Efficiency Vermont

ANNUAL REPORT | 2009

NOVEMBER 2010

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EXECUTIVE SUMMARY

Vermont, like the rest of the nation, faced a significant economic slowdown in 2009. The January 2010 revenue forecast and economic update for the Vermont Emergency Board and Joint Fiscal Committee noted that "the current recession in Vermont is likely to be among the worst on record."

This fiscal environment had an impact on the work of Efficiency Vermont in both the residential and business sectors. New building construction slowed significantly (residential housing completions were down 14% compared to 2008 levels), and with unemployment in the state peaking at 7.4% at midyear, many consumers chose to defer cost-effective investments, no matter how attractive the long-term economic benefits might be. Efficiency Vermont nonetheless delivered significant economic and energy savings benefits to Vermont homes and businesses in 2009. In the current economic climate, these savings are more valuable than ever for Vermonters.

High-level results from measures installed in 2009 (funded by both the energy efficiency charge and unregulated fuels revenues) include:

- 85,000 MWh in incremental energy savings
- $101.4 million in total resource benefits
- 470,000 tons of CO_2 emissions reduced across the lifetime of the measures
- 60,000 MMBtu saved

Efficiency Vermont undertook several new initiatives in 2009, including the launch of unregulated fuels services; the addition of Rutland as a Geographic Targeting area; a new focus on specialty compact fluorescent lighting products; completion of the Forecast 20 study; support for communities pursuing new federal funding opportunities such as Energy Efficiency and Conservation Block Grants; and development work related to the new Property Assessed Clean Energy (PACE) mechanism for financing investments in energy efficiency.

All these initiatives, as well as key results for 2009, are described in further detail in this summary.

Economic Value

Efficiency Vermont delivered significant economic value to Vermont businesses and homes in 2009. The benefit–cost ratio of Efficiency Vermont services in 2009 was 2.4 to 1, as detailed below:

Net Lifetime Economic Value of 2009 Energy Efficiency Investments		
Benefits	$112,300,000	Lifetime economic value of efficiency investments[1]
Minus Costs	$ 26,500,000	Costs paid for by investments through Efficiency Vermont
	$ 20,500,000	Costs paid for by participants and third-party investments
	$ 47,000,000	Total costs
Equals Net Benefits	$ 65,300,000	Net lifetime economic value to Vermont

The benefits of energy efficiency investments, in terms of avoided costs for electricity, fossil fuel net savings, and water savings, were seen in residential markets and business markets alike. These total resource benefits (TRB) for each major market served by Efficiency Vermont were as follows:

- Residential New Construction: $8.2 million
- Existing Homes: $4.9 million
- Retail Efficient Products: $27.6 million
- Business New Construction: $15.0 million
- Existing Businesses: $39.4 million

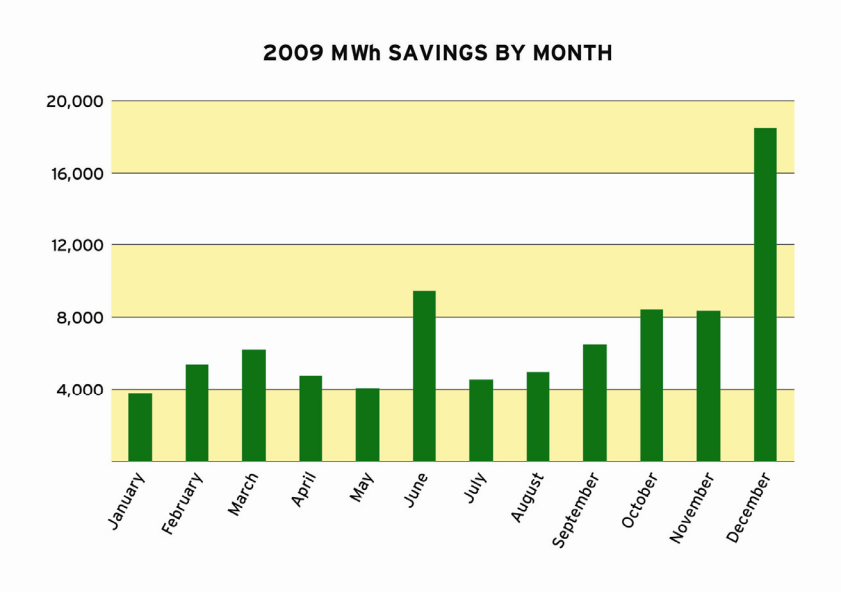
Individual customers' rate of return for Efficiency Vermont projects continued to be very attractive, particularly in comparison with other investments in 2009. The average rate of return for business customers was approximately 45% for their share of the cost of the efficiency measures. The average rate of return for residential customers was approximately 50%.

Efficiency continued to be an excellent value compared to other sources of energy. Efficiency Vermont delivered energy efficiency in 2009 at 3.8 cents per kWh, approximately one-quarter of the cost of comparable electric supply.

[1] The figure represents TRB plus savings from operations and maintenance (O&M).

Energy Savings

Although the economic climate in 2009 presented challenges for Efficiency Vermont's effort to maintain its historic pace of energy savings, the organization adapted to the circumstances over the course of the year. Efficiency Vermont implemented strategies that targeted the marketing of lighting products such as specialty compact fluorescent lighting, and it increased Account Management for large commercial and industrial customers. As a result, quarterly MWh savings results improved over the course of 2009, from approximately 15,000 MWh in the first quarter to approximately 35,000 MWh in the fourth quarter.



In peak demand reduction, Efficiency Vermont produced significant savings:[2]

Peak Demand Reduction Savings	2009
Summer peak kW	13,500
Winter peak kW	15,200
Summer Geographic Targeting peak kW	5,000
Winter Geographic Targeting peak kW	5,100

As in prior years, energy savings due to efficiency were responsible for supplying a significant share of Vermont's overall electricity requirements. Efficiency savings from measures installed in 2009 provided 1.6% of Vermont's statewide electricity requirements for that year.[3]

[2] Note that several changes were made to Geographic Targeting territories between 2008 and 2009, including discontinuing Newport and adding Rutland.
[3] The figure includes savings from Burlington Electric Department and Green Mountain Power Energy Efficiency Fund measures.

These savings not only help Vermonters save money and energy, but also secure resources for unregulated fuels services. In 2009, VEIC, the Efficiency Vermont contractor, continued to bid the electric capacity savings from Efficiency Vermont into the regional Forward Capacity Market (FCM), generating $2.1 million in net revenues. These revenues help fund Efficiency Vermont's unregulated fuels services for Vermont homes and businesses. With commitments of 49 MW, Efficiency Vermont will enter the 2010–2011 commitment period as the third-largest individual source of FCM capacity in the state, trailing only Vermont Yankee and the McNeil Generating Station.

Geographic Targeting

In 2009, Geographic Targeting areas achieved summer peak and winter peak demand reductions of 5,000 kW and 5,100 kW, respectively. The Vermont Public Service Board ordered two significant changes in Geographic Targeting coverage in 2009: removing the Newport area and adding the Rutland area. Coverage areas were also slightly modified in the Chittenden County region.

The launch of Geographic Targeting programs in the Rutland area was a success, with summer peak demand savings of 1,600 kW in that region. Efficiency Vermont actively promoted special services such as Lighting Plus and the new Targeted Efficient Products Campaign (described below) to help produce these results in Rutland and other Geographic Targeting areas.

Also in 2009, Efficiency Vermont expanded its Retail Efficient Products market focus in Geographic Targeting areas and other areas to include new high-yield efficient product promotions, in addition to its existing promotions for standard compact fluorescent lighting. This expanded approach meant a greater effort to promote specialty compact fluorescent light bulbs (CFLs) and advanced power strips, and a special program to retire second refrigerators. In light of this shift, the name for the Retail Efficient Products efforts in Geographic Targeting areas was changed from Targeted Lighting Campaign to Targeted Efficient Products Campaign.

A significant change was made in 2009 in the Lighting Plus direct installation service for business customers. In 2008, this service was piloted as a direct installation service for targeted customers in which 100% of the measure costs were paid by Efficiency Vermont. In 2009, after reviewing the initial results, Efficiency Vermont modified this service to change the incentive from 100% to an amount sufficient to create an 18-month simple payback, with long-term goals of maximizing the impact of ratepayer funds by requiring a modest customer investment and making the incentive level more consistent with other Efficiency Vermont incentives.

This modification, in combination with the economic downturn, affected 2009 results for Lighting Plus: Savings in 2009 were 5,800 MWh, a 60% reduction from 2008 levels. To help overcome the financial barrier of the initial customer investment, Efficiency Vermont has developed a highly innovative "turnkey" financing product, which it plans to launch in 2010. The service will provide instant approval for customers who want to finance their share of project costs on a positive cash-flow basis. Approval of financing for

customers is guaranteed, because Efficiency Vermont has established a loan-loss reserve fund.

Efficiency Vermont also continued to offer the Lighting Plus direct installation service to K–12 schools located within Geographic Targeting areas. In these cases, Efficiency Vermont paid 100% of project costs, recognizing the financial challenges faced by Vermont schools and communities, particularly in the difficult economic climate. By the end of 2009, more than 90% of schools in Geographic Targeting areas had received Lighting Plus services. Total resource benefits savings from these projects in 2009 were $1.7 million.

Unregulated Fuels Services Launch

Efficiency Vermont was authorized by the Vermont Public Service Board to launch its FCM-funded unregulated fuels (URF) services in late 2008 and early 2009, with a budget of $1.3 million.

Services provided during that period included the Vermont Community Energy Mobilization pilot project, which trained volunteers in 14 communities to conduct home visits and have discussions with their neighbors about energy efficiency. Each visit included installation of basic measures such as compact fluorescent lighting, water conservation devices, and programmable thermostats, followed by a "kitchen table" discussion about energy efficiency savings opportunities and referral to such services as Home Performance with ENERGY STAR® for major measures. A total of 650 visits were made, and average savings per household were approximately 500 kWh and 2 MMBtu.

Efficiency Vermont also provided further training for Home Performance with ENERGY STAR contractors. Two training sessions for 20 contractors were conducted in 2009 with support from FCM funding. In addition, Efficiency Vermont offered FCM-funded financial incentives to help moderate-income customers complete comprehensive energy efficiency home improvements through a certified Home Performance with ENERGY STAR contractor, as well as incentives for them to replace low-efficiency fossil fuel heating systems.

The year 2009 also saw significant URF-related planning activities in both the residential and business sectors, as Efficiency Vermont prepared to launch more comprehensive URF initiatives for 2010 and 2011, funded through both FCM and Regional Greenhouse Gas Initiative (RGGI) revenues, as authorized by the Vermont Legislature.

Economic Support for Vermont Businesses

Savings in the Business New Construction and Business Existing Facilities markets for 2009 totaled 8,600 MWh and 33,000 MWh, respectively, delivering net economic benefits of $54.5 million. This significant level of savings was achieved despite an extremely challenging financial climate in which commercial access to capital for investment (even highly cost-effective investment) was severely restricted.

Large customers receiving Efficiency Vermont Account Management services continued to provide a major portion of savings from these markets. In 2009, Account Management customers made up 50% of the overall savings achieved in Efficiency Vermont's business markets.

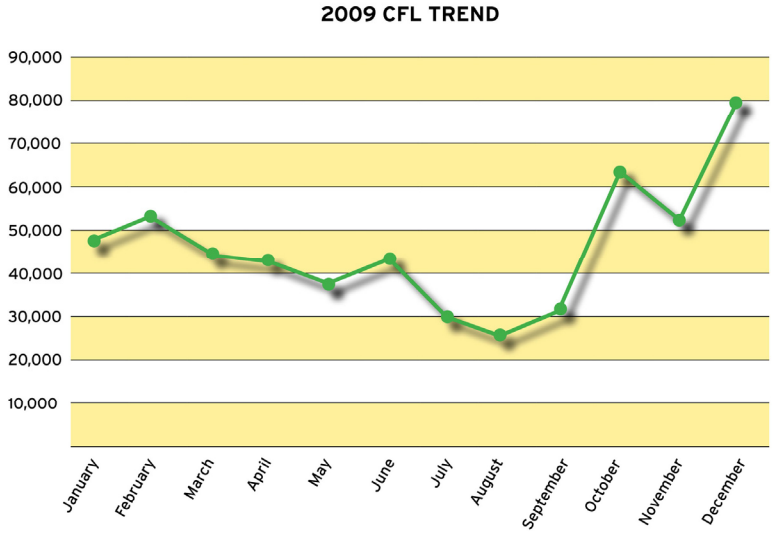
Given the importance of large commercial and industrial customers in Efficiency Vermont's overall portfolio, several internal efforts were undertaken in 2009 to strengthen the organization's work with those clients. A project called the Voice of the Customer gathered feedback from most of Vermont's 65 largest commercial and industrial users of electricity, and elicited detailed information from the customer perspective regarding Efficiency Vermont services. The project was conducted by an independent third-party organization.

Overall, customers rated Efficiency Vermont Account Management services very highly, placing the utility in the 80th percentile of organizations evaluated by the consultancy that conducted the study. In 2010, Efficiency Vermont expects to further enhance its level of service to these customers through its new Key Account Management division, a service focused solely on the unique needs of large commercial and industrial customers.

Efficiency Vermont continued to serve large and small commercial customers (dairy farms, convenience stores, etc.) alike in 2009 with targeted market initiatives. Each initiative is supported by Efficiency Vermont staff who are experts in those markets, and who understand the unique conditions under which those sectors operate.

A Rebound for Efficient Products

As a result of the weak economy, the Retail Efficient Products market faced a challenging beginning to 2009. After a slow start for CFL sales in particular, a renewed marketing campaign and outreach to new retail partners such as convenience stores contributed to a significant increase in CFL sales in the latter half of 2009. Efficiency Vermont added more than 80 retail partners last year.



