Year 2003 Annual Report and Annual Energy Savings Claim

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This report is submitted October 8, 2004, to the Vermont Department of Public Service and the Efficiency Vermont Contract Administrator. It is provided both in fulfillment of the contractual requirement for the submission of Efficiency Vermont's annual savings claim and as the Annual Report for the Year 2003.

Year 2003 Annual Report and
Annual Energy Savings Claim
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1.1.1. BUSINESS ENERGY SERVICES

Vermont businesses increasingly worked with Efficiency Vermont to pursue improvements in profitability and performance through energy efficiency in 2003. In addition to assisting individual businesses, Efficiency Vermont continued its efforts to transform Vermont's business market by enabling greater implementation of cost-effective energy efficiency. In order to achieve this goal, Efficiency Vermont initiated, maintained, and enhanced strategic working relationships with numerous design professionals, trade allies, business and trade associations, economic development organizations, and financial institutions. By leveraging the knowledge, contacts, and resources of these strategic partners, while continuing direct service to individual businesses, Efficiency Vermont was able to have an impact on larger portions of the business market.

In 2003, Efficiency Vermont completed projects with 638 Vermont businesses, helping them to make new investments in efficiency that will strengthen their bottom lines by reducing energy costs. Together, these businesses are expected to save more than $28,847,000 over the lifetime of the energy efficiency measures installed in 2003. This brings the total lifetime economic value Efficiency Vermont has helped local businesses realize since its inception in 2000, to $61,302,000. Lifetime economic value is defined as the present value of the electricity, fossil fuels and water that are saved over the lifetime of the efficiency measures.

PARTNERSHIPS ACROSS THE BUSINESS MARKET

Direct customer contact and relationships continue to be cornerstones of Efficiency Vermont's work. To help meet the energy needs of the commercial and industrial businesses in the state, Efficiency Vermont recognizes the need to develop partnerships in business markets that increase resources Vermonters can work with for energy efficiency.

Efficiency Vermont has maintained relationships with the design community, while collaborating with architects and engineers to develop training and tools to improve energy-efficient design. Working with refrigeration vendors and their trade association -- Refrigeration Service Engineering Society -- Efficiency Vermont developed and implemented a new initiative to increase the market penetration of high efficiency refrigeration equipment while streamlining participation. In 2003, a group of heating, ventilation, and air conditioning (HVAC) installers participated in a series of meetings at Efficiency Vermont to identify ways to partner in the promotion and installation of high-efficiency HVAC equipment. Working with partners such as these, increases the likelihood that energy efficiency will be incorporated into a building design or that the sale of a energy-efficient product or system will take place. Consequently, it also increases the adoption of energy-efficient approaches.

In addition to working with partners who have direct impact on customer decisions regarding their buildings, Efficiency Vermont worked closely with economic

development agencies and business associations to pursue energy efficiency opportunities for their constituencies.

In partnership with business associations, Efficiency Vermont also conducted several training sessions for customers to increase business owners' understanding of the energy efficiency opportunities in their facilities. These business associations included:

- Vermont Ski Areas Association (motor systems maintenance and improvements);
- Green Mountain Water Environment Association (case studies of successful variable frequency drive projects at municipal wastewater treatment facilities)
- American Society of Heating, Refrigerating and Air-Conditioning Engineers, with co-sponsorship by local HVAC design and contracting firms (advanced variable air volume system design).

These partnerships increase the adaptation of energy efficiency in the market by using existing meetings and organizations to provide businesses with an unbiased look at available opportunities and benefits.

Efficiency Vermont also worked closely with the U.S. Department of Agriculture's Vermont office of Rural Development to inform and assist Vermont farmers in pursuing federal grants for energy efficiency and renewable energy. Despite working within a tight timeframe through a complex federal grant process, two Vermont farms successfully applied for and received a 25% federal cost share on energy improvements in their facilities.

In partnership with the Vermont Environmental Assistance Program, Vermont Manufacturing Extension Center, the Barre Granite Association, and the Vermont Department of Public Service, Efficiency Vermont applied for and received an *Industries of the Future* grant from the U.S. Department of Energy. This grant is to be used to provide technical and financial assistance to the Barre granite industry. The Vermont Department of Public Service will administer the grant funds.

For its work, Efficiency Vermont was recognized with awards from two partner organizations:

- The Vermont Chapter of the Construction Specifications Institute granted a Cooperation Award in recognition and appreciation of Efficiency Vermont's significant involvement and support of the chapter, as well as its monthly programs.
- The Green Mountain Water Environment Association awarded Efficiency Vermont its Corporate Sponsor Award for support of water and wastewater operators and facilities across Vermont.

In addition to its Vermont alliances, Efficiency Vermont has maintained key regional and national partnerships that further Vermont's progress in cost effectively promoting energy efficiency.

- Vermont's leadership in addressing energy issues in multifamily housing received national exposure. Efficiency Vermont staff presented at three sessions and participated in two panel discussions at the "Multifamily Buildings 2003" national multifamily housing conference held in New York. One of these panels addressed ENERGY STAR labeling for multifamily facilities built under the commercial code. As a result of the panel discussion, Vermont is now participating in a national initiative led by the Consortium for Energy Efficiency (CEE) to assist the U.S. Environmental Protection Agency in developing ENERGY STAR standards for multifamily commercial construction.
- Because of its experience in successfully piloting new High Performance T-8 lighting technology at Barnet Elementary School and Stowe High School, Efficiency Vermont was asked to give a presentation on the technology at a CEE meeting. As a result, CEE formed a committee, including Efficiency Vermont staff, to develop a national specification for the High Performance T-8 system.
- Efficiency Vermont worked closely with the Northeast Energy Efficiency Partnerships (NEEP), CEE, the New Buildings Institute and administrators of other efficiency programs in the region to develop and begin implementation of the Energy Benchmark for High Performance Buildings (E-Benchmark); a national building design standard. At a regional meeting on the E-Benchmark and new construction, attended by leading program administrators in the northeast region, Efficiency Vermont was ready and able to immediately integrate this new tool into its services. By being at the forefront of the industry, Efficiency Vermont can influence regional and national practices and standards, thus improving the consistency and quality of building design and construction.

Efficiency Vermont continues to support and actively participate in several regional market transformation initiatives coordinated by NEEP. These initiatives include:

- Motor Up - promoting the benefits of premium efficiency motors;
- Cool Choice - encouraging and assisting the business market to install high efficiency air conditioning systems;
- Design Lights Consortium - promoting the benefits of high quality, energy-efficient lighting design.

In 2003, Efficiency Vermont began representing Motor Up and Cool Choice initiatives with Vermont vendors and contractors, rather than using an out-of-state regional representative. Drawing upon internal staff's knowledge of the Vermont business market, Efficiency Vermont has been successful in establishing positive relationships with local trade allies and in communicating messages consistent with Vermont's energy efficiency efforts.

EXISTING BUSINESS FACILITIES

In 2003, Efficiency Vermont served 550 business operators working to upgrade their processes, replace equipment or renovate their buildings. By incorporating energy

efficiency into these improvements, these businesses are expected to see $19,238,000 in lifetime economic value. Vermont's existing business facilities are diverse, ranging from multi-family residences to large industrial buildings, dairy farms to ski areas, schools to prisons. To meet the varied needs of this market, Efficiency Vermont provides a wide range of services. Some "prescriptive" services are designed to attract a wide variety of business types and sizes and to promote some standard measures with broad applicability. These services offer a simple, easy to use application process. To maximize the ability to help these businesses capture cost-effective opportunities, Efficiency Vermont focuses efforts on customized services tailored to individual business needs. These services include detailed technical analysis, partnering with third parties to procure technical and design assistance, as well as grants and financing to help meet the unique investment criteria of each business.

This customized approach has allowed Efficiency Vermont to better understand how energy efficiency can be integrated into business operations on an ongoing basis while increasing the comprehensiveness of each efficiency project. Efficiency Vermont's success in capturing comprehensive savings in 2003 can be seen in the fact that 20% of its completed custom business projects included a variety of energy efficiency measures across multiple end uses.

In addition to direct project work, Efficiency Vermont developed technological materials to assist businesses in their energy efficiency efforts. These "Tech Briefs" identify efficiency opportunities for improving the bottom line in some of Vermont's key industries. They also provide specific technical and financial information on a variety of efficiency technologies and applications. These Tech Briefs address and are being distributed to:

- The Food Processing Industry
- The Lumber and Wood Processing Industry
- The Primary Metals Processing Industry
- The Quarry, Mineral Processing, and Gravel Crushing Industry

In 2003, Efficiency Vermont implemented a low-interest dairy farm loan service, with financing provided through the Vermont Development Credit Union. Efficiency Vermont also developed and began piloting a broader business energy efficiency loan service through Chittenden Bank. Early participation in both of these financing services has been limited. However, having gained valuable insight and experience regarding delivering alternative financing options, Efficiency Vermont plans to continue to improve and expand these services in order to increase participation in 2004.

Efficiency Vermont also provided standardized rebates to businesses engaged in qualifying prescriptive equipment upgrades. Typically, businesses receive these rebates by working with their suppliers and/or contractors. Contractor and/or suppliers assist in identifying equipment that qualifies for Efficiency Vermont incentives, installing the equipment and then assists businesses in obtaining rebates. To streamline this process and to reach more Vermonters, Efficiency Vermont developed and began distribution of two

new prescriptive incentive forms - one for refrigeration equipment and one for transformers. To help businesses understand their options and to assist refrigeration vendors in promoting energy-efficient upgrades Efficiency Vermont also created a handout that illustrates the opportunities to improve the efficiency of small commercial refrigeration systems. 55% of businesses using the prescriptive service in 2003 were small businesses with annual electric consumption of less than 40,000 kWh per year.

The following table shows the range of actions taken by businesses working with Efficiency Vermont in 2003 to improve existing facilities.

Existing Businesses Facilities					
Facility Type	Efficiency Measures Installed	Customer Investment	Annual Customer Savings	Customer Return on Investment	Lifetime Economic Value
General store	Lighting, refrigeration and controls, hot water and space heat fuel substitution	$10,000 (innovative financing)	$2,500	24%	$17,500
Mixed affordable housing and commercial space	Efficient air conditioning and clothes washers, water saving measures, lighting and occupancy sensors, motors and variable frequency drives, ventilation, comprehensive heating system and shell improvements (Achieved 5-star energy rating)	$17,000	$16,000	94%	$194,000
Large metal processing facility	Compressed air system improvements, including new compressor, cycling dryer, and air distribution upgrades	$28,000	$19,000	65%	$142,000
Plastics injection molding facility	High-efficiency hydraulic molding machines and commercial process dryers	$61,000	$26,000	42%	$200,000

BUSINESS NEW CONSTRUCTION

New construction and major renovation of buildings present key opportunities to embed energy efficiency in Vermont's business infrastructure, benefitting generations to come. Efficiency Vermont has enjoyed a high degree of success in working with design professionals, builders and building owners to decrease the energy demands of new buildings being constructed in Vermont. Most of the design professionals in the state routinely work with Efficiency Vermont on their new building projects.

In 2003, the vast majority of Vermont businesses completing large new construction projects, and an increased number of those completing small new construction projects, worked with Efficiency Vermont. Efficiency Vermont also successfully helped to increase the comprehensiveness of small new construction projects. A key to this success has been the commitment of Vermont business operators to energy-efficient design and construction approaches. These businesses can turn to an increasingly knowledgeable network of design and construction professionals throughout the state who are creating some of the nation's top high performance buildings. Efficiency Vermont is proud of its role in supporting these professionals through:

- The annual Better Buildings By Design conference. This is the region's top conference on high performance buildings, attended by over 700 designers, builders and trades people seeking the latest innovations in energy-efficient approaches.
- The development of new tools for the design and construction process. These tools include the *High Performance Design Guide to Energy-Efficient Commercial Buildings – Vermont and the Northeast Region*, which Efficiency Vermont developed with the American Institute of Architects in 2003. This Guide is scheduled to launch in 2004.
- Training on high performance design and construction, including increasing understanding the Vermont Guidelines for Commercial Construction, and how to go beyond minimum standards to optimize efficiency and create high performing buildings.
- Training for Vermont Department of Buildings and General Services (BGS) staff titled "Code and Beyond.," This training is focused on helping BGS understand and go beyond the Vermont Guidelines, as it is now a required minimum standard for all state-funded new construction projects.

One area that Efficiency Vermont focused on and improved in 2003 was direct engagement with building owners as they undertook new construction projects. Efficiency Vermont pursued all appropriate projects in the Construction Industry's "Works In Progress" listing of significant business new construction projects in Vermont. This effort proved very successful in increasing partnerships with Vermont businesses involved in new construction. Efficiency Vermont also had increased success in engaging parties early in the design phase of a project, when the cost-effectiveness of energy-efficient approaches can be optimized.

To better meet the needs and capture opportunities in the business new construction market, Efficiency Vermont began offering businesses a more customized approach to comprehensive new construction. For Vermont's largest buildings with complex, interactive systems that offer substantial energy-saving opportunities, Efficiency Vermont supported full building simulation modeling. This approach ensures that the interactive effects of systems are fully accounted for, such as the impact of the lower heat from energy-efficient lighting on cooling system sizing. However, with many buildings, comparable levels of comprehensiveness can be achieved with more expedited and less resource-intensive services. In these instances, modeling is tailored to specific measures rather than to the whole building. In 2003, this allowed Efficiency Vermont to capture a greater share of the new construction market, thereby minimizing lost opportunities — particularly among the small buildings typical of much of Vermont construction. For customers not ready to undertake a comprehensive design process, Efficiency Vermont supported them in optimizing the appropriate systems for their buildings with custom project assistance and incentives.

To promote the benefits resulting from an integrated design approach, and to highlight Vermont designers' and builders' expertise in creating high performance buildings, Efficiency Vermont partnered with the Vermont chapter of the American Institute of Architects to sponsor a reception, tour, and presentation at one of the buildings constructed with a comprehensive approach in 2003.

At the end of the year, Efficiency Vermont had 22 business new construction projects enrolled in the comprehensive design approach, with four completed projects in 2003. Among the businesses that completed comprehensive construction projects in 2003, were two buildings that now use energy at a 40% lower rate than required by the Vermont Guidelines for Commercial Construction.

The following chart illustrates the range of building types and measures that Efficiency Vermont supported in 2003, in collaborative efforts with the state's businesses, to reduce the energy demands of new buildings in Vermont.

Business New Construction					
Facility Type	Efficiency Measures Installed	Customer Investment	Annual Customer Savings	Customer Return on Investment	Lifetime Economic Value
Technology design & installation firm	Comprehensive building efficiency measures, including lighting, HVAC, building shell improvements, and related controls	$63,000	$17,000	24%	$156,000

Business New Construction					
Facility Type	Efficiency Measures Installed	Customer Investment	Annual Customer Savings	Customer Return on Investment	Lifetime Economic Value
A large medical facility	Water-cooled chiller, HVAC system, lighting, controls, motors	$133,000	$63,000	48%	$483,000
Non-profit animal shelter	Reduced lighting power density, occupancy sensors, HVAC upgrades	$4,600	$2,400	52%	$26,000
Private, K-8 school	HVAC economizers, demand controlled ventilation, reduced lighting power density and occupancy sensors	$14,000	$9,000	64%	$72,000

TARGETED MARKETS

In addition to efforts in support of existing and new business facilities, Efficiency Vermont targeted specific market areas that have unique opportunities for reducing energy use and energy costs. As these targeted market initiatives include activities within existing and new businesses facilities, the project work that resulted from these efforts is integrated into the existing and new facility work described above. The following discussion highlights some of Efficiency Vermont's targeted activities undertaken in 2003.

