

Appendix A.

2015 Program Plans

The business planning process aggregated all evaluated measures into 36 separate programs for review. Of these 36 programs, two programs (the Residential Appliance program and the Non-residential Standby Generator Block Heater Program) were not offered. The standby generator block heater measure will be offered through the Non-residential Site-Specific Program where the program can be customized to each specific installation.

The 34 remaining programs are listed below with reference to the page number that the program plan appears.

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The table below summarizes the individual measures and the program to which they have been incorporated within.

Appendix A, Table 1: Measure level summary of unit throughput, incentives and cost-effectiveness

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross sub-UCT B/C |
|--|---------------------|----------|----------|-------------|-----------------|-------------------------|
| E RECYCLED FREEZER | Appliance recycling | 175 | 75 | \$ 30.00 | 0.99 | 0.77 |
| E RECYCLED REFRIGERATOR | Appliance recycling | 700 | 300 | \$ 30.00 | 0.73 | 0.57 |
| Energy Star Home in Idaho or Montana with Zonal Heat - Heating Zone 2 | Energy Star Homes | - | 1 | \$ 1,000.00 | 1.76 | 7.91 |
| Energy Star Home in Washington with Gas Furnace and CAC - Duct Option - Heating Zone 2 Cooling Zone 2 | Energy Star Homes | 2 | - | \$ - | 0.51 | 0.72 |
| Energy Star Home in Washington with Gas Furnace w/o CAC - Duct Option - Heating Zone 2 | Energy Star Homes | 1 | 1 | \$ - | 0.55 | 0.78 |
| Energy Star Home in Washington with Zonal Heat - Heating Zone 2 | Energy Star Homes | 1 | 1 | \$ 1,000.00 | 1.10 | 5.78 |
| New EcoRated Manufactured Home with Electric FAF - Heating Zone 2 | Energy Star Homes | 3 | 1 | \$ - | 4.00 | 8.48 |
| New Energy Star Manufactured Home with Electric FAF - Heating Zone 2 | Energy Star Homes | 3 | 3 | \$ 800.00 | 4.66 | 7.80 |
| New Energy Star Manufactured Home with Gas Furnace - Heating Zone 2 | Energy Star Homes | 1 | - | \$ - | 0.68 | 1.06 |
| New Energy Star Manufactured Home with Heat Pump - Heating Zone 2 Cooling Zone 2 | Energy Star Homes | 3 | 1 | \$ 800.00 | 2.87 | 4.73 |
| Furnace only (have gas water heat) | Fuel efficiency | 35 | 15 | \$ 2,300.00 | 1.32 | 2.68 |
| Water heater only (have gas space heat) | Fuel efficiency | 133 | 57 | \$ 600.00 | 0.72 | 1.90 |
| Combo at same time (no existing gas) | Fuel efficiency | 210 | 90 | \$ 3,200.00 | 1.13 | 2.28 |
| Furnace only (no existing gas) | Fuel efficiency | 35 | 15 | \$ 2,300.00 | 1.26 | 2.68 |
| Water heater only (no existing gas) | Fuel efficiency | 7 | 3 | \$ 600.00 | 0.64 | 1.90 |
| Electric resistance to gas wall heat | Fuel efficiency | 25 | 25 | \$ 1,300.00 | 2.10 | 4.26 |
| E VARIABLE SPEED MOTOR | HVAC | 560 | 189 | \$ 100.00 | 0.95 | 2.62 |
| Existing Manufactured Home HVAC Conversion - Convert FAF w/o CAC to Heat Pump (7.7 HSPF/13 SEER) - Heating Zone 2 - Cooling Zone 2 | HVAC | 10 | 11 | \$ 900.00 | 1.23 | 3.54 |
| Existing Single Family Home HVAC Conversion - Convert FAF w/CAC to Heat Pump - Heating Zone 2 | HVAC | 40 | 25 | \$ 900.00 | 1.29 | 3.97 |
| Existing Single Family Home HVAC Conversion - Convert FAF w/o CAC to Heat Pump - Heating Zone 2 - Cooling Zone 2 | HVAC | 29 | 15 | \$ 900.00 | 0.78 | 3.56 |
| G HE BOILER | HVAC | 18 | - | \$ 250.00 | 0.56 | 1.78 |
| G HE FURNACE | HVAC | 1,826 | - | \$ 250.00 | 0.94 | 2.45 |
| Heat Pump PTCS Commissioning, Controls, and Sizing - Heating Zone 2 (manufactured home) | HVAC | 1 | 1 | \$ 180.00 | 2.76 | 6.02 |
| Web-enabled thermostat, gas DIY installed | HVAC | 100 | - | \$ 50.00 | 1.71 | 3.42 |
| Web-enabled thermostat, gas contractor installed | HVAC | 120 | - | \$ 100.00 | 0.49 | 1.71 |
| Web-enabled thermostat, electric DIY installed | HVAC | 56 | 24 | \$ 50.00 | 5.43 | 10.85 |
| Web-enabled thermostat, electric contractor installed | HVAC | 63 | 27 | \$ 100.00 | 1.55 | 5.43 |
| AVA RTF compliant FAF no A/C | HVAC | 8 | 8 | \$ 200.00 | 2.79 | 6.98 |
| AVA RTF compliant FAF w A/C | HVAC | 8 | 8 | \$ 200.00 | 2.88 | 7.19 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross sub-UCT B/C |
|--|--------------------|----------|----------|-----------|-----------------|-------------------------|
| AVA RTF compliant HP | HVAC | 10 | 10 | \$ 200.00 | 1.93 | 4.83 |
| CFL event distribution | Lighting | 5,390 | 1,776 | \$ 3.00 | 1.57 | 0.68 |
| General Purpose CFL - SSSS | Lighting | 302,250 | 157,544 | \$ 3.00 | 1.35 | 1.25 |
| Incandescent can to LED can retrofit kit | Lighting | 100 | 100 | \$ 3.00 | 0.79 | 2.98 |
| LED fixture - SSSS | Lighting | 954 | 744 | \$ 3.00 | 6.91 | 3.38 |
| Specialty CFL - SSSS | Lighting | 80,940 | 32,420 | \$ 3.00 | 2.80 | 1.33 |
| G INS - CEIL/ATTIC | Shell | 193,743 | - | \$ 0.15 | 0.72 | 3.11 |
| G INS - FLOOR | Shell | 14,050 | - | \$ 0.20 | 0.62 | 2.33 |
| G INS - WALL | Shell | 46,799 | - | \$ 0.25 | 0.47 | 1.86 |
| G REPLC WINDOWS (EnergyStar) | Shell | 84,840 | - | \$ 4.00 | 0.16 | 1.54 |
| Manufactured Home Weatherization - Insulate Attic - R-19 to R-30 - Heating Zone 2 (Average Heating System) | Shell | 1,115 | 1,115 | \$ 0.15 | 1.69 | 2.70 |
| Manufactured Home Weatherization - Insulate Floors - R-0 to R-22 - Heating Zone 2 (Average Heating System) | Shell | 870 | 870 | \$ 0.20 | 1.28 | 6.38 |
| Single Family Weatherization - Insulate Attic - R-19 to R-38 - Heating Zone 2 (Average Heating System) | Shell | 27,875 | 30,933 | \$ 0.15 | 2.35 | 6.58 |
| Single Family Weatherization - Insulate Floors - R-0 to R-19 - Heating Zone 2 (Average Heating System) | Shell | 8,040 | 8,003 | \$ 0.20 | 1.98 | 8.63 |
| Single Family Weatherization - Insulate Walls - R-0 to R-11 - Heating Zone 2 (Average Heating System) | Shell | 14,690 | 9,460 | \$ 0.25 | 2.73 | 10.60 |
| Windows - Double Pane to Class 22 - Heating Zone 2 (Average Heating System) | Shell | 13,388 | 7,290 | \$ 4.00 | 1.09 | 5.97 |
| Windows - Single Pane to Class 22 - Heating Zone 2 (Average Heating System) | Shell | 11,357 | 6,930 | \$ 4.00 | 1.82 | 10.00 |
| G HE WH 40G | Water heat | 18 | - | \$ 20.00 | 0.61 | 1.53 |
| G HE WH 50G | Water heat | 126 | - | \$ 20.00 | 0.63 | 1.57 |
| G HE WH TANKLESS | Water heat | 30 | - | \$ 100.00 | 0.25 | 2.76 |
| Residential Showerhead Replacement_1_50gpm_Any Shower_Any Water Heating_Retail | Water heat | 106 | 66 | \$ 7.00 | 4.77 | 10.11 |
| Residential Showerhead Replacement_1_75gpm_Any Shower_Any Water Heating_Retail | Water heat | 346 | 218 | \$ 7.00 | 3.92 | 8.22 |
| Residential Showerhead Replacement_2_00gpm_Any Shower_Any Water Heating_Retail | Water heat | 1,392 | 930 | \$ 7.00 | 3.00 | 6.12 |
| Residential-type Water Heater (>= 35 gallons, <45 gallons) EF 0.94 or higher | Water heat | 1 | 1 | \$ 20.00 | 1.16 | 3.11 |
| Residential-type Water Heater (>= 45 gallons, <55 gallons) EF0.94+ | Water heat | 60 | 18 | \$ 20.00 | 1.16 | 4.01 |
| Opower | Opower | 34,573 | 17,719 | none | 0.18 | 0.20 |
| AirGuardian 100+ HP 2" pipe | AirGuardian | 5 | 2 | \$ 888.17 | 3.43 | 3.43 |
| AirGuardian 50+ HP 1" pipe | AirGuardian | 7 | 3 | \$ 701.55 | 2.61 | 2.61 |
| Ai Guardian 15-50 HP 1" pipe | AirGuardian | 89 | 38 | \$ 542.93 | 1.46 | 1.46 |
| Evap motors – shaded pole to ECM in walk-ins | EnergySmart Grocer | 108 | 46 | \$ 140.00 | 1.76 | 3.51 |
| Evap motors: shaded pole to ECM/SSC in Display Case | EnergySmart Grocer | 193 | 83 | \$ 55.00 | 2.12 | 2.75 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross Sub-UCT B/C |
|---|-----------------------|----------|----------|-------------|-----------------|-------------------------|
| Evaporator Fan ECMotor Controller - Walk-In - Low Temp - 1/10-1/20 HP - 1 or 2 motors per controller (refrigeration system savings) | EnergySmart Grocer | 4 | 2 | \$ 35.00 | 6.27 | 1.22 |
| Evaporator Fan ECMotor Controller - Walk-In - Medium Temp - 1/10-1/20 HP - 2 or more motors/controller (refrigeration system savings) | EnergySmart Grocer | 4 | 2 | \$ 35.00 | 6.27 | 0.96 |
| Floating Head Pressure for Single Compressor Systems, LT Condensing Unit | EnergySmart Grocer | 11 | 5 | \$ 100.00 | 1.39 | 2.73 |
| Floating Head Pressure for Single Compressor Systems, LT Remote Condenser | EnergySmart Grocer | 4 | 2 | \$ 100.00 | 1.77 | 2.39 |
| Floating Head Pressure for Single Compressor Systems, MT Condensing Unit | EnergySmart Grocer | 7 | 3 | \$ 100.00 | 1.14 | 2.54 |
| Floating Head Pressure for Single Compressor Systems, MT Remote Condenser | EnergySmart Grocer | 4 | 2 | \$ 100.00 | 1.07 | 1.87 |
| Gaskets Reach In Low Temp glass door (per door) | EnergySmart Grocer | 28 | 12 | \$ 40.00 | 0.43 | 0.72 |
| Gaskets Reach In Medium Temp glass door (per door) | EnergySmart Grocer | 28 | 12 | \$ 25.00 | 0.39 | 0.74 |
| Gaskets Walk In Cooler Main Door (per door) | EnergySmart Grocer | 14 | 6 | \$ 65.00 | 0.49 | 0.50 |