Consistent with the strategy described in the Efficiency Vermont 2009–2011 annual plan, and with the negotiated per-unit savings rate reductions for standard CFLs, Efficiency Vermont placed an increased focus on the promotion and sale of specialty CFLs such as dimmable and three-way products. Over the course of 2009, the proportion of specialty CFLs within overall CFL sales steadily grew, from 10% at the start of the year to more than 25% in the final three months of the year.

Efficiency Vermont also developed new initiatives in non-lighting product categories in 2009. Advanced power strips ("smart strips"), which can automatically cut off power to other devices when the main device is powered off, were promoted through a combination of negotiated buy-down agreements and coupon discounts. A refrigerator and freezer turn-in and recycling service was piloted in 2009, and will be expanded statewide in 2010. This service provides an incentive for a customer to take a working but inefficient refrigerator or freezer out of service, and offers free pickup and recycling of the old unit. In 2009, approximately 650 refrigerators and 300 freezers were turned in as part of this program.

In the community service area, Efficiency Vermont supported a compact fluorescent lighting distribution program in collaboration with the Vermont Foodbank, which provides food items and other goods to 270 food shelves and pantries across the state. The promotion was very successful, with approximately 30,000 CFLs distributed. Efficiency Vermont expects to repeat this promotion in 2010.

Efficiency Vermont worked closely with the Department of Public Service, Vermont Gas Systems, and the Vermont Retail Association to develop an appliance rebate program funded by the American Recovery and Reinvestment Act (ARRA). The $600,000 program will provide additional rebates for the highest tiers of ENERGY STAR qualified efficient clothes washers, refrigerators, and room air conditioners, and its launch was scheduled to coincide with the March 2010 sales tax holiday. The program design requires proof of disposal or recycling.

Savings for Residential Customers

Efficiency Vermont savings for Residential New Construction and Existing Homes (which includes multifamily buildings) totaled 1,700 MWh and 2,600 MWh, respectively, in 2009, with reduced savings levels mirroring the national economic climate. However, savings rose over the course of the year, increasing by approximately 30% from the first quarter of 2009 to the final quarter.

Savings from the Residential New Construction market were, to some extent, a reflection of the slowdown in housing construction activity. In 2009, new residential construction completions in Vermont were down 14% from the prior year.

However, the rate of participation in the Vermont ENERGY STAR Homes Residential New Construction service increased in 2009, rising to 30% from 23% in 2008. Of the homes that participated in the service, 88% met all program criteria in 2009, up from 81% in 2008 and 61% in 2007. The number of builders participating in this service also continued to increase, with 42 new builders added in 2009.

The private contractor–based Home Performance with ENERGY STAR network continued to serve as Efficiency Vermont's primary vehicle for delivering residential retrofit savings. Efficiency Vermont continued to support and expand this network in 2009, with a greater number of certified Home Performance with ENERGY STAR contractors completing a larger number of projects. The number of Home Performance with ENERGY STAR contractors increased by 50%, to more than 70 certified individuals representing more than 50 businesses across the state. Vermont has the highest per capita number of Home Performance with ENERGY STAR contractors in the nation. These contractors reported approximately 260 comprehensive retrofit projects, leveraging more than $1.7 million in customer investment.

Efficiency Vermont initiated a collaboration in 2009 with representatives from industries including real estate, home construction, appraisal, banking, and others to explore opportunities related to the valuation of efficiency investments. Increased market recognition of the value of energy efficiency investments will enable development of financing and other tools to advance the trend toward deeper investments in efficiency.

American Recovery and Reinvestment Act Deployment (ARRA)

Efficiency Vermont worked with the Vermont Department of Public Service (DPS) and the Clean Energy Development Fund (CEDF) to make effective use of energy-related ARRA funds. In the area of residential building code updates required by ARRA, Efficiency Vermont provided support for development of the stakeholder process that is being led by the DPS, and expects to be an active participant in that process as it unfolds.

Efficiency Vermont also worked with the CEDF to respond to the federal Energy Efficiency and Conservation Block Grant (EECBG) funding opportunity for Vermont cities and towns. Efficiency Vermont offered initial review services for EECBG applicants, and is working with applicants that advanced beyond the CEDF's first round of consideration to develop incentive offers and provide technical assistance as needed.

For communities that were eligible for direct EECBG grants from the U.S. Department of Energy, Efficiency Vermont undertook a proactive Account Management approach, assisting those communities in identifying eligible cost-effective energy efficiency projects (except those in the city of Burlington, which is served by Burlington Electric Department).

Financing Initiatives

Efficiency Vermont has long considered a lack of financing options to be a significant barrier to deeper investment in energy efficiency. In 2009, Efficiency Vermont provided support and input to Vermont legislators in the development and adoption of enabling legislation for a financing mechanism that has come to be known as Property Assessed Clean Energy (PACE). This enabling legislation was included in Act 45, the omnibus energy bill enacted into law in May 2009.

PACE financing enables property owners to finance investments in energy efficiency and renewable energy measures through their municipality. Those investments are secured as a lien on the property and repaid as part of the property tax bill. The period of repayment is of sufficient length to allow for positive monthly cash flow to the homeowner or business owner, and the repayment obligation remains with the property, so that owners do not need to pay off the outstanding balance if they sell the property.

The legislation provides for duties to be carried out by the energy efficiency utilities (EEUs), which are Efficiency Vermont and the Burlington Electric Department's efficiency division. The EEUs must annually publish a list of eligible efficiency measures, an obligation that Efficiency Vermont and BED first fulfilled in July 2009. The EEUs are also responsible for final review of project cash-flow analysis. Though the law does not require projects to have a positive cash flow, cash-flow analysis and disclosure are required for each proposed project.

As specified in the Vermont enabling legislation, individual towns must opt in to PACE through a public vote. At the end of 2009, several communities were planning to place this question on their 2010 Town Meeting agendas.

In 2009, Efficiency Vermont also initiated a process to review financing options and incentives for Home Performance with ENERGY STAR. After consultation with lenders, contractors, and other stakeholders, Efficiency Vermont discontinued its interest rate buy-down incentive at the end of 2009 in favor of cash incentives. Efficiency Vermont will continue to work with the lending community to develop new, attractive financing tools.

Forecasting

Efficiency Vermont completed its first study of demand side management (DSM) potential in 2009, known as Forecast 20. This study assumed a fixed annual DSM budget of $31 million for resource acquisition for the next 20 years.[4] The forecast methodology used a measure-level, "bottom up" analysis to assess the potential of many different kinds of energy efficiency measures that could be deployed over the next 20 years.

Forecast 20 found that within a budget-constrained scenario over the next 20 years:

- Vermont's forecasted electric requirements will be reduced by 1,093,000 MWh per year, or 14.2% of the projected total energy requirements for the year 2027.
- Peak demand reductions would total 204,000 kW in summer and 177,000 kW in winter, reducing seasonal forecasted peak demand in 2027 by 14% and 13.4%, respectively.
- These 20 years of investment would generate net societal benefits of $1.3 billion over the expected lifetime of measures installed through 2027.
- Electric system net benefits would amount to an estimated $1 billion.

[4] Unlike some other potential studies, Forecast 20 is not a forecast of technical or cost-effective maximum potential. It is built upon a more narrowly focused scenario in which resource acquisition budgets are held constant for a 20-year period.

Forecast 20 serves as the first edition of what is expected to be a 20-year DSM forecast delivered by Efficiency Vermont every three years, in coordination with forecasts developed by the DPS and the Vermont Electric Power Company.

Major Regulatory Changes

Significant regulatory changes relating to Efficiency Vermont's structure and operations took place in 2009. The most far-reaching was the Public Service Board's November 2009 order in Docket 7466 providing for a change in the EEU structure from a three-year contract cycle to an order of appointment for up to 12 years. Further proceedings related to implementation of this order will take place in 2010.

Two new programs related to self-management for large commercial customers were also created in 2009, with implementation to follow in 2010. The Self-Managed Energy Efficiency Program was created by the Legislature and allows certain customers to be relieved of energy efficiency charge (EEC) payments, and to self-manage their efficiency programs. As currently defined, this program applies to a single customer (IBM), whose enrollment has been accepted for 2010. Also in 2009, rules were developed and approved by the board for Energy Savings Accounts, a broader self-management program available to commercial customers with an annual EEC of at least $5,000. Efficiency Vermont will be working with the Department of Public Service to implement this program in 2010.

Year 2009 Annual Report

November 2010

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This report is submitted November, 2010 to the Vermont Department of Public Service and to the Vermont Public Service Board. 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 2009.

2009 Annual Report
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1. INTRODUCTION

In 2009, Efficiency Vermont delivered significant economic value to Vermont homeowners and businesses alike, with total resource benefits (TRB) of $101.4 million to the State, relative to Efficiency Vermont expenditures of $26.5 million. Further, Efficiency Vermont delivered services that provided economic and environmental benefits to ratepayers statewide, while also supporting private-sector contractors and partners.

Table 1: Economic Benefits of Efficiency Vermont Services, 2009

Total Resource Benefits by Market	
Business New Construction	$15,000,000
Business Existing Facilities	$39,400,000
Residential New Construction	$8,200,000
Existing Homes	$4,900,000
Retail Efficient Products	$27,600,000
Customer Credit	$6,200,000
Average TRB Savings per Participating Customer	
Business	$36,000
Residential (includes Retail Efficient Products)	$1,200
Average Rate of Return on Investment	
Business	45%
Residential (includes Retail Efficient Products)	50%

The environmental benefits associated with efficiency investments in 2009 were significant, due primarily to the fact that efficiency is a factor in reduced electricity generation and its associated emissions. In addition, environmental benefits accrued from Efficiency Vermont's new unregulated fuels initiatives.

Table 2: Environmental Benefits of Efficiency Vermont Services, 2009[5]

Pollutant	**Reduction**
Carbon dioxide	540,000 tons
Nitrogen oxides	250 tons
Sulfur oxides	800 tons

The reductions in carbon dioxide emissions alone have an effect equivalent to removing 94,000 cars from the road for a year.

Efficiency Vermont delivered economic benefits statewide, with low-cost efficiency contributing to Vermont's least-cost power planning objectives. In 2009, efficiency

[5] Carbon dioxide reduction reflects benefits from both electric and non-electric initiatives. Nitrogen oxides and sulfur oxides reductions reflect benefits from electric initiatives only.

provided 1.6% of Vermont's electricity supply requirements, a depth of savings that, although lower than the 2.5% rate in 2008, is still one of the best in the nation. On a cumulative basis, these measures provided 11% of Vermont's electricity supply requirements in 2009.

These savings are being provided to Vermont ratepayers at a very economical 3.8 cents per kWh. Taking into account participating customers' additional costs and savings, the levelized net resource cost of saved electric energy in 2009 was 3.0 cents / kWh.

If ratepayers had paid for the same amount of electricity that they actually saved through efficiency, the cost of that comparable electric supply in 2009 would have been 13.6 cents per kWh. This means that if these 2009 efficiency investments had not been made, Vermont utilities would have had to pay an estimated $125.1 million more over the lifetime of the measures to generate or purchase electricity.

Efficiency Vermont also sought to support the Vermont economy through its partnership with private-sector providers of energy efficiency products and services. In 2009, Efficiency Vermont supported and promoted its network of more than 70 Home Performance with ENERGY STAR® contractors, joined with 380 retail partners to promote and provide incentives for customers' purchase of efficient products, collaborated with more than 830 design professionals and engineers to deliver more customer value while supporting these service providers, and engaged more than 20 upstream distributors to bring increased quantities of efficient products into the supply chain.

Under the performance-based Efficiency Vermont contract, there is a significant focus on meeting aggressive "stretch goals" to encourage high levels of performance and innovation. For 2009, the first year of the current three-year performance period, results in some areas reflect the impact of the overall economic climate on the rate at which Efficiency Vermont is acquiring savings toward these aggressive goals.

These results are significant under the current circumstances: a highly challenging economic environment for Vermont and for the nation as a whole. In Vermont, the unemployment rate reached 7.4% in 2009, and economic activity in the state, as reflected in general fund revenues, was down 7.2% from 2008.

Other notable Vermont economic indicators in 2009 were residential new construction (down 14% from 2008), corporate tax revenue (down 11% from 2008), and personal income tax revenues (down 15% from 2008). Economic conditions such as these had a direct bearing on the ability of business and residential customers to make energy efficiency investments.

In response to indications in early 2009 showing a decline in Retail Efficient Products results (mirrored by similar declines nationwide), Efficiency Vermont began to shift some of its resources from that market to the Business Existing Facilities market, where additional cost-effective savings opportunities were identified. This shift is part of the process of adjusting strategies and resource allocation over the course of the three-year performance period to maximize benefits for Vermont ratepayers, while adhering to the contract's Performance Objectives, Minimum Performance Requirements, and other policy objectives set by the Vermont Public Service Board (Board) and state law.

Table 3: Efficiency Vermont 2009 Results Compared to Annual Plan

	2009–2011 Annual Plan 3-Year Projection	2009 Results	Progress Toward 3-Year Goal
Performance Objectives			
Annual MWh savings	360,000	80,600	22%
Total Resource Benefits (TRB)	$342,400,000	94,385,000	28%
Summer peak kW savings	51,200	12,850	25%
Winter peak kW savings	54,000	14,860	28%
Summer peak kW savings in Geographic Targeting areas	8,100	4,230	52%
Winter peak kW savings in Geographic Targeting areas	2,400	920	38%
Minimum Performance Requirements			
Ratio of gross electric benefits to spending	1.2	3.09	N/A
2009–2011 spending for residential customers	$19,700,000	5,600,000	28%
2009–2011 spending for low-income customers	$6,307,000	1,253,000	20%
Number of small business customers served	700	655	94%
Total Resource Benefits per county	Specific minimums for each county		

Results for each market are discussed in more detail below. The following sections also address 2009 results for major strategies outlined in the Annual Plan, highlights from Efficiency Vermont targeted initiatives, and highlights from other services that are not limited to specific markets, such as Customer Service and Information Technology.