Dairy Farms

In 2003, 99 projects were completed at Vermont dairy farms. An important development this year was a low-interest loan program, initiated by Efficiency Vermont, to address the ongoing financial difficulties faced by many Vermont dairy farmers. With no- or low-interest financing covering their costs for energy efficiency measures, farmers have been able to move ahead with projects that lower operating costs. In 2003, fourteen dairy farmers took advantage of this offer to install equipment that will improve the efficiency of their operations. Efficiency Vermont also tested the effectiveness of new ventilation fan technology to identify appropriate applications, with an aim to assist dairy farmers with a more energy-efficient form of ventilation for barns.

Multifamily Housing

Efficiency Vermont continued to work effectively with non-profit housing developers to optimize energy efficiency in the construction and renovation of multifamily, affordable housing. Efficiency Vermont leveraged its ongoing, positive working relationships with these developers to promote implementation of advanced technologies to improve building performance. Efficiency Vermont also partnered with the Vermont Conservation Housing Trust to co-sponsor a training workshop on how to prevent mold in building construction. The training was attended by architects, engineers, builders, and construction specifiers. In 2003, 353 multifamily housing units received 5-star ENERGY STAR ratings for energy efficiency.

Schools

Efficiency Vermont worked closely with the Vermont Department of Education, the Vermont Superintendents Association, and the Vermont School Boards Insurance Trust to create and launch a statewide energy survey of all public, K-12 schools in the state. The survey collected data on facility conditions, such as age, square footage, types of lighting, and other building and energy information. Prior to this survey, there was no centralized database with this information for Vermont schools. As of the end of 2003, the first year in which schools were asked for this information, approximately one-third of all facilities had responded and provided the requested data. Efficiency Vermont will use the data to establish priorities for efforts in the school market.

Ski Areas

Ski areas present significant opportunities for energy savings in commercial, residential, and industrial applications. In 2003, Efficiency Vermont partnered with the Vermont Ski Areas Association (VSAA) to create a survey on mountain operations equipment inventory and systems. This information will help identify the most effective ways to help ski areas to optimize their energy use. Efficiency Vermont also worked with the VSAA to co-sponsor a "Motor Master" training that taught operations employees from six ski areas how to optimize energy efficiency through motor equipment maintenance and appropriate replacement. By the end of 2003, 14 of the state's 17 ski areas had completed at least one project with Efficiency Vermont. The lifetime economic value associated with these ski area efforts is approximately $28,000,000.

State Buildings

Efficiency Vermont worked with the Vermont Department of Buildings and General Services, which oversees most of the maintenance, renovation, and new construction of state buildings. Efforts were focused upon improving the efficiency and performance of both new and existing facilities. Efficiency Vermont also provided other state agencies and organizations with technical and financial assistance, including the Agency of Transportation, State Colleges, State Parks, State Police, Department of Corrections, and State Army and Air National Guard. In 2003, several projects with various state buildings

were completed that totaled more than $533,000 in lifetime economic value. In addition, Efficiency Vermont provided technical assistance and training to State Buildings and General Services staff and their design partners, including activities to promote innovative financing options through performance contracting and other positive cash flow models. These achievements lower the cost of maintaining and operating Vermont's state buildings, which is a benefit to all Vermonters.

Water and Wastewater Facilities

During 2003, Efficiency Vermont, the Northeast Rural Water Association and Vermont Technical College co-hosted two training events for water and wastewater operators. The "Basics of Motors, Drives, and Energy Efficiency" was approved by State Water Supply and Wastewater Management divisions for training credit hours toward operator certification requirements. For many class participants, these courses provided the first introduction to formal concepts in energy efficiency and reducing electrical operating costs. Efficiency Vermont pursued additional outreach activities, including presenting information and metered data, at the Green Mountain Water Environment Association's annual conference, on three successful municipal projects.

1.1.2. RESIDENTIAL ENERGY SERVICES

Throughout 2003, Efficiency Vermont served Vermont households by providing services in the following markets:

- Retail Products
- Residential New Construction
- Existing Homes

Efficiency Vermont's 2003 residential energy services resulted in the following benefits to Vermont households: 14,997 MWh of electricity savings, $13,140,000 of lifetime economic value and 1,779 MW of reduced summer peak demand per year. Lifetime economic value is defined as the present value of the electricity, fossil fuels and water that are saved over the lifetime of the efficiency measures. To achieve these savings, Efficiency Vermont delivered efficiency services to 28,058 Vermont households.

Efficiency Vermont continued to receive national recognition for its service to Vermont households, including:

- U.S. Environmental Protection Agency (EPA) ENERGY STAR awards for Leadership in Energy Efficiency for residential new construction, lighting and appliances as part of a regional effort facilitated by the Northeast Energy Efficiency Partnerships (NEEP) and an ENERGY STAR award for Efficiency Vermont's "Change A Light, Change the World" campaign, part of the EPA's nationwide campaign.
- American Council for an Energy Efficient Economy awards for exemplary programs in residential new construction, lighting and appliances as part of NEEP; and,
- Increasing the penetration of ENERGY STAR qualified products and ENERGY STAR qualified new homes in Vermont markets. According to sales data from national retail chains, Vermont is among the top ten states in the nation for market share of ENERGY STAR qualified room air conditioners, clothes washers and refrigerators. Based on EPA data, Vermont has the second highest state market share of ENERGY STAR qualified homes.

The following sections highlight Efficiency Vermont's accomplishments in the residential markets.

RETAIL EFFICIENT PRODUCTS

As in previous years, Efficiency Vermont promoted ENERGY STAR qualified products and strengthened relationships with retail and wholesale vendors of energy-efficient products. In 2003, Efficiency Vermont encouraged and facilitated Vermonters' purchases of ENERGY STAR qualified compact fluorescent light bulbs, lighting fixtures, ceiling fans, clothes washers, room air conditioners and refrigerators. In addition, as part of its

effort to increase the availability of ENERGY STAR qualified fixtures, Efficiency Vermont co-sponsored a design competition for high quality efficient lighting fixtures and introduced a retail price buy-down approach for lighting incentives. Efficiency Vermont also partnered with local organizations in several towns to help educate residents and businesses about energy efficiency and the benefits of purchasing ENERGY STAR qualified products.. Throughout the year, Efficiency Vermont encouraged Vermonters, through its website, co-op advertising with retail partners and newspaper and radio advertisements, to purchase energy-efficient ENERGY STAR qualified products.

Efficiency Vermont continued its outreach to, and enrollment of, retailers and wholesalers of energy-efficient products. At year-end, more than 200 Vermont retail businesses were enrolled as ENERGY STAR qualified lighting and appliance partners. Efficiency Vermont supported these partners with training for sales staff, point-of-sale promotional materials, cooperative advertising and financial incentives (primarily to consumers).

To help offset the cost of energy-efficient products, Efficiency Vermont provided instant coupons for the purchase of ENERGY STAR qualified compact fluorescent light bulbs and fixtures, and provided mail-in rebate forms for the purchase of ENERGY STAR qualified clothes washers. From mid-April to mid-July, Efficiency Vermont also partnered with manufacturers of ENERGY STAR qualified clothes washers in the nationwide, "Double Your Savings" promotion, during which manufacturers matched Efficiency Vermont's $50 incentive for the purchase of an ENERGY STAR qualified clothes washer. Efficiency Vermont also worked cooperatively with retail partners to facilitate seasonal purchases of ENERGY STAR qualified room air conditioners (May 1-July 31) and refrigerators (July1 – Sept 30). A sales incentive also was made available to salespeople for ENERGY STAR qualified refrigerators sold from October to December. While a financial incentive was originally planned for newly introduced ENERGY STAR qualified freezers, Efficiency Vermont representatives learned from appliance dealers that none of the new higher efficiency freezers were yet being stocked in Vermont stores. Efficiency Vermont continues to work with appliance dealers to encourage them to bring these freezers into the Vermont retail market.

Efficiency Vermont undertook special efforts to address the limited selection of energy-efficient lighting fixtures available to Vermont consumers. Efficiency Vermont was a co-sponsor with the Council for Energy Efficiency and the American Lighting Association, in supporting an international competition for the design and manufacture of energy-efficient lighting fixtures. This competition resulted in the selection of eleven winning designs in 2003; the first year of this two-year design competition. In 2004, manufacturers will produce the fixtures and develop marketing plans to distribute and sell them.

Also during 2003, Efficiency Vermont provided seven Vermont lighting showrooms with an initiative which enabled them to increase the number and variety of energy-efficient fixtures they stock and display. Although the initial sales of fixtures have been limited,

Efficiency Vermont is continuing to work with these showrooms and is seeking additional ways to stimulate the sale of energy-efficient fixtures.

In October, Efficiency Vermont originated and supported the "Change A Light" Challenge for the Village of Poultney, an event that highlighted all of Efficiency Vermont's objectives for the retail market: Partnerships with local retailers; the promotion of ENERGY STAR qualified products; incentives to enable consumers to overcome first cost barriers to their purchase of energy-efficient products; and general public education about the benefits of energy efficiency. Working with Williams True Value Hardware, a retail partner in Poultney, and with the students of Green Mountain College and the administration of the Town of Poultney, Efficiency Vermont challenged the residents of Poultney to replace at least one incandescent light bulb in their homes with an energy-efficient compact fluorescent light (CFL). Efficiency Vermont encouraged residents to participate by providing information about the ways that this easy action could save energy, save money and reduce power plant emissions.

Poultney residents not only accepted the challenge, they also purchased more than 3,000 additional CFLs with incentives from Efficiency Vermont. If every Vermont household adopted this simple switch, Vermonters would save enough electricity to light more than 14,000 households for a year.

This success was due to the support and encouragement of Governor James Douglas; Williams True Value Hardware; which facilitated providing a free bulb to every participating household; and Green Mountain College students and the administration of the Town of Poultney, who participated in a range of promotional activities. This demonstration of partnership, community support and energy efficiency action supports Efficiency Vermont's goals of transforming Vermont's retail market for energy-efficient products as well as expanding Vermonters' support for energy efficiency. The event attracted the attention of media throughout Vermont, which further promoted the Change-a-Light Challenge statewide. As a result of this successful event, the US Environmental Protection Agency recognized Efficiency Vermont as an ENERGY STAR Partner of the Year for the "Change A Light, Change the World" campaign.

The U.S. Environmental Protection Agency (EPA) also acknowledged Efficiency Vermont's contribution to the national energy efficiency effort by selecting the Efficiency Vermont Lighting Guide as the source document for their web-based "ENERGY STAR Light Fixture Guide." This guide is available at:
www.energystar.gov/index.cfm?c=fixture_guide.pr_fixtures_guide_index

In 2003, Efficiency Vermont initiated a pilot activity to simplify the current process of lowering reducing the retail price of high-efficiency lighting products. This limited pilot replaces the current instant coupon for consumers with an incentive payment to lighting manufacturers and/or retailers. Although this approach reduces Efficiency Vermont's ability to track customer purchase information, it increases the efficiency of incentive processing and reduces the costs for processing lighting incentive data.

RESIDENTIAL NEW CONSTRUCTION

Efficiency Vermont's residential new construction services focus upon improving the performance and energy efficiency of Vermonters' new homes. 2003 marked the first year that these services were available to all builders and buyers of new homes in Vermont, due to the expansion of these services to include members of the Washington Electric Cooperative.

As in previous years, Efficiency Vermont reached out to builders and buyers of new homes to encourage their adoption of energy-efficient approaches. Efficiency Vermont provided technical assistance, plan reviews, on-site inspections, performance testing and both ENERGY STAR labeling and energy code assistance. The year also marked the completion of a record number of ENERGY STAR qualified single family homes. More than 300 such homes were performance tested to be 20% or more energy-efficient than specified by the Vermont Residential Building Energy Standard, and to contain energy-efficient lighting, improved ventilation and combustion air safety measures. Homes completed in 2003 also included a greater number of energy-efficient lighting fixtures than in homes built in prior years.

The increasing penetration of ENERGY STAR qualified homes into Vermont's residential new construction market has been acknowledged by the U.S. Environmental Protection Agency. The EPA recognized Efficiency Vermont's efforts in sponsoring over 500 ENERGY STAR qualified homes and for achieving the second highest state market share of ENERGY STAR qualified homes in the nation. The American Council for an Energy Efficient Economy also recognized Efficiency Vermont's residential new construction services as exemplary and as a model for other states to follow.

To increase awareness of the benefits of an ENERGY STAR qualified home among both builders and buyers, Efficiency Vermont continued its educational outreach efforts in 2003. These outreach efforts included

- Efficiency Vermont's Better Buildings by Design 2003 Conference - the region's top new construction conference, where Vermont's designers and builders gathered to learn about cutting-edge approaches to building durability, efficiency and value from national leaders in the field;
- Sponsorship of several training workshops at building supply stores (Gregory Supply in Burlington, Parker & Stearns in Johnson and H. Greenberg & Son in Bennington);
- Presentations to state-wide chapters of Habitat for Humanity;
- Efficiency Vermont's presence at Home and Builders' Shows; and,
- Working in close association with the Home Builders Associations of both Northern and Southern Vermont.

EXISTING HOMES

Efficiency Vermont's core efficiency services to the existing homes market consist of the following:

- Low-Income Single Family: Efficiency Vermont continued the delivery of electric efficiency services to low-income Vermont households through its partnership with the five agencies that deliver the statewide Weatherization Assistance Program. Eligible customers received services that included the installation of ENERGY STAR qualified light bulbs and fixtures; replacement ENERGY STAR qualified refrigerators for inefficient and high usage refrigerators; waterbed insulation pads or mattress replacements; and, when cost effective, the replacement of electric domestic hot water heaters and electric space heating systems with units using less costly fossil fuels.

- Customer Service: In addition to providing energy efficiency information, via phone and e-mail, Efficiency Vermont provided Vermonters with tools to empower them to take positive action to lower their energy usage. Staff distributed do-it-yourself energy audit compact discs and loaned meters that enabled people to measure individual equipment usage. Efficiency Vermont provided an energy checklist to enable households to conduct their own home energy assessments. Efficiency Vermont also distributed printed Energy Saving Tips and started the development of materials for Vermonters who use electric water heaters, as well as materials to address the unique needs of renters.

- High Usage Households: Vermont households with high electric usage (typically 7000 KWh or more per year) may be candidates for electric efficiency improvements that can significantly reduce their energy costs. Through customer inquiries and Efficiency Vermont's outreach efforts, high usage households received a range of services including, as applicable: Technical assistance; energy saving tips; on-site energy audits with direct installation of efficient lighting and hot water conservation measures; and financial incentives for undertaking cost-effective efficiency improvements. By using these incentives to reduce the purchase price, households can choose to replace their electric hot water and/or space heating system, make improvements such as insulation and air sealing and/or retire their inefficient refrigerator early and replace it with an ENERGY STAR qualified model.

