promoting. Direct-to-Consumer programs, as well as engagement with community partners who can help spread the word through their communication channels.

Dealer Channel

The Dealer Channel's target market constituency consists primarily of resellers and contractors that sell, install, and service HVAC systems, water heating systems, windows and insulation, as standalone measures, or through comprehensive Home Performance activities that may include home energy assessments, audits and all-inclusive home retrofit services. The Dealer Channel operates primarily within the structure of Schedule 214; Single Family Existing. Programs within this channel are delivered to customers mostly through contractors.

HomePrint™

HomePrint™ Assessments provide customers with a FREE in-home service performed by a PSE qualified independent HomePrint™ Specialist. The program is intended to increase the awareness of customers regarding their home's energy consumption and identify cost-effective ways to use less energy. Additionally, customers benefit from instant energy savings from the direct installation or distribution of leave-behind high-efficiency products to include, but not limited to, light bulbs and showerheads.

Weatherization

The weatherization program oversees the "shell" of residential structures; installation of windows, insulation, air and duct sealing. There are a wide variety of duct sealing offerings, some directed specifically to mobile homes, while other focus on site-built residences.

Space and Water Heating

The program manages incentives and installations of heating and water heating systems, including but not limited to gas furnaces and boilers, heat pumps, hydronic systems, and domestic water heaters.

Target Market

The target market for this program includes, but is not limited to single family property owners or tenants, service contractors, retail partners, efficiency equipment suppliers, distributors and manufacturers.

Customer Incentives

Eligibility criteria are based on established cost effective tests. The incentives are effective January 1, 2015. A list of all requirements for incentive eligibility and participation can be found on individual incentive or program application forms. PSE's Energy Efficiency Services maintains a comprehensive list of approved conservation Measures in its List of Measures, Incentives, and Eligibility. The Company reserves the right to adjust incentives based on market variables.

Applicable Energy Efficiency Incentive Measure category headings include, but are not limited to:

- Weatherization,
- Space Heating,
- Showerheads,
- Water Heating,
- Lighting and Electronics,
- HomePrint™ Assessment,

Marketing Plan

Dealer Channel

As PSE positions itself for 2015, it will renew its focus on the customer as part of the marketing strategy.

PSE will examine market potential through three separate lenses:

- Telescope: with this view, PSE will be looking at the broad trends of the market within its service area to better anticipate customers' needs related to energy efficiency.
- Binoculars: this view will allow increased focus on the backdrop of market activity, identifying how PSE's customers are interacting, where they're obtaining information and through which preferred channels. This will allow for a more integrated view of the customer decision journey, which will improve marketing cost-effectiveness and program transactions.

- **Microscope:** this close-up view will provide more personalization with the customer and provide the ability to humanize the value proposition. Ultimately, PSE's interaction with customers will be; immediate ("now"), valuable ("I can"), relevant ("for me"), and easy ("that's simple").

With the use of data analytics and the propensity modeling pilot PSE implemented in 2013, it will continue to strive for a more targeted campaign delivery. PSE will also be utilizing other technology from vendors to achieve the different perspectives (as noted above) to help achieve target goals and enhance the customer experience.

PSE will continue to collaborate with the Direct-to-Consumer channel in developing strategic, integrated customer merchandising plans. PSE's Contractor Alliance Network is also a crucial conduit to its customer and it intends to further enhance that interface component with complimentary incentive programs and limited-time offers.

PSE will be marketing Dealer Channel programs through a mix of both traditional and digital media. From a cost-effective standpoint, bill inserts and PSE.com home page banner ads will continue to be used, along with on-hold messaging. Social media still plays a viable part of building program awareness, through Facebook® and Twitter. As PSE tests/measures all paid media it will be utilizing to drive transactions and awareness for the Dealer Channel's incentive programs, it will be able to determine which specific deliverables will be most effective. These include; radio, TV, online, streaming services, transit, outdoor and sports marketing.

Here are some of the top marketing strategies, by program, PSE has identified for 2015:

HomePrint™ Assessment

- Continue to utilize a more targeted/customized follow-up mechanism with HomePrint™ Assessment recipients to increase action level of recommended efficiency retrofits.
- Drive cross-channel opportunities within its contractor network to supplement the program delivery.
- Drive participation from PSE's gas customers as PSE develops this new market opportunity.
- Conduct outreach activities in targeted neighborhoods to broaden the awareness of PSE energy efficiency programs.

Space Heating

- Continue to collaborate with manufacturers and retailers on targeted campaigns.
- Enhance customer awareness, through new media channels, on existing incentive programs such as high efficiency fireplaces and ductless heat pumps for electric customers.

Water Heating

- Continue to collaborate with manufacturers and retailers on targeted campaigns.
- Create deliverables on promoting integrated space and water heating systems.
- Enhance customer awareness, through new media channels, on existing incentive programs.

Weatherization

- Continue to build awareness/drive transactions on whole-house air sealing and PTCS duct sealing measures.
- Create enhanced marketing initiatives for windows using limited-time offers, and to reengage PSE's gas customers as it develops this new market opportunity.

Incremental marketing strategies:

- Facilitate the design and production of new program collateral as necessary.
- Continue to promote "Limited-Time-Offer" and "Matching Rebate" campaigns on various program measures.
- Drive customers to the CAN self-referral web page for all incentive programs.
- Integrate financing option messaging whenever appropriate.
- Continually strive to enhance the customer experience.

Outreach Plan

- The Energy Efficient Communities team develops and implements outreach strategies to promote PSE's residential and commercial energy efficiency programs and services.
- The outreach strategy for the Dealer Channel focuses on getting program information directly into customer and contractor hands. This will be done through a variety of outreach mechanisms, including community blitzes, contractor open houses and trainings, community events, limited time offer promotion, presentations, door-to-door engagement, and internal PSE employee training. The Energy Efficient Communities Team will work with Marketing to ensure that mass marketing strategies and outreach strategies complement each other to for desired visibility and customer engagement.

- All of these outreach strategies will be implemented recognizing the strict need for ensuring equity/fairness to customers and contractors alike throughout PSE’s entire service territory.
- Overall Dealer Channel outreach strategies:
 - Plan and execute local, community level events to promote HomePrint™,
 - Host local open houses to enroll additional contractors into the Contractor Alliance Network,
 - Select communities to deliver limited time offers in partnership with local contractors in the Contractor Alliance Network,
 - Deliver residential energy efficiency presentations to various community audiences,
 - Identify and recognize contractors for their contributions at the local level,
 - Host contractor trainings, networking events and informal “check ins” at local offices.

Single Family Fuel Conversion

Schedule E216

The Single Family Fuel Conservation program is included in the Dealer Channel suite of offerings, although it is listed in Conservation Schedule 216.

Purpose

Residential Energy Management's Fuel Conversion program acquires cost-effective electric energy savings from existing single-family (less than or equal to four units on a parcel) retrofit Measures and services by converting to natural gas customers who use electricity as the primary source for their space heat and/or water heat uses.

Description

The Company provides incentives for replacing existing electric forced-air or zonal space heating equipment and/or electric water heating equipment with high efficiency natural gas space heating equipment³ and/or high efficiency natural gas domestic water heating equipment.

Based on the Measure/product type and market factors, PSE may provide incentives to its customers at different points along the value chain. Market barriers vary dramatically from Measure to Measure; consequently PSE incentives may occur at the manufacturer, distributor, contractor, retailer or consumer level. Incentive amounts are based on regionally accepted energy-saving estimates and incremental efficiency Measure costs. These incentives may be subject to change in response to revisions in savings estimates, average incremental cost or changes in Federal appliance efficiency standards or State codes. Training, education and support by PSE for independent contractors, distributors, retailers, showrooms, sales associates, consumers and partnering organizations are foundational to the success of this program.

³ As outlined in the Company's Schedule 216, **Section 1, Availability/Eligibility**, the equipment to which the Customer is converting must be "highly efficient natural gas space and/or domestic water heating..."

Customer Experience

The Fuel Conversion program is built around the goal of providing an excellent customer experience by removing barriers to participation, educating customers on the reduced cost and increased reliability of the direct use of gas, and ensuring clear and accurate communication.

The Fuel Conversion program works toward re-engineering the value chain by providing the customer with choices that will assist them in managing their energy costs and easy access to the information that they will need to be successful in using less energy.

Target Market

The target market for the Fuel Conversion program is existing Single Family Electric Service customers on or near gas mains with specific annual electricity usage.

PSE estimates that approximately 10 percent of the customer base qualifies for the incentive, creating a finite and specialized niche for conversion opportunities. To date, the majority of conversions are water heater installations. Dealers indicate that 50-70 percent of the water heater conversions require relocation of the equipment to meet the efficiency code requirements. PSE incentives assist customers offset these relocation costs. Another opportunity requiring PSE focus is that of construction costs, such as meter installation and street restoration where natural gas lines aren't yet installed or require overhaul.

Customer Incentives

Fuel conversion incentives are prescriptive and based upon the Measure type installed and the kWh usage the Measure offsets. Eligibility criteria are based on established cost effective tests and prior electrical usage as primary heating source for space and/or water heating. The incentives are effective January 1, 2015. A list of all requirements for rebate eligibility and participation can be found on individual rebate or program application forms.

Applicable Existing Single Family Premises Measure category headings include, but are not limited to:

- Space Heating,
- Water Heating.

Marketing Plan

The fuel conversion incentive participation process was simplified to remove barriers to participation. Even though the prospective conversion customer is a targeted audience, by nature of the availability of gas to the home, PSE will continue to build program awareness by messaging within its conventional media channels. PSE will also supplement this with its geospatial capabilities and use localized media (for example, outdoor billboards) as part of its marketing strategy.

Primary marketing tactics include:

- Continue to focus on the “low hanging fruit” of water heat conversion by pinpointing specific criteria and target market to those high potential customers.
- Continue to engage partnerships with other natural gas providers in joint bill inserts.
- Conduct outreach activities in partnerships with other PSE departments. For example, leveraging service improvement/extension projects, like new natural gas main installations, to promote fuel conversion rebates. By maximizing opportunities such as these, the customer is able to obtain natural gas service at a lower cost, while receiving sizable rebates. In addition, PSE is able to claim the electric savings, reduce community impacts for road restoration, and illustrate a more coordinated approach to serving the customer’s needs for reliability, energy efficiency, and fuel choices.
- Integrate measure with PSE’s residential water heater leasing program, as appropriate.

Multifamily Existing

Schedule E/G 217

The Multifamily Existing program is a part of the Residential Business-to-Business channel, along with Low Income Weatherization, (page 6), and Residential New Construction (page 33).

Purpose

The objective of the Multifamily Existing program is to increase the installation of cost effective energy efficient Measures into existing multifamily (MF) buildings with PSE natural gas and/or electric service.

Description

The Multifamily Existing program is designed to increase the uptake and installation of selected energy efficient Measures in existing multifamily buildings with five or more attached residential dwelling units located in PSE's electric and natural gas service areas. The team works with property owners, managers, trade ally contractors, and tenants to encourage program participation. The program also serves multifamily campuses which have a mixture of building types including buildings with less than five units. Multifamily structures and campuses typically have opportunities for upgrades in the units, common areas, and building envelope. Measures may include windows, insulation, and air sealing enhancements; appliance, lighting, and HVAC upgrades; O&M improvements; behavioral modification; and calculated commercial upgrades such as central boilers and solar pool heaters. This program targets installation of energy efficient measures occurring during planned retrofit and replace upon failure. PSE will update current measures list and incentives as needed.

Customer Experience

The Multifamily Existing program provides a one-stop-shop model with a single point of contact which simplifies the participation process through integrating all available PSE products and services. This approach removes several barriers to participation through offering free energy audits, streamlining the application process, capitalizing on all cost effective savings opportunities, and reducing the split incentive conflict. The program also incorporates other value added services such as providing pre-screened contractor referrals, increasing tenant engagement/education, and helping property owners prioritize improvements within their existing portfolio.

Target Market

The target market includes multifamily property owners, managers, maintenance staff, equipment suppliers, and contractors.

Customer Incentives Overview

Measure incentive eligibility criteria are based on, but not limited to, established industry standard cost effectiveness tests, structure type, fuel type (gas or electric), product type, and product quantity. A detailed list of Energy Efficiency's Measures, Incentives and Eligibility are included in Exhibit 4.

Marketing Plan

Key marketing strategies for the Multifamily Existing program work in tandem with the program's business development team to expand and build a prospect network in a changing market. Outreach efforts help to increase program participation with multifamily property owners and property managers, leverage relationships with trade ally contractors, and raise tenant awareness on the value of in-unit energy efficiency upgrades and how tenants play a part. The primary promotional strategies include but are not limited to:

Industry Events and Membership Collaborations

Industry events are a strong lead generating tool for the program – it's one of the best ways to quickly get face-time with contractors and property owners. The program partners with several multifamily associations who manage these types of events. The program leverages outreach through various association memberships such as the Washington Multifamily Housing Association (WMFHA) and the Rental Housing Association (RHA). These partnerships broaden the program reach to provide venues where members can collectively engage. The program targets several large-scaled exhibitions that are comprised of MF property owners, on-site leasing managers, maintenance personnel, contractors, suppliers and associated professionals. In addition to attending conferences, there are several workshops and presentations held throughout the year that provide additional networking opportunities, learning, recognition and motivation with smaller organizations. The promotional tactics used to support this strategy include:

- Booth & tabletop displays,
- Booth materials: brochures, drawings, signage,
- Program handbooks: company and program profiles, logo usage and applicable advertisements,

- Pre-event advertising (publications, e-news, e-vites, web),
- Presentation leave behinds,
- Post event surveys/debriefs,
- Tracking leads generated for ROI.

Education, Communication & Awareness

Maintaining consistent program communication, awareness and energy efficiency educational elements are complimentary to the success of achieving savings target goals. Some of PSE's key initiatives to elevate education, communication and awareness may include:

- Increased distribution/penetration of Energy Savings Tips brochure,
- Availability of energy use monitoring devices,
- Quarterly e-Newsletter to property managers and contractors,
- Energy challenges to bolster tenant engagement and encourage behavioral modification,
- Energy efficiency certification/recognition to promote property management participation in PSE programs,
- Developing new materials to promote the beneficial components of Energy Star® Portfolio Manager and PSE's Automated Benchmarking System,
- Dedicated Energy Advisor to capitalize on Direct Install customer engagement opportunities and help promote related PSE products & services.

Collateral Development

To complement the program's business development outreach efforts, promotional materials are designed and produced to effectively communicate key messages and highlight the benefits of the efficiency measures to target audiences. Persuasive collateral is used during direct customer engagement, site visits and event outreach as well as a cross-selling tool for program contractors. Educational leave behinds are also designed to help tenants understand the immediate and long-term benefits of installations. The collateral development strategy may include but is not limited to the following materials:

- Executive summaries,
- Direct installation notices,
- Case studies,

- Informational videos,
- Cross utility interaction,
- Service area maps,
- Recycling educational brochures,
- Third party business cards,
- Customer participation surveys.

Advertising Campaigns and Media Relations

To generate program awareness amongst multifamily customers, various advertising campaigns are launched through multiple means or channels to make customers aware about its presence in the market. The program typically uses a bundled approach to highlight measures and program benefits.

The advertising and media relations tactics used may include:

- Print advertisements in trade publications,
- Contractor advertising co-operatives,
- Direct Mail and/or e-blasts,
- Online/Website Development,
- Newsletters,
- Internet advertisements,
- Social media,
- Television,
- Radio,
- PR / Editorial coverage.

Outreach Plan

The Energy Efficient Communities team develops and implements outreach strategies to promote PSE's residential and commercial energy efficiency programs and services. The outreach strategy for the Multifamily program will work with customers and with business partners. The team will provide tenant customers with information about applicable products and services that PSE provides, and help deliver information to property managers/owners, designers, building development teams, and builders.

This will be done through a variety of outreach mechanisms, including multi-family complex open houses, new home builder shows and demos, Low Income customer EE program awareness campaigns, community events, presentations, and internal PSE employee trainings.

The Energy Efficient Communities Team will work with the program team leads and marketing to identify ways to reach Multifamily partners in conjunction with other mass marketing strategies developed for Retail and Dealer channels.

Overall Multifamily Channel outreach strategies:

- Identify projects and reach development teams early in design process.
- Host local open houses to enroll condominium customers to programs and to educate apartment tenants to EE efforts taken on by their property manager and what they can do on their own.
- Drive traffic to new construction homes shows and demos.
- Deliver energy efficiency presentations to various community audiences.
- Identify and recognize business partners (e.g. Contractor Alliance Network awards) for their contributions in serving PSE's customers.
- Recognize property managers who engage in multiple energy savings measures with presentation of office wall plaques.

Residential New Construction

Schedule E215, G215; applicable to single family construction

Schedule E218, G218; applicable to multifamily construction

The following discussion applies to new residential construction, both single-and-multifamily structures. Conservation Schedule terms and conditions, as outlined in the above-noted Schedule numbers, govern the applicability, measure types, funding, analyses and general rules and provisions for each structure classification. Where there are specific requirements, service offerings, measures, incentives, marketing, or outreach applicable to the specific structure type, those are so noted in each of the following sections.

Purpose

The Residential New Construction program acquires cost-effective energy savings from single-family new construction (single, duplex, and townhomes) and multifamily new construction projects that increase the installation of energy efficient Measures into new electric & gas heated buildings constructed in the PSE service territory.

In addition to newly constructed single-family structures, covered under terms of Schedule 215 (for both gas and electric service) Residential New Construction will include multifamily structures, per Washington State Energy Code 2012 Edition (effective July 1, 2013). Multifamily units are covered under terms of Schedule 218 (for both gas and electric service). These structures typically have both in-unit and common area energy-savings opportunities. These include, but are not limited to, energy efficient upgrades to building shell, appliances, lighting, HVAC and water heating systems.

Eligible customers for both single-family and multifamily new construction include owners, developers, or agents acting on behalf of a responsible party of service receiving electricity or natural gas through PSE. This program provides financial incentives to the above audience for both natural gas and electric residential and commercial meters. The incentives offered are both prescriptive and calculated.

In the new construction marketplace, high efficiency measures need to be specified and installed during design and construction. Otherwise, it may be up to 30 years before energy efficient changes to the buildings will take place. For measures and incentives that apply to existing multifamily structures, please refer to the Multifamily, Existing program measures in Exhibit 4: Measures, Incentives and Eligibility.

Description

Rebates and incentives are offered to eligible natural gas and electric PSE new construction developers, contractors, trade allies and customers (cumulatively, the program refers to these as “partners”) who are constructing new single-family residential structures and multifamily buildings. The program also works with these partners to market energy efficient equipment to their customers. Energy Efficiency encourages the purchase and installation of energy efficient products for their construction projects.

For new residential construction projects, financial incentives are packaged under one grant and are structured to work in accordance with current Business Energy Management programs. PSE provides a single “point of contact” to development teams for all energy efficient measures and/or upgrades. This allows PSE to maximize the energy savings opportunity in each development and reduce multi-program confusion for the customer.

The program includes prescriptive rebates, and/or incentives, and calculated grants. Eligible customers include builders, developers, owners or agents receiving electricity through PSE’s residential schedules 7 (including 17, 27, 37 and 47) and 7A; and commercial schedules 8, 11, 12 and 24; and/or natural gas service through PSE’s residential schedule 23 and commercial schedule 31.

Structures include but are not limited to single-family dwellings, duplexes, apartments, town homes, condominiums, dormitories, affordable housing, low-income housing, workforce housing, and assisted living residences.

There may be any combination of residential and commercial meter mixes in each type of construction. Once the meter type mix is confirmed with the development team, the appropriate PSE programs are identified to serve that development. Incentives include a variety of end-use classifications, not limited to:

- Lighting: Common area,
- Appliances: Clothes washers, refrigerators,
- Ventilation; in-unit whole-home or common area,
- HVAC equipment upgrades
- Northwest ENERGY STAR Homes incentive
- Manufactured homes: Energy Star® or EcoRated Manufactured homes, which is unique to this program.

For all of the conservation Measures installed, Energy Efficiency receives measure installation data directly from builders, developers, showrooms and distributors. It is therefore possible to precisely track measure details.

Target Market

The target market for this program may include but is not limited to single family and multifamily new construction builders, developers, architects, mechanical and electrical engineers, lighting designers, property owners, contractors, retail partners, housing authorities, efficiency equipment suppliers, distributors and manufacturers.

Affordable Housing

The Residential New Construction program has learned there is a critical need in our PSE service territory for affordable rental housing. King County has documented in their Consolidated Housing and Community Development Plan for 2010-2014 (updated September 4, 2012) and Housing and Community Development Needs Assessment (Appendix A) that the availability of affordable housing is scarce for households earning between 40 and 60 percent AMI (average median income), severely insufficient for those below 40 percent AMI, and completely insufficient for below 30 percent AMI.

There is a glaring and extensive need for more living units in this affordable and workforce housing market sector. It is likewise important to help provide those most in need with high levels of energy efficiency and affordable utility costs. Given the current construction boom in multifamily new construction projects now is a strategic and critical time to maximize investment in our communities.

In response to this serious affordable housing deficiency and void the ResNC team created a higher energy efficiency financial incentive level available to projects that will offer more than 50% of total housing units to those earning 60 percent AMI or lower.

Customer Incentives

Measure incentive eligibility criteria are based on, but not limited to, established, industry-standard cost effectiveness tests, structure type and location within the PSE service territory, fuel type (gas or electric), product type and product quantity. The incentives are effective January 1, 2015. Energy Efficiency's List of Measures, Incentives and Eligibility are included in the Biennial Conservation Plan as Exhibit 4. PSE may, at its sole discretion, adjust rebates based on market variables.

Incentive amounts and savings values are regularly reviewed by PSE and are based on regionally accepted energy savings estimates and incremental efficiency measure cost.

Rebates may be subject to change in response to revisions in savings estimates, average incremental cost or changes in Federal appliance efficiency standards or State codes.

Incentive schedules are identified by heat source. Calculated incentives will be offered based on standard energy efficient calculation practices. Incentives may be paid upon completion of work and submittal of required program documentation.

Field inspections and audits will be conducted at random to ensure quality installations and verify completion of work.

Type of rebate/incentive

Qualifying customers receive incentives by submitting a processing form and invoices/receipts, third party verification and certification of an Energy Star® home, or receive an instant discount through participating trade allies. Incentive requests are screened for completeness of customer entries, and where required for submittal of additional documentation. Incentive processing complies with PSE internal audit standards.

Marketing Plan

The Residential New Construction program uses a diverse mix of integrated marketing, promotion communication strategies and tactics to ensure customer awareness and participation. The primary objective is to elevate program awareness to building partners and help educate their customers (homebuyers) about the benefits of building and living in an energy efficient home.

The program also uses a mix of marketing activities to reach the designers, builders, owners, and developers of new multi-unit residential structures.

The primary high-level strategies used to help penetrate the market include the following:

Green Building Cooperatives

The Residential New Construction program's partnership goal with various green building associations is to increase the number of homes certified through Northwest Energy Star® Homes and Built Green programs, plus promote the benefits of purchasing a green certified homes. Green building cooperatives help PSE to extend visibility using less money – has a broader reach than what could be obtained independently.

Partners promote PSE's energy efficiency programs, green building, Energy Star® Homes, and building practices that result in energy efficient homes. Key partners include but are not limited to: Northwest ENERGY STAR HOMES; Master Builder Associations (King, Snohomish, Pierce, Central, Skagit, Island Counties); Sustainable Connections; AIA Seattle; and Cascadia Green Building Council.

The program uses a bundled approach to release reoccurring messaging and updates to its primary and secondary target audiences. It will also develop a strategy based on the developing market conditions and affordable opportunities in appropriate publications. Advertising and collateral will include, but not be limited to:

New Business Development

New program management brings new contacts and knowledge of the marketplace that will enhance the Residential New Construction efforts at this time.

There is an opportunity to take advantage of the in-house knowledge of architects and developers who are currently or recently working in the residential arena.

- Review of publications and lead-finding information.
- Meetings with designers and developers.

Coordination with Other Energy Efficiency and PSE Programs

- Cross-promote Residential New Construction program with BEM New construction program.
- Cross-promote Residential New Construction program with gas development program.
- Work with Energy Efficient Communities Staff to promote program.
- Utilize existing PSE media including Builder Newsletter and email blasts when appropriate.
- Work with PSE's Corporate Communications to publicize significant projects.

Advertising and Collateral Development

The program uses a bundled approach to release reoccurring messaging and updates to its primary and secondary target audiences. It will also develop a strategy based on the developing market conditions and affordable opportunities in appropriate publications.

Advertising and collateral will include, but not be limited to:

- Direct-to-builder brochures
- Direct mail and advertisements
- Newsletters
- Online/website development
- Construction banners
- Consumer education: bill inserts, model home signage, builder cooperatives
- Cross program positioning: Community Outreach and Education, Gas Growth, REM
- Other PSE division collaborations: Customer Construction Services and CRM's

Industry Events and Builder Relations

As a lead-generating tool and to increase program awareness with large volumes of industry partners, builders, contractors, suppliers and associated design professionals, the program exhibits at various green building conferences and exhibitions as well as presenting to smaller organizations and workshops. Primary promotional tactics include:

- Development of displays and signage.
- Design and production of collateral materials.
- Pre-event advertising (publications, e-news, e-vites, web).
- Post event surveys/debriefs.
- Tracking leads generated for ROI.
- Continue to participate in conferences and tradeshow.
- Host or co-host events for customers and contractors with other programs.
- Continue to co-sponsor the MBA at a modest level.

Outreach Plan

The Energy Efficient Communities team will work with program team lead in a variety of outreach initiatives in 2014-15 to support the New Construction program, to include:

- New construction – Homes and apartments/condominiums,
- Outreach to the real estate and development community,
- Promote new construction programs to municipalities,
- Promote energy efficient new construction at industry events.

Residential Pilots

Schedule E/G 249

Pilot programs and demonstration projects may be undertaken to determine whether certain strategies and Measures are cost-effective in the long run. Pilots are employed to test cost-effective ways to demonstrate market opportunities for energy efficiency.

Pilots may include tests of Measure cost and performance, customer acceptance and delivery methods. In compliance with condition (7)(d), pilots will only claim energy savings that achieve energy savings sufficient to demonstrate cost-effectiveness by passing the TRC test.

Residential Individual Energy Report Pilot

In 2015, the Residential Energy Management Sector will continue its pilot based on its successful Home Energy Reports. The pilot is testing an expansion of individual energy reports in three classifications:

- Non-Urban Customers,
- High Relative User, Low Frequency,
- Electric-Only.

Pilot Assumptions

Non-Urban Customers

It is PSE's hypothesis that non-urban customers save energy at the same rate as urban customers despite differences in their neighbor distances and more diverse peer groups. The pilot program will be operated with the following guidelines:

- a) Opower and PSE will work jointly to establish selection criteria for dual-fuel customers in a diverse geography of the service territory, particularly a selection of non-urban customers.
- b) PSE and Opower will investigate the minimum population quantity needed to ensure that results are verifiable.
- c) KEMA will perform randomization for these customers to be included.
- d) Opower has enrolled these customers using a staggered rollout, for observation and to receive an average of 6 direct-mailed reports per year and up to 12 email reports per year.

