**Local Savings** 

|                          | 2012      | 2012      | 2012      | 2012      | 2012      | 2012      | 2012      | 2012      | 2012      | 2012      | 2012      | 2012       | Total 2012 |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|------------|
|                          | Jan       | Feb       | Mar       | Apr       | May       | Jun       | Jul       | Aug       | Sep       | Oct       | Nov       | Dec        |            |
| kWh Savings-Forecasted   | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236 | 5,900,236  | 70,802,828 |
| kWh Savings-Actual       | 5,030,105 | 5,388,251 | 4,160,880 | 5,328,705 | 5,374,176 | 6,410,332 | 5,728,790 | 9,426,759 | 4,022,470 | 7,372,476 | 7,156,195 | 13,630,025 | 79,029,164 |
| Variance (%)             | -14.75%   | -8.68%    | -29.48%   | -9.69%    | -8.92%    | 8.65%     | -2.91%    | 59.77%    | -31.83%   | 24.95%    | 21.29%    | 131.01%    | 11.62%     |
|                          |           |           |           |           |           |           |           |           |           |           |           |            |            |
| Therm Savings-Forecasted | 101,409   | 101,409   | 101,409   | 101,409   | 101,409   | 101,409   | 101,409   | 101,409   | 101,409   | 101,409   | 101,409   | 101,409    | 1,216,910  |
| Therm Savings-Actual     | 89,412    | 47,551    | 101,703   | 68,411    | 26,449    | 83,107    | 75,295    | 49,120    | 87,744    | 97,048    | 118,694   | 728        | 845,262    |
| Variance (%)             | -11.83%   | -53.11%   | 0.29%     | -32.54%   | -73.92%   | -18.05%   | -25.75%   | -51.56%   | -13.48%   | -4.30%    | 17.04%    | -99.28%    | -30.54%    |

Progress toward various targets:

| Progress toward various targets.      |            |              |            |        |            |        | Dot achid ac |
|---------------------------------------|------------|--------------|------------|--------|------------|--------|--------------|
|                                       |            |              |            |        |            |        | Pct ach'd as |
|                                       |            |              |            |        |            |        | compared     |
|                                       |            |              |            |        | ytd local  |        | with local   |
|                                       | local prg  | regional prg | total      |        | savings    |        | targets      |
| 2012 IRP electric target              | 49,844,000 |              | 49,844,000 | kWh    | 79,029,164 | kWh    | 159%         |
| 2012 business plan electric target    | 60,290,828 | 10,512,000   | 70,802,828 | kWh    | 79,029,164 | kWh    | 131%         |
| 2012 IRP natural gas target           | 2,489,094  | -            | 2,489,094  | therms | 845,262    | therms | 34%          |
| 2012 business plan natural gas target | 1,216,910  | -            | 1,216,910  | therms | 845,262    | therms | 69%          |
| 2012 IRP electric target (WA)         | 32,762,000 |              | 32,762,000 | kWh    | 54,315,579 | kWh    | 166%         |
| 2012 b-plan electric target (WA)      | 42,303,508 | 7,358,400    | 49,661,908 | kWh    | 54,315,579 | kWh    | 128%         |
| 2012 IRP natural gas target (WA)      | 1,739,312  | -            | 1,739,312  | therms | 615,746    | therms | 35%          |
| 2012 b-plan natural gas target (WA)   | 853,764    | -            | 853,764    | therms | 615,746    | therms | 72%          |
| 2012 IRP electric target (ID)         | 17,082,000 |              | 17,082,000 | kWh    | 24,713,585 | kWh    | 145%         |
| 2012 b-plan electric target (ID)      | 17,987,320 | 3,153,600    | 21,140,920 | kWh    | 24,713,585 | kWh    | 137%         |
| 2012 IRP natural gas target (ID       | 749,782    | -            | 749,782    | therms | 229,516    | therms | 31%          |
| 2012 b-plan natural gas target (ID)   | 363,146    | -            | 363,146    | therms | 229,516    | therms | 63%          |
| Biennial Conservation Plan            |            |              |            |        |            |        |              |
| 2012 I-937 electric target (WA) BCP   |            |              | 34,041,000 | kWh    | 51,435,610 | kWh    | 151%         |
| E to G Conversions                    |            |              | 1,273,447  | kWh    | 2,851,809  | kWh    | 224%         |
| Renewables                            |            |              |            |        | 28,160     | kWh    |              |
| 2012 I-937 electric target (WA)       |            |              | 35,314,447 | kWh    | 54,315,579 | kWh    | 154%         |

| Washington Electric Schedule 91       |    |             |                   |             |                   |                |                |                |                |             |                   |              |             |             |              |
|---------------------------------------|----|-------------|-------------------|-------------|-------------------|----------------|----------------|----------------|----------------|-------------|-------------------|--------------|-------------|-------------|--------------|
| Projected and Actual kWh              |    | 2012        | 2012              | 2012        | 2012              | 2012           | 2012           | 2012           | 2012           | 2012        | 2012              | 2012         | 2012        | Total 2012  | 2012         |
|                                       |    | Jan         | Feb               | Mar         | Apr               | May            | Jun            | Jul            | Aug            | Sep         | Oct               | Nov          | Dec         |             | 1st Qtr      |
| [a] Tariff Rider Balance              | \$ | (804,042)   | \$ (1,307,210) \$ | (1,771,595) | \$ (2,434,427) \$ | (2,133,360) \$ | (2,134,529) \$ | (2,107,363) \$ | (2,380,807) \$ | (1,643,811) | \$ (1,739,570) \$ | (691,531) \$ | (11,698)    |             | \$ (804,042) |
| Forecasted tariff rider collections   |    | 1,709,838   | 1,540,355         | 1,560,783   | 1,329,763         | 1,386,934      | 1,308,770      | 1,474,090      | 1,533,224      | 1,348,591   | 1,392,848         | 1,478,814    | 1,725,483   | 17,789,492  | 4,810,976    |
| [b] Actual tariff rider collections   |    | 1,633,106   | 1,578,923         | 1,511,212   | 1,409,007         | 1,315,639      | 1,270,904      | 1,309,678      | 1,262,075      | 756,324     | 659,747           | 719,058      | 816,773     | 14,242,446  | 4,723,241    |
| Favorable (Unfavorble) Variance       |    | (76,732)    | 38,567            | (49,571)    | 79,244            | (71,295)       | (37,865)       | (164,412)      | (271,150)      | (592,267)   | (733,101)         | (759,756)    | (908,710)   | (3,547,046) | (87,735)     |
|                                       |    |             |                   |             |                   |                |                |                |                |             |                   |              |             |             |              |
| Budgeted expenditures                 |    | 1,031,155   | 1,031,155         | 1,031,155   | 1,031,155         | 1,031,155      | 1,031,155      | 1,031,155      | 1,031,155      | 1,031,155   | 1,031,155         | 1,031,155    | 1,031,155   | 12,373,860  | 3,093,465    |
| [c] Actual expenditures               |    | 1,129,939   | 1,114,537         | 848,380     | 1,710,074         | 1,314,471      | 1,298,071      | 1,036,233      | 1,999,071      | 660,565     | 1,707,786         | 1,398,891    | 2,422,100   | 16,640,117  | 3,092,856    |
| Favorable (Unfavorable) Variance      |    | (98,784)    | (83,382)          | 182,775     | (678,919)         | (283,316)      | (266,916)      | (5,078)        | (967,916)      | 370,590     | (676,631)         | (367,736)    | (1,390,945) | (4,266,257) | 609          |
| Favorable (Unfavorable) Net monthly   |    |             |                   |             |                   |                |                |                |                |             |                   |              |             |             |              |
| [d] activity ([b]-[c])                |    | 503,167     | 464,385           | 662,832     | (301,066)         | 1,168          | (27,166)       | 273,444        | (736,996)      | 95,759      | (1,048,039)       | (679,833)    | (1,605,327) | (2,397,672) | 1,630,384    |
| Tariff Rider Ending Balance ([a]-[d]) | _  | (1,307,210) | (1,771,595)       | (2,434,427) | (2,133,360)       | (2,134,529)    | (2,107,363)    | (2,380,807)    | (1,643,811)    | (1,739,570) | (691,531)         | (11,698)     | 1,593,630   |             | (2,434,427)  |

- Jan Revenue was significantly higher than expenditures.
- Feb Revenue continues to be significantly higher than expenditures.
- Mar Revenue continues to be higher than expenditures and expenditures are below budget.
- Apr Expenditures are above budget, primarily implementation expenses.
- May Expenditures are above budget, primarily rebate expenses.
- Jun Expenditures are above budget, primarily implementation expenses.
- Jul Revenue continues to be higher than expenditures.
- Aug Expenditures are above budget, primarily incentive expenses.
- Sep Expenditures are below budget, primarily implementation expenses.
- Oct Expenditures are above budget, primarily incentive expenses and revenue decreased with rates reduced .
- Nov Expenditures are above budget, primarily nonresidential incentive expenses, and revenue decreased with rates reduced and less HDD days.
- Dec Expenditures are significantly above budget, primarily nonresidential incentive expenses, and revenue decreased with rates reduced and less HDD days.

| 012 2012            |
|---------------------|
| d Qtr 4th Qtr       |
| 07,363) (1,739,570) |
|                     |
| 55,905 4,597,144    |
| 28,077 2,195,577    |
| 27,828) (2,401,567) |
|                     |
| 93,465 3,093,465    |
| 95,869 5,528,777    |
| 02,404) (2,435,312) |
|                     |
|                     |
| 67,793) (3,333,200) |
|                     |
| 39,570) 1,593,630   |
|                     |