| Gaskets Walk In Freezer Main Door (per door) | EnergySmart Grocer | 14 | 6 | \$ 25.00 | 0.56 | 1.06 |
| Reach-in case lighting-low power LED new case | EnergySmart Grocer | 1,750 | 750 | \$ 12.00 | 1.40 | 0.84 |
| Reach-in case lighting-T12 to low power LED retrofit | EnergySmart Grocer | 2,100 | 900 | \$ 21.00 | 0.84 | 0.70 |
| Reach-in case lighting-T8 to low power LED retrofit | EnergySmart Grocer | 5,460 | 2,340 | \$ 12.00 | 0.77 | 0.84 |
| Strip Curtains for Convenience Store Walk-in Freezers | EnergySmart Grocer | 21 | 9 | \$ 5.00 | 0.35 | 0.53 |
| Strip Curtains for Restaurant Walk-in Freezers | EnergySmart Grocer | 4 | 2 | \$ 5.00 | 0.86 | 1.06 |
| Strip Curtains for Supermarket Walk-in Coolers | EnergySmart Grocer | 25 | 11 | \$ 5.00 | 0.77 | 0.98 |
| Strip Curtains for Supermarket Walk-in Freezers | EnergySmart Grocer | 35 | 15 | \$ 5.00 | 1.23 | 1.33 |
| Reach-in Case Light: Add Motion Sensor to High Power LED | EnergySmart Grocer | 15 | 6 | \$ 2.00 | 2.37 | 2.34 |
| Controls - Anti Sweat heat - Dedicated ASHC Device - Low Temp | EnergySmart Grocer | 193 | 83 | \$ 40.00 | 2.52 | 1.69 |
| Controls - Anti Sweat heat - Dedicated ASHC Device - Med Temp | EnergySmart Grocer | 896 | 384 | \$ 40.00 | 2.18 | 1.49 |
| Fleet Heat | Fleet Heat | 700 | 300 | \$ 120.00 | 4.58 | 5.72 |
| 0.61 to 0.80 GPM electric pre-rinse sprayer | ood Service Equipment | 25 | 11 | \$ 25.00 | 1.11 | 4.82 |
| 0.61 to 0.80 GPM gas pre-rinse sprayer | ood Service Equipment | 15 | - | \$ 25.00 | 0.27 | 1.18 |
| 3 pan electric steamer | ood Service Equipment | 1 | 1 | \$ - | 23.09 | NA |
| 3 pan gas steamer | ood Service Equipment | 2 | - | \$ 1,300.00 | 0.00 | 0.00 |
| 4 pan electric steamer | ood Service Equipment | 1 | 1 | \$ - | 80.46 | NA |
| 4 pan gas steamer | ood Service Equipment | 2 | - | \$ 1,700.00 | 0.00 | 0.00 |
| 5 pan electric steamer | ood Service Equipment | 1 | 1 | \$ - | NA | NA |
| 5 pan gas steamer | ood Service Equipment | 2 | - | \$ 2,200.00 | 0.00 | 0.00 |
| 6 pan electric steamer | ood Service Equipment | 1 | 1 | \$ - | 27.77 | NA |
| 6 pan gas steamer | ood Service Equipment | 2 | - | \$ 2,600.00 | 0.03 | 0.05 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross Sub-UCT B/C |
|---|-----------------------|----------|----------|-------------|-----------------|-------------------------|
| 10 or larger pan gas steamer | ood Service Equipment | 2 | - | \$ 3,200.00 | 1.85 | 2.48 |
| Efficient combination oven (>= 16 pan and <= 20 pan) electric | ood Service Equipment | 2 | 1 | \$ 1,000.00 | 17.47 | 6.80 |
| Efficient combination oven (>= 16 pan and <= 20 pan) gas | ood Service Equipment | 3 | - | \$ 1,000.00 | 0.25 | 1.41 |
| Efficient combination oven (>= 6 pan and <= 15 pan) electric | ood Service Equipment | 2 | 1 | \$ 1,000.00 | 3.47 | 4.94 |
| Efficient combination oven (>= 6 pan and <= 15 pan) gas | ood Service Equipment | 3 | - | \$ 1,000.00 | 0.20 | 1.14 |
| Efficient convection oven full size | ood Service Equipment | 2 | 1 | \$ 225.00 | 0.70 | 2.81 |
| Efficient convection oven half size | ood Service Equipment | 2 | 1 | \$ 225.00 | 0.90 | 2.85 |
| H.E. gas convection oven, 40% effic. or better | ood Service Equipment | 3 | - | \$ 700.00 | 0.56 | 1.51 |
| Gas rack oven | ood Service Equipment | 4 | - | \$ 235.00 | 0.50 | 10.44 |
| Electric fryer | ood Service Equipment | 7 | 3 | \$ 300.00 | 1.06 | 2.42 |
| Energy Star 50% effic.gas fryer | ood Service Equipment | 10 | - | \$ 1,000.00 | 0.66 | 1.65 |
| High temp electric hot water dishwasher | ood Service Equipment | 5 | 2 | \$ 650.00 | 1.28 | 2.89 |
| High temp gas hot water dishwasher | ood Service Equipment | 5 | - | \$ 550.00 | 0.48 | 2.03 |
| Low temp electric hot water dishwasher | ood Service Equipment | 5 | 2 | \$ 600.00 | 1.40 | 2.90 |
| Low temp gas hot water dishwasher | ood Service Equipment | 5 | - | \$ 300.00 | 0.30 | 2.31 |
| Standard Efficiency Appliance to Energy Star 65% effic. or greater 3-pan electric steam cooker | ood Service Equipment | 1 | 0 | \$ 70.00 | 3.30 | 5.81 |
| Standard Efficiency Appliance to Energy Star 65% effic. or greater 4-pan electric steam cooker | ood Service Equipment | 1 | 0 | \$ 100.00 | 3.30 | 4.06 |
| Standard Efficiency Appliance to Energy Star 65% effic. or greater 5-pan electric steam cooker | ood Service Equipment | 1 | 0 | \$ 135.00 | 3.81 | 5.67 |
| Standard Efficiency Appliance to Energy Star 65% effic. or greater 6-pan electric steam cooker | ood Service Equipment | 1 | 0 | \$ 160.00 | 4.74 | 5.78 |
| Standard Efficiency Appliance to Energy Star ice maker, air cooled, ice making head, 1000 to 1199 lbs./day capacity | ood Service Equipment | 2 | 1 | \$ 20.00 | 1.80 | 22.49 |
| Standard Efficiency Appliance to Energy Star ice maker, air cooled, ice making head, 200 to 399 lbs./day capacity | ood Service Equipment | 4 | 2 | \$ 100.00 | 1.02 | 1.60 |
| Standard Efficiency Appliance to Energy Star ice maker, air cooled, ice making head, 400 to 599 lbs./day capacity | ood Service Equipment | 2 | 1 | \$ 120.00 | 1.22 | 1.88 |
| Standard Efficiency Appliance to Energy Star ice maker, air cooled, ice making head, 600 to 799 lbs./day capacity | ood Service Equipment | 2 | 1 | \$ 140.00 | 1.50 | 2.18 |
| Standard Efficiency Appliance to Energy Star ice maker, air cooled, ice making head, 800 to 999 lbs./day capacity | ood Service Equipment | 2 | 1 | \$ 160.00 | 1.73 | 2.38 |
| Standard Efficiency Appliance to Energy Star ice maker, air cooled, ice making head, under 200 lbs./day capacity | ood Service Equipment | 2 | 1 | \$ 40.00 | 0.51 | 1.65 |
| Standard Efficiency Appliance to Energy Star ice maker, air cooled, self contained, 100 to 149 lbs./day capacity | ood Service Equipment | 1 | 0 | \$ - | 0.52 | NA |
| 15 HP Agricultural | Green Motors | - | - | \$ 30.00 | 1.40 | 4.59 |
| 15 HP Industrial | Green Motors | 1 | 0 | \$ 30.00 | 1.09 | 2.97 |
| 20 HP | Green Motors | - | - | \$ 40.00 | 1.65 | 4.61 |
| 20 HP Ind | Green Motors | 4 | 2 | \$ 40.00 | 1.25 | 2.97 |
| 25 HP | Green Motors | - | - | \$ 50.00 | 1.87 | 4.71 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross Sub-UCT B/C |
|---------------------|--------------|----------|----------|-------------|-----------------|-------------------------|
| 25 HP Ind | Green Motors | 1 | 1 | \$ 50.00 | 1.40 | 3.04 |
| 30 HP | Green Motors | - | - | \$ 60.00 | 1.84 | 4.39 |
| 30 HP Ind | Green Motors | 1 | 0 | \$ 60.00 | 1.37 | 2.88 |
| 40 HP | Green Motors | - | - | \$ 80.00 | 1.76 | 4.02 |
| 40 HP Ind | Green Motors | 1 | 1 | \$ 80.00 | 1.32 | 2.68 |
| 50 HP | Green Motors | - | - | \$ 100.00 | 1.72 | 3.62 |
| 50 HP Ind | Green Motors | 1 | 0 | \$ 100.00 | 1.30 | 2.46 |
| 60 HP | Green Motors | - | - | \$ 120.00 | 1.64 | 3.50 |
| 60 HP Ind | Green Motors | 1 | 0 | \$ 120.00 | 1.34 | 2.58 |
| 75 HP | Green Motors | - | - | \$ 150.00 | 1.57 | 3.02 |
| 75 HP Ind | Green Motors | - | - | \$ 150.00 | 1.29 | 2.28 |
| 100 HP | Green Motors | - | - | \$ 200.00 | 1.66 | 2.99 |
| 100 HP Ind | Green Motors | 1 | 0 | \$ 200.00 | 1.35 | 2.26 |
| 125 HP | Green Motors | - | - | \$ 250.00 | 1.65 | 2.72 |
| 125 HP Ind | Green Motors | 1 | 1 | \$ 250.00 | 1.33 | 2.03 |
| 150 HP | Green Motors | - | - | \$ 300.00 | 1.74 | 2.70 |
| 150 HP Ind | Green Motors | 1 | 1 | \$ 300.00 | 1.39 | 2.02 |
| 200 HP | Green Motors | - | - | \$ 400.00 | 1.90 | 2.69 |
| 200 HP Ind | Green Motors | 1 | 0 | \$ 400.00 | 1.50 | 2.01 |
| 250 HP | Green Motors | 1 | 0 | \$ 500.00 | 1.64 | 2.25 |
| 250 HP | Green Motors | - | - | \$ 500.00 | 2.13 | 3.06 |
| 300 HP | Green Motors | 1 | 1 | \$ 600.00 | 1.86 | 2.24 |
| 300 HP | Green Motors | - | - | \$ 600.00 | 2.45 | 3.05 |
| 350 HP | Green Motors | 1 | 0 | \$ 700.00 | 2.00 | 2.24 |
| 350 HP | Green Motors | - | - | \$ 700.00 | 2.68 | 3.05 |
| 400 HP | Green Motors | - | - | \$ 800.00 | 2.02 | 2.23 |
| 400 HP | Green Motors | - | - | \$ 800.00 | 2.71 | 3.03 |
| 450 HP | Green Motors | - | - | \$ 900.00 | 2.06 | 2.23 |
| 450 HP | Green Motors | - | - | \$ 900.00 | 2.77 | 3.02 |
| 4500 HP | Green Motors | - | - | \$ 9,000.00 | 3.40 | 2.85 |
| 4500 HP | Green Motors | - | - | \$ 9,000.00 | 3.43 | 2.87 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross Sub-UCT B/C |
|---------------------|--------------|----------|----------|--------------|-----------------|-------------------------|
| 500 HP | Green Motors | 1 | 0 | \$ 1,000.00 | 2.11 | 2.23 |
| 500 HP | Green Motors | - | - | \$ 1,000.00 | 2.83 | 3.03 |
| 600 HP | Green Motors | - | - | \$ 1,200.00 | 1.90 | 2.41 |
| 600 HP | Green Motors | - | - | \$ 1,200.00 | 2.29 | 2.90 |
| 700 HP | Green Motors | - | - | \$ 1,400.00 | 2.07 | 2.48 |
| 700 HP | Green Motors | - | - | \$ 1,400.00 | 2.49 | 2.99 |
| 800 HP | Green Motors | 1 | 0 | \$ 1,600.00 | 2.16 | 2.54 |
| 800 HP | Green Motors | - | - | \$ 1,600.00 | 2.60 | 3.06 |
| 900 HP | Green Motors | 1 | 0 | \$ 1,800.00 | 2.23 | 2.58 |