High Relative User, Lower Frequency Customers

It is PSE's hypothesis that this segment of customers who have high pretreatment usage, relative to their home size, will save more energy than those who have lower size-relative pre-treatment usage. Targeting a behavioral program to users who can also receive electronic messaging will allow reduced mailing frequency and costs and yield a higher TRC by delivering most of the long-term savings observed in higher paper-based program designs. The pilot program will be operated with the following guidelines:

- a) Opower and PSE will work jointly to determine which customers to target to ensure maximum saving potential.
- b) PSE and Opower will investigate the minimum population quantity needed to ensure that results are verifiable.
- c) KEMA will perform randomization for these customers to be included.
- d) Opower has enrolled these customers using a staggered rollout, for observation and to receive an average of 5 direct-mailed reports in year 1, 4 direct-mailed reports in years 2+, and up to 12 email reports per year.

Electric-Only Customers

It is PSE's hypothesis that the customer heating type can be determined with enough accuracy to set up a randomized test to quantify energy savings from an electric-only program and to measure cost effectiveness. This pilot program will be operated with the following guidelines:

- a) Opower and PSE will work jointly to determine which customers to target to ensure maximum saving potential.
- b) PSE and Opower will investigate the minimum population quantity needed to ensure that results are verifiable.
- c) KEMA will perform randomization for these customers to be included.
- d) Opower has enrolled these customers, using a staggered rollout, for observation and to receive an average of 6 direct-mailed reports per year and up to 12 email reports per year.

Launched within the first half of 2014, these three classifications engage approximately 100,000 households.

BUSINESS ENERGY MANAGEMENT

Pilots

Schedule E/G 249

Pilot programs and demonstration projects may be undertaken to determine whether certain strategies and Measures are cost-effective in the long run. Pilots are employed to test cost-effective ways to demonstrate market opportunities for energy efficiency.

Pilots may include tests of Measure cost and performance, customer acceptance and delivery methods. In compliance with condition (7)(d), pilots will only claim energy savings that achieve energy savings sufficient to demonstrate cost-effectiveness by passing the TRC test.

Small to Midsize Business Efficiency Pilot

Purpose

The small to midsize business (SMB) efficiency pilot seeks to evaluate the effectiveness of engaging a select group of business customers through direct-mailed energy reports, e-mail messaging, and a web portal to provide energy usage comparisons, segment-specific energy insights and targeted calls to action for SMBs to save money and improve energy efficiency.

Program Descriptions

The pilot program may include the following elements:

- Direct-mailed Business Energy Reports which may include:
 - *Personalized introduction* announcing report's purpose to the SMB owner,
 - *Business comparison* enabling customers to understand what "normal" energy usage is for their given business type,
 - *Usage analysis* exhibiting use and expenses over time,
 - *Energy best practices* to encourage immediate energy-saving behavior,
 - *Targeted program marketing* of applicable energy efficiency programs,
 - *Case studies* of simple investments taken by similar businesses,
 - *Collateral materials* such as stickers, checklists, etc. to encourage efficient behaviors.
- Customer e-mail messaging via either an opt-in or opt-out approach to provide seasonal energy efficiency tips, provide electronic copies of direct-mailed reports, etc.

- Customer web portal which may provide:
 - *Usage & cost analysis* enabling SBMs to understand patterns in energy consumption and costs,
 - *Utility program promotion* to create awareness of available rebates and efficiency programs,
 - *Efficiency tips* tailored to SMB customers,
 - *Savings plan* implementation tools,
 - *Efficiency collateral* that can be downloaded and printed such as stickers, checklists, etc. to encourage efficient behaviors.

Primary Targets

PSE plans to target 10,000 SMBs throughout PSE's service territory. Pilot participants will receive 10 direct-mailed reports over a period of 18 months. The energy usage of the participant group will be compared to control data and evaluated after conclusion of the 18 month period.

Commercial/Industrial Retrofit

Schedules E250, G250

Purpose

The purpose of the Commercial and Industrial Retrofit program is to encourage Puget Sound Energy's existing Commercial and Industrial (C/I) customers to use electricity and natural gas efficiently by installing cost-effective energy-efficient equipment, adopting energy-efficient designs, and incorporating energy-efficient operations at their facilities. In addition, incentives will be available for fuel switch Measures that convert from electric to high-efficiency natural gas while serving the same end use.

Description

PSE works with Commercial and Industrial customers to provide incentives for cost-effective energy efficiency upgrades to lighting, equipment, building shell, industrial process, and select O&M improvements. These services are provided on the customer's behalf and, where specified by the customer, will be developed in conjunction with design engineers, contractors, and/or vendors.

PSE conducts site assessments to identify savings opportunities, verify existing equipment and system operations, and makes recommendations to customers. PSE also reviews third-party savings estimates and analyses, and when required performs in-house analyses to validate energy savings. PSE works with financial decision makers at the customer's facility to ensure the customer is aware of cost-savings opportunities, including review of energy saving projections that can help obtain favorable financing rates.

Commercial/industrial retrofit projects commonly include: lighting system upgrades, HVAC equipment upgrades, HVAC controls improvements, commercial refrigeration Measures, and industrial process modifications. Additionally, incentives for existing building commissioning (O&M) improvements are provided through the Comprehensive Building Tune-Up (CBTU) Program.

Upon the customer's decision to proceed with a project, PSE issues a standardized Conservation Grant Agreement and Grant Attachment that establishes terms and conditions for participation in PSE's Custom Grant Program and also explains how the measure will be verified. After the agreement is signed by both parties, the customer is given notice to proceed with the energy efficiency project.

Following completion of the project, PSE verifies the installation and energy savings via an on-site inspection, review of equipment operation and trend log data where necessary, and collection of project invoicing and specifications of installed equipment.

Commercial Lighting Grants

To simplify the customer application process, PSE combined four (2013) lighting programs into the Business Lighting Incentive Program. This single program and common application form addresses all customers' needs by providing prescriptive lighting rebate options along with custom calculated incentives for non-prescriptive lighting and lighting controls measures.

Contracted Programs

In addition to Commercial/Industrial Retrofit Custom Grant offerings, PSE contracts with industry experts to develop and implement cost effective programs tailored to the unique needs of target markets. Measure-specific incentives are provided through these contracted programs:

Industrial System Optimization

The program focuses on operational and maintenance (O&M) Measures to be verified through custom analysis on an individual project or site basis. Incentives are based on actual savings achieved. Customers agree to continue monitoring and verification following implementation to assure persistence of the savings.

Data Center Energy Efficiency

The program focuses on various types of efficiency improvements in customer data centers; such as server virtualization, hot/cold aisle isolation, airflow upgrades, and cooling system upgrades. The program provides site assessments to identify cost effective energy savings opportunities and offers implementation assistance.

Energy Smart Grocer

The program provides audits, technical assistance and measure-specific financial incentives to grocers who wish to purchase and install energy efficient lighting, refrigeration, HVAC systems and gas efficiency measures. The program is eligible for both Retrofit and New Construction incentives.

Target Market

PSE targets all Commercial and Industrial customers with program offerings and marketing efforts appropriate to given business type, size and operation.

Customer Incentives Overview

Incentives in effect since January 1, 2014 are:

Site-Specific Basis incentives, or “custom” incentives, rely on generally accepted engineering calculations and Measure costs provided by the customer or the customer’s contractor. Electric and gas Measures may receive maximum incentive grants up to 70 percent of the Measure cost when the grant incentive does not exceed the cost-effectiveness standard, less program administration costs. Measures where cost exceeds the cost-effectiveness standard will receive grants that are on a declining scale and will be less than 70 percent of the Measure cost.

Generally, electric and gas Measures that have a Simple Payback of less than one year are not eligible for a Site-Specific Basis incentive. *Prescriptive Basis incentives* are provided for Commissioning and Optimization of Existing Buildings and for Measures that are eligible for rebates under Schedule 262E/262G, Commercial and Industrial Incentive Program. The incentive amount for a Measure is the same as that which is available under Schedule 262E/262G, but energy savings may be calculated based on actual Site-Specific conditions.

Performance Basis incentives may be provided where energy savings are determined through direct measurement of energy usage and/or the use of efficiency indicators.

Energy-use monitoring: PSE may provide secure web site access to facility energy-use data for building occupants, free of charge for up to two years. More typically, access will be free of charge for one year to allow the occupant to verify building and/or Measure performance according to energy-use projections. To be eligible, customers must be on a rate schedule with demand (kW) as well as energy (kWh) charges. Compatible metering and remote data retrieval capability must be in place at the customer’s facility. PSE is not obligated to replace or upgrade nonconforming meters. Customers are expected to use the monitored information to improve energy efficiency at the facility. Customers will demonstrate annual energy savings potential through energy management operations and maintenance as well as identification of further efficiency Measures and equipment upgrades.

Incentives for short and long payback projects will be adjusted as needed, according to market conditions.

Processing of Incentives: Customers provide PSE with project costs and estimated savings. Customers assume full responsibility for selecting and contracting with third-party service providers. Projects must be approved for funding prior to installation/implementation. A grant agreement will be required.

All Commercial and Industrial Retrofit incentives will be processed using a standard Grant Agreement, listing the Measure description, Measure Life, Measure cost, and Grant Amount. An attachment to the Grant Agreement will list specific Measure details, and will describe the process PSE will use to verify that the Measure is installed and performing efficiently.

The PSE Energy Management Engineer (EME) and the Manager of Business Energy Management oversee all incentives and program operations. EMEs update project changes in the tracking system and review monthly results. The Manager of Business Energy Management reviews the cost-effectiveness of all efforts. A review of results and refinement of program strategies are conducted annually.

Measure incentive eligibility criteria are based on, but not limited to, established, industry-standard cost effectiveness tests, structure type and its location within the PSE service territory, fuel type (gas or electric), product type and product quantity. A detailed list of Energy Efficiency Services' Measures, Incentives and Eligibility are included as Exhibit 4 of the 2015 Annual Conservation Plan.

Marketing Plan

PSE's Custom Retrofit Grant Program primarily relies on the following channels to maintain an abundant quantity of custom retrofit project leads: repeat program participants, internal PSE channels such as Business Services and Energy Efficient Communities, and trade ally relations with contractors, engineering design firms and energy services companies (ESCOs).

During economic downturn, trends have been an increased quantity of smaller projects, likely due to economic challenges faced by building owners and managers. Business Energy Management (BEM) has responded to this trend with an increased focus on programs that reward operational efficiency upgrades such as the Comprehensive Building Tune-up Program and contracted programs aimed at greater energy efficiency in data centers and industrial operations.

Communications

PSE will communicate about C/I Retrofit program offerings as follows:

- Revamp collateral to be more industry specific rather than measure specific, encouraging more comprehensive participation in PSE efficiency programs.
- Incorporate myPSE branding into materials as they are refreshed for greater cohesiveness of program information and increased customer awareness of PSE's comprehensive efficiency program offerings.
- Revamp web content to better align with customer needs and more-effectively communicate program offerings.
- Leverage other PSE customer-facing departments to communicate PSE Efficiency Program information.

Coordination with PSE Staff and Departments

Routine communications with internal PSE channels responsible for direct communication with customers and others who influence decisions about energy efficiency, such as public officials, will yield greater program awareness.

- Proactive coordination with Energy Efficient Communities staff.
- Regular meetings and communications with Business Services staff, including Major Accounts Executives and Business Accounts Managers.
- Routine updates to PSE Energy Advisors about programs.
- Collaboration with PSE media outreach and social media teams to publicize significant projects and program offerings.

Coordination with Program Providers

PSE Corporate Communications will coordinate all messaging and marketing efforts by contracted third party programs, including:

- Energy Smart Grocer.
- Industrial Systems Optimization.
- Data Center Energy Efficiency.

Coordination with Trade Allies

PSE will continue to work with contractors, engineers and ESCOs who develop and deliver custom retrofit energy efficiency projects and who communicate with building owners and managers about PSE's programs. Coordination efforts will include the following:

- Participation in meetings to update trade allies on program offerings.

- Providing information about PSE's role in energy efficiency retrofit projects.
- Coordination with trade allies on PSE energy efficiency program messaging.
- Expansion of Contractor Alliance Network (CAN) into the C/I sector of trade allies.
- Leveraging of the Northwest Trade Ally Network for promotion of lighting efficiency offerings.

Industry and Customer Events

- Continue to participate in relevant conferences and tradeshows.
- Host, co-host or attend PSE outreach events for customers and contractors where energy efficiency message is relevant to the audience.

Outreach Plan

Energy Efficient Communities staff will develop and implement outreach strategies to promote program offerings by leveraging EEC and other regional teams' understanding of local communities to identify project opportunities and increase awareness of program offerings with the larger public. Strategies may include the following:

- Presentations to Chambers of Commerce, Visitors and Convention Bureaus, restaurant and hospitality associations and other trade associations to publicize program offerings.
- Leverage relationships with local governments and other entities to gain awareness of new commercial and industrial developments, and connect developers with program offerings.
- Identify business customers whose energy efficiency achievements illustrate results of PSE program participation and highlight their successes at events, in case studies and through media outreach to increase awareness of program offerings.
- Organize small-scale events at location of employers to educate employees on efficiency actions taken at the site by the employer and additional energy savings opportunities, including opportunities at both work and home.
- Host sessions internally for PSE staff to increase employee awareness of programs, providing increased communication to customers regarding energy efficiency programs.
- Conduct targeted outreach to local contacts for Data Center program.

Commercial/Industrial New Construction

Schedules E251, G251

Purpose

The purpose of the Commercial and Industrial New Construction Program is to influence efficient design, building components and equipment in new buildings by working with customers, developers, tenants, owners, designers and builders of new Commercial and Industrial (C/I) facilities. The program provides incentives for installation of cost-effective energy efficient Measures to achieve savings beyond the applicable Energy Code.

Description

PSE works with designers and developers of any large or small new Commercial / Industrial facilities, or major remodels, to propose cost-effective energy efficient upgrades that exceed energy codes or standard practice where minimum efficiency requirements are not prescribed by code. Three paths may be followed to qualify for assistance and/or funding for New Construction energy efficiency Measures. New Construction Commissioning is also offered in addition to the building paths.

The first path is similar to the retrofit program where component Measures are evaluated individually and funding is based upon cost-effectiveness. Under this approach, customers may receive up to 100 percent of the incremental cost over a code-compliant baseline option.

The second path is a whole-building approach that utilizes building energy simulation to demonstrate improvement over energy code requirements. PSE will work with designers to incorporate Measures that produce at least 10 percent overall savings beyond applicable energy code, including local jurisdiction amendments. Given the time required for planning and construction, these projects typically take several years to complete.

The third path includes Prescriptive Basis incentives for Measures that are eligible for rebates under Schedule E262/G262, Commercial and Industrial Incentive Program. The incentive amount for a Measure is the same as that which is available under Schedule E262/G262, but energy savings may be calculated based on actual Site-Specific conditions and Code Baseline adjustments, if necessary.

New Construction Commissioning focuses on the post-occupancy phase of a new building, with the intent to lead owners and facility operators beyond Code required commissioning to expand their capability to operate the building efficiently by providing training, documentation of efficient operation (charts, performance targets, operating criteria, flags of inefficient operation, etc), review and recommendations based on seasonal performance and strategies.

In addition to these paths for New Construction efficiency incentives, PSE makes Energy Smart Grocer program offerings available to new construction projects in the grocery sector, providing expert technical assistance and Measure-specific financial incentives to grocers who wish to purchase and install energy efficient lighting, refrigeration and HVAC systems that exceed Code minimum efficiency requirements or industry standard practice where Code requirements do not exist.

A complete listing of available incentives is provided in Exhibit 4 of this 2015 Annual Conservation Plan.

Customers assume full responsibility for utilizing their design teams and contractors to provide information to PSE for evaluation of grant funding. Projects must be approved for funding prior to installation/implementation to be eligible.

Target Market

Owners and developers of commercial or industrial facilities to be served by PSE with electricity or natural gas are eligible for new construction incentives. Also targeted are market actors, including but not limited to, owner's representatives, trade allies, development organizations, property management companies, and financing organizations.

Customer Incentives Overview

Customers provide PSE with project scope, costs and estimated savings. Customers assume full responsibility for selecting and contracting with third-party service providers. A grant agreement or signed prescriptive Measure rebate application will be required.

Component Measure incentives: For energy-efficient Measures with a simple customer payback greater than one year, PSE provides grants toward the incremental installed cost of the Measure. Maximum grants will be based on the Company's cost-effectiveness criteria. Electric and gas Measures may receive incentive grants up to 100 percent of the incremental Measure cost where the grant incentive does not exceed the cost-effectiveness standard less program administration costs. Measures that exceed the cost-effectiveness standard will receive grants that are on a declining scale and will be less than 100 percent of the Measure Cost. In instances where project first-costs, site conditions, or operational parameters lead to a customer fuel choice that would offset gains from implemented efficiency Measures, incentives for fuel switching may be provided; however, choices that totally eliminate the need to provide an energy source to the site are not eligible.

Whole Building Approach incentives: PSE provides incentive for projects designed and built to be at least 10 percent more energy efficient than a Code baseline building built under the applicable Energy Code. Under the *energy model whole building approach*, PSE will offer an increasing incentive amount for efficient designs that exceed the Energy Code baseline by 10 percent, prorated to a maximum incentive for buildings that exceed the Code baseline by 30 percent or more. The *energy model whole building approach* incentive, based on percent savings, may be reduced if it does not meet the Cost Effectiveness Standard.

Eligibility for Whole Building incentives: Whole Building Incentives are designed for buildings which will receive electric service from PSE and natural gas service from either PSE or another provider in the future. Projects to be served only with natural gas from PSE do not qualify for whole building incentives.

Projects using multiple energy sources, but to be served with electricity from PSE must demonstrate that the electricity-efficiency as well as the whole-building efficiency is improved by a minimum of 10 percent to qualify for an incentive. Low energy-intensity facilities using less than 30,000 BTU/sqft.-yr for HVAC, lighting and water heating as a Code baseline (for instance warehouses, religious facilities) do not qualify for the *energy model whole building* incentives, but may use the other approaches offered within the program. In instances where project first-costs, site conditions, or operational parameters lead to a customer fuel choice that would offset gains from implemented efficiency Measures, incentives for fuel switching may be provided; however, choices that totally eliminate the need to provide an energy source to the site are not eligible.

Prescriptive Basis Incentives: Rebates for equipment listed under the electric/gas Commercial and Industrial Rebate Incentive Program are available for new construction except when required by the applicable Energy Code. Prescriptive Basis Incentives are not available, however, when there is an energy interaction with Measures proposed under the *whole building approach* or the *component approach*.

Post Occupancy Building Commissioning: If the customer engages the services of a third party commissioning agent for post occupancy building commissioning, who is independent of the design and construction team, then the customer may be eligible for an incentive. To qualify for this incentive, post-occupancy commissioning will start approximately 9 months after the warranty period starts and complete within an 18 month time period of occupancy. Post Occupancy Commissioning will focus on optimization of building energy systems including, but not limited to: lighting, HVAC, and building controls.

PSE will consider the Measure cost as that portion of the commissioning agent services that will impact energy efficiency on the project. The savings shall be assumed to be a percentage of the building's estimated annual energy use. This percentage will be based on studies of the energy savings impact of commissioning.

The commissioning agent will utilize the building's energy consumption data from PSE as well as any building system control trends and point/system energy monitoring, to assist in analyzing the building's energy use and to support the energy optimization activities.

The commissioning agent shall prepare (or update if one already exists) a Facility Guide which describes the major energy using building systems (HVAC, lighting, domestic hot water, etc.), including control sequences, operating set points, schedules, and procedures for testing and verifying proper and efficient operation of the equipment and controls. As part of this post occupancy service, the Commissioning Agent will provide all deliverables specified in the Program Requirements (for example, On-Going Commissioning Plan, On-Going Training Plan, Facility Guide, Investigation Details/Cx Report, etc). The owner's operation and maintenance staff will be trained on how to monitor energy use and efficiently operate the building's systems.

Energy-use monitoring: Upon occupancy, the Company may provide secure web site access to facility energy-use data for building occupant, free of charge for up to two years. More typically, access will be free of charge for two years to allow the occupant to verify building and/or Measure performance according to energy-use projections. To be eligible, customers must be on a rate schedule with demand (kW) as well as energy (kWh) charges.

Compatible metering and remote data retrieval capability must be in place at the customer's facility. PSE is not obligated to replace or upgrade nonconforming meters.

Customers should use the monitored information to improve energy efficiency at the facility. Customers will demonstrate annual energy savings potential through energy management operations and maintenance as well as identification of further efficiency Measures and equipment upgrades.

Measure incentive eligibility criteria are based on, but not limited to, established, industry-standard cost effectiveness tests, structure type and its location within the PSE service territory, fuel type (gas or electric), product type and product quantity. A detailed list of Energy Efficiency Services' Measures, Incentives and Eligibility are included as an Attachment to the 2015 Annual Conservation Plan as Exhibit 4.

Energy Smart Grocer. This third party contracted program provides expert technical assistance and Measure-specific financial incentives to grocers who wish to purchase and install energy efficient lighting, refrigeration and HVAC systems that exceed Code minimum efficiency requirements or industry standard practice where Code requirements do not exist.

Marketing Plan

PSE's program for commercial new construction will remain an incentive for building designers and developers to include energy-efficiency Measures that are above and beyond that which is required by the building code.

Market activity for new construction is expected to increase during the 2015 program period yielding new project leads. Due to long lead time for new construction project development, new leads for major projects during 2015 are not likely to contribute energy savings until the 2016-2017 program period.

Communications

- Revamp collateral to reflect customer needs and myPSE brand for greater comprehensive understanding of energy efficiency program offerings.
- Revamp content on PSE.com to be more user-friendly.
- Update standardized content for public presentations.
- Develop case studies that include new construction commissioning and likely rebates or components.

- Incorporate messaging around other services PSE provides for new construction projects beyond incentives for improved customer service and greater participation.

Relations with Trade Allies

Utilize partnerships with trade organizations to build relationships in the construction community and increase awareness of program offerings.

Coordination with PSE Staff and Departments

Collaboration with departments such as Business Services, Energy Efficient Communities and Customer Construction Services who interface directly with customers and developers and have the opportunity to influence decisions about energy efficiency will yield greater program awareness.

Outreach Plan

Energy Efficient Communities staff will develop and implement outreach strategies to promote program offerings by leveraging EEC and other regional teams' understanding of local communities to identify project opportunities and increase awareness of program offerings with the larger public. Strategies may include the following:

- Presentations to Chambers of Commerce, Visitors and Convention Bureaus, restaurant and hospitality associations and other trade associations to publicize program offerings.
- Leverage relationships with local governments and other entities to gain awareness of new commercial and industrial developments, and connect developers with program offerings.
- Identify business customers whose energy efficiency achievements illustrate results of PSE program participation and highlight their successes at events, in case studies and through media outreach to increase awareness of program offerings.
- Organize small-scale events at location of employers to educate employees on efficiency actions taken at the site by the employer and additional energy savings opportunities, including opportunities at both work and home.
- Host sessions internally for PSE staff to increase employee awareness of programs, providing increased communication to customers regarding energy efficiency programs.

Resource Conservation Management

Schedules E/G 253

Purpose

The purpose of the Resource Conservation Management program is to achieve customer cost reductions for major resource utility bills through behavioral changes, operational improvements, facility maintenance, and attention to utility accounting. Savings result from changes in practices and do not require major investments in equipment.

Description

PSE offers Resource Conservation Management Services (RCM) to any school district, public-sector government agency, and Commercial or Industrial (C/I) customer with a minimum portfolio baseload to meet cost-effective thresholds. The RCM program targets larger customers with multiple facilities such that the cost of implementation can be recovered through savings achieved. Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for Resource Conservation Manager Services (RCM).

Customers qualify for the RCM program based on their annual PSE energy purchases. A typical customer baseline for a fulltime equivalent (1 FTE) program is 20,000,000 kWh for electric only or 2,700,000 therms for gas-only service from PSE. Funding levels are prorated based on the amount of staff a customer would need to allocate in order to achieve cost-effective savings from RCM efforts. At a minimum, the customer needs to qualify for 0.25 FTEs to participate in the program on their own.

An RCM customer employs, contracts, or designates existing staff to implement RCM responsibilities, including accounting for resource consumption, assessing facilities, recommending actions, monitoring progress, calculating savings and communicating program information to organization stakeholders.

Monetary grants include a "start-up" grant for completion of deliverables associated with building the program foundation. The start-up deliverables include hiring an RCM, setting up an energy-accounting database, writing a company resource management plan, and completing facility action plans. Once start-up deliverables are complete, the customer may qualify for "performance grants" based on achieving energy savings associated with RCM practices and "target grants" for meeting or exceeding pre-established energy-reduction targets.

The RCM agreement is valid for three years. Over this time, PSE anticipates a 10-12 percent reduction in overall energy use. Savings are calculated using industry standard practices and energy accounting methodologies. Reported annual savings are a variance from the previous year. PSE may elect to renew a customer's RCM agreement in three-year increments to provide continued support and additional performance incentives.

Puget Sound Energy's RCM support program is comprised of a "menu" of services, which can be tailored to meet the specific needs of the customer. Typical RCM services include, but are not limited to, the following assistance and support:

Program Start Up

- Designing and implementing an RCM program.
- Hiring or contracting a Resource Conservation Manager.
- Developing baselines, policies and guidelines, and facility action plans.

Resource Accounting Software

- Purchase and implementation of resource accounting software.
- Audits of existing databases to review for inclusion of all facilities, accounts, meters, etc., sufficient facility details, missing data, and overall data integrity.

Technical Assistance

- On-site walk-through audits to train customer staff to identify waste and opportunities for improved efficiency.
- Analysis and reporting of savings relative to established baseline.

Education & Training

- Training in fundamental concepts for designated RCM and support personnel such as custodial, maintenance, and facilities staff.
- Educational materials for classroom or building occupant use including checklists, fact-sheets, and calculators.
- Training stipend to support professional development in Building Operation or Energy Management (Training stipend is based on achieving the Building Operator Certification Levels I & II).

Energy Data Services

- Historical and on-going monthly PSE billing data in electronic format for import into resource accounting software.
- Energy Interval Services for internet viewing of facility gas and electric interval meter data.

Cash Incentives

- "Start-up" incentive intended to share the cost of program start-up that is paid upon satisfactory completion of deliverables.
- Performance grants for customers who achieve energy savings after completing their deliverables.
- Target grants for customers who achieve a pre-established targeted amount of energy savings after completing their deliverables.

The RCM program has also assisted customers in establishing Energy Star Benchmarks for their facilities using EPA's Portfolio Manager. PSE will continue to help customers to identify potential targets, improve energy efficiency to meet award qualifications, coordinate the application and inspection process, and submit material to EPA for Energy Star awards.

Additionally, access to energy accounting software has allowed PSE RCM customers to facilitate greenhouse gas accounting and other climate change and sustainability initiatives. The value of this service routinely exceeds those stated in the RCM program scope of work.

PSE continues to explore ways to make the RCM program cost-effective for smaller customers. One option is for "Shared RCM" services among a group of smaller organizations, which has generated interest from local governments and other organizations with smaller facility portfolios. With this approach, agencies can combine total portfolio consumption in order to meet the minimum qualifications of the program. A maximum of four organizations with a minimum portfolio of 0.125 FTEs can participate using the Shared RCM approach. PSE efforts will continue to work with RCM consultants, customers, and other support agencies to develop this market. Another option for smaller organizations is a program offering called the Strategic Resource Management (SRM) program.

