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

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
	Commercial/Industrial New		
E251/G251	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			Total	Incentive Budget
	kWh Savings		Budget	(\$/kWh)
		¢	6 400 504	¢0.00
CI Lighting	25,000,000	φ	6,468,581	\$0.22
CI Other	16,000,000	\$	8,578,214	\$0.50
Industrial Building Energy Optimization	16,000,000 7,000,000	\$ \$	4,699,429 2,191,920	\$0.25 \$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	ψ0.11
E251 Commercial / Industrial New Construction			Total	Incentive Budget
	kWh Savings		Budget	(\$/kWh)
	8,000,000	\$	3,446,154	\$0.37
E253 Resource Conservation Manager			Total	Incentive Budget
	kWh Savings		Budget	(\$/kWh)
	14,000,000	\$	1,400,000	\$0.03
E255 Small Business Lighting Rebate			Total	Incentive Budget
	kWh Savings 15,000,000	\$	Budget 4,777,778	(\$/kWh) \$0.27
E257 LED Traffic Signals			Total	Incentive Budget
	kWh Savings 500,000	\$	Budget 25,000	(\$/kWh) \$0.03
E258 Large Power User Self-Directed Program			Total	Incentive Budget
	kWh Savings		Budget	(\$/kWh)
	5,000,000	\$	2,083,333	\$0.39
E260 C/I Energy Efficiency Information			Total	Incentive Budget
	kWh Savings 0	\$	Budget 212,500	(\$/kWh) N/A
E262 Commercial Rebates			Total	Incentive Budget
	kWh Savings 16,000,000	\$	Budget 2,044,444	(\$/kWh) \$0.09

2010 Program Performance

kWh Savings

19,613,441

kWh Savings

kWh Savings

kWh Savings

kWh Savings

kWh Savings

15,999,818 \$

Projects Under Contract for 2011

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

Incentive Incentive (\$/kWh) kWh Savings F Payments 17,089,967 \$ 4,188,523 0.245 CI Lighting 8,094,700 \$⁻ 12,970,862 \$ 4,594,727 0.354 CI Other 5,688,020 \$ 3,102,039 \$ 1,006,887 0.325 1,227,468 Industrial .\$ - \$ Building Energy Optimization 1,412,928 \$ -0.000 Energy Smart Grocer 724,394 \$ **Convenient Savings** - \$ \$ 52,776,309 9,790,137 0.186 \$ Note: Admin cost is prorated to all categories by \$/kWh Incentive Incentive Payments (\$/kWh) kWh Savings F 4,357,049 \$ 1,455,592 0.334 15,430,816 \$ Incentive Incentive kWh Savings F Payments (\$/kWh) 9,010,487 \$ 133,344 0.015 27,481,735 \$ Incentive Incentive (\$/kWh) kWh Savings F Payments 16,932,875 \$ 4,613,030 N/A 0.272 Incentive Incentive kWh Savings P Payments (\$/kWh) 334,470 \$ 0.040 N/A 13,360 Incentive Incentive Payments (\$/kWh) kWh Savings F 9,723,640 \$ 35,824 \$ 17,910 0.500

Incentive Incentive kWh Savings kWh Savings P (\$/kWh) Payments N/A N/A N/A N/A Incentive Incentive (\$/kWh) kWh Savings F kWh Savings Payments

0.111

N/A

1,772,629

2,044,444 16,000,000 \$ \$0.09

COMMERCIAL REBATE PROGRAM DETAILS:

2011 Projects in Progress (Signed & Unsigned)

Incentive	Incentive
Payments	(\$/kWh)
\$1,124,398	0.139
.,,	
\$1,432,278	0.252
\$ 261,283 \$ 124,347	0.213 0.088
\$ 98,519	0.136
•	0.000
Ş -	0.000
Incontivo	Incontivo
Incentive Payments	
Payments	
57,376,513	0.478
Incentive	Incentive
Payments	(\$/kWh)
\$ 613,330	0.022
Incentive	Incentive
Payments	
N/A	N/A
Incentive	Incentive
Payments	(\$/kWh)
N/A	N/A
Incentive	Incentive
Payments	(\$/kWh)
	0.004
\$1,956,936	0.201
Incentive	Incentive
Payments	(\$/kWh)
N/A	N/A
Incentive	Incentive
Payments N/A	(\$/kWh) N/A
	1.1// 1