1.1 Overview of Services and Initiatives for Business and Institutional Customers

The decline in the state's economic activity in 2009, and the associated constriction of capital, contributed to a more challenging investment environment for Vermont's business sector, including investments in energy efficiency. Despite these challenges, Efficiency Vermont partnered with more than 1,500 business and institutional customers to make investments in energy efficiency, helping those customers reduce costs at a time when both operating and capital budgets were severely strained.

Efficiency Vermont continued its multipronged approach for these customers, which includes intensive account management for large customers with complex projects; a more prescriptive strategy for smaller customers with standard savings opportunities; and targeted initiatives tailored to the needs of specific markets, such as grocery stores, schools, and hospitals.

Highlights for 2009 Efficiency Vermont services to business and institutional customers:

- 41,000 MWh savings, $54.5 million in TRB, 5.6 MW reduction in winter peak demand, and 7.8 MW reduction in summer peak demand.
- Participants: 1,500.
- Average return on investment for participants: 45%.
- Ratio of TRB to Efficiency Vermont costs: 3:1.
- Launch of the new Key Account Management division, part of a continuous effort to improve the level of service to Efficiency Vermont's largest customers; the efficiency savings for these customers made up 25% of the overall portfolio of savings for 2009. This new service is described in more detail on page 8.
- A new emphasis on presenting customers with the economics (particularly the cash flow) of projects, to encourage recognition of long-term economic benefits and return on investment, particularly in a difficult economy.
- Steady increase in savings throughout the year, rising from 700 MWh reported in January to 11,500 MWh reported in December.

1.2 Overview of Services and Initiatives for Residential Customers

Vermont residential customers faced their own set of economic challenges in 2009, as reflected in a sharp decrease of 14.8% in Vermont personal income tax revenues and an increase in unemployment. These factors, combined with trends such as a significant slowdown in housing construction activity (Vermont municipalities issued 959 residential building permits in 2009, compared with 1,158 permits in 2008), affected Efficiency Vermont's ability to obtain efficiency savings in both the residential retrofit and new construction markets.

Even so, Efficiency Vermont continued to provide new and expanded service offerings in both markets, and sought to increase participation rates. In the Residential New Construction market, participation in Vermont ENERGY STAR Homes (VESH) increased from 23% of the eligible market in 2008 to 30% in 2009. In designing and providing its services for the residential retrofit market, Efficiency Vermont continued to focus on promoting comprehensive treatment of buildings, with tools such as Home Performance with ENERGY STAR incentives to overcome residential customers' barriers to making comprehensive energy efficiency investments. With support from revenues to the State from the Regional Greenhouse Gas Initiative (RGGI) and the Vermont Energy Investment Corporation's participation in ISO New England's Forward Capacity Market (FCM), Efficiency Vermont's whole-house service seeks to address all end uses comprehensively, regardless of fuel type.

Highlights for 2009 Efficiency Vermont services to residential customers:[6]

- 4,200 MWh savings, $13.1 million in TRB, 900 kW reduction in winter peak demand, and 400 kW reduction in summer peak demand.
- Participants: 5,700.
- Average return on investment for participants: 60%.
- Ratio of Total Resource Benefits to Efficiency Vermont costs: 2:1.
- Delivery of services to low-income Vermonters, resulting in savings of 1,400 MWh for multifamily housing and 1,000 MWh in single-family homes. Efficiency Vermont also continued its successful collaboration with weatherization assistance providers to leverage electric and non-electric savings.
- Redesign of Home Performance with ENERGY STAR to more effectively encourage the comprehensive treatment of buildings, and to create a uniform, statewide incentive structure.
- Setting an objective of maintaining level participation in the VESH service in the 20092011 Annual Plan, in anticipation of a slowdown in new housing starts. As noted above, VESH's share of the eligible market in 2009 was 30%, exceeding the market share of 23% in 2008.
- Focusing major new initiatives for the Existing Homes market in 2009 primarily on the development and launch of unregulated fuels–funded services, bringing more customer value to the existing Home Performance with ENERGY STAR service. These services are discussed on page 16.

[6] These results do not include Retail Efficient Products, which are described on page 6.

1.3 Overview of Retail Efficient Products Services and Initiatives

Lower levels of savings in the Retail Efficient Products market in 2009 largely reflect an overall decline in consumer spending, and might also reflect Vermont's high level of market penetration (the highest in the nation). These lower levels of savings mirror results reported by other efficiency portfolio managers outside Vermont.

A significant slowdown in CFL sales was the primary driver for the overall 2009 results for Retail Efficient Products. Sales of CFLs yielded 32,000 MWh in savings in 2009, down 50% from 2008, the result of a 35% decrease in unit sales and changes in savings methodology. However, over the course of 2009, sales improved: 150,000 units were sold in the first quarter, and 200,000 units in the fourth quarter.

Notably, in the face of this overall decline, the share of specialty CFLs (three-way, dimmable, etc.) increased from 10% of all CFL sales in the first quarter to 25% of all CFL sales in the fourth quarter. This result appears to reflect a range of program modifications and promotional activities implemented in 2009 to achieve a specialty bulb market share increase, as identified in the Efficiency Vermont 2009–2011 Annual Plan.

Efficiency Vermont's 2009 efforts in the area of Retail Efficient Products also included two major new initiatives unrelated to CFLs. The second refrigerator turn-in service provides incentives for the removal and recycling of old, inefficient units. This service was piloted in 2009 and will be expanded statewide in 2010. In addition, planning work was completed on a new initiative for advanced power strips, which help reduce "phantom load" from home appliances and electronics.

Highlights for 2009 Efficiency Vermont services in Retail Efficient Products:

- 35,000 MWh savings, $27.6 million in TRB, 8.4 MW reduction in winter peak demand, and 4.7 MW reduction in summer peak demand.
- Participants: 29,500.
- Average return on investment for participants: 50%.
- Ratio of TRB to Efficiency Vermont costs: 8:1.
- Implementation of a pilot program for removing and recycling second refrigerators and freezers, focused on Geographic Targeting and other areas. Approximately 950 refrigerator and freezer units were removed.
- Development of a new upstream partnership with retailers to begin marketing advanced, efficient electric power strips in 2010.
- Delivery of 30,000 CFLs to the Vermont Foodbank for distribution to food shelves throughout Vermont.

1.4 Major Strategies Review

The 2009–2011 Annual Plan identified five major strategies that would support Efficiency Vermont's savings goals:

- **Account Management:** Customized solutions for the specific business needs of large and midsized businesses
- **High-Performance Partners:** Influencing the availability of energy efficiency services and equipment by deepening relationships with wholesale suppliers, vendors, and other professionals operating upstream from end-use customers
- **Community Energy Initiatives:** Expanding relationships with community and local business leaders, civic and religious organizations, and schools, to turn public awareness of energy efficiency into action
- **Transition to Specialty CFLs and LED Products:** Working to expand retail sale of specialty CFLs, as well as light-emitting diode (LED) products, as these products and technologies continue to evolve
- **Direct Installation of Efficiency Measures in Geographic Targeting Areas:** Providing cost-effective energy efficiency measures at significantly reduced cost to qualified customers in Geographic Targeting areas

In carrying out these strategies, Efficiency Vermont identified several overarching objectives in its 2009–2011 Annual Plan. Notable results from 2009 in the context of those objectives are:

- **A greater percentage of business customers that deepen their savings by completing second or third efficiency or business expansion projects:** The percentage of business customers that completed second or third projects increased from 40% in 2008 to 50% in 2009.
- **More savings from initiatives that involve upstream business partners:** Savings associated with these initiatives increased from 600 MWh in 2008 to 2,000 MWh in 2009.
- **A special emphasis on small businesses in Geographic Targeting areas:** Savings for these customers totaled 5,300 MWh in 2009.
- **Tailored incentive strategies in business markets to create positive cash flow through financing, as well as through direct financial incentives:** Efficiency Vermont created a new turnkey financing option for businesses in Geographic Targeting areas; developed and implemented a new procedure for presenting savings opportunities, focused on achieving positive cash flow for these business customers; promoted a customer economics–focused approach to presenting incentive offers to encourage more participation at deeper levels.
- **A shift in focus from standard spiral CFLs to specialty CFLs and LED technology:** Incentives were reduced for standard spiral CFLs; new advertising focused on specialty CFLs; the share of specialty CFL sales in the overall CFL market increased significantly in 2009; savings from LED products increased from 70 MWh in 2008 to 430 MWh in 2009.
- **Expanding electrical energy efficiency while introducing new opportunities for fossil fuel efficiency:** Efficiency Vermont launched RGGI- and FCM-funded

unregulated fuels initiatives, including the Vermont Community Energy Mobilization (VCEM) project and Home Performance with ENERGY STAR incentives for middle-income Vermonters. Developed commercial heating equipment rebate program and Home Performance with ENERGY STAR service for small business and multifamily markets, both set to launch in 2010 (further described on page 16).

Account Management

Efficiency Vermont instituted the Account Management service in 2006 as a strategy to acquire greater savings by proactively offering customized solutions for the specific business needs of large and midsized businesses, and by establishing long-term relationships with these customers. This service was an expansion of Efficiency Vermont's existing Enhanced Customer Service initiative for large customers. The Account Management approach provides business customers with a designated Efficiency Vermont staff person who knows the customer's business well and can serve as a single point of contact.

It also provides alignment of Efficiency Vermont services with customer business and planning cycles; cash-flow and financial analysis to demonstrate the economic value of efficiency investments; and a commitment to offering customized solutions that best meet the unique needs of these customers.

Over time, as this approach has proved successful in meeting customer needs and Efficiency Vermont savings goals alike, it has been expanded to encompass additional customers, particularly large customers in Geographic Targeting areas. In 2009, more than 400 projects were completed with 200 customers. Projects undertaken by these customers provided 25% of Efficiency Vermont savings in 2009.

The savings of 20,000 MWh and the 2.5 MW reduction in winter peak demand and 3.3 MW reduction in summer peak demand from this customer segment were, as with other market segments, below projections in 2009. This market segment experienced significant challenges with availability of capital, particularly early in 2009 at the height of the national credit crisis. Many large customers reported their capital budgets were either entirely frozen or drastically reduced. Because of the uncertain economic climate, other customers delayed capital investments as a risk-management strategy.

Efficiency Vermont worked intensively with these customers to find solutions that would yield significant and lasting savings, while working within the constraints of very limited budgets. Total Resource Benefits for projects undertaken by these customers in 2009 were $27.5 million, with an average rate of return of approximately 40%. Efficiency Vermont worked with customers to demonstrate the comparative safety of energy efficiency as an investment.

In recognition of the importance of this customer segment to the success of Efficiency Vermont, the "Voice of the Customer" survey project was undertaken in 2009 to identify and explore in depth the strengths and weaknesses of the Account Management service. Third-party interviewers spoke to 52 Account Management customers in person, reaching key decision makers within each organization.

Significant findings from Voice of the Customer:

- 40% of respondents rated Efficiency Vermont as a "9" or a "10" on a 10-point scale in overall customer satisfaction, placing Efficiency Vermont in the top 19% of suppliers.
- Using the same 10-point scale, 75% of respondents rated Efficiency Vermont at "9" or "10" on the question of whether they would recommend Efficiency Vermont to a business colleague.
- Overall customer satisfaction was 84%, with top marks given in the areas of responsiveness, customer focus, and ease of contact.

As positive as these results were, the survey also indicated areas for improvement. In particular, many large customers expressed a desire for Efficiency Vermont to participate more actively in corporate planning processes, when decisions about capital investment are made.

In response to these and other survey findings, and also in response to the rapid growth of Account Management services since their inception, Efficiency Vermont undertook a major reconfiguration of this service in 2009 with the creation of the Key Account Management group. Using existing staff resources, this new group brought under a single umbrella all the resources and leadership directed at this critical customer segment. This configuration enabled a higher level of focus on the unique and varying needs of large commercial customers, with an Efficiency Vermont team specifically chosen and trained to understand and address those needs. Because of this strategy's success, it will continue into 2010.

Account Management is not necessarily the most appropriate strategy for all customers, and Efficiency Vermont does not take a "one size fits all" approach when working with its customers. For smaller commercial and industrial customers, prescriptive and direct installation approaches can produce significant savings.

High-Performance Partners

The High-Performance Partners strategy recognizes that market actors who operate "upstream" from Efficiency Vermont customers — actors such as suppliers, distributors, design professionals, builders, and contractors — can exert considerable influence on the efficiency-related choices these customers make in many markets. Establishing mutually beneficial, business-to-business partnerships with these entities can both leverage the influence they have in upstream markets and enable Efficiency Vermont to achieve higher levels of savings at lower cost to Vermont ratepayers.

High-Performance Partners act as a multiplier for Efficiency Vermont's marketing and business development efforts, helping reach more customers than Efficiency Vermont can reach on its own. These relationships also contribute toward the goal of "market transformation"—that is, making energy efficiency standard practice in existing market structures. This is a long-term strategy for which savings are expected to increase over time as business relationships develop and mature.

Building and working through these relationships advances another important objective of Efficiency Vermont: leveraging resources to support the development of an expanded, vibrant private-sector infrastructure for delivering energy efficiency products and services in Vermont. Efficiency Vermont uses the Home Performance with ENERGY STAR service to support the development of a statewide network of private home energy improvement contractors; similarly, its High-Performance Partners strategy seeks to expand and support a network of Vermont product and service providers.