Strategic Resource Management (SRM)

Similar to the RCM program, PSE offers Strategic Resource Management (SRM) to any school district, public-sector government agency, and Commercial or Industrial (C/I) customer with a minimum portfolio baseload to meet cost-effective thresholds. The SRM program targets mid-size customers with multiple facilities such that the cost of implementation can be recovered through savings achieved. Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for SRM services.

Customers qualify for the SRM program based on their annual PSE energy purchases. The minimum customer baseline to participate in the program is 1,000,000 kWh for electric service from PSE.

An SRM customer employs, contracts, or designates existing staff to implement SRM responsibilities, including accounting for resource consumption, assessing facilities, recommending actions, monitoring progress, calculating savings and communicating program information to organization stakeholders. The assigned person will be the designated the green champion and will serve as the main point of contact for the program.

The SRM program will then match a pre-approved contractor with the green champion. The contractor will spend time with the customer at the start of the agreement to benchmark facilities, host an energy management workshop, implement a resource management plan, perform building walkthroughs, create portfolio action plans, and identify behavior, operation and maintenance (O&M), and capital projects. The contractor will then schedule meetings to confirm progress and will spend additional time with the green champion as the program progresses.

PSE will establish performance targets for the program based on the customer's consumption. Typically, targets will be set for a 5 percent reduction each year.

After each milestone, the contractor will bill PSE for 70 percent of the pre-determined expenses and the customer for 30 percent of the expenses. PSE will provide an incentive to the customer based on energy saving performance, up to the 30 percent of contractor expenses. For savings greater than the target, PSE will provide an additional performance incentive to the contractor.

The SRM agreement is valid for one year. A customer can participate in the program for multiple years as long as they continue to meet or exceed the performance targets. For each year, PSE anticipates a 5 percent reduction in overall energy use. Savings are calculated using industry standard practices and energy accounting methodologies. Reported annual savings are a variance from the previous year.

Customer Incentives

PSE continues to develop creative incentive options to increase RCM support for a variety of customer segments. The RCM program incentives are as follows:

- *Resource Accounting Software* – PSE will provide a resource accounting software if the customer agrees to maintain the system and provide annual consumption, savings, and activity reports. PSE will also pay for any maintenance fees associated with the software.
- *Start-Up Incentive* – For qualifying organizations, PSE will provide an incentive to help get the program started with initial set-up of utility database and program organization, provided the customer completes the database set-up, develops a resource management plan and outlines facility action plans for their buildings. Customers will receive PSE support tailored to their needs, including staff training, technical assistance, interval metering, and other services.
- *Performance-Based Incentives* – PSE may provide cash incentives to customers who achieve energy savings relating to occupant behavioral practices and improvements in operational and maintenance (O&M) efforts. If customers meet or exceed energy savings targets, PSE will offer a target incentive to the customer and an increased performance incentive for additional savings. Energy-savings targets will be based on a typical 5 percent reduction from a 12-month baseline and actual savings will be calculated and verified by PSE. Incentive amounts will meet the current commercial and industrial program cost-effective criteria.

Marketing Plan

PSE's Resource Conservation Manager (RCM) Program utilizes a broad array of marketing materials and training activities to reach its customer base. The nature of the RCM program and its need for ongoing communications efforts with customers blurs the distinction between promotional marketing and customer communications. An integrated approach is required to support this program.

To reach the cost-effectiveness threshold required, PSE's RCM program targets large portfolio-based customers or groups of customers who will be able to recover the cost of implementing their RCM program through resource savings achieved.

As the RCM concept has developed, PSE's program is beginning to experience challenges in the marketplace. Private companies are marketing similar packages of services, creating some confusion and even some departure from PSE's program. Ongoing communications, public relations and RCM training are critical to convey the value and integrity of PSE's program to new and existing customers.

Program Communications to Existing Customers

Support the RCM program with development of information and training materials for customers.

- Update collateral and web pages to be more customer-friendly and incorporate myPSE brand.
- Support for the RCM annual meeting with displays and handouts as needed.
- Establish resources and protocol for webinar trainings.

Marketing Communications to Existing and Potential Customers

Provide marketing materials including brochures, web updates and standard presentation materials to communicate about the RCM program.

- Update marketing materials to incorporate program changes required.
- Continue to develop case studies to demonstrate an array of RCM success stories.

Internal PSE Communications

Communicate key messages about the RCM program to audiences inside of PSE that serve as channels to customers and other stakeholders.

- Provide a conduit for communicating critical updates or program information to the CRM/EE Communities group and the new geographic organization of major accounts.
- Review communications developed by EE Communities.

Publicity

- Work with media outreach and social media teams to publicize successful projects.
- Work with media outreach team to develop articles about RCMs and their accomplishments.

Outreach Plan

Energy Efficient Communities staff will develop and implement outreach strategies to promote program offerings by leveraging EEC and other regional teams' understanding of local communities to identify project opportunities and increase awareness of program offerings with the larger public. Strategies may include the following:

- Presentations to Chambers of Commerce, Visitors and Convention Bureaus, restaurant and hospitality associations and other trade associations to publicize program offerings.
- Leverage relationships with local governments and other entities to gain awareness of new commercial and industrial developments, and connect developers with program offerings.
- Identify business customers whose energy efficiency achievements illustrate results of PSE program participation and highlight their successes at events, in case studies and through media outreach to increase awareness of program offerings.
- Organize small-scale events at location of employers to educate employees on efficiency actions taken at the site by the employer and additional energy savings opportunities, including opportunities at both work and home.
- Host sessions internally for PSE staff to increase employee awareness of programs, providing increased communication to customers regarding energy efficiency programs.

Large Power User/Self Directed

Schedule E258

Purpose

The purpose of this program is to acquire cost-effective energy savings from large Commercial and Industrial (C/I) customers by providing incentives that support self-directed energy efficiency projects that the customers themselves propose.

Description

This program solicits electric energy efficiency upgrades through a Request for Proposal (RFP) process. C/I customers receiving electric service under Schedule 40, 46, 49, 448, 449, 458, or 459 receive a funding allocation based on their electric usage and are responsible for proposing cost-effective project(s) to utilize their allocation. This is classified as the non-competitive phase.

Proposals are evaluated by PSE Engineering Staff for technical soundness, cost-effectiveness and compliance with energy code and tariff requirements. Customers sign a standard PSE Conservation Grant Agreement, defining project cost, PSE incentive amount, and verification requirements prior to installation of project Measures.

The Large Power User Self-Directed program is implemented in cycles, with the current program cycle spanning January 1, 2015 to December 31, 2018. Customers are given until March 31, 2017 to propose projects that utilize their incentive allocations under the non-competitive phase. Customers not designating projects that fully utilize their allocation forfeit their remaining balance to a competitive phase, in which remaining funds are available to all program participants via competitive bid.

In the Competitive Phase, eligible customers respond to an RFP in order to obtain remaining incentive funding that was not claimed during the non-competitive phase. In this phase, eligible customers may have access to funds beyond their original allocation. The competitive phase RFP will be issued May 15, 2017, with the submittal deadline being July 17, 2017. Received proposals will be ranked based on cost-effectiveness and other criteria specified in the RFP. Competitive funding will be awarded, in order of project ranking, until all funds are allocated to projects.

Target Market

C/I customers receiving electric service under Schedule 40, 46, 49, 448, 449, 458 or 459 are eligible to participate in this program.

Customer Incentives Overview

The incentive budget for eligible customers will be the Electric Conservation Rider revenues less deductions made for the Company's administrative program costs (7½ percent) and for the Northwest Energy Efficiency Alliance (NEEA) budget line item (10 percent).

The total Electric Conservation Rider revenue amount and customer allocation will be determined by the Company's State Regulatory and Cost of Service Department.

Energy efficiency measures are subject to the Company's Total Resource Cost Test to determine the grant amount to be paid. The incentive amount is up to \$0.50 per annual kWh savings, subject to PSE Cost Effectiveness Standards.

Customers receiving service under Schedules 40, 46 or 49 shall be required to first utilize their designated Schedule 258 allocation for these incentives prior to receiving funding from other programs, with the exception of programs requiring multi-year contracts. Customers receiving service under Schedules 448, 449, 458 or 459 only receive incentives through the Schedule 258 program and cannot receive funding from other programs.

When the incentive is limited by the remaining allocation balance, Schedule 40, 46 and 49 customers may apply for incentives from another conservation program to supplement the Schedule 258 incentive, up to the maximum allowed by the other conservation program.

Measure incentive eligibility criteria are based on, but not limited to, established, industry-standard cost effectiveness tests, structure type and its location within PSE service territory, product type and product quantity. A detailed list of Energy Efficiency Service Measures, Incentives and Eligibility are available as Exhibit 4 of this 2015 Annual Conservation Plan.

Marketing Plan

Effort will be made to ensure that eligible customers have every opportunity to take advantage of the incentive allocation available to them. If it becomes evident early in the program duration that some customers are having difficulty initiating the program process, the Company will offer to provide extra assistance to identify projects and perform any required follow-through.

Energy Efficient Technology Evaluation

Schedules E/G 261

Technology Evaluation Overview

The purpose of Energy Efficiency Technology Evaluation is to identify new, energy efficient technologies and products for PSE program offerings. Ideally, PSE would identify cost effective technologies and measures with significant savings potential, which are commercially available. However, there are many emerging technologies that range from “commercially available, but not used in the Northwest,” to “conceptual” or “prototypical” technologies still in the development phase.

It is relatively simple to determine whether new, commercially available technologies are suitable, as long as generally accepted engineering calculations can be used, and manufacturers can provide reliable data. For example, vendors frequently approach PSE with new, improved products, claimed to save more energy than their older models, or their competition. Usually these proposals are evaluated by the Energy Management Engineer who is managing the project, who then shares his/her experience with others in the group.

Some technologies are not so simple to evaluate. Those that are truly new typically have little experiential history, or there is no generally accepted method to calculate the performance. Clearly, it would be risky to broadly offer incentives through PSE’s programs - risky with regard to uncertain savings and risky for its customers due to unforeseen product issues. If the potential savings look significant, PSE may try the technology on a limited quantity of projects, especially if it is working with a customer who understands the risks and would like to be an “early adopter.” Sometimes the most prudent approach is to monitor the progress of the technology, especially if the savings potential appears limited. PSE’s effort is not intended for basic research, or product development, but to identify technologies that are available and suitable for its programs.

The most challenging situations arise when vendors propose products that are “too good to be true.” Often their savings claims are supported by testimonials from satisfied customers, with little or no reliable test data. Many technologies, such as transient voltage suppressors, power factor correction devices and paint with high R-Value, have been known for years to save little or no energy, but the vendor may insist their product is different, even though it may only have a different name on the box.

Fortunately, PSE has experience with many of these products, or can readily find others who have had experience. It is important, however, to distinguish between inaccurate claims and those that might truly be the new emerging technology that deserves attention.

Remote Energy Audit Software Evaluation

In 2015, PSE plans to assess remote energy auditing software services based upon Energy Management Information System (EMIS) platforms. EMIS platforms are software based tools that utilize utility interval data for a variety of capabilities including energy efficiency measure identification, building load disaggregation, and measure savings tracking.

This emerging technology potentially has significant programmatic impacts and PSE seeks to test and learn how EMIS platforms may be used to enhance PSE's existing program offerings through identification and evaluation of potential efficiency measures, motivation of customers to pursue cost-effective efficiency upgrades, and quantification of energy savings achieved from operations and maintenance (O&M) efficiency measures implemented based on recommendations of the EMIS platform.

The goals of this technology evaluation are to:

- Assess and identify benefits and barriers to integrating EMIS remote audit capabilities into PSE's existing business energy efficiency programs.
- Assess the accuracy of EMIS remote energy audit load disaggregation algorithms as compared to on-site assessments.
- Assess the accuracy of EMIS remote energy audit measure identification algorithms compared to on-site assessments.
- Assess the programmatic effectiveness of using an EMIS remote energy audit as a screening and engagement tool, energy efficiency measure identification tool, and savings tracking tool for commissioning, O&M, and capital energy efficiency measures in commercial buildings.
- Enhance customer engagement of PSE's energy efficiency programs in the medium sized business sector.

Commercial Rebates

Schedules E/G 262

Purpose

PSE offers fixed rebates for select, commonly applied Measures to commercial and industrial customers. These rebate Measures have been developed where energy savings can be standardized over a wide variety of applications, and where a competitive market pricing structure exists to ensure cost-effectiveness. The following Measure categories are managed in-house by PSE Staff:

- Commercial HVAC (retrofit, demand control ventilation and controls),
- Commercial Clothes Washers,
- Commercial Laundry Water Heating,
- Commercial Kitchen Equipment,
- Business Lighting (Express) Rebates (lamps, exit signs and controls),

PSE contracts with industry experts to implement cost effective Measures tailored to the unique needs of target markets. The following Measure categories are offered through contracted programs:

- Premium HVAC Services,
- Direct Install Pre-rinse spray head valves, showerheads and aerators,
- Small Business Direct Install Measures.

PSE Program Staff monitors program performance, results, and trends. Programs are coordinated closely with the electric and gas Commercial and Industrial Retrofit Program.

Program refinements and cost-effectiveness are reviewed with Engineering Staff, the Evaluation Team, and the Manager of Business Energy Management as necessary on an ongoing and adaptive basis. Incentive Measures, marketing and the fulfillment process may be modified, as needed, to respond to developments in technology, market conditions, customer acceptance and/or changes in supplier/contractor delivery and pricing.

Target Market

Rebate Measures are targeted to appropriate commercial markets, including but not limited to: Large Office, Small Office, Large Retail, Small and Specialty Retail, Restaurants, Commercial Laundries, Hotels/Lodging, Groceries, Convenience Stores, Hospitals, HealthCare/ Assisted Living, Schools and Property Management.

Schedule 40, 46 and 49 customers who are eligible to participate in the Schedule 258 Program must first utilize their Schedule 258 allocation before they receive incentives under this program.

Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for Measures and incentive amounts offered under this program.

Multifamily related businesses or those with dwelling units are served under the Multifamily Retrofit programs, Schedules E217 and G217.

Customer Incentives Overview

Most incentives are a flat dollar amount, usually for a “Measure” or “device” that is a “stand alone” unit. Customers can generally select from qualifying models (for instance, washing machines). Some rebates are a flat amount per “unit size” of the Measure, where unit size may be “per ton” or “per horsepower.” In some cases, incentives may be tied to square feet of conditioned space because energy savings depend on the size of the building more heavily than the size of the equipment.

A list of all requirements for eligibility and participation can be found on individual program application forms.

Most rebates are paid directly to the customer, but may be assigned by the customer to the contractor. For some measures, the rebate can be deducted from the sales price at the point of sale, in which case the participating vendor may be eligible for an additional sales incentive.

Measure incentive eligibility criteria are based on, but not limited to, established, industry-standard cost effectiveness tests, structure type and its location within PSE service territory, fuel type (gas or electric), product type and product quantity. A detailed list of Energy Efficiency Service Measures, Incentives and Eligibility are included as an Attachment to this 2015 Annual Conservation Plan as Exhibit 4.

Marketing Plan

PSE's Commercial Rebates Program will be proactive in using a mix of marketing and communications activities to reach the decision makers and influencers in the following key business sectors, as well as maintain current and accurate promotional information for all Commercial Rebates incentives.

Hospitality

To promote rebates of benefit to the hospitality industry (hotels/motels), marketing activities will include:

- Print and web materials targeted to this market promoting rebates for packaged terminal heat pumps (guest room HVAC), occupancy controls, commercial kitchen equipment, laundry equipment and lighting.
- Targeted promotions such as direct mail or on-bill advertising to hotel/motel owners and managers.
- Participation in the Washington Lodging Association, Etc..
- Use of case studies to demonstrate value of energy efficiency to this market.

Commercial Kitchens

To promote commercial kitchen rebates to restaurants and other owners/managers of commercial kitchens (school cafeterias, corporate cafeterias, church kitchens, etc.), marketing activities will include:

- Update of marketing materials to incorporate myPSE brand plus any program changes required.
- Participation in various restaurant and food service organizations such as the Washington Restaurants Association.
- Utilization of case studies to demonstrate value of energy efficiency in restaurants and other food service facilities.
- Development and disbursement of Point of Sale (POS) display materials for participating instant rebate vendors.

Commercial Lighting Business Lighting Express and Lighting To Go

Promotion will continue for Commercial Lighting Rebate offers, with emphasis on point of sale and prescriptive lighting incentives which expedite customer participation in lighting incentive programs.

Promotional efforts will include:

- Development and continued disbursement of point of sale display materials for participating instant rebate vendors.
- Development of marketing collateral that provides increased awareness of new “Business Express” lighting rebate program incentives.
- Continued expansion of Contractor Alliance Network (CAN) into the commercial lighting sector of trade allies.
- Leveraging of the Northwest Trade Ally Network for promotion of lighting efficiency offerings.

Small Business Outreach – Direct Installations

This program is provided by an outside contractor serving small business customers throughout the PSE service area. This contractor will coordinate marketing and outreach efforts with multiple PSE channels including Energy Efficient Communities, Business Services, and Customer & Community Engagement.

Engagement includes direct outreach to business customers and hosting local blitzes in targeted communities, as identified by Energy Efficient Communities team.

In addition to sector-specific focused marketing efforts, the following strategies will be implemented to create greater program awareness by customers and trade allies across all market sectors.

Coordination with Trade Allies

PSE’s Commercial Rebates Program will strengthen relationships with Trade Allies by:

- Offering contractor information and training sessions.
- Supporting contractors and vendors with program information.
- Participation in meetings to update trade allies on program offerings.
- Coordination with trade allies on PSE energy efficiency program messaging.
- Expansion of Contractor Alliance Network (CAN) into the C/I sector of trade allies.

Coordination with PSE Staff and Departments

Routine communications with internal PSE channels responsible for direct communication with customers and others who influence decisions about energy efficiency, such as public officials, will yield greater program awareness.

These communications will include:

- Proactive coordination with Energy Efficient Communities staff.
- Regular meetings and communications with Business Services staff, including Major Accounts Executives and Business Accounts Managers.
- Routine updates to PSE Energy Advisors about programs.
- Collaboration with PSE media outreach and social media teams to publicize significant projects and program offerings.

Outreach Plan

Energy Efficient Communities staff will develop and implement outreach strategies to promote program offerings by leveraging EEC and other regional teams' understanding of local communities to identify project opportunities and increase awareness of program offerings with the larger public. Strategies may include the following:

- Presentations to Chambers of Commerce, Visitors and Convention Bureaus, restaurant and hospitality associations and other trade associations to publicize program offerings.
- Identify business customers whose energy efficiency achievements illustrate results of PSE program participation and highlight their successes at events, in case studies and through media outreach to increase awareness of program offerings.
- Organize small-scale events at location of employers to educate employees on efficiency actions taken at the site by the employer and additional energy savings opportunities, including opportunities at both work and home.
- Host sessions internally for PSE staff to increase employee awareness of programs, providing increased communication to customers regarding energy efficiency programs.
- Participate in identifying communities for targeted Small Business Direct Install door-to-door initiatives.
- Plan and execute local community-level events providing recognition to businesses for, and promoting the awareness of, energy efficiency program opportunities.
- Host events at local PSE offices that increase customer awareness of program offerings, provide training and outreach to trade allies, including recognition of contractor energy efficiency accomplishments in the local community and encouragement of greater participation in the Contractor Alliance Network.

REGIONAL PROGRAMS

Northwest Energy Efficiency Alliance

Schedule E254

Description

NEEA is a non-profit organization working to accelerate the innovation and adoption of energy-efficient products, services and practices in the Northwest. As a partner with NEEA, Puget Sound Energy contributes funding for regional energy efficiency initiatives, actively participates on NEEA's Board of Directors and advisory committees, and supports various related initiatives in the Puget Sound Energy service area.

The NEEA 2015-2019 Business Plan, adopted in 2014, focuses on creating lasting change in energy efficiency in the Northwest through strong partnerships with the region's utilities and market actors. The 2015-2019 business plan was developed through a participatory year-long strategic planning process with the NEEA Board and region as a whole. The Business Plan provides for some flexibility, allowing dinders to conduct some market transformation activities themselves, and has a five-year total regional savings goal of at least 145 average megawatts (aMW).⁴ Further information about NEEA's history, structure, initiatives and press is available on [NEEA's website](#).

The NEEA Board approved an operating budget of \$169 million in funding for 2015 – 2019 market transformation initiatives from Northwest utilities including the Bonneville Power Administration (BPA) (on behalf of more than 130 utilities), Puget Sound Energy, Energy Trust of Oregon, Idaho Power, Avista Corporation, PacifiCorp, Seattle City Light, Tacoma Power, Snohomish County PUD and others.

In late 2014, the NEEA Board approved the formation of a regional gas market transformation Collaborative. Funded by the largest gas utilities in the Northwest Region, NEEA will lead the effort to accelerate the adoption of leading-edge gas technologies, with the expected results of achieving increased gas conservation in the long-term. The five-year (2015-2019) budget is \$18.3 million, which will enable NEEA to coordinate the launch and implementation of five measures over that timeframe.

⁴ Please see NEEA's 2015-2019 Business Plan at: <http://neea.org/docs/default-source/default-document-library/neea-2015-19-business-plan---board-approved.pdf?sfvrsn=2>

Some of the measures: gas-fired heat pump water heaters, combined space & water heat, rooftop HVAC, and gas clothes dryers, are in the formative stages of their development and are expected to achieve cost-effective savings in the long-term. Others, such as high-efficiency gas fireplaces, are expected to produce cost-effective savings in the nearer term. The overall portfolio is expected to realize lower long-term avoided costs than current gas measures.

Production and Distribution Efficiency

Schedule E292

Purpose

The purpose of the Production and Distribution Efficiency program is to evaluate and implement energy conservation Measures within PSE's own generation and distribution facilities.

Description

The Production and Distribution Efficiency program involves implementing energy conservation Measures within PSE's own production and distribution facilities that prove cost-effective, reliable and feasible.

Within production facilities, conservation Measures reduce ancillary loads at the site and exclude efficiency improvements made to the generating equipment itself. These Measures may include, but are not limited to, lighting upgrades, variable speed drives and compressor upgrades.

For transmission and distribution (T&D) efficiency, improvements are implemented at PSE's electric substations. These improvements can involve reducing the energy use within the substation itself and the distribution of energy from it. They can range from on-site Measures like lighting and heat pumps to system Measures like phase balancing and conservation voltage reduction (CVR) (also referred to as voltage optimization (VO)).

This program requires coordination between the Energy Efficiency Program Manager and Staff in other PSE departments to collect project specific details for program tracking and reporting.

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PORTFOLIO SUPPORT

Customer Engagement and Education

Purpose

This activity grouping is made up of functions and services designed to drive PSE customer to take action, and engage in energy efficiency initiatives. This group provides customers with information, tools and resources that enable easy enrollment in a number of PSE efficiency offerings. The services address the full spectrum of Energy Efficiency's benefits, and the Customer Engagement and Education Staff often provide the customer's first impression of the Energy Efficiency department.

Energy Advisors

The Energy Advisor Department is a unique, customer solution operation. This expert group brings efficiency into PSE's customer homes by guiding them in changing behaviors, understanding their energy use, and assisting them in using PSE's programs that are best for the customer's individual circumstances. Energy Advisors also promote and explain PSE's renewable energy programs, community challengers, available promotions and tax incentives. The Energy Advisors serve customers with these services over the phone, email, and in person.

Unlike transaction-based customer care departments, the Energy Advisors provide expertise and deliver solutions tailor-made for customers' homes. The Energy Advisors perform research, analyze, resolve, and respond to customer inquiries, and requests related to energy efficiency and conservation to provide customers with information and suggestions on how customers can reduce their energy use. They represent PSE in an effort to promote and cross-market energy-efficiency products and services by presenting and providing educational materials to employees, organizations and community groups.

Energy Advisors receive training and instruction in departmental procedures, current programs, building science, and customer service. They are expected to use good judgment in independently responding to recurring customer issues and/or complaints. Unique, difficult or unusual customer service issues are referred to Senior Energy Advisors.

Individual Energy Advisors are also located in several PSE Business Offices throughout PSE's service territory to provide direct support for energy-efficiency questions.

Customers have access to speak directly to an Energy Advisor through a toll-free number, **1-800-562-1482**, Monday through Friday, 8am to 5pm.

Events

The Energy Efficiency department participates in community, local, and regional events annually. These events include home shows, trade shows, seminars, corporate events and community outreach. The event audience consists of general public, businesses, builder/contractors, multifamily property owners, city leaders, students/teachers. PSE business objectives include; energy-efficiency program leads, customer awareness of PSE's programs and services, education, establishing partnerships with other utilities and communities, among others. This provides unique opportunities for Energy Efficiency Staff to interact directly with customers and discuss a variety of products, programs and services that the department offers. Energy Efficiency Staff can also match customer interests and needs with Energy Efficiency programs.

The event strategy team provides specific criteria for event participation that matches overall business and strategy of the programs supporting Energy Efficiency programs with emphasis on presence, affiliation and relevance. Each event holds a particular value to stakeholders and relates to objectives of PSE Energy Efficiency programs.

The Events team organizes events using an event management data system to improve communication and customer experience. The Events strategy team—including representatives from marketing, outreach and programs—assesses event requests, and reviews event opportunities in advance, with a focus on tactical planning for and vetting events. Along with a dedicated full-time Events Staff, PSE employs a third-party vendor to augment its events staffing to ensure the maximum energy-efficiency exposure. The goal of the project is to increase awareness and uptake of PSE EE programs, drive energy savings and reach a broad and diverse audience base through door-to-door , open houses and community events.

Energy Efficiency Brochures

PSE provides brochures and how-to guides on numerous energy efficiency opportunities, including low-cost equipment, weatherization measures, major weatherization improvements, and equipment upgrades. This information includes investment and savings estimates where appropriate.

The brochures provided as part of this program are general energy efficiency in nature, whereas program-specific (for example, residential heat pumps or mobile home duct sealing), are budgeted within those specific programs. These brochures are available to customers in paper form and online at the PSE website. Where required by tariff, brochures are included as bill inserts.

Education

Schedules E202, G202

The Energy Efficiency Education program provides opportunities to broaden knowledge of conservation and renewable energy, and increase participation in efficiency programs.

PSE's energy education provides a forum for positive customer and community interaction and involvement that will inform, inspire, and empower with the understanding that individual choices do make a difference.

Description

Energy Education is a key component in furthering consumer energy efficiency and renewable energy awareness so that customers and PSE employees are adequately informed to make wise energy decisions.

Energy Education creates a forum to provide information to leaders and educators who can leverage the knowledge to a greater audience and will also tie directly to the company's existing energy efficiency opportunities, active resource conservation efforts, and commitment to the community channel. The programs focus on strengthening community actions by developing and preserving local relationships with customers and other education and community-based organizations.

Target Market

Markets include PSE employees, small businesses, low-income populations, seniors, Native American groups, English-as-a-second-language customers and the general public through community outreach.

The program fosters community involvement that will create mutual gains by leveraging with existing education learning resources through Low Income Weatherization agencies and Independent Colleges of Washington (ICW).