| 900 HP | Green Motors | - | - | \$ 1,800.00 | 2.69 | 3.11 |
| 1000 HP | Green Motors | - | - | \$ 2,000.00 | 2.32 | 2.61 |
| 1000 HP | Green Motors | - | - | \$ 2,000.00 | 2.79 | 3.15 |
| 1250 HP | Green Motors | - | - | \$ 2,500.00 | 2.46 | 2.67 |
| 1250 HP | Green Motors | - | - | \$ 2,500.00 | 2.48 | 2.70 |
| 1500 HP | Green Motors | - | - | \$ 3,000.00 | 2.60 | 2.72 |
| 1500 HP | Green Motors | - | - | \$ 3,000.00 | 2.63 | 2.75 |
| 1750 HP | Green Motors | - | - | \$ 3,500.00 | 2.68 | 2.75 |
| 1750 HP | Green Motors | - | - | \$ 3,500.00 | 2.71 | 2.78 |
| 2000 HP | Green Motors | - | - | \$ 4,000.00 | 2.75 | 2.77 |
| 2000 HP | Green Motors | - | - | \$ 4,000.00 | 2.77 | 2.80 |
| 2250 HP | Green Motors | - | - | \$ 4,500.00 | 2.84 | 2.78 |
| 2250 HP | Green Motors | - | - | \$ 4,500.00 | 2.86 | 2.80 |
| 2500 HP | Green Motors | - | - | \$ 5,000.00 | 2.89 | 2.79 |
| 2500 HP | Green Motors | - | - | \$ 5,000.00 | 2.92 | 2.82 |
| 3000 HP | Green Motors | - | - | \$ 6,000.00 | 2.98 | 2.81 |
| 3000 HP | Green Motors | - | - | \$ 6,000.00 | 3.01 | 2.83 |
| 3500 HP | Green Motors | - | - | \$ 7,000.00 | 3.16 | 2.82 |
| 3500 HP | Green Motors | - | - | \$ 7,000.00 | 3.19 | 2.85 |
| 4000 HP | Green Motors | - | - | \$ 8,000.00 | 3.25 | 2.84 |
| 4000 HP | Green Motors | - | - | \$ 8,000.00 | 3.28 | 2.86 |
| 5000 HP | Green Motors | - | - | \$ 10,000.00 | 3.54 | 2.85 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross Sub-UCT B/C |
|--|----------------------------|----------|----------|--------------|-----------------|-------------------------|
| 5000 HP | Green Motors | - | - | \$ 10,000.00 | 3.57 | 2.88 |
| Small Commercial Gas Boiler <300 kBtu (.90+ AFUE) | HVAC | 1,724 | - | \$ 7.00 | 0.79 | 1.67 |
| Small Commercial Gas multi stage Furnace <225 kBtu (.90-<95% AFUE) | HVAC | 200 | - | \$ 7.00 | 1.74 | 2.14 |
| Small Commercial Gas multi stage furnace <225 kBtu (.95+ AFUE) | HVAC | 1,050 | - | \$ 10.00 | 1.60 | 1.72 |
| Small Commercial Gas single stage Furnace <225 kBtu (.90 to <95% AFUE) | HVAC | 2,800 | - | \$ 6.00 | 1.76 | 1.95 |
| Small Commercial Gas single stage furnace <225 kBtu (.95% + AFUE) | HVAC | 3,000 | - | \$ 7.00 | 1.74 | 2.14 |
| Prescriptive VFDs - HVAC Cooling Pump | Motor Controls HVAC | 65 | 28 | \$ 130.00 | 1.13 | 1.37 |
| Prescriptive VFDs - HVAC Fan | Motor Controls HVAC | 130 | 56 | \$ 130.00 | 1.06 | 1.28 |
| Prescriptive VFDS - HVAC Heating Pump or combo | Motor Controls HVAC | 65 | 28 | \$ 130.00 | 1.82 | 2.21 |
| Energy Star {commercial} clothes washer - elect. H.W.& gas dryer | Non-residential appliances | 1 | 1 | \$ 100.00 | 1.09 | 1.82 |
| Energy Star clothes washer - elect. H.W.& electri dryer | Non-residential appliances | 1 | 1 | \$ 100.00 | 1.23 | 2.10 |
| Energy Star clothes washer - gas H.W. & electric dryer | Non-residential appliances | 1 | 1 | \$ 100.00 | 1.00 | 1.64 |
| Energy Star clothes washer - gas H.W.& gas dryer | Non-residential appliances | 2 | - | \$ 100.00 | 0.74 | 1.12 |
| 400 W HID to 250 W DHID | Non-res psc lighting | 105 | 45 | \$ 150.00 | 1.90 | 2.99 |
| 1000 W HID to 400-575W DHID MH | Non-res psc lighting | 105 | 45 | \$ 225.00 | 2.92 | 4.96 |
| 400 W HID to 122 -175W LED | Non-res psc lighting | 140 | 60 | \$ 255.00 | 1.80 | 2.84 |
| 70 - 90W HID to 15-35W LED, new or retro | Non-res psc lighting | 210 | 90 | \$ 55.00 | 1.76 | 2.69 |
| 90 - 100 W HID to 25-50W LED, new or retro | Non-res psc lighting | 140 | 60 | \$ 75.00 | 1.83 | 3.00 |
| 150 W HID to 35-50W LED, new or retro | Non-res psc lighting | 70 | 30 | \$ 130.00 | 1.51 | 2.75 |
| 175 W HID to 35-85W LED, new or retro | Non-res psc lighting | 70 | 30 | \$ 135.00 | 1.90 | 2.88 |
| 250 W HID to 85-140W LED, new or retro | Non-res psc lighting | 105 | 45 | \$ 145.00 | 1.61 | 3.11 |
| 320 W HID to 125-160W LED, new or retro | Non-res psc lighting | 140 | 60 | \$ 180.00 | 1.90 | 3.23 |
| 20 watt MR16 (GU10 Base) to MR16 LED 2-4 watt | Non-res psc lighting | 210 | 90 | \$ 10.00 | 8.30 | 3.19 |
| 35 watt MR16 (GU10 Base) to MR16 LED 4-6 watt | Non-res psc lighting | 105 | 45 | \$ 11.00 | 38.85 | 5.11 |
| 50 watt MR16 (GU10 Base) to MR16 LED 6-9 watt | Non-res psc lighting | 700 | 300 | \$ 12.00 | 18.57 | 6.56 |
| 50 watt HID Fixture to 4-Lamp T8 FixtureHO or 2-Lamp T5HO 5-foot Fixture | Non-res psc lighting | 105 | 45 | \$ 90.00 | 2.16 | 3.15 |
| 50 watt HID Fixture to 4-Lamp T8 FixtureHO or 2-Lamp T5HO 5-foot Fixture plus Occ sensor | Non-res psc lighting | 70 | 30 | \$ 120.00 | 1.99 | 2.67 |
| 400 watt HID Fixture to 4-Lamp T5 High-Output Fixture | Non-res psc lighting | 210 | 90 | \$ 120.00 | 1.51 | 2.77 |
| 400 watt HID Fixture to 4-Lamp T5 High-Output Fixture plus Occ sensor | Non-res psc lighting | 105 | 45 | \$ 150.00 | 1.81 | 2.81 |
| 400 watt HID Fixture to 6-Lamp T8 High-Output Fixture | Non-res psc lighting | 105 | 45 | \$ 120.00 | 2.49 | 3.52 |
| 400 watt HID Fixture to 6-Lamp T8 High-Output Fixture plus Occ sensor | Non-res psc lighting | 105 | 45 | \$ 150.00 | 3.99 | 3.26 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross Sub-UCT B/C |
|---|----------------------|----------|----------|-----------|-----------------|-------------------------|
| 400 watt HID Fixture to 8-Lamp T8HO Fixture (4-Foot Lamps) | Non-res psc lighting | 70 | 30 | \$ 125.00 | 2.04 | 3.19 |
| 400 watt HID Fixture to 8-Lamp T8HO Fixture (4-Foot Lamps) plus Occ sensor | Non-res psc lighting | 35 | 15 | \$ 155.00 | 2.19 | 3.04 |
| 40 watt Incandescent to LED 6-10 watt | Non-res psc lighting | 420 | 180 | \$ 10.00 | 11.61 | 7.90 |
| 60 watt Incandescent to LED 9-13 watt | Non-res psc lighting | 700 | 300 | \$ 12.00 | 16.30 | 7.82 |
| 75-100 watt Incandescent to LED* 12-20 watt | Non-res psc lighting | 700 | 300 | \$ 15.00 | 9.14 | 7.14 |
| 4-lamp 4' T12/T8 fixture to 3 lamp HP T8 fixture retrofit | Non-res psc lighting | 2,000 | 1,000 | \$ 32.00 | 1.17 | 1.89 |
| 4-lamp 4' T12/T8 fixture to 2 lamp HP T8 fixture retrofit | Non-res psc lighting | 2,000 | 1,000 | \$ 35.00 | 2.09 | 2.81 |
| 3-lamp 4' T12/T8 fixture to LED qualified 2x4 fixture retrofit | Non-res psc lighting | 1,000 | 500 | \$ 60.00 | 0.88 | 1.69 |
| 3-lamp 4' T12/T8 fixture to 2 lamp HP T8 fixture retrofit (40k life or better required) | Non-res psc lighting | 500 | 250 | \$ 15.00 | 0.92 | 1.62 |
| 2-lamp 4' T12/T8 fixture to 1-lamp HP T8 fixture retrofit | Non-res psc lighting | 1,000 | 500 | \$ 13.00 | 0.99 | 4.42 |
| 1-lamp 4' T12/T8 fixture to 1-lamp HP T8 fixture retrofit | Non-res psc lighting | 200 | 100 | \$ 13.00 | 0.93 | 0.69 |
| 4 lamp 8' T12/T8 fixture to 4 lamp 8' or 8 lamp 4' HP T8 fixture retrofit | Non-res psc lighting | 200 | 100 | \$ 54.00 | 2.28 | 3.34 |
| 2 lamp 8' T12/T8 fixture to LED qualified 2x4 fixture | Non-res psc lighting | 200 | 100 | \$ 80.00 | 1.39 | 2.13 |
| 1 lamp 8' T12/T8 fixture to LED qualified 1x4 fixture | Non-res psc lighting | 50 | 25 | \$ 40.00 | 0.97 | 2.58 |
| LED canopy lights, from 250 watt HID fixture | Non-res psc lighting | 500 | 167 | \$ 150.00 | 1.29 | 3.00 |
| LED canopy lights, from 320 watt HID fixture | Non-res psc lighting | 1,000 | 333 | \$ 180.00 | 2.51 | 3.23 |
| LED canopy lights, from 400 watt HID fixture | Non-res psc lighting | 1,000 | 333 | \$ 255.00 | 1.80 | 2.84 |
| LED signage | Non-res psc lighting | 5,000 | 1,665 | \$ 17.00 | 3.44 | 3.58 |
| Occupancy sensor on at least 170 Watts | Non-res psc lighting | 100 | 30 | \$ 30.00 | 2.46 | 3.88 |
| Over 150w incandescent to 2L F32T8 | Non-res psc lighting | 70 | 30 | \$ 40.00 | 2.15 | 2.79 |
| Networked computer control, K-12 school (electric heat) | Power Mgmt for PC's | 1 | 0 | \$ 5.00 | 0.95 | 2.26 |
| Networked computer control, K-12 school (gas heat) | Power Mgmt for PC's | 1 | 0 | \$ 5.00 | 1.78 | 4.26 |
| Networked computer control, K-12 school (heat pump heat) | Power Mgmt for PC's | 1 | 0 | \$ 5.00 | 1.39 | 3.33 |
| Less than R11 attic insulation (E/E) to R30-R44 Attic Insulation | Prescriptive Shell | 5,066 | 2,171 | \$ 0.20 | 1.05 | 3.99 |
| Less than R11 attic insulation (E/E) to R45+ Attic Insulation | Prescriptive Shell | 5,066 | 2,171 | \$ 0.25 | 1.26 | 4.35 |
| Less than R11 attic insulation (E/G) to R30-R44 Attic Insulation | Prescriptive Shell | 1,125 | - | \$ 0.20 | 0.36 | 1.36 |
| Less than R11 attic insulation (E/G) to R45+ Attic Insulation | Prescriptive Shell | 1,125 | - | \$ 0.25 | 0.44 | 1.50 |
| Less than R11 roof insulation (E/G) to R30+ Roof Insulation | Prescriptive Shell | 66,636 | - | \$ 0.25 | 0.60 | 1.48 |
| Less than R4 wall insulation (E/E) to R11-R18 Wall Insulation | Prescriptive Shell | 546 | 234 | \$ 0.30 | 3.62 | 7.35 |
| Less than R4 wall insulation (E/E) to R19+ Wall Insulation | Prescriptive Shell | 546 | 234 | \$ 0.35 | 4.95 | 9.19 |
| Less than R4 wall insulation (E/G) to R11-R18 Wall Insulation | Prescriptive Shell | 17,102 | - | \$ 0.30 | 1.25 | 2.55 |