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
			Continuing program moment; incentive adjustments		
E262	HVAC Retrofit	Schmutzler	anticipated.	1,000,000	\$ 280,000
			Program anticipated to have continued high participation rates;		
			reflects anticipated slight reduction in claimed savings per		
E262	Premium HVAC Service	Schmutzler	measure per improved savings analysis models.	4,000,000	\$ 800,000
E262	EC Motors	Schmutzler	Anticipate continued program growth.	100.000	
			Based on historical participation rates; incentives still needed		*
E262	Portable Classroom controls	Schmutzler	to influce installation of controls in portable classrooms.	75,000	\$ 5,250
			Removing this incentive. Programmable t'stats are a code	10,000	φ 0,200
			requirement and common practice on upgrades/new		
E262	Programmable T-stats	Schmutzler	installations.	-	\$-
LZUZ	Frogrammable 1-Stats	Schindiziei		-	φ -
			WSEC 2009 requirements effective Jan 1 will reduce		
			opportunities; may cause contractors to pursue fewer incentives		
E262	Variable Speed Drives	Schmutzler	(lesser quantity of installations on any given project will qualify)	750,000	\$ 67,500
		oominutzien	Extensive direct-install programs have transformed market and	100,000	φ 07,000
			leave minimal opportunities for additional installations;		
			remaining participation is limited; program will therefore be		
E262	Vending Machine Controllers	Dickson	removed.	-	\$-
E262	Green Motor Rewind	Watson	Forecated participation based on current trends.	31,000	
E262	Premium Efficiency Motors	Watson	Revisions to comply w/ WSEC 2009 will reduce opportunities.	18,000	\$ 5,580
			Participation rates expected to remain limited due to economic		
E262	Commercial Laundry	Uhl	conditions.	13,000	\$ 1,200
			Will shift focus from transformed market of "commodity"	,	
			spirals to specialty lamps that have yet to gain full market		
E262	Commercial Lighting Rebates	Uhl	acceptance.	2,550,000	\$ 170,000
			Will focus on specialty lamp penetration while		
E262	CFL Markdown	Uhl	reducing/eliminating incentives for "commodity" spirals.	4,000,000	\$ 164,000
E262	CFL Markdown - SPIF DEDUCT	Uhl		-	\$ (7,216)
E262 TOTALS:				14,319,000	