Education Tactics

- Continue long standing relationship with Independent Colleges of Washington where students engage in energy efficiency research projects related to improvement in power and energy use.

The Energy Education program also includes an education team who will be focusing on engaging PSE employees to increase their knowledge of energy efficiency programs and products and services through training workshops, presentations at team meetings, and other tactics. By providing employees education on our energy efficiency programs they will be able to provide that information to customers they are working with on a daily basis and therefore increase customers' awareness of our energy efficiency programs.

Customer Online Experience

Purpose

The Customer Online Experience group implements services and activities that focus on PSE customer access to Energy Efficiency programs, via the internet or other forms of electronic media.

Description

This Customer Online Experience team is made up of Web Experience and Market Integration, which are detailed in the following paragraphs.

Web Experience

Purpose

PSE's customers expect to receive information and interact with PSE online in the same sophisticated ways they do with other companies. Web Experience is designed to support the development and maintenance of tools that simplify the energy-efficiency educational process, providing interactive, engaging experiences that drive PSE's customers to manage and lower their energy usage.

Description

Web Experience and Market Integration are designed to significantly improve Energy Efficiency's ability to communicate the "how and why" of energy efficiency, using new technologies and engaging interactive methods.

Web Experience consists of the initiative to make PSE's energy-efficiency web tools effective in delivering electricity and gas savings. Research has shown that PSE customers are more web-savvy than average and have high expectations when doing business on the web.

In 2015, the Web Experience budget will support the personalized energy-efficiency analysis tools available to customers within the myPSE Account section of PSE.com—for desktop, table, and mobile web users.

These newly-enhanced tools, implemented in 2014, help customers understand the specifics behind their energy usage, show neighbor comparisons (residential customers),⁵ notify customers of higher than usual usage, and provide new ways to encourage efficient behaviors, by suggesting personalized tips, tools, ideas and checklists, based on a customer's automated energy usage profile and self-assessment information.

Web Experience also supports interactive content development, e-newsletters and the fees for other miscellaneous software applications, such as online form, database and web hosting services, and includes purchases made through ShopPSE, funded by the Residential Energy Management Direct-to-Consumer Channel (<http://PSE.com/shoppse>).

Market Integration

Purpose

Market Integration consists of salary costs of employees working on energy-efficiency marketing platform development and maintenance. This is designed to increase the transparency of the work done on energy-efficiency marketing-related items. This includes the enhancement of online energy-efficiency tools and features, as well as traditional marketing executions that center on promotional channels used across all programs (that is, events, collateral and websites).

⁵ Specific customer details; addresses, names, account information, etc. is rigorously protected. Instead, only general, non-specific comparisons will be provided.

Automated Benchmarking System

Launched in the autumn of 2013, this new website, called *MyData*, provides building owners an easy to use, self-service portal that will allow them to set up automated monthly reporting of their building's energy usage. This data can be used to:

- Track energy usage for a portfolio of buildings,
- Track the results of energy efficiency projects,
- Develop Energy Star ratings, and
- Comply with city of Seattle reporting requirements.

Approximately 75 percent of the whole-building energy usage requests PSE receives come from building owners (or their contractors) that are tracking their energy usage or are tracking the results of energy efficiency projects.

Programs Support

Description

This function includes data management, tracking and reporting services provided by Data and Systems Services staff, as well as research, planning, development work by Program Development staff, all supporting implementation of Residential and Business Energy Management customer programs.

In addition to mainstream Energy Management work, new customer load control development interests—previously reflected in Commercial/Industrial Load Control (Schedule E 271)—is included in the 2015 Programs Support budget.

The Programs Support budget is predominantly labor and includes training and any planning and development contract costs projected by Programs Support staff. Data and Systems Services staff roles include: planning, development, support, and enhancement of EE systems and tools; management of reporting, forecasting, and business performance metrics; conducting analytics by understanding and presenting program data as meaningful knowledge and insights. Program Development staff roles include: internal and external research, planning and development; biennial and strategic program planning support; participation in regional organizations including NEEA and RTF; assessment, development and implementation of Measurement & Verification protocols and methodologies; developing and managing IRP and related DSR bidding activities; and best practices and continuous improvement.

In addition to mainstream Energy Management work, new customer load control development interests—previously reflected in Commercial/Industrial Load Control (Schedule E 271)—is included in the 2015 Program Development budget. A market study assessing potential Ancillary Services for automated dispatchable customer load control is targeted for completion in early 2015. Ancillary Services, described in FERC Order 745, may offer broader and less-invasive customer participation potential than historic curtailment demand response programs focused only on system peak load management. Results from the assessment study may be included in the 2015 IRP. Any subsequent pilot or program proposals will depend on assessment study results, stakeholder interests, business case, and related approvals.

Energy Efficient Communities

Purpose

Energy Efficient Communities is a program-support Channel to deliver Energy Efficiency program information direct to residential and commercial customers and through partnerships with community organizations and municipalities. The program works to leverage community resources to connect with, educate and move customers to Energy Efficiency program participation. As noted in the Introduction, the Energy Efficient Communities and Energy Efficiency Events are now managed in the EE Outreach organization, which will provide a more cohesive approach to supporting the outreach for the programs. By aligning the strategies, the programs can be sure to have integrated support teams to communicate with customers.

Description

Puget Sound Energy's Energy Efficient Communities (EEC) program works to generate participation in PSE's Energy Efficiency programs through direct-to-customer outreach and through partnerships. The team works to discover locally-appropriate ways of engaging with customers by leveraging PSE's resources, community knowledge and partner support.

The EEC team works closely with the Energy Efficiency programs to determine whether a broader partnership with a community organization or a more targeted, direct-to-customer approach is needed. As an outreach team for both residential and commercial programs, the EEC team also works on cross-program promotion, where appropriate.

Target Markets

PSE's Energy Efficient Communities Program has staff located in regional offices to provide an improved connection to the multiple community stakeholders that Energy Efficiency serves throughout the service area. These partnerships provide opportunities to connect directly and indirectly with the residential and commercial markets.

Energy Efficient Communities works closely with the Business Energy Management team to reach out to the underserved small business population to deliver consistent programs throughout the service area. The team works to provide leads for the small business programs through partnerships with cities and community groups as well as through direct outreach and presentations to the small business community.

The EEC team works to train other PSE employees on the Energy Efficiency programs to ensure they are incorporating the information into their work with customers. These opportunities leverage other PSE work that is occurring with customers, and therefore improves the customer experience and increases program participation.

Trade Ally Support

Purpose

Trade Ally Support manages PSE membership costs in Energy Efficiency (EE) trade associations. These organizations stand apart from other trade association memberships in that they provide comparatively broad-based EE research, training and/or implementation support services.

Trade Ally Support organizations provide education, information and related services for:

- The adoption or expansion of energy-efficiency products, services, and practices; and
- Conducting research toward the development of new, or improved validation or delivery of existing conservation measures, programs and services.

Description

The Trade Ally Support line item budgets and tracks only annual membership dues PSE pays to broad-based industry trade and research organizations who perform and support ongoing development and implementation of Residential and Business Energy Management programs. PSE participates in and utilizes the services of many such organizations to support delivery, management, and promotion of energy efficiency services. Utility, customer, and service provider benefits primarily include education and information exchange on end-use technologies, energy legislation, efficiency services, and related industry trends. Other Trade Ally expenses not related to dues, for example conference attendance, are budgeted and tracked with the pertinent efficiency program(s) receiving the benefit.

Although the Contractor Alliance Network (CAN) budget line is noted in the Trade Ally Support group in Exhibit 1: Savings and Budgets, CAN is managed within the Dealer Channel.

Target Market

Organization memberships budgeted in Trade Ally Support for 2015 include (but may not be limited to):

- Association of Energy Service Professionals (AESP)
- Building Owners & Managers Association (BOMA) of Seattle & King County,
- Consortium for Energy Efficiency (CEE),
- Electric League of the Pacific Northwest,
- Energy Solutions Center (ESC), and
- Northwest Energy Efficiency Council (NEEC).

RESEARCH & COMPLIANCE

Conservation Supply Curves

The purpose of the Conservation Supply Curve function is to complete a Conservation Potential Assessment for the company's Integrated Resource Plan (IRP). The Conservation Potential Assessment identifies the amount of energy savings potential that is technically and economically achievable over the 20-year planning horizon of PSE's IRP. The IRP, which is filed every two years, is the basis for PSE's electric and gas energy resource acquisition strategy, as well as the targets for its energy efficiency programs. The IRP analysis may also be used to derive the ten-year conservation potential and two year electric conservation target required to comply with the Washington Energy Independence Act (often referred to as I-937).

PSE's next IRP and Conservation Potential Assessment are due in 2015. The Company will conduct an assessment of the long-term market potential for energy savings from energy efficiency and other demand-side resources, covering the twenty year period 2016-2035. PSE anticipates continued use of a consultant to perform the analysis. The budget includes costs to complete the conservation potential assessment and incorporate the results of that assessment in the resource portfolio analysis. . This analysis will be a key component for establishing program savings targets for 2016-2017.

Strategic Planning

Objectives

The Strategic Planning function conducts a variety of research studies and analyses to support regulatory compliance proceedings and other strategic initiatives.

Description

The Strategic Planning function is responsible for providing support and guidance to a variety of regulatory and other strategic initiatives. Responsibilities include regulatory compliance filings, federal and state legislative review, policy analysis, or other strategic efforts related to energy efficiency. The Strategic Planning function also includes support for the regional Commercial Building Stock Assessment study.

Market Research

Objectives

Market Research conducts a variety of research studies and analyses to support program design, marketing strategies, and development of effective program promotion and customer communications for energy efficiency.

Description

The focus of the Market Research function is on acquiring information about customers that is relevant for the development of energy-efficiency programs, educational materials, and promotional campaigns that will be effective in encouraging program participation.

Through various techniques such as surveys, focus groups, and analysis of existing databases, Market Research provides understanding of customer perceptions, motivations and barriers to adoption of energy-efficient applications and behavior, as well as tracking customer awareness of program offerings and satisfaction with non-program specific education and information services. Market Research is also called upon for analysis of localized characteristics, attitudes, behavior, and energy usage trends, necessitating more geographically targeted research. Market Research expenses are driven by the customized nature of the work and the large sample sizes required in quantitative studies for results to be valid for multiple market segments and geographic areas.

The Market Research Staff works closely with program evaluation, marketing communications, and program implementation Staff to identify research needs that support the effective development, delivery, and evaluation of energy efficiency programs. These research needs are then coordinated and leveraged to result in a slate of research projects that are responsive to internal client needs, eliminate duplication of effort, and are cost-efficient.

PSE's conservation market research activities are divided into two basic components:

Baseline Research with Broad Applications: This type of research provides foundational information about PSE customers that will be a common source of knowledge for the general planning and design of all energy efficiency programs and promotional campaigns.

Application-Specific Research: This research is focused on specific programs or promotional initiatives. It includes research that supports specific energy efficiency program promotion and communications campaigns, such as message testing, target markets, and campaign effectiveness studies. Other research efforts will be focused on tracking customer satisfaction with information services, such as the Energy Advisors. Finally, research may be conducted to provide customer input on the design and implementation of specific programs, primarily using qualitative methods such as focus groups.

In 2015, Market Research will make greater use of online research tools and secondary data sources, which will help control costs. In particular, PSE will utilize an online residential research panel of approximately 3,000 customers as a very economical survey tool, as well as purchasing existing demographic and firmographic data from third-party providers, rather than conducting original research to collect this information.

Verification Team

Description

As the “V” in EM&V, PSE’s Verification Team performs on-site inspections and confirmations of randomly-selected participating homes and businesses to assure energy efficiency measures are properly installed. Combined with other Evaluation and Measurement functions, the Verification Team seeks to secure both confidence in claimed energy savings and improvements in program quality.

The “Measurement & Verification: Policies, Guidelines, Protocols & Processes” document introduces M&V protocols to be used across the Energy Efficiency functions.

Measurement & Verification (M&V)

M&V is the process of determining and validating savings, where equipment energy usage may be measured and equipment installations verified. Energy Efficiency M&V policies include:

- Every Energy Efficiency measure and/or program has objective and documented analysis describing kWh and/or therm savings (ref. PSE Measure Metrics database). The Verification Team provides on-site independent checks of measure installations for measures and/or programs.
- Energy Efficiency program planning, implementation, verification and evaluation teams are engaged in on-going quality assurance, quality control, analysis and reporting of measure/program activities.
- All methods are documented and subject to review to increase quality and reliability.

Verification Team Guidelines

PSE created the “Measurement & Verification: Policies, Guidelines, Protocols & Processes” document in response to Condition (6)(f)(ii):

“Measurement & Verification – PSE shall provide detailed descriptions of its measurement & verification (M&V) policies, protocols, guidelines, and processes to the CRAG [Conservation Resources Advisory Group] for review and advice. Additionally, PSE shall provide to the CRAG an estimate of the costs associated with the detailed M&V plan and PSE will maintain activities at levels that are at least commensurate with regional peers.”⁶

The document provides detailed descriptions of PSE M&V policies, protocols, guidelines and processes.

Verification of energy efficiency installations: This is conducted in multiple venues through review of documentation, surveys and on-site inspections. To ensure the accuracy of program and measure savings claims, verification activities encompass many different steps, including invoice and calculation reviews, on-site inspections and phone verifications among others.

Verification of energy savings: Energy Efficiency programs have documented procedures in place to fully verify measure savings. Verification procedures described in the Verification Manual vary depending on measure, participant, or program type. Practices documented in the Verification Manual detail expectations for all stakeholders including Program Implementation Staff, program participants and installation contractors. The processes most reflective of day to day functions of the Verification Team are the pre and post-installation inspections described in the Manual.

⁶ Agreed Conditions for Approval of Puget Sound Energy, Inc.’s 2010-2011 Biennial Electric Conservation Targets under RCW 19.285, Docket No. UE-100177.

Program Evaluation

Description

PSE Evaluation Staff are committed to the evaluation of energy savings and the continual improvement of energy-efficiency service delivery to customers. PSE program implementation teams work together with the Evaluation team to inform the development of evaluation scopes of work. The Evaluation Team then develops and maintains a strategic evaluation plan, in accordance with the guiding Evaluation Framework, ensuring that all programs receive review on a four-year cyclic basis. PSE also considers the level of energy savings, significant program changes and whether a program is new or never been evaluated before in prioritizing programs for evaluation. Adjustments to the evaluation plan may be made during the biennium, with CRAG review and advice.

Residential Programs to be evaluated in 2015 include:

- Single Family Lighting
- HomePrint™
- Web-enabled thermostats
- Showerheads
- Home Energy Reports:
- Multifamily Existing
- Multifamily Air Seal
- Fuel Conversion

Commercial/Industrial Programs to be evaluated in 2015 include:

- Commercial/Industrial Retrofit
- Large Power User, Self-Directed
- Pilot: Small Business Behavior
- Technical Evaluation: Remote Energy Audit

The Distribution and Generation Efficiency Program will also be evaluated.

For additional information on planned evaluation activity, please refer to the Evaluation Plan (Exhibit 6 of the 2014-2015 Biennial Conservation Plan).

The Evaluation Staff is also closely engaged in the Measure Metrics process. Using the Evaluation Report Response (ERR), the Implementation and Evaluation Teams ensure that study results are implemented in the program. When an evaluation study is completed, findings are reviewed along with key recommendations. The Implementation Team then completes their input to the ERR, indicating what actions will be taken as a result of the evaluation findings. This ensures a closed-loop system with Evaluation findings and Implementation reactions and adjustments being documented in the Measure Metrics database.

PSE frequently shares the results of its evaluations with the RTF to ensure continuous improvement of measure energy savings values that are widely used in the region. In addition, PSE monitors the Regional Technical Forum (RTF), NEEA, and the Northwest Research Group (NWRG), as well as directly reaching out to neighboring utilities, for opportunities to collaborate on common evaluation needs.

Significant work will be done in 2015 on the Biennial Electric Conservation Achievement Report (BECAR), an independent third party review of PSE's 2014-2015 electric portfolio, which must be completed by mid-2016 in compliance with conditions approved by the UTC in Docket No. UE-132043.

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OTHER ELECTRIC PROGRAMS

Net Metering

Schedule E150

Purpose

PSE's Net Metering program provides interconnection services for qualifying customer-generators in accordance with State legislation enacted into law in February 11, 1999 and amended June 8, 2000 (see RCW 80.60).

Description

PSE provides interconnection services to qualifying Customer-generators who operate fuel cells, hydroelectric, solar, wind, or biogas generators of no more than 100 kW. Service under this schedule is limited to a total of 11.2 MW of cumulative nameplate generating capacity, of which no less than 5.6 MW of cumulative nameplate generating capacity shall be attributable to renewable energy net metering systems that use as a fuel either solar, wind, hydroelectric power, or biogas from animal waste. In 2014, this cap moved to 22.4 MW. Customer generation can be used to offset part or all of the Customer-generator's electricity use under Schedules 7 through 49 of Electric Tariff G.

At the time a customer enrolls in the Net Metering program, they are also provided the necessary information to receive annual benefits from the Production Metering, or Renewable Energy Advantage Program (REAP) , which is the state's performance based incentive described in Schedule 151.

Target Market

All customers who are within the Company's service territory and receive electric service under terms of the Company's electric Tariff G.

Customer Incentives

No direct customer incentives are provided under this tariff. Energy produced by Customer-generator systems directly reduces energy used in the home or business from the grid. When energy generated exceeds home or business electrical loads, the excess energy flowing to PSE is metered and credited to the customer at the retail rate for future use. The program's year runs May 1 to April 30 of the following year. There is currently no set end date. Any excess credit each month is rolled forward to the following month; however, when the new program year begins May 1, the credit is reset to zero.

Production Metering

Schedule 151

Purpose

PSE's Renewable Energy Advantage Program provides qualifying Customer-generators with production payments in accordance with State legislation SB 6658 as PSE receives tax credits for renewable production payments, as outlined in RCW 82.16.

Description

Production Metering is operated in conjunction with, and in addition to, the Net Metering program. At the time a customer enrolls in the Net Metering program, they are also provided the necessary information to receive annual benefits from Production Metering when enrolling with a qualifying renewable energy technology.

Target Market

All qualified net metered customers, under terms of Schedule 150 and all qualifying Schedule 91 customers.

Customer Incentives

Once a year customers are paid for all power generated up to the \$5,000.00 cap per the State's Renewable Energy Cost Recovery Program. This payment ranges from \$0.12 to \$1.08 per kWh generated per state law. PSE currently identifies the annual production total and provides the annual application and payment to the customer.

Marketing Plan

When customers interconnect for net metering they are also encouraged to participate in the production metering program. PSE notifies the customer and assists them with the annual paperwork process that is required by the state to receive a payment. PSE has a brochure for Customer Renewables used at various events.

The Energy Advisors provide basic information to customers calling to inquire about renewable energy generation. Information on net metering is also accessible from the Savings & Energy Center navigation header at pse.com. Renewable energy businesses and organizations such as Solar Washington and Washington State University Energy Programs normally make customers aware of the new metering program when they inquire about renewable energy generators.

Electric Vehicle Charger Incentive

Schedule 195

Purpose

PSE's Electric Vehicle Charger Incentive program ("EVCI") is a pilot program to study charging use in PSE's electric service territory. The program collects data on charging behavior and patterns for PSE electric customer charging their electric vehicles at home, and compares this information against PSE's other load shapes and resources. Customers driving electric vehicles are provided a \$500 incentive towards the purchase of a Level 2 charger for their home as an incentive to participate in the program and use Level 2 charging, which is more energy efficient than Level 1 charging.

Description

There are currently approximately 5000 electric vehicles registered to PSE's electric service territory, most of which have been registered in the past two years. Some customers are known to be using Level 1 charging, which is a wall outlet, while others are using Level 2 charging at home, which uses specific charging equipment that can use between 3 and 19 kW of power. There is currently no method to monitor where these vehicles charge nor the shape of the load they add to the system, including any impact on peak loads.

EVCI will monitor the electric use of customers with electric vehicles to determine the amount of load and load shape that electric vehicles place on PSE's system, compare these loads to PSE's other loads and resources, and identify impacts to peak load on the system. Data collection will occur using multiple sources including PSE's existing meter system, both with and without hourly energy monitoring, and pilot installations of "smart chargers". Customers are incented to participate in the program and to use Level 2 charging, which is more efficient than Level 1 charging.

Target Market

Electric vehicle drivers who live in PSE's electric service territory and have their residence as their principle charging location.

Customer Incentives

The program offers \$500.00 per charger installed at the customer's residence, which must also be their primary charging location. The program is capped at 5,000 participants.

Marketing Plan

Customer purchase electric vehicle charging equipment through automotive dealers, charging equipment manufacturers, installers, and local and national retailers. PSE will market at the point of sale with automotive dealers, equipment manufacturers and installers and retailers. PSE will also use online advertising and outreach at electric vehicle related events to inform customers of the program.

Commercial/Industrial Load Control

Schedule E271

Background

Due to current low market prices, and C/I Load Control program prices that are higher than supply side capacity resources, PSE deferred development and implementation of a conventional Demand Response program at the outset of the 2014 - 2015 biennium.

Next Steps

However, during this biennium, PSE is continuing research, planning, and development of pertinent customer load/capacity management interests as described in the Programs Support section.. For example, PSE is assessing the potential for an Ancillary Services (energy imbalance and operating reserves)-based remote load control pilot for interested and suitable customer(s). Such service agreements are conceptually viable with PSE energy resource stakeholders. The Program Development budget will track and report all research and development planning costs incurred by New Program Development staff.

GLOSSARY OF COMMONLY USED ACRONYMS AND TERMS

Unless otherwise noted in a specific Conservation Schedule, the following commonly-used terms, used throughout this document have the below noted meanings:

AIA	American Institute of Architect
ASHRAE	American Society of Heating, Refrigerating, and Air-Conditioning Engineers
BOMA	Building Owners and Managers Association
BPA	Bonneville Power Administration
CHP	Combined Heat & Power
CMS	Customer Management System
Cost Element	Also referred to as account numbers. Cost element groups typically include; labor, overhead, employee expenses, miscellaneous expenses, materials, etc.
CRAG	Conservation Resource Advisory Group
CS/EE	Customer Solutions/Energy Efficiency. This was the new name assigned to EES (Energy Efficiency Services) at the beginning of 2012.
DDC	Design Development and Construction
DHW	Domestic Hot Water
Direct Install Measure	A conservation Measure that is installed by a PSE representative—rather than a PSE customer—into a qualifying structure.
ECM	Electronically Commutated Motor

Definitions and Acronyms, continued

HID	High Intensity Discharge (related to lighting)
HVAC	Heating, Ventilation and Air Conditioning
IRP	Integrated Resource Plan. PSE's two-year view of 20-year resource needs and how the Company will meet those needs.
kWh	Kilowatt Hour
MBA	Master Builders' Association
NEMA	National Electrical Manufacturers Association
O&M	Operations and Maintenance
Order Number	An eight-digit accounting number, used to track expenditures. FERC rules require that expenditures associated with energy conservation begin with a 1823nnnn (where "n" is another number). This is the most detailed view of accounting for a program's expenditures. Within an order number, cost elements account for the specifics of those expenditures, as explained above.
TRC	Total Resource Cost
UC	Utility Cost
ULI	Urban Land Institute
USGBC	U.S. Green Building Council
WAMOA	Washington Association of Maintenance and Operations Administrators

Energy Efficiency

Exhibit 4 Measures, Incentives & Eligibility

January 1,
2015

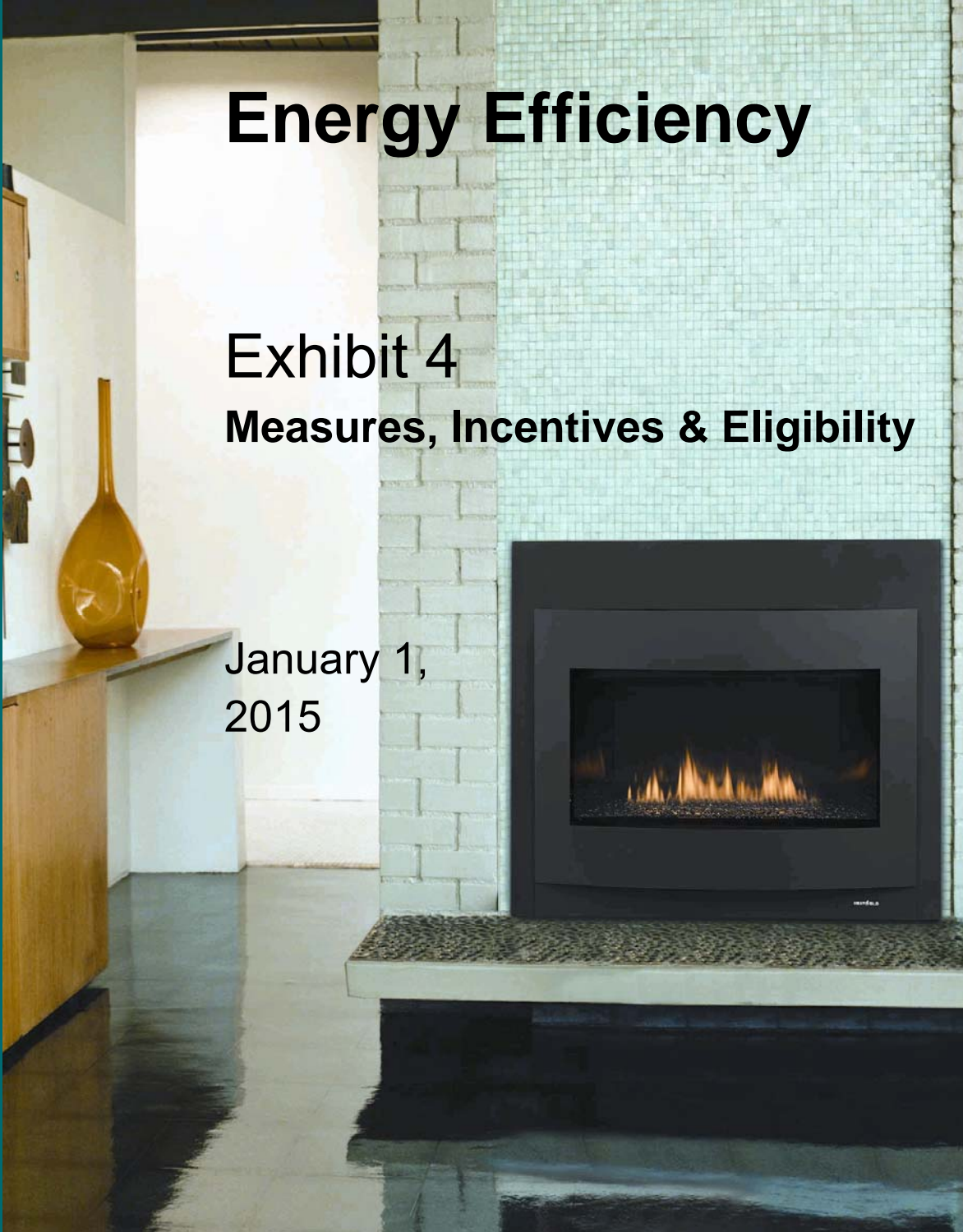


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GENERAL GUIDELINES FOR MEASURES, INCENTIVES AND ELIGIBILITY

1. Definitions and terms used throughout this document are governed by the Company's Electric Tariff G and Natural Gas Tariff. Where there is a conflict, the Tariff definition shall prevail.
2. Specific terms and conditions are found on the applicable incentive forms, grant documents, rebate application forms and similar documents available from the Company. Some measures noted in this document apply only to a particular customer type or structure type. Some structure types do not have individual measure/incentives available; rather, an incentive may be applied to the entire qualifying structure. Please thoroughly read the incentive terms and conditions before investing in an energy efficiency measure.
3. Some incentive payments noted in this document may be divided in a manner consistent with the Company's program objectives. In some cases, this division may be between the qualifying party or parties receiving the measure. For example, an installing contractor may receive a portion of an indicated incentive amount, with the end-use customer receiving the balance of the indicated amount. Qualifying parties may include, but are not limited to, manufacturers, retailers, distributors, owners of structures, customers, general contractors, verifiers, approved Washington State Agencies or similar entities.
4. The term Maximum Amount, noted in some programs, represents the total amount of funding available per indicated measure, household, dwelling unit, eligible party or parties or structure. Incentive amounts may vary, depending on market conditions, funding availability, energy efficiency level of the installed product(s) or measure, eligibility of the party installing the measure or other similar conditions.
5. At the Company's discretion, and based on changing market conditions, cost-effectiveness and program objectives, incentive amounts may vary from the indicated Maximum Incentive Amount from time to time. The Company may implement limited-time offers, special performance incentives for field forces (sometimes referred to as SPIFFs or SPIFs), temporary promotions, purchasing of products directly for resale, or other adjustments to incentives.