| Measure description | Program | WA units | ID units | Incentive | Net sub-TRC B/C | Total gross Sub-UCT B/C |
|--|--------------------|----------|----------|-----------|-----------------|-------------------------|
| Less than R4 wall insulation (E/G) to R19+ Wall Insulation | Prescriptive Shell | 17,102 | - | \$ 0.35 | 1.71 | 3.18 |
| Site-Specific | Site-Specific | 244 | 111 | variable | 5.08 | 1.09 |
| Cascade Strategic Energy Management | Cascade SEM | 2 | - | variable | 4.16 | 1.45 |

Residential Appliance Recycling Program

General Program Description:

This program is intended to prompt the customer to decrease their energy used on inefficient second refrigerators or freezers by recycling and receiving financial incentives. This program is delivered by a 3rd party contractor, JACO Environmental Inc. (JACO). JACO will take as many as two Refrigerators and/or Freezers (units) from a customer's home when they request a pick-up. The pick-up service is free to the customer. A \$30 rebate is provided for each operational refrigerator and/or freezer. The pre-1995 refrigerator(s) or freezer(s) are picked up and delivered to a recycling facility operated by JACO. JACO recycles nearly 95 percent of each refrigerator, and safely dispose of the toxins and ozone-destroying chlorofluorocarbon gases from foam insulation. JACO works with local businesses to recycle glass, plastic and metal.

Program Implementation:

This program is applicable to residential electric or electric/gas combo customers seeking to recycle energy inefficient refrigerators or freezers, in Washington and Idaho. Key external stakeholders include JACO, homeowners, renters and landlords. Key internal stakeholders include contact center, accounts payable, marketing and corporate communications.

Program Eligibility and Incentives:

This program and JACO's contract will end May 31, 2015, due to new RTF analysis that reduces the savings and makes the program non-cost-effective which takes effect June 1, 2015.

Any residential (Schedule 1) Avista electric customer is eligible for this program-up to two units. Measure incentives are as follows:

- Recycled Refrigerator- \$30 Incentive
- Recycled Freezer- \$30 Incentive

The key drivers to delivering on the objectives of this program are the direct-incentives to encourage customer interest, and marketing efforts to drive customers to using the program.

This Program is an integral consideration in ongoing DSM marketing activities. The marketing efforts consist of various campaigns that build broad awareness for energy efficiency as well as specific programmatic highlights. JACO budgets for print or radio advertising along with events targeting earned media.

Key to success is clear communication to customers on unit pick-up services, recycling and rebate requirements. Utility websites are also channels to communicate program requirements and highlight opportunities for customers.

Net-to-Gross Ratio Management:

Portfolio acquisition and cost-effectiveness projections are closely related. The screening of measures and programs to exclude those that are not anticipated to be cost-effective on a net TRC basis (absent reasonable exceptions) clearly have an influence upon acquisition. Shifting cost-effectiveness is most frequently the result of changing technologies, the cost of those technologies, avoided costs, measure life and energy savings.

Avista Program Manager:

Camille Martin is designated as the current Program Manager with Annette Long providing oversight and coordination of day to day operations. The program contractor is JACO Environmental, Inc. (JACO) who manages the turn-key program that includes marketing, customer call center (customer unit pick-up requests & scheduling and complaints) haul-away, unit dismantling & recycling, administration of program and rebate processing as well as serving as primary contact for internal and external inquiries.

Technical Support: Tom Lienhard

Marketing Support: Laurine Jue

Primary Contractor Contact: Bob Nicholas (JACO- Second Refrigerator & Freezer Recycling Program)

Measures and Incentives: As illustrated in Table 1 of Appendix A

Evaluation, Measurement and Verification Plan: As defined within Avista's EM&V Plan contained within Appendix B.

Residential ENERGY STAR Homes Program

General Program Description:

The ENERGY STAR Home program leverages the regional and national effort surrounding Department of Energy and Environmental Protection Agency's ENERGY STAR label. Avista and partnering member utilities of the Northwest Energy Efficiency Alliance (NEEA) have committed significant resources to develop and implement a program that sets standards, trains contractors and provides 3rd party verification of qualifying homes. NEEA, in effect administers the program and Avista pays the rebate for homes that successfully make it through the process and are labeled ENERGY STAR. Additionally, after the launch of NEEA's regional effort, the manufactured homes industry established manufacturing standards and a labeling program to obtain ENERGY STAR certified manufactured homes. While the two approaches are unique, they both offer 15-25% savings versus the baseline and offer comparable savings.

Program Implementation:

The ENERGY STAR Home program, promoted to builders and homeowners a sustainable, low operating cost, environmentally friendly structure as an alternative to traditional home construction. In Washington, Avista offers both electric and natural gas energy efficiency programs and as a result structures the program to account for homes where either a single fuel or both fuels are utilized for space and water heating needs. The Company continues to support the regional program to encourage sustainable building practices.

The current customer descriptions of the programs with primary program requirements are available on the ENERGY STAR®/ECO-Rated Homes Rebate form.

