## COST CENTER 4440 - Direct Benefit to Customer & Energy Savings - C/I Natural Gas Programs

Summary of 2011 C/I Budgets & Targets per Initial 2010-2011 Biennial Filing

Schedule Nos.	Program Name	Therm Savings	(	Gas Tariff Budget
E250/G205	Commercial / Industrial Retrofit	510,000	\$	3,000,000
E250/G205	Commercial/Industrial New	510,000	Ф	3,000,000
E054/0054		450,000	•	4 000 000
E251/G251	Construction	150,000	\$	1,020,000
E253/G208	Resource Conservation Manager	360,000	\$	600,000
E260/G260	C/I Energy Efficiency Information	-	\$	200,000
E262/G262	Commercial Rebates	1,480,000	\$	493,333
	Total, Com'l & Ind'l Programs	2,500,000	\$	5,313,333

## **NATURAL GAS:**

### Original Filed Plan for 2011

Detailed Summary of 2011 Budget & Targe	t Analysis - NATURAL (	SAS PROGRAMS	2010 Program Performance (Jan	1 - Aug 31 PAID MEAS)	2011 Projects in Progr	ess (Signed & Unsigned
G205 Commercial / Industrial Retrofit	Tota	Incentive I Budget	Incentive	Incentive	Incentive therm	Incentive
	therm Savings Budg	et (\$/therm)	therm Savings Payments	(\$/therm)	Savings Payments	(\$/therm)
CI Retrofit - All Measur	es 498,000 \$ 22	2,000	487,279 \$ 2,110,802	4.33	458,614 \$ 2,074,175	4.5
Building Energy Optimizati <b>Tot</b> a		<del></del>			19,510 \$ 26,000	1.3
G251 Commercial / Industrial New Constru	uction Tota	Incentive I Budget	Incentive	Incentive	Incentive therm	Incentive
	therm Savings Budg	et (\$/therm)	therm Savings Payments	(\$/therm)	Savings Payments	(\$/therm)
G208 Resource Conservation Manager	150,000 \$ 1,020  Tota therm Savings Budg	Incentive I Budget	57,197 \$ 233,226  Incentive therm Savings Payments	4.08 Incentive (\$/therm)	342,185 \$1,473,585  Incentive therm Savings Payments	Incentive
	360,000 \$ 600	0,000	302,382 \$ 106,251	0.35	1,540,621 \$ 350,135	0.2
E260 C/I Energy Efficiency Information	Tota	Incentive I Budget	Incentive	Incentive	Incentive	Incentive
	therm Savings Budg 0 \$ 200	<b>et (\$/therm)</b> 1,000 <b>-</b>	therm Savings Payments N/A N/A	<b>(\$/therm)</b> N/A	therm Savings Payments N/A N/A	<b>(\$/therm)</b> N/A
E262 Commercial Rebates	Tota	Incentive I Budget	Incentive	Incentive	Incentive therm	Incentive
	therm Savings Budg 1,480,000 \$ 493	et (\$/therm) 3,333	therm Savings Payments 287,729 \$ 253,091	<b>(\$/therm)</b> 0.88	Savings Payments N/A N/A	(\$/therm) N/A

2010 Program Performance

**Projects Under Contract for 2011** 

#### COMMERCIAL REBATE PROGRAM DETAILS:

Schedule Nos.	Program Name		Planning Notes	Savings		Incentives
G262	Commercial Kitchen Rebates	Byrtus	Based on current trends/participation rates.	100,000	\$	314,000
E262	Comm Kitch Rebates - SPIF Deduct	Byrtus		-	\$	(6,280)
G262	Spray Heads	Byrtus	Additional rounds of sprayhead direct-installs are not scheduled for 2011 after completing high volume of a lower flow device in 2009 and early 2010.	_	\$	
0202	Opray ricads	Dyrtus	2010.		Ψ	
			Limited incidental savings associated with HVAC			
G262	HVAC Retrofit	Schmutzler	retrofits for electric cooling energy savings.	250	\$	3,000
G262	Premium HVAC Service	Schmutzler	Anticipate continued high participation rates.	100,000	\$	127,000
G262	Programmable T-stats	Schmutzler	Programmable t'stats are required by code and are common practice with equipment replacements & upgrades; thus program is being discontinued.	-	\$	
G262	Commercial Laundry	Uhl	Commercial laundry upgrades are being limited by state of the economy.  Commercial Rebate Program Totals:	8,000 <b>208,250</b>	\$	15,000 <b>452,720</b>