6. These adjustments will continue to be based on regionally accepted energy savings estimates and incremental efficiency measure costs. These adjustments may be noted on the PSE.com website, press releases, advertisements, or other media. It is always a good idea to consult an energy advisor at 1 800 562-1482 if you have questions.
7. The Company's energy advisors are available to answer specific questions, Monday through Friday, 8am to 5pm. Many rebate forms and additional program information are also available via the Company's website:

<http://pse.com/savingsandenergycenter/GetReEnergized/Pages/Ask-an-Energy-Advisor.aspx>

8. Many of the indicated measures require the services of or installation by a professional contractor. Before engaging an independent contractor, it is important to understand the terms and conditions of the measures for which you may apply and ensure that the contractor meets the Company's qualifying standards.

Generally, contractor qualifications include, but are not limited to:

- Licensed, bonded and insured in the State of Washington.
 - Willing to comply with training and inspection by the Company.
9. Some of the indicated measures have very specific requirements that must be satisfied in order to qualify for the indicated incentive. These include, but are not limited to: structural measures (insulation, windows, etc.), HVAC applications (heat pumps, air handlers, etc.), plumbing fixtures (water heaters, boilers, etc.) and so on. Qualifications listed in this document as a part of the measure description are of a general nature only, and are indented to provide an overview for the customer. Additional information is available on PSE.com, via an energy advisor (1-800-562-1482) and is provided in the incentive application form.

Prior to committing to a potentially large investment, (a heat pump, water heater, windows, insulation, etc.) **it is recommended that customers visit PSE.com or call an energy advisor** to obtain the complete list of qualifications for the measure being considered.

9. Customers, eligible parties, owners or tenants with applicable owner permission assume all liabilities associated with contracting, work performance, ensuring applicable permits are obtained and paying independent contractors. The Company may provide contractor referral services for measures.

10. General terms and requirements for incentive qualification include, but are not limited to:
 - Purchase receipt or invoice, indicating the date of purchase,
 - Address (the physical location) of where the measure is being installed,
 - Name of person(s) claiming the incentive,
 - The structure must be receiving (or will be receiving in the case of new construction) electric service or bundled natural gas service from the Company.

INFORMATION-ORIENTED SERVICES

The following services apply in most cases to both Residential and Business customers. Although specific rebates or financial incentives aren't elements of the following services, these services provide energy management tools and access to programs outlined in this Energy Efficiency List of Measures, Incentives, and Eligibility. This brief description provides an overview of the information-oriented resources available to customers.

PSE's Energy Efficiency department offers several different communications avenues that complement each other to provide information about customer programs and efficiency improvements tailored to customers' interests and energy-use concerns.

Energy Advisors

Energy Advisors research, analyze, resolve and respond to customer inquiries, issues and requests related to energy efficiency and conservation; and promote and explain energy efficiency and renewable programs and their advantages. They represent the Company in an effort to promote and cross-market products and services by presenting and providing educational materials to employees, organizations and community groups. Employees work in a team environment and must be able to rapidly adapt to changes in services and programs. Employees receive training and instruction in departmental procedures and are expected to use good judgment in independently responding to recurring customer issues and/or complaints. Unique, difficult, or unusual customer service issues are referred to the Senior Energy Advisor. Through a toll-free number, 1-800-562-1482, Monday through Friday, 8am to 5pm, customers have access to speak directly to an Energy Advisor.

Events

PSE participates in trade shows, community events, and homeowner/trade ally associations' venues that provide avenues, such as seminars and workshops, to attract PSE residential and business customers to the features/benefits of energy efficiency programs.

Energy Efficiency Brochures/Collateral

PSE provides brochures and how-to guides on various energy efficiency opportunities, including behavioral measures, low-cost equipment, weatherization measures and improvements and equipment upgrades.

This information includes guidelines and savings estimates where appropriate. PSE brochures are available to customers in paper form and online at the PSE Web site. Brochures are also distributed at numerous customer events, Home shows and trade shows throughout the year.

Energy Education

Education is a key component in furthering consumer energy efficiency and renewable energy awareness so customers are adequately informed to make wise energy decisions. Education programs broaden customer knowledge of conservation and renewable energy, and increases participation in efficiency programs. PSE's energy education programs inform, inspire, and empower with the understanding that individual choices do make a difference.

The programs create a forum to provide information to leaders and educators who can leverage the knowledge to a greater audience. The programs also tie directly to the company's existing energy efficiency opportunities, active resource conservation efforts, and commitment to the community channel. A variety of curricula are available for downloading from the PSE.com website:

<http://pse.com/savingsandenergycenter/ForSchools/Pages/default.aspx>

Additional information about how to participate in Education Programs is available through the Company's toll-free number — 1 800 562-1482.

On-Line Tools & Customer Management System

PSE's web site, PSE.com is available with information about energy efficiency and provides energy management tools to residential and business customers.

PSE offers customers energy efficiency products online for free and for retail purchases at pse.com/shoppse.

PSE's Customer Management System (CMS) is a database management system used to support delivery and results tracking of energy efficiency programs and services. Tracking customer program participation as well as tracking and evaluating the efficiency and effectiveness of promotions and implementation are key components of CMS.

Electronic Newsletters

“Energy at Home” is a quarterly e-newsletter promoting Customer Solutions to customers who elect to subscribe using an e-mail address. This free service contains articles about energy efficiency, timely seasonal tips, and links to PSE program information and rebates for energy efficient products. A similar quarterly “Energy in Business” e-newsletter features case studies of energy efficiency projects at PSE customer sites, as well as announcements of upcoming training opportunities. Energy Education Newsletter is a quarterly e-newsletter offering student, teachers and sponsors on expanded ways to learn and take action on energy conservation tips, environmental events, student activities, and upcoming energy efficiency projects.

RESIDENTIAL MEASURES, INCENTIVES AND ELIGIBILITY

Residential Low Income Weatherization

Schedule 201 (Electric and Natural Gas)

Eligibility

Customers

Low-income customers, including owners and tenants of single family, multifamily, and mobile homes that meet federal poverty guidelines issued by The Washington State Department of Commerce and receive natural gas and/or electricity from PSE. Low Income agencies are contracted with PSE to perform customer income eligibility, manage the installation and track, and report project data to PSE.

Structures

Measures apply to existing single-family, multifamily and mobile home structures.

Funding Categories

Single Family, Multifamily, and Mobile Home structure improvements, as detailed below, include the following improvement categories:

- Building envelope Improvements
- Heating system upgrades
- Water heating upgrades
- Lighting upgrades
- Appliance replacement
- Common are upgrades

The majority of measure funding falls into three categories: paid per *square or linear foot* (attic insulation, for instance), per *measure* (for example, a CFL bulb), per *structure* (for example, one furnace, or water heater per home).

Incentives

Low Income Weatherization incentives are classified in three types; payments made to agencies on a square-foot basis, payments made per measure and payments per structure. Any limitations and qualifications are noted in the following tables.

Electric Funding

Per-Structure Basis

Measures	Maximum Payment Amount		
	Single Family	Multifamily	Mobile Home
Electronic Thermostats (Replacement of bi-metal thermostats with electronic thermostats. Line voltage thermostats only.)	\$202.50	-	-
Duct Sealing with other measures (unconditioned spaces)	\$500.00	-	\$500.00
Water Heater Pipe Insulation (3 feet, or more, with minimum thermal value of R-3)	\$20.00	\$20.00	\$20.00
Refrigerator Replacement <i>(In accordance with US DOE protocol and Commerce requirements)</i>	\$565.00	\$565.00	\$565.00
Water Heater Replacement (.95 EF or greater, 45-55 gallons)	\$67.00	\$67.00	\$67.00
Ductless Heat Pump (AHRI certified, inverter technology, minimum 1.0 ton)	\$3,407.00	-	\$3,407.00
Energy Star Whole House Fan	\$50.00	\$50.00	\$50.00

Per square-foot basis

Measures	R-Existing	R-New	Maximum Payment Amount		
			Single Family	Multifamily	Mobile Home
Air Structure Sealing (Per CFM50 Reduction)			\$1.00	-	\$1.00
Attic and/or Crawl Space				\$0.57	
Bathroom Fan Timers				\$50.00	
Ceiling Insulation	0	19	\$2.21	\$2.21	\$1.10
	0	30	-	-	\$2.10
	0	38	\$2.43	\$2.43	-
	11	33	-	-	\$1.71
	11	38	\$1.95	\$1.95	-
	19	38	\$1.35	\$1.35	-
Dense Pack Walls and Rim Joist				\$2.41	
Door Kits				\$100.00	
Duct Insulation	0	11	\$6.46	\$6.46	-
Energy Star Bathroom Fans				\$250.00	
Floor Insulation	0	19	\$1.87	\$1.87	-
	0	22	-	-	\$2.26
	0	30	\$2.20	\$2.20	\$2.46
	11	22	-	-	\$1.40
	11	30	\$1.38	\$1.13	-
Recessed Can Covers				\$40.00	

Per square-foot basis, continued

Measures	R-Existing	R-New	Maximum Payment Amount		
			Single Family	Multifamily	Mobile Home
Wall Insulation	0	11	\$2.75	\$2.75	\$2.75
Windows	Single pane	U-value 0.30	\$13.00	\$16.20	\$12.00
	Double pane	U-value 0.30	\$10.00	\$6.00	\$10.00
	Single pane	U-value 0.25	\$18.00	\$18.00	-
	Double pane	U-value 0.25	\$8.00	\$8.00	-

Per-Measure Basis

Measures	Maximum Payment Amount		
	Single Family	Multifamily	Mobile Home
Energy Star® LED Fixtures or equivalent	\$40.00	\$40.00	\$40.00
Energy Star LED A-Lamp	\$15.00	\$15.00	\$15.00
Energy Star LED BR-30 Lamp	\$15.00	\$15.00	
Energy Star LED Candelabra Lamp	\$15.00	\$15.00	
Energy-efficient Shower Head	\$40.50	\$40.50	\$40.50

Offerings Unique to Structure Type

Multi Family, Existing

- Common Area Upgrades, calculated incentive
 - Lighting
 - Heating Upgrade

- Solar Pool Heater
- Solar Water Heater
- Solar Space Heat

Natural Gas Funding

Per Structure-Basis Savings

Measure	Maximum Payment Amount		
	Single Family	Multifamily	Mobile Home
Duct Sealing (unconditioned spaces)	\$400.00	-	\$400.00
Water Heater Pipe Insulation (3 feet with minimum thermal value of R-3)	\$5.50	\$5.50	\$5.50
Energy Star® qualified Gas Furnace or equivalent	\$692.00	\$603.00	-
Integrated Space & Water Heating	\$1,526.00	\$1,144.00	-
Structure Sealing (Per CFM ₅₀ Reduction)	\$0.44	-	\$0.44

Per Square-Foot Basis

Measures	R-Existing	R-New	Maximum Payment Amount		
			Single Family	Multifamily	Mobile Home
Ceiling Insulation	0	30	-	-	\$0.70
	0	38	\$0.95	\$0.95	-
	11	38	\$0.70	\$0.70	-
Duct Insulation	0	11	\$2.50	\$2.50	-
Floor Insulation	0	22	-	-	\$0.70
	0	30	\$0.85	\$0.85	\$0.80
Wall Insulation	0	11	\$0.85	\$0.85	\$0.80

Per-Measure Basis

Measure	Maximum Payment Amount		
	Single Family	Multifamily	Mobile Home
Energy-efficient Shower Head	\$25.00	\$25.00	\$25.00

Offerings Unique to Structure Type

Multi Family, Existing

- Common Area Upgrades, calculated incentive¹
 - Heating Upgrade
 - Solar Pool Heater
 - Solar Water Heater
 - Solar Space Heat

Energy-Related Repairs Funding

All Structures & Fuel Types

Measures

Health and Safety Repairs (including, but not limited to):

- Electrical safety inspection and repairs
- Extermination of pests, insects or rodents
- Mold/mildew abatement
- Installation of carbon monoxide monitors in homes with natural gas

Weatherization-Related Repairs (including, but not limited to):

- Roof repair
- Plumbing repair
- Mobile home skirt repair
- Ground Cover

¹ Incentives will be evaluated using currently accepted PSE commercial engineering calculations. Based on cost and savings analysis, project payment based on PSE Cost Effective Standards.

Ventilation

- Installation of bathroom and kitchen ventilation fans
- Crawlspace and attic ventilation

Furnace/Water Heater Repair, Maintenance, or Replacement

Energy Education

- In-unit and group consultations
- :Leave-behind information in units and homes

Single Family Existing

Schedule 214 (Electric and Natural Gas)

Eligibility

A manufacturer, retailer, distributor, equipment supplier, contractor or agent acting on behalf of responsible party of service, the customer or tenant with applicable owner authorization, of an existing single-family structure receiving electricity or natural gas through a PSE residential Schedule; Rates 7 (including 17, 27, 37 and 47), 8, 11 and 12.

Single Family Residences include structures with four or less single-family units that are attached by a contiguous roofline and manufactured or factory built homes (permanently sited). Single Family Residences that are within a multi-family campus as defined in electric and gas Schedules 217 and 218 of this Tariff, and structures under construction are ineligible for this program.

Selected PSE-approved contractors, vendors, or partners may be eligible for compensation to provide direct installation of specified measures—as a part of installation of a related measure. (For example, installing one or more Energy Star® CFL bulbs during an HVAC installation), as a part of a pilot program, a limited-time offering, or other circumstances determined by PSE.

One way that PSE advances the educational value of conservation and energy efficient program participation is to provide complimentary engagement CFL bulbs, LED bulbs, energy-efficient showerheads, faucet aerators, and/or advanced power strips as a part of home shows, community events, retail promotions or other conservation-focused events.

Incentives

Natural Gas Service

Category	Measure	Maximum Incentive Amount Each
Heating	Energy Star® qualified Gas Furnace, 95% AFUE	\$250.00
	Energy Star® qualified Boilers (greater than or equal to 95% AFUE)	\$350.00
	Integrated Space/Water Heating Systems with Energy Star® Tankless or Energy Star® Boiler	\$800.00
	High Efficiency Natural Gas Fireplace	\$200.00
	Web-Enabled Thermostat Management System	Direct Install. No cost to eligible customers.
Assessment	HomePrint Assessment	Direct install and leave-behind. No charge to eligible customers
Reporting	Home Energy Reports	Direct mail to program participants. No cost to customers.
Water Heating	2.0 gallon per minute or less bathroom showerhead (EPA WaterSense Labeled)	\$15.00
	1.5 gallon per minute or less showerhead (EPA WaterSense Labeled)	Leave behind/Mail-by-request/Direct install/Engagement No cost to eligible customers.
	Faucet Aerator 1.5 gallon per minute or less	Leave behind/Mail-by-request/Direct install/Engagement No cost to eligible customers.

Gas measures, continued

Category	Measure	Maximum Incentive Amount Each
Weatherization	Attic Insulation (R-0 to R-49)	Up to \$600.00/dwelling unit
	Attic Insulation (R-7 to R-49)	Up to \$600.00/dwelling unit
	Floor Insulation (R-0 to R-30)	Up to \$200.00/dwelling unit
	Wall Insulation (R-0 to R-13)	Up to \$400.00/dwelling unit
	Air Sealing	Up to \$350.00/dwelling unit
	Prescriptive Duct Sealing and Insulation	Up to \$300.00/dwelling unit
	PTCS Duct Sealing	Up to \$300.00/dwelling unit
	Home Performance with Energy Star Rebate	Up to \$400.00
	Upgrade single-pane or double-pane with metal frame windows to a 0.30 U-factor or better.	\$75.00 per window, up to \$1,000.00 per structure

Specific requirements for gas incentives

- Some structural, HVAC and water heat measures require qualified contractor installation in order to be eligible for the indicated incentive.

Electric Service

Category	Measure	Maximum Incentive Amount Each	
Appliances	Energy Star® Clothes Washer (Energy Star® qualified Washing machine greater than 2.4 MEF).	\$100.00	
	Refrigerator or freezer Decommissioning (working condition, greater than or equal to 10 cubic feet.)	Free pick-up and recycling for eligible customers. Plus up to \$50.00 to eligible customers.	
	Energy Star® Refrigerator - CEE Tier 1 & 2 (greater than or equal to 7.75 cubic feet)	Energy Efficiency kit valued at up to \$25.00	
	Energy Star® Refrigerator - CEE Tier 3 (greater than or equal to 7.75 cubic feet)	\$100.00	
	Energy Star® Freezer (10% more energy efficient than minimum federal government standard, greater than or equal to 7.75 cubic feet)	\$25.00	
	Refrigerator Replacement (Energy Star® qualified model delivered and installed; old refrigerator hauled away and decommissioned)	No cost to eligible customers	
	Clothes Washer Replacement (Energy Star® qualified model delivered and installed; old clothes washer hauled away and decommissioned)	No cost to eligible customers	
Assessment	HomePrint Assessment	Direct install and leave-behind. No cost to eligible customers	
Heating	Heat Pumps	Tier 1 = 8.5 HSPF, 14 SEER	\$200.00
		Tier 2 = 9.0 HSPF, 14 SEER	\$350.00
		Tier 3 = 10.0 HSPF, 16 SEER	\$800.00
		Ductless Heat Pumps using inverter technology	\$1,200.00
		Ductless Heat Pumps in Manufactured Homes	\$1,200.00
		Energy Star® Geothermal Heat Pump	\$1,500.00
		Forced-air-furnace to Heat Pump Conversion (greater than or equal to 8.5 HSPF, 14 SEER)	\$1,500.00
		Heat Pump Sizing & Lock out Controls	\$300.00



Electric Measures, Continued

Category	Measure	Maximum Incentive Amount Each
Lighting & Electronics	Energy Star® CFL Bulbs & recycling	\$4.00
	Energy Star® CFL Bulbs & recycling	Direct install/Leave behind/Engagement. No cost to eligible customers
	Energy Star® criteria LED Bulbs including A-Line, Reflector, TLED, MR-16, Candelabra, Globe and other specialty LED bulbs	\$8.00
	Energy Star® criteria LED Indoor Fixture	\$15.00
	Energy Star® criteria LED Outdoor Fixture	\$15.00
	Energy Star® Engagement LED Bulbs	Valued up to \$15.00
	Energy Star® LED Bulbs	Direct install/Leave behind/Engagement. No cost to eligible customers.
	Induction lighting including A-laps and other specialty bulbs.	\$8.00
	Lighting Control Room Occupancy Sensors	\$10.00
	Advanced Power Strip	1) \$50.00 each, 2) Direct install/Leave behind/Engagement. No cost to eligible customers.
Reporting	Home Energy Reports	Direct mail to program participants. No cost to customers.
Water Heating	2.0 gallon per minute or less bathroom showerhead (EPA WaterSense Labeled)	\$15.00
	1.5 gallon per minute or less showerhead (EPA WaterSense Labeled)	Leave behind/Mail-by-Request/Direct install/Engagement. No cost to eligible customers.
	Faucet Aerator 1.5 gallon per minute or below	Leave behind/Mail-by-Request/Direct install/Engagement. No cost to eligible customers.
	NEEA Northern Climate Specs Heat Pump Water Heater - Tier 1	Up to \$500.00
	NEEA Northern Climate Specs Heat Pump Water Heater - Tier 2	Up to \$800.00
	High Efficiency Electric Water Heater (greater than or equal to .95 EF)	\$50.00

Electric Measures, Continued

Category	Measure	Maximum Incentive Amount Each
Weatherization	Attic Insulation (R-0 to R-49)	Up to \$600.00 per dwelling unit
	Attic Insulation (R-7 to R-49)	Up to \$600.00 per dwelling unit
	Floor Insulation (R-0 to R-30)	Up to \$200.00 per dwelling unit
	Manufactured Home Floor Insulation (R-0 to R-30)	Up to 2/3 (66%) of insulation, materials and installation cost
	Wall Insulation (R-0 to R-13)	Up to \$400.00 per dwelling unit
	Air Sealing	Up to \$350.00 per dwelling unit
	Manufactured Homes Duct Sealing	Direct install. No cost to eligible customers
	Prescriptive Duct Sealing and Insulation	Up to \$300.00 per dwelling unit
	PTCS Duct Sealing	Up to \$300.00/dwelling unit
	Energy Star Whole House Ventilation	Up to \$50.00 per unit
	Home Performance with Energy Star Rebate	Up to \$400.00 per dwelling unit
	Upgrade single-pane or double-pane with metal frame windows to a 0.30 U-factor or better.	\$75.00 per window, up to \$1,000.00 per structure

Specific requirements for above incentives

- Some structural, HVAC and water heat measures require qualified contractor installation in order to be eligible for the indicated incentive.

Residential Fuel Conversion

Schedule 216 (Electric only)

Eligibility

A customer or tenant with applicable owner authorization, of an existing single-family structure receiving electricity through a PSE residential Schedule; Rates 7 (including 17, 27, 37, and 47), 8, 11, and 12.

Single Family Residences include structures with four or less single-family units that are attached by a contiguous roofline and manufactured or factory built homes (mobile and permanently sited). Single Family Residences that are within a multi-family campus as defined in Schedules 217 and 218 of this Tariff and structures under construction, are ineligible for this program. Residential units must be using electricity (provided under terms of an above-mentioned PSE Schedule) as its current primary source of space heating and/or water heating.

Incentives will be provided to qualifying customers for the conversion to natural gas from any eligible electric space heating and/or water heating systems.

Minimum amounts of prior electric energy usage may be required to qualify for the rebate incentive. Minimum requirements can be found in the individual rebate or program application form.

Eligible electric equipment must be converted to eligible highly efficient natural gas equipment listed below to qualify for incentives.

Incentives

Conversion from Electric Service to Natural Gas Service

Category	Measure	Maximum Incentive Amount Each
Space Heating Only	Natural Gas Space Heating Only -BB	Up to \$2,600 per dwelling unit
	Natural Gas Space Heating Only -FAF	Up to \$2,000 per dwelling unit
Space and Water Heating	Natural Gas Water and Space Heating - BB	up to \$3,550 per dwelling unit
	Natural Gas Water and Space Heating - FAF	Up to \$2,950 per dwelling unit
Water Heating Only	Natural Gas Water Heating Only - Tank	Up to \$950 per dwelling unit
	Natural Gas Water Heating Only - Tankless	Up to \$950 per dwelling unit

Specific requirements for Fuel Conversion incentives

- Some measures require qualified contractor installation in order to be eligible for the indicated incentive.

Residential New Construction

Schedules E215 and E/G 218

Eligibility

Eligible customers include the owner, developer, builder/owners or agent acting on behalf of responsible party of service receiving electricity through PSE's residential schedules 7 (including 17, 27, 37 and 47) and 7A, 8, 11 and 12, or commercial Schedules 8, 11, 12, 24, and 25; and/or natural gas service through PSE's residential Schedule 23 or commercial Schedule 31.

Incentives for new construction apply for a residential structure that is in a stage of construction which is not yet completed or ready for occupancy. Incentives also apply for new additions to structures and complexes along with renovations that change the occupancy use to residential use. Relevant measures will apply only to the newly constructed and/or substantially renovated portion of the structure.

Structures include all Group R Occupancy as outlined in the 2012 International Energy Conservation Code of the State of Washington, also known as the 2012 Washington State Energy Code (WSEC) edition (effective July 1, 2013). These include, but are not limited to: single-family, duplexes, apartments, town homes, condominiums, senior living residences, and dormitories. The program also serves multifamily campuses which have a mixture of building types and residential developments.

For measures that apply to existing structures, please refer to the Multifamily, Existing program measures or Single Family, Existing program measures.

Incentives

Natural Gas Service

All buildings with five or more units.

Category	Measure	Maximum Incentive Amount Each
HVAC	Condensing Boiler: Space Heat	\$5.00 per therm
	Condensing Boiler: Service Water Heating	\$4.40 per therm
	Solar Thermal	\$5.00 per therm
	Condensing Water Heater: Service Water Heating	\$2.25 per therm
Whole Building	Target EUI and Actual Use	\$5.00 per therm

Affordable Projects with minimum 50% of all units available to 60% AMI and lower.

Category	Measure	Maximum Incentive Amount Each
HVAC	Condensing Boiler: Space Heat	\$8.85 per therm
	Condensing Boiler: Service Water Heating	\$4.80 per therm
	Solar Thermal	\$5.90 per therm
	Condensing Water Heater: Service Water Heating	\$2.45 per therm
Whole Building	Target EUI and Actual Use	\$5.40 per therm

Electric Service

All buildings with five or more units.

Category	Measure	Maximum Incentive Amount Each
Appliances	Energy Star® Clothes Washer MEF 2.4 or higher	\$75.00
Common Area Lighting	Corridor Lighting Reduction (Minimum reduction of at least 5 percent below 2012 IECC/WSEC)	\$0.017 per sq. ft. per % improvement
	Bi-Level Stairwell Lighting (Stairs serving four or more floors)	\$70.00 per fixture per landing
	Garage Lighting Reduction (Minimum reduction of at least 5 percent below 2012 IECC/WSEC)	\$0.005 per sq. ft. per % improvement
Whole Building	Target EUI and Actual Use	\$0.30 per kWh
Water Heat	1.75 GPM Max Electric water heat	\$15.00
	1.50 GPM Max Electric water heat	\$25.00

Affordable Projects with minimum 50% of all units available to 60% AMI and lower.