In addition to these core efficiency services, Efficiency Vermont initiated steps in the following areas to expand the efficiency services available to customers in the Existing Homes market:

- Furnace Fans: Improvements in electric motor design have created an opportunity for Vermonters to lower energy costs by utilizing energy-efficient furnace fan motors. In 2003, Efficiency Vermont completed a technical review of high efficiency furnace fan motors in high efficiency forced air heating systems. Efficiency Vermont then worked with Vermont Gas Systems and the Consortium for Energy Efficiency to determine the benefits of this technology for Vermont residents. As a result, in 2004, Efficiency Vermont will offer incentives for the purchase/installation of high efficiency forced air heating systems with high efficiency fan motors

- Central Air Conditioning: Market information shows that the increase in central air conditioning systems being installed in Vermont homes has an impact on peak summer energy demand. Therefore, Efficiency Vermont determined that high efficiency central air conditioning presents an opportunity for cost-effective energy savings. As a result, in 2004, Efficiency Vermont will provide incentives and contractor training for the sale/installation of ENERGY STAR qualified central air conditioning equipment.

- Home Performance Contracting: Efficiency Vermont has identified a need for comprehensive efficiency services to address the broader scope of residential energy use. Therefore, using a model for comprehensive home performance (retrofit services) implemented in New York, Efficiency Vermont has begun to adapt this model for Vermont use. Using the Building Performance Institute (BPI) of Albany, New York performance specifications that have been adopted by several states, Efficiency Vermont had five staff members complete an extensive training program to become BPI certified technicians. Efficiency Vermont's plans for 2004 call for this training and certification to be provided to Vermont contractors. This will enable them to provide comprehensive home assessment and installation services. In addition to providing the training and certification, Efficiency Vermont will work with these contractors to help them market their enhanced skills.

2.1.1. Services and Initiatives Summary

	Totals				Business Energy Services			Residential Energy Services				Other
Services	All Services and Initiatives Including CC	EVT Services and Initiatives	Subtotal Business Energy Services	Subtotal Residential Energy Services	Business New Construction	Business Existing Facilities	Business Initiatives	Residential New Construction	Efficient Products	Residential Existing Buildings	Residential Initiatives	Customer Credit Program
Costs												
Year to Date Costs	$12,493,746	$12,168,677	$6,918,895	$5,249,782	$2,772,004	$3,735,496	$411,395	$1,220,717	$1,729,655	$2,189,841	$109,568	$325,069
* Annual Budget Estimate	$13,103,732	$12,481,668	$7,036,123	$5,445,545	$2,560,697	$3,765,389	$710,037	$1,356,641	$1,812,672	$2,065,210	$211,022	$622,064
Unspent Annual Budget Estimate	$609,986	$312,991	$117,228	$195,764	($211,307)	$29,893	$298,642	$135,924	$83,017	($124,632)	$101,454	$296,995
% Annual Budget Estimate Unspent	5%	3%	2%	4%	-8%	1%	42%	10%	5%	-6%	48%	48%
Savings Results												
MWh Year to Date	51,216	46,675	31,677	14,997	9,642	22,035	nap	635	9,901	4,461	nap	4,541
MWh cumulative starting 1/1/03	51,216	46,675	31,677	14,997	9,642	22,035	nap	635	9,901	4,461	nap	4,541
3-Year MWh Goal	nap	118,250	69,466	48,784	18,450	51,016	nap	3,530	32,732	12,523	nap	nap
% of 3-Year MWh Goal	nap	39%	46%	31%	52%	43%	nap	18%	30%	36%	nap	nap
Participation												
Partic.w/ installs Year to Date	28,872	28,871	813	28,058	142	671	nap	376	25,959	1,723	nap	1
Partic.w/ installs cumulative starting 1/1/03	28,872	28,871	813	28,058	142	671	nap	376	25,959	1,723	nap	1

Total Costs for Services and Initiatives (including CC), Administration and IT

Services	Total	Administration	Information Systems	Services and Initiatives Costs
Costs				
Year to Date Costs	$12,957,903	$99,589	$364,568	$12,493,746
* Annual Budget Estimate	$13,639,997	$139,714	$396,551	$13,103,732
Unspent Annual Budget Estimate	$682,094	$40,125	$31,983	$609,986
% Annual Budget Estimate Unspent	5%	29%	8%	5%

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

2.1.2. Services and Initiatives including Customer Credit [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03	Cumulative starting 3/1/00 [b]
# participants with installations	32,307	28,872	nap	28,872	96,712
# participants with analysis	3,555	3,772	nap	3,772	14,794
# participants with analysis and installations	3,678	2,598	nap	2,598	11,085
Services and Initiatives Costs					
Operating Costs					
Administration	$94,751	$99,589	$139,714	$99,589	$375,001
Services and Initiatives	$2,324,184	$2,892,451	$3,066,448	$2,892,451	$8,460,683
Program Planning	$324,156	nap	nap	nap	$1,006,327
Marketing/Business Development	$1,367,073	$1,896,665	$1,926,875	$1,896,665	$4,738,693
Information Systems	$300,327	$364,568	$396,551	$364,568	$1,059,816
Subtotal Operating Costs	$4,410,491	$5,253,273	$5,529,588	$5,253,273	$15,640,520
Incentive Costs					
Incentives to Participants	$4,633,232	$5,163,712	$5,268,989	$5,163,712	$15,851,820
Incentives to Trade Allies	$609	$12,620	$13,533	$12,620	$13,229
Subtotal Incentive Costs	$4,633,841	$5,176,333	$5,282,523	$5,176,333	$15,865,050
Technical Assistance Costs					
Services to Participants	$1,682,223	$2,236,926	$2,451,527	$2,236,926	$5,843,549
Services to Trade Allies	$255,827	$291,371	$376,359	$291,371	$992,280
Subtotal Technical Assistance Costs	$1,938,050	$2,528,298	$2,827,886	$2,528,298	$6,835,830
Total Efficiency Vermont Costs	$10,982,382	$12,957,903	$13,639,997	$12,957,903	$38,341,399
Total Participant Costs	$5,831,679	$7,530,003	nav	$7,530,003	$22,025,205
Total Third Party Costs	$513,229	$709,543	nav	$709,543	$1,665,362
Total Services and Initiatives Costs	$17,327,290	$21,197,449	$13,639,997	$21,197,449	$62,031,966
Annualized MWh Savings	40,557	51,216	nap	51,216	152,802
Lifetime MWh Savings	581,308	761,488	nap	761,488	2,224,174
TRB Savings (2003$)	$34,289,001	$44,805,794	nap	$44,805,794	$133,956,177
Winter Coincident Peak kW Savings	7,467	8,059	nap	8,059	27,462
Summer Coincident Peak kW Savings	4,996	6,502	nap	6,502	17,937
Annualized MWh Savings/Participant	1.255	1.774	nap	1.774	1.580
Weighted Lifetime	14	15	nap	15	15
Committed Incentives	$1,117,709	$1,685,749	nap	$1,685,749	$1,685,749

Annualized MWh Savings (adjusted for measure life)	152,166
Winter Coincident Peak kW Savings (adjusted for measure life)	27,386
Summer Coincident Peak kW Savings (adjusted for measure life)	17,862

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

2.1.3. Services and Initiatives excluding Customer Credit [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03	Cumulative starting 3/1/00 [b]
# participants with installations	32,306	28,871	nap	28,871	96,711
# participants with analysis	3,555	3,772	nap	3,772	14,794
# participants with analysis and installations	3,678	2,598	nap	2,598	11,085
Services and Initiatives Costs					
Operating Costs					
Administration	$94,751	$99,589	$139,714	$99,589	$375,001
Services and Initiatives	$2,270,975	$2,875,274	$3,039,189	$2,875,274	$8,339,431
Program Planning	$315,656	nap	nap	nap	$977,110
Marketing/Business Development	$1,367,073	$1,896,665	$1,926,875	$1,896,665	$4,738,693
Information Systems	$300,327	$364,568	$396,551	$364,568	$1,059,816
Subtotal Operating Costs	$4,348,782	$5,236,096	$5,502,329	$5,236,096	$15,490,051
Incentive Costs					
Incentives to Participants	$4,206,339	$4,858,528	$4,678,206	$4,858,528	$14,694,753
Incentives to Trade Allies	$609	$12,620	$13,533	$12,620	$13,229
Subtotal Incentive Costs	$4,206,948	$4,871,149	$4,691,740	$4,871,149	$14,707,983
Technical Assistance Costs					
Services to Participants	$1,682,223	$2,234,218	$2,447,504	$2,234,218	$5,840,841
Services to Trade Allies	$255,827	$291,371	$376,359	$291,371	$992,280
Subtotal Technical Assistance Costs	$1,938,050	$2,525,589	$2,823,864	$2,525,589	$6,833,121
Total Efficiency Vermont Costs	$10,493,780	$12,632,834	$13,017,933	$12,632,834	$37,031,155
Total Participant Costs	$5,831,679	$7,520,763	nav	$7,520,763	$22,015,965
Total Third Party Costs	$513,229	$709,543	nav	$709,543	$1,665,362
Total Services and Initiatives Costs	$16,838,688	$20,863,140	$13,017,933	$20,863,140	$60,712,482
Annualized MWh Savings	38,363	46,675	nap	46,675	144,726
Lifetime MWh Savings	552,705	693,356	nap	693,356	2,107,321
TRB Savings (2003$)	$32,945,594	$41,987,042	nap	$41,987,042	$128,535,019
Winter Coincident Peak kW Savings	7,215	7,550	nap	7,550	26,442
Summer Coincident Peak kW Savings	4,745	5,998	nap	5,998	16,924
Annualized MWh Savings/Participant	1.187	1.617	nap	1.617	1.496
Weighted Lifetime	14	15	nap	15	15
Committed Incentives	$1,117,709	$1,685,749	nap	$1,685,749	$1,685,749

Annualized MWh Savings (adjusted for measure life)	144,089
Winter Coincident Peak kW Savings (adjusted for measure life)	26,366
Summer Coincident Peak kW Savings (adjusted for measure life)	16,849

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

2.1.4. Efficiency Vermont Services & Initiatives - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	3,175	1,949	1,827	40,976	62	951	635	0	$349,005	$580,331
Cooking and Laundry	4,189	1,973	1,465	27,597	388	284	5,470	38,433	$205,122	$859,095
Design Assistance	15	293	272	5,184	35	49	818	0	$80,535	$120,235
Hot Water Efficiency	927	333	288	2,716	52	40	4,821	8,292	$39,248	$207,112
Hot Water Fuel Switch	347	1,809	1,767	52,329	315	202	-6,460	0	$270,163	$204,398
Industrial Process Eff.	29	9,810	9,370	138,533	1,909	470	29,111	-34	$487,814	$1,599,281
Lighting	21,298	18,691	16,470	229,298	2,979	2,399	-7,410	0	$1,740,042	$1,337,411
Motors	145	5,428	4,922	75,997	688	837	1,149	0	$500,502	$806,620
Other Efficiency	6	98	85	3,781	10	10	0	0	$15,660	$16,285
Other Fuel Switch	32	398	361	8,764	46	67	-1,272	0	$36,383	$48,328
Other Indirect Activity	334	71	61	120	51	47	0	0	$173,367	-$267,402
Refrigeration	1,960	3,141	2,829	44,107	370	491	-263	0	$522,206	$561,947
Space Heat Efficiency	409	74	66	1,723	18	12	21,266	0	$6,475	$596,005
Space Heat Fuel Switch	209	1,843	1,902	53,726	543	0	-6,458	0	$286,139	$565,579
Ventilation	645	764	686	8,507	83	137	5,239	0	$145,866	$285,532
Water Conservation	1	0	0	0	0	0	0	20	$0	$6
Totals		46,675	42,372	693,356	7,550	5,998	46,646	46,711	$4,858,527	$7,520,763

2.1.5. Efficiency Vermont Services & Initiatives - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	90	110	104	1,680	18	15	-180	140	$18,294	$10,226
Burlington	62	29	23	238	5	4	0	4	$1,495	$817
Citizens	1,329	2,488	2,292	42,811	469	231	324	1,904	$296,671	$421,594
CVPS	13,629	19,346	17,456	275,278	3,133	2,304	19,396	21,476	$1,754,273	$2,541,932
Enosburg Falls	194	432	389	6,689	53	56	-212	154	$43,407	$100,449
Green Mountain	8,345	15,097	13,743	232,599	2,353	2,325	8,269	15,886	$1,752,428	$2,596,380
Hardwick	379	288	244	3,747	44	37	-108	236	$42,455	$25,800
Hyde Park	111	65	53	1,093	13	5	36	152	$14,589	$5,115
Jacksonville	27	42	37	511	8	6	3	99	$4,432	$6,728
Johnson	58	69	64	1,385	15	6	-104	85	$14,703	$11,883
Ludlow	211	2,410	2,320	29,575	540	26	17,437	152	$113,902	$295,585
Lyndonville	413	465	408	6,519	64	52	-59	303	$50,031	$46,758
Morrisville	282	513	453	7,988	70	74	155	447	$57,241	$140,863
Northfield	155	179	160	2,769	27	25	-38	225	$24,553	$28,536
Orleans	20	1,152	1,081	17,220	164	162	-199	36	$120,012	$278,781
Readsboro	14	4	3	40	1	1	2	19	$423	$513
Rochester	44	43	46	580	7	7	14	76	$6,384	$3,038
Stowe	200	1,074	1,000	17,588	149	172	-225	368	$96,110	$393,406
Swanton	342	755	698	17,255	85	185	120	521	$108,972	$370,677
VT Electric Coop	1,727	1,313	1,127	18,486	208	203	1,700	3,019	$223,278	$170,528
VT Marble	85	135	126	1,833	18	18	-25	95	$23,077	$15,576
Washington Electric	1,154	667	544	7,472	107	84	341	1,313	$91,796	$55,576
Totals	28,871	46,675	42,372	693,356	7,550	5,998	46,646	46,711	$4,858,527	$7,520,763

2.1.6. Efficiency Vermont Services & Initiatives - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	1,762	1,508	1,306	20,133	281	234	279	2,498	$156,655	$184,560
Bennington	1,299	2,315	2,139	32,598	357	197	3,482	3,481	$216,828	$427,171
Caledonia	1,563	2,115	1,922	30,644	322	281	-9	1,090	$288,623	$208,952
Chittenden	5,515	8,714	7,968	136,724	1,361	1,306	7,150	11,385	$1,010,092	$1,527,831
Essex	196	310	273	4,476	47	43	34	262	$56,131	$36,152
Franklin	2,104	3,661	3,270	63,023	496	624	-73	3,379	$389,080	$792,393
Grand Isle	319	269	236	4,210	50	30	37	544	$36,524	$46,152
Lamoille	1,265	2,284	2,060	37,057	332	361	844	1,724	$289,707	$614,602
Orange	1,339	1,338	1,141	17,064	196	187	209	1,955	$209,067	$161,736
Orleans	944	3,010	2,814	48,049	524	318	-378	1,211	$346,215	$576,049
Rutland	4,606	7,171	6,561	103,924	1,242	667	11,479	4,742	$474,418	$798,704
Washington	3,520	5,495	4,930	75,896	859	817	1,410	4,105	$542,606	$825,742
Windham	1,683	3,157	2,867	51,138	494	487	1,186	3,200	$316,460	$538,392
Windsor	2,756	5,329	4,885	68,421	988	446	20,996	7,134	$526,122	$782,327
Totals	28,871	46,675	42,372	693,356	7,550	5,998	46,646	46,711	$4,858,527	$7,520,763