2.0%

2011 BEM Portfolio														
Energy S	avings & Incentive E	<u>Budgets</u>												
G205 Commercial / Industrial Retrofit														
		Incentive	Incentive	Program										
	therm Savings	(\$/therm)	Budget	Manager	General Comments  Main program drivers for 2011 are ARRA/OSPI funding resulting in large projects at government/institutional									
CI Retrofit - All Measures	751,000	\$4.30	\$3,229,000	Mitchell	facilities. Based on existing projects in progress with anticipated									
Building Energy Optimization <b>Totals</b>	<u>30,000</u> 781,000		<u>\$39,000</u> \$3,268,000	Townes	completion in 2011.									
G251 Commercial / Industrial New Co	nstruction													
Incentive Incentive therm Savings (\$/therm) Budget														
	therm Savings	(\$/therm)	Budget		64 projects in the queue, with 7 projects totalling nearly 240,000 therms ranging from 9,000 to 116,000 therms (almost 85% of 2011 total for NC). These projects include hospitals/MOBs, high school, pool, industrial, commercial office buildings, and a large Jail. Based on observed trends, a significant quantity of measures will likely not be completed until 2012 resulting in a forecast < signed									
	286,000	\$4.30	\$1,229,800	Lenssen	contracts.									
G208 Resource Conservation Manage	er													
		Incentive	Incentive											
	therm Savings	(\$/therm)	Budget		Forecast includes closeout of all existing grant agreements and accounts for new grants "in the pipeline"; also assumes a large institutional customer's savings will be finalized and									
	1,400,000	\$0.20	\$280,000	Moen	claimed in 2011.									
E260 C/I Energy Efficiency Information	n	Incentive	Incentive											
	therm Savings	(\$/therm)	Budget											
	N/A	N/A	N/A	Kennedy										
E262 Commercial Rebates		Incentive	Incentive											
	therm Savings 208,250 2,675,250		8452,720 \$5,230,520	Dickson	See Detailed Summary Below									

Other (Misc Small Contracts) **Total Outside Services** 

TOTAL PROGRAM EXPENSES

Annual Energy Savings (therms) C/I Retrofit

Building Energy Optimization Total Savings

136,000

751,000 therms

30,000 therms 781,000 therms

\$ 4,083,403

Schedule 205																		
			Cost E	Elements/CE Catego	ories													
	Ord	er numbers			ormation Service Labor	s Marke	eting Labor	Overh	ead	Marketing	Е	Employee Expense	Outs	side Services	Materials	Miscellane	eous	Direct Cu
C/I Energy Efficiency		18230731	\$	402,042 \$	-	\$	5,522	\$ 2	56,765 \$	5,	100 \$	\$ 7,040	\$	136,000 \$	2,375	\$	560 \$	0.0
Conservation Incentives	\$	3,268,000																
Labor (Incl Mgr, Dir, VP, and Budget & Admin Assess	ments	s)																
EES Staff, Maj Accts, CSY Support	\$	402,042		4.83 Ful	I Time Equivalent													
Information Services (Energy Advisors)	\$	-			l Time Equivalent													
Marketing	\$	5,522		0.09 Ful	I Time Equivalent													
Employee Expenses																		
Meals (Staff Mtgs, Contractor Trainings, Travel, et	<b>(\$</b>	2,112																
Travel Expenses (Mileage, Airfare, Lodging)	\$	3,379																
Training Expenses, Employee Memberships, Sem	i \$	845																
Other	\$	704																
	\$	7,040																
Miscellaneous Expenses	\$	560																
Materials Expenses																		
Materials - Direct Purchase	\$	1,330																
Office Supplies/Svcs	\$	71																
Other/Miscellaneous	\$	974																
Total Materials Expenses	\$	2,375																
Marketing Expenses	\$	5,100																
Overhead	\$	256,765																
Outside Services																		
Aerotek (Al Dunlap & Steve Jack Contract EME	s \$	39,000																
Bradson Technologies - CSY Support	\$	37,000																
Itron (Energy Interval Service)	\$	30,000																
Cellnet (Meter Data Collection Fees)	\$	20,000																
Software Development (CMS - Tracking/Forecasti	r \$	10,000																
Other (Misc Small Contracts)	2	_																