Category	Measure	Maximum Incentive Amount Each
Appliances	Energy Star® Clothes Washer MEF 2.4 or higher	\$75.00
Common Area Lighting	Corridor Lighting Reduction (Minimum reduction of at least 5 percent below 2012 IECC/WSEC)	\$0.035 per sq. ft. per % improvement
	Bi-Level Stairwell Lighting (Stairs serving four or more floors)	\$70.00 per fixture per landing
	Garage Lighting Reduction (Minimum reduction of at least 5 percent below 2012 IECC/WSEC)	\$0.009 per sq. ft. per % improvement
Whole Building	Target EUI and Actual Use	\$0.55 per kWh
Water Heat	1.75 GPM Max Electric water heat	\$20.00
	1.50 GPM Max Electric water heat	\$30.00

Multifamily Existing

Schedule 217 (Electric and Gas)

Eligibility

An owner, developer, contractor, equipment supplier or agent acting on behalf of responsible party of service, or the customer of service of an existing multiple-family structure receiving electricity or natural gas through a PSE residential Schedule 7 (including 17, 27, 37 and 47) and 7A, or commercial Schedules 8, 11, 12, 24 and 25 and/or natural gas service under residential Schedule 23 or commercial Schedule 31 or 41.

Existing multifamily structures exclude those which were recently constructed or are in the construction process.

Structures include, but are not limited to: apartments, town homes, condominium residences, and similar structures with five or more attached dwelling units. The program also serves multifamily Campuses² which have a mixture of building types including buildings with less than five units. Single Family buildings³ within a campus may also be eligible to receive measures listed in the Single Family Existing, Schedule 214 chapter, beginning on page 14, and the Residential Fuel Conversion, Schedule 216 chapter, beginning on page 19.

The Multifamily Retrofit program also provides custom measures affecting commercial Schedules, where savings and incentives are calculated by a PSE Energy Management Engineer on a per-structure or per-project basis. Further details of incentive calculation methodology can be found in this publication on page 30.

Multifamily measures not listed may be individually considered for incentives, based on overall cost effectiveness and energy efficiency.

Selected PSE-approved contractors or vendors may be eligible for compensation to provide installation of specified measures—as a part of installation of a related measure. (For example, installing one or more Energy Star® CFL bulbs during an HVAC installation), as a part of a pilot program, a limited-time offering, or other circumstances determined by PSE.

² Campuses are defined in Electric and Gas Conservation Schedule 217 in the Availability Section.

³ Single Family structures are discussed in the Eligibility section on page 12.

Incentives

Natural Gas Service

Category	Measure	Maximum Incentive Amount Each
Building Envelope	Attic Insulation R-0 to R-38	\$0.75 per sq. ft.
	Attic Insulation R-11 to R-38	\$0.75 per sq. ft.
	Wall Insulation R-0 to R-11	\$0.75 per sq. ft.
	Floor Insulation R-0 to R-30	\$0.75 per sq. ft.
	Single-pane Windows to U-value 0.30 or lower	\$6.00 per sq. ft.
	Single-pane Windows to U-value 0.22 or lower	\$8.00 per sq. ft.
HVAC	Replace Existing Space Heat Boiler	Calculated incentive
	Replace Existing Domestic Water Boiler	Calculated incentive
	Integrated Space/Water Heating Systems with Energy Star® Tankless or Energy Star® Boiler (In-Unit)	\$800.00
	High Efficiency Natural Gas Fireplace (In-Unit)	\$200.00
	Energy Star® qualified Boilers (In-Unit)	\$350.00
	Energy Star® qualified Gas Furnace, 95% AFUE (In-Unit)	\$250.00
Pool Heaters	Solar Pool Heater	Calculated incentive
	Pool Boiler	Calculated incentive
Water Heat	Direct Install 1.5 Gallon Per Minute or less Shower Heads	Direct Install No charge to eligible customers.
	Direct Install 1.5 Gallon Per Minute or less Shower Head with Integrated Thermostatic Restrictor Valve	Direct Install No charge to eligible customers.
	Direct Install Thermostatic Restrictor Shower Head Adaptor	Direct Install No charge to eligible customers.

Specific requirements for gas incentives

- A signed Multifamily Incentive Application must be authorized by PSE prior to installation of upgrades (unless otherwise approved by PSE),
- Customer must meet all requirements outlined in the most current PSE Multi-family Retrofit Program Guidelines to participate and receive incentives,
- A Multifamily Payment Request must be authorized by PSE in order to execute incentive payment,
- All calculated incentives will be evaluated using currently accepted PSE commercial engineering calculations,
- All installed measures and incentives require installation by a qualified contractor.

Electric Service

Category	Measure	Maximum Incentive Amount Each
Air Sealing	Dense Pack Walls and Rim Joists	\$2.00 per sq. ft.
	Attic and/or Crawl Space	\$0.50 per sq. ft.
	Door Kits	\$100.00
	Recessed Can Covers	\$40.00
	Energy Star® Bathroom Fans (DC Motor)	\$200.00
	Bathroom Fan Timers	\$50.00
Appliances	Energy Star® or equivalent Clothes Washer MEF 2.40 or Greater	\$50.00
	Directly Installed Clothes Washer Replacement (Pre-existing model must be 1997 or earlier)	No charge to eligible customers
	Energy Star® or equivalent Refrigerator	\$50.00
	Directly Installed Refrigerator Replacement (Pre-existing model must be pre-1993)	No charge to eligible customers
	Refrigerator or Freezer Decommissioning	\$25.00
	Directly Installed Advanced Power Strips	No charge to eligible customers
HVAC	Energy Star® Whole House Ventilation	\$50.00



Electric Measures, continued

Category	Measure	Maximum Incentive Amount Each
Insulation	Attic Insulation R-0 to R-38	\$0.75 per sq. ft.
	Attic Insulation R-11 to R-38	\$0.75 per sq. ft.
	Attic Insulation R-19 to R-38	\$0.75 per sq. ft.
	Floor insulation R-0 to R-30	\$0.75 per sq. ft.
	Floor Insulation R-11 to R-30	\$0.75 per sq. ft.
	Wall insulation R-0 to R-11	\$0.75 per sq. ft.
Lighting	Tenant-controlled Energy Star® or equivalent LED Fixtures	\$30.00 per fixture
	Tenant-controlled Energy Star® or equivalent LED Bulbs (directly installed)	No charge to eligible customers
	Common Area Lighting	Calculated incentive
Pool Heat	Solar Pool Heater upgrade	Calculated incentive
Water Heat	Directly installed 1.5 Gallon Per Minute (GPM) or less shower heads	No charge to eligible customers
	Direct Install 1.5 gallon per minute Thermostatic Flow Restrictor Showerhead	No charge to eligible customers
	Direct Install Thermostatic Flow Restrictor Showerhead Adaptor	No charge to eligible customers
	Direct Install WaterSense-certified Bathroom Faucet Aerators	No charge to eligible customers
	Heat Pump Water Heater NEEA-NW Climate Tier 1 or Tier 2 Certified Product	\$500.00 - \$800.00
	Directly Installed Water Heater Pipe Wrap; R3 value minimum 3 feet.	No charge to eligible customers
	High Efficiency Electric Water Heater (greater than or equal to .95 EF)	\$50.00

Electric Measures, continued

Category	Measure	Maximum Incentive Amount Each
Windows	Single-Pane Windows to U value 0.30 or less	\$6.00 per sq. ft.
	Single-Pane Windows to U value 0.22 or less	\$8.00 per sq. ft.
	Double -Pane Windows to U value 0.30 or less	\$6.00 per sq. ft.
	Double-Pane Windows to U value 0.22 or less	\$8.00 per sq. ft.

Specific requirements for above incentives

- A signed Multifamily Incentive Application must be authorized by PSE prior to installation of upgrades (unless otherwise approved by PSE),
- Customer must meet all requirements outlined in the most current 2012-13 PSE Multifamily Retrofit Program Guidelines to participate and receive incentives,
- A Multifamily Payment Request must be authorized by PSE in order to execute incentive payment,
- All calculated incentives will be evaluated using currently accepted PSE commercial engineering calculations,
- All installed measures and incentives require installation by a qualified contractor.
- Air sealing measures in specific must be installed by a PSE certified MultiFamily air sealing contractor.

BUSINESS MEASURES, INCENTIVES AND ELIGIBILITY

Business Energy Reports

Schedule 249

Eligibility

Selected small to medium-sized businesses, within targeted segments of this pilot, receiving electricity or bundled natural gas service from PSE under Commercial and/or Industrial rate schedules are eligible.

Commercial and Industrial Retrofit

Schedule 250 (Electric and Gas)

Eligibility

All Commercial and/or Industrial customers receiving electricity or bundled natural gas service from PSE are eligible. Customers receiving service under Schedule 40, 46, 49 are required to first utilize their designated Schedule 258 allocation for incentives prior to receiving funding from other programs with the exception of programs requiring multi-year contracts. Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for measures offered under this Retrofit program and its related contracted programs. Projects must be approved for funding prior to installation/implementation.

Commercial and Industrial Retrofit incentives are calculated on an individual basis. They take the form of a grant, which is provided upon completion and verification of the project.

Measures and Incentives

The Retrofit program is a custom incentive program. It is not limited to any measure type or market segment. It is intended to provide the customer flexibility in developing projects that will result in energy savings. Available Grants include, but are not limited to:

Measures	Incentive	Eligibility
Grants for Lighting	Based on cost and savings analysis, pay the lesser of 50% of the project cost or \$0.20 per annual kWh savings, subject to PSE Cost-Effective Standards.	Lighting measures
Grants for Enhanced Lighting	Based on cost and savings analysis, pay the lesser of 70% of the project cost or \$0.30 per annual kWh savings, subject to PSE Cost-Effective Standards.	Lighting measures when all inefficient lighting at the facility is addressed (including controls)
Grants for Non-Lighting Measures	Based on cost and savings analysis, pay the lesser of 70% of the project cost or \$0.30 per annual kWh savings (\$5.00 per annual therm savings), subject to PSE Cost-Effective Standards.	Non-Lighting measures
Commissioning Incentive	See table and information that follows	Depends on services provided by PSE. See table and information that follows

LED Street Lighting

Qualifying customers for this program include Puget Sound Energy electric customers on commercial rate schedules listed in Electric Tariff G (Schedule 262 Electricity Energy Efficiency Program: commercial and industrial incentive program). Eligible schedules include 7A, 8, 10, 11, 12, 24, 25, 26, 29, 31, 35, 40, 49, 50, 51, 52, 53, 54, 55, 57, 58, 448, 449, 458, 459 (or their equivalent).

Retail wheeling customers may utilize their Schedule 258 Large Power User Self-Directed Program incentive allocation. During the non-competitive phase of the Schedule 258 program, non-retail wheeling (Electric Rate Schedule 40, 46, 49) customers must first fully commit their Schedule 258 incentive allocation to cost effective projects via fully executed Conservation Grant Agreement(s) prior to receiving incentives through this program.

Measure		Maximum Incentive Amount	Eligibility
LED Street Lighting	LED Fixture less than or equal to 50 Watt	\$40.00	Installed pole-mounted exterior fixtures that are Energy Star® qualified, are on the Qualified Products List of the DesignLights Consortium, or are on the Utility-Qualified list held by the Lighting Design Lab.
	LED Fixture 51 Watt to 75 Watt	\$60.00	
	LED Fixture 76 Watt to 100 Watt	\$60.00	
	LED Fixture 101 Watt to 150 Watt	\$100.00	
	LED Fixture 151 Watt to 200 Watt	\$100.00	
	LED Fixture, 200+ Watt	\$150.00	

Measure: Comprehensive Building Tune-Up (CBTU) Program

For existing building commissioning, incentives are designed to cover up to 100 percent of the commissioning costs, as well as to provide the owner a full list of cost-effective energy savings opportunities. The owner is required to commit up to a pre-set dollar amount to implement operational improvements with a less than or equal to two year payback as well as provide up to 50 hours of Operations and Maintenance (O&M) staff time for participation in the process, including training.

Incentives are paid in two phases. A base Incentive is paid after an Assessment and Commissioning is completed. A performance Bonus Incentive is paid after first-year savings requirements are met and the owner documents that savings improvements are still in place. If the assessment indicates the building is an inappropriate candidate for Commissioning, only the Assessment portion of the Base Incentive will be paid.

If there is no metering at the building level, the customer may also be eligible for an incentive for sub-metering to assist the owner in monitoring building energy usage.

CBTU Program Incentives

Description	Incentive Details	Maximum Incentive Building's Utility Services		
Base Incentive for Commissioning (CX)	Incentive Cap	75% of Commissioning Provider Costs		
	Assessment (Minimum Grant)	\$5,000	\$4,000	\$2,000
	Remaining CX Process: (Investigation, Verification, Systems Manual, Training)	\$0.35/sf	\$0.25/sf	\$0.15/sf
Owner Commitment	Cost of Improvements (Maximum)	\$0.15/sf	\$0.10/sf	\$0.10/sf
	Required Improvements	Improvements with \leq 2 year payback.		
	Implementation Time Frame	Within 6 months of Investigation		
	Senior O&M Staff Time	50 hours to participate in process and training		
One Year Performance Bonus Incentive	Incentive Cap	100% of Total Cost (CX Provider + Implementation)		
	Incentive for Electric Savings	\$0.05/kWh	\$0.05/kWh	N/A
	Incentive for Electric Savings	\$0.05/kWh	\$0.05/kWh	N/A
	Incentive for Gas Savings	\$0.80/therm	N/A	\$0.80/therm
	Required Building Savings	10%	10%	15%
	Required documentation	Evidence that improvements are still in place.		
Sub-metering Incentive	Eligible for incentive if no metering is present at the building level	Pay up to \$3,000 per building to install sub-metering.		

Energy Smart Grocer (ESG)

Eligibility

Grocery stores and convenience stores with commercial refrigeration equipment are eligible for this program. This program may offer incentives under the C&I Retrofit Schedule 250 program or the New Construction Schedule 251 program.

Measures

Typical measures eligible under this program include refrigeration controls, case lighting retrofits, strip curtains, gaskets, auto-closers, and electronically commutated motors. For a complete list of eligible measures, see the Energy Smart Grocer program website for PSE at: http://energysmartonline.org/utilities/pse_index.html.

Incentives

Incentives for this program may be based on refrigeration system tonnage, nominal compressor horsepower, lineal feet of refrigerated cases, square footage of walk-in door openings, or quantities of equipment installed. Incentives are subject to PSE Cost-Effective Standards. For a complete list of incentives offered to customers under this program, see the Energy Smart Grocer program website for PSE at http://energysmartonline.org/utilities/pse_index.html.

Data Center Energy Efficiency Program

Eligibility

Business customers receiving electricity from PSE are eligible for this program.

Measures

The objective of the Data Center Energy Efficiency Program (DCEEP) is to identify, evaluate, and implement projects in customer data center facilities to improve energy efficiency. The program takes a comprehensive approach to address both capital investment opportunities and operational inefficiencies.

Common measures in data center projects include operational efficiency improvement, lighting retrofit and controls, server virtualization, hot/cold air separation, equipment retrofits, and cooling efficiency improvement.

Examples of operational efficiency improvement include temperature set point changes, air flow management, decommission or disconnect unused equipment, and optimize cooling control sequences.

Incentives

Measures	Incentive	Eligibility
Operational Efficiency Improvement	Based on cost and savings analysis, the customer incentive is the lesser of 70% of the project cost or \$0.05 per annual kWh savings, subject to PSE Cost-Effective Standards.	Based on verified cost and savings.
Lighting Measures	Based on cost and savings analysis, the customer incentive is the lesser of 50% of the project cost or \$0.20 per annual kWh savings, subject to PSE Cost-Effective Standards.	Based on verified cost and savings.
Other Non-Lighting Measures	Based on cost and savings analysis, the customer incentive is the lesser of 70% of the project cost or \$0.30 per annual kWh savings, subject to PSE Cost-Effective Standards.	Based on verified cost and savings.

Industrial System Optimization

Eligibility

Industrial customers receiving electric service from PSE are eligible for this program.

Measures

The objective of the Industrial System Optimization Program (ISOP) is to identify, evaluate, and implement projects in industrial customer facilities to improve operational energy efficiency. The focus is on energy intensive systems such as refrigeration, compressed air, pumping, fans, and blowers. This is a Performance Basis program that determines savings based on actual verified electric savings from implemented measures.

Operational efficiency improvement measures reduce the energy consumption of a system, process, and entire plant without significant capital investment. The measure focuses on the operation changes instead of equipment or system retrofit.

Examples of the operational efficiency improvement measures include control sequence modification and set-point adjustment for refrigeration systems, compressed air leak detection and repair, compressed air shut-off valves at workstations, modulation of fan or blower speeds based on demand, and controls, modification, or installation of timers to shut off pumps when not required for the operation.

Incentives

The customer incentive is to cover a portion of the optional cost the customer incurs to purchase and install a PTS (performance tracking system) and the direct operational efficiency improvement incentive based on verified energy savings.

Measures	Incentive	Eligibility
Operational Efficiency Improvement and Performance Tracking Systems (PTS)	The Lesser of: 1) \$0.05 times verified kWh saved; or 2) 70% of Action Item Cost + PTS Cost (optional). Based on cost and savings analysis, and subject to PSE Cost-Effective standards.	Based on verified savings and End User purchases and installs, PSE approves of optional PTS.

Commercial and Industrial New Construction

Schedule 251 (Electric and Natural Gas)

Eligibility

Owners, customers, tenants with appropriate owner consent and developers of facilities to be served by PSE with electricity or bundled natural gas are eligible for new construction incentives. When a new facility will receive power through an existing meter on Schedule 40, 46, 49, 448, 449, 458, or 459 the customer's Schedule 258 allocation must be used for the measures. If the existing meter is a Schedule 40, 46, or 49 and the customer's Schedule 258 allocation is depleted, then funding can be provided under this program and schedule. Schedule 448, 449, 458 and 459 customers may use their Schedule 258 allocation for Commercial and Industrial New Construction incentives. Projects must be approved for funding prior to installation and/or implementation.

Incentives

There are three incentive paths for New Construction projects. The paths are intended to provide customers flexibility in meeting their project needs. A commissioning incentive may be used in combination with any of these paths.

Path	Incentive	Eligibility
Energy Model Whole Building	\$0.60 per sq. ft. for projects 10% better than code and ramp up to \$1.80 per sq. ft. for projects 30% better than code	Facilities must be more than 100,000 sq. ft., excluding hospitals and projects with multiple integrated measures for which component approach is inadequate to fully evaluate all measures, as determined by PSE.
	Hospitals with Baseline EUI more than 150,000 Btu/sq. ft.: \$1.40 per sq. ft. for projects 10% better than code and ramp up to \$4.20 per sq. ft. for projects 30% better than code.	PSE electric with other gas supplier incentives are \$0.30-\$0.90 per square foot; \$0.70-\$2.10 per square foot for Hospitals.
Component Approach	<u>Lighting</u> : lesser of 100% of the incremental cost or \$0.20 per annual kWh savings, subject to PSE Cost-Effective Standards.	When doing in lieu of whole building approaches.
	<u>Non-lighting</u> : lesser of 100% of the incremental cost or \$0.30 per annual kWh savings, subject to PSE Cost-Effective Standards.	
	<u>Natural gas</u> : lesser of 100% of the incremental cost or \$5.00 per annual therm savings, subject to PSE Cost-Effective Standards.	
Rebates Measure	See eligible measures list under Commercial & Industrial Incentives section.	

Incentives, based on square foot of conditioned space, are available for projects utilizing an independent commissioning agent of post-occupancy commissioning:

Phase	Maximum Incentive (per sq. ft.) Building's Utility Services		
	PSE Provides Electric and Gas	PSE Electric Only (Other Gas)	PSE Gas Only (Other Electric)
Post Occupancy	\$0.25	\$0.20	\$0.04

Eligibility for incentives, all building fuel types, requires independent commissioning.

Additionally, new grocery stores and convenience stores with commercial refrigeration equipment may qualify for incentives under the Energy Smart Grocer program as described in the Commercial and Industrial Retrofit section.

Resource Conservation Management Incentives

Schedule 253 (Electric and Natural Gas)

Eligibility

Any school district, public-sector government agency and commercial or industrial (C/I) customer with facilities receiving electric service under Electric Tariff G from PSE is eligible. Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for Resource Conservation Management (RCM) Incentives.

Customer eligibility is determined by PSE energy base load and potential savings. A typical customer baseline for a fulltime equivalent (1 FTE) program is annual use of 20,000,000 kWh for electric-only or 2,700,000 therms of natural gas-only service from PSE. At a minimum, the customer must qualify for 0.25 FTE to participate in the RCM program on their own. Cash incentives are allocated in relationship to FTE of staffing and can be prorated to accommodate part time staffing to implement program activities.

For customers unable to participate in the RCM program, PSE may offer Strategic Resource Management (SRM) services. Customers qualify for the SRM program based on their annual PSE energy purchases. The minimum customer baseline to participate in the SRM program is annual use of 1,000,000 kWh for electric service from PSE.

General Description of Program Offerings

Resource Conservation Management (RCM)

The table below summarizes the Grant and Services package for the RCM program. A description of each menu item follows providing details of the service and required deliverables. The grant measures are allocated to the year in which PSE expects them to be paid; the actual timing will vary based on the customer's completion of deliverables.

RCM Direct Customer Incentive Table – Figures based on one full-time equivalent (FTE)

Program Element		Formula / Notes	Measure Cost	Incentive
Year One	Training Allowance	Training stipend for participation in BOC level 1 & 2 training or other accredited training if desired, subject to approval by PSE. Measure cost is PSE discounted tuition.	\$2,000	\$2,000
	Start-Up Incentives	Start-up incentive provided to customers that submit required first year deliverables within first year of grant. Measure cost is 100% of incentive amount.	\$10,000	\$10,000
	Performance Incentive	Performance incentive of \$0.02/kWh and \$0.15/therm of savings up to PSE defined performance target (typically 3% of baseline). If a customer exceeds the target, the performance incentive increases to \$0.035/kWh and \$0.25/therm for each additional unit of energy savings over the target up to 70% of the measure cost. In this table, an example performance incentive of \$12,000 is shown for a customer that saved 600,000 kWh, or 3% of 20,000,000 kWh baseline. The measure cost is equal to 100% of deemed customer annual program cost, minus the start-up and bonus incentive amount.	\$80,000	\$56,000 maximum
	Target Incentive	Target incentive if customer meets or exceeds PSE defined performance target (typically 3% of baseline). Measure cost is 100% of incentive amount.	\$10,000	\$10,000

Direct Incentives, continued

Program Element		Formula / Notes	Measure Cost	Incentive
Year Two and Three	Training Allowance	Training stipend for participation in BOC level 1 & 2 training or other accredited training if desired, subject to approval by PSE. Measure cost is PSE discounted tuition.	\$2,000	\$2,000
	Performance Incentive	Performance incentive of \$0.02/kWh and \$0.15/therm of savings, up to PSE defined performance target (typically 5% of baseline). If a customer exceeds the target, the performance incentive increases to \$0.035/kWh and \$0.25/therm for each additional unit of energy savings over the target up to 70% of the measure cost. In this table, an example performance incentive of \$20,000 is shown for a customer that saved 1,000,000 kWh, or 5% of their 20,000,000 kWh baseline. The measure cost is equal to 100% of deemed customer annual program cost, minus the bonus incentive amount.	\$80,000	\$56,000 maximum
	Target Incentive	Target incentive if customer meets or exceeds PSE defined performance target (typically 5% of baseline). Measure cost is 100% of incentive amount.	\$20,000	\$20,000
Total Incentives for Initial Three-Year Agreement			\$306,000	\$234,000 maximum

RCM Direct Customer Incentive Descriptions

1. Start-Up Incentive

This is a one-time incentive that pays for 10 percent of the time spent on establishing an RCM program during the first year. The actual grant amount will be determined by the customer's PSE energy consumption. Start-up incentives may be prorated for smaller or larger organizations down to a minimum of 0.25 FTE.

The start-up incentive will be paid provided the customer completes the following deliverables:

1. Populate and maintain a Utility Manager Resource Accounting Database (or PSE approved equivalent)
2. Hire an RCM or dedicate staff time to RCM activities
3. Complete a Resource Management Plan
4. Complete Facility Action Plans (or PSE approved equivalent) for all buildings

These deliverables are outlined in a scope of work and are estimated to be completed in the first six to nine months of the agreement. The incentive may be paid at the end of the first six months provided the scope of work has been completed.

2. Performance Incentive

Once the customer has completed start-up deliverables outlined in item 1, they will be eligible to receive additional cash incentives for achieving energy savings. Only savings achieved relative to occupant and behavioral practices and improvements in operation and maintenance (O&M) practices will be considered for the performance grant. To determine performance grant savings, energy usage will be adjusted for PSE incentivized facility upgrades (ECMs), weather, and other major facility changes.

3. Target Incentive

If the customer meets or exceeds their first year target (typically 3 percent), they can receive a target incentive. Note that unlike the performance incentive, savings associated with facility upgrades (ECMs) incentivized through other PSE programs can be attributed to the target incentive. The customer can also receive a target incentive if they meet or exceed their second or third year target (typically 5 percent).

4. Training Stipend

For each RCM FTE employed under a Puget Sound Energy RCM agreement, PSE will provide a training stipend. The training budget is based on a negotiated PSE-RCM discounted tuition for the Building Operator Certification (BOC) program. The stipend can be applied to any other equivalent, credentialed RCM-related training course with prior PSE approval only. Tuition allotment will be prorated based on customer FTE allocation.

The RCM will be responsible for initial payment and registration and any course-related materials and/or supplies. Travel or other ancillary costs will not be reimbursed. Upon completion of the training course, the RCM shall submit to PSE their final coursework and certificate of completion along with an invoice requesting reimbursement. PSE will review the submittal for successful completion of the training program, and upon approval, will make payment to the customer up to the amount of the training cost or stipend outlined in this grant.

5. Renewal Grants

For customers who have reached the end of their initial 3-year RCM agreement, PSE will offer a Renewal contract for an additional three (3) year term. The Renewal contract will include a training stipend, performance incentive, target incentive, continued technical support, and access to the RCM program's value-added services. Similar to the initial agreement, customers will be given targets (typically 5 percent reduction) for each year of the renewal agreement.

RCM Value-Added Service Descriptions

There are a number of support activities that PSE provides to each RCM customer as a part of their RCM agreement. While these program elements do not relate to a cash incentive, they are specific project-oriented tasks that relate to a value of service that can be quantified for each customer based on their organization profile. A description of each major service is provided below.

1. Resource Management Software

PSE will provide the customer with the resource management software. The software will be delivered to the customer with a basic set up including facility information and PSE accounts, and will be populated with historical PSE billing data.

Once the software is delivered to the customer, the customer is expected to complete the setup with organization structure, building information, utility companies, and account numbers for electricity, gas, water, wastewater, and solid waste accounts. This set up is a required deliverable for the start-up grant. The customer agrees to submit a copy of their database to PSE on an annual basis.

2. Resource Management Software Set Up

PSE staff will work with the customer to develop a comprehensive list of the customer's PSE gas and electric accounts and align them to the correct facility. Once this list is developed, PSE will complete the initial setup of resource management with the customer's facilities and PSE accounts and meters.

3. Historical PSE Billing Data

PSE staff will pull historical billing histories for the customer's PSE accounts and will populate the initial resource management software with this information. Once the software has been populated with PSE data, the software will be transferred to the customer for their completion and ongoing maintenance.

4. Monthly PSE Data Downloads

Once the customer has possession of their resource management software, PSE will begin the process of providing monthly updates on PSE billing data. This information is intended for energy management purposes and not meant to facilitate payment of any PSE invoice.