Program Eligibility and incentives:

Any Washington and Idaho residential electric customer (Schedule 1) with a certified ENERGY STAR Home or ENERGY STAR/ECO-Rated Manufactured Home that is all electric are eligible. Any Washington residential electric customer (Schedule 1) with a certified ENERGY STAR Home that has Avista electric for lights and appliances and Avista residential natural gas (Schedule 101) for space and water heating is eligible.

Proposed Rebates for 2015:

ENERGY STAR Home, stick built \$1000

ENERGY STAR/ECORated Home, manufactured \$800

A certified ENERGY STAR Home with Avista electric or both Avista electric and natural gas service provides energy savings beyond code requirements for space heating, water heating, shell, lighting and appliances. Space heating equipment can be either electric forced air or electric heat

pump in Washington and Idaho; or a natural gas furnace in Washington. This rebate may not be combined with other Avista individual measure rebate offers (e.g.: high efficiency water heaters).

Avista Program Manager: Rachelle Humphrey

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Residential Fuel Efficiency Program

General Program Description:

The fuel efficiency rebate encourages customers to consider converting their electric space and water heat to natural gas. The direct use of natural gas continues to be the most efficient fuel choice when available, and over time offers the most economic value in the operating costs of the equipment. Since the early 1990's, the Company has offered a conversion rebate. While natural gas prices have fallen in recent years, the cost of infrastructure continues to rise, both for the utility and for the customer's installation cost for this particular measure. In the fall of 2014, the Company requested and received Commission approval in Idaho and Washington to increase the rebate level available for fuel efficiency projects by allowing these measures to receive the same cents/kWh as all other electric efficiency improvements under Tariff Schedule 90.

Program Implementation:

This is a prescriptive rebate that is paid upon installation and receipt of all relevant documentation. Customer's minimum qualifications include using Avista electricity for electric straight resistance heating and/or water heating purposes which is verified by evaluating their energy use. DSM marketing efforts build considerable awareness of opportunities in the home and drive customers to the website for rebate information. Vendors generate participants in the program as they use the rebate as a sales tool for their services. Utility website promotion, vendor training, retail location visits and presentations at various customer events throughout the year are some of the other communication methods that encourage program participation.

Program Eligibility and incentives:

Residential electric customers (Schedule 1) in Idaho and Washington who heat their homes or hot water with Avista electricity may be eligible for a rebate for the conversion to natural gas. The home's electric baseboard or furnace heat consumption must indicate a use of 4,000 kWh or more during the previous heating season.

| | | |
|---|---------|------------------------------------|
| Electric to natural gas furnace | \$2,300 | Increased September 15, 2014 |
| Electric to natural gas water heater | \$600 | Increased September 15, 2014 |
| Both electric to natural gas furnace and water heater | \$3,200 | Added September 15, 2014 |
| Electric to natural gas wall heater | TBD | Under evaluation for 2015 addition |

Avista Program Manager: Rachelle Humphrey

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Residential HVAC Program

General Program Description:

The HVAC program encourages residential customers to select a high efficiency solution when making energy upgrades to their home. This prescriptive rebate approach issues payment to the customer after the measure has been installed. DSM marketing efforts build considerable awareness of opportunities in the home and drive customers to the website for rebate information. Vendors generate participants in the program as they use the rebate as a sales tool for their services. Utility website promotion, vendor training, retail location visits and presentations at various customer events throughout the year are some of the other communication methods that encourage program participation.

Program Implementation:

Overall, residential customers continue to respond well to the program. Despite a reduced rebate amount in 2014, high efficiency natural gas furnaces provide the largest portion of natural gas savings for the residential portfolio.

Natural gas programs continue to be available in Washington due to the re-evaluation of the programs cost-effectiveness test. The measures are reviewed under Utility Cost Test criteria instead of the Total Resource Cost test.

In Washington, with the exception of the electric to air source heat pump offering, the HVAC programs have been moved to a new Washington Home Space and Water Heat Rebate Form that also includes the Fuel Efficiency and natural gas water heat measures. Current customer descriptions of the electric to air source heat pump with primary program requirements are available on the Home Improvement Rebates form. In addition, a separate form has been created for the web-enabled smart-programmable thermostats for each state.

Program Eligibility and incentives:

Any Washington and Idaho residential electric customers (Schedule 1) who heat their homes with Avista electric may be eligible for a rebate for the installation of a variable speed motor on their forced air heating equipment or for converting their electric straight resistance space heat to an air source heat pump. Any Washington residential natural gas customers (Schedule 101) who heat their homes with natural gas may be eligible for a rebate for the installation of a high efficiency natural gas furnace or boiler.

Proposed Rebates for 2015:

Variable speed motor \$100

Electric to air source heat pump \$900

Residential Lighting Program

General Program Description:

Avista collaborated with BPA and other regional utilities to launch the “Change a Light” program in 2006 that focused on upstream buy-downs to increase product offerings and quality, lower prices and further residential lighting savings. BPA continued to be the primary coordinator as the success of the program is tied to proper allocation amongst more than 100 utilities that overlap geographic and retail locations. BPA launched the “Simple Steps, Smart Savings” regional program in 2010 that expanded the Change a Light CFL promotion to include non-lighting measures. Avista works with the 3rd party implementer CLEAResult to deliver the program.

This program is intended to prompt the residential customer to increase energy-efficiency in their home lighting. The program coordinates direct financial incentives offered at the manufacturer level that result in cost reductions through participating retailers on select compact fluorescent lamps (CFL). In addition to direct manufacturer incentives, the program indirectly supports the infrastructure and inventory necessary to ensure the installation of high-efficiency lamps are viable options for the customer.

There continue to be opportunities for efficient lighting improvements in customer residences. Energy savings claimed are based on Regional Technical Forum (RTF) deemed savings. Incentives also encourage customers to increase efficiency before burn-out of the existing less-efficient lighting.

Program Implementation:

The key drivers to delivering on the objectives of this program are the upstream direct-incentives to encourage customer interest, and marketing efforts to drive customers to using the program.

CLEAResult is contracted by Avista Utilities to provide the manufacturer buy-down and retail coordination. They are responsible for coordinating program marketing efforts, performing outreach to retailers, ensuring that the proper program tracking is in place and coordinating all implementation aspects of the program. Big box retailers in addition to select regional and national mass-market chains are the primary recipient of the product and typically offer a variety of the Simple Steps products at their locations. These products should be clearly identified with a sticker indicating they are part of the program.

Products included for incentives in the lighting promotion:

ENERGY STAR® General Purpose CFLs: A-Lamp, Spiral

ENERGY STAR® Specialty CFLs: 3-Way, CFL Candelabra, Globe, Outdoor, Reflector,
Spiral

ENERGY STAR® LED downlight retrofit fixtures

ENERGY STAR® rated indoor hard-wired CFL lighting fixtures

Program Eligibility and incentives:

The program is applicable to existing Washington and Idaho residential customers with electric rate schedule 1 service provided by Avista. Key external stakeholders include homeowners, landlords (and renters), retailers and trade allies. Key internal stakeholders include the contact center, accounts payable and marketing department.

Manufacturer buy-down residential incentives:

ENERGY STAR® General Purpose CFLs: \$0.50 per CFL

ENERGY STAR® Specialty CFLs: Up to \$2.00 per Specialty CFL

ENERGY STAR® LED downlight retrofit fixtures: \$8.00 per LED fixture

ENERGY STAR® rated indoor hard-wired CFL lighting fixtures: \$8.00 per CFL fixture

Avista Program Manager: Rachele Humphrey

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Residential Shell Program

General Program Description:

The shell program encourages residential customers to improve their home's shell or exterior envelope with upgrades to insulation and windows. This prescriptive rebate approach issues payment to the customer after the measure has been installed. DSM marketing efforts build considerable awareness of opportunities in the home and drive customers to the website for rebate information. Vendors generate participants in the program as they use the rebate as a sales tool for their services. Utility website promotion, vendor training, retail location visits and presentations at various customer events throughout the year are some of the other communication methods that encourage program participation.

Program Implementation:

The estimates of unit throughput for 2014 remain consistent with throughput from 2013.

Natural gas programs continue to be available in Washington due to the re-evaluation of the programs cost-effectiveness test. The measures are reviewed under Utility Cost Test criteria instead of the Total Resource Cost test.

The current customer descriptions of the programs with primary program requirements are available on the Home Improvement Rebates form.

Program Eligibility and incentives:

Washington and Idaho residential electric customers (Schedule 1) who heat their homes with Avista electric are eligible to apply. Washington residential natural gas customers (Schedule 101) who heat their homes with natural gas are also eligible to apply.

Proposed Rebates for 2015:

Attic insulation \$0.15/sq. ft

Wall insulation \$0.25/sq. ft

Floor insulation \$0.20/sq. ft

Windows \$4.00/sq. ft

Avista will review energy usage as part of the program eligibility requirements. Customers in Washington and Idaho with electric heated homes must demonstrate a heating season usage of 4,000 kWh. Customers in Washington with natural gas heated homes must demonstrate a heating season usage of 160 therms.

Attic insulation requires an existing value of R-19 or less; wall and floor insulation must have an existing value of R-5 or less (all insulation requires an increase of R-10); window replacement requires a new u-factor rating of 0.30 or below. Supporting documentation required for participation includes but may not be limited to: copies of project invoices and insulation certificate or spec sheet. Pre and/or post-inspection may occur as necessary throughout the year.

Avista Program Manager: Rachelle Humphrey

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Residential Water Heat Program

General Program Description:

The water heat program encourages residential customers to select a high efficiency solution when making energy upgrades to their home. This prescriptive rebate approach issues payment to the customer after the measure has been installed. DSM marketing efforts build considerable awareness of opportunities in the home and drive customers to the website for rebate information. Vendors generate participants in the program as they use the rebate as a sales tool for their services. Utility website promotion, vendor training, retail location visits and presentations at various customer events throughout the year are some of the other communication methods that encourage program participation.

Simple Steps, Smart Savings is a regional program with primary initiative around lighting but also includes the intention of promoting the residential customer to purchase low-flow showerheads for their home. The program is implemented through a third party vendor (CLEAResult) to offer retail buy-down of the product at most big box or mass market locations. It indirectly supports the infrastructure and inventory to ensure the availability of a variety of low-flow showerheads. Avista's funding assists with the buy-down of the product and includes a 2.0, 1.6 or 1.50 gallon per minute showerhead.

Program Implementation:

The key to success for implementation is clear communication to customers, vendors, property managers and retail locations about program and rebate requirements, as applicable. Information about the program can be found on the application form for equipment upgrades, through the website and through other outreach events. Social media channels, partnerships with local media groups and various other print media opportunities provide many energy efficiency tips, opportunities for improvements and a call to action to participate in these programs.

