

COST CENTER 4440 - Direct Benefit to Customer & Energy Savings - C/I Electric Programs

Summary of 2011 C/I Budgets & Targets per Initial 2010-2011 Biennial Filing			
Schedule Nos.	Program Name	MWH Elec Tariff Savings	Electric Tariff Budget
E250/G205	Commercial / Industrial Retrofit	80,000	\$ 26,150,000
BREAKOUT:	CI Lighting	25,000	\$ 6,468,581
	CI Other	16,000	\$ 8,578,214
	Industrial	16,000	\$ 4,699,429
	Building Energy Optimization	7,000	\$ 2,191,920
	Energy Smart Grocer	9,000	\$ 1,965,000
	Convenient Savings	7,000	\$ 2,245,967
E251/G251	Commercial/Industrial New Construction	8,000	\$ 3,446,154
E253/G208	Resource Conservation Manager	14,000	\$ 1,400,000
E255	Small Business Lighting Rebate	15,000	\$ 4,777,778
E257	LED Traffic Signals	500	\$ 25,000
E258	Large Power User - Self Directed Prg.	5,000	\$ 2,083,333
E260/G260	C/I Energy Efficiency Information	-	\$ 212,500
E262/G262	Commercial Rebates	16,000	\$ 2,044,444
Total, Com'l & Ind'l Programs		138,500	\$ 40,139,209
		15.8 aMW	

ELECTRIC:

Original Filed Plan for 2011

Detailed Summary of 2011 Budget & Target Analysis - ELECTRIC PROGRAMS

E250 Commercial / Industrial Retrofit

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
CI Lighting	25,000,000	\$ 6,468,581	\$0.22
CI Other	16,000,000	\$ 8,578,214	\$0.50
Industrial Building Energy Optimization	16,000,000	\$ 4,699,429	\$0.25
	7,000,000	\$ 2,191,920	\$0.27
Energy Smart Grocer	9,000,000	\$ 1,965,000	\$0.11
Convenient Savings	7,000,000	\$ 2,245,967	\$0.11
Totals	80,000,000	\$ 26,149,111	

E251 Commercial / Industrial New Construction

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
	8,000,000	\$ 3,446,154	\$0.37

E253 Resource Conservation Manager

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
	14,000,000	\$ 1,400,000	\$0.03

E255 Small Business Lighting Rebate

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
	15,000,000	\$ 4,777,778	\$0.27

E257 LED Traffic Signals

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
	500,000	\$ 25,000	\$0.03

E258 Large Power User Self-Directed Program

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
	5,000,000	\$ 2,083,333	\$0.39

E260 C/I Energy Efficiency Information

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
	0	\$ 212,500	N/A

E262 Commercial Rebates

	kWh Savings	Total Budget	Incentive Budget (\$/kWh)
	16,000,000	\$ 2,044,444	\$0.09

COMMERCIAL REBATE PROGRAM DETAILS:

2010 Program Performance

2010 Program Performance (Jan 1 - Aug 31 PAID MEAS)

	kWh Savings	Incentive Payments	Incentive (\$/kWh)
CI Lighting	17,089,967	\$ 4,188,523	0.245
CI Other	12,970,862	\$ 4,594,727	0.354
Industrial Building Energy Optimization	3,102,039	\$ 1,006,887	0.325
	-	\$ -	
Energy Smart Grocer	19,613,441		0.000
Convenient Savings	-	\$ -	
Totals	52,776,309	\$ 9,790,137	0.186

Note: Admin cost is prorated to all categories by \$/kWh

Projects Under Contract for 2011

2011 Projects in Progress (Signed & Unsigned)

	kWh Savings	Incentive Payments	Incentive (\$/kWh)
CI Lighting	8,094,700	\$ 1,124,398	0.139
CI Other	5,688,020	\$ 1,432,278	0.252
Industrial Building Energy Optimization	1,227,468	\$ 261,283	0.213
	1,412,928	\$ 124,347	0.088
Energy Smart Grocer	724,394	\$ 98,519	0.136
Convenient Savings	-	\$ -	0.000