2.1.7. Efficiency Vermont Services & Initiatives - Total Resource Benefits [a]

	2003	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$31,137,456
Fossil Fuel Savings (Costs)	$220,648	$4,001,293
Water Savings (Costs)	$350,728	$6,848,295
Total	$571,376	$41,987,042

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	42,372	39,935	46,675
Winter on peak	12,368	11,581	13,888
Winter off peak	5,995	5,458	6,268
Summer on peak	14,003	13,370	15,769
Summer off peak	10,005	9,526	10,812
Coincident Demand Savings (kW)			
Winter	7,059	6,611	7,550
Shoulder	6,650	6,280	7,083
Summer	5,562	5,293	5,998

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	42,597	46,711	614,724
Annualized fuel savings (increase) MMBtu	46,732	46,646	525,670
LP	10,034	10,761	199,123
NG	5,709	6,188	94,117
Oil/Kerosene	31,224	29,508	235,517
Wood	(222)	(200)	(2,997)
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$367,411	$365,585	$3,700,690

2.1.8. Business Energy Services - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	587	813	nap	813
# participants with analysis	324	815	nap	815
# participants with analysis and installations	238	499	nap	499
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$1,208,167	$1,704,116	$1,921,376	$1,704,116
Marketing/Business Development	$669,776	$954,311	$1,031,255	$954,311
Subtotal Operating Costs	$1,877,943	$2,658,427	$2,952,631	$2,658,427
Incentive Costs				
Incentives to Participants	$1,654,935	$2,825,414	$2,546,815	$2,825,414
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$1,654,935	$2,825,414	$2,546,815	$2,825,414
Technical Assistance Costs				
Services to Participants	$826,661	$1,435,055	$1,536,677	$1,435,055
Services to Trade Allies	$9,084	$0	$0	$0
Subtotal Technical Assistance Costs	$835,745	$1,435,055	$1,536,677	$1,435,055
Total Efficiency Vermont Costs	$4,368,623	$6,918,895	$7,036,123	$6,918,895
Total Participant Costs	$2,966,272	$5,729,815	nav	$5,729,815
Total Third Party Costs	$124,752	$274,174	nav	$274,174
Total Services and Initiatives Costs	$7,459,647	$12,922,884	$7,036,123	$12,922,884
Annualized MWh Savings	18,436	31,677	nap	31,677
Lifetime MWh Savings	288,803	488,066	nap	488,066
TRB Savings (2003$)	$15,679,544	$28,847,145	nap	$28,847,145
Winter Coincident Peak kW Savings	3,915	4,916	nap	4,916
Summer Coincident Peak kW Savings	2,460	4,219	nap	4,219
Annualized MWh Savings/Participant	31.407	38.963	nap	38.963
Weighted Lifetime	16	15	nap	15
Committed Incentives	$1,117,709	$1,685,749	nap	$1,685,749

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

2.1.9. Business Energy Services - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	70	1,766	1,669	38,454	62	647	635	0	$253,313	$523,736
Cooking and Laundry	38	50	42	693	10	7	678	1,509	$11,657	$62,401
Design Assistance	15	293	272	5,184	35	49	818	0	$80,535	$120,235
Hot Water Efficiency	71	97	84	954	14	11	2,183	6,518	$18,635	$50,342
Hot Water Fuel Switch	39	519	487	13,625	92	61	-1,883	0	$45,720	$46,518
Industrial Process Eff.	29	9,810	9,370	138,533	1,909	470	29,111	-34	$487,814	$1,599,281
Lighting	545	9,555	9,107	141,771	1,517	1,478	-7,410	0	$928,570	$1,068,371
Motors	144	5,427	4,921	75,988	688	835	1,149	0	$500,451	$806,471
Other Efficiency	6	98	85	3,781	10	10	0	0	$15,660	$16,285
Other Fuel Switch	32	398	361	8,764	46	67	-1,272	0	$36,383	$48,328
Other Indirect Activity	19	71	61	120	51	47	0	0	$1,815	$5,048
Refrigeration	105	2,416	2,198	39,453	281	406	-263	0	$242,974	$543,405
Space Heat Efficiency	52	18	18	391	1	12	12,790	0	$4,943	$436,253
Space Heat Fuel Switch	41	474	475	12,662	124	0	-1,679	0	$63,258	$162,615
Ventilation	70	687	622	7,692	75	118	5,239	0	$133,687	$240,521
Water Conservation	1	0	0	0	0	0	0	20	$0	$6
Totals		31,677	29,772	488,066	4,916	4,219	40,096	8,013	$2,825,414	$5,729,815

2.1.10. Business Energy Services - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	6	48	48	505	8	8	-96	0	$6,217	$3,458
Citizens	113	1,571	1,466	25,567	290	144	1,090	23	$139,873	$275,246
CVPS	294	12,995	12,283	203,907	2,066	1,505	16,113	3,660	$973,092	$1,901,603
Enosburg Falls	11	327	298	4,934	37	44	-120	0	$30,647	$90,684
Green Mountain	267	10,228	9,519	153,650	1,447	1,776	5,312	3,947	$1,086,853	$1,897,449
Hardwick	11	106	96	1,555	16	16	-74	0	$15,788	$15,361
Hyde Park	1	1	1	9	0	0	-1	0	$152	-$60
Jacksonville	3	25	23	245	4	4	13	52	$1,925	$3,907
Johnson	5	21	20	468	5	1	-43	22	$3,084	$4,140
Ludlow	4	2,185	2,117	25,758	490	8	17,727	0	$87,606	$255,809
Lyndonville	8	262	244	4,080	32	31	-84	0	$18,419	$35,545
Morrisville	7	368	332	5,902	44	58	163	139	$37,429	$122,964
Northfield	5	95	91	1,683	14	15	-22	0	$9,632	$21,559
Orleans	2	1,142	1,073	17,119	162	161	-202	0	$117,757	$278,200
Rochester	2	25	31	404	4	5	-33	0	$3,632	$740
Stowe	19	981	925	16,614	133	158	-328	12	$86,473	$381,974
Swanton	7	582	555	14,868	57	161	-85	0	$79,782	$351,038
VT Electric Coop	34	518	469	8,156	79	88	805	158	$89,030	$60,991
VT Marble	3	104	100	1,529	13	13	-37	0	$17,130	$12,715
Washington Electric	11	95	83	1,113	15	21	-2	0	$20,894	$16,491
Totals	813	31,677	29,772	488,066	4,916	4,219	40,096	8,013	$2,825,414	$5,729,815

2.1.11. Business Energy Services - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	31	769	702	11,731	155	146	178	166	$79,825	$106,291
Bennington	40	1,664	1,607	24,503	248	110	3,312	1,191	$130,567	$339,984
Caledonia	38	1,313	1,257	20,824	192	197	125	31	$164,186	$167,573
Chittenden	157	5,698	5,335	86,414	816	921	1,789	1,972	$562,090	$1,021,715
Essex	17	173	160	2,596	25	29	104	0	$23,940	$31,186
Franklin	65	2,610	2,379	46,943	312	495	-443	93	$240,057	$644,917
Grand Isle	7	66	57	821	9	10	0	0	$10,064	$10,525
Lamoille	44	1,669	1,549	28,481	227	271	771	331	$186,132	$547,549
Orange	23	647	582	9,430	86	109	-6	167	$109,743	$105,586
Orleans	105	2,336	2,206	35,774	399	251	421	0	$215,037	$476,354
Rutland	75	5,090	4,861	82,989	891	393	11,206	665	$251,029	$646,821
Washington	92	3,686	3,451	53,255	549	615	773	171	$332,096	$661,436
Windham	59	2,048	1,898	33,146	269	386	1,903	331	$168,522	$361,143
Windsor	60	3,908	3,728	51,158	738	286	19,963	2,896	$352,125	$608,733
Totals	813	31,677	29,772	488,066	4,916	4,219	40,096	8,013	$2,825,414	$5,729,815

2.1.12. Residential Energy Services - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	31,719	28,058	nap	28,058
# participants with analysis	3,231	2,957	nap	2,957
# participants with analysis and installations	3,440	2,099	nap	2,099
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$1,378,465	$1,171,158	$1,117,813	$1,171,158
Marketing/Business Development	$697,297	$942,354	$895,620	$942,354
Subtotal Operating Costs	$2,075,762	$2,113,513	$2,013,433	$2,113,513
Incentive Costs				
Incentives to Participants	$2,551,403	$2,033,114	$2,131,392	$2,033,114
Incentives to Trade Allies	$609	$12,620	$13,533	$12,620
Subtotal Incentive Costs	$2,552,012	$2,045,735	$2,144,925	$2,045,735
Technical Assistance Costs				
Services to Participants	$855,562	$799,163	$910,827	$799,163
Services to Trade Allies	$246,743	$291,371	$376,359	$291,371
Subtotal Technical Assistance Costs	$1,102,305	$1,090,534	$1,287,186	$1,090,534
Total Efficiency Vermont Costs	$5,730,079	$5,249,782	$5,445,545	$5,249,782
Total Participant Costs	$2,865,407	$1,790,948	nav	$1,790,948
Total Third Party Costs	$388,477	$435,369	nav	$435,369
Total Services and Initiatives Costs	$8,983,963	$7,476,099	$5,445,545	$7,476,099
Annualized MWh Savings	19,927	14,997	nap	14,997
Lifetime MWh Savings	263,902	205,290	nap	205,290
TRB Savings (2003$)	$17,262,336	$13,139,897	nap	$13,139,897
Winter Coincident Peak kW Savings	3,300	2,634	nap	2,634
Summer Coincident Peak kW Savings	2,285	1,779	nap	1,779
Annualized MWh Savings/Participant	0.628	0.535	nap	0.535
Weighted Lifetime	13	14	nap	14
Committed Incentives	nap	nap	nap	0

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

2.1.13. Residential Energy Services - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	3,105	184	158	2,521	0	303	0	0	$95,693	$56,595
Cooking and Laundry	4,151	1,923	1,423	26,903	378	277	4,791	36,924	$193,465	$796,694
Hot Water Efficiency	856	236	204	1,762	38	29	2,638	1,774	$20,613	$156,770
Hot Water Fuel Switch	308	1,290	1,280	38,704	223	142	-4,577	0	$224,443	$157,880
Lighting	20,753	9,137	7,364	87,527	1,461	921	0	0	$811,473	$269,040
Motors	1	1	1	8	0	2	0	0	$51	$150
Other Indirect Activity	315	0	0	0	0	0	0	0	$171,552	-$272,450
Refrigeration	1,855	725	632	4,654	90	86	0	0	$279,232	$18,542
Space Heat Efficiency	357	57	48	1,332	17	0	8,476	0	$1,532	$159,753
Space Heat Fuel Switch	168	1,369	1,426	41,064	419	0	-4,779	0	$222,882	$402,964
Ventilation	575	77	64	814	8	19	0	0	$12,179	$45,011
Totals		14,997	12,600	205,290	2,634	1,779	6,550	38,699	$2,033,114	$1,790,948

2.1.14. Residential Energy Services - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	84	63	56	1,175	10	7	-84	140	$12,077	$6,769
Burlington	62	29	23	238	5	4	0	4	$1,495	$817
Citizens	1,216	916	827	17,245	179	87	-766	1,881	$156,798	$146,348
CVPS	13,335	6,351	5,174	71,371	1,066	799	3,284	17,815	$781,181	$640,329
Enosburg Falls	183	105	90	1,754	17	12	-92	154	$12,760	$9,765
Green Mountain	8,078	4,869	4,224	78,948	906	550	2,957	11,940	$665,575	$698,931
Hardwick	368	182	148	2,192	29	20	-34	236	$26,668	$10,439
Hyde Park	110	64	52	1,085	12	5	37	152	$14,437	$5,175
Jacksonville	24	17	15	266	3	1	-10	48	$2,506	$2,821
Johnson	53	49	44	917	10	5	-61	63	$11,619	$7,743
Ludlow	207	224	203	3,817	50	18	-290	152	$26,296	$39,776
Lyndonville	405	203	165	2,439	32	21	25	303	$31,611	$11,214
Morrisville	275	145	120	2,086	26	16	-8	309	$19,813	$17,899
Northfield	150	85	69	1,086	14	10	-16	225	$14,922	$6,978
Orleans	18	10	8	100	1	1	2	36	$2,255	$581
Readsboro	14	4	3	40	1	1	2	19	$423	$513
Rochester	42	18	15	176	3	2	47	76	$2,752	$2,298
Stowe	181	93	75	975	16	13	103	356	$9,637	$11,432
Swanton	335	173	143	2,386	29	23	204	521	$29,190	$19,639
VT Electric Coop	1,693	795	658	10,330	130	115	895	2,861	$134,248	$109,537
VT Marble	82	31	27	304	5	5	12	95	$5,948	$2,861
Washington Electric	1,143	572	461	6,359	92	62	343	1,313	$70,903	$39,085
Totals	28,058	14,997	12,600	205,290	2,634	1,779	6,550	38,699	$2,033,114	$1,790,948

2.1.15. Residential Energy Services - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	1,731	739	603	8,402	126	88	100	2,332	$76,830	$78,269
Bennington	1,259	651	532	8,095	109	87	171	2,290	$86,261	$87,186
Caledonia	1,525	802	664	9,820	130	84	-134	1,059	$124,437	$41,379
Chittenden	5,358	3,015	2,633	50,310	545	385	5,361	9,413	$448,002	$506,116
Essex	179	136	113	1,880	21	14	-70	262	$32,191	$4,966
Franklin	2,039	1,051	892	16,080	184	129	370	3,286	$149,023	$147,476
Grand Isle	312	203	179	3,389	42	20	37	544	$26,460	$35,627
Lamoille	1,221	615	511	8,576	105	89	73	1,394	$103,575	$67,053
Orange	1,316	692	559	7,634	110	78	215	1,789	$99,324	$56,150
Orleans	839	674	608	12,275	126	67	-800	1,211	$131,179	$99,695
Rutland	4,531	2,081	1,700	20,934	351	273	273	4,077	$223,389	$151,883
Washington	3,428	1,809	1,479	22,642	310	203	637	3,935	$210,510	$164,306
Windham	1,624	1,109	969	17,991	225	102	-717	2,870	$147,937	$177,249
Windsor	2,696	1,421	1,157	17,262	251	160	1,033	4,238	$173,996	$173,594
Totals	28,058	14,997	12,600	205,290	2,634	1,779	6,550	38,699	$2,033,114	$1,790,948

2.1.16. Cumulative Distributions by Customer Sector

	Total Resource Benefits starting 01/01/03		Annualized MWh Energy Savings starting 01/01/03		Year 2003-2005 PSB Approved Budgets	Sector Allocation by Customer Rate Revenue
	Total	%	Total	%	%	%
Business Energy Services	$31,665,897	71%	36,219	71%	60%	56%
Residential Energy Services	$13,139,897	29%	14,997	29%	40%	44%
Total	$44,805,794	100%	51,216	100%	100%	100%

* Data in this table includes Customer Credit Program results.