Natural gas programs continue to be available in Washington due to the re-evaluation of the programs cost-effectiveness test. The measures are reviewed under Utility Cost Test criteria instead of the Total Resource Cost test.

In Washington, the high efficiency natural gas water heater and tankless natural gas water heater programs have been moved to a new Washington Home Space and Water Heat Rebate Form that also includes the Fuel Efficiency and natural gas HVAC measures. Current customer descriptions of the high efficiency electric water heater with primary program requirements are available on the Home Improvement Rebates form.

Program Eligibility and incentives:

Washington and Idaho residential electric customers (Schedule 1) who heat their hot water with Avista electric are eligible to apply. Washington residential natural gas customers (Schedule 101)

who heat their hot water with natural gas are also eligible for participation. Simple Steps Smart Savings is available at retail locations with allocations amongst participating utilities based on estimated percent of customers shopping at specific locations.

Proposed Rebates for 2015:

High efficiency electric water heater \$20

High efficiency natural gas water heater \$20

Tankless natural gas water heater \$130

Simple Steps, Smart Savings (showerheads) \$7 buy-down

High efficiency electric water heaters must have an Energy Factor (EF) of 0.94; high efficiency natural gas water heaters require 0.60 for 50 gallon, 0.62 for 40 gallon; tankless natural gas water heaters require a 0.82. Supporting documentation required for participation includes but may not be limited to: copies of project invoices and AHRI certification.

Avista Program Manager: Rachelle Humphrey

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Residential Opower Program

Measures Incorporated within the Program:

June of 2013, Avista launched a three year Residential Behavioral Program using the Opower platform for Home Energy Reports (HER). 73,500 electric customers in Washington and Idaho were targeted for these reports and will continue receiving reports throughout the duration of this three year program unless they opt-out or move. No one is allowed to opt-in.

Comparison to neighbors, yearly usage tracker, comparison to self and three no-cost, low-cost and higher-cost energy savings tips are included on each HERs. Once or twice a year, Avista promotions are included on the HERs. These insights and comparisons drive customers towards behavior changes that can positively impact their usage and lower their energy bill. The library of energy savings tips which the HERs draws from includes over 100 measures (no/low and higher cost ideas) which are dynamically added to the reports.

Key Avista Staff:

- Leona Doege is designated as the current Program Manager. Program management responsibilities include ongoing process evaluations, coordinating program marketing efforts, vendor management, coordinating program updates and support to Customer Service and coordinating all implementation aspects of the program.
- Annette Long is designated to assist with Tier 2 level Customer Support for customer calls regarding the program.

Technical support: Avista's Enterprise Technology team and Opower

Outreach support: Laurine Jue

Analytical support: Jon Powell, David Thompson and Avista's 3rd party evaluator

Program Eligibility:

The HER Program is opt-out, which distinctly varies from Avista's normal opt-in programs historically offered.

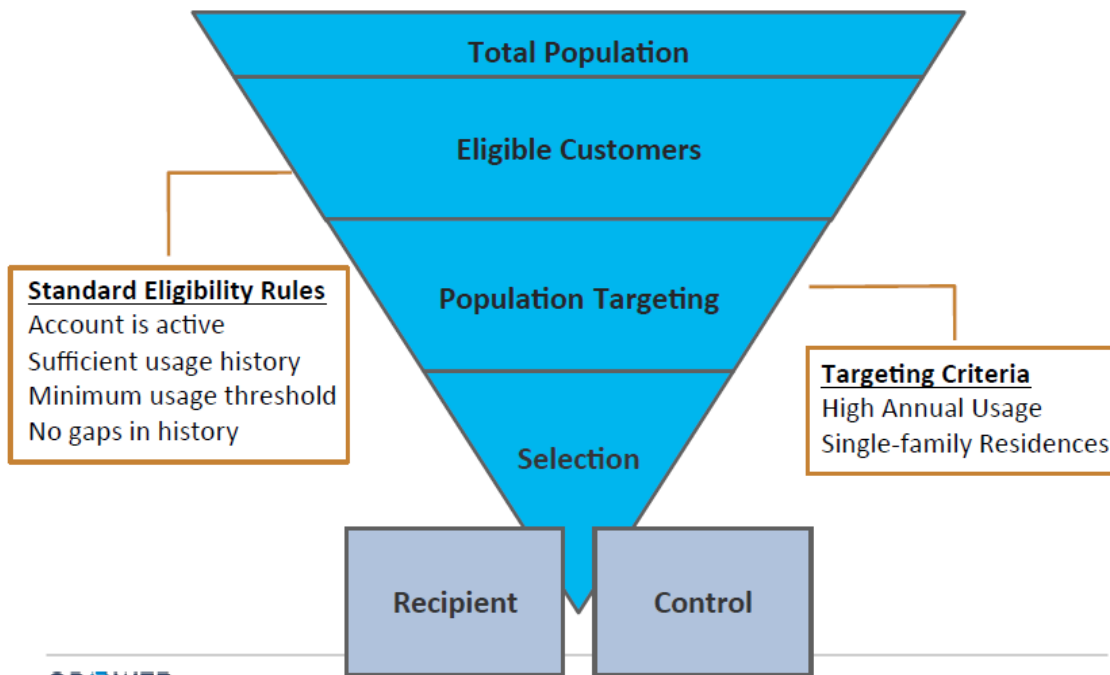
To allow for normal attrition, a 5% increase was made to our original program size of 70,000, thus yielding the 73,500 initial HER mailings in June 2013. Initially, 48,300 HER were mailed to Washington customers and 25,200 HER were sent to Idaho customers. These customers have a load profile consistent with year round electric usage, not seasonal. Other factors are listed below.

- High electricity consumption customers which had 99 other homes with like usage in a 100 mile radius were targeted for the HER.
- All participants are an Avista electric customer.

- Some customers, approximately 42% also have a gas meter. Reports have no gas or dual fuel focus. This is an electric only program.
- A control group of similar characteristics was randomly selected by Cadmus. 13,000 in each state (Washington and Idaho) were selected.

A representation of the selection process is shown below.

Reports are primarily targeted at customers with the highest potential for savings



Customer satisfaction with the reports remains consistent with Opower guidelines. Opt-Out rates remain less than 2% across both states since program inception. In addition, Avista conducted a customer satisfaction survey. Overall, 72% of customers overall satisfaction remained the same, 19% surveyed had an increase in overall satisfaction as a result of the reports while 8% surveyed indicated a decreased level of satisfaction with Avista. Customer Service Representatives at Avista suggested several ideas on how to improve the program based on the calls they receive. Those ideas are being discussed, which include but aren't limited to adding a customer web-portal so that customers may self serve to update their home's profile, and include verbiage on the reports periodically to inform customers of the benefits to them of the program.

Program Overview:

Avista has joined over 80 other utilities throughout the United States using the Opower platform to implement a behavioral program built on mailing peer comparison reports, also known as Home Energy

Reports. These programs have proven success at saving customers energy and money, and thus providing energy acquisition for Avista. We also believe there is customer engagement value to this program as well.

Originally we expected to continue providing the same set of customers these reports for a three year term. The cadence of the reports began with a “burst” method of sending out a report every month for the first three months followed by a bi-monthly mailing of the reports thereafter and continuing until June 2016. We may continue providing this same set of customers with reports for the three year term because the entire length of the program is cost-effective. However, to increase savings, there may be other program design options reviewed in 2015.

Implementation Plan:

Avista will monitor savings provided from Opower as results are shared for cost effectiveness and follow-up on an annual basis with a third party evaluator such as Cadmus to verify those savings. As stated above, there is a treatment group and a control group. This method is called a randomize control trial and measures the aggregate energy performance of the treatment group to the control group.

Low Income Program

As mentioned previously, avoided costs for Avista's 2015 Business Plan included lower costs for electricity and continued lower costs for natural gas. As a result, this makes cost effectiveness difficult to achieve, especially for the Low Income portfolio where 100% of the cost was historically paid by the utility so there is less opportunity with the UCT approach. While modifications were made to program implementation in 2014, the end result will not be fully known until mid-2015. Until those results are presented, the Company plans to continue with the significant changes to low income program implemented in 2014 with the intention of achieving a cost-effective portfolio.

The Company utilizes the infrastructure of six Community Action Partner (CAP) agencies to deliver low income energy efficiency programs. The CAPs have the ability to income-qualify customers and have access to a variety of funding resources, including Avista funding, which can be applied to meet customer needs. The six agencies serving Avista's entire Washington service territory receive an aggregate annual funding of \$2,000,000 while the single agency providing service in Idaho for the Avista service territory receives \$700,000. The distribution of these funds is represented in the table below.

Table 1: 2015 Low Income Funding by CAP Agency

| CAP Agency | Counties Served | Funding Allocation |
|---|--|--------------------|
| SNAP | Spokane | \$1,335,000 |
| Rural Resources | Ferry, Lincoln, Pend Oreille, Stevens | \$194,000 |
| Community Action Center Whitman County | Whitman | \$146,000 |
| Opportunities Industrialization Council | Adams, Grant | \$75,000 |
| Washington Gorge Action Programs | Klickitat, Skamania | \$10,000 |
| Community Action Partnership (Lewiston) | Asotin | \$240,000 |
| Community Action Partnership (Lewiston) | Serves all ten counties within Avista service territory in Idaho | \$700,000 |

In Washington the agencies may spend their annual allocated funds on either electric or natural gas efficiency measures at their discretion as long as the home demonstrates a minimum level of the Avista fuel for space heating use. In Idaho, funds are only spent on Avista electrically heated homes. Both states have included in their annual funding a 15% reimbursement for administrative costs. Health and

safety measures may also be completed with the amount spent on these improvements not to exceed 15% of the agency's total annual contract amount.

To guide the agency toward projects that are most beneficial for the Company's energy efficiency efforts, an "Approved" list of measures is provided that allows for full reimbursement of those that in most cases have a Total Resource Cost (TRC) of 1 or better. For efficiency measures with a TRC less than 1 a "Rebate" that is equal to the Company's avoided cost of energy is provided as the reimbursement to the Agency.

Both the "Approved" and "Rebate" lists are made available to the agencies during the contracting process so they are aware of the eligible measures and the designated amounts if applicable. Should the Agency have an efficiency opportunity that is not on the "Rebate" list, the Company will review each project individually to determine an appropriate funding amount. The agencies may choose to utilize their Health and Safety allotment towards covering the full cost of the "Rebate" measure if they do not have other funding sources to fill in the difference.