2.0%

4.4%

2011 BEM Portfolio

Energy Savings & Incentive Budgets

E250 Commercial / Industria	al Retrofit			_	
		Incentive	Incentive	Program	
	kWh Savings	(\$/kWh)	Budget	Manager	General Comments Based on past performance (historical trends), current participation rates, and marke indicators. Accounts for forecasted OSPI/Dept of Commerce project driving high
CI Lighting	35,500,000	\$ 0.200	\$ 7,100,000	Mitchell	program participation. Based on past performance (historical trends), current participation rates, and marke
CI Other	16,000,000	\$ 0.300	\$ 4,800,000	Mitchell	indicators. Accounts for forecasted OSPI/Dept of Commerce project driving high program participation. Based on bottom up estimates by industrial EMEs per customer relationships and
Industrial Building Energy Optimization	10,000,000 4,500,000		2,800,000 405,000	Chen Townes	review of historical data & trends in participation. Based on current projects in progess 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. This proposed extension of Energy Smart Grocer excluded from 2011 offerings to
Convenient Savings		\$-	\$ -	Mitchell	remain focused on proven measures that have additional market penetration opportunities and will satisfy customer demand for ESG services.
Totals	78,000,000	Ŧ	\$ 17,025,000		
E251 Commercial / Industria	al New Construction				
		Incentive	Incentive		
	kWh Savings	(\$/kWh)	Budget		Based on 64 projects in the queue 6 large projects scheduled for 2011 completion
	15,500,000	\$ 0.500	\$ 7,750,000	Lenssen	will provide nearly 11.4M kWh (almost 75% of 2011 total for NC).
E253 Resource Conservatio	on Manager	Incentive	Incentive		
	kWh Savings	(\$/kWh)	Budget		Based on current contracts and projects "in the pipeline" potential exists for
	32,500,000	\$ 0.020	\$ 650,000	Moen	additional large customers to enter the program in 2011.
E255 Small Business Lightin	ng Rebate				
		Incentive	Incentive		
	kWh Savings 23,000,000	(\$/kWh) \$ 0.270	\$ Budget 6,210,000	Dickson	See Detailed Summary Below
E257 LED Traffic Signals					
		Incentive	Incentive		
	kWh Savings 500,000	(\$/kWh) \$ 0.040	\$ Budget 20,000	Schmutzler	See Detailed Summary Below
E258 Large Power User Self	f-Directed Program				
		Incentive	Incentive		
	kWh Savings	(\$/kWh)	Budget		Based on issued grant agreements for projects with 2011 completion dates and projects currently under development by program participates anticipated for 2011
	13,900,000	\$ 0.450	\$ 6,255,000	Montgomery	completion.
E260 C/I Energy Efficiency I	nformation	Incentive	Incentive		
	kWh Savings N/A	(\$/kWh) N/A	Budget N/A	Kennedy	N/A
E262 Commercial Rebates				/	
		Incentive	Incentive		
	kWh Savings 14,319,000	(\$/kWh) \$0.122	\$ Budget 1,751,733	Dickson	See Detailed Summary Below
Total 2011 Electric Savings:	177,719,000	kWh aMW			

20.3 aMW

			Cost Elomon	c/CE Catagori																
				s/CE Categori	es nation Service	s										Dire	ect Benefit to		Total F	Program
	Order	numbers	Labo		Labor	Marketin	ng Labor	Overhead	Marketi	ng Employ	yee Expense	Outside Services	Materi	ials	Miscellaneou		Customer	Revenue		dget
C/I Energy Efficiency			\$ 1, ²	14,505 \$	-	\$	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 Ass																				
EES Staff, Maj Accts, CSY Support	\$	1,114,505			ime Equivalent															
Information Services (Energy Advisors) Marketing	\$ \$	- 9,816			ime Equivalent ime Equivalent															
Marketing	φ	9,010		0.10 Full 1																
Employee Expenses																				
Meals (Staff Mtgs, Contractor Trainings, Trave	l, e \$	11,220																		
Travel Expenses (Mileage, Airfare, Lodging)	\$	23,460																		
Training Expenses, Employee Memberships, S	Sen \$	11,220																		
Other	\$	5,100																		
	\$	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 E		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 Consulta		12,000																		
Software Development (CMS - Tracking/Forec	asi \$	30,000																		
Other (Misc Small Contracts)	⇒ \$	30,000																		
Total Outside Services	Þ	1,139,750																		
TOTAL PROGRAM EXPENSES	\$	20,071,487																		
Annual Energy Savings (kWh)																				
C/I Lighting		35,500,000																		
C/I Other		16,000,000																		
Industrial		10,000,000																		
Building Energy Optimization		4,500,000																		
Energy Smart Grocer		12,000,000																		
Total Savings		78,000,000	KWN																	