Efficiency Vermont builds these partnerships through methods such as product buy-down incentives, cooperative marketing, incentives offered to suppliers that stock energy-efficient products, direct vendor and installer sales incentives, design incentives, participation in trade shows, sponsorship of the Better Buildings by Design Conference, and customized training for upstream partners on the value of efficiency for their customers.

One significant new upstream initiative designed in 2009 was RELIGHT, a service created to encourage commercial customers to enlist the support of lighting design professionals on lighting retrofit projects. Lighting design professionals not only can provide expert advice on lighting equipment and design, but also can guide a business toward achieving the maximum energy savings possible during a lighting upgrade. Good lighting design can provide significant additional savings over what can be achieved through simply installing efficient equipment. Financial incentives provided by Efficiency Vermont as part of the RELIGHT program are intended to encourage customers to use a qualified lighting designer and generate valuable additional savings when this service launches in 2010.

Past Efficiency Vermont projects have shown that lighting designer involvement can increase energy savings by an average of 40% compared to standard one-for-one retrofits that simply match new lighting equipment to the layout and light level of a previous lighting installation. Beyond increased energy savings, redesign also often improves project economics and customers' lighting quality — in terms of uniformity, light level, and color appropriate to the application.

In addition to providing new opportunities for energy savings, RELIGHT will advance the relationship between Efficiency Vermont and a new segment of the design professional community, supporting Efficiency Vermont's contract directive to collaborate with private service providers. RELIGHT will offer a mutually beneficial solution for design professionals seeking new project opportunities in a difficult economic climate and customers who might not otherwise be able to afford these services.

Another notable new High-Performance Partner initiative in 2009 was the significant expansion in the number of lighting retail partners. Efficiency Vermont added more than 80 new retail partners in 2009, an increase of 34% over 2008. In particular, Efficiency Vermont focused on building partnerships beyond traditional distribution channels (for example, hardware and large grocery stores), identifying new retail channels, such as convenience stores, that serve a significant share of the marketplace.

Community Energy Initiatives

The Community Energy Initiative (CEI) strategy was developed to harness existing community interest in increasing energy efficiency, curbing global warming, and achieving energy independence, in support of Efficiency Vermont's contract goals. The initiatives that make up this strategy are informed by Efficiency Vermont's years of prior experience in community energy activity, with an added focus on initiatives for Geographic Targeting communities.

Efficiency Vermont launched a significant new CEI in 2009, the Vermont Community Energy Mobilization (VCEM) project. Funded primarily by FCM revenues, VCEM was a five-month demonstration project that relied on community volunteers to increase awareness about energy savings opportunities in Vermonters' homes, and to achieve electrical and thermal energy savings through: 1) the direct installation of energy-efficient products for the home, and 2) referral to the Home Performance with ENERGY STAR service for major home retrofits. Efficiency Vermont partnered with local energy committees and other community groups to implement this program at the community level. Trained community volunteers installed energy-saving measures, conducted walk-through assessments of opportunities for home energy savings, and held "kitchen table" discussions about energy-saving opportunities and resources.

VCEM reached 650 homes in 54 towns, with 243 volunteers conducting the home energy visits. Approximately 8,000 energy-saving products were installed, including compact fluorescent lightbulbs, pipe insulation, insulated wraps for hot water heaters, low-flow showerheads, faucet aerators, and programmable thermostats. This effort resulted in an estimated 330,000 kWh and 2,000 MMBtus saved in the first year.

Efficiency Vermont completed an evaluation of VCEM in October 2009, including a participant survey and an analysis of program lessons learned and the effort's cost-effectiveness. In particular, Efficiency Vermont wanted to understand the degree to which the VCEM home visits led homeowners to make more comprehensive investments in energy efficiency. In the survey, 20% of participant respondents said they planned to have a full home energy audit conducted by a Home Performance with ENERGY STAR contractor as a result of the program. Ultimately, 11 of 576 single-family residential ratepayers (2% of participants) took additional steps toward weatherization work; ratepayers in 14 homes took additional steps toward such actions as replacing refrigerators. In refining VCEM for 2010, Efficiency Vermont has identified as a key objective focusing on strategies for increasing these rates of participation for additional investments in energy efficiency.

Efficiency Vermont took part in numerous events in 2009, including trade shows, school presentations, and conferences. Efficiency Vermont participates in these events to increase public awareness of energy efficiency opportunities and Efficiency Vermont services. Efficiency Vermont also provides support for Home Performance with ENERGY STAR contractors who participate in these events, as a strategy for building market demand for their services.

Additionally, Efficiency Vermont continued to focus on CEI activities in certain Geographic Targeting communities in Vermont. These communities included St. Albans, Essex, Colchester, Manchester, Rutland, and Milton. The primary outreach effort for

these communities was a "Key Influencer" ad campaign, published in community newspapers and flyers, in which local residents provided testimonials about the benefits of energy efficiency and energy-efficient products (including specialty CFLs and advanced power strips).

Other CEI outreach efforts in Geographic Targeting areas were school and nonprofit fundraisers with efficient products, demonstrations of efficient products and services at community events, and targeted efficient product promotions (including the second refrigerator retirement program).

Transition to Specialty CFLs and LED Products

In the face of changing federal standards for lighting and rapidly evolving new technologies, Efficiency Vermont implemented a new strategy to accelerate the transition from promotion of standard spiral CFLs to promotion of specialty CFLs such as dimmable, three-way, and candelabra products. Efficiency Vermont also continues to play a leading role in supporting the highly efficient, although still relatively expensive, emerging LED technology.

The results of that change in strategy were clearly seen in 2009, as sales of specialty CFL products more than doubled their share of the overall CFL market, from 10% to 25%; sales for 2009 totaled 150,000 units and 11,500 MWh of savings. For a year that proved very challenging for CFL sales as a whole, this shift represented a positive development for the efficient products market in Vermont.

The greater the availability and penetration of specialty CFLs in the Vermont marketplace, the more the state will continue its national leadership in per-household saturation of CFL lighting, especially because these products can now be used in sockets not suitable for standard spiral CFLs.

Efficiency Vermont continued to develop customer incentives for the emerging market in LED products, which offer increasing levels of efficacy, excellent light quality, long life, and no mercury disposal difficulties. Efficiency Vermont introduced a number of prescriptive rebates for certain LED products in 2009, for both internal use (downlights) and external use (streetlights).

Installation of LEDs more than tripled in 2009, from 497 units in 2008 to 1,780 units in 2009; associated savings grew from 72 MWh to 428 MWh during that period.

Direct Installation of Efficiency Measures in Geographic Targeting Areas

Efficiency Vermont continued to provide its Lighting Plus service in 2009, offering direct installation of lighting measures for midsized businesses. The service continued to be offered through a partnership with RISE Engineering, as a turnkey solution for qualifying businesses.

To improve leveraging of ratepayer resources, Lighting Plus was modified in 2009 from a 100% free service to one in which the customer cost was bought down to a service

offering an 18-month customer payback period. Efficiency Vermont developed a financing strategy to address the challenge of moving to a new Lighting Plus model that included a customer contribution. This new financing product, offered in conjunction with a commercial lending institution, provides instant loan approval for any participant, thanks to an Efficiency Vermont loan guarantee backing each project. There is no underwriting or qualification required, so loans can be offered and agreed upon by program representatives at the time of the retrofit offer to the customer. Although developed in 2009, this financing offer was not implemented until 2010.

Savings from Lighting Plus totaled 5,800 MWh in energy savings and 1 MW reduction in winter peak demand and 1.6 MW reduction in summer peak demand in 2009. Efficiency Vermont completed 435 projects in more than 360 facilities, with Total Resource Benefits totaling $7.4 million.

Non-lighting measures were also supported in Geographic Targeting areas. In particular, the Express Refrigeration service was launched in the winter Geographic Targeting area and then expanded to other areas. This direct installation service resulted in 60 MWh in energy savings and a 7 kW reduction in winter peak demand and 6 kW reduction in summer peak demand in 2009.

1.5. Highlights from Selected Market Initiatives

Market-Based Initiatives

Business New Construction
The Business New Construction initiative is focused on improving the energy efficiency of new construction and major renovation of non-residential buildings in Vermont. Efficiency Vermont works with the developers of these projects during a short but critical window during design and construction phases to minimize the loss of appropriate opportunities to build in efficiency from Day One.

In 2009, this market remained flat, primarily because of the weak economy, constrained capital investments, and limited business growth to fuel new construction funding. Despite the slowdown in overall activity, Efficiency Vermont saw an increase in the number of projects, likely the result of customers seeking to secure every possible financial resource in the face of the difficult economy.

Highlights in 2009 for the Business New Construction targeted market initiative:

- Efficiency Vermont increased application of Core Performance on midsized projects, tying integrated design with green building trends. Core Performance is a nationally recognized program targeting high performance in new construction through a simplified checklist of required measures.
- More than 20 projects were enrolled or participating toward Core Performance goals, with eight to 10 completing, or in the process of achieving, certification.
- Efficiency Vermont launched LED workshops for architectural firms, to begin moving the new construction market toward greater implementation of this advanced technology.
- Despite the market downturn in new construction and major renovation, Efficiency Vermont increased project enrollments and achieved a level of savings similar to those attained in 2008. Efficiency Vermont achieved 8,600 MWh in savings from 246 projects (compared to 8,800 MWh of savings from 186 projects in 2008). The number of prescriptive projects increased by 65% in 2009.

Colleges and Universities
Vermont's 25 colleges and universities account for 140,000 MWh, or 2.7%, of the state's total annual energy use.

Highlights in 2009 for the Colleges and Universities initiative:

- Approximately 40 projects at 17 institutions that achieved a total savings of 2,200 MWh.
- A major renovation and upgrade of a college's heating and ventilation systems, resulting in more than 400,000 kWh in annual savings.
- Assistance in the design and review stages of the major renovation and new construction of a campus center designed, built, and operated to meet the energy and environmental standards of the Green Building Council. It has applied for

LEED Silver designation. Energy savings are estimated at nearly 300,000 kWh annually, compared to what a similar building would consume if built according to conventional standards.
- Deployment of successful Account Management strategies, increasing Efficiency Vermont's access to institutional decision makers.

Convenience Stores
Through the Convenience Stores initiative, Efficiency Vermont works with chain convenience stores throughout Vermont. These businesses have long hours of operation and present savings opportunities in lighting, refrigeration, HVAC, and food service. In 2009, Efficiency Vermont assisted in projects at 218 stores operated by 11 chains. Combined savings in energy use are estimated to be 42,000 MWh annually.

This is a market that has an impact on the state's economy through sales at the gas pump. That is, convenience stores attract customers in any economy, because they offer gasoline. Despite small profit margins, intense competition, and limited access to capital, this market can be characterized as stable, but showing notable growth, as indicated by new construction and the acquisition of existing facilities.

Highlights in 2009 for the Convenience Stores initiative:

- 21 projects yielded 370 MWh in savings, a slight increase over 2008. LEDs for refrigerated cases, a new technology promoted within the initiative, played a role in bringing about these results.
- Customer case study: As part of Efficiency Vermont's ongoing efforts to educate customers and encourage them to adopt cost-effective technologies, Efficiency Vermont conducted a demonstration of an outside-air economizer with a convenience store owner who did not believe in the technology. The customer has been pleased with the results.
- Efficiency Vermont successfully recruited 77 convenience stores to become Efficiency Vermont retail partners, expanding the number of points of sale at which efficient products are available to consumers.

Dairy Farms and Agriculture
The significant economic challenges faced by dairy farms and other agricultural businesses in 2009 have meant that reducing costs is of critical importance. Efficiency Vermont works closely with Vermont agricultural producers, especially dairy farmers, to help reduce their energy costs. These reductions are particularly important for farmers who lack access to capital or to the objective technical information and economic analysis they need in order to make cost-effective decisions about energy use.

As of the 2007 census, there were 6,984 farms in Vermont, including 1,219 dairy farms, representing a total market value of $673.7 million. In 2009, the dairy farm sector was shrinking while there was an increase in farms focused on products from milk-producing animals other than cows. Also growing were the numbers of horse farms, riding arenas, and hobby-style agricultural enterprises — especially produce, beekeeping, and maple sugaring operations.

Efficiency Vermont works directly with farmers, vendors, and partners such as the Northeast Organic Farming Association of Vermont and the U.S. Department of Agriculture. Efficiency Vermont's face-to-face interactions with farmers are key to its effectiveness, as are strong relationships with vendors, who are a solid source of project leads and who provide necessary data and equipment quotes.

Highlights in 2009 for the Dairy Farms and Agriculture initiative:

- Performed and completed a variable-frequency drive (VFD) pilot for maple-sap pumps. Results revealed that cost-effective energy savings with a VFD, compared to continual pump operation during sugaring season, warranted certain financial incentives for selected situations.
- Completed more than 80 projects, with a combined savings of 775 MWh, despite a very hard economic year for farmers. Efficiency Vermont attributes much of this participation to the dairy farm loan program, which provides easy access to financing for dairy farms through loans guaranteed by Efficiency Vermont.
- Breakthroughs with Long-Day Lighting (LDL) techniques at maple sugaring operations and dairy farms. Maple farmers and dairy farmers began in 2009 to take an interest in Efficiency Vermont's involvement in Long-Day Lighting (LDL) projects. These projects have a high potential for savings because LDL systems, which enable higher milk production via longer lighting hours and provide an alternative to the use of artificial hormones, can significantly increase electrical use. Efficiency Vermont has been actively working with farmers interested in LDL systems to inform them about efficient lighting approaches that minimize electrical impact.