Nonresidential EnergySmart Grocer Program

General Program Description:

This program is intended to prompt the customer to increase the energy efficiency of their refrigerated cases and related grocery equipment through direct financial incentives. The EnergySmart Program was selected as the preferred bid through the 2006/2007 commercial refrigeration RFI/RFP process. The program was launched in late 2007 and is delivered by the 3rd party contractor, facilitated through PECI. A Field Energy Analyst with expertise in commercial refrigeration provides customers with a no cost audit of the refrigeration in their facility. The customer receives a detailed energy savings report regarding potential savings and is guided through the process from inception through the payment of incentives for qualifying equipment. PECI utilizes a modeling program called Grocer Smart to determine savings. In addition to the potential savings that will be achieved through the measures implemented, customers receive technical assistance and comprehensive audits at no charge. Refrigeration often represents the primary electricity expense in a grocery store or supermarket. Although the potential for savings is high, it is often overlooked because of the technical aspect of the equipment. This program provides a concentrated effort to assist customers through the technical aspects of their refrigeration systems while providing a clear view of what savings can be achieved. Measures are continually looked at to make sure they are cost effective and new measures are considered as they become available. Any commercial (Schedule 11, 21, 25) Avista electric customer installing qualified equipment is eligible for this program.

Program Implementation:

PECI is handling the outreach effort through industry contacts, cold calling and contractor relationships. The account executives are also providing customer referrals with permission from the customers. This program is available to all non-residential retail electric customers with refrigeration facilities. Incentives are offered as a result of the facility audit report for potential savings. PECI guides this process from inception through the payment of the incentives. The DSM Program Management team monitors the contract, program, evaluates new and existing measures, inputs the monthly results and runs analysis on program measures. Account executives drive customers to the program. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Food Service Equipment Program

General Program Description:

This program offers incentives for commercial customers who purchase or replace food service equipment with Energy Star or higher equipment. This equipment helps them save money on energy costs. This prescriptive rebate approach issues payments to the customer after the measure has been installed. Eligibility guidelines for participation include, but may not be limited to: confirmation of electric or natural gas usage, invoices and equipment data. Any non residential (Schedule 11, 21, 25) Avista electric customer in Washington or Idaho and any non residential (Schedule 101,111, 121) Avista natural gas customer in Washington installing qualifying equipment is eligible for this program.

Program Implementation:

All customer-facing aspects of this program are prescriptively based. Customers must return to Avista a completed rebate form within 90 days after the installation has been completed. Avista will send an incentive check to the customer (or their designee) generally within six to eight weeks. Rebates will not exceed the total amount on the customer invoice. Each rebate will be qualified and processed with the current EnergyStar Commercial Kitchen calculator to determine the savings. The key drivers to delivering on the objectives of the program are the direct incentives to fuel customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Green Motors Program

General Program Description:

The Green Motors Initiative is to organize, identify, educate, and promote member motor service centers to commit to energy saving shop rewind practices, continuous energy improvement and motor driven system efficiency. Green Motors Program Group launched the Green Motors Initiative in 2008 to work with northwest regional utilities and other sponsoring organizations to provide incentives, through GMPG's member motor centers, for qualifying motors meeting the GMPG's standards. Avista joined this effort in offering the program to electric customers who participate in the green rewind program from 15 hp to 5,000 hp motors. This program provides an opportunity for Avista customers to participate in a regional effort. Without this program, this market is difficult for us to reach as a local utility. Any commercial (Schedule 11, 21, 25, 31) Avista electric customer that does a qualified green motors rewind is eligible for this program. Incentives are paid as a credit off the invoice at the time of the rewind. A \$1 per HP incentive goes to the customer and a \$1 per HP incentive is paid to the service center.

Program Implementation:

The Green Motors Initiative is a third party program that handles the measures from inception to rebate payment. There is an admin fee based on the kWh savings for Green Motors Partners. The incentive is split between the service center and the customer. The customer receives their incentive as an immediate discount off their bill. The DSM Program Management team oversees the contract, monitors the program and does input for savings and incentive information. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Motor Controls HVAC Program

General Program Description:

This program is intended to prompt the customer to increase the energy efficiency of their fan or pump applications with variable frequency drives through direct financial incentives. This prescriptive rebate approach issues payments to the customer after the measure has been installed. Eligibility guidelines for participation include, but may not be limited to: confirmation of electric usage, invoices and verification of HP of motor. Any non residential (Schedule 11, 21, 25) Avista electric customer installing qualified equipment is eligible for this program.

Program Implementation:

All customer-facing aspects of this program are prescriptively based. Customers must return to Avista a completed rebate form within 90 days after the installation has been completed. Avista will send an incentive check to the customer (or their designee) generally within six to eight weeks. Rebates will not exceed the total amount on the customer invoice. Each rebate will be qualified and processed with the current commercial HVAC Variable Frequency Drive Retrofit calculator to determine the savings and incentive. The key drivers to delivering on the objectives of the program are the direct incentives to fuel customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential HVAC Program

General Program Description:

Installing energy efficient heating equipment will reduce a customer's operating costs and save energy. This program offers direct incentives for installing high efficient natural gas HVAC equipment. The HVAC program encourages customers to select a high efficiency solution when making energy upgrades to their businesses. This prescriptive rebate approach issues payment to the customer after measure has been installed. Eligibility guidelines for participation include but may not be limited to: confirmation of natural gas space heating usage, copies of project invoices and AHRI documentation. This program is applicable to non residential customers in Washington with Avista natural gas as their primary heat source who install qualified new natural gas equipment.

Program Implementation:

This is a prescriptive program with six measures being offered. Customers must return to Avista a completed rebate form, invoices and an AHRI certificate within 90 days after the installation has been completed. Avista will send an incentive check to the customer (or their designee) generally within six to eight weeks. Rebates will not exceed the total amount on the customer invoice. Each rebate will be qualified and processed with the current commercial natural gas HVAC calculator to determine the savings and incentive. The key drivers to delivering on the objectives of the program are the direct incentives to fuel customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Appliances Program

General Program Description:

The non res appliance program encourages non residential customers to improve the efficiency of their clothes washing equipment. High efficiency commercial washers can save up to 50 percent of energy costs and use about 30 percent less water. They also extract more moisture from clothes during the spin cycle which reduces drying time and wear and tear on clothing. This prescriptive rebate approach issues payments to the customer after the measure has been installed. Eligibility guidelines for participation include, but may not be limited to: confirmation of electric or natural gas water heating usage, invoices and equipment data. Pre and/or post inspection may occur as necessary throughout the year. The program offers incentives to non residential (Schedule 11, 21, 25) customers who have an electric primary water heat source provided by Avista Utilities in Idaho or Washington or non residential (Schedule 101, 111 121) natural gas primary water heat source provided by Avista in Washington who install qualified Energy Star commercial clothes washers in their business are eligible to apply for this program. A \$100 incentive will be offered for clothes washers.

Program Implementation:

All customer-facing aspects of this program are prescriptively based. Customers must return to Avista a completed rebate form within 90 days after the installation has been completed. Avista will send an incentive check to the customer (or their designee) generally within six to eight weeks. Rebates will not exceed the total amount on the customer invoice. Each rebate will be qualified and processed with the current commercial clothes washer calculator to determine the savings. The key drivers to delivering on the objectives of the program are the direct incentives to fuel customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Prescriptive Lighting Program

General Program Description:

This program is intended to prompt commercial electric customer to increase the energy-efficiency of their lighting equipment through direct financial incentives. It indirectly supports the infrastructure and inventory necessary to ensure that the installation of high-efficiency equipment is a viable option for the customer.

There is significant opportunity for lighting improvements in commercial facilities. Avista has been offering site specific incentives for qualified lighting projects for many years. In an effort to streamline the process and make it easier for customers and vendors to participate in the program we developed a prescriptive approach, which began in 2004. This program provides for many common retrofits to receive a pre-determined incentive amount. Incentive amounts were calculated using a baseline average for existing wattages and replacement wattages. Energy savings claimed are calculated based on actual customer run times using the averages as calculated for incentive amounts.

The prescriptive lighting program makes it easier for customers, especially smaller customers and vendors to participate in the program. We have seen a substantial increase in the number of projects that have been completed since this approach was instituted. A total of 38 individual measures are included in the Prescriptive Lighting Program. These include T12/T8, HID's and incandescent retrofits to more energy efficient light sources including, High Performance T8, T5 and LEDs.

Program Implementation:

The key drivers to delivering on the objectives of this program are the direct incentives to encourage customer interest, marketing efforts to drive customers to the program and ongoing work with trade allies to ensure that customer demand can be met.

Key to the success of this program is clear communication to lighting supply houses, distributors, electricians and customers on incentive requirements and forms. Utility websites are also channels to communicate program requirements and highlight opportunities for customers. Avista's regional based Account Executives (AEs) are a key part of delivering the Prescriptive Lighting Program to commercial and industrial customers. Any changes typically include advance notice for customers of 90 days to submit under old requirements. This usually includes at a minimum direct mail communication to trade allies as well as internal, forms and website updates.

Program Eligibility:

This program is applicable to commercial or industrial facilities with electric service provided by Avista with rate schedules 11 or above.

Net-to-Gross Management:

Portfolio acquisition and cost-effectiveness projections are closely related. The screening of measures and programs to exclude those that are not anticipated to be cost-effective on a net TRC basis (absent reasonable exceptions) clearly have an influence upon acquisition. Shifting cost-effectiveness is most frequently the result of changing technologies, the cost of those technologies, avoided costs, measure life and energy savings.

Avista Program Manager:

Camille Martin is designated as the current Program Manager. Program management responsibilities include ongoing process evaluations, coordinating program marketing efforts, working with key trade allies, performing outreach to commercial and industrial customers, ensuring that the proper program tracking is in place and coordinating all implementation aspects of the program. Mailia Yang, General Technician, assists with the processing of the Commercial Lighting Incentive Agreements.

Key Avista Staff:

Technical support: Tom Lienhard is the primary technical resource for the program.

Outreach support: Laurine Jue (Avista Marketing)

Analytical support: Jon Powell

For 2015, after analysis, several of the interior commercial lighting incentives will be slightly increasing.

As Illustrated in Table 1 of Appendix A

Evaluation Measurement and Verification Plan:

As defined within Avista's EM&V Plan contained in Appendix B

Nonresidential Power Management for Personal Computers Program

General Program Description:

Despite the fact that most personal computers (PC's) have the capability to shift to a low-power operating state after a specified period of inactivity, only a small fraction of those PC's actually do. For companies that have numerous PC's, the wasted energy from computers that remain in the full-power on state even when they are idle can be significant. Software products that can simplify the process of implementing power management in large numbers of networked PC's are now available. This program is designed to encourage implementation of power management software to obtain energy efficiency. This prescriptive rebate approach issues payments to the customer after the measure has been installed. Eligibility guidelines for participation include, but may not be limited to: confirmation of electric usage, invoices and pre and post install data. Post reporting may be required for a period of three years. Any commercial (Schedule 11, 21, 25) Avista electric customer installing qualified software is eligible for this program.