### Variance Explanations:

Jan - Revenue was significantly higher tha

Feb - Revenue continues to be significantly

Mar - Revenue continues to be higher than

Apr - Expenditures are above budget, prin

May - Expenditures are above budget, prin

Jun - Expenditures are above budget, prim

Jul - Revenue continues to be higher than

Aug - Expenditures are above budget, prin

Sep - Expenditures are below budget, prin

Oct - Expenditures are above budget, prim

Nov - Expenditures are above budget, prin

Dec - Expenditures are significantly above

| Washington Electric Schedule 91         |             |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
|---|-------------|--------------|--------------|-----------|--------------|-----------------|-----------|-----------------|--------------|--------------|-----------|--------------|-----------------|---------------|
| DSM Functional Categories               |             | 2012         | 2012         | 2012      | 2012         | 2012            | 2012      | 2012            | 2012         | 2012         | 2012      | 2012         | 2012            | Total 2012    |
|   |             | Jan          | Feb          | Mar       | Apr          | May             | Jun       | Jul             | Aug          | Sep          | Oct       | Nov          | Dec             |               |
| DSM Budget-Direct Customer Incentives:  |             |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
| Non-residential                         | \$          | 345,249      | 345,249      | 345,249   | 345,249      | 345,249         | 345,249   | 345,249         | 345,249      | 345,249      | 345,249   | 345,249      | 345,249         | 4,142,993     |
| Residential                             |             | 103,597      | 103,597      | 103,597   | 103,597      | 103,597         | 103,597   | 103,597         | 103,597      | 103,597      | 103,597   | 103,597      | 103,597         | 1,243,159     |
| Low Income                              |             | 113,294      | 113,294      | 113,294   | 113,294      | 113,294         | 113,294   | 113,294         | 113,294      | 113,294      | 113,294   | 113,294      | 113,294         | 1,359,527     |
| Total Budget-Direct Customer Incentives | \$          | 562,140 \$   | 562,140 \$   | 562,140   | \$ 562,140   | \$ 562,140 \$   | 562,140   | \$ 562,140 \$   | 562,140 \$   | 562,140 \$   | 562,140   | \$ 562,140   | \$ 562,140 \$   | 6,745,679     |
| DSM Budget-Non-Incentive Funding:       |             |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
| Non-residential                         | \$          | 77,474       | 77,474       | 77,474    | 77,474       | 77,474          | 77,474    | 77,474          | 77,474       | 77,474       | 77,474    | 77,474       | 77,474          | 929,683       |
| Residential                             |             | 33,745       | 33,745       | 33,745    | 33,745       | 33,745          | 33,745    | 33,745          | 33,745       | 33,745       | 33,745    | 33,745       | 33,745          | 404,935       |
| Low Income                              |             | 870          | 870          | 870       | 870          | 870             | 870       | 870             | 870          | 870          | 870       | 870          | 870             | 10,444        |
| Regional                                |             | 126,298      | 126,298      | 126,298   | 126,298      | 126,298         | 126,298   | 126,298         | 126,298      | 126,298      | 126,298   | 126,298      | 126,298         | 1,515,580     |
| EMV                                     |             | 84,379       | 84,379       | 84,379    | 84,379       | 84,379          | 84,379    | 84,379          | 84,379       | 84,379       | 84,379    | 84,379       | 84,379          | 1,012,542     |
| Common                                  |             | 146,250      | 146,250      | 146,250   | 146,250      | 146,250         | 146,250   | 146,250         | 146,250      | 146,250      | 146,250   | 146,250      | 146,250         | 1,754,997     |
| Total Budget-Non-incentive Funding      | \$          | 469,015 \$   | 469,015 \$   | 469,015   | \$ 469,015   | \$ 469,015 \$   | 469,015   | \$ 469,015 \$   | 469,015 \$   | 469,015 \$   | 469,015   | \$ 469,015   | \$ 469,015 \$   | 5,628,181     |
| 2012 Aggregate DSM Budget               | \$          | 1,031,155 \$ | 1,031,155 \$ | 1,031,155 | \$ 1,031,155 | \$ 1,031,155 \$ | 1,031,155 | \$ 1,031,155 \$ | 1,031,155 \$ | 1,031,155 \$ | 1,031,155 | \$ 1,031,155 | \$ 1,031,155 \$ | \$ 12,373,860 |
|   | <del></del> |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
| DSM Actual-Direct Customer Incentives:  |             |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
| Non-residential                         |             | 640,219      | 447,533      | 449,684   | 712,514      | 743,360         | 409,232   | 729,196         | 1,699,288    | 336,503      | 880,310   | 846,311      | 1,167,609       | 9,061,758     |
| Residential                             |             | 145,698      | 77,745       | 53,413    | 106,996      | 180,774         | 61,211    | 53,072          | 51,411       | 87,146       | 71,442    | 112,244      | 74,436          | 1,075,587     |
| Low Income                              |             | 2,480        |              | 10        | 151,612      | 26,120          | 99,337    | 4               | 49,864       |              | 106,000   | 85,063       | 554,323         | 1,074,810     |
| Total Actual-Direct Customer Incentives | \$          | 788,396 \$   | 525,278 \$   | 503,107   | \$ 971,122   | \$ 950,254 \$   | 569,780   | \$ 782,268 \$   | 1,800,563 \$ | 423,649 \$   | 1,057,752 | \$ 1,043,619 | \$ 1,796,368 \$ | 11,212,154    |
| DSM Actual-Non-Incentive Funding:       |             |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
| Non-residential                         |             | 165,233      | 36,037       | 88,659    | 30,191       | 36,946          | 29,394    | 34,653          | 39,015       | 20,457       | 37,870    | 126,318      | 258,851         | 903,624       |
| Residential                             |             | 24,316       | 24,725       | 84,511    | 57,355       | 34,322          | 76,251    | 50,261          | (7,031)      | 64,243       | 29,026    | 89,293       | 208,014         | 735,287       |
| Low Income                              |             | 2,268        | 2,070        | 246       | 2,416        | 2,637           | 1,569     | 2,583           | 1,262        | 2,269        | 2,148     | 1,776        | 3,715           | 24,958        |
| Regional                                |             |              | 345,813      |           | 384,529      | 893             | 364,996   | 811             | (207)        | 17           | 426,223   |              | 540             | 1,523,614     |
| EMV                                     |             | 54,190       | 57,351       | 46,736    | 115,412      | 165,100         | 145,867   | 59,061          | 53,929       | 42,836       | 21,618    | 14,301       | 45,723          | 822,124       |
| Common                                  |             | 95,535       | 123,262      | 125,122   | 149,048      | 124,319         | 110,213   | 106,596         | 111,540      | 107,094      | 133,150   | 123,584      | 108,891         | 1,418,356     |
| DSM Actual-Non-Incentive Funding        | \$          | 341,543 \$   | 589,260 \$   | 345,274   | \$ 738,951   | \$ 364,217 \$   | 728,291   | \$ 253,966 \$   | 198,507 \$   | 236,916 \$   | 650,034   | \$ 355,272   | \$ 625,733 \$   | 5,427,963     |
| 2012 Aggregate DSM Actual               | \$          | 1,129,939 \$ | 1,114,537 \$ | 848,380   | \$ 1,710,074 | \$ 1,314,471 \$ | 1,298,071 | \$ 1,036,233 \$ | 1,999,071 \$ | 660,565 \$   | 1,707,786 | \$ 1,398,891 | \$ 2,422,100 \$ | \$ 16,640,117 |
| Budget-Actual Variance                  |             |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
| Direct Customer Incentives:             |             |              |              |           |              |                 |           |                 |              |              |           |              |                 |               |
| Non-residential                         |             | (294,969)    | (102,284)    | (104,434) | (367,265)    | (398,110)       | (63,983)  | (383,946)       | (1,354,038)  | 8,746        | (535,061) | (501,061)    | (822,360)       | (4,918,765)   |
| Residential                             |             | (42,101)     | 25,852       | 50,183    | (3,399)      | (77,177)        | 42,386    | 50,524          | 52,185       | 16,451       | 32,155    | (8,648)      | 29,161          | 167,572       |
| Low Income                              |             | 110,814      | 113,294      | 113,284   | (38,318)     | 87,174          | 13,957    | 113,294         | 63,430       | 113,294      | 7,294     | 28,231       | (441,029)       | 284,717       |
|   |             |              |              |           |              |                 | 13,337    |                 |              |              |           |              |                 |               |

| Non-Incentive Funding |  |
|-----------------------|--|
|-----------------------|--|

| Total Variance  | \$<br>(98,784) \$ | (83,382) \$  | 182,775 \$ | (678,919) \$ | (283,316) \$ | (266,916) \$ | (5,078) \$ | (967,916) \$ | 370,590 \$ | (676,631) \$ | (367,736) \$ | (1,390,945) \$ | (4,266,257) |
|-----------------|-------------------|--------------|------------|--------------|--------------|--------------|------------|--------------|------------|--------------|--------------|----------------|-------------|
| Total Variance  | \$<br>127,473 \$  | (120,244) \$ | 123,741 \$ | (269,936) \$ | 104,798 \$   | (259,276) \$ | 215,049 \$ | 270,508 \$   | 232,099 \$ | (181,019) \$ | 113,743 \$   | (156,718) \$   | 200,218     |
| Common          | <br>50,714        | 22,987       | 21,128     | (2,799)      | 21,931       | 36,036       | 39,653     | 34,710       | 39,155     | 13,100       | 22,665       | 37,358         | 336,641     |
| EMV             | 30,188            | 27,027       | 37,642     | (31,034)     | (80,722)     | (61,489)     | 25,317     | 30,449       | 41,543     | 62,760       | 70,078       | 38,656         | 190,418     |
| Regional        | 126,298           | (219,515)    | 126,298    | (258,231)    | 125,405      | (238,697)    | 125,488    | 126,505      | 126,282    | (299,925)    | 126,298      | 125,759        | (8,034)     |
| Low Income      | (1,398)           | -            | -          | -            | -            | -            | =          | -            | -          | -            | -            | -              | (1,398)     |
| Residential     | 9,428             | 9,020        | (50,766)   | (23,611)     | (578)        | (42,507)     | (16,517)   | 40,776       | (30,499)   | 4,719        | (55,549)     | (174,269)      | (330,352)   |
| Non-residential | (87,759)          | 41,436       | (11,185)   | 47,283       | 40,528       | 48,079       | 42,820     | 38,459       | 57,017     | 39,604       | (48,845)     | (181,377)      | 26,059      |
|                 |                   |              |            |              |              |              |            |              |            |              |              |                |             |

# Notes:

1) DSM expenditures are budgeted on a annual basis and spread monthly on an equal basis. This timing difference between budget vs actual could attribute to some variances