Existing Homes

The Residential Existing Homes initiative is focused on improving efficiency in Vermont's 212,000 single-family homes, which collectively use approximately 1,272,000 MWh of energy per year. The initiative focuses on the promotion of Home Performance with ENERGY STAR services. Efficiency Vermont's efforts include partnering with the Building Performance Institute (BPI) for contractor training and certification, as well as providing rebates and extensive marketing outreach to support contractors and to motivate homeowners to participate. With the assistance of RGGI and FCM revenues, these services provide savings opportunities for both electric measures and non-electric measures such as heating system replacement.

Highlights in 2009 for the Residential Existing Homes initiative:

- Residential retrofit services resulted in 1,000 MWh of savings (excluding projects completed through the weatherization assistance program, noted below).
- Contractors reported approximately 500 completed Home Performance with ENERGY STAR projects, up 67% from 2008.
- 225 of the completed projects were in Green Mountain Power Corporation territory and 70 were unregulated fuels jobs for moderate-income Vermonters.
- Efficiency Vermont developed a new incentive structure and introduced it to contractors for rollout in 2010.

- Two BPI trainings were held, with a total of 20 new contractors trained. At the end of 2009, more than 70 Home Performance contractors representing more than 50 businesses were BPI certified and actively participating — an 80% increase over 2008.
- Partnerships with weatherization agencies resulted in the completion of 1,085 projects, saving 1,000 MWh.
- The Vermont Community Energy Mobilization pilot resulted in 660 households' saving a combined total of 330 MWh.

Grocery Stores
The Grocery Stores initiative targets large stores, which provide significant opportunities for energy savings in lighting, refrigeration, HVAC, and food preparation. This market is made up of 51 large grocery stores (each at least 45,000 square feet) operated by three chains, and approximately 275 midsized grocery stores, small-town markets, and general stores of between 2,500 and 15,000 square feet. Average annual energy use per store is 2,200 MWh for chain stores and approximately 1,000 MWh for the others.

Economic conditions have a strong impact on this industry, which has very small profit margins — typically between 2% and 3%. In the weak 2009 economy, some large chains did very well, although others were at risk of closing. Many companies were less able to put money into capital improvements and energy efficiency projects, resulting in a significant decrease in savings for 2009. Despite these conditions, companies recognized the impact of energy use on their bottom line, and thus welcomed Efficiency Vermont to help assess projects that could save energy and money.

Highlights in 2009 for the Grocery Store initiative:

- In a major milestone for this market, a chain store invited Efficiency Vermont to participate in a design team meeting for a new construction project.
- Efficiency Vermont strengthened its working partnership with the Vermont Grocers' Association, in support of a new initiative to serve midsized and independent grocery stores.
- Efficiency Vermont influenced a redesign of lighting to obtain deeper savings in a large supermarket in a winter peak Geographic Targeting area.

Hospitals
Efficiency Vermont continues to maintain and develop relationships with hospitals and health-care facilities throughout the state. It is estimated that the top 15 facilities use a total of 75,000 MWh annually. The potential for increasing efficiency within this market is high, largely because the buildings are in constant use. It is currently projected that 15–20% of energy use in this market can be eliminated.

Highlights in 2009 for the Hospitals initiative:

- A campus-wide lighting retrofit project was completed at Rutland Regional Medical Center, resulting in 870 MWh savings. This project was featured in the 2009 Efficiency Vermont *Highlights* publication.

- A total of 230 MWh was saved as part of a lighting retrofit project at a hospital in southern Vermont.
- Overall savings of 3,600 MWh were achieved in hospitals; this was 140% over the 2009 target (1,500 MWh) and 50% over Efficiency Vermont's 2008 savings in this market, much of it in Geographic Targeting areas.

K–12 Schools
Vermont's 400-plus public and private schools use an estimated annual total of 100,000 MWh. In addition to managing the ongoing challenge of shrinking budgets, districts seeking to reduce energy costs sometimes require assistance to develop and oversee large energy efficiency projects. With these issues in mind, Efficiency Vermont addressed its K–12 Schools initiative by focusing on educating stakeholders about the potential for future savings, how to secure financing, and how to assemble a team and proceed with project development.

Highlights in 2009 for the K–12 Schools initiative:

- 3,600 MWh were saved through the completion of approximately 120 projects in 94 schools.
- Through the Lighting Plus program, Efficiency Vermont achieved savings of 1,300 MWh and 190 kW reduction in winter peak demand and 350 kW reduction in summer peak demand in schools within the Geographic Targeting area.
- Efficiency Vermont engaged with facility managers to educate them on the process of project development.
- Through consultative and collaborative discussions, Efficiency Vermont strengthened relationships with the Vermont Department of Education and statewide K–12 associations such as the Vermont Principals Association, Vermont Superintendents Association, Vermont School Boards Association, and Vermont Association of School Business Officials.

Multifamily Housing
Efficiency Vermont's initiative for Multifamily Housing focuses on market challenges such as limited cash flow, split incentives between owners and tenants, and other ownership and tenancy complexities of multifamily buildings. There are approximately 70,000 multifamily rental units in Vermont. Annual electric usage in this market, statewide, is estimated to be 420,000 MWh. Efficiency Vermont's effectiveness in serving this market relies on its relationships and partnering efforts with nonprofit housing entities and weatherization agencies, as well as with for-profit owners through Vermont's two property owner associations. Although Efficiency Vermont's efforts in the nonprofit sector focus on comprehensive new construction and major retrofit projects, service in the for-profit sector is primarily focused on retrofit opportunities and efficient product usage serviced through Efficiency Vermont's Rental Property Owner Rebate Application. Efficiency Vermont coordinates with the state's weatherization agencies to improve electrical efficiency in affordable housing through measures such as efficient lighting, refrigeration, ventilation, and water conservation.

Highlights in 2009 for the Multifamily Housing initiative:

- Efficiency Vermont began work as a supporting partner with the Vermont Housing and Conservation Board (VHCB) in a project to develop a "road map to permanently affordable multifamily housing." VHCB is receiving funding for the project through a MacArthur Foundation grant. The project approach seeks to demonstrate that deep retrofit savings can be achieved in affordable multifamily units, supporting long-term energy cost stability and increasing long-term affordability.
- The number of completed projects was down 25% in 2009 from 2008, and energy savings, totaling 1,750 MWh, were down 60% from 2008. This is due in part to a decrease in fuel-switching opportunities in 2009; in past years, very large fuel-switching projects contributed significantly to savings in this market.
- Efficiency Vermont expanded service to include metering and incentives for new variable-speed pumps for smaller boiler systems.
- Efficiency Vermont coordinated with the Central Vermont Community Action Council's Vermont Fuel Efficiency Partnership unregulated fuels program to provide electrical savings in multifamily housing.
- Building on its partnership with the state's weatherization agencies, Efficiency Vermont expanded its low-income single-family services into larger multifamily facilities. This enables the weatherization agencies to directly provide lighting and refrigeration improvements in the multifamily buildings they serve.

Residential New Construction
This initiative focuses on direct service to builders and homeowners, with the purpose of acquiring savings by increasing the efficiency of homes at the time of construction. In 2009, this market consisted of 1,028 one-unit to four-unit new homes receiving permits in Vermont. Efficiency Vermont's ENERGY STAR Homes (VESH) service reached 30% of the market. The primary electrical savings opportunities in this market are through CFLs and a small amount of appliance savings, plus some HVAC efficiencies resulting from tighter building shells. Thermal savings make up the larger piece of the pie and are due to insulation and air sealing, as well as efficient HVAC systems. Due to the 2009 slump in the real estate market, some homebuilders shifted their focus away from new construction to remodeling, energy audits, and other activities within the construction industry.

Highlights in 2009 for the Residential New Construction initiative:

- VESH market penetration increased statewide: in 2008, 23% of homes built had energy ratings performed through VESH, and that number increased to 30% in 2009. (Market penetration numbers assume a two-year permit-to-completion cycle, using 2009 completions relative to 2008 building permits.)
- Efficiency Vermont added 42 builders to the Efficiency Vermont Builder List.
- Efficiency Vermont developed a new partnership with Vermont Habitat for Humanity to explore different approaches for building Habitat homes to Passive House standard, the most rigorous energy standard for low-load homes. The project aim is to demonstrate that the Passive House standard can be met affordably in Vermont and to provide Efficiency Vermont with more experience

and learning related to the standard, which features savings of 60–70% compared to baseline new construction standards. Two designs will be used for three houses, and it is hoped that both designs will meet the Passive House standards. These will be the first Habitat Passive Houses built in the nation, as well as the first Passive Houses in Vermont.

Retail Chain Facilities
This initiative focuses on obtaining savings in retail chain facilities through assistance with efficient approaches to new construction, renovations, and equipment. Of the approximately 200 retail chain stores in the state, this initiative focuses on the top 19 energy users. The combined annual energy use among these 19 stores is 19,000 MWh.

Highlights in 2009 for the Retail Chain Facilities initiative:

- Efficiency Vermont continued to develop and maintain working relationships with key players in the 19 target chain stores, with an aim to expand participation beyond prescriptive rebates and obtain more comprehensive custom projects.
- 25 projects in 24 facilities yielded 1,300 MWh savings and demand reductions of 140 kW in winter peak and 270 kW in summer peak.

Ski Areas
Ski areas represent an important sector of Vermont's economy, generating $750 million in direct spending plus $700 million in indirect spending. The market is composed of 20 alpine ski areas and 30 cross-country areas. Total electrical usage in Vermont for this market is 125,000 MWh. Efficiency Vermont takes a customized approach to working with the state's ski areas to meet their unique energy efficiency needs. Efficiency Vermont continued its active partnership with the Vermont Ski Areas Association to deepen the level of engagement with these customers.

Highlights in 2009 for the Ski Areas initiative:

- Efficiency Vermont identified significant new energy-saving opportunities in snowmaking (the biggest single source of energy use for resorts), including condensate drains and water orifice overflows.
- Despite the weak economy, the number of completed projects met the Efficiency Vermont 10-year average. These projects were smaller than the average, however. Electricity savings in 2009 totaled 480 MWh, down 80% compared to 2008, as ski areas put off large capital improvements.
- Efficiency Vermont projects in ski areas reduced winter peak demand by 80 kW.
- Efficiency Vermont published the results of snow gun testing begun in 2008 and distributed the results to all alpine ski areas.

State Buildings
The State of Vermont maintains a diverse portfolio of buildings that encompass approximately 8.2 million square feet, statewide. These buildings offer a wide range of

energy efficiency opportunities and challenges. Annual energy use for this market is 64,000 MWh, or 1.3% of Vermont's total energy use, excluding Burlington. Efficiency Vermont works closely with the Department of Buildings and General Services and other state agencies to take advantage of savings opportunities and to help save money for Vermont taxpayers.

Highlights in 2009 for the State Buildings initiative:

- Efficiency Vermont deepened its efforts to provide targeted technical assistance and financial analysis to support the State's decision making for installing energy efficiency measures. Results were particularly evident in the State's increased use of the Revolving Fund for energy efficiency projects. The Fund is available for projects outside the Major Maintenance budget.
- In an economy that resulted in budget challenges for every state agency, the State realized approximately 3,100 MWh of first-year annualized savings through approximately 50 projects at 19 facilities completed with Efficiency Vermont in 2009. A large portion of these savings resulted from the performance contract that Efficiency Vermont facilitated at the Waterbury complex and the 133 State Street complex.

Water and Wastewater
There are approximately 97 municipal wastewater treatment plants and more than 1,000 water supply systems in Vermont. Taken together, they account for 47,587 MWh in annual electric use. Efficiency upgrades were down from 2008, due in part to an industry-wide focus on environmental upgrades, which were driven by funding from the American Recovery and Reinvestment Act (ARRA).

Highlights in 2009 for the Water and Wastewater initiative:

- 17 projects in 11 facilities, totaling 500 MWh in electric savings, were completed in 2009.
- Efficiency Vermont led the nation in testing new turbo-blower technology, which is now installed in nine facilities across Vermont.
- Efficiency Vermont conducted a "Pump Systems Matter" training session for wastewater treatment operators in partnership with the Vermont Rural Water Association.

Technology-Based Initiatives

HVAC and Refrigeration (HVAC-R)
This initiative supports Vermont businesses seeking to reduce the energy consumption of their heating, cooling, and ventilation systems. Heating systems that rely primarily on fuels other than electricity can still include components that consume significant amounts of electricity, such as blower fans. The HVAC market in Vermont is composed of 10 to 15 major equipment suppliers and 30 to 40 midsized to large contractors. Overall activity in this sector dropped in 2009, reflecting the general reduction in new construction and renovation activity.

In the current economic climate, with both HVAC and refrigeration, many building owners are opting to invest in equipment maintenance instead of purchasing new equipment. However, significant improvements in operating costs and cash flow have motivated some customers to make the investment in efficient equipment.

In 2009, Efficiency Vermont established the Northeast's first upstream HVAC initiative, based on a pilot undertaken in 2008. This initiative enabled Efficiency Vermont to create deeper relationships with HVAC distributors and suppliers, and create lasting and meaningful partnerships. Because end-use customers often have a difficult time understanding HVAC options, Efficiency Vermont worked with its distributor and supplier partners to help them explain to their customers the options available for purchasing high-efficiency equipment that produces significant increases in savings.

In an effort to identify new areas of refrigeration savings, Efficiency Vermont researched savings potential for working with vending machine distributors to replace existing equipment with ENERGY STAR equipment. Research revealed that the market had a low potential for savings, however, so this initiative was not pursued.