2.1.17. Cumulative Distributions by County

County	% of Statewide Population	Number of Participants starting 01/01/03		Total Resource Benefits starting 01/01/03		Annualized MWh Energy Savings starting 01/01/03	
		Total	%	Total	%	Total	%
Addison	5.9%	1,762	6.1%	$1,179,265	2.6%	1,508	2.9%
Bennington	6.1%	1,299	4.5%	$2,073,603	4.6%	2,315	4.5%
Caledonia	4.9%	1,563	5.4%	$1,446,465	3.2%	2,115	4.1%
Chittenden	24.1%	5,516	19.1%	$10,559,067	23.6%	13,255	25.9%
Essex	1.1%	196	0.7%	$216,389	0.5%	310	0.6%
Franklin	7.5%	2,104	7.3%	$2,823,099	6.3%	3,661	7.1%
Grand Isle	1.1%	319	1.1%	$232,738	0.5%	269	0.5%
Lamoille	3.8%	1,265	4.4%	$1,942,004	4.3%	2,284	4.5%
Orange	4.6%	1,339	4.6%	$977,581	2.2%	1,338	2.6%
Orleans	4.3%	944	3.3%	$2,160,021	4.8%	3,010	5.9%
Rutland	10.4%	4,606	16.0%	$6,564,979	14.7%	7,171	14.0%
Washington	9.5%	3,520	12.2%	$7,475,284	16.7%	5,495	10.7%
Windham	7.3%	1,683	5.8%	$2,549,876	5.7%	3,157	6.2%
Windsor	9.4%	2,756	9.5%	$4,605,423	10.3%	5,329	10.4%
Total	100.0%	28,872	100.0%	$44,805,794	100.0%	51,216	100.0%

* Data in this table includes Customer Credit Program results.

2.1.18. Cumulative Distributions by Utility Service Territory [a]

Utility	Statewide Electric Customers	MWh Sales Subject to EEC	Number of Participants Starting 01/01/03		Annualized MWh Energy Savings Starting 01/01/03		Total Resource Benefits Starting 01/01/03		EE Charges Paid through December 30, 2003		EVT Program and Administration Expenditures Starting 01/01/03	
	Total	%	Total	%	Total	%	Total	%	Total	%	Total	%
Barton	0.62%	0.26%	90	0.31%	110	0.22%	$58,048	0.13%	$45,705	0.37%	$36,082	0.28%
Citizens	6.19%	5.37%	1,329	4.60%	2,488	4.86%	$1,998,465	4.46%	$836,027	6.92%	$742,204	5.73%
CVPS	43.73%	38.88%	13,629	47.20%	19,346	37.77%	$16,455,650	36.73%	$6,513,035	44.77%	$4,780,223	36.89%
Enosburg Falls	0.46%	0.37%	194	0.67%	432	0.84%	$265,329	0.59%	$62,801	0.46%	$93,449	0.72%
GMP	26.08%	34.56%	8,346	28.91%	19,638	38.34%	$15,149,348	33.81%	$4,815,224	32.88%	$4,907,603	37.87%
Hardwick	1.19%	0.54%	379	1.31%	288	0.56%	$179,125	0.40%	$93,992	0.76%	$71,336	0.55%
Hyde Park	0.36%	0.20%	111	0.38%	65	0.13%	$64,138	0.14%	$35,485	0.27%	$30,419	0.23%
Jacksonville	0.19%	0.10%	27	0.09%	42	0.08%	$34,902	0.08%	$11,632	0.15%	$10,133	0.08%
Johnson	0.25%	0.28%	58	0.20%	69	0.14%	$48,191	0.11%	$41,352	0.42%	$24,339	0.19%
Ludlow	1.05%	0.81%	211	0.73%	2,410	4.70%	$1,961,277	4.38%	$132,776	1.14%	$488,374	3.77%
Lyndonville	1.54%	1.18%	413	1.43%	465	0.91%	$303,150	0.68%	$196,973	1.68%	$122,981	0.95%
Morrisville	1.21%	0.79%	282	0.98%	513	1.00%	$380,232	0.85%	$131,045	1.06%	$127,440	0.98%
Northfield	0.68%	0.47%	155	0.54%	179	0.35%	$3,623,900	8.09%	$77,756	0.64%	$48,578	0.37%
Orleans	0.21%	0.28%	20	0.07%	1,152	2.25%	$766,029	1.71%	$39,407	0.41%	$213,652	1.65%
Readsboro	0.12%	0.04%	14	0.05%	4	0.01%	$3,954	0.01%	$7,506	0.06%	$776	0.01%
Rochester	0.25%	0.11%	44	0.15%	43	0.08%	$38,799	0.09%	$19,411	0.15%	$14,857	0.11%
Stowe	1.06%	1.08%	200	0.69%	1,074	2.10%	$819,992	1.83%	$162,461	1.41%	$327,011	2.52%
Swanton	0.99%	1.09%	342	1.18%	755	1.47%	$660,991	1.48%	$167,735	1.36%	$252,485	1.95%
VT Elec Coop	4.85%	2.58%	1,727	5.98%	1,313	2.56%	$1,373,280	3.06%	$467,231	3.37%	$449,001	3.47%
Vt Marble	0.27%	3.86%	85	0.29%	135	0.26%	$94,163	0.21%	$41,868	0.23%	$29,950	0.23%
WEC	2.85%	1.10%	1,154	4.00%	667	1.30%	$513,636	1.15%	$144,493	0.46%	$181,432	1.40%
sub-Total	94.14%	93.95%	28,810	99.79%	51,187	99.94%	$44,792,599	99.97%	$14,043,915	98.97%	$12,952,326	99.96%
BED	*5.86%*	*6.05%*	62	*0.21%*	29	*0.06%*	$13,195	*0.03%*	*$188,573*	*1.03%*	$5,577	*0.04%*
Total	100.00%	100.00%	28,872	100.00%	51,216	100.00%	$44,805,794	100.00%	$14,232,487	100.00%	$12,957,903	100.00%

[*] Data in this table includes Customer Credit Program results.

[*] Burlington Electric Department (BED) administers its own services & initiatives. BED reports its results separately to the Vermont Public Service Board.

EEU Expenditures	
EVT program and administration expenditures	$12,957,903
Contract Administrator, Fiscal Agent, DPS Evaluation	$565,294
EVT Performance-based Fee	$410,000
Total EEU Expenditures	**$13,933,198**

2.1.19. 2003-2005 Minimum Performance Requirements

	Minimum Requirement	Results as of 12/31/03
1	Gross Electric Benefits to Energy Efficiency Utility Cost ratio must be greater than 1.0.	3.02
2	15% of Efficiency Vermont's total spending must be for Low Income Single Family, Low Income Multifamily Retrofit and Low Income Multifamily New Construction services and initiatives	18.84%
3	40% of total non-residential accounts with savings must be accounts with annual electric usage of 40,000 kWh per year or less	44.41%

3.1.1. Business New Construction - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	56	142	nap	142
# participants with analysis	76	250	nap	250
# participants with analysis and installations	48	142	nap	142
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$291,969	$585,604	$652,425	$585,604
Marketing/Business Development	$180,615	$451,557	$452,950	$451,557
Subtotal Operating Costs	$472,584	$1,037,161	$1,105,375	$1,037,161
Incentive Costs				
Incentives to Participants	$274,829	$1,231,080	$957,970	$1,231,080
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$274,829	$1,231,080	$957,970	$1,231,080
Technical Assistance Costs				
Services to Participants	$293,426	$503,763	$497,352	$503,763
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$293,426	$503,763	$497,352	$503,763
Total Efficiency Vermont Costs	$1,040,839	$2,772,004	$2,560,697	$2,772,004
Total Participant Costs	$365,708	$2,540,123	nav	$2,540,123
Total Third Party Costs	$37,053	$151,133	nav	$151,133
Total Services and Initiatives Costs	$1,443,600	$5,463,260	nav	$5,463,260
Annualized MWh Savings	2,873	9,642	nap	9,642
Lifetime MWh Savings	44,486	174,949	nap	174,949
TRB Savings (2003$)	$2,186,090	$9,609,335	nap	$9,609,335
Winter Coincident Peak kW Savings	348	1,253	nap	1,253
Summer Coincident Peak kW Savings	483	1,745	nap	1,745
Annualized MWh Savings/Participant	51.304	67.902	nap	67.902
Weighted Lifetime	15	18	nap	18
Committed Incentives	nap	$677,257	nap	$677,257

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

3.1.2. Business New Construction - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	47	1,431	1,367	32,184	51	548	403	0	$208,759	$484,752
Cooking and Laundry	27	42	35	577	8	6	533	1,161	$10,042	$49,221
Design Assistance	9	220	202	4,081	28	38	818	0	$61,346	$90,118
Hot Water Efficiency	28	1	1	10	0	0	1,474	3,944	$274	$16,410
Hot Water Fuel Switch	7	154	134	4,617	26	17	-508	0	$7,201	$5,802
Industrial Process Eff.	7	1,094	1,035	19,060	180	163	2,871	0	$152,993	$527,425
Lighting	121	3,780	3,659	67,288	579	524	-2,942	0	$427,486	$424,462
Motors	39	1,378	1,290	21,162	175	282	1,240	0	$148,776	$255,598
Other Efficiency	1	18	16	726	2	2	0	0	$3,551	$3,303
Other Fuel Switch	17	112	95	3,354	22	16	-333	0	$11,201	$6,084
Other Indirect Activity	2	0	0	0	0	0	0	0	$0	$695
Refrigeration	40	880	811	14,994	122	87	-244	0	$111,261	$181,035
Space Heat Efficiency	38	15	16	303	0	10	10,595	0	$1,121	$325,243
Space Heat Fuel Switch	2	45	38	1,343	14	0	-153	0	$5,766	$13,316
Ventilation	50	472	434	5,250	44	52	4,395	0	$81,304	$156,659
Totals		9,642	9,133	174,949	1,253	1,745	18,149	5,105	$1,231,080	$2,540,123

3.1.3. Business New Construction - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	1	11	14	173	2	2	-17	0	$3,639	$678
Citizens	11	311	289	5,754	51	43	351	23	$49,932	$77,359
CVPS	52	3,470	3,312	61,608	455	613	9,358	1,129	$361,726	$836,800
Enosburg Falls	1	0	0	0	0	0	0	0	$2,029	$0
Green Mountain	58	3,897	3,661	69,684	500	703	7,777	3,655	$581,801	$873,438
Hardwick	1	5	4	94	1	2	-5	0	$2,314	$438
Ludlow	1	73	66	1,094	8	8	0	0	$4,649	$4,583
Lyndonville	1	30	34	401	4	4	-42	0	$2,004	$1,905
Morrisville	2	75	69	1,533	14	10	45	139	$10,972	$16,977
Northfield	1	30	31	431	4	3	0	0	$2,272	$2,140
Rochester	1	23	29	369	4	4	-31	0	$3,074	$740
Stowe	4	924	873	15,912	123	149	-276	12	$79,676	$338,890
Swanton	1	536	509	13,500	50	155	-30	0	$76,088	$347,934
VT Electric Coop	6	240	219	4,118	34	47	1,043	146	$46,496	$37,555
VT Marble	1	18	22	277	3	3	-23	0	$4,408	$685
Totals	142	9,642	9,133	174,949	1,253	1,745	18,149	5,105	$1,231,080	$2,540,123

3.1.4. Business New Construction - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	8	261	245	5,111	50	33	401	166	$31,844	$62,106
Bennington	10	564	547	8,324	104	24	3,522	324	$55,421	$186,559
Caledonia	9	317	314	4,812	58	49	519	31	$45,540	$38,014
Chittenden	30	1,829	1,711	31,437	230	355	4,504	1,857	$248,458	$327,427
Essex	2	69	66	1,169	12	12	78	0	$10,907	$21,743
Franklin	10	670	630	16,275	71	171	670	93	$100,143	$399,554
Grand Isle	1	13	11	127	2	4	0	0	$1,015	$2,500
Lamoille	10	1,228	1,150	21,391	169	204	827	297	$135,470	$392,812
Orange	1	50	51	711	11	8	-30	0	$9,489	$3,462
Orleans	7	164	158	2,867	26	25	-98	0	$30,813	$27,235
Rutland	11	1,183	1,117	22,715	84	302	3,813	308	$119,806	$353,595
Washington	16	1,366	1,288	25,620	196	206	756	28	$180,915	$334,379
Windham	11	938	895	17,088	107	192	2,183	238	$67,962	$171,992
Windsor	16	992	950	17,301	132	162	1,004	1,763	$193,298	$218,743
Totals	142	9,642	9,133	174,949	1,253	1,745	18,149	5,105	$1,231,080	$2,540,123

3.1.5. Business New Construction - Total Resource Benefits

	2003	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$7,206,419
Fossil Fuel Savings (Costs)	$160,961	$2,094,049
Water Savings (Costs)	$38,186	$308,867
Total	$199,148	$9,609,335

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	9,133	8,253	9,642
Winter on peak	2,120	1,913	2,294
Winter off peak	842	765	879
Summer on peak	3,524	3,177	3,748
Summer off peak	2,646	2,398	2,721
Coincident Demand Savings (kW)			
Winter	1,216	1,097	1,253
Shoulder	1,526	1,375	1,551
Summer	1,708	1,540	1,745

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	5,451	5,105	51,750
Annualized fuel savings (increase) MMBtu	18,896	18,149	328,334
LP	7,872	7,594	150,073
NG	6,108	5,630	90,564
Oil/Kerosene	4,929	4,936	87,818
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$105,349	$95,655	$1,816,683

3.1.6. Business Existing Facilities - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	531	671	nap	671
# participants with analysis	248	565	nap	565
# participants with analysis and installations	190	357	nap	357
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$916,197	$925,826	$938,058	$925,826
Marketing/Business Development	$489,161	$453,357	$486,556	$453,357
Subtotal Operating Costs	$1,405,358	$1,379,182	$1,424,614	$1,379,182
Incentive Costs				
Incentives to Participants	$1,380,105	$1,594,334	$1,588,844	$1,594,334
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$1,380,105	$1,594,334	$1,588,844	$1,594,334
Technical Assistance Costs				
Services to Participants	$533,235	$761,979	$751,930	$761,979
Services to Trade Allies	$9,084	$0	$0	$0
Subtotal Technical Assistance Costs	$542,319	$761,979	$751,930	$761,979
Total Efficiency Vermont Costs	$3,327,782	$3,735,496	$3,765,389	$3,735,496
Total Participant Costs	$2,600,565	$3,189,692	nav	$3,189,692
Total Third Party Costs	$87,699	$123,042	nav	$123,042
Total Services and Initiatives Costs	$6,016,046	$7,048,229	$3,765,389	$7,048,229
Annualized MWh Savings	15,563	22,035	nap	22,035
Lifetime MWh Savings	244,317	313,118	nap	313,118
TRB Savings (2003$)	$13,493,454	$19,237,810	nap	$19,237,810
Winter Coincident Peak kW Savings	3,567	3,663	nap	3,663
Summer Coincident Peak kW Savings	1,977	2,473	nap	2,473
Annualized MWh Savings/Participant	29.309	32.839	nap	32.839
Weighted Lifetime	16	14	nap	14
Committed Incentives	nap	$1,008,492	nap	$1,008,492