# Variance explanations:

Jan - \$99k unfavorable variance due to processing more rebates

|     | Washington Natural Gas Schedule 191 |           |          |           |           |           |             |           |           |           |           |           |           |             |            |
|-----|-------------------------------------|-----------|----------|-----------|-----------|-----------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|------------|
|     |                                     | 2012      | 2012     | 2012      | 2012      | 2012      | 2012        | 2012      | 2012      | 2012      | 2012      | 2012      | 2012      | Total 2012  | 2012       |
|     |                                     | Jan       | Feb      | Mar       | Apr       | May       | Jun         | Jul       | Aug       | Sep       | Oct       | Nov       | Dec       |             | 1st Qtr    |
| [a] | Tariff Rider Balance                | 771,695   | 242,576  | (343,968) | (740,539) | (920,837) | (1,034,594) | (893,738) | (855,282) | (647,558) | (425,679) | (130,794) | 132,895   |             | \$ 771,695 |
| ı   | Forecasted tariff rider collections | 1,053,599 | 913,828  | 731,179   | 505,141   | 303,891   | 197,807     | 152,869   | 158,459   | 188,055   | 430,287   | 791,294   | 1,073,991 | 6,500,400   | 2,698,605  |
| [b] | Actual tariff rider collections     | 842,694   | 814,107  | 732,071   | 574,370   | 332,341   | 220,587     | 148,238   | 96,172    | 75,768    | 107,270   | 247,748   | 429,046   | 4,620,412   | 2,388,872  |
| ı   | Favorable (Unfavorble) Variance     | (210,905) | (99,720) | 891       | 69,229    | 28,450    | 22,780      | (4,631)   | (62,287)  | (112,287) | (323,017) | (543,546) | (644,944) | (1,879,988) | (309,734)  |
| ı   |                                     |           |          |           |           |           |             |           |           |           |           |           |           |             |            |
| ı   | Budgeted expenditures               | 436,350   | 436,350  | 436,350   | 436,350   | 436,350   | 436,350     | 436,350   | 436,350   | 436,350   | 436,350   | 436,350   | 436,350   | 5,236,202   | 1,309,051  |
| [c] | Actual expenditures                 | 313,575   | 227,563  | 335,499   | 394,072   | 218,584   | 361,444     | 186,694   | 303,897   | 297,646   | 402,156   | 511,437   | 758,423   | 4,310,989   | 876,638    |
| ı   | Favorable (Unfavorable) Variance    | 122,775   | 208,787  | 100,851   | 42,278    | 217,766   | 74,906      | 249,657   | 132,453   | 138,704   | 34,194    | (75,086)  | (322,073) | 925,213     | 432,413    |
| ı   | Favorable (Unfavorable) Net monthly |           |          |           |           |           |             |           |           |           |           |           |           |             |            |
|     | activity ([b]-[c])                  | 529,119   | 586,544  | 396,572   | 180,298   | 113,757   | (140,857)   | (38,455)  | (207,724) | (221,878) | (294,886) | (263,689) | (329,377) | 309,423     | 1,512,234  |

(893,738)

(855,282)

(647,558)

(425,679)

(130,794)

132,895

462,272

(740,539)

Projected Tariff Rider Balance

Tariff Rider Ending Balance ([a]-[d])

#### Variance Explanations:

Jan - Revenue is higher than expenses but the balance is now closer to zero.

- Feb Revenue is higher than expenses and now it is over funded.
- Mar Revenue is higher than expenses and expenditures are below budget.
- Apr Revenue, with more heating days than average, is higher than expenses and expenditures are below budget.

(343,968)

May - Revenue is higher than expenses and expenditures are below budget, primarily less rebates.

242,576

- Jun Revenue is lower than expenses.
- Jul Revenue is lower than expenses.
- Aug Revenue significantly lower with fewer heating degree days than normal.
- Sep Revenue significantly lower with fewer heating degree days than normal.
- Oct Revenue significantly lower with fewer heating degree days than normal, also rate decrease.
- Nov Revenue significantly lower with fewer heating degree days than normal, also rate decrease, and nonresidential incentives higher than expected.

(740,539)

(920,837)

(1,034,594)

Dec - Revenue significantly lower with fewer heating degree days than normal, also rate decrease, and low income incentives higher than expected.

### Washington Natural Gas Schedule 191

|     |                                       | 2012      | 2012      | 2012        |
|-----|---------------------------------------|-----------|-----------|-------------|
|     |                                       | 2nd Qtr   | 3rd Qtr   | 4th Qtr     |
| [a] | Tariff Rider Balance                  | (740,539) | (893,738) | (425,679)   |
|     | Forecasted tariff rider collections   | 1,006,839 | 499,384   | 2,295,572   |
| [b] | Actual tariff rider collections       | 1,127,298 | 320,178   | 784,065     |
|     | Favorable (Unfavorble) Variance       | 120,459   | (179,206) | (1,511,507) |
|     | _                                     |           |           |             |
|     | Budgeted expenditures                 | 1,309,051 | 1,309,051 | 1,309,051   |
| [c] | Actual expenditures                   | 974,100   | 788,236   | 1,672,016   |
|     | Favorable (Unfavorable) Variance      | 334,951   | 520,814   | (362,965)   |
|     | Favorable (Unfavorable) Net monthly   |           |           |             |
| [d] | activity ([b]-[c])                    | 153,198   | (468,058) | (887,951)   |
|     | Tariff Rider Ending Balance ([a]-[d]) | (893,738) | (425,679) | 462,272     |

Projected Tariff Rider Balance

### Variance Explanations:

Jan - Revenue is higher than expenses but

Feb - Revenue is higher than expenses and

Mar - Revenue is higher than expenses an

Apr - Revenue, with more heating days th

May - Revenue is higher than expenses an

Jun - Revenue is lower than expenses.

Jul - Revenue is lower than expenses.

Aug - Revenue significantly lower with fev

Sep - Revenue significantly lower with few

Oct - Revenue significantly lower with few

Nov - Revenue significantly lower with fev

Dec - Revenue significantly lower with fev

|         | Washington Natural Gas Schedule 191     |          |                        |            |                |                        |                        |            |                        |                        |            |             |                          |                  |              |
|---------|---|----------|------------------------|------------|----------------|------------------------|------------------------|------------|------------------------|------------------------|------------|-------------|--------------------------|------------------|--------------|
|         | DSM Functional Categories               |          | 2012                   | 2012       | 2012           | 2012                   | 2012                   | 2012       | 2012                   | 2012                   | 2012       | 2012        | 2012                     | 2012             | Total 2012   |
|         |   |          | Jan                    | Feb        | Mar            | Apr                    | May                    | Jun        | Jul                    | Aug                    | Sep        | Oct         | Nov                      | Dec              |              |
|         | DSM Budget-Direct Customer Incentives:  |          |                        |            |                |                        |                        |            |                        |                        |            |             |                          |                  |              |
|         | Non-residential                         | \$       | 94,925                 | 94,925     | 94,925         | 94,925                 | 94,925                 | 94,925     | 94,925                 | 94,925                 | 94,925     | 94,925      | 94,925                   | 94,925           | 1,139,105    |
|         | Residential                             |          | 109,533                | 109,533    | 109,533        | 109,533                | 109,533                | 109,533    | 109,533                | 109,533                | 109,533    | 109,533     | 109,533                  | 109,533          | 1,314,397    |
|         | Low Income                              |          | 53,373                 | 53,373     | 53,373         | 53,373                 | 53,373                 | 53,373     | 53,373                 | 53,373                 | 53,373     | 53,373      | 53,373                   | 53,373           | 640,473      |
| [a]     | Total Budget-Direct Customer Incentives | \$       | 257,831                | \$ 257,831 | \$ 257,831 \$  | 257,831 \$             | 257,831 \$             | 257,831 \$ | 257,831 \$             | 257,831 \$             | 257,831 \$ | 257,831 \$  | 257,831 \$               | 257,831          | \$ 3,093,975 |
|         | DSM Budget-Non-Incentive Funding:       |          |                        |            |                |                        |                        |            |                        |                        |            |             |                          |                  |              |
|         | Non-residential                         | \$       | 32,429                 | 32,429     | 32,429         | 32,429                 | 32,429                 | 32,429     | 32,429                 | 32,429                 | 32,429     | 32,429      | 32,429                   | 32,429           | 389,153      |
|         | Residential                             |          | 21,099                 | 21,099     | 21,099         | 21,099                 | 21,099                 | 21,099     | 21,099                 | 21,099                 | 21,099     | 21,099      | 21,099                   | 21,099           | 253,193      |
|         | Low Income                              |          | 636                    | 636        | 636            | 636                    | 636                    | 636        | 636                    | 636                    | 636        | 636         | 636                      | 636              | 7,633        |
|         | Regional                                |          | 9,744                  | 9,744      | 9,744          | 9,744                  | 9,744                  | 9,744      | 9,744                  | 9,744                  | 9,744      | 9,744       | 9,744                    | 9,744            | 116,933      |
|         | EMV                                     |          | 19,709                 | 19,709     | 19,709         | 19,709                 | 19,709                 | 19,709     | 19,709                 | 19,709                 | 19,709     | 19,709      | 19,709                   | 19,709           | 236,511      |
|         | Common                                  |          | 26,732                 | 26,732     | 26,732         | 26,732                 | 26,732                 | 26,732     | 26,732                 | 26,732                 | 26,732     | 26,732      | 26,732                   | 26,732           | 320,783      |
| [b]     | Total Budget-Non-Incentive Funding      | \$       | 110,351                | \$ 110,351 | \$ 110,351 \$  | 110,351 \$             | 110,351 \$             | 110,351 \$ | 110,351 \$             | 110,351 \$             | 110,351 \$ | 110,351 \$  | 110,351 \$               | 110,351          | \$ 1,324,206 |
| [a]+[b] | 2012 Aggregate DSM Budget               | \$       | 368,182                | \$ 368,182 | \$ 368,182 \$  | 368,182 \$             | 368,182 \$             | 368,182 \$ | 368,182 \$             | 368,182 \$             | 368,182 \$ | 368,182 \$  | 368,182 \$               | 368,182          | \$ 4,418,181 |
|         | DSM Actual-Direct Customer Incentives:  |          |                        |            |                |                        |                        |            |                        |                        |            |             |                          |                  |              |
|         | Non-residential                         | \$       | 73,719                 | 34,136     | 89,321         | 80,545                 | 32,329                 | 74,837     | 23,751                 | 65,311                 | 95,028     | 57,390      | 213,778                  | 68,755           | 908,901      |
|         | Residential                             | Ý        | 98,988                 | 76,198     | 129,690        | 62,232                 | 32,822                 | 55,104     | 43,043                 | 53,644                 | 93,988     | 176,042     | 164,771                  | 71,685           | 1,058,207    |
|         | Low Income                              |          | (2,480)                | 70,130     | 10             | 117,631                | 11,433                 | 75,705     | 15,015                 | 62,801                 | 33,300     | 73,097      | 69,324                   | 514,937          | 922,458      |
| [c]     | Total Actual-Direct Customer Incentives | \$       | 170,227                | \$ 110,334 | \$ 219,021 \$  | 260,409 \$             | 76,584 \$              |            | 66,794 \$              | 181,756 \$             | 189,016 \$ | -           | 447,873 \$               | 655,377          |              |
|         | DSM Actual-Non-Incentive Funding:       |          |                        |            |                |                        |                        |            |                        |                        |            |             |                          |                  |              |
|         | Non-residential                         | \$       | 7,844                  | 6,225      | 14,770         | 8,261                  | 13,664                 | 11,699     | 11,807                 | 10,238                 | 10,880     | 14,896      | 12,886                   | 14,561           | 137,731      |
|         | Residential                             |          | 23,300                 | 26,913     | 29,432         | 18,819                 | 23,518                 | 36,017     | 21,112                 | 30,996                 | 30,963     | 18,361      | 15,263                   | 52,725           | 327,419      |
|         | Low Income                              |          | 2,268                  | 2,070      | 246            | 2,416                  | 2,307                  | 1,347      | 2,645                  | 1,262                  | 2,269      | 2,148       | 1,776                    | 3,198            | 23,952       |
|         | Regional                                |          | -                      |            |                |                        |                        |            | 569                    |                        |            |             |                          |                  | 569          |
|         | EMV                                     |          | 61,599                 | 22,130     | 11,149         | 32,491                 | 42,493                 | 44,917     | 19,316                 | 4,323                  | 5,034      | 4,420       | 2,126                    | 2,670            | 252,668      |
|         | Common                                  |          | 48,337                 | 59,891     | 60,880         | 71,677                 | 60,018                 | 61,817     | 64,449                 | 75,322                 | 59,484     | 55,802      | 31,514                   | 29,893           | 679,085      |
| [d]     | DSM Actual-Non-Incentive Funding        | \$       | 143,348                | \$ 117,229 | \$ 116,478 \$  | 133,663 \$             | 142,000 \$             | 155,798 \$ | 119,899 \$             | 122,141 \$             | 108,630 \$ | 95,627 \$   | 63,564 \$                | 103,047          | \$ 1,421,424 |
| [c]+[d] | 2012 Aggregate DSM Actual               | \$       | 313,575                | \$ 227,563 | \$ 335,499 \$  | 394,072 \$             | 218,584 \$             | 361,444 \$ | 186,694 \$             | 303,897 \$             | 297,646 \$ | 402,156 \$  | 511,437 \$               | 758,423          | \$ 4,310,989 |
|         | Budget-Actual Variance                  |          |                        |            |                |                        |                        |            |                        |                        |            |             |                          |                  |              |
|         | Direct Customer Incentives:             |          |                        |            |                |                        |                        |            |                        |                        |            |             |                          |                  |              |
|         |   |          |                        |            |                |                        |                        | 20.000 4   | 74 474 6               | 29,615 \$              | (402) 6    | 27.526 6    | (440.050) 6              |                  | 230,204      |
|         | Non-residential                         | \$       | 21,206                 | \$ 60,789  | \$ 5,604 \$    | 14,380 \$              | 62,597 \$              | 20,088 \$  | 71,174 \$              | 29,015 \$              | (102) \$   | 37,536 \$   | (118,853) \$             | 26,171           | 230,204      |
|         | Non-residential<br>Residential          | \$<br>\$ | 21,206 \$<br>10,545 \$ | . ,        |                | 14,380 \$<br>47,301 \$ | 62,597 \$<br>76,711 \$ |            | 71,174 \$<br>66,490 \$ | 29,615 \$<br>55,889 \$ | 15,545 \$  | (66,509) \$ | (118,853) \$ (55,238) \$ | 26,171<br>37,848 | 256,191      |
|         |   |          | , ,                    | \$ 33,336  | \$ (20,157) \$ |                        |                        | 54,429 \$  |                        |                        |            | (66,509) \$ |                          | 37,848           |              |