			Cost Elements/CE													
	Order	numbers	Labor	Information Services Labor	Marketir	ng Labor	Overhead	Marketing	Employee Expen	se Outsic	de Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Program udget
C/I New Construction			\$ 243,364		\$	6,135 \$	157,184 \$	17,50) \$ 3,4	400 \$	71,750 \$	40	D \$ -	\$ 7,750,000)	\$ 8,249,734
						, ,	, , ,	,						. , ,		
Conservation Incentives	\$	7,750,000														
Labor (Incl Mgr, Dir, VP, and Budget &																
EES Staff, Maj Accts, CSY Suppo		243,364		2 Full Time Equivalent												
Information Services (Energy Advis		-		0 Full Time Equivalent												
Marketing	\$	6,135	0.1	10 Full Time Equivalent												
Employee Expenses																
Meals (Staff Mtgs, Contractor Train		748														
Travel Expenses (Mileage, Airfare,		1,564														
Training Expenses, Employee Mem		748														
Other	\$	340 3,400														
	\$	3,400														
Miscellaneous Expenses	\$	-														
Materials Expenses																
Materials - Direct Purchase	\$	160														
Office Supplies/Svcs	\$	120														
Other/Miscellaneous	\$	120														
Total Materials Expenses	\$	400														
Marketing Expenses	\$	17,500														
Overhead	\$	157,184														
Outside Services																
Aerotek (Al Dunlap & Steve Jack		6,500														
DSE (Alan Kakaley) - Energy Mode	elin \$	28,000														
Bradson Technologies - CSY Suppo		9,250														
Itron (Energy Interval Service) Cellnet (Meter Data Collection Fees	\$	-														
Lighting Design Lab (Training & Cu		- 28,000														
Software Development (CMS - Trac		- 20,000														
Other (Misc Small Contracts)	\$	-														
Total Outside Services	\$	71,750														
TOTAL PROGRAM EXPENSES	\$	8,249,734														
Annual Energy Savings (kWh)		15,500,000	kWh													

Resource Conservation Manager Schedule 253

			Cost Elemen	nts/CE Ca	tegories																
		I	Labor		nformation		eting Labor	Over	head	Marketing	, Emplo		Outside	Ма	iterials	Miscella	neous	Direct Ben		Revenue	al Program
		r numbers		Sei	rvices Lab	or					Experi		Services					Custom			Budget
Resource Conservation Manager (RCM) TOTAL (must match prograr			\$ 451,	,072 \$	-	\$	6,135	\$	288,040 \$	9,4	450 \$	12,750 \$	373,2	50 \$	3,600	Þ	3,600	\$ 6	650,000		\$ 1,797,897
TO TAE (must match program	n totai in	Sector view)																			
Conservation Incentives	\$	650,000																			
Labor (Incl Mgr, Dir, VP, and Budget & Admin /						alant															
EES Staff, Maj Accts, CSY Support Information Services (Energy Advisors)	\$ \$	451,072			Time Equiv Time Equiv																
Marketing	φ \$	6,135			Time Equiv																
	Ŧ	0,100		0110 1 41		alorn															
Employee Expenses																					
Meals (Staff Mtgs, Contractor Trainings, Tra		2,805																			
Travel Expenses (Mileage, Airfare, Lodging		5,865																			
Training Expenses, Employee Memberships	s, \$	2,805																			
Other	\$	1,275																			
	\$	12,750																			
Miscellaneous Expenses	\$	3,600																			
Materials Expenses				*Dir	rect benefits	s to custor	mer also inclu	ide RCM	emplovee la	abor (3-for-fr	ee audits, e	tc.) and									
Materials - Direct Purchase	\$	1,440										M employees.									
Office Supplies/Svcs	\$	1,080			57		, - , - , ,	0				- 1 - ,									
Other/Miscellaneous	\$	1,080																			
Total Materials Expenses	\$	3,600																			
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 Sup	pr\$	44,000																			
Total Outside Services	\$	373,250																			
TOTAL PROGRAM EXPENSES	\$	1,797,897																			
	•	, - ,																			