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

3.1.7. Business Existing Facilities - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	23	335	302	6,271	11	100	232	0	$44,554	$38,984
Cooking and Laundry	11	8	7	116	2	1	146	348	$1,615	$13,180
Design Assistance	6	74	70	1,103	7	10	0	0	$19,188	$30,117
Hot Water Efficiency	43	96	83	944	14	11	709	2,574	$18,362	$33,932
Hot Water Fuel Switch	32	365	353	9,008	66	44	-1,375	0	$38,519	$40,716
Industrial Process Eff.	22	8,716	8,335	119,473	1,729	308	26,241	-34	$334,822	$1,071,856
Lighting	424	5,774	5,447	74,482	938	954	-4,467	0	$501,084	$643,909
Motors	105	4,049	3,631	54,827	513	553	-92	0	$351,675	$550,873
Other Efficiency	5	80	69	3,054	8	8	0	0	$12,109	$12,982
Other Fuel Switch	15	286	266	5,410	24	51	-939	0	$25,181	$42,244
Other Indirect Activity	17	71	61	120	51	47	0	0	$1,815	$4,353
Refrigeration	65	1,536	1,386	24,459	158	319	-19	0	$131,714	$362,370
Space Heat Efficiency	14	3	3	89	1	1	2,195	0	$3,822	$111,010
Space Heat Fuel Switch	39	429	437	11,319	110	0	-1,526	0	$57,492	$149,299
Ventilation	20	215	188	2,442	31	66	844	0	$52,383	$83,862
Water Conservation	1	0	0	0	0	0	0	20	$0	$6
Totals		22,035	20,639	313,118	3,663	2,473	21,947	2,908	$1,594,334	$3,189,692

3.1.8. Business Existing Facilities - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	5	36	34	332	6	6	-79	0	$2,578	$2,780
Citizens	102	1,260	1,177	19,812	239	101	739	0	$89,940	$197,887
CVPS	242	9,525	8,971	142,299	1,611	892	6,754	2,531	$611,366	$1,064,804
Enosburg Falls	10	327	298	4,934	37	44	-120	0	$28,618	$90,684
Green Mountain	209	6,331	5,857	83,966	947	1,073	-2,465	291	$505,053	$1,024,011
Hardwick	10	101	91	1,461	15	15	-68	0	$13,474	$14,923
Hyde Park	1	1	1	9	0	0	-1	0	$152	-$60
Jacksonville	3	25	23	245	4	4	13	52	$1,925	$3,907
Johnson	5	21	20	468	5	1	-43	22	$3,084	$4,140
Ludlow	3	2,112	2,052	24,664	482	0	17,727	0	$82,957	$251,226
Lyndonville	7	233	209	3,678	27	27	-42	0	$16,416	$33,640
Morrisville	5	293	263	4,369	30	48	118	0	$26,456	$105,987
Northfield	4	65	60	1,252	10	12	-22	0	$7,359	$19,419
Orleans	2	1,142	1,073	17,119	162	161	-202	0	$117,757	$278,200
Rochester	1	2	2	36	0	0	-3	0	$558	$0
Stowe	15	57	52	701	10	9	-51	0	$6,797	$43,084
Swanton	6	46	46	1,369	7	6	-54	0	$3,695	$3,104
VT Electric Coop	28	278	251	4,039	45	41	-238	12	$42,534	$23,436
VT Marble	2	86	78	1,252	10	10	-14	0	$12,722	$12,030
Washington Electric	11	95	83	1,113	15	21	-2	0	$20,894	$16,491
Totals	671	22,035	20,639	313,118	3,663	2,473	21,947	2,908	$1,594,334	$3,189,692

3.1.9. Business Existing Facilities - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	23	508	457	6,620	105	113	-222	0	$47,982	$44,185
Bennington	30	1,099	1,061	16,179	144	86	-210	867	$75,146	$153,426
Caledonia	29	996	943	16,012	134	148	-394	0	$118,646	$129,559
Chittenden	127	3,870	3,624	54,977	586	566	-2,715	114	$313,632	$694,288
Essex	15	105	94	1,428	13	17	26	0	$13,033	$9,443
Franklin	55	1,940	1,749	30,668	241	324	-1,113	0	$139,914	$245,362
Grand Isle	6	53	46	694	7	6	0	0	$9,049	$8,025
Lamoille	34	442	398	7,090	58	68	-55	34	$50,662	$154,737
Orange	22	596	530	8,719	75	101	24	167	$100,255	$102,124
Orleans	98	2,172	2,049	32,907	373	226	519	0	$184,223	$449,120
Rutland	64	3,907	3,744	60,274	807	91	7,393	358	$131,223	$293,226
Washington	76	2,321	2,163	27,635	353	409	17	143	$151,181	$327,057
Windham	48	1,109	1,003	16,058	162	194	-280	93	$100,560	$189,151
Windsor	44	2,916	2,778	33,858	606	124	18,959	1,133	$158,828	$389,990
Totals	671	22,035	20,639	313,118	3,663	2,473	21,947	2,908	$1,594,334	$3,189,692

3.1.10. Business Existing Facilities - Total Resource Benefits

	2003	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$14,372,856
Fossil Fuel Savings (Costs)	($25,742)	$1,207,168
Water Savings (Costs)	$21,749	$3,657,786
Total	($3,993)	$19,237,810

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	20,639	18,824	22,035
Winter on peak	6,392	5,781	6,930
Winter off peak	4,032	3,601	4,137
Summer on peak	6,056	5,609	6,617
Summer off peak	4,160	3,834	4,352
Coincident Demand Savings (kW)			
Winter	3,545	3,208	3,663
Shoulder	3,147	2,868	3,235
Summer	2,349	2,183	2,473

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	3,087	2,908	27,793
Annualized fuel savings (increase) MMBtu	24,428	21,947	137,293
LP	(214)	34	(6,146)
NG	(1,573)	(1,386)	(27,686)
Oil/Kerosene	26,437	23,499	174,121
Wood	(222)	(200)	(2,997)
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$147,079	$140,648	$1,364,059

3.1.11. Business Initiatives - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	nap	nap	nap	nap
# participants with analysis	nap	nap	nap	nap
# participants with analysis and installations	nap	nap	nap	nap
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	nav	$192,686	$330,892	$192,686
Marketing/Business Development	nav	$49,397	$91,750	$49,397
Subtotal Operating Costs	nav	$242,083	$422,642	$242,083
Incentive Costs				
Incentives to Participants	nav	$0	$0	$0
Incentives to Trade Allies	nav	$0	$0	$0
Subtotal Incentive Costs	nav	$0	$0	$0
Technical Assistance Costs				
Services to Participants	nav	$169,312	$287,395	$169,312
Services to Trade Allies	nav	$0	$0	$0
Subtotal Technical Assistance Costs	nav	$169,312	$287,395	$169,312
Total Efficiency Vermont Costs	nav	$411,395	$710,037	$411,395
Total Participant Costs	nav	nap	nap	nap
Total Third Party Costs	nav	nap	nap	nap
Total Services and Initiatives Costs	nav	$411,395	$710,037	$411,395
Annualized MWh Savings	nap	nap	nap	nap
Lifetime MWh Savings	nap	nap	nap	nap
TRB Savings (2003$)	nap	nap	nap	nap
Winter Coincident Peak kW Savings	nap	nap	nap	nap
Summer Coincident Peak kW Savings	nap	nap	nap	nap
Annualized MWh Savings/Participant	nap	nap	nap	nap
Weighted Lifetime	nap	nap	nap	nap
Committed Incentives	nap	nap	nap	nap

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

3.1.12. Residential New Construction - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	700	376	nap	376
# participants with analysis	858	1,185	nap	1,185
# participants with analysis and installations	538	376	nap	376
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$226,404	$361,684	$368,572	$361,684
Marketing/Business Development	$218,730	$295,308	$261,787	$295,308
Subtotal Operating Costs	$445,134	$656,991	$630,359	$656,991
Incentive Costs				
Incentives to Participants	$389,484	$236,192	$350,247	$236,192
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$389,484	$236,192	$350,247	$236,192
Technical Assistance Costs				
Services to Participants	$208,152	$305,221	$354,257	$305,221
Services to Trade Allies	$70,689	$22,312	$21,778	$22,312
Subtotal Technical Assistance Costs	$278,841	$327,534	$376,035	$327,534
Total Efficiency Vermont Costs	$1,113,459	$1,220,717	$1,356,641	$1,220,717
Total Participant Costs	$363,632	$126,851	nav	$126,851
Total Third Party Costs	$134,411	$233,027	nav	$233,027
Total Services and Initiatives Costs	$1,611,502	$1,580,595	$1,356,641	$1,580,595
Annualized MWh Savings	1,334	635	nap	635
Lifetime MWh Savings	24,339	11,550	nap	11,550
TRB Savings (2003$)	$3,036,366	$2,185,847	nap	$2,185,847
Winter Coincident Peak kW Savings	199	102	nap	102
Summer Coincident Peak kW Savings	178	85	nap	85
Annualized MWh Savings/Participant	1.906	1.690	nap	1.690
Weighted Lifetime	18	18	nap	18
Committed Incentives	nap	nap	nap	$0

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

3.1.13. Residential New Construction - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	41	11	9	275	0	32	0	0	$0	$0
Cooking and Laundry	341	51	39	698	10	7	216	701	$0	$26,784
Hot Water Efficiency	315	0	0	3	0	0	2,566	0	$30	$156,770
Lighting	368	444	394	8,505	69	36	0	0	$64,275	$22,987
Other Indirect Activity	315	0	0	0	0	0	0	0	$171,552	-$272,450
Refrigeration	289	18	15	300	2	2	0	0	$0	$8,730
Space Heat Efficiency	353	44	35	1,088	14	0	8,465	0	$0	$156,750
Ventilation	326	68	56	680	8	8	0	0	$335	$27,280
Totals		635	549	11,550	102	85	11,247	701	$236,192	$126,851

3.1.14. Residential New Construction - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Citizens	19	30	26	524	5	3	363	60	$8,347	$9,366
CVPS	100	161	139	2,885	26	18	2,751	196	$63,992	$36,025
Green Mountain	201	348	300	6,402	56	55	6,470	313	$124,250	$58,764
Hyde Park	2	4	4	73	1	0	75	0	$2,267	$845
Lyndonville	2	6	5	109	1	0	75	0	$2,237	$969
Morrisville	2	4	3	77	1	0	37	0	$1,116	$657
Rochester	1	2	1	29	0	0	37	0	$964	$397
Stowe	2	4	3	68	1	0	75	0	$2,263	$732
Swanton	8	15	13	262	2	1	227	20	$6,151	$2,929
VT Electric Coop	31	50	42	872	8	6	911	100	$18,884	$18,160
Washington Electric	8	14	12	249	2	1	225	11	$5,721	-$1,993
Totals	376	635	549	11,550	102	85	11,247	701	$236,192	$126,851

3.1.15. Residential New Construction - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	4	4	4	69	1	0	39	1	$1,123	$979
Bennington	2	4	3	59	1	0	74	0	$1,239	$1,681
Caledonia	4	9	8	172	2	1	150	1	$4,229	$769
Chittenden	228	378	326	6,901	61	57	7,386	374	$140,481	$64,657
Essex	1	1	1	24	0	0	0	0	$27	$259
Franklin	30	49	43	879	8	4	796	71	$20,082	$9,636
Grand Isle	8	11	9	178	2	1	189	11	$4,318	$3,550
Lamoille	9	18	16	317	3	1	262	1	$7,922	$3,221
Orange	3	7	6	125	1	1	77	19	$1,512	$2,347
Orleans	7	12	10	215	2	1	59	29	$659	$4,081
Rutland	13	23	20	405	4	3	266	30	$6,656	$5,973
Washington	24	47	41	853	8	5	758	42	$19,261	$8,660
Windham	11	16	14	295	2	4	156	30	$3,362	$4,349
Windsor	32	57	49	1,057	9	8	1,037	91	$25,320	$16,691
Totals	376	635	549	11,550	102	85	11,247	701	$236,192	$126,851

3.1.16. Residential New Construction - Total Resource Benefits

	2003	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$499,427
Fossil Fuel Savings (Costs)	$126,123	$1,634,286
Water Savings (Costs)	$5,267	$52,135
Total	$131,389	$2,185,848

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	549	543	635
Winter on peak	158	156	187
Winter off peak	48	48	55
Summer on peak	192	190	224
Summer off peak	151	149	169
Coincident Demand Savings (kW)			
Winter	90	90	102
Shoulder	79	78	88
Summer	74	75	85

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	621	701	9,788
Annualized fuel savings (increase) MMBtu	10,702	11,247	278,467
LP	4,210	4,408	110,054
NG	3,857	4,041	99,967
Oil/Kerosene	2,635	2,777	68,415
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$2,395	$2,324	$38,214

3.1.17. Efficient Products - Summary

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	25,688	25,959	nap	25,959
# participants with analysis	nap	0	nap	0
# participants with analysis and installations	nap	0	nap	0
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$358,554	$335,321	$254,013	$335,321
Marketing/Business Development	$263,736	$382,347	$377,787	$382,347
Subtotal Operating Costs	$622,290	$717,668	$631,799	$717,668
Incentive Costs				
Incentives to Participants	$846,998	$730,308	$812,758	$730,308
Incentives to Trade Allies	$609	$12,620	$13,533	$12,620
Subtotal Incentive Costs	$847,607	$742,928	$826,292	$742,928
Technical Assistance Costs				
Services to Participants	$0	$0	$0	$0
Services to Trade Allies	$175,152	$269,059	$354,581	$269,059
Subtotal Technical Assistance Costs	$175,152	$269,059	$354,581	$269,059
Total Efficiency Vermont Costs	$1,645,049	$1,729,655	$1,812,672	$1,729,655
Total Participant Costs	$1,087,851	$1,093,326	nav	$1,093,326
Total Third Party Costs	$51,089	$120,159	nav	$120,159
Total Services and Initiatives Costs	$2,783,988	$2,943,140	$1,812,672	$2,943,140
Annualized MWh Savings	12,292	9,901	nap	9,901
Lifetime MWh Savings	109,320	99,828	nap	99,828
TRB Savings (2003$)	$8,104,709	$8,492,444	nap	$8,492,444
Winter Coincident Peak kW Savings	1,971	1,621	nap	1,621
Summer Coincident Peak kW Savings	1,592	1,366	nap	1,366
Annualized MWh Savings/Participant	0.479	0.381	nap	0.381
Weighted Lifetime	9	10	nap	10
Committed Incentives	nap	nap	nap	$0

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

3.1.18. Efficient Products - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	3,064	173	149	2,246	0	271	0	0	$95,693	$56,595
Cooking and Laundry	3,810	1,872	1,384	26,205	368	270	4,576	36,224	$193,465	$769,910
Lighting	18,855	7,785	6,132	70,162	1,245	807	0	0	$403,411	$246,053
Refrigeration	1,120	68	59	1,161	8	8	0	0	$27,163	$4,300
Ventilation	248	4	3	54	0	11	0	0	$10,576	$16,468
Totals		9,901	7,727	99,828	1,621	1,366	4,576	36,224	$730,308	$1,093,326