5. Software Maintenance and Technical Support

PSE will provide annual Technical Support for the customer's resource management software. The customer agrees to maintain their software by updating utility data on a monthly basis and agrees to provide PSE access of their software data on an annual basis.

6. Energy Interval Service

PSE's Energy Interval Service is an internet-based energy information and management tool that helps customers see and interpret utility-use patterns using interval data from gas and electric revenue meters. The system provides timely access to meter and cost data any time of day, seven days a week over a secured website.

The value of this service is the enablement of customers to identify how much, how often, and when power or gas is used at given intervals of time. Data is typically available for viewing the following day after use. PSE will provide the customer with access to the interval data system for all qualifying meters.

7. Annual Savings Analysis

PSE will work with the customer to calculate O&M energy savings after each 12-month period of their RCM contract. Adjustments will be made for major capital improvements, change in use, weather, and other factors that may have had a significant impact to facility energy use.

8. NEEA Conduit Website Access

PSE will provide access to a private group, “Puget Sound Energy RCM Group,” on Northwest Energy Efficiency Alliance (NEEA)’s Conduit website. This group is an online technical support and materials center that has been developed to help RCMs with their program implementation. The group hosts PSE program materials that have been developed for implementation and reference and allows for RCMs to communicate with each other in a chat room style setting.

9. Three-for-Free Technical Audits

For each RCM FTE, PSE will provide an initial three (3) facility audits to jump-start customers on the process of completing Facility Action Plans. The site visits will act as both training and technical assistance such that through this process, and along with the RCM training series, each RCM will gain the knowledge necessary to perform their own detailed facility audits. During these first walkthroughs, the RCM will learn how to gather the information necessary to complete the second deliverable of the Start-up Grant, their Facility Action Plans. The number of site visits will be prorated based on FTE.

10. RCM Training Series

To support customers’ resource conservation efforts, PSE has designed a series of courses to help customers learn more about building energy, resource consuming systems, and the tools that will help customers be effective in their role as resource conservation managers. There are core classes offered, as well as a number of advanced and specialized courses. Most training classes are scheduled to be held at the Bellevue PSE campus, but may be customized for and offered at customer’s facilities. Webinars may also be available.

Value-added Services	Measure Cost	Value of Service	Formula / Notes
Resource Accounting Software	\$10,000	\$10,000	PSE has contract with vendor to distribute UM Pro. Retail value for software is \$10,000.
Software Maintenance and Technical Support for Years 2 & 3	\$3,000	\$3,000	PSE has contract with vendor to provide Technical Support. Retail value is \$1,500 per year for 2 years.
Utility Manager Database Set Up	\$600	\$600	Assume 40 facilities with 0.5 hrs per facility @ \$30/hr.
Historical PSE Billing Data	\$300	\$300	Assume 40 facilities with 0.25 hrs per facility @ \$30/hr.
Monthly Data Downloads	\$1,620	\$1,620	Assume 1.5 hours per customer per month @ \$30/hr. for 3 years.
Annual Savings Analysis	\$3,600	\$3,600	Assume 1 hour per facility per year for 40 facilities for 3 years.
Energy Interval Services	\$28,800	\$28,800	Assume 40 facilities with 2 accounts each: 50% on cellnet with available data @ \$20/meter/month for 3 years.
Energy Center - Online Materials	\$3,240	\$3,240	Assume 2 hrs per customer plus 25 hours base-support for program development per year @ \$40/hr for 3 years.
Three for Free - Technical Audits	\$960	\$960	Three training audits plus assistance with Facility Action Plan at 1 day per event @ \$40/hr.
RCM Training Series	\$3,000	\$3,000	8 seminars per year @ \$250/class for 1.5 years (assume will take some classes twice).
Total Value of Service	\$55,120	\$55,120	

Strategic Resource Management (SRM)

PSE provides an incentive of 70 percent of a third-party contractor's (3p) cost to implement the SRM program for the customer. In addition, PSE will provide a customer incentive of \$0.02 per kWh for annual electric savings up to 30 percent of the service cost, resulting in the incentive covering 100 percent of the 3p's cost for successful implementation. The energy savings target will be 5 percent of the customer's baseline. If the 3p successfully helps the customer surpass the target, the 3p will receive an additional contractor incentive of \$0.02 per kWh for annual electric savings that exceed the target.

A customer may participate in the program for multiple years as long as they continue to meet or exceed the 5 percent annual target. The 5 percent target will be calculated based on a rolling baseline. For ongoing years, PSE will continue to fund 70 percent of the services costs, and will provide an incentive of \$0.02/kWh (up to 30 percent of service costs) to the customer based on the rolling base. The 3p performance incentive will be \$0.02/kWh based on a new 5 percent reduction target.

The 3p will also provide value added services, which include:

- Customer portfolio benchmarking,
- Energy management workshop,
- Assistance in the development and implementation of a Resource Management Plan (RMP),
- Building walkthroughs and control system review for the top five highest opportunity buildings,
- Identification of capital, O&M, and behavior energy savings opportunities,
- Creation of 12-month Portfolio Action Plan.

Commercial and Industrial Large Power User Self-Directed

Schedule 258 (Electric only)

Eligibility

Customers receiving electrical service from the Company under Schedules 40, 46, 49, 448, 449, 458 or 459 (or their equivalent) of Electric Tariff G with cost-effective electric energy efficiency projects are eligible to respond to the Company's Requests for Proposals (RFPs). Schedule 258 and the RFPs outline all project funding criteria.

Incentives are calculated on an individual basis. They take the form of a grant, which is provided upon completion and verification of the project.

Incentives

The program is a custom incentive program. It is not limited to any measure type or markets. It is intended to provide the customer flexibility in developing projects that will result in energy savings.

The incentive amount is up to \$0.50 per annual kWh savings subject to PSE cost effectiveness standards.

Measure categories include, but are not limited to:

Category	Includes
HVAC and Refrigeration	HVAC – unitary
	HVAC – central
	Heat Recovery Systems
	Chillers
	Economizers
	VAV Boxes
Commissioning and Optimization	Commissioning/Optimization of energy systems
Process Efficiency Improvements	Refrigeration Systems
	Motor and Drive Systems
	Fan, Compressor and Pump Systems or Stations
	High Efficiency Motors
	Other Process Modifications
Building Thermal Improvements	Roof and Ceiling Insulation
	Exterior Roof Insulation
	Wall Insulation
	Insulated Windows
	Duct Insulation
Existing Building Insulation Controls	Energy Management Systems
	Lighting Control Systems
	Process and Other Efficiency Control Systems
	Control Systems
Lighting Improvements	Fluorescent Luminaires
	Compact Fluorescent Luminaires
	HID Luminaires
	LED Exist Signs
Water Heating Improvements	Water Heaters
	Piping Insulation
	Low Flow Devices
Resource Conservation Management (RCM)	

Commercial and Industrial Incentives

Schedule 262 (Electric and Gas)

Eligibility

All Commercial and/or Industrial customers receiving electricity or bundled natural gas service from PSE are eligible. Schedule 40, 46 and 49 customers who are eligible to participate in the Schedule 258 Program must first utilize their Schedule 258 allocation before they are eligible to receive additional incentives under this program. Schedule 448, 449, 458, and 459 customers may utilize their Schedule 258 funding allocation for measures offered under this program.

Multifamily-related businesses or those with dwelling units will be referred to the Multifamily Program.

Incentives

Commercial Clothes Washers

Customer will receive a rebate based on the energy source for the water heating and/or the energy source fueling the accompanying dryer heat. When the energy for water heating and dryer heating is different, PSE will pay the eligible customer the rebate amount that corresponds to the component of the equipment using energy provided by PSE.

Measure	Maximum Incentive Amount	Eligibility
High-Efficiency Clothes Washers	\$200.00 per electric unit \$150.00 per gas unit	Energy Star® qualified

Commercial Kitchens

Dishwashers

Customers will receive a rebate based on dishwasher type and the energy source for water heating and/or a booster heater as outlined by the table below when an Energy Star® Qualified model is purchased. Some leased equipment may also qualify when the lease result in the customer owning the equipment at the end of the lease period.

When the energy for water heating and the booster is different, PSE will pay the eligible customer the rebate amount that corresponds to the component of the equipment using energy provided by PSE.

In applicable instances, PSE will coordinate with the utility that provides the energy for the opposite energy use (for instance, in Snohomish County, PSE provides the natural gas and Snohomish County PUD provides the electricity) and the water utility for consideration of potential incentives when those utilities have corresponding rebates.

Sales Performance Incentive Funds (SPIFs) are offered through PSE's Commercial Kitchen Point of Sale program for each type of equipment, and range from \$30 to \$50 per unit sold. For the most part, these sales incentives are given to individual salespeople who sell qualified commercial kitchen equipment to commercial customers installing in a PSE service area. There may be instances where the company (retailer, reseller, etc.) receives the SPIF. SPIFs are offered to encourage salespeople to offer PSE's rebates at the point of sale.



Commercial Dishwasher Rebates

E=electric, G=gas

Type	Water Heater Type	Booster Type	Electric Rebate	Gas Rebate	Possible Total Rebate
Under Counter, Low Temp	E	-	\$150		\$150
Under Counter, Low Temp	G	-		\$150	\$150
Under Counter, High Temp	E	E	\$150		\$150
Under Counter, High Temp	G	E	\$150		\$150
Under Counter, High Temp	E	G	\$150		\$150
Under Counter, High Temp	G	G	\$100	\$50	\$150
Door Type, Low Temp	E	-	\$750		\$750
Door Type, Low Temp	G	-		\$750	\$750
Door Type, High Temp	E	E	\$750		\$750
Door Type, High Temp	G	E	\$500	\$250	\$750
Door Type, High Temp	E	G	\$500	\$250	\$750
Door Type, High Temp	G	G		\$750	\$750
Single Tank Conveyor, Low Temp	E	-	\$1,000		\$1,000
Single Tank Conveyor, Low Temp	G	-		\$1,000	\$1,000
Single Tank Conveyor, High Temp	E	E	\$1,000		\$1,000
Single Tank Conveyor, High Temp	G	E	\$750	\$250	\$1,000
Single Tank Conveyor, High Temp	E	G	\$750	\$250	\$1,000
Single Tank Conveyor, High Temp	G	G		\$1,000	\$1,000
Multi Tank Conveyor, Low Temp	E	-	\$1,500		\$1,500
Multi Tank Conveyor, Low Temp	G	-		\$1,500	\$1,500
Multi Tank Conveyor, High Temp	E	E	\$1,500		\$1,500
Multi Tank Conveyor, High Temp	G	E	\$1,000	\$500	\$1,500
Multi Tank Conveyor, High Temp	E	G	\$1,000	\$500	\$1,500
Multi Tank Conveyor, High Temp	G	G		\$1,500	\$1,500

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Cooking Equipment

Measure		Maximum Incentive Amount	Eligibility
Steamers	6 pans or larger	\$500.00/unit	Energy Star® V1.2 Qualified
	5 pans or smaller	\$250.00/unit	
Deep Fat Fryers		\$250.00/electric unit	Energy Star® V2.0 Qualified
		\$500.00/gas unit	
Ovens	Commercial Natural Gas or Electric Convection Ovens	\$500.00/Half-size unit \$1,000.00/Full-size unit, per cavity	A list, based on the Food Service Technology Center (FSTC) will be made available to commercial kitchen equipment dealers and will be posted on the Company's website.
	Natural Gas or Electric Combination Oven	\$2,000.00/unit	
	Natural Gas-Double-Rack Oven	\$2,000.00/unit	
	Natural Gas Conveyor Ovens	\$2,000.00/unit	

Commercial HVAC

Package Terminal Heat Pumps and Occupancy Controls

Puget Sound Energy commercial and/or industrial electric customers who currently heat and/or cool their space are eligible if:

- It is new construction and the facility is less than or equal to 50 guest rooms, or
- Retrofit of an existing facility that does not currently have controls.



New construction customers are not eligible for Packaged Terminal Heat Pumps.

Measure	Maximum Incentive Amount	Eligibility
Hospitality HVAC Occupancy Controls	\$100.00 per unit	Unoccupied set point differential must be at least five (5) degrees Fahrenheit.
Hospitality High Efficiency Terminal Heat Pumps	\$100.00 per unit	Commercial electric customers who purchase qualifying Packaged Terminal Heat Pumps and install them in PSE service territory. Must exceed WA Energy Code by 10%.

HVAC Retrofit

Measure		Rebate Per Ton		Eligibility / Notes	
		Retrofit System	CEE Tier I		CEE Tier II
Existing System	Heat Pump	Heat Pump	\$100.00	\$150.00	All existing equipment is required to be removed or disabled. PSE customers using an operational heating and/or cooling system to provide conditioned air to an eligible facility are eligible for this rebate All equipment must meet CEE Tier I or better qualifications.
		Gas Pack	\$500.00	\$550.00	
	Electric/ Electric	Heat Pump	\$500.00	\$550.00	
		Gas Pack	\$500.00	\$550.00	
	Gas/ Electric	Gas/Electric	\$100.00	\$150.00	

Demand Control Ventilation Option

Measure	Maximum Incentive Amount	Eligibility
Demand Control Ventilation (optional)	\$450.00 per HVAC unit	Installation of the proper controls in an eligible retail location with a PSE heating source.

Note: Available only to qualified existing retail facility HVAC retrofits.

Premium HVAC Service

Measure	Maximum Incentive Amount	Eligibility
Premium HVAC Service	<p>Four Incentive categories: Fast Food Restaurant, Big Box Retail, Small Office and High Equipment Load Extended Hours Small Commercial Building. Each with an incremental variety of service offerings, ranging from</p> <p>\$360.00 to \$1,925.00 per unit,</p> <p>depending on system size; 4 tons to 20 tons and over 20 tons.</p> <p><i>*Some incentive packages are provided concurrently, while some are in addition to others.</i></p>	Based on the level of Premium Services and amount of equipment repair or replacement required at the site.

Note: No minimum tonnage requirements for spaces adding demand control ventilation to existing HVAC units.

Lighting

Customers may receive incentives for energy efficient lighting upgrades by submitting a completed application for incentive payment through PSE’s Business Express program, or by purchasing efficient lighting products from approved vendors that provide incentives at point of sale.

Measure		Maximum Incentive Amount	Eligibility
Lighting Controls		\$45.00	Minimum wattage: 50 W
LED Exit Signs	New LED Exit Sign Retrofit	\$25.00 per fixture	Complete removal and replacement of the entire exit sign, including its components and enclosure. Input power demand 5 Watts or less per sign. Manufacturer warranty for defects in materials and manufacturing for 5 years from date of purchase.
LED Lamps	Decorative Lamps	\$5.00	All LED lamps must be listed on the Energy Star® or Lighting Design Lab Qualified Lamp list. All LED fixtures must be listed on the Energy Star®, Lighting Design Lab, or Design Lab Consortium Qualified Fixtures Lists.
	Omnidirectional Lamps	\$10.00	
	MR16 Lamps	\$15.00	
	Directional Lamps (PAR/R/BR20, PAR/R/BR30, PAR/R/BR38/40) and Screw-in Recessed Can Retrofit Kits	\$20.00	
	Hard Wire Recessed Can Retrofit Kits	\$25.00	
Linear Lamps	T12 to T8 or TLED	\$6.00 per lamp	Based on a lamp-for-lamp exchange.
	Retrofit to TLED (Tubular LED)	\$6.00 per lamp	Based on a lamp-for-lamp exchange.

Equivalent point of sale rebates are also available through select vendors for LED lamps and downlighting applications.

It is important to note that Screw-in LEDs (all wattages) and new LED Exit Sign per-item rebates are also included in the Business Standard and Business Enhanced lighting program offerings.

These programs may be offered as part of PSE's Commercial/Industrial Retrofit (Schedule 250) and Commercial/Industrial New Construction (Schedule 251) programs.

Calculated Lighting Measures

Please note:

Calculated lighting measures are processed as a part of custom measures. Standard may be incented at \$0.20/kWh up to a cap of 50% of the measure cost. Qualified projects in PSE's Enhanced Lighting Program may be incented at \$0.30/kWh, up to a maximum of 79% of the measure cost.

Refrigeration

Beverage Cooler Controllers

Measure	Maximum Incentive Amount	Eligibility
Refrigerated beverage cooler controllers	Installed at the customer's site at no charge.	Any non-hardwired commercially used cooler not containing perishable items and will not contain them in the future. Must be part of the direct installation program.

Ice Makers

Ice Harvest Rate (pounds of ice per day)	Incentive Amount	Eligibility
Equal to or less than 500 lb./day	\$100.00 per unit	Energy Star® qualified and/or CCE Tier 2 qualified.
Over 500 lb./day	\$300.00 per unit	

Water; Heat & Management

Measure	Maximum Incentive Amount	Eligibility
Pre-rinse spray heads 0.65 gallons per minute	Installed at the customer's site at no charge.	Hot water applications only. Food service entities that use PSE electricity or natural gas to heat water.
Aerators 0.5 gallons per minute	Installed at the customer's site at no charge.	Available only where there are hot water applications for customers who use PSE electricity or natural gas to heat water.
Showerheads 1.5 gallons per minute	Installed at the customer's site at no charge.	Available only where there are hot water applications for customers who use PSE electricity or natural gas to heat water.
Natural Gas High-Efficiency Water Heaters and Boilers in Full-Service Restaurants	Water Heaters: \$800.00 per unit	Energy Star® qualified and unit load must serve a commercial dishwasher in facility.
	Boilers: \$1,500.00 per unit	Boiler thermal efficiency must be equal to or greater than 92% and unit load must serve a commercial dishwasher in facility.
Natural gas water heaters serving Commercial Laundromats	\$800.00 per unit	Energy Star® qualified.
	\$1,500.00 per unit	Boiler thermal efficiency must be equal to or greater than 92%

Small Business Direct-Install Program

Eligibility

Qualifying Puget Sound Energy customers for this program include; Owners, customers and tenants, with appropriate owner consent, of small to mid-sized business structure receiving electricity through a PSE commercial rate Schedule; Rates 8, 24 and 25.

Eligible structures include properties with a total floor space at or below 10,000 square feet. Common area facilities, supported by commercial meters in multifamily buildings, as defined in electric and gas Schedules 217 and 218 of this Tariff; grocery and convenience stores, as defined in electric and gas Schedules 250; and structures under construction, as defined in electric and gas Schedules 250, are ineligible for this program.

Measures

Measures installed under this program are delivered to customers by a third party contractor and/or a PSE employee. Equipment used in the Small Business Direct-Install program must meet requirements as identified in the following tables.

Measure categories include, but are not limited to those in the following tables:

Measure	Eligibility
Lighting Occupancy Sensors (Wall Mounted)	Must allow for both infrared (IR) and sonic detection
Bi-Level Light Fixture	Complete, new fluorescent CEE listed fixtures with passive infrared and/or ultrasonic occupancy sensor
LED Exit Sign	Input power demand 5 Watts or less per sign. Manufacturer warranty for defects in materials and manufacturing for 5 years from date of purchase.
LED OPEN Sign Replacing Neon OPEN Sign	New, complete LED fixtures with efficiency (lumens/Watt) of >80%.
4' T8 28W (LBF)	CEE listed 28 Watt lamps; LBF ballasts
4' T8 28W (LBF) (delamp)	CEE listed 28 Watt lamps; LBF ballasts
New Restroom Fixture T8 17W (NBF)	Minimum lamp CRI ≥ 82. Ballasts to be CEE Listed.
New Restroom Fixture T8 25W (NBF)	Minimum lamp CRI ≥ 82. Ballasts to be CEE listed
4' 6L T8 (HBF)	Fluorescent lamps and ballasts must be CEE listed
Electronic High intensity Discharge (e-HID)	Must have > 25% input wattage reduction.
LED Screw-in lamps (replacing incandescents)	ENERGY STAR® or Lighting Design Lab qualified.
LED Refrigerated Case Lighting	Must consume between 4.0 and 7.5 W of electricity per lineal foot and listed on either the Lighting Design Laboratory or the Design Lights Consortium qualified lists for linear LED lamps. Fixtures must be hardwired.
Shaded Pole to ECM refrigeration motors	Refrigerated display case and walk-in box shaded pole motors must be replaced by electronically commutated motors (ECMs).
Walk-in Strip Curtains	Must be nominally 4" to 8" W x .080" thick and clear enough to allow for see-through visibility.
LED Exterior (HID Retrofits)	LED Fixture must be on a qualified products list (Energy Star, DesignLights Consortium, Lighting Design Lab). Each fixture installed will have a photocell.
Smart Strip Plug-In	Must be UL listed, Installed in Workplace setting. Measure does not include timer strips.

SBDI Electric Measures, Continued

Measure	Eligibility
Aerators - electrically heated	Rated at 0.5 gpm to be installed in hot water applications only. For customers who use electricity to heat water.
Pre-rinse sprayers - electrically heated	Rated at 0.65 gpm to be installed in hot water applications only. Food service entities that use electricity to heat water.
Super Low Flow Showerheads - electrically heated	1.5 GPM showerhead to replace a typical 2.5 GPM showerhead.
Programmable Thermostat - Electric	<ol style="list-style-type: none"> 1) Must replace a non-programmable thermostat. 2) Must be able to maintain settings during power failure. 3) Must allow seven-day programming, temporary manual override and manual selection for fan operation.

SBDI Natural Gas Measures

Measure	Eligibility
Pre-rinse sprayers - gas heated HW	Rated at 0.65 gpm to be installed in hot water applications only. Food service entities that use gas to heat water.
Aerator - gas heated HW	Rated at 0.5 gpm to be installed in hot water applications only. For customers who use gas to heat water.
Super Low Flow Showerhead - gas heated HW	1.5 GPM showerhead to replace a typical 2.5 GPM showerhead.
Boiler Clean/Tune - Laundry Dry Cleaners	<ol style="list-style-type: none"> 1) Tube cleaning: mineral deposits removed from the inside of boiler tubes. 2) Burner cleaning - removal of soot and build up. 3) Hot water line insulation to reduce heat loss. 4) Boiler tune-up: provide for an optimum air-fuel ratio.

Incentives

Most measures are installed at the customer's site at no charge to the customer. Some measures may require a co-pay by the customer. Incentives are paid to the contractor, and are not intended to be a direct-to-customer rebate.

REGIONAL EFFICIENCY PROGRAMS

Northwest Energy Efficiency Alliance (NEEA)

Schedule 254 (Electric only)

The majority of NEEA programs, measures and initiatives are intended to influence the marketplace as a whole are rarely are targeted to consumers. Rather, NEEA intends to influence utilities, manufacturers, distributors, retailers, builders, property management firms,

Whether directly (in the case of ductless heat pumps (listed on page 19 of this document) or indirectly (in the case of consumer product incentives for retailers), NEEA sponsors programs and initiatives including but not limited to the following categories:

Residential

- New Home Construction
- Consumer Products
- Lighting
- Appliances

Commercial

- Energy-efficient design
- Appliance Controls
- Energy Management
- Energy Codes and Standards

Industrial

- Energy Management
- Regional Technical Solutions
- Sector-wide efficiency Initiatives

Emerging Technologies

- Residential HVAC
- Regional Collaboration among Utilities

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OTHER ELECTRIC PROGRAMS

Net Metering

Schedule 150 (Electric only)

Eligibility

Customer-Generators who operate fuel cells or produce electricity and used and useful thermal energy from a common fuel source or who generate electricity using hydroelectric, solar, or wind energy or biogas from animal waste as fuel, with a total capacity of no more than 100 kilowatts (kW) and the generation is located on their own premises. Such generator must operate in parallel with PSE's transmission and distribution facilities. Detailed availability is outlined in PSE's Schedule 150.

Renewable Energy Advantage Program

Schedule 150 & 151 (Electric only)

Eligibility

Customer-Generators who receive electric service from the Company and operate a qualifying Generation System on their Premises. Where the Generation System will be interconnected with the Company's distribution system such interconnection shall be under the provisions of a separate interconnection (net metering) agreement. If the Generation System is interconnected with the Company's transmission or distribution system, service under this schedule is not available except during the effectiveness of an interconnection agreement between the Customer-Generator and the Company.

The Customer-Generator must own the real property on which the Generation System is located.

Generation Systems that operate on real property where the Company provides Electric Service, but the Generation System is not interconnected to the Company's distribution system are also eligible. Generation Systems installed on real property that are not and will never be served by the Company are not eligible for service under this schedule.

Detailed eligibility requirements are enumerated in PSE's Schedule 151.

Annual Payments

Customer-Generated Power	Base Rate	Payment Factor	Price per kWh
Solar modules and inverter manufactured in Washington state	\$0.15	3.6	\$0.54
Solar modules manufactured in Washington state	\$0.15	2.4	\$0.36
Solar or wind generating equipment with an inverter manufactured in Washington state	\$0.15	1.2	\$0.18
Anaerobic digester or other solar equipment without components manufactured in Washington state	\$0.15	1.0	\$0.15
Wind generator equipped with blades manufactured in Washington state	\$0.15	1.0	\$0.15

Incentive payments will be made once annually and are computed using the price per kWh from the above table, multiplied by the total kWh generated during the payment period. The payment period is from July 1 of one year through June 30 of the next year. Hybrid systems, such as a combination of solar and wind, will be paid at the lowest price per kWh, unless each distinct part of the system is separately metered.

If a Customer-Generator adds a new portion to the existing system (For instance, a new 1 kW array of solar panels manufactured in Washington), the lower payment factor will apply, unless the new portion of the system is separately metered.

MEASURE LIFE CALCULATIONS

Residential Programs

Measure/Incentive/Initiative	Maximum Measure Life, Years
Boilers, Energy Star®	20
CFL Lamp, Energy Star® qualified, any exterior application	4
CFL Fixture Energy Star® qualified, any exterior or interior application	15
CFL Lamp, Energy Star® any interior application	5
Clothes Washers, Energy Star®	14
Compact Fluorescent Light (CFL) Bulb Energy Star® qualified, any interior application	5
Dishwashers, Energy Star®	9
Duct leakage testing and duct sealing	20
Duct Sealing	20
Freezers	20
Fireplace, High Efficiency, Natural Gas	25
Fuel Conversion—Space and Water Heat	30
Furnace, Energy Star® Natural Gas	18
Heat Pump – ductless using inverter technology	20
Heat Pump – Energy Star® qualified (air-source, split systems)	18
Heat Pump – Geothermal, Energy Star®	30
Heat pump replacement for an electric furnace	18
HomePrint Audit	3
Insulation, Attic (R-11 or less to R-38)	30
Insulation, Duct (R-0 to R-11)	30
Insulation, Floor (R-11 or less to minimum R-19, up to R-30)	30
Insulation, Wall (R-0 to R-13)	30
Light socket, CFL conversion assembly	15
Manufactured Home, Energy Star® certified	30
Multifamily Lighting measures (including lighting reduction)	12
Powerful Choices for the Environment, Electric and Natural Gas	8
Refrigerator Decommissioning	5
Refrigerator, Energy Star®	17
Replacement Doors	30

Residential Programs, continued

Measure/Incentive/Initiative	Maximum Measure Life, Years
Showerheads, Energy Efficient Residential in <u>Multifamily</u> units	6
Showerheads, Energy Efficient Residential all dwelling types	10
Waste Water Heat Recovery	30
Water Heater Pipe Insulation (Minimum 3 feet)	15
Water heater, Natural Gas, Energy Star®	12
Water Heater, Tankless, Natural Gas, Energy Star®	20
Water Heater, Heat Pump Water Heater, Energy Star®	15
Water Heater, High Efficiency, Electric Storage	13
Windows- Single pane upgrade to class 33 or greater ⁴	30
Whole house ventilation	15

⁴ Windows will be funded only when bundled with other qualifying weatherization Measures.