Highlights in 2009 for the HVAC-R targeted market initiative:

- Savings from the HVAC upstream initiative increased over 2008 savings through partner submissions, even though total sales of equipment were down.
- Upstream HVAC savings increased from 190 MWh in 2008 to 630 MWh in 2009.
- Developed a rebate program for commercial boiler and furnaces to launch in January 2010, as part of its unregulated fuels initiatives funded with FCM and RGGI revenues.
- Completed 121 refrigeration projects with a total savings of 291 MWh.
- Continued outreach and meetings with refrigeration suppliers and mechanical contractors.

Lighting

This initiative targets commercial lighting, one of the most significant areas for savings opportunities. Efficiency Vermont uses innovative programs, including direct installation and upstream marketing partnerships with supply chain partners, to maximize lighting-related energy savings. Efficiency Vermont works with approximately 10 to 15 manufacturers, 25 distributors, and 300 contractors in this market.

Although the slow economy has discouraged some investment in lighting projects, new areas of opportunity continued to emerge in 2009. Specific technologies such as high-performance T8 linear fluorescent lighting, replacement of high-bay lighting systems, and strong interest in LED lighting applications represent significant new trends. Aggressive codes and standards continue to drive higher baselines for lighting products.

Highlights in 2009 for the Lighting initiative:

- Lighting Plus initiative
  - This initiative serves small and midsized businesses in Geographic Targeting areas, where Efficiency Vermont achieved 5,800 MWh in electric savings and a 1 MW reduction in winter peak demand and a 1.6 MW reduction in summer peak demand in 2009.
  - Geographic Targeting expanded to include the Rutland area in 2009. Lighting Plus invested approximately 67% of its staff and resources in the Rutland area during 2009.
  - To maximize value for Vermont ratepayers, Efficiency Vermont changed its incentive structure from 100% payment of costs to approximately 80%, by instituting an 18-month payback requirement.
- Lighting Education initiative:
  - Hosted five LED workshops (one each in Burlington, Berlin, St. Johnsbury, Rutland, and Bennington) targeting contractors and suppliers; 128 lighting partners attended.
  - Held four targeted LED training sessions for design professionals at various architecture and engineering firms.
  - Arranged and offered a two-day Daylighting Controls workshop, held in Burlington and Rutland, and taught by specialists from the Lighting Research Center at the Rensselaer Polytechnic Institute. The workshop was attended by 68 design professionals.
- High-Performance Partners initiative:
  - SMARTLIGHT program savings increased from 370 MWh in 2008 to 1,440 MWh in 2009. This was a 290% increase in savings, while program costs increased by only 10% over the same period. Efficiency Vermont attributes much of this success to the fact that it directly connected its services with distributor profits.
  - Efficiency Vermont made changes to SMARTLIGHT-eligible products to target specific technologies (reduced wattage and halogen infrared lamps) that have had little uptake in the marketplace thus far. The change resulted in significantly increased availability and sales of the targeted technologies through participating partners.
  - Installations of reduced-wattage lamps increased from approximately 12,000 units in 2008 to 48,000 in 2009, with savings increasing from 300 MWh to 1,200 MWh during that period. Halogen infrared installations increased from 1,100 in 2008 to 2,300 in 2009, with savings increasing from 65 MWh to 195 MWh during that period.
  - Efficiency Vermont tapped a new niche for reduced-wattage T8 lamp-only retrofits.
- LED Lighting initiative:
  - Efficiency Vermont is playing a leading role in successfully introducing LED technology to the marketplace. LED technology offers an exciting new opportunity to reduce lighting energy costs. In 2009, Efficiency Vermont saw its first significant savings resulting from its support of the technology.

- LED installations increased from 500 measures in 2008 to 1,800 measures in 2009. LED savings increased from 70 MWh in 2008 to 430 MWh in 2009.
- Efficiency Vermont completed 26 projects using LED products in 2009.
- Efficiency Vermont introduced its first prescriptive incentives for a suite of LED product types.
- Efficiency Vermont tapped two specific submarkets for LED lighting: interior LED downlights and street / parking lot lighting. Exterior lighting has often been left out of efficiency projects because there are few cost-effective options for upgrades of existing technology. However, LED has changed the game, enabling greater inclusion of efficient exterior lighting.

Retail Efficient Products

The Retail Efficient Products initiative is designed to capture energy savings through a focus on product availability and affordability in Vermont retail stores and on end-user product awareness. Efficiency Vermont's efforts include aggressive marketing, point-of-purchase education, and joint promotions with its upstream partners.

Historically, Efficiency Vermont has focused much of its effort in this sector on promotion of standard CFLs, and Vermont leads the nation in penetration of CFLs per household. Although that remains an important area of emphasis thanks to continued market potential and high cost-effectiveness, Efficiency Vermont is increasingly looking for savings opportunities in new areas, such as specialty CFLs, advanced power strips, and second refrigerator retirement.

Highlights in 2009 for the Retail Efficient Products initiative:

- Standard CFLs:
  - After a slow start, sales of standard CFLs improved over the course of 2009. Factors that likely contributed to this improvement included an improving economy; new television advertising and promotion; and the addition of more than 80 new retail outlets, such as gas stations and convenience chains, as sales partners.
  - Over the course of 2009, CFL sales increased from 150,000 in the first quarter to 200,000 in the fourth quarter.
- Specialty CFLs:
  - With the high penetration of conventional CFLs in the residential market, Efficiency Vermont launched a major shift in strategy in 2009 to increase sales of specialty CFLs, which serve consumer needs not met by conventional CFLs.
  - Efficiency Vermont increased product quality and performance in areas such as dimmability, and supported deeper penetration of specialty CFLs in the lighting market.
  - Efficiency Vermont successfully worked with retailers to bring additional specialty CFLs into their stores, despite the fact that these products are more expensive, and retailers had to give up shelf space to accommodate the new products. Efficiency Vermont also refocused its lighting campaign on specialty CFLs.

- Vermont Foodbank CFL promotion:
    - Efficiency Vermont provided approximately 15,000 CFLs to the Vermont Foodbank network in the spring of 2009. Because of the popularity of the promotion, Efficiency Vermont provided an additional 15,000 CFLs in the fall. This resulted in 1,300 MWh in 2009 savings.
    - In addition to providing economic benefits for low-income Vermonters, the promotion resulted in a high level of publicity and awareness for Efficiency Vermont services, with numerous radio, newspaper, and television stories resulting.
- Second refrigerator retirement:
    - Many Vermont households maintain a second refrigerator. Typically these units are older and less efficient than the household's primary refrigerator. Efficiency Vermont launched a pilot program in 2009 to collect and recycle these units. Participating customers were provided with free pickup and recycling of their unit, in addition to a modest incentive. The pilot focused on Geographic Targeting areas and major transportation corridors.
    - The pilot program resulted in the collection of 950 refrigerators and freezers in 2009, and is to be expanded in 2010 to a statewide service.
- Efficiency Vermont developed instant coupons and joint promotions with its retail partners to promote advanced power strips, which can help consumers easily reduce "phantom load" from electronics that are in constant "on" or "standby" mode.

1.6 Geographic Targeting Services and Initiatives

The configuration of Geographic Targeting areas shifted in 2009, as a result of a Board order. The Newport area was eliminated; the Rutland area was added; and a number of adjustments were made in the GMP Chittenden area.

The Board has continued to provide significant resources for Geographic Targeting services to help relieve the electric load on constrained transmission and distribution systems. In 2009, the $28.3 million Efficiency Vermont budget included $12.2 million for Geographic Targeting services.

In addition to reporting statewide reductions in winter peak and summer peak demand, Efficiency Vermont reports these reductions within Geographic Targeting areas. In 2009, Efficiency Vermont helped customers in Geographic Targeting areas achieve winter peak demand savings of 5.1 MW and summer peak demand savings of 5 MW. Efficiency Vermont results in Geographic Targeting regions were relatively strong, with 2009 savings accounting for 50% of summer MW three-year performance goals and 40% of the winter MW three-year performance goals.

Significant changes were made to the Lighting Plus service, including a new mechanism for turnkey financing. This initiative is described on page 12. Community-based initiatives, described on page 10, continued to play an important role in Efficiency Vermont's Geographic Targeting strategy.

1.7 Unregulated Fuels Services and Activities

Efficiency Vermont began providing unregulated fuels services in 2009, with initial spending authorized in late 2008 with available FCM revenues. Service offerings included enhanced incentives for Home Performance with ENERGY STAR projects in middle-income households. These projects resulted in savings of approximately 40 MWh and 2,500 MMBtu for approximately 70 households. Other service offerings were the Vermont Community Energy Mobilization program (described in detail on page 11); training sessions for Home Performance with ENERGY STAR contractors; and incentives for the replacement of old and inefficient heating systems.

As authorized by the Legislature in May 2009, revenues from RGGI were directed to Efficiency Vermont for efficiency measures using unregulated fuels. Goals and budgets for this funding were finalized in November 2009. Efficiency Vermont designed additional services for these new resources in both the residential and business sectors, with a focus on comprehensiveness and integration with existing Efficiency Vermont services. Funds were consistent with Vermont fuel usage data, with 75% dedicated to residential customers and 25% to business customers.

Performance in unregulated fuels services is measured in thermal savings (expressed in MMBtu) rather than electric energy (kWh). Other performance indicators for unregulated fuels activity measure air leakage reduction, square footage of added insulation, and comprehensive treatment of projects involving building shell and heating system measures.

FCM and RGGI resources enhance the ability of Efficiency Vermont to offer comprehensive, "one-stop shop" services and incentives to Vermont customers, for both electric and thermal efficiency measures. This seamless delivery of services helps customers easily access the information and resources that will help them reduce their energy costs.

1.8 Additional Efficiency Vermont Services and Activities

Above and beyond the direct services provided to customers in the residential and business markets, Efficiency Vermont has developed other capacities that support its ability to meet its contract requirements and Performance Objectives.

Marketing

Marketing supports Efficiency Vermont activity by aligning its resources to the performance goals of the Efficiency Vermont contract. Designed to support market-specific resource acquisition and market transformation goals, marketing and consumer information strategies and communications provide information intended to motivate consumers to participate in energy efficiency activity.

Efficiency Vermont has developed advanced and effective marketing and education functions to inform Vermont ratepayers of the value of energy efficiency and the opportunities for participation through Efficiency Vermont. Marketing and education efforts are designed to increase general awareness and understanding of energy efficiency, to create consumer demand, and to support market transformation. Efficiency Vermont focuses heavily on customer-focused energy efficiency stories, case studies, and testimonials in the media.

In addition, Efficiency Vermont reaches customers through targeted advertising; information booths and displays at community events; and communication efforts such as volunteering to speak at public events, providing invited speakers for call-in radio and television shows, producing information columns (for example, "Ask the Home Team"), maintaining the Efficiency Vermont web site, and developing newsletters and other publications.

Highlights for 2009 Efficiency Vermont services in marketing:

- Publication or broadcast of 704 stories featuring Efficiency Vermont customers.
- Efficiency Vermont ran print advertisements in community and daily papers in Geographic Targeting areas featuring "key influencers" and promoting CFLs, advanced power strips, and the second refrigerator retirement initiative — through which 950 refrigerators and freezers were picked up and properly disposed of.
- Continued to build the number of web visits through search engine optimization and increased media-to-web advertising. In 2009, www.efficiencyvermont.com received 499,464 visits, a 25% increase in web site traffic over 2008 (an increase of 100,000 site visits).
- Continued to increase the audience for the residential e-newsletter "Watts New." In 2009, the monthly e-mail was distributed to 1,700 readers, and averaged an extremely high open rate of 45% (compared to the average open rate of commercial e-mail of approximately 25%). In addition, in November 2009, a "Contractor News" e-mail newsletter was launched and distributed to 89 Home

Performance with ENERGY STAR contractors; the open rate for that piece averaged 51%.

- Leveraged the power of social media to raise awareness of Efficiency Vermont services by launching an interactive Facebook fan page with engaging content and regular communications. The Efficiency Vermont Facebook page focuses primarily on residential energy (70% of content), with small business as a secondary focus (30% of content).
- Launched an integrated Residential Energy Services marketing campaign to strategically support Efficiency Vermont's goal of saving kWh through efficient products and Home Performance with ENERGY STAR. The communications objectives of the campaign are to: 1) Encourage Vermont residents who are "efficiency engaged" to take an energy efficiency action; and 2) reinforce how Efficiency Vermont helps customers plan their next action in energy efficiency. The campaign theme is "Energy saved is money saved," and it was integrated in all print, TV, and point-of-purchase materials, and in digital advertising.
- Premiered two new television advertisements in October 2009 to promote the benefits and encourage the sales of specialty CFLs. The messaging targets various uses of the bulbs (for example, they work indoors and outdoors), as well as the variety of shapes and sizes available. This messaging was also leveraged in digital banner ads, Google AdWords, and print ads in daily and community papers.

Better Buildings by Design Conference

Efficiency Vermont conducted the 11th annual Better Buildings by Design conference in February 2009. Targeting regional design professionals and contractors, the 2009 conference presented new ideas and technologies; provided a road map on how to take energy efficiency from concept to application; and provided information on leveraging energy efficiency to sustain or improve businesses.

The 2009 conference attracted more than 1,100 participants, 37% of whom were first-time attendees. One of the conference's primary challenges relates to finding and securing adequate capacity for the event. As the popularity of the event has grown, it has become increasingly difficult to provide an optimal experience for the large number of attendees, with meeting rooms full to capacity and limited parking at the Sheraton Hotel and Conference Center site in Burlington.

Participant feedback for the 2009 conference was generally very positive. Of the attendees who completed feedback forms, 95% rated the conference as "good" or "better" in "exposure to new ideas" and "information on how to apply energy efficiency concepts in your work."