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

Small Business Lighting Schedule 255

		(Cost Elements/CE	Categories															
			Labor	Information		Marketing Lal	hor O	verhead	Marketing	n Employ	vee Expense	Outside Serv	vices Ma	terials	Miscellaneous	Benefit to	Revenue	Total Proc	gram Budget
		numbers		Labo	-	-										stomer	Revenue	-	
Small Business Lighting Rebate	182	230725	\$ 348,9	49 \$	- 9	Þ	1,841 \$	220,997	\$ 28	,500 \$	8,500	\$ 8	89,250 \$	2,800 \$	-	\$ 6,210,000		\$	6,910,836
Conservation Incentives	\$	6,210,000																	
		`																	
Labor (Incl Mgr, Dir, VP, and Budget & Admin A	ssessments		4		uiu alant														
EES Staff, Maj Accts, CSY Support Information Services (Energy Advisors)	ф Ф	348,949		.20 Full Time Equ .00 Full Time Equ															
Marketing	Ф С	- 1,841		.03 Full Time Equ															
Marketing	Ψ	1,041	0		uivalerit														
Employee Expenses																			
Meals (Staff Mtgs, Contractor Trainings, Trav		1,870																	
Travel Expenses (Mileage, Airfare, Lodging)		3,910																	
Training Expenses, Employee Memberships,	,S\$	1,870																	
Other	\$	850																	
	\$	8,500																	
Miscellaneous Expenses	\$	-																	
Materials Expenses																			
Materials - Direct Purchase	\$	1,120																	
Office Supplies/Svcs	\$	840																	
Other/Miscellaneous	\$	840																	
Total Materials Expenses	\$	2,800																	
Marketing Expenses	\$	28,500																	
Overhead	\$	220,997																	
Outside Services																			
Bradson Technologies - CSY Support	\$	9,250																	
Software Development (CMS - Tracking/Fore	eca \$	80,000																	
Other (Misc Small Contracts)	\$	-																	
Total Outside Services	\$	89,250																	
TOTAL PROGRAM EXPENSES	\$	6,910,836																	
Annual Energy Savings (kWh)		23,000,000	kWh																

			Cost Elem	nents/CE Cat	egories																				
			La	abor	Information Ser	vices	Marketing	a Labor	Ove	erhead	Marke	etina	Employee Ex	xpense	Outside	Services	Mate	rials	Miscell	aneous		Benefit to	Revenue		Program
LED Traffic Signals		n umbers 30728	\$	8,308	Labor	- \$		-	\$	5,234			\$	-	\$	-	\$		\$		Cus \$	tomer 20,000		¢ B	udget 33,543
LED Traine Signais	1023	50720	φ	0,300	Φ	- ф)	-	φ	5,254	φ	-	Φ	-	φ	-	φ	-	φ	-	φ	20,000		φ	33,543
Conservation Incentives	\$	20,000																							
Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessi	ments)																								
EES Staff, Maj Accts, CSY Support	\$	8,308		0.10	Full Time Equival	ent																			
Information Services (Energy Advisors)	\$	-			Full Time Equiva																				
Marketing	\$	-		0.00	Full Time Equiva	ent																			
Employee Expenses																									
Meals (Staff Mtgs, Contractor Trainings, Travel, etc	c.) \$	-																							
Travel Expenses (Mileage, Airfare, Lodging)	\$	-																							
Training Expenses, Employee Memberships, Semi	n: \$	-																							
Other	\$	-																							
	\$	-																							
Miscellaneous Expenses	\$	-																							
Materials Expenses																									
Materials - Direct Purchase	\$	-																							
Office Supplies/Svcs	\$	-																							
Other/Miscellaneous	\$	-																							
Total Materials Expenses	\$	-																							
Marketing Expenses	\$	-																							
Overhead	\$	5,234																							
Outside Services																									
Other (Misc Small Contracts)	\$	-																							
Total Outside Services	Ф \$	-																							
	Ψ																								
TOTAL PROGRAM EXPENSES	\$	33,543																							
Annual Energy Savings (kWh)		500,00	0 kWh																						