3.1.19. Efficient Products - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	69	21	17	245	4	3	17	133	$1,989	$3,809
Burlington	61	29	23	234	5	4	0	0	$1,190	$817
Citizens	1,028	348	271	3,753	57	48	208	1,644	$28,711	$48,035
CVPS	12,495	4,879	3,808	47,674	801	670	2,117	16,758	$344,642	$502,831
Enosburg Falls	173	65	51	751	10	8	19	152	$5,295	$5,226
Green Mountain	7,396	2,756	2,149	28,468	452	388	1,424	11,277	$209,229	$336,973
Hardwick	341	133	104	1,335	21	15	25	200	$9,625	$8,260
Hyde Park	97	30	24	368	5	3	19	152	$2,765	$4,330
Jacksonville	22	10	8	115	2	1	6	48	$844	$1,669
Johnson	43	16	12	152	3	3	6	48	$1,273	$1,408
Ludlow	192	120	94	967	20	17	19	152	$6,101	$5,258
Lyndonville	375	132	104	1,230	21	14	29	228	$8,494	$9,248
Morrisville	255	96	75	1,067	16	13	37	295	$7,347	$9,242
Northfield	137	51	40	517	8	6	28	219	$3,711	$5,971
Orleans	14	3	2	35	0	1	2	19	$313	$581
Readsboro	13	4	3	39	1	1	2	19	$280	$513
Rochester	37	14	11	127	2	2	10	76	$860	$1,901
Stowe	174	78	61	735	13	12	44	352	$5,330	$9,985
Swanton	305	109	86	1,178	18	17	56	447	$10,450	$13,536
VT Electric Coop	1,566	514	400	5,438	83	86	334	2,641	$47,827	$79,797
VT Marble	77	23	18	243	4	4	12	95	$2,262	$2,861
Washington Electric	1,089	471	369	5,159	76	51	161	1,273	$31,767	$41,078
Totals	25,959	9,901	7,727	99,828	1,621	1,366	4,576	36,224	$730,308	$1,093,326

3.1.20. Efficient Products - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	1,662	603	471	5,966	98	77	266	2,109	$44,386	$65,142
Bennington	1,178	481	376	5,561	80	73	289	2,290	$35,310	$59,955
Caledonia	1,328	502	393	4,709	80	55	102	808	$32,345	$30,948
Chittenden	4,845	1,638	1,272	16,976	270	257	1,112	8,807	$139,992	$254,865
Essex	143	51	40	526	8	5	19	152	$3,595	$4,707
Franklin	1,900	649	506	7,044	105	97	383	3,031	$58,071	$88,582
Grand Isle	279	106	83	1,118	17	16	61	485	$8,657	$14,685
Lamoille	1,141	393	308	4,095	63	72	172	1,359	$36,117	$45,409
Orange	1,242	532	416	5,707	86	61	217	1,720	$38,851	$53,803
Orleans	675	221	172	2,300	36	31	133	1,055	$18,206	$32,069
Rutland	4,317	1,685	1,317	14,483	275	239	479	3,791	$107,480	$122,009
Washington	3,270	1,410	1,105	14,939	230	174	484	3,829	$93,952	$123,328
Windham	1,445	567	441	5,881	95	75	346	2,736	$39,101	$79,571
Windsor	2,534	1,063	827	10,522	176	135	512	4,057	$74,245	$118,254
Totals	25,959	9,901	7,727	99,828	1,621	1,366	4,576	36,224	$730,308	$1,093,326

3.1.21. Efficient Products - Total Resource Benefits

	2003	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$5,301,345
Fossil Fuel Savings (Costs)	$46,595	$460,458
Water Savings (Costs)	$272,248	$2,730,642
Total	$318,843	$8,492,444

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	7,727	8,456	9,901
Winter on peak	2,220	2,435	2,925
Winter off peak	504	551	631
Summer on peak	2,947	3,228	3,805
Summer off peak	2,057	2,240	2,543
Coincident Demand Savings (kW)			
Winter	1,292	1,419	1,621
Shoulder	1,291	1,416	1,597
Summer	1,119	1,205	1,366

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	31,648	36,224	509,417
Annualized fuel savings (increase) MMBtu	3,813	4,576	61,389
LP	1,144	1,144	18,302
NG	381	381	6,101
Oil/Kerosene	2,288	2,669	36,986
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$123,443	$134,735	$1,024,238

3.1.22. Residential Existing Buildings - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	5,330	1,723	nap	1,723
# participants with analysis	2,373	1,772	nap	1,772
# participants with analysis and installations	2,902	1,723	nap	1,723
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$793,507	$395,669	$387,344	$395,669
Marketing/Business Development	$214,832	$252,145	$232,309	$252,145
Subtotal Operating Costs	$1,008,339	$647,814	$619,652	$647,814
Incentive Costs				
Incentives to Participants	$1,314,921	$1,066,614	$968,387	$1,066,614
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$1,314,921	$1,066,614	$968,387	$1,066,614
Technical Assistance Costs				
Services to Participants	$647,410	$475,413	$477,171	$475,413
Services to Trade Allies	$902	$0	$0	$0
Subtotal Technical Assistance Costs	$648,312	$475,413	$477,171	$475,413
Total Efficiency Vermont Costs	$2,971,572	$2,189,841	$2,065,210	$2,189,841
Total Participant Costs	$1,413,924	$570,771	nav	$570,771
Total Third Party Costs	$202,976	$82,183	nav	$82,183
Total Services and Initiatives Costs	$4,588,472	$2,842,795	$2,065,210	$2,842,795
Annualized MWh Savings	6,299	4,461	nap	4,461
Lifetime MWh Savings	130,214	93,912	nap	93,912
TRB Savings (2003$)	$6,121,261	$2,461,606	nap	$2,461,606
Winter Coincident Peak kW Savings	1,129	911	nap	911
Summer Coincident Peak kW Savings	514	327	nap	327
Annualized MWh Savings/Participant	1.182	2.589	nap	2.589
Weighted Lifetime	21	21	nap	21
Committed Incentives	nap	nap	nap	$0

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

3.1.23. Residential Existing Buildings - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Hot Water Efficiency	541	236	204	1,760	38	29	72	1,774	$20,583	$0
Hot Water Fuel Switch	308	1,290	1,280	38,704	223	142	-4,577	0	$224,443	$157,880
Lighting	1,530	908	837	8,860	147	78	0	0	$343,787	$0
Motors	1	1	1	8	0	2	0	0	$51	$150
Refrigeration	446	639	558	3,193	79	76	0	0	$252,068	$5,512
Space Heat Efficiency	4	13	12	243	3	0	12	0	$1,532	$3,003
Space Heat Fuel Switch	168	1,369	1,426	41,064	419	0	-4,779	0	$222,882	$402,964
Ventilation	1	5	5	80	1	1	0	0	$1,268	$1,263
Totals		4,461	4,324	93,912	911	327	-9,273	1,774	$1,066,614	$570,771

3.1.24. Residential Existing Buildings - Utility Breakdown

Utility	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	15	41	39	931	7	4	-101	7	$10,088	$2,960
Burlington	1	0	0	4	0	0	0	4	$305	$0
Citizens	169	539	530	12,968	117	36	-1,336	178	$119,740	$88,948
CVPS	740	1,311	1,227	20,812	239	112	-1,584	861	$372,547	$101,473
Enosburg Falls	10	40	39	1,003	7	4	-112	2	$7,464	$4,539
Green Mountain	481	1,766	1,775	44,079	398	106	-4,938	351	$332,096	$303,194
Hardwick	27	49	44	857	8	5	-59	36	$17,042	$2,179
Hyde Park	11	29	25	644	7	1	-57	0	$9,405	$0
Jacksonville	2	7	7	151	2	0	-16	0	$1,662	$1,152
Johnson	10	33	32	766	7	2	-67	16	$10,346	$6,335
Ludlow	15	104	109	2,850	30	1	-309	0	$20,195	$34,518
Lyndonville	28	65	56	1,100	10	7	-79	75	$20,880	$997
Morrisville	18	45	42	942	9	3	-83	14	$11,350	$8,000
Northfield	13	33	29	569	5	4	-44	7	$11,211	$1,007
Orleans	4	7	6	66	1	1	0	17	$1,942	$0
Readsboro	1	0	0	1	0	0	0	0	$143	$0
Rochester	4	3	3	21	0	0	0	0	$928	$0
Stowe	5	11	11	171	2	1	-16	4	$2,044	$715
Swanton	22	49	45	946	8	5	-80	54	$12,589	$3,174
VT Electric Coop	96	232	216	4,020	39	24	-349	120	$67,537	$11,580
VT Marble	5	8	9	61	1	1	0	0	$3,685	$0
Washington Electric	46	88	80	951	13	9	-43	29	$33,415	$0
Totals	1,723	4,461	4,324	93,912	911	327	-9,273	1,774	$1,066,614	$570,771

3.1.25. Residential Existing Buildings - County Breakdown

County	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	65	131	129	2,367	27	10	-205	222	$31,320	$12,148
Bennington	79	166	153	2,475	29	14	-193	0	$49,712	$25,551
Caledonia	193	291	263	4,939	48	28	-385	251	$87,864	$9,662
Chittenden	285	999	1,035	26,432	215	71	-3,137	233	$167,529	$186,594
Essex	35	84	72	1,330	13	9	-89	110	$28,569	$0
Franklin	109	352	343	8,157	70	28	-808	184	$70,869	$49,258
Grand Isle	25	87	88	2,094	22	3	-213	49	$13,484	$17,392
Lamoille	71	204	188	4,164	39	16	-361	34	$59,536	$18,424
Orange	71	153	137	1,801	23	16	-79	50	$58,961	$0
Orleans	157	441	426	9,760	87	35	-992	127	$112,314	$63,545
Rutland	201	374	362	6,046	72	32	-472	256	$109,253	$23,900
Washington	134	352	333	6,849	73	24	-605	64	$97,298	$32,319
Windham	168	526	515	11,815	128	24	-1,218	103	$105,474	$93,329
Windsor	130	301	281	5,682	65	18	-516	91	$74,431	$38,649
Totals	1,723	4,461	4,324	93,912	911	327	-9,273	1,774	$1,066,614	$570,771

3.1.26. Residential Existing Buildings - Total Resource Benefits

	2003	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$3,757,409
Fossil Fuel Savings (Costs)	($87,289)	($1,394,668)
Water Savings (Costs)	$13,277	$98,865
Total	($74,012)	$2,461,606

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	4,324	3,858	4,461
Winter on peak	1,479	1,295	1,553
Winter off peak	570	493	566
Summer on peak	1,283	1,165	1,374
Summer off peak	992	905	1,027
Coincident Demand Savings (kW)			
Winter	916	798	911
Shoulder	607	542	612
Summer	312	289	327

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	1,791	1,774	15,976
Annualized fuel savings (increase) MMBtu	(11,107)	(9,273)	(279,812)
LP	(2,978)	(2,420)	(73,161)
NG	(3,064)	(2,478)	(74,829)
Oil/Kerosene	(5,065)	(4,374)	(131,823)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	($10,854)	($7,778)	($542,504)

3.1.27. Residential Initiatives - Summary [a]

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	nap	nap	nap	nap
# participants with analysis	nap	nap	nap	nap
# participants with analysis and installations	nap	nap	nap	nap
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	nav	$78,484	$107,885	$78,484
Marketing/Business Development	nav	$12,555	$23,737	$12,555
Subtotal Operating Costs	nav	$91,039	$131,622	$91,039
Incentive Costs				
Incentives to Participants	nav	$0	$0	$0
Incentives to Trade Allies	nav	$0	$0	$0
Subtotal Incentive Costs	nav	$0	$0	$0
Technical Assistance Costs				
Services to Participants	nav	$18,529	$79,400	$18,529
Services to Trade Allies	nav	$0	$0	$0
Subtotal Technical Assistance Costs	nav	$18,529	$79,400	$18,529
Total Efficiency Vermont Costs	nav	$109,568	$211,022	$109,568
Total Participant Costs	nav	nap	nap	nap
Total Third Party Costs	nav	nap	nap	nap
Total Services and Initiatives Costs	nav	$109,568	$211,022	$109,568
Annualized MWh Savings	nap	nap	nap	nap
Lifetime MWh Savings	nap	nap	nap	nap
TRB Savings (2003$)	nap	nap	nap	nap
Winter Coincident Peak kW Savings	nap	nap	nap	nap
Summer Coincident Peak kW Savings	nap	nap	nap	nap
Annualized MWh Savings/Participant	nap	nap	nap	nap
Weighted Lifetime	nap	nap	nap	nap
Committed Incentives	nap	nap	nap	nap

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

Appendices

4.1. CUSTOMER CREDIT PROGRAM

4.1.1. NARRATIVE

The Customer Credit program (CCP) provides an alternative program path for large businesses that meet program eligibility criteria. The program enables customers with the capability and resources to identify, analyze, and undertake efficiency projects and self-implement energy efficiency measures with financial assistance from Efficiency Vermont (EVT). CCP customers can apply for financial incentives for any retrofit or market-driven project that saves electrical energy and passes the Vermont societal cost-effectiveness test. Once a customer elects to participate in CCP, that customer is no longer eligible to participate in other EVT programs.

All projects must be customer initiated. In addition, the customer or its contractors must complete all technical analysis. Customers can receive cash incentives capped at 70% of their projected two-year contribution to the statewide energy efficiency fund at any time. Customers can draw on contributions from the current year and either the previous or ensuing year. Market-driven projects are eligible for incentives equal to 100% of the incremental measure cost. For retrofit projects, customers can receive incentives that reduce the customer payback time to 18 months.

Eligible Market

To be eligible for CCP, customers must:

- Never have accepted cash incentives from any Vermont utility Demand Side Management (DSM) program;
- Show a corporate commitment to energy efficiency by participation in the United States Environmental Protection Agency's Climate Wise program, or currently active similar program as determined by the PSB; and
- Have ISO 14001 certification.

4.1.2. Customer Credit - Summary

	Prior Year	Current Year 2003	* Projected Year 2003	Cumulative starting 1/1/03
# participants with installations	1	1	nap	1
# participants with analysis	0	0	nap	0
# participants with analysis and installations	0	0	nap	0

Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$61,709	$17,177	$27,259	$17,177
Marketing/Business Development	$0	$0	$0	$0
Subtotal Operating Costs	$61,709	$17,177	$27,259	$17,177
Incentive Costs				
Incentives to Participants	$426,893	$305,184	$590,783	$305,184
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$426,893	$305,184	$590,783	$305,184
Technical Assistance Costs				
Services to Participants	$0	$2,709	$4,023	$2,709
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$0	$2,709	$4,023	$2,709
Total Efficiency Vermont Costs	$488,602	$325,069	$622,064	$325,069
Total Participant Costs	$0	$9,240	nap	$9,240
Total Third Party Costs	$0	$0	nap	$0
Total Services and Initiatives Costs	$488,602	$334,310	$622,064	$334,310

Annualized MWh Savings	2,194	4,541	nap	4,541
Lifetime MWh Savings	28,603	68,132	nap	68,132
TRB Savings (2003$)	$1,343,407	$2,818,752	nap	$2,818,752
Winter Coincident Peak kW Savings	252	508	nap	508
Summer Coincident Peak kW Savings	251	504	nap	504
Annualized MWh Savings/Participant	2,194	4,541	nap	4,541
Weighted Lifetime	13	15	nap	15
Committed Incentives	nap	nap	nap	$0

* Annual projections are estimates only and provided for informational purposes.
The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

4.1.3. Customer Credit - End Use Breakdown

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Design Assistance	1	0	0	0	0	0	0	0	$1,552	$0
Industrial Process Eff.	1	2,551	2,190	38,267	286	283	0	0	$108,215	$0
Lighting	1	20	17	314	2	2	-17	0	$3,329	$9,240
Motors	1	1,970	1,691	29,551	220	219	0	0	$192,088	$0
Totals		4,541	3,898	68,132	508	504	-17	0	$305,184	$9,240

4.1.4. Customer Credit - Total Resource Benefits

	2003	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$2,820,364
Fossil Fuel Savings (Costs)	($121)	($1,613)
Water Savings (Costs)	$0	$0
Total	($121)	$2,818,752

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	3,898	3,898	4,541
Winter on peak	858	858	1,028
Winter off peak	429	429	493
Summer on peak	1,248	1,248	1,472
Summer off peak	1,364	1,364	1,549
Coincident Demand Savings (kW)			
Winter	445	445	508
Shoulder	445	445	502
Summer	445	445	504

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	0	0	0
Annualized fuel savings (increase) MMBtu	(17)	(17)	(342)
LP	0	0	0
NG	0	0	0
Oil/Kerosene	(17)	(17)	(342)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	($33)	($33)	($660)

4.2. DEFINITIONS AND END NOTES

4.2.1. ANNUAL REPORT TABLES OVERVIEW

1 – Section **4.2.2.** includes a list of definitions for items in the Annual Report tables. Section **4.2.3.** includes notes for specific items in the tables. Section **4.2.4.** provides a description of the re-mapping of Efficiency Vermont (EVT) Core Programs (2000-2002) to EVT Core Market Services and Initiatives (2003-2005).