Customer Service

In 2009, call tracking activity was, for the first time, broken into inbound and outbound calls. There was a slight decline in total inbound calls compared to 2008. There was, however, a 10% increase in managed calls, or those that required personal, consultative assistance. Efficiency Vermont recorded the highest call volume in October, historically

the busiest month of the year. March and April were the next-busiest months owing to customer inquiries relating to the American Recovery and Reinvestment Act (ARRA).

In 2009, residential customers sought information — in equal proportion — on how to reduce electric and fossil fuel use. Commercial customers were predominantly concerned with electrical savings. Customer Service also recorded a significant increase in inquiries pertaining to renewable energy, from broad-based questions about overall viability to requests for financial resources and information about solar contractors.

The call center initiated outbound calling for the first time, in support of community outreach programs, residential programs, and ARRA-funded programs. These calls accounted for a small but growing portion of overall call activity. Residential customers were contacted to determine their interest in Home Performance with ENERGY STAR and participation in heating equipment incentives. The call center also contacted municipalities about federal Energy Efficiency & Conservation Block Grant opportunities available under ARRA.

Efficiency Vermont's meter loan service continued to grow in 2009. This service provides an electric metering device to customers, free of charge and with telephone support, for up to three weeks. It helps to make energy use clearer, resulting in better consumer decisions because informed customers are less inclined to misallocate their savings efforts. Total meter loans increased 80% to 658, up from 366 in 2008 and 160 in 2007.

Customer complaints and feedback relative to Efficiency Vermont's efforts are managed within the Customer Service department. Information is recorded and reported quarterly for program managers. In 2009, Customer Service introduced an internal, online reporting tool, resulting in a significant decrease in the amount of time required to resolve complaints, from 11 days to four days. A weekly tracking tool was also put in place, allowing Efficiency Vermont staff more immediate access to program feedback.

Significant resources were put into training and development of Customer Service staff in 2009. Efficiency Vermont is often the most visible point of contact for Vermonters with energy-related questions. In 2009, two customer service staff members carried a Certified Energy Manager credential and all staff underwent weatherization certification. Additionally, internal training sessions for specific commercial applications such as HVAC, lighting, and motors were held regularly throughout the year.

Information Technology

Efficiency Vermont's information technology continued to develop and enhance applications that support staff and promote greater efficiency and improved customer service. In 2009 the Information Technology department continued to provide core services such as data quality assurance and reporting, and to make many improvements to custom-developed software.

A new reporting warehouse and set of data cubes (structures that allow rapid analysis of data) were developed to simplify and reduce the cost of providing internal and external reporting. The Efficiency Vermont core data tracking application (KITT Plus) added enhancements to allow for the improved tracking of projects in their earliest phases. In

addition, new tools enabled improved tracking of customer calls and e-mails by customer service, enhancements were made to the integrated prescriptive measure entry tool designed to improve the accuracy of data entered, and document storage and generation were improved. These and other changes have resulted in reduced data entry time and increased the accuracy of information for staff throughout Efficiency Vermont.

Forward Capacity Market Participation

In 2009, VEIC, the Efficiency Vermont contractor, continued to claim the electric capacity savings from Efficiency Vermont activity, and bid it into ISO New England's Forward Capacity Market (FCM), generating approximately $2.1 million in net revenues. These funds support efficiency initiatives for unregulated heating and process fuels. With a commitment of 49 MW of generation-equivalent peak system capacity, Efficiency Vermont will enter the 2010–2011 commitment period as the third-largest individual source of FCM capacity in the state, trailing only Vermont Yankee and Burlington Electric Department's McNeil Generating Station.

VEIC continued to participate in the FCM on behalf of Efficiency Vermont in the following ways:

- Filed monthly claims of capacity savings under rules covering the current transition period through May 2010.
- Efficiency Vermont activity in 2009 was on track to meet the obligation of approximately 39 MW of at-the-meter capacity, as of June 2010, the beginning of the first commitment period. That commitment will increase to approximately 48 MW in June 2011 and approximately 55 MW in June 2012.
- Submitted a qualifications package for 21.1 MW of new capacity that will be offered into the fourth Forward Capacity Auction (additional capacity to be delivered starting in June 2013). The auction for this capacity period will take place in August 2010.
- Submitted a show of interest for 20.0 MW of new capacity to offer for the fifth Forward Capacity Auction (additional capacity to be delivered starting in June 2014). Qualification materials for this offer will be due in October 2010; the auction for this capacity period will take place in June 2011.
- Continued to participate in ISO New England committees and policy-setting activities, voting on behalf of Vermont ratepayers.

Building Energy Code Support

Efficiency Vermont actively supported the State's work to update both residential and commercial building energy standards (RBES and CBES). ARRA included a requirement that in order for Vermont to receive certain energy-related ARRA funds, it had to certify its intention to update these codes and provide a plan for achieving 90% code compliance by 2017.

For the RBES update, Efficiency Vermont was an active participant in a stakeholder process led by the Vermont Department of Public Service (DPS). This process is expected

to result in an administrative rules filing by the DPS in the fall of 2010 to update Vermont's residential code to be consistent with IECC 2009.

Efficiency Vermont has also been an active participant in updating the commercial code (CBES) to ASHRAE 2007, similarly through a DPS-led stakeholder process.

In the near future, Vermont will face significant challenges in meeting its 90% code compliance commitment. Most of Vermont has no effective energy code enforcement mechanism currently in place. As provided for in the 2009 law known as Act 45, Vermont is to have a compliance plan in place by September 2011, and active training and enforcement systems in place by June 2012. Efficiency Vermont will continue to work closely with the DPS and other stakeholders in developing strategies to address this issue.

Collaboration with Regional and National Partners

In 2009, Efficiency Vermont worked closely with regional and national partners to share information and leverage ratepayer resources to address common needs. As in the past, Efficiency Vermont was an active participant in Northeast Energy Efficiency Partnerships (NEEP) programs, including those for high-efficiency retail products, home performance, and commercial buildings and technology.

Efficiency Vermont also supported specific NEEP policy projects in building codes, high-performance schools, and appliance standards. Finally, Efficiency Vermont was a joint funder and active participant in maintaining the DesignLights Consortium solid-state lighting qualified products list. This initiative is an effort to evaluate the performance and quality of solid-state lighting in the absence of an ENERGY STAR standard, and is used to guide Efficiency Vermont decisions regarding eligibility of LED products for incentives.

Participation in Regulatory Proceedings

Efficiency Vermont took part in a wide range of Board proceedings throughout 2009, including discussions related to cost-effectiveness screening for unregulated fuels, determining and updating Energy Efficiency Utility (EEU) avoided costs, and proceedings related to the Advanced Metering Infrastructure.

As authorized by the Public Service Board, VEIC participated in the EEU restructuring proceedings as an intervening party. Costs related to this participation were not billed to the Efficiency Vermont contract.

Support for ARRA-Funded Activity

Efficiency Vermont worked closely with the DPS and the state's Clean Energy Development Fund (CEDF) to provide appropriate support for effective deployment of ARRA funds. Activity included:

- Assisting nine of Vermont's largest cities in direct applications to the U.S. Department of Energy for Energy Efficiency and Conservation Block Grant (EECBG) funds totaling $549,600.
- Designing and implementing the $500,000 efficient appliance rebate program. In this case, Efficiency Vermont worked with the DPS to design a program that was tightly integrated with its existing rebates, and engaged its retail partners in targeting the program launch to coincide with the sales tax holiday weekend to maximize its impact.
- Providing assistance to smaller communities applying for EECBG grants through the Clean Energy Development Fund (CEDF). VEIC deployed Efficiency Vermont resources to make available a base level of support for 323 initial applications, and more extensive assistance for the 162 applicants whom the CEDF selected for final consideration. The total amount of awarded grants was $5.8 million, with associated energy savings of 2,232 MWh. The two-tier system of assistance was designed to balance the need to support eligible applicants with responsible use of EEC-funded technical resources.
- Providing assistance to colleges, universities, and hospitals applying to the CEDF for ARRA funding through the "Public-Serving Institutions" opportunity.
- Supporting the Smart Grid Investment Grant process as a partner in the application to the U.S. Department of Energy, which delivered $69 million in federal matching funds for upgrading Vermont's electrical infrastructure.

Forecasting

The new Long-Range Transmission Plan process adopted by the Board under Docket 7081 contains a provision that requires the Efficiency Vermont contractor to develop a long-range forecast of demand reduction from energy efficiency. VEIC was authorized in its 2009–2011 contract to develop a budget-constrained, 20-year demand-side forecast, known as Forecast 20. With energy efficiency savings as a share of statewide electric requirements hitting 2.5% in 2008, coordination of demand-side and supply-side forecasting has become increasingly important.

VEIC developed Forecast 20 through a rigorous, measure-level analysis, and delivered it to the full Vermont Systems Planning Committee and its Energy Efficiency & Forecasting Subcommittee in a series of briefings in November and December 2009. The work met the expectations and technical standards of these groups and will serve as a foundation (in terms of both data and systems) upon which future forecasts can be made. It has also established the basis upon which the impacts of energy efficiency peak demand savings can be incorporated directly into electrical system capacity planning.

Highlights of Forecast 20 findings appear on page ix of the Annual Report Executive Summary.

2.1 Efficiency Vermont
Electric Services and Initiatives Results

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	Residential New Construction	Efficient Products	Existing Homes	Customer Credit Program
Costs										
Year to Date Costs	$24,817,110	$23,931,743	$15,765,178	$8,166,565	$2,102,766	$13,662,412	$2,347,023	$3,297,334	$2,522,209	$885,367
* Annual Budget Estimate	$26,884,900	$25,664,800	$14,354,100	$11,310,700	$2,300,800	$12,053,300	$2,839,600	$4,995,700	$3,475,400	$1,220,100
Unspent Annual Budget Estimate	$2,067,790	$1,733,057	($1,411,078)	$3,144,135	$198,034	($1,609,112)	$492,577	$1,698,366	$953,191	$334,733
% Annual Budget Estimate Unspent	8%	7%	-10%	28%	9%	-13%	17%	34%	27%	27%
Savings Results										
MWh Year to Date	84,854	80,574	41,294	39,280	8,600	32,694	1,666	35,124	2,490	4,279
MWh cumulative starting 1/1/09	84,854	80,574	41,294	39,280	8,600	32,694	1,666	35,124	2,490	4,279
3-Year MWh Goal	nap	360,000	144,200	215,800	19,500	124,700	7,900	195,900	12,000	nap
% of 3-Year MWh Goal	nap	22%	29%	18%	44%	26%	21%	18%	21%	nap
Winter Coincident Peak kW Year to Date	15,167	14,860	5,586	9,274	1,094	4,491	348	8,399	527	308
Winter Coincident Peak kW cumulative starting 1/1/09	15,167	14,860	5,586	9,274	1,094	4,491	348	8,399	527	308
3-Year Winter Coincident Peak kW Goal	nap	54,000	14,200	39,800	2,300	11,900	1,000	35,800	3,000	nap
% of 3-Year Winter Coincident Peak kW Goal	nap	28%	39%	23%	48%	38%	35%	23%	18%	nap
Summer Coincident Peak kW Year to Date	13,542	12,854	7,789	5,066	1,534	6,254	190	4,656	220	688
Summer Coincident Peak kW cumulative starting 1/1/09	13,542	12,854	7,789	5,066	1,534	6,254	190	4,656	220	688
3-Year Summer Coincident Peak kW Goal	nap	51,200	22,300	28,900	3,500	18,800	1,000	27,000	900	nap
% of 3-Year Summer Coincident Peak kW Goal	nap	25%	35%	18%	44%	33%	19%	17%	24%	nap
Associated Benefits										
MMBtu Year to Date	56,004	55,130	32,485	22,645	22,559	9,926	20,528	(5,972)	8,089	874
MMBtu cumulative starting 1/1/09	56,004	55,130	32,485	22,645	22,559	9,926	20,528	(5,972)	8,089	874
Participation										
Partic.w/ installs Year to Date	36,140	36,139	1,528	34,611	233	1,295	964	29,455	4,192	1
Partic.w/ installs cumulative starting 1/1/09	36,140	36,139	1,528	34,611	233	1,295	964	29,455	4,192	1

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

Services	Total	Administration	Information Systems	Services and Initiatives Costs	ISO-New England Regional Capacity Activities
Costs					
Year to Date Costs	$25,977,809	$334,201	$826,498	$24,817,110	$281,547
* Annual Budget Estimate	$28,100,300	$453,000	$762,400	$26,884,900	$455,190
Unspent Annual Budget Estimate	$2,122,491	$118,799	($64,098)	$2,067,790	$173,643
% Annual Budget Estimate Unspent	8%	26%	-8%	8%	38%

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

Note: The above budgets include the Customer Credit Net Pay Option Incentive Funds.