#### **Non-Incentive Funding:**

| Total Variance  | \$<br>54,606 \$   | 140,618 \$  | 32,683 \$   | (25,890) \$ | 149,598 \$  | 6,738 \$    | 181,488 \$  | 64,285 \$   | 70,536 \$   | (33,974) \$ | (143,255) \$ | (390,241) \$ | 107,192   |
|-----------------|-------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-----------|
| Total Variance  | \$<br>(32,997) \$ | (6,879) \$  | (6,127) \$  | (23,313) \$ | (31,650) \$ | (45,447) \$ | (9,549) \$  | (11,791) \$ | 1,720 \$    | 14,723 \$   | 46,787 \$    | 7,304 \$     | (97,218)  |
| Common          | \$<br>(21,605) \$ | (33,159) \$ | (34,148) \$ | (44,945) \$ | (33,286) \$ | (35,085) \$ | (37,717) \$ | (48,590) \$ | (32,752) \$ | (29,070) \$ | (4,782) \$   | (3,161)      | (358,302) |
| EMV             | \$<br>(41,890) \$ | (2,421) \$  | 8,560 \$    | (12,781) \$ | (22,784) \$ | (25,208) \$ | 393 \$      | 15,386 \$   | 14,675 \$   | 15,289 \$   | 17,584 \$    | 17,040       | (16,157)  |
| Regional        | \$<br>9,744 \$    | 9,744 \$    | 9,744 \$    | 9,744 \$    | 9,744 \$    | 9,744 \$    | 9,175 \$    | 9,744 \$    | 9,744 \$    | 9,744 \$    | 9,744 \$     | 9,744        | 116,364   |
| Low Income      | \$<br>(1,632) \$  | (1,434) \$  | 390 \$      | (1,780) \$  | (1,671) \$  | (711) \$    | (2,009) \$  | (626) \$    | (1,633) \$  | (1,512) \$  | (1,140) \$   | (2,562)      | (16,319)  |
| Residential     | \$<br>(2,200) \$  | (5,813) \$  | (8,333) \$  | 2,280 \$    | (2,418) \$  | (14,918) \$ | (13) \$     | (9,897) \$  | (9,864) \$  | 2,739 \$    | 5,836 \$     | (31,625)     | (74,226)  |
| Non-residential | \$<br>24,585 \$   | 26,205 \$   | 17,659 \$   | 24,169 \$   | 18,765 \$   | 20,730 \$   | 20,622 \$   | 22,191 \$   | 21,550 \$   | 17,534 \$   | 19,544 \$    | 17,869       | 251,422   |

#### Notes:

[b]-[d]

1) DSM expenditures are budgeted on a annual basis and spread monthly on an equal basis. This timing difference between budget vs actual could attribute to some variances

- Jan \$55k favorable variance due to processing less rebates
- Feb \$141k favorable variance due to processing less rebates
- Mar \$33k favorable variance due to processing less rebates
- Apr \$26k unfavorable variance due to more implementation costs
- May \$150k favorable variance due to processing less rebates
- Jun \$7k favorable variance due to processing less rebates
- Jul \$181k favorable variance due to processing less rebates
- Aug \$64k favorable variance due to processing less rebates
- Sep \$71k favorable variance due to processing less rebates
- Oct \$34k unfavorable variance due to processing more residential rebates
- Nov \$143k unfavorable variance due to processing more nonresidential rebates
- Dec \$390k unfavorable variance due to processing more low income rebates

| ic Schedule 91           |   |   |  |   |  |   |   |   |   |   |   |   |   |
|--------------------------|---|---|--|---|--|---|---|---|---|---|---|---|---|
|                          | 2012  | 2012  | 2012   | 2012  | 2012   | 2012  | 2012                                    | 2012                                    | 2012                                    | 2012                                    | 2012                                    | 2012                                    | Total 2012                              |
|                          | Jan   | Feb   | Mar  | Apr   | May  | Jun   | Jul                                     | Aug                                     | Sep                                     | Oct                                     | Nov                                     | Dec                                     |   |
| Balance                  | 26,723  | (423,154)   | (486,063)  | (698,909)   | (674,219)  | (656,341)   | (316,231)                               | (490,269)                               | (698,080)                               | (980,338)                               | (484,520)                               | (220,495)                               |   |
| ariff rider collections  | 779,154   | 681,131   | 676,361  | 580,176   | 578,916  | 554,963   | 609,097                                 | 643,963                                 | 579,560                                 | 615,385                                 | 663,041                                 | 799,472                                 | 7,761,218                               |
| rider collections        | 759,218   | 692,096   | 651,874  | 624,237   | 573,516  | 550,240   | 576,806                                 | 625,173                                 | 609,070                                 | 448,036                                 | 332,661                                 | 361,937                                 | 6,804,866                               |
| Infavorble) Variance     | (19,936)  | 10,966  | (24,486)   | 44,061  | (5,400)  | (4,723)   | (32,291)                                | (18,790)                                | 29,510                                  | (167,349)                               | (330,380)                               | (437,535)                               | (956,352)                               |
|                          |   |   |  |   |  |   |   |   |   |   |   |   |   |
| openditures              | 464,565   | 464,565   | 464,565  | 464,565   | 464,565  | 464,565   | 464,565                                 | 464,565                                 | 464,565                                 | 464,565                                 | 464,565                                 | 464,565                                 | 5,574,777                               |
| nditures                 | 309,341   | 629,188   | 439,028  | 648,927   | 591,394  | 890,350   | 402,768                                 | 417,362                                 | 326,812                                 | 943,854                                 | 596,686                                 | 1,105,129                               | 7,300,840                               |
| Jnfavorable) Variance    | 155,224   | (164,623)   | 25,537   | (184,363)   | (126,829)  | (425,785)   | 61,797                                  | 47,203                                  | 137,752                                 | (479,289)                               | (132,121)                               | (640,564)                               | (1,726,063)                             |
| Infavorable) Net monthly |   |   |  |   |  |   |   |   |   |   |   |   |   |
| [c])                     | 449,878   | 62,908  | 212,846  | (24,690)  | (17,878)   | (340,110)   | 174,038                                 | 207,811                                 | 282,258                                 | (495,818)                               | (264,025)                               | (743,192)                               | (495,974)                               |
| Ending Balance ([a]-[d]) | (423,154)   | (486,063)   | (698,909)  | (674,219)   | (656,341)  | (316,231)   | (490,269)                               | (698,080)                               | (980,338)                               | (484,520)                               | (220,495)                               | 522,697                                 |   |
|                          | Balance ariff rider collections rider collections Infavorble) Variance penditures Infavorable) Variance Infavorable) Variance | 2012 Jan Balance 26,723  ariff rider collections 779,154 rider collections 759,218 Infavorble) Variance (19,936)  penditures 464,565 aditures 309,341 Infavorable) Variance 155,224  Infavorable) Net monthly (c) 449,878 | 2012 Jan Feb  Balance 26,723 (423,154)  ariff rider collections 779,154 681,131 rider collections 759,218 692,096 Infavorble) Variance (19,936) 10,966  penditures 464,565 464,565 Infavorable) Variance 155,224 (164,623)  Infavorable) Net monthly [c]) 449,878 62,908 | 2012 2012 2012 Jan Feb Mar  Balance 26,723 (423,154) (486,063)  ariff rider collections 779,154 681,131 676,361 rider collections 759,218 692,096 651,874 Infavorble) Variance (19,936) 10,966 (24,486)  penditures 464,565 464,565 464,565 Inditures 309,341 629,188 439,028 Infavorable) Variance 155,224 (164,623) 25,537  Infavorable) Net monthly [c] 449,878 62,908 212,846 | 2012 2012 2012 2012 Jan Feb Mar Apr Balance 26,723 (423,154) (486,063) (698,909)  ariff rider collections 779,154 681,131 676,361 580,176 rider collections 759,218 692,096 651,874 624,237 Infavorble) Variance (19,936) 10,966 (24,486) 44,061  penditures 464,565 464,565 464,565 464,565 Inditures 309,341 629,188 439,028 648,927 Infavorable) Variance 155,224 (164,623) 25,537 (184,363)  Infavorable) Net monthly [c]) 449,878 62,908 212,846 (24,690) | 2012 2012 2012 2012 2012 2012  Jan Feb Mar Apr May  Balance 26,723 (423,154) (486,063) (698,909) (674,219)  ariff rider collections 779,154 681,131 676,361 580,176 578,916  rider collections 759,218 692,096 651,874 624,237 573,516  Infavorble) Variance (19,936) 10,966 (24,486) 44,061 (5,400)  penditures 464,565 464,565 464,565 464,565 464,565  Inditures 309,341 629,188 439,028 648,927 591,394  Infavorable) Variance 155,224 (164,623) 25,537 (184,363) (126,829)  Infavorable) Net monthly  [c] 449,878 62,908 212,846 (24,690) (17,878) | 2012 2012 2012 2012 2012 2012 2012 2012 | 2012 2012 2012 2012 2012 2012 2012 2012 | 2012 2012 2012 2012 2012 2012 2012 2012 | 2012 2012 2012 2012 2012 2012 2012 2012 | 2012 2012 2012 2012 2012 2012 2012 2012 | 2012 2012 2012 2012 2012 2012 2012 2012 | 2012 2012 2012 2012 2012 2012 2012 2012 |