			Cost	Element	ts/CE Ca																								
	~			Labo	r	Inforr	nation Serv	ices	Marketi	ng Labo	r	Overhead	ł	Marketir	ng E	mployee Expe	nse	Outside	Services	Materia	ls	Miscella	ineous		ct Benefit to	Rev	venue	Total Prog	ram Budget
Large Power User - Self Directed	0	rder numbers 18230729	\$		83,083	\$	Labor	- \$			- \$		342 \$		- \$			\$	178,300	\$	- \$			\$	Customer 6,255,00			\$	6,568,725
		10200120	Ψ		00,000	Ý		Ψ			Ŷ	02,	012 φ		Ý			Ψ	110,000	Ŷ	Ý	, 		Ψ	0,200,00			Ŷ	0,000,120
Conservation Incentives	\$	6,255,000	h																										
Conservation incentives	Ψ	0,233,000)																										
Labor (Incl Mgr, Dir, VP, and Budget & Admin Assess	ments)																											
EES Staff, Maj Accts, CSY Support	\$	83,083	3				me Equivale																						
Information Services (Energy Advisors)	\$	-					me Equivale																						
Marketing	\$	-					me Equivale	nt																					
NOTE: Labor charges not reported directly to Ord							40000700																						
via journal entry transfer credit to E250 C/I Retro based on 7.5% of Sch 120 collections for Rate Sc			DIT TO E	258 Self-	Directed	Order #	18230729																						
Employee Expenses	611 449/	459 customers.																											
Meals (Staff Mtgs, Contractor Trainings, Travel, etc	c.\$	-																											
Travel Expenses (Mileage, Airfare, Lodging)	\$ \$	-																											
Training Expenses, Employee Memberships, Semi	ir \$	-																											
Other	\$	-																											
	\$	-																											
Miscellaneous Expenses	\$	-																											
Materials Expenses																													
Materials - Direct Purchase	\$	-																											
Office Supplies/Svcs	\$	-																											
Other/Miscellaneous	\$	-																											
Total Materials Expenses	\$	-																											
Marketing Expenses	\$	-																											
Overhead	\$	52,342	,																										
Overneau	φ	52,542	-																										
Outside Services																													
NEEA Contribution (10% of Sch 120 Coll from 449,) \$	178,300)																										
Total Outside Services	\$	178,300)																										
TOTAL PROGRAM EXPENSES	\$	6,568,725	5																										
	Ŧ	0,000,120	-																										
Annual Energy Savings (kWh)		13,900,000	0 kWh	1																									

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.

		Cost Elements/CE Categories													
		Lab	1	ation Services	Marketing Labor	Overhead	Marketing	Employee Expense	Outside Sei	rvices Material	s Miscellaneou	Direct Benefit to	Revenue	Total Progra	m Budaet
Commercial Energy Efficiency Information	Order numbers 18230429	\$	- \$	Labor 26,632					\$,600 \$	SCustomer		¢	160,276
	10230423	Ψ	- ψ	20,032	¢ 10,000	φ 20,ττι	φ 43,000	- Ψ	Ψ	-0,200 φ 2	,000 φ	- Ψ -		Ψ	100,270
Conservation Incentives	\$	-													
Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessm EES Staff, Maj Accts, CSY Support	· ·	-	0.00 Full Tin	ne Equivalent											
	\$ 26,6		0.35 Full Tin												
	\$ 15,:		0.25 Full Tin												
Employee Expenses															
Meals (Staff Mtgs, Contractor Trainings, Travel, etc	\$	-													
Travel Expenses (Mileage, Airfare, Lodging)	Ψ	-													
Training Expenses, Employee Memberships, Semir Other	•	-													
		-													
	Ŷ														
Miscellaneous Expenses	\$	-													
Materials Expenses															
	\$ 1,0	040													
		780													
		780 600													
·															
Marketing Expenses	\$ 49,0	000													
Overhead	\$ 26,4	441													
Outside Services															
Trade Show Exp (Powerful Bus, 2012 West Coast I	\$	-													
Aclara Online Acct Mgmt (Energy Mgmt Dashboard															
Software Development (Aclara Additions, e.g. Sch		000													
Total Outside Services	\$ 40,2	265													
TOTAL PROGRAM EXPENSES	\$ 160,2	276													
Annual Energy Savings (kWh)		0 kWh													