2 - Data items for which data is not available are labeled "nav". Data items for which data is not applicable are labeled "nap".

3 - Except where noted, EVT expenditures data in this report were incurred during the period January 1, 2003 through December 31, 2003. Similarly, measure savings are for measures installed during the period January 1, 2003 through December 31, 2003.

4 - EVT costs include an operating fee of 1.45%, as specified in the EVT contract.

5 - Data for "Incentives to Participants" in Tables 2.1.2., 2.1.3., 2.1.8., 2.1.12., 3.1.1., 3.1.6., 3.1.11., 3.1.12., 3.1.17., 3.1.22., 3.1.27., 4.1.2. are based on financial data from Vermont Energy Investment Corporation's (VEIC) accounting system, MAS90. "Participant Incentives Paid" and "EVT Incentives" on all other tables are based on data entered in EVT's FastTrack tracking system and include the operating fee cited above.

6 - "Annualized MWh Savings (adjusted for measure life)", "Winter Coincident Peak kW Savings (adjusted for measure life)" and "Summer Coincident Peak kW Savings (adjusted for measure life)" on Tables 2.1.2. and 2.1.3. are provided for informational purposes only. This data includes only savings for measures that have not yet expired during the reporting period. It excludes savings for measures that have reached the end of their specified lifetime.

7 - Program Planning costs have been rolled into "Services and Initiatives" for 2003-2005. For 2000-2002, Program Planning costs were reported as a separate line item. In Table 2.1.2. and Table 2.1.3, Program Planning costs refer to data reported prior to 2003.

8 – Multifamily costs and savings are reported under "Current Year 2003" and "Cumulative starting 1/1/03" on Tables 2.1.8., 3.1.1., 3.1.6. (Business tables) and under "Prior Year" on Tables 2.1.12, 3.1.12. (Residential tables) because multifamily data were reported in the Residential Energy Services sector for 2000-2002 and in Business Energy Services for 2003-2005. See Section 4.2.2. for Re-Mapping of Programs to Market Services and Initiatives.

9 – "Prior Year" data in the 2003 Annual Report correspond to 2002 Core Program data. Since 2002 Core Programs do not match 2003 Core Market Services and Initiatives, an effort has been made so that "Prior Year" data is consistent with "Current Year" data which allows a fair comparison of data between time periods. Below is a guide showing 2003 Annual Report data tables to the left with corresponding 2002 Core Programs data to the right for the "Prior Year" column.

2003-2005 Annual Report Table	2002 Core Program
3.1.1. Business New Construction	CEO New Construction Program
3.1.6. Business Existing Facilities	CEO Market Opportunities Program + C&I Emerging Market Program
3.1.11. Business Initiatives	No “Prior Year” data reported
3.1.12. Residential New Construction	Residential New Construction Program
3.1.17. Efficient Products	Efficient Products Program
3.1.22. Residential Existing Buildings	Low Income Multifamily Program + Low Income Single Family Program + Residential Emerging Markets Program
3.1.27. Residential Initiatives	No “Prior Year” data reported

4.2.2. DEFINITIONS AND REPORT TEMPLATE

The tables that appear in the EVT Annual Report 2003 were developed as a collaborative effort between EVT, the Vermont Department of Public Service, the Energy Efficiency Utility Contract Administrator and Burlington Electric Department. Two major table formats, markets and services summary and breakdown tables are used throughout the report. The definitions of the data reported in these tables are provided on the pages that follow. Data items identified with a number and parenthesis are identified in the narrative that follows.

		Prior Year	Current Year 2003	Projected Year 2003	Cumulative starting 1/1/03	Cumulative starting 3/1/00
		(1)	(2)	(3)	(4)	(5)
# participants with installations	(6)					
# participants with analysis	(7)					
# participants with analysis and installations	(8)					
Services and Initiatives Costs						
Operating Costs						
Administration	(9)					
Services and Initiatives	(10)					
Program Planning	(11)					
Marketing/Business Development	(12)					
Information Systems	(13)					
Subtotal Operating Costs	(14)					
Incentive Costs						
Incentives to Participants	(15)					
Incentives to Trade Allies	(16)					
Subtotal Incentive Costs	(17)					
Technical Assistance Costs						
Services to Participants	(18)					
Services to Trade Allies	(19)					
Subtotal Technical Assistance Costs	(20)					
Total Efficiency Vermont Costs	(21)					
Total Participant Costs	(22)					
Total Third Party Costs	(23)					
Total Services and Initiatives Costs	(24)					
Annualized MWh Savings	(25)					
Lifetime MWh Savings	(26)					
TRB Savings (2003$)	(27)					
Winter Coincident Peak kW Savings	(28)					
Summer Coincident Peak kW Savings	(29)					
Annualized MWh Savings/Participant	(30)					
Weighted Lifetime	(31)					
Committed Incentives	(32)					
Annualized MWh Savings (adjusted for measure life)	(33)					
Winter Coincident Peak kW Savings (adjusted for measure life)	(34)					
Summer Coincident Peak kW Savings (adjusted for measure life)	(35)					

X.X.X. Breakdown Report

End Use	# of Participants	Net MWH Saved	Gross MWH Saved	Net Lifetime MWH Saved	Net Winter KW Saved	Net Summer KW Saved	Net Other Fuel MMBTU	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
	(36)	(37)	(38)	(39)	(40)	(41)	(42)	(43)	(44)	(45)

Footnotes for the report table templates:

(1) Activity for the prior reporting year. Multifamily costs and savings are reported in Residential Energy Services for 2000-2002 and in Business Energy Services in 2003-2005. See Section 4.2.4. RE-MAPPING of PROGRAMS TO MARKET SERVICES AND INITIATIVES.

(2) Activity for the current reporting year. For savings this figure will be the estimated savings for measures actually implemented for the current report period. Savings are reported in MWh, at generation and net of all approved adjustment factors, except as otherwise noted.

(3) Projected costs for Year 2003 are estimates only and provided for informational purposes. The EVT contract is based on three-year cumulative budgets and savings goals, therefore EVT does not have annual budget or annual savings goals.

(4) Data reported for the contract period starting January 1, 2003 through December 31, 2003.

(5) Data reported for the contract period starting March 1, 2000 through December 31, 2003.

(6) Number of customers with installed measures. For the period 2000-2002, "# participants with installations" is counted by summing unique utility premises for all but multifamily projects. For multifamily projects, "# participants with installations" is counted by summing unique dwelling units. For "Current Year 2003", "# participants with installations" is counted by summing unique project sites for all projects. Under "Cumulative starting 1/1/03", customers are counted once, regardless of the number of times this customer participates in EVT services during 2003-2005. Under "Cumulative starting 3/1/00", a customer will be counted twice if that customer has received EVT services during 2000-2002 and again in 2003-2005.

(7) Number of customers with custom analysis during the current report period. This reflects the number of customers that initiated a new custom project during the reporting period and where measures may not have been installed.

(8) Number of customers who had analysis at any time and have installed measures during the reporting period. This reflects the number of customers that completed a custom project during the reporting period.

(9) Costs include general management, budgeting, financial management and management of the requirements of the EVT contract. These costs are not broken out by market. This cost category is included on Tables 2.1.2., 2.1.3 only.

(10) Management and other management related costs directly associated with implementation work.

(11) Costs related to program design, planning, program screening and other similar functions. Program Planning costs refer to data reported prior to 2003.

(12) Costs related to marketing, outreach, customer service and business development.

(13) Costs related to Information Systems development and maintenance. These costs are not broken out by market. This cost category is included on Tables 2.1.2., 2.1.3 only.

(14) Subtotal of all operating costs detailed in the categories above (9) + (10) + (11) + (12) + (13).

(15) Direct payments to participants to defray the costs of specific efficiency measures.

(16) Incentives paid to manufacturers, wholesalers, builders, retailers or other non-customer stakeholders that do not defray the costs of specific efficiency measures.

(17) Subtotal reflecting total incentive costs, (15) + (16).

(18) Costs related to conducting analyses, preparing the package of efficiency measures, contract management and post-project follow-up.

(19) Costs related to educational or other support services provided to entities other than individual participants, such as trade allies, manufacturers, wholesalers, builders, and architects.

(20) Subtotal reflecting total technical assistance costs, (18) + (19).

(21) Total costs incurred by Efficiency Vermont. All costs in nominal dollars, (14) + (17) + (20).

(22) Total costs incurred by participants related to EVT or utility activities. This category includes the participant contribution to the capital costs of installed measures and to specific demand-side-management (DSM) -related services, such as technical assistance or energy ratings.

(23) Total costs incurred by third parties (i.e., entities other than EVT, utilities and participants) directly related to EVT or utility DSM activities. This category includes contributions by third parties to the capital costs of installed measures and to specific DSM-related services, such as technical assistance or energy ratings.

(24) Total cost of services and initiatives, (21) + (22) + (23).

(25) Annualized MWh savings at generation, net of all approved adjustment factors (e.g., free riders, spill over, line loss) for measures installed during the current report period.

(26) Lifetime estimated MWh savings for measures installed during the current reporting year, at generation and net of all approved factors. (Typically, estimated annualized savings times the life of the measure).

(27) Total Resource Benefits (TRB) savings for measures installed during the current reporting year. TRB includes gross electric benefits, fossil fuel savings and water savings. It is stated in 2003 dollars throughout the entire report. Prior year data have been adjusted for 2003 dollars by escalating the pre-2003 TRB by 6.8% discount rate for 3 years and inflating TRB by 7.62% (% CPI change July 2000 - July 2003) to convert to 2003 dollars.

(28) Estimated impact of measures at time of winter system peak, at generation, net of adjustment factors.

(29) Estimated impact of measures at time of summer system peak, at generation, net of adjustment factors.

(30) Annualized MWh savings per participant, net at generation, (25) / (6).

(31) Average lifetime, in years, of measures weighted by savings, (26)/(25).

(32) Incentives which are not yet paid to a customer but where there is a signed contract as of December 31, 2003 for projects which will complete after December 31, 2003.

(33) Adjusted Annualized MWh savings at generation and net of all approved adjustment factors (e.g., free riders, spill over, line loss) for measures installed during the current report period. This data includes only savings for measures that have not yet expired during the reporting period. It excludes savings for measures that have reached the end of their specified lifetime.

(34) Adjusted impact of measures at time of winter system peak, at generation, net of adjustment factors. This data includes only savings for measures that have not yet expired during the reporting period. It excludes savings for measures that have reached the end of their specified lifetime.

(35) Adjusted impact of measures at time of summer system peak, at generation, net of adjustment factors. This data includes only savings for measures that have not yet expired during the reporting period. It excludes savings for measures that have reached the end of their specified lifetime.

Items 36-45 reflect installed measures for the current reporting period.

(36) Number of customers with installed measures within the end use, utility or county grouping.

(37) Annualized MWh savings at generation, net of all approved adjustment factors (e.g., free riders, spill over, line loss) for measures installed during the current report period. This number is the same as that reported on line (25).

(38) Annualized MWh savings, gross at the customer meter.

(39) Lifetime estimated MWh savings for measures installed during the current reporting period, at generation and net of all approved factors. This number is the same as that reported on line (26).

(40) Estimated impact of measures at time of winter system peak, at generation, net of adjustment factors. This number is the same as reported on line (28).

(41) Estimated impact of measures at time of summer system peak, at generation, net of adjustment factors. This number is the same as that reported on line (29).

(42) MMBtu estimated to be saved (positive) or used (negative) for alternative fuels as a result of measures installed in the end use.

(43) Water saved (positive) or used (negative) due to measures installed in the end use.

(44) Incentive EVT pays to participants for measures installed. This number is the same as that reported on line (15). See note 5 in Section 4.2.1. for difference in source data in reporting (15) and (44).

(45) Costs incurred by participants related to EVT or utility activities. This number is the same as that reported on line (22).

4.2.3. TABLE END NOTES

2.1.2., 2.1.3., 2.1.8., 2.1.12., 3.1.1., 3.1.6., 3.1.11., 3.1.12., 3.1.22., 3.1.27.
[a] As a result of the redesign of EVT's service offerings for 2003-2005, Core Programs have been reorganized into Core Market Services and Initiatives as described in the VEIC Contract Attachment I, Section II. To make sense of the new configuration, see Section 4.2.4. RE-MAPPING of PROGRAMS TO MARKET SERVICES AND INITIATIVES.

2.1.2. Services and Initiatives including Customer Credit, 2.1.3. Services and Initiatives including Customer Credit
[b] The number of participants in Tables 2.1.2. and 2.1.3. in column "Cumulative starting 3/1/00" represents an aggregate for 2000-2002 (determined by summing unique utility premises) and for 2003-2005 (determined by summing unique project sites). The different participant counting methodologies as approved by the Contract Administrator and the Vermont Department of Public Service results in an overstatement of the participants who installed measures in both the 2000-2002 period and the 2003-2005 period. For 2003, this overstatement is approximately 8% (8,000) of the reported cumulative participants.

2.1.7. Efficiency Vermont Services & Initiatives – Total Resource Benefits
[a] Net lifetime water savings is the net annual measure water savings times the measure lifetime and net lifetime fossil fuel savings is the net annual measure fossil fuel savings times the measure lifetime.

2.1.18. Cumulative Distributions by Utility Service Territory
[a] BED administers its own services and initiatives and reports separately to the Vermont Public Service Board. The charges paid by BED represent contributions towards EVT emerging markets initiatives, EVT Services costs and some incidental services provided by EVT in the BED service territory.

4.2.4. RE-MAPPING of PROGRAMS TO MARKET SERVICES AND INITIATIVES

As a result of the redesign of EVT's service offerings in 2003-2005, EVT Core Programs have been reorganized into EVT Core Market Services and Initiatives. The reasons for this reorganization from "Programs" to "Services and Initiatives", as stated in the Contract, are the following: to align EVT's activities more closely with customer's needs, to establish a more comprehensible segmentation of the markets in order to improve the delivery of services, for improved reporting and market assessment, to ameliorate coordination between current program offerings and align EVT's work more closely with its internal management structure.

Following is a diagram of the 2000-2002 Core Programs and their relationship to the 2003-2005 Core Market Services and Initiatives. Core Programs under 2000-2002 and Core Market Services and Initiatives under 2003-2005 are in **bold** font. Tracks are in regular font.