- Jan Expenses were significantly lower than budgeted.
- Feb Revenue and expenses were close this month with revenue slightly higher resulting in an increase to the balance.
- Mar Revenue was higher than expenses.
- Apr Expenses were slightly higher than revenue.
- May Expenses were slightly higher than revenue, with rebate expenses higher than budgeted.
- Jun Expenses were higher than revenue, primarily due to implementation costs.
- Jul Revenue was higher than expenses.
- Aug Revenue was higher than expenses with both revenue and expenses close to budget.
- Sep Expenses were lower than revenue, primarily due to implementation costs.
- Oct Expenses were higher with more nonres rebates, and revenue lower with rate decrease.
- Nov Expenses were higher with more nonresidential rebates, and revenue lower with a rate decrease and less HHD than normal.
- Dec Expenses were significantly higher with more nonresidential rebates, and revenue lower with a rate decrease and less HHD than normal.

#### Idaho Electric Schedule 91

|     |                                       |    | 2012      | 2012      | 2012      | 2012        |
|-----|---------------------------------------|----|-----------|-----------|-----------|-------------|
|     |                                       | 1  | Lst Qtr   | 2nd Qtr   | 3rd Qtr   | 4th Qtr     |
| [a] | Tariff Rider Balance                  | \$ | 26,723    | (698,909) | (316,231) | (980,338)   |
|     | Forecasted tariff rider collections   | 2  | ,136,645  | 1,714,054 | 1,832,620 | 2,077,898   |
| [b] | Actual tariff rider collections       | 2  | ,103,189  | 1,747,993 | 1,811,049 | 1,142,634   |
|     | Favorable (Unfavorble) Variance       |    | (33,456)  | 33,939    | (21,571)  | (935,264)   |
|     |                                       |    |           |           |           |             |
|     | Budgeted expenditures                 | 1  | ,393,694  | 1,393,694 | 1,393,694 | 1,393,694   |
| [c] | Actual expenditures                   | 1  | ,377,557  | 2,130,671 | 1,146,942 | 2,645,669   |
|     | Favorable (Unfavorable) Variance      |    | 16,137    | (736,977) | 246,752   | (1,251,975) |
|     | Favorable (Unfavorable) Net monthly   |    |           |           |           |             |
| [d] | activity ([b]-[c])                    |    | 725,632   | (382,678) | 664,107   | (1,503,035) |
|     | Tariff Rider Ending Balance ([a]-[d]) |    | (698,909) | (316,231) | (980,338) | 522,697     |

### Projected Tariff Rider Balance

# Variance Explanations:

Jan - Expenses were significantly lower tha

Feb - Revenue and expenses were close th

Mar - Revenue was higher than expenses.

Apr - Expenses were slightly higher than re

May - Expenses were slightly higher than r

Jun - Expenses were higher than revenue, |

Jul - Revenue was higher than expenses.