Schedule Nos.	Program Name		Planning Notes	Savings	Incentives
E255	Small Business Lighting Rebate	Dickson	Anticipate consistently high contractor participation rates.	23,000,000	\$ 6,440,000
E257	LED Traffic Signals	Schmutzler	Based on historical trends & knowledge of planned projects.	500,000	\$ 20,000
E262	Commercial Kitchen Rebates	Byrtus	Forecasted per current trends in participation rates.	900,000	\$ 137,205
E262	Comm Kitch Rebates - SPIF Deduct	Byrtus		-	\$ (2,744)
E262	Spray Heads	Byrtus	Limited installations w/ electric savings.	262,000	\$ -
E262	Hospitality	Watson	Anticipated level of uptake in small hotel/motel market.	600,000	\$ 100,000
E262	PC Power Management	Schmutzler	Funding via custom grant pending evaluation results.	-	\$ -
E262	HVAC New construction	Schmutzler	Limited new construction activity in 2011.	20,000	\$ 7,500
E262	HVAC Retrofit	Schmutzler	Continuing program moment; incentive adjustments anticipated.	1,000,000	\$ 280,000
E262	Premium HVAC Service	Schmutzler	Program anticipated to have continued high participation rates; reflects anticipated slight reduction in claimed savings per measure per improved savings analysis models.	4,000,000	\$ 800,000
E262	EC Motors	Schmutzler	Anticipate continued program growth.	100,000	\$ 20,000
E262	Portable Classroom controls	Schmutzler	Based on historical participation rates; incentives still needed to influence installation of controls in portable classrooms.	75,000	\$ 5,250
E262	Programmable T-stats	Schmutzler	Removing this incentive. Programmable t'stats are a code requirement and common practice on upgrades/new installations.	-	\$ -
E262	Variable Speed Drives	Schmutzler	WSEC 2009 requirements effective Jan 1 will reduce opportunities; may cause contractors to pursue fewer incentives (lesser quantity of installations on any given project will qualify)	750,000	\$ 67,500
E262	Vending Machine Controllers	Dickson	Extensive direct-install programs have transformed market and leave minimal opportunities for additional installations; remaining participation is limited; program will therefore be removed.	-	\$ -
E262	Green Motor Rewind	Watson	Forecasted participation based on current trends.	31,000	\$ 3,458
E262	Premium Efficiency Motors	Watson	Revisions to comply w/ WSEC 2009 will reduce opportunities.	18,000	\$ 5,580
E262	Commercial Laundry	Uhl	Participation rates expected to remain limited due to economic conditions.	13,000	\$ 1,200
E262	Commercial Lighting Rebates	Uhl	Will shift focus from transformed market of "commodity" spirals to specialty lamps that have yet to gain full market acceptance.	2,550,000	\$ 170,000
E262	CFL Markdown	Uhl	Will focus on specialty lamp penetration while reducing/eliminating incentives for "commodity" spirals.	4,000,000	\$ 164,000
E262	CFL Markdown - SPIF DEDUCT	Uhl		-	\$ (7,216)
E262 TOTALS:				14,319,000	\$ 1,751,733

2.0%

4.4%

2011 BEM Portfolio

Energy Savings & Incentive Budgets

E250 Commercial / Industrial Retrofit

	kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
CI Lighting	35,500,000	\$ 0.200	\$ 7,100,000	Mitchell	Based on past performance (historical trends), current participation rates, and market indicators. Accounts for forecasted OSPI/Dept of Commerce project driving high program participation.
CI Other	16,000,000	\$ 0.300	\$ 4,800,000	Mitchell	Based on past performance (historical trends), current participation rates, and market indicators. Accounts for forecasted OSPI/Dept of Commerce project driving high program participation.
Industrial	10,000,000	\$ 0.280	\$ 2,800,000	Chen	Based on bottom up estimates by industrial EMEs per customer relationships and review of historical data & trends in participation.
Building Energy Optimization	4,500,000	\$ 0.090	\$ 405,000	Townes	Based on current projects in progress forecasted for completion in 2011.
Energy Smart Grocer	12,000,000	\$ 0.160	\$ 1,920,000	Mitchell	2011 ESG program based on offering cost-effective proven measures scaled to existing market opportunities.
Convenient Savings	-	\$ -	\$ -	Mitchell	This proposed extension of Energy Smart Grocer excluded from 2011 offerings to remain focused on proven measures that have additional market penetration opportunities and will satisfy customer demand for ESG services.
Totals	78,000,000		\$ 17,025,000		

E251 Commercial / Industrial New Construction

kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
15,500,000	\$ 0.500	\$ 7,750,000	Lenssen	Based on 64 projects in the queue -- 6 large projects scheduled for 2011 completion will provide nearly 11.4M kWh (almost 75% of 2011 total for NC).