Program Implementation:

All customer-facing aspects of this program are prescriptively based. Customers must return to Avista a completed rebate form within 90 days after the installation has been completed. Avista will send an incentive check to the customer (or their designee) generally within six to eight weeks. Rebates will not exceed the total amount on the customer invoice. Each rebate will be qualified and processed with the current power management for PC Networks calculator to determine the savings and incentive. The key drivers to delivering on the objectives of the program are the direct incentives to fuel customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Prescriptive Shell Program

General Program Description:

The Commercial Insulation program encourages non residential customers to improve the envelope of their building by adding insulation. This may make a business more energy efficient and comfortable. This prescriptive rebate approach issues payments to the customer after the measure has been installed. Eligibility guidelines for participation include, but may not be limited to: confirmation of electric or natural gas heating usage, invoices and insulation certificate. Pre and/or post inspection for insulation may occur as necessary throughout the year. The program offers incentives to non residential (Schedule 11, 21, 25) customers who have an electric primary heat source provided by Avista Utilities in Idaho or Washington and a non residential (Schedule 101, 111 121) natural gas primary heat source provided by Avista in Washington who install qualified insulation measures in their business are eligible to apply for this program.

Program Implementation:

All customer-facing aspects of this program are prescriptively based. Customers must return to Avista a completed rebate form within 90 days after the installation has been completed. Avista will send an incentive check to the customer (or their designee) generally within six to eight weeks. Rebates will not exceed the total amount on the customer invoice. Each rebate will be qualified and processed with the current commercial insulation calculator to determine the savings and incentive. The key drivers to delivering on the objectives of the program are the direct incentives to fuel customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential AirGuardian Program

General Program Description:

The AirGuardian program is a third party delivered turnkey program for direct install compressed air and facility efficiency. The program will target compressed air users in Avista's Washington and Idaho service territory. The direct install will be a compressed air leak reduction device which will generate energy savings by reducing the impact of compressed air leaks during off hour periods. While on site, a leak detection audit will also be conducted. Any commercial (Schedule 11, 21, 25) Avista electric customer installing qualified equipment is eligible for this program.

Program Implementation:

The AirGuardian program will be turnkey delivered by EnSave. The target market for the direct installation of AirGuardian devices are small and medium sized businesses using rotary screw compressors of at least 15 horsepower. We anticipate participants to be machine shops, tire and auto body shops, small manufacturers and others using compressed air for production and tools. These facilities represent a prime opportunity for implementation of other energy efficiency measures too. The account executives are also providing customer referrals with permission from the customers. This program is available to all non-residential retail electric customers with compressed air. The DSM Program Management team monitors the contract, inputs the monthly results and runs analysis on program measures. Account executives drive customers to the program. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Fleet Heat Program

General Program Description:

Vehicle fleet operators use heating devices to heat vehicle engine blocks in cold weather. Maintaining the block temperature eases starting, reduces internal wear, and minimizes fuel consumption due to idle warm up time. Typically block heaters use 110 Volt single phase resistive elements, with no on-board controls. Heating operation is dependent solely on either the driver or fleet maintenance staff to energize the heaters as needed. In the Inland Northwest it appears many fleet operators energize vehicle heaters between October 31st and April 1st whenever the vehicle is off-shift. This 24 hour 7 day a week operation prevents freeze up and hard starting conditions, but may incur extra energy consumption and costs heating the engine block in conditions when heating is not needed. There is currently a technology available that adds logic and sensor points to control heater operation. This technology, called a thermocord, adds the ability to sense and measure block coolant temperature and ambient Outside Air Temperature (OAT). With this information the heater will only be energized when the OAT drops below a temperature set-point and the engine mounted thermostat is calling for heat. Any commercial (Schedule 11, 21, 25) Avista electric customer installing qualified equipment is eligible for this program.

Program Implementation:

The process for the program will be that Avista will have customers fill out an order/rebate form with the specifics of their fleet vehicles. When that form is submitted to Avista, we will record that information and pass the form on to the vendor for processing. Avista will pay the vendor for the cost of the thermocord and the vendor will deliver the product directly to the customer. The customer will be responsible for installation. The vendor will notify Avista when the product has been delivered and Avista will perform an installation verification within 30 days of install. The key drivers to delivering on the objectives of the program are the direct incentives to fuel customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Nonresidential Site-Specific Program

General Program Description:

The site specific program is a major component in our commercial/industrial portfolio. Customers receive technical assistance and incentives in accordance with Schedule 90 in Washington and Idaho and Schedule 190 in Washington. Our program approach strives for a flexible response to energy efficiency projects that have demonstrable kWh/Therm savings within program criteria. The majority of site specific kWh/Therm savings are comprised of appliances, compressed air, HVAC, industrial process, motors, shell measures, some custom lighting projects that don't fit the prescriptive path and natural gas multifamily market transformation*. This program is available to all non-residential retail electric customers in Washington and Idaho and natural gas customers in Washington. The site specific program typically brings in the largest portion of savings to the overall energy efficiency portfolio.

Program Implementation:

This program will offer an incentive for any qualifying electric energy saving measure that

- Has over a one year and under an eight year payback for lighting and
- Over a one year and under a thirteen year payback for other measures in Washington and Idaho including lighting with 40,000 hour or greater life
- This program will offer an incentive for any qualifying natural gas saving measure in Washington that has a simple payback of over one year.

The incentive is capped from fifty to seventy percent for the most cost-effective projects in order to increase the likelihood of acquisition of those projects. This applies to non-lighting projects with energy simple paybacks of less than five years and lighting technologies with a greater than 40,000 hour life with energy simple paybacks of less than five years and other lighting projects of less than three years. The key drivers to delivering on the objectives of the program are the direct incentives to encourage customer interest, marketing efforts and account executives to drive customers to the program, and ongoing work with trade allies to ensure that customer demand can be met. The Avista Website is also used to communicate program requirements, incentives and forms.

*Multi-family Electric-to-Natural Gas Market Transformation Program

The Company initiated a market transformation program intended to increase the availability of natural gas space and water heating in multi-family residential developments. The focus is on new construction multi-family residential rentals, larger than a 5-plex. The goal of the program is to address the split incentive issue where developers are focused on first costs that drive poor, lost opportunity heating choices and tenants who have to pay those heating costs without sufficient choices in the rental market to demonstrate. Natural gas presents a preferred option with less expense and societal benefit of the direct use of natural gas. The program intends to create developer confidence in both the natural gas heating design for multi-family as well as understanding the added long term value. Similarly the

program assists potential tenants who otherwise have no control and limited options in the market to influence their heating fuel and better manage their heating costs.

The launch of this program several years ago coincided with a substantial reduction in multi-family new construction starts due to the failing economy. While the Company has had success with a couple of local builders, the majority indicate the incremental costs continue to remain higher than the \$2,000 incentive offered. Initial incremental costs were primarily focused on estimates of the difference in natural gas equipment compared to electric baseboard along with estimates for additional equipment, timing/coordination, labor and carrying costs associated with penetrating building envelopes. In multifamily construction natural gas related installations and inspections can add up to 25% to the build time. Builders have also expressed concern with the possibility of the program not being available after the expense has been made to convert their designs to natural gas.

With construction activity revitalized in recent months, the program will be modified and continue to be offered for a minimum of two years at a higher incentive amount of \$3,500. Builders will continue to have two years to complete the construction of the project once contracted and will continue to provide documentation of their plans and incremental costs associated with installing natural gas over the electric straight resistance baseline. The program will be monitored for activity based on the number of units contracted through 2016 with the incentive amount to be evaluated for reduction or discontinuation.

In summary the new market transformation incentive levels for installing natural gas equipment over baseline electric straight resistance would be up to \$3,500 per unit for installation of natural gas space and/or water heating improvements.

As the program is already up and running, the incentive level change will be made coincident with the business plan filing November 1, 2014.

Avista Program Manager: Tom Lienhard, site-specific engineering, Renee Coelho, multifamily market transformation, Greta Zink, site-specific planning, Lorri Kirstein, site-specific contract administration and tracking

Measures, Incentives and Budget: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.

Cascade Strategic Energy Management Program

General Program Description:

Cascade's Industrial System Tune-up (IST) program is designed to support and incent industrial energy efficiency improvements through low/no cost operations and maintenance (O&M) optimization. The objective is to provide financial and technical assistance to industrial customers to "do the little things well," while putting systems in place that allow Avista and its customers to track energy performance and savings over a multi-year horizon. Tune-up projects can occur on a facility-wide basis or on specific sub-systems for large customers. Industrial sector energy efficiency has traditionally been acquired through capital-intensive custom projects. In this regard, tune-ups are a compelling approach for customers that have limited capital budgets but still want to reduce their energy intensity. To ensure that energy savings from IST can be verified, captured, and reported as an acquired resource, an Energy Information System (EIS) is employed. The tracking system establishes the baseline energy profile, shows the impact of the tune-up effort, and enables performance tracking over time to promote continuous improvement and to guard against backsliding. This methodology ensures a reliable, long-term source of savings. The program goal is to cost effectively reduce the facilities electrical energy usage by 10% – 15%. Avista provides 50% of the study and monitoring equipment cost up front and will provide 100% of the cost if/when projected savings goals are met. Incentives are paid for first year electrical savings and new and persistent savings for three subsequent years. By concentrating on operations and maintenance items, significant energy savings can be realized with simple paybacks typically less than one year. A leading industrial energy efficiency firm chosen by Avista for their experience will work with plant personnel to identify energy efficiency opportunities and help site personnel to recognize additional opportunities. An in-depth, complete list of energy efficiency ideas is generated for the facilities consideration. The program provides funding to install or supplement an existing EIS. This system will put interval energy data in context by normalizing for production and weather, measure and report savings and manage action items. The EIS will measure the facility's energy efficiency on a continual basis and ensures that energy savings persist over time. The customer will have the opportunity to continue this monitoring at its expense after the program is complete.

Program Implementation:

This pilot will allow Avista to evaluate the effectiveness of an industrial tune up program. We had opened this program to industrial facilities who may be interested in participating with 4 responding and 2 electing to continue with the process. Cascade Energy will be the implementer for this program. Initial scoping audits occurred in 2014. Phase Two will continue into 2015.

Avista Program Manager: Greta Zink

Measures and Incentives: As illustrated in Table 1 of Appendix A.

Evaluation, Measurement and Verification Plan: As defined within the Company's EM&V Plan contained within Appendix B.