Aug - Revenue was higher than expenses v

Sep - Expenses were lower than revenue, p

Oct - Expenses were higher with more non

Nov - Expenses were higher with more nor

Dec - Expenses were significantly higher w

| Post   Process  |         | Idaho Electric Schedule 91                     |    |            |              |             |          |                 |           |                |              |            |              |              |              |             |
|---|---------|--|----|------------|--------------|-------------|----------|-----------------|-----------|----------------|--------------|------------|--------------|--------------|--------------|-------------|
| SMB Budget-Direct Customer Incentives:   Non-recidential   \$147,964   \$147,                       |         | DSM Functional Categories                      |    | 2012       | 2012         | 2012        | 2012     | 2012            | 2012      | 2012           | 2012         | 2012       | 2012         | 2012         | 2012         | Total 2012  |
| Non-esidential   1479  |         |  |    | Jan        | Feb          | Mar         | Apr      | May             | Jun       | Jul            | Aug          | Sep        | Oct          | Nov          | Dec          |             |
| Residential   May   Ma  |         | DSM Budget-Direct Customer Incentives:         |    |            |              |             |          |                 |           |                |              |            |              |              |              |             |
| Mysta   Myst  |         | Non-residential                                | \$ | 147,964    | 147,964      | 147,964     | 147,964  | 147,964         | 147,964   | 147,964        | 147,964      | 147,964    | 147,964      | 147,964      | 147,964      | 1,775,568   |
|   |         | Residential                                    |    | 44,077     | 44,077       | 44,077      | 44,077   | 44,077          | 44,077    | 44,077         | 44,077       | 44,077     | 44,077       | 44,077       | 44,077       | 528,925     |
| DMS Budget-Non-incentive Funding:   Non-residential   \$1,4386   30,038   30,038   30,238  |         | Low Income                                     |    | 39,653     | 39,653       | 39,653      | 39,653   | 39,653          | 39,653    | 39,653         | 39,653       | 39,653     | 39,653       | 39,653       | 39,653       | 475,834     |
| Non-residential   \$ 0,003   \$ 0,00 | [a]     | Total Budget-Direct Customer Incentives        | \$ | 231,694 \$ | 231,694 \$   | 231,694 \$  | 231,694  | \$ 231,694 \$   | 231,694   | \$ 231,694 \$  | 231,694 \$   | 231,694 \$ | 231,694 \$   | 231,694 \$   | 231,694 \$   | 2,780,327   |
| Residential   1,4389  |         | DSM Budget-Non-Incentive Funding:              |    |            |              |             |          |                 |           |                |              |            |              |              |              |             |
| Common   S.137   S.1  |         | Non-residential                                | \$ | 30,203     | 30,203       | 30,203      | 30,203   | 30,203          | 30,203    | 30,203         | 30,203       | 30,203     | 30,203       | 30,203       | 30,203       | 362,436     |
| Page   |         | Residential                                    |    | 14,389     | 14,389       | 14,389      | 14,389   | 14,389          | 14,389    | 14,389         | 14,389       | 14,389     | 14,389       | 14,389       | 14,389       | 172,665     |
| EMV   |         | Low Income                                     |    | 3,137      | 3,137        | 3,137       | 3,137    | 3,137           | 3,137     | 3,137          | 3,137        | 3,137      | 3,137        | 3,137        | 3,137        | 37,643      |
| Common   15.8   |         | Regional                                       |    | 53,702     | 53,702       | 53,702      | 53,702   | 53,702          | 53,702    | 53,702         | 53,702       | 53,702     | 53,702       | 53,702       | 53,702       | 644,420     |
|   |         | EMV  |    | 25,648     | 25,648       | 25,648      | 25,648   | 25,648          | 25,648    | 25,648         | 25,648       | 25,648     | 25,648       | 25,648       | 25,648       | 307,772     |
| [a]+[b] 2012 Aggregate DSM Budget \$ 394,650 \$ |         | Common   |    | 35,878     | 35,878       | 35,878      | 35,878   | 35,878          | 35,878    | 35,878         | 35,878       | 35,878     | 35,878       | 35,878       | 35,878       | 430,532     |
| Non-residential   S   132,820   S10,407   162,410   218,860   377,005   491,800   239,764   314,805   314,805   30,905   38,807   28,803   3,993,11   37,084   28,765   38,540   26,041   43,843   30,905   38,967   28,803   350,407   28,803   250,487   28,803   250,487   28,803   250,487   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,803   28,804   28,765   28,765   28,765   28,765   28,765   28,765   28,765   28,765   28,765   28,765   28,765   | [b]     | Total Budget-Non-incentive Funding             | \$ | 162,956 \$ | 162,956 \$   | 162,956 \$  | 162,956  | \$ 162,956 \$   | 162,956   | \$ 162,956 \$  | 162,956 \$   | 162,956 \$ | 162,956 \$   | 162,956 \$   | 162,956 \$   | 1,955,468   |
| Non-residential   \$132,820   \$310,407   \$162,410   \$218,360   \$377,005   \$491,280   \$239,764   \$314,363   \$148,052   \$590,800   \$398,307   \$289,307   \$289,937   \$590,487   \$5                   | [a]+[b] | 2012 Aggregate DSM Budget                      | \$ | 394,650 \$ | 394,650 \$   | 394,650 \$  | 394,650  | \$ 394,650 \$   | 394,650   | \$ 394,650 \$  | 394,650 \$   | 394,650 \$ | 394,650 \$   | 394,650 \$   | 394,650 \$   | 4,735,795   |
| Non-residential   \$132,820   \$310,407   \$162,410   \$218,360   \$377,005   \$491,280   \$239,764   \$314,363   \$148,052   \$590,800   \$398,307   \$289,307   \$289,937   \$590,487   \$5                   |         | DSM Actual-Direct Customer Incentives:         |    |            |              |             |          |                 |           |                |              |            |              |              |              |             |
| Residential   71,744   36,409   116,394   53,191   37,084   28,765   38,540   26,041   43,483   30,976   38,967   28,933   550,487   545,688   550,487   556,248   55,828   550,487   556,248   52,315   68,442   18,420   38,566   44,255   28,916   175,151   454,688   756,488   |         | Non-residential                                | Ś  | 132.820    | 310.407      | 162.410     | 218.360  | 377.005         | 491.280   | 239.764        | 314.363      | 148.052    | 590.480      | 398.837      | 609.433      | 3.993.211   |
| Control   Cont  |         |  | ·  |            |              |             |          |                 |           |                |              |            |              |              |              |             |
|   |         | Low Income                                     |    | ŕ          | ,            | ŕ           |          |                 |           | •              |              |            |              |              |              |             |
| Non-residential   S   | [c]     | <b>Total Actual-Direct Customer Incentives</b> | \$ | 204,564 \$ | 346,816 \$   | 278,805 \$  |          |                 | 588,486   | \$ 278,304 \$  | 358,824 \$   | 230,101 \$ | 665,711 \$   | 466,719 \$   |              |             |
| Residential   8,549   10,212   33,053   21,224   12,038   25,245   23,645   (10,560)   26,499   9,355   25,316   93,239   277,814   Low Income   953   9,448   584   7,853   1,098   661   8,685   2,999   3,028   5,548   8,628   6,691   56,175   6,6175   |         | DSM Actual-Non-Incentive Funding:              |    |            |              |             |          |                 |           |                |              |            |              |              |              |             |
| Low Income   953   9,448   584   7,853   1,098   661   8,685   2,999   3,028   5,548   8,628   6,691   56,175     Regional   148,206   164,798   383   156,427   (89)   7   182,667   241   652,639     EMV   22,956   24,579   19,987   49,510   70,757   62,549   25,312   12,355   13,871   9,265   6,175   14,985   332,302     Common   40,959   52,888   52,021   64,721   53,754   47,303   45,547   47,850   45,556   58,672   55,291   48,014   612,577     [d]   DSM Actual-Non-Incentive Funding   5 104,776   5 282,372   5 160,223   321,753   5 151,990   5 301,864   124,464   5 8,538   96,711   5 278,143   129,967   5 291,652   5 2,302,453     [c]+[d]   2012 Aggregate DSM Actual   309,341   5 629,188   439,028   5 648,927   5 91,394   5 890,350   402,768   417,362   5 326,812   5 943,854   5 96,686   5 1,105,129   5 7,300,840     Budget-Actual Variance   5 15,144   (162,443)   (14,446)   (70,396)   (229,041)   (343,316)   (91,800)   (166,399)   (88)   (442,516)   (250,873)   (461,469)   (2,217,643)     Residential   (27,667)   7,668   (72,317)   (9,114)   6,993   15,313   5,537   18,037   5 94   13,101   5,111   15,184   (21,562)     Low Income   39,653   39,653   39,653   39,653   (15,971)   14,338   (28,789)   39,653   21,233   1,087   (4,602)   10,737   (135,498)   21,146  |         | Non-residential                                | \$ | 31,358     | 37,039       | 54,578      | 13,647   | 13,960          | 9,679     | 21,275         | 5,982        | 7,750      | 12,638       | 34,557       | 128,483      | 370,946     |
| Regional   148,206   164,798   383   156,427   (89)   7   182,667   241   652,639   25,631   241   2  |         | Residential                                    |    | 8,549      | 10,212       | 33,053      | 21,224   | 12,038          | 25,245    | 23,645         | (10,560)     | 26,499     | 9,355        | 25,316       | 93,239       | 277,814     |
| EMV   22,956   24,579   19,987   49,510   70,757   62,549   25,312   12,355   13,871   9,265   6,175   14,985   332,302   12,570   14,985   14,98  |         | Low Income                                     |    | 953        | 9,448        | 584         | 7,853    | 1,098           | 661       | 8,685          | 2,999        | 3,028      | 5,548        | 8,628        | 6,691        | 56,175      |
| Common   Mode   |         | Regional                                       |    |            | 148,206      |             | 164,798  | 383             | 156,427   |                | (89)         | 7          | 182,667      |              | 241          | 652,639     |
| [d] DSM Actual-Non-Incentive Funding \$ 104,776 \$ 282,372 \$ 160,223 \$ 321,753 \$ 151,990 \$ 301,864 \$ 124,464 \$ 58,538 \$ 96,711 \$ 278,143 \$ 129,967 \$ 291,652 \$ 2,302,453 \$ [c]+[d] 2012 Aggregate DSM Actual \$ 309,341 \$ 629,188 \$ 439,028 \$ 648,927 \$ 591,394 \$ 890,350 \$ 402,768 \$ 417,362 \$ 326,812 \$ 943,854 \$ 596,686 \$ 1,105,129 \$ 7,300,840 \$ 100,000    |         | EMV  |    | 22,956     | 24,579       | 19,987      | 49,510   | 70,757          | 62,549    | 25,312         | 12,355       | 13,871     | 9,265        | 6,175        | 14,985       | 332,302     |
| [c]+[d] 2012 Aggregate DSM Actual   |         | Common   |    | 40,959     | 52,888       | 52,021      | 64,721   | 53,754          | 47,303    | 45,547         | 47,850       | 45,556     | 58,672       | 55,291       | 48,014       | 612,577     |
| Budget-Actual Variance  Direct Customer Incentives:  Non-residential 15,144 (162,443) (14,446) (70,396) (229,041) (343,316) (91,800) (166,399) (88) (442,516) (250,873) (461,469) (2,217,643) (19,100) (1  | [d]     | DSM Actual-Non-Incentive Funding               | \$ | 104,776 \$ | 282,372 \$   | 160,223 \$  | 321,753  | \$ 151,990 \$   | 301,864   | \$ 124,464 \$  | 58,538 \$    | 96,711 \$  | 278,143 \$   | 129,967 \$   | 291,652 \$   | 2,302,453   |
| Direct Customer Incentives:           Non-residential         15,144         (162,443)         (14,446)         (70,396)         (229,041)         (343,316)         (91,800)         (166,399)         (88)         (442,516)         (250,873)         (461,469)         (2,217,643)           Residential         (27,667)         7,668         (72,317)         (9,114)         6,993         15,313         5,537         18,037         594         13,101         5,111         15,184         (21,562)           Low Income         39,653         39,653         (15,971)         14,338         (28,789)         39,653         21,233         1,087         (4,602)         10,737         (135,498)         21,146   | [c]+[d] | 2012 Aggregate DSM Actual                      | \$ | 309,341 \$ | 629,188 \$   | 439,028 \$  | 648,927  | \$ 591,394 \$   | 890,350   | \$ 402,768 \$  | 417,362 \$   | 326,812 \$ | 943,854 \$   | 596,686 \$   | 1,105,129 \$ | 7,300,840   |
| Non-residential       15,144       (162,443)       (14,446)       (70,396)       (229,041)       (343,316)       (91,800)       (166,399)       (88)       (442,516)       (250,873)       (461,469)       (2,217,643)         Residential       (27,667)       7,668       (72,317)       (9,114)       6,993       15,313       5,537       18,037       594       13,101       5,111       15,184       (21,562)         Low Income       39,653       39,653       39,653       (15,971)       14,338       (28,789)       39,653       21,233       1,087       (4,602)       10,737       (135,498)       21,146  |         | Budget-Actual Variance                         |    |            |              |             |          |                 |           |                |              |            |              |              |              |             |
| Residential       (27,667)       7,668       (72,317)       (9,114)       6,993       15,313       5,537       18,037       594       13,101       5,111       15,184       (21,562)         Low Income       39,653       39,653       39,653       (15,971)       14,338       (28,789)       39,653       21,233       1,087       (4,602)       10,737       (135,498)       21,146   |         | <b>Direct Customer Incentives:</b>             |    |            |              |             |          |                 |           |                |              |            |              |              |              |             |
| Low Income 39,653 39,653 39,653 (15,971) 14,338 (28,789) 39,653 21,233 1,087 (4,602) 10,737 (135,498) 21,146  |         | Non-residential                                |    | 15,144     | (162,443)    | (14,446)    | (70,396) | (229,041)       | (343,316) | (91,800)       | (166,399)    | (88)       | (442,516)    | (250,873)    | (461,469)    | (2,217,643) |
|   |         | Residential                                    |    | (27,667)   | 7,668        | (72,317)    | (9,114)  | 6,993           | 15,313    | 5,537          | 18,037       | 594        | 13,101       | 5,111        | 15,184       | (21,562)    |
| [a]-[c] Total Variance \$ 27,130 \$ (115,122) \$ (47,111) \$ (95,481) \$ (207,710) \$ (356,792) \$ (46,610) \$ (127,130) \$ 1,593 \$ (434,017) \$ (235,026) \$ (581,783) \$ (2,218,059)   |         | Low Income                                     |    | 39,653     | 39,653       | 39,653      | (15,971) | 14,338          | (28,789)  | 39,653         | 21,233       | 1,087      | (4,602)      | 10,737       | (135,498)    | 21,146      |
|   | [a]-[c] | Total Variance                                 | \$ | 27,130 \$  | (115,122) \$ | (47,111) \$ | (95,481) | \$ (207,710) \$ | (356,792) | \$ (46,610) \$ | (127,130) \$ | 1,593 \$   | (434,017) \$ | (235,026) \$ | (581,783) \$ | (2,218,059) |

| Non   | Incentive | Eunding: |
|-------|-----------|----------|
| NOII- | incentive | runuing: |