E253 Resource Conservation Manager

kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
32,500,000	\$ 0.020	\$ 650,000	Moen	Based on current contracts and projects "in the pipeline" -- potential exists for additional large customers to enter the program in 2011.

E255 Small Business Lighting Rebate

kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
23,000,000	\$ 0.270	\$ 6,210,000	Dickson	See Detailed Summary Below

E257 LED Traffic Signals

kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
500,000	\$ 0.040	\$ 20,000	Schmutzler	See Detailed Summary Below

E258 Large Power User Self-Directed Program

kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
13,900,000	\$ 0.450	\$ 6,255,000	Montgomery	Based on issued grant agreements for projects with 2011 completion dates and projects currently under development by program participants anticipated for 2011 completion.

E260 C/I Energy Efficiency Information

kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
N/A	N/A	N/A	Kennedy	N/A

E262 Commercial Rebates

kWh Savings	Incentive (\$/kWh)	Incentive Budget	Program Manager	General Comments
14,319,000	\$ 0.122	\$ 1,751,733	Dickson	See Detailed Summary Below

Total 2011 Electric Savings: 177,719,000 kWh
20.3 aMW

**Business Retrofit
Schedule 250**

	Order numbers	Cost Elements/CE Categories											
		Labor	Information Services Labor	Marketing Labor	Overhead	Marketing	Employee Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Total Program Budget
C/I Energy Efficiency	18230711	\$ 1,114,505	\$ -	\$ 9,816	\$ 708,322	\$ 11,900	\$ 51,000	\$ 1,139,750	\$ 8,800	\$ 2,394	\$ 17,025,000	\$	20,071,487

Conservation Incentives \$ 17,025,000

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

EES Staff, Maj Accts, CSY Support	\$ 1,114,505	13.40 Full Time Equivalent
Information Services (Energy Advisors)	\$ -	0.00 Full Time Equivalent
Marketing	\$ 9,816	0.16 Full Time Equivalent

Employee Expenses

Meals (Staff Mtgs, Contractor Trainings, Travel, e	\$ 11,220
Travel Expenses (Mileage, Airfare, Lodging)	\$ 23,460
Training Expenses, Employee Memberships, Ser	\$ 11,220
Other	\$ 5,100
Total	\$ 51,000

Miscellaneous Expenses \$ 2,394

Materials Expenses

Materials - Direct Purchase	\$ 3,520
Office Supplies/Svcs	\$ 2,640
Other/Miscellaneous	\$ 2,640
Total Materials Expenses	\$ 8,800

Marketing Expenses \$ 11,900

Overhead \$ 708,322

Outside Services

PECI Energy Smart Grocer	\$ 750,000
Aerotek (Al Dunlap & Steve Jack -- Contract EME	\$ 78,000
Bradson Technologies - CSY Support	\$ 64,750
Itron (Energy Interval Service)	\$ 105,000
Cellnet (Meter Data Collection Fees)	\$ 70,000
Lighting Design Lab (Training & Cust Consultatio	\$ 12,000
Software Development (CMS - Tracking/Forecast	\$ 30,000
Other (Misc Small Contracts)	\$ 30,000
Total Outside Services	\$ 1,139,750

TOTAL PROGRAM EXPENSES \$ 20,071,487

Annual Energy Savings (kWh)

C/I Lighting	35,500,000 kWh
C/I Other	16,000,000 kWh
Industrial	10,000,000 kWh
Building Energy Optimization	<u>4,500,000</u> kWh
Energy Smart Grocer	12,000,000 kWh
Total Savings	78,000,000 kWh