Low Income Weatherization Program Specific Measure Life

Unless otherwise noted in the below table, all measure life figures in the above table apply to the Company's Low Income Weatherization program.

Measure/Incentive/Initiative	Maximum Measure Life, Years
Programmable Thermostat, Low Income Weatherization	15
Refrigerator Replacement (also known as “decommissioning” or “early retirement”)	6
Structure Sealing	25
Tapered Ridge Board, R-05 max to R-38 min	30
Water Heater Insulation	12

Commercial and Industrial Programs

Measure/Incentive/Initiative	Maximum Measure Life, Years
Building Thermal Improvements:	
Duct Insulation	15
Exterior Roof Insulation	15
Insulated Windows	30
Roof and Ceiling Insulation	24
Wall Insulation	24
Commissioning and Optimization:	
Commissioning/Optimization of Energy Systems	5
Controls:	
HVAC Controls and Energy Management Systems	10
Lighting Control Systems	10
PC Power Management	4
Process and Other Efficiency Control Systems	10
Cooler Controller	10
HVAC and Refrigeration:	
Boilers—Steam	30
Boilers--Hot water	24
Chillers	20
Economizers	10
Evaporative assist cooling for HVAC equipment	15
Heat Recovery Systems	15
High Efficiency HVAC Retrofit Applications	15
HVAC – central	15
Premium HVAC Service	5
HVAC – unitary	15

Commercial and Industrial Programs, continued

Measure/Incentive/Initiative	Maximum Measure Life, Years
Lighting Improvements:	
Compact Fluorescent Luminaires	12
Fluorescent Luminaires	12
HID Luminaires	12
LED Exit Signs	12
LED Luminaires	12
LED Street Lighting	20
Locking Screw-in CFL	12
Low Wattage T8 Lamps	6
Integral Ballasted LED Lamps	12
Ceramic Metal Halide Lamps	5
Screw-in CFL	3
New Construction Whole Building Analysis	
Energy Model Whole Building Approach	15
Process Efficiency Improvements:	
Fan, Compressor and Pump Systems or Stations	15
Motor and Drive Systems	15
Process Optimization	5
Other Process Modifications	15
Reciprocating Engines	15
Refrigeration Systems	15
Restaurant/Kitchen Equipment:	
Connectionless Steamer	10
Deep Fat Fryer	8
Dishwashers	
Conveyor type	20
Door type	15
Under counter	10
Hot Food Holding Cabinet	12
Pre-Rinse Spray Heads	5

Commercial and Industrial Programs, continued

Measure/Incentive/Initiative	Maximum Measure Life, Years
Water Heating Improvements:	
Low Flow Devices	10
Piping Insulation	15
Water Heaters	7
Other:	
Clothes Washers, Multifamily, High-use	8
Transformers	15
Green Motor Rewinds	10
Ice Makers	12
Resource Conservation Manager (Behavioral)	3
Voltage Optimization	15

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GLOSSARY OF ACRONYMS

AFUE	Annual Fuel Utilization Efficiency (standard federal efficiency rating)
AHU	Air Handling Unit
AIA	American Institute of Architect
ANSI	American National Standards Institute
ASHRAE	American Society of Heating, Refrigerating, and Air-Conditioning Engineers
BOMA	Building Owners and Managers Association
BPA	Bonneville Power Administration
CEE	Consortium for Energy Efficiency
CMS	Customer Management System
CRAG	Conservation Resource Advisory Group
DCV	Demand Control Ventilation
DDC	Design Development and Construction
Direct Install Measure	A conservation measure that is installed by a PSE representative—rather than a PSE customer—into a qualifying structure.
ECM	Electronically Commutated Motor
CS	Customer Solutions. A division within PSE whose charter is to provide outstanding customer service in achieving all available, feasible, and cost-effective conservation within the PSE service territory.
EF	Energy Factor
EUI	Energy Usage Index
FSTC	Food Service Technology Center
FTE	Full Time Equivalent (applicable to staffing levels, etc.)
GPM	Gallons Per Minute

Acronyms, Continued

HID	High Intensity Discharge (applies to Lighting measures)
HSPF	Heating Seasonal Performance Factor
HVAC	Heating, Ventilation and Air Conditioning
IPLV	Integrated Part Load Value
kWh	Kilowatt Hour
MEF	Manufacturers Efficiency Factor
NEMA	National Electrical Manufacturers Association
O&M	Operations and Maintenance
ODP	Open Drip-Proof (motors)
PTCS	Performance Tested Comfort Systems
PTHP	Package Terminal Heat Pump
SEER	Seasonal Energy Efficiency Ratio
SPIFF	A colloquialism, representing an incentive paid to a salesperson for selling a specific product. Also referred to as SPIV or SPIF. SPIF is not actually an acronym, as (in most cases) it doesn't have directly-correlating words (such as "Sales Person Incentive....??").
TEFC	Totally Enclosed, Fan-Cooled (motors)
TRC	Total Resource Cost
UC	Utility Cost
ULI	Urban Land Institute
USGBC	U.S. Green Building Council
UL	Underwriters' Laboratory
VAV	Variable Air Volume

Acronyms, continued

VFD	Variable Frequency Drive
WAMOA	Washington Association of Maintenance and Operations Administrators
WF	Water Factor: a measure of water consumption. A higher number, representing lower efficiency, is less desirable.
WSEC	Washington State Energy Code

EnergyEfficiency



Exhibit 10

2015 Northwest Energy Efficiency Alliance Plan

January 1, 2015



**PUGET
SOUND
ENERGY**



2015-2016 Planned Activities Report for Puget Sound Energy

OVERVIEW FOR PUGET SOUND ENERGY

NOTE: Northwest Energy Efficiency Alliance (NEEA) is currently undergoing operations planning for its 2015 activities. All activities and budgets are pending NEEA Board approval at the end of 2014. If there are any material changes, NEEA will update the following information accordingly.

NEEA is a voluntarily funded non-profit organization working in partnership with Puget Sound Energy (PSE), the Bonneville Power Administration and more than 140 public and private Northwest utilities to accelerate energy efficiency on behalf of the Northwest's 13 million electricity consumers.

In 2015-2016 NEEA will focus on its strategic goals: 1) filling the energy efficiency pipeline with new products, services and practices; and 2) creating the market conditions that will accelerate and sustain their market adoption. This report summarizes NEEA's 2015-2016 planned activities to support these goals based on the draft version of NEEA's 2015 Operations Plan and its Board-approved 2015-2019 Business Plan.

FILLING THE ENERGY EFFICIENCY 'PIPELINE' WITH PUGET SOUND ENERGY

NEEA scans the market for energy efficiency opportunities and conducts rigorous testing to verify product performance and energy savings. By pooling resources to pursue emerging technologies on behalf of the region, NEEA reduces development costs to PSE and mitigates the risk associated with exploring new technologies.

The following is a list of potentially-viable emerging technologies, which NEEA identified through its scanning process and will continue to investigate in 2015-2016:

- A "negawatt" meter for automated measurement and verification
- CO₂ heat pumps for water heating and space cooling
- An "Internet of Things," which could enable online control of energy-efficient devices
- Additional opportunities in efficient lighting and controls
- Advanced HVAC for separation of conditioned air from ventilation air
- Irrigation technologies that offer energy savings to both large and small farms

NEEA is in the early phases of assessing the viability of these products for the region, and may discontinue efforts with any of these products at any time.

NEEA will present four emerging opportunities/ technologies to NEEA's Regional Portfolio Advisory Committee for portfolio-consideration in 2015. These are opportunities that have shown both energy savings and market transformation promise: secondary glazing for commercial windows, combination space and water heat pumps, integrated design for commercial buildings, and high performance manufactured homes.

CREATING MARKET CONDITIONS FOR ENERGY EFFICIENCY WITH PUGET SOUND ENERGY

NEEA identifies market barriers to the adoption of energy-efficient products, services and practices, and removes those barriers through strategic market interventions. By taking advantage of economies of scale and leveraging the collective market power of the region, NEEA builds strategic relationships, influences supply and demand of energy-efficient products and lowers program costs to its utility funders.

NEEA's 2015-2019 Business Plan directs NEEA to focus its market transformation efforts on four high-priority strategic markets:

- Residential New Construction
- Residential Consumer Products
- Commercial New Construction
- Commercial Lighting

In each of these markets, NEEA will work with the region to develop comprehensive strategic market plans, providing a framework to maximize cost-effective, long-term energy efficiency. For more information about NEEA's strategic market approach, including criteria for identifying viable strategic markets, please visit neea.org to review NEEA's [2015-2019 Business Plan](#).

Residential Sector

In 2015-2016, NEEA will focus on two strategic markets within the residential sector: Consumer Products and New Construction. Both of these markets represent long-term, leveraged opportunities for market transformation with significant energy savings and strong links to building codes and appliance standards. Together, these two markets represent over two-thirds of energy savings potential in the residential sector included in the 6th Power Plan.

Consumer Products Strategic Market

This market consists of the entire supply chain including manufacturers, distributors, retailers, contractors and installers that deliver consumer goods and services in high volume. Products sold through this supply chain include lighting, appliances, heating and cooling equipment, and consumer electronics. NEEA and its partners will work to build and leverage strategic partnerships within the supply chain, as well as establish infrastructure support in the form of data reporting, coordinated marketing and an up-stream/mid-stream incentive structure. NEEA's portfolio currently includes four market transformation initiatives in this strategic market.

- **Heat Pump Water Heaters:** NEEA will accelerate the market adoption of Northwest climate-appropriate heat pump water heaters in replacement water heating by addressing barriers to product availability, price and consumer demand. In 2015-2016, NEEA will support the introduction of a new Tier 2/3 product into the retail and wholesale market and drive product sales through six supply chain partnerships and promotions. NEEA will also leverage market research to enhance marketing tools and activities among retailers and consumers in the Northwest.
- **Ductless Heat Pumps:** NEEA will focus on increasing ductless heat pump (DHP) availability in the retail channel as well as removing market barriers to installer capability, consumer awareness and price. In 2015-2016, NEEA will work with manufacturers to develop three DHP promotions and enhance marketing tools and activities to address consumer awareness and price barriers. NEEA is also exploring "do-it-yourself" installation opportunities for retail consumers and will continue research and testing in this channel. By the end of 2015, the initiative's goal is to create conditions to achieve a 20 percent sales increase of DHPs in the Northwest.
- **Retail Product Portfolio:** NEEA's Retail Product Portfolio (RPP) initiative uses mid-stream incentives to influence retail stocking practices – and ultimately drive manufacturing and standards – for a portfolio of energy-efficient products sold through the retail channel. In 2015-2016, NEEA will expand its extra-regional partnerships to increase the initiative's scale with a goal of adding one new retailer in 2015. This includes working with ENERGY STAR on a potential partnership to expand the RPP model to a nationwide program. NEEA's role in this market also includes negotiating and analyzing regional sales data to support more stringent product efficiency. In this effort NEEA will launch an automated data processing solution in 2015, which will enable the initiative to pull data from the retailers' systems for enhanced usability and evaluation.
- **Super-Efficient Dryers:** NEEA recently launched a Super-Efficient Dryer initiative to accelerate the adoption of super-efficient dryers in the Northwest. NEEA's 2015-2016 activities include establishing a baseline, research plan and lab testing to inform the Regional Technical Forum's unit energy savings assessment associated with super-efficient dryers. NEEA will also work in the market to support product launch with two major manufacturers, as well as product placement in one major retailer to increase the availability of super-efficient dryers in the Northwest.

Residential New Construction Strategic Market

This market includes the supply chain that plans, builds, sells and inspects new residential single-family and low-rise multi-family structures. NEEA will build and leverage strategic partnerships with homebuilders, home

energy performance organizations, code allies and other market actors to coordinate advanced home efficiency requirements for adoption by this market. NEEA will also continue to provide training on new energy efficiency technologies and practices to ensure technical abilities and experience for builders and contractors in this market.

- **Next Step Site-Built Homes:** In 2015-2016, NEEA will align its Northwest program with those under national oversight from the Environmental Protection Agency and develop a Northwest-specific ENERGY STAR specification for states that adopt 2012 International Energy Conservation Codes.

Commercial Sector

In 2015-2019, NEEA will focus on two strategic markets in the commercial sector: Lighting and New Construction. Together, these two markets represent over 50 percent of the energy savings in the commercial sector identified in the 6th Power Plan. In addition, NEEA is also offering optional programs focused on the commercial real estate and commercial lighting markets.

Commercial Lighting Strategic Market

This market includes the supply chain that manufacturers, distributes, specifies, designs and installs lighting equipment in commercial buildings. It includes both products (lamps, ballasts, controls and fixtures) as well as design and installation services that together affect over 20 percent of all commercial energy use in the region. NEEA builds strategic partnerships in the supply chain and applies an upstream lighting platform infrastructure to lead a coordinated approach to different aspects of the commercial lighting market including: data reporting, marketing high-efficiency products to manufacturers and implementing up-stream/mid-stream incentive structures.

For 2015-2016, specific infrastructure goals include 1) redesigning and implementing marketing activities to increase commercial and industrial trade ally traffic to the Northwest lighting Network website by 20 percent; 2) engaging stakeholders to incorporate Basic Lighting E-learning training into trade ally network requirements and promote usage to their contractors; and 3) supporting a Design Lighting Consortium Qualified Product Lists and lighting controls research.

NEEA currently has two initiatives and one optional program built into its commercial lighting strategic market approach.

- **Luminaire Level Lighting Controls:** NEEA and its partners will develop best practices for luminaire level lighting controls, with the goal of having the technology installed as a standard industry practice in commercial office lighting. In 2015-2016, NEEA will collaborate with utility partners and manufacturers to complete a draft specification and identify a method for measuring utility-accepted savings, which will enable utilities to capture the full benefits of implementing and measuring this technology.
- **Reduced Wattage Replacement Lamps:** The goal of NEEA's Reduced Wattage Replacement Lamps is to influence the stocking and promotion of reduced-wattage lamps in the lighting maintenance market. In 2015-2016, NEEA's goal is to expand its partnerships with distributors to 40 percent of the market, work upstream with top manufacturers to identify key strategies to program design and develop a regional database of sales data for use by utility stakeholders.
- **Top Tier Trade Ally Advanced Training (optional):** This is an optional program, which PSE has opted to fund during NEEA's next business cycle - 2015-2019. NEEA's Top Tier Trade Ally Advanced Training program accelerates the market adoption of advanced lighting retrofit practices by connecting contractors with training resources and utility programs. In 2015-2016, NEEA will work with its utility partners to create a training package that meets utility program needs, and design performance standards to measure contractor knowledge.

Commercial New Construction Strategic Market

This market includes the community of businesses that develop, plan, design, build and commission new commercial buildings. While NEEA does not currently have any commercial new construction initiatives in its portfolio, NEEA and its funders have identified this as a viable strategic market with potential in 2015-2016 and in the future. NEEA will maintain the strategic partnerships and infrastructure it has built through previous commercial building initiatives to leverage as opportunities arise. These infrastructure activities include completing a program roadmap for this market and supporting utility programs and market partners with market resources and research.

The NEEA-supported Integrated Design Lab Network will continue to work in this market, innovating and supporting new projects and major renewals. NEEA will also support development of tools needed to advance integrated design, construction and operation of low-energy consumption buildings.

- **Commercial Real Estate/Existing Building Renewal (optional):** NEEA currently has one optional program in this strategic market, which PSE has opted to fund during NEEA's next Business Cycle. This initiative works with building owners and operators to engage in deep energy retrofits, guiding them through key decision points and offering "off-the-shelf" options along with integrated system design. In 2015-2016, NEEA and its partners are piloting an online tool that will help building owners determine if their building is a viable option for a renewal project and provide information and resources on next steps.

Industrial Sector

In its next business cycle (2015-2019), NEEA will scale back its industrial/agricultural sector investment to a limited infrastructure effort. This effort will focus on supporting regional industrial efficiency delivery capability, while continuing to identify additional market transformation investment opportunities via its scanning process. NEEA currently has one industrial initiative it will focus on completing in 2015.

- **Certified Refrigeration Energy Specialist:** NEEA will continue its efforts to increase demand for Certified Refrigeration Energy Specialist (CRES) training among refrigeration operators. In 2015, NEEA will develop a strategy to increase the number of operators successfully achieving certification, with the goal of 50 new certifications in the Northwest. NEEA will also develop two case studies to highlight the benefits of achieving certification for both operators and refrigeration companies, with the goal of at least one industrial leader requiring CRES certification.

NEEA's industrial infrastructure effort focuses on increasing the awareness and availability of strategic energy management (SEM) across the region. By identifying existing tools and training for SEM dissemination and developing a collaborative strategy with the region, NEEA will address gaps in the deployment of SEM across commercial and industrial sectors. In 2015-2016, NEEA will lead the new Industrial SEM Collaborative and deliver and execute a strategic plan, prioritizing key demand and supply-side partners. NEEA's goal is to provide a holistic and integrated set of tools to support utilities and the market for adoption of commercial and industrial SEM.

Codes and Standards

NEEA's codes and standards work plays an important role in helping the Northwest secure long-term energy savings. In 2015-2016, NEEA will continue to pursue increasingly stringent residential and commercial building energy codes and provide technical input and analysis for federal standards rulemakings. NEEA will also work to align codes and standards efforts across the West Coast for greater data sharing and cost-effectiveness.

- **Codes:** In 2015, NEEA will develop a Washington state code change proposal for residential and commercial buildings, and pending adoption, provide education, training and technical support to local jurisdictions implementing new codes. NEEA will also develop a Community Building Renewal program to create an existing building policy that supports a new commercial code.
- **Standards:** In 2015-2016, NEEA will continue to provide input into the development and rollout of regional standards, and ensure the collective voice of the Northwest is represented in national appliance and equipment standards rulemakings. NEEA serves as a technical expert in U.S. Department of Energy (US DOE) rulemakings and encourages the adoption of optimal efficiency for federal appliance and equipment standards. NEEA's standards work, including data collection, input and analysis, is dependent upon the US DOE's rulemaking focus and process, but NEEA anticipates providing support with clothes dryer test procedures and ventilation analysis, as well as monitoring test procedures for heat pump water heater changes at a national level.

DELIVERING REGIONAL SERVICES FOR PUGET SOUND ENERGY

NEEA is a unique alliance of public and private electric utilities that works on behalf of the entire four-state region. NEEA pools resources to cost-effectively conduct regional services such as data collection and evaluation,

opportunities for regional coordination and more. Below are some additional regional services NEEA will deliver in 2015-2016.

Regional Resources

NEEA will continue to partner with Bonneville Power Administration to coordinate and plan the annual Efficiency Exchange conference, held in Portland, OR in 2015. NEEA will also continue to host Conduit, an online community that provides information-sharing, coordination and collaboration among energy efficiency professionals in the Northwest.

Regional Data Services

NEEA's Market Research & Evaluation team will continue to work with third party evaluators to assess its market transformation initiatives and activities. This includes providing market characterization and market assessment reports, and delivering as a data services function. Per its 2015-2019 Business Plan, NEEA will conduct stock assessments in the residential and commercial sectors staggered over five years, beginning with the Residential Building Stock Assessment in 2016. Regional stock assessment studies characterize the current state of the market and provide up-to-date baseline information for improved conservation planning and program design for PSE and other utilities.

Stakeholder Coordination

During its 2015-2019 business planning activities, NEEA and its Board identified opportunities to improve the effectiveness of stakeholder input and advancement in its initiatives. NEEA took steps to formalize a plan for stakeholder coordination/engagement, which includes earlier, deeper stakeholder engagement via sector advisory committees and work groups when designing market transformation strategies; increasing transparency with its Regional Portfolio Advisory Committee in program advancement; and clarifying roles, responsibilities and rules of engagement for coordinating with its funders. PSE has representatives on all sector advisory committees and the majority of its work groups to ensure PSE's perspective is represented when designing and implementing market transformation strategies.

Additional Information

More information on NEEA's market transformation initiatives, as well as NEEA's quarterly and annual reports, can be found at neea.org.

Questions or comments about this report? Please contact Lindsey Clark, Communications Coordinator, 503-688-5476, lclark@neea.org.

EnergyEfficiency



Exhibit 11

2015

Conservation Tariff Sheet
Revisions

January 1, 2015



**PUGET
SOUND
ENERGY**

PUGET SOUND ENERGY, INC.
Electric Tariff G

SCHEDULE 258
ELECTRICITY ENERGY EFFICIENCY PROGRAM
Large Power user Self-Directed Program

1. AVAILABILITY:

Customers receiving Electrical Service from the Company under Schedules 40, 46, 49, 448, 449, 458 or 459 of Electric Tariff G with cost-effective electric energy efficiency projects are eligible to respond to the Company's request for Proposals (RFPs) and are eligible for other services offered under the Schedule. The RFPs will be developed jointly with representative Customers and Industrial Customers of Northwest Utilities (ICNU).

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2. MEASURES:

Customer may propose Measures shown to meet the Company's cost effectiveness standard for electrical energy savings. Measure categories may include but are not limited to those shown below. Cost-effective Fuel Conversion and Fuel Switching Measures that convert energy use from electric to natural gas may be proposed under the program.

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- HVAC and Refrigeration Controls
- Process Efficiency Improvements
- Lighting Improvements
- Building Thermal Improvements
- Building Commissioning
- Optimization

Eligible Customers may receive funding for Prescriptive Basis Measures and Performance Basis Measures offered under Schedules 250, 251, 253 and 262.

The Company may review and implement Customer-proposed Measures that meet all Measure evaluation criteria. Specific guidelines will be included in the Company's RFP.

3. ANALYSIS:

Electricity savings are to be calculated using standard engineering practices, and with operations schedules documented by the Customer. The Company will review electricity savings calculations, and reserves the right to modify energy savings estimates. Actual savings may be trued up based on post-installation energy use monitoring. Further details will be provided in the RFP.

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4. FUNDING:

Funding is subject to Company-approved savings estimates and analyses. Project incentive funding will not exceed the Company's Energy Efficiency Cost Effectiveness Standard. Funding is available directly to the Customer upon Company's verification of completed installation. Total funding for projects under this Schedule will be up to the amount of conservation revenues collected from the Schedule 258-eligible Customers under Schedule 120 of this Tariff from January 1, 2014 through December 31, 2013, reduced by the Company's costs to administer this program (7.5%) and also by the cost to support the Northwest Energy Efficiency Alliance (NEEA) market transformation activities (10%) and also reduced by the deduction allowed to be implemented in Docket No. UE-110400.

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Issued: August 16, 2011
Advice No.: 2011-17

Effective: September 16, 2011

Issued By Puget Sound Energy, Inc.

By: _____ Tom DeBoer **Title:** Director, Federal & State Regulatory Affairs

PUGET SOUND ENERGY, INC.
Electric Tariff G

SCHEDULE 258
ELECTRICITY ENERGY EFFICIENCY PROGRAM (Continued)
Large Power User Self-Directed Program

- | | |
|---|-----------------------------|
| 1. PROGRAM MECHANICS: | (N) (K) |
| Each program cycle is comprised of a multi-year non-competitive phase followed by a competitive phase followed by a period of time that will allow for Customers to complete projects. | |
| | |
| a. Non-competitive phase: The amount available to each eligible Customer in the non-competitive phase is an allocation of the total funding available under this schedule. The allocation is based on the amount of revenues that are estimated to be collected from the Customer under Schedule 120 of this Tariff from January 1, 2014 through December 31, 2013 7 . The individual Customer shall propose the funding of eligible Measures with the allocated funding during the non-competitive phase of each program cycle. |
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 (D)
 |
| i. Individual allocations not proposed for use by the Customer during the non-competitive phase will be available to all Customers eligible for Schedule 258 during the competitive phase of the current program cycle through a competitive bid process. | (D)
 |
| ii. Individual allocations contracted for use during the non-competitive phase but are not actually fully utilized by the Customer, will be transferred to the budget for all Electricity Energy Efficiency Programs under this Tariff at the end of the program cycle. |
 |
| b. Competitive phase: All Customers eligible for Schedule 258 are eligible to compete for funds during the competitive phase. | |
| i. The funds available during the competitive phase are described in 5.a.i. above and 5.c. below. | |
| ii. Funds contracted for use during the competitive phase but are not actually fully utilized by the Customer, will be transferred to the budget for all Electricity Energy Efficiency Programs under this Tariff at the end of the program cycle. |
 |
| c. True-up: Where the actual collections from all Schedule 258-eligible Customers under Schedule 120 of this Tariff (minus costs of administration and NEEA costs) are more or less than the amount allocated to Customers in the non-competitive and competitive phases, the difference will be transferred to the funding for the competitive phase of the next following program cycle. |

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PUGET SOUND ENERGY, INC.
Electric Tariff G

SCHEDULE 258
ELECTRICITY ENERGY EFFICIENCY PROGRAM (Continued)
Large Power user Self-Directed Program

6. GENERAL CONDITIONS:

Customers eligible for Schedule 258 are also eligible to receive incentive amounts equivalent to those offered for Prescriptive Basis Measures and Performance Basis Measures offered under Schedules 250, 251, 253 and 262. Customers receiving service under Schedules 40, 46 or 49 shall be required to first utilize their designated Schedule 258 allocation for these incentives prior to receiving funding from other programs, with the exception of programs requiring multi-year contracts. Customers receiving service under Schedules 448, 449, 458 or 459 must use their Schedule 258 allocation for these incentives and cannot receive funding from other programs.

Annual incentive amounts for this program will be subject to the Company's annual budget for Energy Efficiency Programs. Further provisions will be provided and funding allocations designated in the RFP. All Customers eligible for services under Schedule 258, except Customers receiving Electric Service under Schedules 448, 449, 458, and 459, shall have the costs of Electricity Energy Efficiency Programs assigned to them using the peak credit method.

7. PROGRAM CYCLE:

Each program cycle is comprised of a non-competitive phase and a competitive phase. The current program cycle is from January 1, 2015 through December 31, 2018. Customers are required to complete Measures funded during the 2015 – 2018 program cycle by December 14, 2018. The current non-competitive phase allocations are based on estimated collections from January 1, 2014 through December 31, 2017. The non-competitive phase is from April 1, 2015 through March 31, 2017. The competitive phase begins May 15, 2017.

8. CUSTOMER OBLIGATIONS:

Customers are responsible for developing project proposals, including estimates of electrical savings and project costs. Selection and use of a third party to develop, build, install or verify the project, will be the Customer's responsibility. Upon acceptance by the Company, the Customer shall complete the project over the mutually determined time frame, to allow for verification of the Measure installation by deadlines established by the RFPs. The Customer agrees to provide the Company access to information necessary to verify energy savings and cost-effectiveness. Further provisions are provided in the RFP.

9. SCHEDULE 83:

Service under this schedule is subject to the provisions of Schedule 83, Electricity Conservation Service, contained in this tariff.

10. GENERAL RULES AND PROVISIONS:

Service under this schedule is subject to the General Rules and Provisions contained in this tariff.

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