| Total Variance  | \$<br>85,309 \$ | (234,538) \$ | (44,379) \$ | (254,278) \$ | (196,744) \$ | (495,701) \$ | (8,118) \$ | (22,713) \$ | 67,837 \$ | (549,204) \$ | (202,037) \$ | (710,480) \$ | (2,565,045) |
|-----------------|-----------------|--------------|-------------|--------------|--------------|--------------|------------|-------------|-----------|--------------|--------------|--------------|-------------|
| Total Variance  | \$<br>58,179 \$ | (119,416) \$ | 2,732 \$    | (158,797) \$ | 10,966 \$    | (138,909) \$ | 38,492 \$  | 104,418 \$  | 66,245 \$ | (115,187) \$ | 32,989 \$    | (128,697) \$ | (346,985)   |
| Common          | <br>(5,082)     | (17,010)     | (16,144)    | (28,843)     | (17,876)     | (11,425)     | (9,670)    | (11,973)    | (9,679)   | (22,794)     | (19,413)     | (12,137)     | (182,045)   |
| EMV             | 2,691           | 1,069        | 5,661       | (23,862)     | (45,110)     | (36,902)     | 336        | 13,292      | 11,777    | 16,383       | 19,473       | 10,663       | (24,530)    |
| Regional        | 53,702          | (94,504)     | 53,702      | (111,096)    | 53,319       | (102,725)    | 53,702     | 53,790      | 53,695    | (128,965)    | 53,702       | 53,461       | (8,219)     |
| Low Income      | 2,184           | (6,311)      | 2,553       | (4,716)      | 2,039        | 2,476        | (5,548)    | 138         | 109       | (2,411)      | (5,491)      | (3,554)      | (18,532)    |
| Residential     | 5,840           | 4,177        | (18,664)    | (6,835)      | 2,351        | (10,857)     | (9,256)    | 24,949      | (12,110)  | 5,034        | (10,927)     | (78,850)     | (105,149)   |
| Non-residential | (1,155)         | (6,836)      | (24,375)    | 16,556       | 16,243       | 20,524       | 8,928      | 24,221      | 22,453    | 17,566       | (4,354)      | (98,280)     | (8,510)     |

#### Notes:

[b]-[d]

1) DSM expenditures are budgeted on a annual basis and spread monthly on an equal basis. This timing difference between budget vs actual could attribute to some variances

- Jan \$85k favorable variance primarily due to less implementation costs than budgeted
- Feb \$235k unfavorable variance due to processing more rebates and more implementation costs than budgeted
- Mar \$44k unfavorable variance due to processing more rebates than budgeted
- Apr \$254k unfavorable variance due primarily to more implementation costs than budgeted
- May \$197k unfavorable variance due to processing more rebates than budgeted
- Jun \$496k unfavorable variance due to processing more rebates than budgeted and NEEA dues
- Jul \$8k unfavorable variance due to processing more rebates than budgeted
- Aug \$23k unfavorable variance due to processing more rebates than budgeted
- Sep \$68k favorable variance primarily due to less implementation costs
- Oct \$549k unfavorable variance due to processing more nonres rebates than budgeted and NEEA dues in implementation costs
- Nov \$202k unfavorable variance due to processing more nonres rebates than budgeted
- Dec \$710k unfavorable variance due to processing more nonres and low income rebates than budgeted

| Idaho Natural Gas Schedule 191 |  |
|--------------------------------|--|
|                                |  |

|     |                                       | 2012        | 2012        | 2012        | 2012        | 2012        | 2012        | 2012        | 2012        | 2012        | 2012        | 2012        | 2012      | Total 2012  |
|-----|---------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|-------------|
|     |                                       | Jan         | Feb         | Mar         | Apr         | May         | Jun         | Jul         | Aug         | Sep         | Oct         | Nov         | Dec       |             |
| [a] | Tariff Rider Balance                  | (988,582)   | (1,140,666) | (1,302,121) | (1,384,879) | (1,463,601) | (1,452,029) | (1,355,023) | (1,286,099) | (1,224,357) | (1,158,610) | (1,052,285) | (930,202) |             |
|     | Forecasted tariff rider collections   | 391,586     | 318,629     | 273,076     | 195,528     | 116,159     | 77,374      | 68,849      | 70,060      | 84,999      | 181,800     | 321,674     | 420,995   | 2,520,730   |
| [b] | Actual tariff rider collections       | 280,420     | 251,749     | 228,959     | 178,919     | 106,584     | 72,131      | 50,525      | 36,984      | 42,666      | 34,364      | 889         | -         | 1,284,190   |
|     | Favorable (Unfavorble) Variance       | (111,166)   | (66,880)    | (44,117)    | (16,609)    | (9,575)     | (5,243)     | (18,324)    | (33,076)    | (42,334)    | (147,436)   | (320,785)   | (420,995) | (1,236,540) |
|     | Budgeted expenditures                 | 173,136     | 173,136     | 173,136     | 173,136     | 173,136     | 173,136     | 173,136     | 173,136     | 173,136     | 173,136     | 173,136     | 173,136   | 2,077,627   |
| [c] | Actual expenditures                   | 128,336     | 90,294      | 146,202     | 100,196     | 118,157     | 169,137     | 119,450     | 98,726      | 108,412     | 140,689     | 122,973     | 110,878   | 1,453,449   |
|     | Favorable (Unfavorable) Variance      | 44,800      | 82,842      | 26,934      | 72,939      | 54,979      | 3,998       | 53,686      | 74,410      | 64,723      | 32,447      | 50,163      | 62,258    | 624,178     |
|     | Favorable (Unfavorable) Net monthly   |             |             |             |             |             |             |             |             |             |             |             |           |             |
| [d] | activity ([b]-[c])                    | 152,084     | 161,455     | 82,758      | 78,723      | (11,573)    | (97,006)    | (68,924)    | (61,742)    | (65,747)    | (106,325)   | (122,084)   | (110,878) | (169,258)   |
|     | Tariff Rider Ending Balance ([a]-[d]) | (1,140,666) | (1,302,121) | (1,384,879) | (1,463,601) | (1,452,029) | (1,355,023) | (1,286,099) | (1,224,357) | (1,158,610) | (1,052,285) | (930,202)   | (819,324) |             |

- Jan Expenses were significantly lower than budgeted.
- Feb Expenses were significantly lower than revenue resulting in an increase to the balance.
- Mar Expenses were lower than revenue.
- Apr Expenses were significantly lower than budgeted.
- May Expenses were slightly higher than revenue.
- Jun Expenses were higher than revenue.
- Jul Expenses were higher than revenue.
- Aug Expenses were higher than revenue.
- Sep Expenses were higher than revenue and revenue is low due to above average temperatures.
- Oct Expenses were higher than revenue and revenue is low due to above average temperatures and a rate decrease.
- Nov Expenses were higher than revenue and revenue is low due to less HDD than normal and a rate decrease.
- Dec Revenue \$0 with rate reduced to zero and expenses reducing the rider balance.

#### Idaho Natural Gas Schedule 191

|     |                                       |    | 2012        | 2012        | 2012        | 2012        |
|-----|---------------------------------------|----|-------------|-------------|-------------|-------------|
|     |                                       |    | 1st Qtr     | 2nd Qtr     | 3rd Qtr     | 4th Qtr     |
| [a] | Tariff Rider Balance                  | \$ | (988,582)   | (1,384,879) | (1,355,023) | (1,158,610) |
|     | Forecasted tariff rider collections   |    | 983,291     | 389,062     | 223,909     | 924,470     |
| [b] | Actual tariff rider collections       |    | 761,128     | 357,635     | 130,175     | 35,253      |
|     | Favorable (Unfavorble) Variance       |    | (222,163)   | (31,427)    | (93,734)    | (889,217)   |
|     |                                       |    |             |             |             |             |
|     | Budgeted expenditures                 |    | 519,407     | 519,407     | 519,407     | 519,407     |
| [c] | Actual expenditures                   |    | 364,831     | 387,490     | 326,588     | 374,539     |
|     | Favorable (Unfavorable) Variance      |    | 154,575     | 131,916     | 192,819     | 144,867     |
|     | Favorable (Unfavorable) Net monthly   |    |             |             |             |             |
| [d] | activity ([b]-[c])                    |    | 396,296     | (29,856)    | (196,413)   | (339,286)   |
|     | Tariff Rider Ending Balance ([a]-[d]) | (  | (1,384,879) | (1,355,023) | (1,158,610) | (819,324)   |

### Projected Tariff Rider Balance

- Jan Expenses were significantly lower that
- Feb Expenses were significantly lower th
- Mar Expenses were lower than revenue.
- Apr Expenses were significantly lower th
- May Expenses were slightly higher than
- Jun Expenses were higher than revenue.
- Jul Expenses were higher than revenue.
- Aug Expenses were higher than revenue.
- - -
- Sep Expenses were higher than revenue
- Oct Expenses were higher than revenue :
- Nov Expenses were higher than revenue
- Dec Revenue \$0 with rate reduced to zer