**Resource Conservation Manager
Schedule 253**

Cost Elements/CE Categories

	Order numbers	Labor	Information Services Labor	Marketing Labor	Overhead	Marketing	Employee Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Total Program Budget
Resource Conservation Manager (RCM)	18230723	\$ 451,072	\$ -	\$ 6,135	\$ 288,040	\$ 9,450	\$ 12,750	\$ 373,250	\$ 3,600	\$ 3,600	\$ 650,000		\$ 1,797,897
TOTAL (must match program total in Sector view)													

Conservation Incentives \$ 650,000

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

EES Staff, Maj Accts, CSY Support	\$ 451,072	5.42 Full Time Equivalent
Information Services (Energy Advisors)	\$ -	0.00 Full Time Equivalent
Marketing	\$ 6,135	0.10 Full Time Equivalent

Employee Expenses

Meals (Staff Mtgs, Contractor Trainings, Trav	\$ 2,805
Travel Expenses (Mileage, Airfare, Lodging)	\$ 5,865
Training Expenses, Employee Memberships,	\$ 2,805
Other	\$ 1,275
Total	\$ 12,750

Miscellaneous Expenses \$ 3,600

Materials Expenses

Materials - Direct Purchase	\$ 1,440
Office Supplies/Svcs	\$ 1,080
Other/Miscellaneous	\$ 1,080
Total Materials Expenses	\$ 3,600

*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.

Marketing Expenses \$ 9,450

Overhead \$ 288,040

Outside Services

Bradson Technologies - CSY Support	\$ 9,250
LPB Energy (Utility Mgr Software)	\$ 140,000
Itron (Energy Interval Service)	\$ 108,000
Cellnet (Meter Data Collection Fees)	\$ 72,000
Software Development (RCM Software Support)	\$ 44,000
Total Outside Services	\$ 373,250

TOTAL PROGRAM EXPENSES \$ 1,797,897

Annual Energy Savings (kWh) 32,500,000 kWh

**Large Power Users/Self-Directed
Schedule 258**

Cost Elements/CE Categories

	Order numbers	Labor	Information Services Labor	Marketing Labor	Overhead	Marketing	Employee Expense	Outside Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Total Program Budget
Large Power User - Self Directed	18230729	\$ 83,083	\$ -	\$ -	\$ 52,342	\$ -	\$ -	\$ 178,300	\$ -	\$ -	\$ 6,255,000		\$ 6,568,725

Conservation Incentives \$ 6,255,000

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

EES Staff, Maj Accts, CSY Support	\$ 83,083	1.00 Full Time Equivalent
Information Services (Energy Advisors)	\$ -	0.00 Full Time Equivalent
Marketing	\$ -	0.00 Full Time Equivalent

NOTE: Labor charges not reported directly to Order #18230729; program operating costs are reported via journal entry transfer credit to E250 C/I Retro Order #18230711 & debit to E258 Self-Directed Order #18230729 based on 7.5% of Sch 120 collections for Rate Sch 449/459 customers.

Employee Expenses

Meals (Staff Mtgs, Contractor Trainings, Travel, etc)	\$ -
Travel Expenses (Mileage, Airfare, Lodging)	\$ -
Training Expenses, Employee Memberships, Seminars	\$ -
Other	\$ -
Total	\$ -

Miscellaneous Expenses \$ -

Materials Expenses

Materials - Direct Purchase	\$ -
Office Supplies/Svcs	\$ -
Other/Miscellaneous	\$ -
Total Materials Expenses	\$ -

Marketing Expenses \$ -

Overhead \$ 52,342

Outside Services

NEEA Contribution (10% of Sch 120 Coll from 449/459)	\$ 178,300
Total Outside Services	\$ 178,300

TOTAL PROGRAM EXPENSES \$ 6,568,725

Annual Energy Savings (kWh) 13,900,000 kWh

Supporting Notes

As of 09/10/10 --
12 projects in queue, one of which is 4M kWh, which is nearly the projected savings for 2011. Total projects in CSY signed and unsigned for 2011 is 8,854,113. Based on feedback from EMEs currently working on development projected for 2011.