Total Program

4,083,403

3,268,000

# Resource Conservation Manager Schedule 208

			Cost E	lements/C	E Categories	i									
			L	abor	Informati		Marketin	g Labor	C	verhead		Marketing	Employee	)	(
RCM	Order num 1823069		\$	168,589	Services L	abor	\$	5,522		109,690		4,050	Expense	2,560	<u>e</u>
KCIW	1623009	7 1	Φ	100,309	Ψ	-	Φ	5,522	Φ	109,090	φ	4,030	Φ	2,300	φ
Conservation Incentives	\$ 2	280,000													
Conservation incentives	Φ 2	200,000													
Labor (Incl Mgr, Dir, VP, and Budget & Adn	nin Assessments	s)													
EES Staff, Maj Accts, CSY Support		168,589			Full Time Eq										
Information Services (Energy Advisors)		- 5,522			Full Time Eq										
Marketing	\$	5,522		0.09	Full Time Eq	uivaie	nı								
Employee Expenses															
Meals (Staff Mtgs, Contractor Trainings		768													
Travel Expenses (Mileage, Airfare, Lodo		1,229													
Training Expenses, Employee Members		307													
Other	\$ <b>\$</b>	256 <b>2,560</b>													
	Φ	2,300													
Miscellaneous Expenses	\$	1,400													
Materials Expenses					*Direct bene	efits to	customer	also inclu	ıde R	CM employe	e lab	or (3-for-free a	udits, etc.)	and	
Materials - Direct Purchase	\$	1,862			energy info	ormatio	on via Itror	n, Utility N	/lgr S	oftware, and	datab	ase support f	om BEM e	mployee	es.
Office Supplies/Svcs	\$	100													
Other/Miscellaneous	\$	1,363													
Total Materials Expenses	\$	3,325													
Marketing Expenses	\$	4,050													
Overhead	\$	109,690													
Outside Services															
Bradson Technologies - CSY Support	\$	9,250													
LPB Energy (Utility Mgr Software)	\$	60,000													
Itron (Energy Interval Service)	\$	57,000													
Cellnet (Meter Data Collection Fees)	\$	38,000													
Software Development (RCM Software	\$	24,000													
Total Outside Services	\$	188,250													
TOTAL PROGRAM EXPENSES	\$ 7	763,386													
Annual Energy Savings (therms)	1,400,000		therms	<b>S</b>											

Materials

3,325 \$

1,400 \$

188,250 \$

Revenue

Total Outside Services

TOTAL PROGRAM EXPENSES

Annual Energy Savings (therms)

27,750

286,000 therms

\$ 1,487,218

			Cost E	Element	s/CE Ca	ategorie	es																						
	Ord	er numbers		Labo	r	Info	ormatior Lab	n Service: oor	S	Market	ing La	abor	O	verhe	ad	Mari	keting	Empl	loyee E	xpense		Outside	Servic	es	Ma	terials	Miscella	neous	Direct Cu
C/I New Construction	1	8230706	\$		127,048	8 \$			\$			5,522	\$	8	3,519	\$	7,500	\$		6,08	80 \$		27	,750	5	-	\$	-	\$
Conservation Incentives	\$	1,229,800																											
Labor (Incl Mgr, Dir, VP, and Budget & Ac	dmin A	Assessments	)																										
EES Staff, Maj Accts, CSY Support		127,048					Time Eq																						
Information Services (Energy Advisors	\$	-			0.0	00 Full	Time Eq	uivalent																					
Marketing	\$	5,522			0.0	09 Full	Time Eq	uivalent																					
Employee Expenses																													
Meals (Staff Mtgs, Contractor Training	\$	1,824																											
Travel Expenses (Mileage, Airfare, Loc		2,918																											
Training Expenses, Employee Membe		730																											
Other	\$	608																											
	\$	6,080																											
Miscellaneous Expenses	\$	-																											
Materials Expenses																													
Materials - Direct Purchase	\$	-																											
Office Supplies/Svcs	\$	-																											
Other/Miscellaneous	\$	-																											
Total Materials Expenses	\$	-																											
Marketing Expenses	\$	7,500																											
Overhead	\$	83,519																											
Outside Services																													
Aerotek (Al Dunlap & Steve Jack Co	\$	6,500																											
DSE (Alan Kakaley) - Energy Modeling		12,000																											
Bradson Technologies - CSY Support		9,250																											
Itron (Energy Interval Service)	\$	-																											
	\$	-																											
Software Development (CMS - Tracking		_																											
Other (Misc Small Contracts)	\$	_																											
Total Outside Services	\$	27 750																											

Revenue Total Program Budget

1,487,218

1,229,800

Annual Energy Savings (therms)

	Cost E	lements/C	E Categorie	s											
Order numbers		Labor	Inform	nation Services Labor	Marketing Labor	Overhead	Marketing	Employee Expense	Out	side Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Program udget
18230428	\$		- \$	11,414	15,338 \$	16,853 \$	21,000	\$ -	\$	36,265 \$	2,850	\$ -	\$	-	\$ 103,72