|         | Idaho Natural Gas Schedule 191          |                |             |            |             |            |             |            |            |            |            |            |             |            |             |
|---------|---|----------------|-------------|------------|-------------|------------|-------------|------------|------------|------------|------------|------------|-------------|------------|-------------|
|         | DSM Functional Categories               |                | 2012        | 2012       | 2012        | 2012       | 2012        | 2012       | 2012       | 2012       | 2012       | 2012       | 2012        | 2012       | Total 2012  |
|         |   |                | Jan         | Feb        | Mar         | Apr        | May         | Jun        | Jul        | Aug        | Sep        | Oct        | Nov         | Dec        |             |
|         | DSM Budget-Direct Customer Incentives:  |                |             |            |             |            |             |            |            |            |            |            |             |            |             |
|         | Non-residential                         | \$             | 40,682      | 40,682     | 40,682      | 40,682     | 40,682      | 40,682     | 40,682     | 40,682     | 40,682     | 40,682     | 40,682      | 40,682 \$  | 488,188     |
|         | Residential                             |                | 46,943      | 46,943     | 46,943      | 46,943     | 46,943      | 46,943     | 46,943     | 46,943     | 46,943     | 46,943     | 46,943      | 46,943     | 563,313     |
|         | Low Income                              |                | 18,681      | 18,681     | 18,681      | 18,681     | 18,681      | 18,681     | 18,681     | 18,681     | 18,681     | 18,681     | 18,681      | 18,681     | 224,166     |
| [a]     | Total Budget-Direct Customer Incentives | \$             | 106,306 \$  | 106,306 \$ | 106,306 \$  | 106,306 \$ | 106,306 \$  | 106,306 \$ | 106,306 \$ | 106,306 \$ | 106,306 \$ | 106,306 \$ | 106,306 \$  | 106,306 \$ | 1,275,667   |
|         | DSM Budget-Non-Incentive Funding:       |                |             |            |             |            |             |            |            |            |            |            |             |            |             |
|         | Non-residential                         | \$             | 13,148      | 13,148     | 13,148      | 13,148     | 13,148      | 13,148     | 13,148     | 13,148     | 13,148     | 13,148     | 13,148      | 13,148 \$  | 157,780     |
|         | Residential                             |                | 9,043       | 9,043      | 9,043       | 9,043      | 9,043       | 9,043      | 9,043      | 9,043      | 9,043      | 9,043      | 9,043       | 9,043      | 108,511     |
|         | Low Income                              |                | 1,557       | 1,557      | 1,557       | 1,557      | 1,557       | 1,557      | 1,557      | 1,557      | 1,557      | 1,557      | 1,557       | 1,557      | 18,683      |
|         | Regional                                |                | 2,436       | 2,436      | 2,436       | 2,436      | 2,436       | 2,436      | 2,436      | 2,436      | 2,436      | 2,436      | 2,436       | 2,436      | 29,233      |
|         | EMV                                     |                | 7,329       | 7,329      | 7,329       | 7,329      | 7,329       | 7,329      | 7,329      | 7,329      | 7,329      | 7,329      | 7,329       | 7,329      | 87,943      |
|         | Common                                  |                | 11,051      | 11,051     | 11,051      | 11,051     | 11,051      | 11,051     | 11,051     | 11,051     | 11,051     | 11,051     | 11,051      | 11,051     | 132,610     |
| [b]     | Total Budget-Non-incentive Funding      | \$             | 44,563 \$   | 44,563 \$  | 44,563 \$   | 44,563 \$  | 44,563 \$   | 44,563 \$  | 44,563 \$  | 44,563 \$  | 44,563 \$  | 44,563 \$  | 44,563 \$   | 44,563 \$  | 534,760     |
| [a]+[b] | 2012 Aggregate DSM Budget               | \$             | 150,869 \$  | 150,869 \$ | 150,869 \$  | 150,869 \$ | 150,869 \$  | 150,869 \$ | 150,869 \$ | 150,869 \$ | 150,869 \$ | 150,869 \$ | 150,869 \$  | 150,869    | 5 1,810,427 |
|         |   | -              |             |            |             |            |             |            |            |            |            |            |             |            |             |
|         | DSM Actual-Direct Customer Incentives:  |                |             |            |             |            |             |            |            |            |            |            |             |            |             |
|         | Non-residential                         | \$             | 33,345      | 7,904      | 36,092      | 2,591      | 4,299       | 6,242      | 36,129     | 510        | 15,062     | 18,749     | 35,576      | 28,451     | 224,950     |
|         | Residential                             |                | 57,150      | 44,581     | 63,702      | 36,476     | 23,532      | 35,822     | 35,334     | 27,283     | 45,475     | 69,139     | 57,660      | 5,112      | 501,265     |
|         | Low Income                              |                | -           |            |             | 7,610      | 36,002      | 71,077     |            | 28,528     | 11,960     | 19,758     | 8,923       | 60,909     | 244,765     |
| [c]     | Total Actual-Direct Customer Incentives | \$             | 90,495 \$   | 52,485 \$  | 99,794 \$   | 46,676 \$  | 63,833 \$   | 113,141 \$ | 71,463 \$  | 56,321 \$  | 72,497 \$  | 107,647 \$ | 102,159 \$  | 94,471 \$  | 970,980     |
|         | DSM Actual-Non-Incentive Funding:       |                |             |            |             |            |             |            |            |            |            |            |             |            |             |
|         | Non-residential                         | \$             | 2,782       | 4,081      | 6,310       | 4,739      | 5,783       | 4,262      | 4,037      | 2,592      | 2,329      | 3,371      | 931         | 744        | 41,960      |
|         | Residential                             |                | 2,967       | 4,972      | 9,739       | 1,902      | 3,937       | 6,877      | 5,080      | 5,091      | 5,117      | 4,110      | 5,014       | 2,729      | 57,535      |
|         | Low Income                              |                | 953         | 3,090      | 156         | 2,740      | 981         | 555        | 3,028      | 1,096      | 1,486      | 2,069      | 769         | 1,304      | 18,226      |
|         | Regional                                |                |             |            |             |            |             |            | 228        |            |            |            |             |            | 228         |
|         | EMV                                     |                | 10,834      | 1,070      | 4,778       | 13,925     | 18,211      | 18,509     | 8,173      | 1,853      | 2,157      | 1,652      | 1,019       | 1,144      | 83,325      |
|         | Common                                  |                | 20,305      | 24,595     | 25,425      | 30,215     | 25,412      | 25,794     | 27,442     | 31,774     | 24,826     | 21,841     | 13,081      | 10,486     | 281,195     |
| [d]     | DSM Actual-Non-Incentive Funding        | \$             | 37,841 \$   | 37,809 \$  | 46,408 \$   | 53,520 \$  | 54,324 \$   | 55,996 \$  | 47,987 \$  | 42,405 \$  | 35,915 \$  | 33,042 \$  | 20,813 \$   | 16,407 \$  | 482,468     |
| [c]+[d] | 2012 Aggregate DSM Actual               | \$             | 128,336 \$  | 90,294 \$  | 146,202 \$  | 100,196 \$ | 118,157 \$  | 169,137 \$ | 119,450 \$ | 98,726 \$  | 108,412 \$ | 140,689 \$ | 122,973 \$  | 110,878 \$ | 5 1,453,449 |
|         | Budget-Actual Variance                  |                |             |            |             |            |             |            |            |            |            |            |             |            |             |
|         | Direct Customer Incentives:             |                |             |            |             |            |             |            |            |            |            |            |             |            |             |
|         | Non-residential                         | \$             | 7,337 \$    | 32,778 \$  | 4,591 \$    | 38,092 \$  | 36,383 \$   | 34,440 \$  | 4,553 \$   | 40,172 \$  | 25,620 \$  | 21,933 \$  | 5,106 \$    | 12,231     | 263,238     |
|         | Residential                             | \$             | (10,207) \$ | 2,362 \$   | (16,760) \$ | 10,467 \$  | 23,410 \$   |            | 11,609 \$  | 19,660 \$  | 1,468 \$   |            | (10,717) \$ | 41,831     | 62,048      |
|         | Low Income                              | \$             | 18,681 \$   | 18,681 \$  | 18,681 \$   | 11,071 \$  | (17,321) \$ |            | 18,681 \$  | (9,847) \$ | 6,721 \$   |            | 9,757 \$    | (42,228)   | (20,599)    |
| [a]-[c] | Total Variance                          | <u>.</u><br>\$ | 15,811 \$   | 53,821 \$  | 6,512 \$    | 59,630 \$  | 42,473 \$   | . , , .    | 34,843 \$  | 49,985 \$  | 33,809 \$  |            | 4,146 \$    | 11,835     |             |
| r~1 r~1 |   | 7              | 10,011 7    | 33,021 9   | 5,51E Y     | 33,330 9   | .=,+,5 4    | (0,000)    | 5.,5-5 ¥   | .5,505 9   | 35,305 7   | (1,571)    | .,,,,,,,    | 11,000 y   | . 554,007   |

| Non- | Incentive | <b>Funding:</b> |
|------|-----------|-----------------|
|      |           |                 |

| Total Variance  | Ś  | 22,533 \$  | 60,575 \$   | 4,667 \$    | 50,673 \$   | 32,712 \$   | (18,268) \$ | 31,419 \$   | 52,143 \$   | 42,457 \$   | 10,180 \$   | 27,896 \$  | 39,991 \$ | 356,978   |
|-----------------|----|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|------------|-----------|-----------|
| Total Variance  | \$ | 6,722 \$   | 6,754 \$    | (1,844) \$  | (8,957) \$  | (9,761) \$  | (11,433) \$ | (3,424) \$  | 2,158 \$    | 8,648 \$    | 11,521 \$   | 23,750 \$  | 28,157 \$ | 52,292    |
| Common          | \$ | (9,254) \$ | (13,545) \$ | (14,374) \$ | (19,164) \$ | (14,361) \$ | (14,743) \$ | (16,391) \$ | (20,724) \$ | (13,775) \$ | (10,790) \$ | (2,030) \$ | 565       | (148,585) |
| EMV             | \$ | (3,506) \$ | 6,258 \$    | 2,550 \$    | (6,596) \$  | (10,883) \$ | (11,180) \$ | (844) \$    | 5,476 \$    | 5,171 \$    | 5,677 \$    | 6,310 \$   | 6,185     | 4,618     |
| Regional        | \$ | 2,436 \$   | 2,436 \$    | 2,436 \$    | 2,436 \$    | 2,436 \$    | 2,436 \$    | 2,208 \$    | 2,436 \$    | 2,436 \$    | 2,436 \$    | 2,436 \$   | 2,436     | 29,005    |
| Low Income      | \$ | 604 \$     | (1,533) \$  | 1,401 \$    | (1,183) \$  | 576 \$      | 1,002 \$    | (1,471) \$  | 461 \$      | 71 \$       | (512) \$    | 788 \$     | 253       | 457       |
| Residential     | \$ | 6,076 \$   | 4,070 \$    | (697) \$    | 7,141 \$    | 5,106 \$    | 2,165 \$    | 3,963 \$    | 3,952 \$    | 3,925 \$    | 4,933 \$    | 4,029 \$   | 6,314     | 50,976    |
| Non-residential | \$ | 10,367 \$  | 9,067 \$    | 6,839 \$    | 8,409 \$    | 7,365 \$    | 8,886 \$    | 9,111 \$    | 10,557 \$   | 10,820 \$   | 9,778 \$    | 12,217 \$  | 12,404    | 115,820   |

#### Notes:

[b]-[d]

1) DSM expenditures are budgeted on a annual basis and spread monthly on an equal basis. This timing difference between budget vs actual could attribute to some variances

- Jan \$23k favorable variance due to less rebates
- Feb \$61k favorable variance due to less rebates
- Mar \$5k favorable variance due to less rebates
- Apr \$51k favorable variance due to less rebates
- May \$33k favorable variance due to less rebates
- Jun \$18k unfavorable variance due to processing more rebates and implementation costs higher than budgeted
- Jul \$31k favorable variance due to less rebates
- Aug \$52k favorable variance due to less rebates
- Sep \$42k favorable variance due to less rebates
- Oct \$10k favorable variance due less implementation costs
- Nov \$28k favorable variance due less implementation costs
- Dec \$40k favorable variance due less implementation costs