		Cost Elements	s/CE Categories													
	Order numbers	Labor	Information Serv Labor	vices Marketin	ng Labor	Overhead	Marketing	Employee Expen	se Outside S	Services	Materials	Miscellaneous	Direct Benefit to Customer	Revenue	Total Progra	m Budget
Energy Efficient Technology Evaluation	18230448		154 \$	- \$	- \$	2,617	\$ -	\$	- \$	-	\$-	\$ 12,006			\$	18,777
Conservation Incentives	\$	-														
Labor (Incl Mgr, Dir, VP, and Budget & Admin A	ssessments)															
EES Staff, Maj Accts, CSY Support	\$ 4,1		0.05 Full Time Equivale													
Information Services (Energy Advisors)	\$ -		0.00 Full Time Equivale	nt												
Marketing	\$-		0.00 Full Time Equivale	nt												
Employee Expenses																
Meals (Staff Mtgs, Contractor Trainings, Trav	e\$ -															
Travel Expenses (Mileage, Airfare, Lodging)	\$-															
Training Expenses, Employee Memberships,	٤\$ -															
Other	\$-															
	\$-															
Miscellaneous Expenses (E-Source Members	ih \$ 12,0)6														
Materials Expenses																
Materials - Direct Purchase	\$-															
Office Supplies/Svcs	\$-															
Other/Miscellaneous	\$-															
Total Materials Expenses	\$-															
Marketing Expenses	\$ -															
Overhead	\$ 2,6	7														
Outside Services																
Other (Misc Small Contracts)	\$-															
Total Outside Services	\$-															
TOTAL PROGRAM EXPENSES	\$ 18,7"	77														
Annual Energy Savings (kWh)		0 kWh														

			Cost Elemen	ts/CE Categories															
			Labor	Information Servio	es Mark	keting Labor	Overhead	Marketing	Emplo	yee Expense	Outside Servi	ices M	aterials	Miscellaneous	Di	rect Benefit to	Revenue Total Prog		aram Budget
		numbers		Labor												Customer			
Commercial Rebates	182	230449	\$ 381,979	9 \$	- \$	11,043	\$ 247,604	\$ 54,00	00 \$	9,350) \$ 18:	3,260 \$	1,800	\$	- \$	1,751,733		\$	2,640,768
Conservation Incentives	\$	1,751,733																	
Labor (Incl Mgr, Dir, VP, and Budget & Admin Assessments)																			
EES Staff, Maj Accts, CSY Support	\$	381,979	4.6	5 Full Time Equivalent															
Information Services (Energy Advisors)	\$	-		0 Full Time Equivalent															
Marketing	\$	11,043		8 Full Time Equivalent															
	Ŧ	,																	
Employee Expenses																			
Meals (Staff Mtgs, Contractor Trainings, Travel, etc.)	\$	2,057																	
Travel Expenses (Mileage, Airfare, Lodging)	\$	4,301																	
Training Expenses, Employee Memberships, Seminars	\$	2,057																	
Other	\$	935																	
	\$	9,350																	
Miscellaneous Expenses	\$	-																	
	·																		
Materials Expenses																			
Materials - Direct Purchase	\$	720																	
Office Supplies/Svcs	\$	540																	
Other/Miscellaneous	\$	540																	
Total Materials Expenses	\$	1,800																	
Marketing Expenses	\$	54,000																	
Overhead	\$	247,604																	
Overnead	φ	247,004																	
Outside Services																			
NEEC - Premium HVAC Service	\$	140,000																	
Bradson Technologies - CSY Support	\$	33,300																	
SPIF Payments (Comm Kitchen, Ltg Buydowns)	\$	9,960																	
Total Outside Services	\$	183,260																	
TOTAL PROGRAM EXPENSES	\$	2,640,768																	
Annual Energy Sovings (HM/h)		44 240 000	L/M/b																
Annual Energy Savings (kWh)		14,319,000	KWN																