Commercial Energy Efficiency Information		18230428	\$ -	\$	11,414
Conservation Incentives	\$	-			
Labor (Incl Mgr, Dir, VP, and Budget & Admir	n Ass	essments)			
EES Staff, Maj Accts, CSY Support	\$	-	0.00	Full Ti	ime Equivalent
Information Services (Energy Advisors)	\$	11,414	0.15	Full Ti	ime Equivalent
Marketing	\$	15,338	0.25	Full Ti	ime Equivalent
Employee Expenses					
Meals (Staff Mtgs, Contractor Trainings, 1	\$	-			
Travel Expenses (Mileage, Airfare, Lodgir	\$	-			
Training Expenses, Employee Membersh	\$	-			
Other	\$	-			
	\$	-			
Miscellaneous Expenses	\$	-			
Materials Expenses					
Materials - Direct Purchase	\$	1,596			
Office Supplies/Svcs	\$ \$ \$	86			
Other/Miscellaneous	\$	1,169			
Total Materials Expenses	\$	2,850			
Marketing Expenses	\$	21,000			
Overhead	\$	16,853			
Outside Services					
Trade Show Exp (Powerful Bus, 2012 We	\$	-			
Aclara Online Acct Mgmt (Energy Mgmt C	\$	32,265			
Software Development (Aclara Additions,	\$	4,000			
<b>Total Outside Services</b>	\$	36,265			
TOTAL PROGRAM EXPENSES	\$	103,720			

0 therms

	Cost Elements/CE Categories																					
numbers		Labor	Information Lak		N	Marketing Labor	(	Overhead	Marketing	Em	ployee Expense	O	utside Service	s	Mater	ials	Mi	iscellaneous	Direct Benefit to Customer	Revenue	Total Progr	am Budget
30694	\$	4,154	\$	-	\$	-	\$	2,617	; -	\$	-	\$		-	\$	-	\$	12,040			\$	18,811

		Order numbers		Labor		Labor		
Energy Efficient Technology Evaluation		18230694	-	\$ 4,154	\$	-		
Operation Installed	Φ.							
Conservation Incentives	\$	-						
Labor (Incl Mgr, Dir, VP, and Budget & Admin A	sses	ssments)						
EES Staff, Maj Accts, CSY Support	\$	4,154		0.05	Full	Time Equivalent		
Information Services (Energy Advisors)	\$	-		0.00	Full	Time Equivalent		
Marketing	\$	-		0.00	Full	Time Equivalent		
Employee Expenses  Meals (Staff Mtgs, Contractor Trainings, Trav	¢							
Travel Expenses (Mileage, Airfare, Lodging)		-						
Training Expenses, Employee Memberships		-						
Other	\$	-						
	\$	-						
Miscellaneous Expenses (E-Source Members	\$	12,040						
Materiala Evpanasa								
Materials Expenses  Materials - Direct Purchase	\$	_						
Office Supplies/Svcs	\$	-						
Other/Miscellaneous	\$	-						
Total Materials Expenses	\$	-						
Marketing Expenses	\$	-						
Overhead	\$	2.647						
Overnead	Þ	2,617						
Outside Services								
Other (Misc Small Contracts)	\$	-						
Total Outside Services	\$	-						
TOTAL DROOPAN EVENUES	•	40.044						
TOTAL PROGRAM EXPENSES	\$	18,811						
Annual Energy Savings (therms)		0	) t	therms				
		·	•					

Marketing Expenses

Bradson Technologies - CSY Supr \$
SPIF Payments (Comm Kitchen) \$

TOTAL PROGRAM EXPENSES \$

**Total Outside Services** 

Annual Energy Savings (therms)

Outside Services

Overhead

\$

\$

6,000 17,154

> 3,700 6,280

9,980

208,250 therms

514,352

Ochedule 202													
			Cost I	Elements/CE Categorie									
	(	Order numbers			on Services abor	Market	ing Labor	Overhead	Marketing	Employee Expense	Outside Services	Materials	Miscellaneous
Commercial Rebates	·	18230697	\$	26,615 \$		\$	614 \$	17,154 \$	6,000	\$ 320	\$ 9,980 \$	950	\$ -
Conservation Incentives	\$	452,720											
Labor (Incl Mgr, Dir, VP, and Bud	lget & A	Admin Assessmen	nts)										
EES Staff, Maj Accts, CSY Sup		26,615		0.32 Full Time E	Equivalent								
Information Services (Energy Ac		-		0.00 Full Time E	Equivalent								
Marketing	\$	614		0.01 Full Time E	Equivalent								
Employee Expenses													
Meals (Staff Mtgs, Contractor Tr	rair \$	96											
Travel Expenses (Mileage, Airfa	are, \$	154											
Training Expenses, Employee M	∕ler \$	38											
Other	\$	32											
	\$	320											
Miscellaneous Expenses	\$	-											
Materials Expenses													
Materials - Direct Purchase	\$	532											
Office Supplies/Svcs	\$	29											
Other/Miscellaneous	\$	390											
Total Materials Expenses	\$	950											

Direct Benefit to Customer

452,720

Revenue Total Program Budget

\$

514,352