2.1.2 Services and Initiatives - Including Customer Credit

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09	Cumulative starting 3/1/00
# participants with installations	55,619	36,140	nap	36,140	255,153
Services and Initiatives Costs					
Operating Costs					
Administration	$741,714	$334,201	$453,000	$334,201	$2,019,208
Services and Initiatives	$4,287,908	$4,995,899	$5,106,700	$4,995,899	$30,321,592
Program Planning	nap	nap	nap	nap	$1,006,327
Marketing/Business Development	$3,767,322	$3,888,575	$4,780,900	$3,888,575	$22,884,559
Information Systems	$788,629	$826,498	$762,400	$826,498	$4,780,829
Subtotal Operating Costs	$9,585,573	$10,045,173	$11,103,000	$10,045,173	$61,012,515
Incentive Costs					
Incentives to Participants	$14,588,786	$9,447,527	$10,709,200	$9,447,527	$63,676,329
Incentives to Trade Allies	$106,783	$85,649	$91,300	$85,649	$340,860
Subtotal Incentive Costs	$14,695,568	$9,533,176	$10,800,500	$9,533,176	$64,017,189
Technical Assistance Costs					
Services to Participants	$6,610,411	$6,141,628	$5,895,800	$6,141,628	$31,311,828
Services to Trade Allies	$557,280	$257,831	$301,000	$257,831	$2,688,584
Subtotal Technical Assistance Costs	$7,167,691	$6,399,459	$6,196,800	$6,399,459	$34,000,412
Total Efficiency Vermont Costs	$31,448,832	$25,977,808	$28,100,300	$25,977,808	$159,030,116
Total Participant Costs	$24,436,812	$19,395,728	nav	$19,395,728	$124,745,923
Total Third Party Costs	$1,340,825	$827,562	nav	$827,562	$6,001,921
Total Services and Initiatives Costs	$57,226,469	$46,201,098	nav	$46,201,098	$289,777,960
Annualized MWh Savings	144,425	84,854	nap	84,854	649,982
Lifetime MWh Savings	1,392,681	916,381	nap	916,381	7,597,268
TRB Savings (2009 $)	$123,734,210	$100,623,530	nap	$100,623,530	$624,300,512
Winter Coincident Peak kW Savings	22,668	15,167	nap	15,167	105,502
Summer Coincident Peak kW Savings	20,559	13,542	nap	13,542	92,596
Annualized MWh Savings/Participant	2.597	2.348	nap	2.348	2.547
Weighted Lifetime	10	11	nap	11	12
Committed Incentives	$958,753	$587,389	nap	nap	nap

Annualized MWh Savings (adjusted for measure life)	588,478
Winter Coincident Peak kW Savings (adjusted for measure life)	96,059
Summer Coincident Peak kW Savings (adjusted for measure life)	82,854

* Annual projections are estimates only and provided for informational purposes.

Notes:

1) The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

2) Data in this table includes the Customer Credit Net Pay Option Incentive Funds.

3) Prior Year Administration costs do not include Incentives to Participants operations fee.

4) Current Year Administration costs do not include ISO and All Fuels Activities, however Prior Year Administration costs do include these activities' costs.

2.1.3 Services and Initiatives - Excluding Customer Credit

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09	Cumulative starting 3/1/00
# participants with installations	55,618	36,139	nap	36,139	255,152
Services and Initiatives Costs					
Operating Costs					
Administration	$741,714	$334,201	$453,000	$334,201	$2,019,208
Services and Initiatives	$4,284,670	$4,992,196	$5,096,200	$4,992,196	$30,161,901
Program Planning	nap	nap	nap	nap	$977,110
Marketing/Business Development	$3,767,322	$3,888,575	$4,780,900	$3,888,575	$22,884,559
Information Systems	$788,629	$826,498	$762,400	$826,498	$4,780,829
Subtotal Operating Costs	$9,582,335	$10,041,470	$11,092,500	$10,041,470	$60,823,607
Incentive Costs					
Incentives to Participants	$13,429,296	$8,570,871	$9,509,200	$8,570,871	$57,534,296
Incentives to Trade Allies	$106,783	$85,649	$91,300	$85,649	$340,859
Subtotal Incentive Costs	$13,536,078	$8,656,520	$9,600,500	$8,656,520	$57,875,155
Technical Assistance Costs					
Services to Participants	$6,603,578	$6,136,621	$5,886,200	$6,136,621	$31,281,983
Services to Trade Allies	$557,280	$257,831	$301,000	$257,831	$2,688,584
Subtotal Technical Assistance Costs	$7,160,858	$6,394,452	$6,187,200	$6,394,452	$33,970,567
Total Efficiency Vermont Costs	$30,279,272	$25,092,441	$26,880,200	$25,092,441	$152,669,328
Total Participant Costs	$24,193,446	$19,147,272	nav	$19,147,272	$123,020,386
Total Third Party Costs	$1,340,825	$827,562	nav	$827,562	$6,001,921
Total Services and Initiatives Costs	$55,813,543	$45,067,276	nav	$45,067,276	$281,691,636
Annualized MWh Savings	140,562	80,574	nap	80,574	619,516
Lifetime MWh Savings	1,339,513	853,842	nap	853,842	7,173,901
TRB Savings (2009 $)	$119,724,185	$94,385,428	nap	$94,385,428	$589,921,223
Winter Coincident Peak kW Savings	22,258	14,860	nap	14,860	102,129
Summer Coincident Peak kW Savings	19,720	12,854	nap	12,854	87,354
Annualized MWh Savings/Participant	2.527	2.230	nap	2.230	2.428
Weighted Lifetime	10	11	nap	11	12
Committed Incentives	$958,753	$587,389	nap	nap	nap

Annualized MWh Savings (adjusted for measure life)	558,012
Winter Coincident Peak kW Savings (adjusted for measure life)	92,685
Summer Coincident Peak kW Savings (adjusted for measure life)	77,612

* Annual projections are estimates only and provided for informational purposes.

Notes:

1) The Efficiency Vermont contract is based on three-year cumulative budgets and savings goals.

2) Prior Year Administration costs do not include Incentives to Participants operations fee.

3) Current Year Administration costs do not include ISO and All Fuels Activities, however Prior Year Administration costs do include these activities' costs.

2.1.4 Services and 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	2,708	3,137	2,823	46,771	107	869	3,317	0	$433,847	$1,080,299
Cooking and Laundry	4,824	1,045	817	14,600	146	110	1,700	48,458	$229,058	$3,000,633
Design Assistance	33	804	653	9,298	33	133	5,292	0	$239,629	$346,773
Hot Water Efficiency	1,831	418	390	3,319	46	38	12,342	11,020	$28,641	$187,224
Hot Water Fuel Switch	109	352	399	10,488	58	38	-1,276	0	$79,979	$110,449
Industrial Process Eff.	50	4,366	4,497	47,286	548	511	790	0	$267,615	$642,711
Lighting	27,086	59,198	48,538	563,630	12,404	9,977	-27,353	0	$5,616,563	$7,147,180
Monitoring and Metering	11	3	2	11	0	0	0	0	$321	$930
Motors	292	4,227	3,745	63,335	500	427	5,387	0	$350,217	$1,212,311
Other Efficiency	21	643	581	8,855	98	87	680	2,035	$46,998	$158,381
Other Fuel Switch	311	281	314	7,193	35	37	-1,000	0	$18,534	$28,286
Other Indirect Activity	731	662	737	3,042	75	84	16	0	$218,307	$148,892
Refrigeration	3,758	3,560	3,534	45,086	432	344	162	1	$737,212	$1,401,278
Space Heat Efficiency	898	456	397	8,383	162	25	42,121	0	$144,485	$2,723,336
Space Heat Fuel Switch	20	361	401	10,278	110	27	-1,280	0	$26,870	$257,516
Ventilation	1,038	1,062	922	12,269	105	147	14,050	0	$132,594	$499,256
Water Conservation	3	0	0	0	0	0	184	4,919	$0	$201,818
Totals		80,574	68,750	853,842	14,860	12,854	55,130	66,433	$8,570,871	$19,147,272

2.1.5 Services and 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	188	88	74	797	20	10	56	186	$12,511	$23,095
Burlington	53	340	306	2,843	53	81	26	17	$48,302	$34,773
CVPS	15,316	37,297	32,045	411,846	6,775	6,022	18,130	28,351	$4,685,368	$8,038,942
Enosburg Falls	188	619	504	5,256	141	91	-6	271	$47,363	$130,737
Green Mountain	10,624	29,029	24,796	309,690	5,135	4,766	24,256	24,208	$2,658,077	$8,150,112
Hardwick	432	650	548	5,750	151	78	24	448	$57,589	$133,515
Hyde Park	147	332	273	2,919	74	53	45	1,338	$22,333	$74,126
Jacksonville	65	36	29	394	11	11	-15	65	$3,149	$8,890
Johnson	139	295	252	1,938	55	51	-20	72	$17,261	$25,811
Ludlow	138	413	335	3,002	96	56	-105	147	$16,084	$78,567
Lyndonville	701	661	542	6,487	147	115	1,205	582	$67,168	$151,894
Morrisville	378	933	751	8,426	205	160	55	527	$62,066	$225,166
Northfield	199	687	572	7,342	132	104	2,137	1,007	$51,649	$192,952
Orleans	124	160	137	1,496	28	18	-34	56	$13,059	$11,384
Readsboro	19	6	5	69	1	1	0	0	$1,485	$69
Stowe	242	1,186	1,001	13,306	194	171	5,383	645	$83,140	$283,962
Swanton	315	682	577	6,357	141	91	265	679	$52,157	$160,227
VT Electric Coop	4,840	5,936	4,967	55,148	1,218	806	1,674	5,874	$559,991	$989,559
VT Marble	104	42	38	384	11	9	1	162	$5,086	$23,205
Washington Electric	1,927	1,183	998	10,391	270	161	2,054	1,800	$107,034	$410,288
Totals	36,139	80,574	68,750	853,842	14,860	12,854	55,130	66,433	$8,570,871	$19,147,272

2.1.6 Services and 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	1,850	3,512	2,913	34,910	754	560	9,685	2,881	$278,973	$932,114
Bennington	2,030	6,222	5,374	61,457	1,090	977	1,502	2,719	$626,063	$1,338,987
Caledonia	2,016	3,125	2,573	32,805	605	422	831	1,913	$234,913	$672,927
Chittenden	7,413	21,072	18,026	218,582	3,759	3,459	12,909	18,099	$2,408,250	$4,475,667
Essex	348	244	198	2,196	52	36	-62	435	$24,101	$35,123
Franklin	2,485	7,115	6,068	71,169	1,280	1,020	4,612	4,400	$763,713	$1,136,629
Grand Isle	463	388	317	3,527	84	52	186	817	$31,622	$108,189
Lamoille	1,509	3,411	2,826	32,082	670	523	5,960	3,377	$249,187	$805,265
Orange	1,638	1,844	1,528	16,669	361	284	631	2,040	$137,747	$466,571
Orleans	2,066	2,613	2,219	26,882	542	370	352	1,803	$270,672	$394,190
Rutland	4,006	11,545	9,936	141,192	2,008	2,078	-1,934	5,802	$1,999,154	$1,803,509
Washington	4,656	8,999	7,714	94,140	1,699	1,563	14,201	11,334	$637,883	$3,966,497
Windham	2,675	5,302	4,597	58,197	1,081	781	2,519	4,967	$542,795	$1,669,378
Windsor	2,984	5,182	4,460	60,033	876	730	3,736	5,845	$365,799	$1,342,226
Totals	36,139	80,574	68,750	853,842	14,860	12,854	55,130	66,433	$8,570,871	$19,147,272

2.1.7 Services and Initiatives - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$77,924,261
Fossil Fuel Savings (Costs)	$904,990	$10,410,793
Water Savings (Costs)	$497,266	$6,050,977
Total	$1,402,256	$94,385,428

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	68,750	71,428	80,574
Winter on peak	27,342	28,504	32,352
Winter off peak	18,841	19,498	22,312
Summer on peak	13,490	14,028	15,751
Summer off peak	9,076	9,400	10,405
Coincident Demand Savings (kW)			
Winter	12,815	13,509	14,860
Shoulder	0	0	0
Summer	11,158	11,633	12,854

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	61,916	66,433	835,747
Annualized fuel savings (increase) MMBtu	56,442	55,130	1,089,877
LP	14,734	15,787	297,709
NG	19,194	19,397	315,198
Oil/Kerosene	9,336	5,946	302,533
Wood	13,182	13,941	175,072
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$1,202,193	$1,307,133	$10,609,666

Net Societal Benefits	$68,632,056

2.1.8 Business Energy Services - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	1,785	1,528	nap	1,528
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$2,258,383	$2,838,883	$2,113,300	$2,838,883
Marketing/Business Development	$2,203,003	$2,044,641	$2,053,400	$2,044,641
Subtotal Operating Costs	$4,461,386	$4,883,524	$4,166,700	$4,883,524
Incentive Costs				
Incentives to Participants	$9,924,228	$5,921,991	$5,592,600	$5,921,991
Incentives to Trade Allies	$23,113	$9,537	$8,200	$9,537
Subtotal Incentive Costs	$9,947,342	$5,931,528	$5,600,800	$5,931,528
Technical Assistance Costs				
Services to Participants	$5,432,809	$4,950,126	$4,586,600	$4,950,126
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$5,432,809	$4,950,126	$4,586,600	$4,950,126
Total Efficiency Vermont Costs	$19,841,538	$15,765,178	$14,354,100	$15,765,178
Total Participant Costs	$11,458,608	$9,573,214	nav	$9,573,214
Total Third Party Costs	$289,210	$241,855	nav	$241,855
Total Services and Initiatives Costs	$31,589,356	$25,580,247	nav	$25,580,247
Annualized MWh Savings	62,020	41,294	nap	41,294
Lifetime MWh Savings	813,971	541,541	nap	541,541
TRB Savings (2009 $)	$64,179,586	$54,452,977	nap	$54,452,977
Winter Coincident Peak kW Savings	7,546	5,586	nap	5,586
Summer Coincident Peak kW Savings	10,101	7,789	nap	7,789
Annualized MWh Savings/Participant	34.745	27.025	nap	27.025
Weighted Lifetime	13	13	nap	13
Committed Incentives	$958,753	$587,389	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.

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	136	2,976	2,629	44,679	107	757	3,317	0	$365,578	$581,699
Cooking and Laundry	15	19	18	258	2	2	49	606	$2,666	$18,226
Design Assistance	33	804	653	9,298	33	133	5,292	0	$239,629	$346,773
Hot Water Efficiency	33	88	85	899	9	10	8,760	4,848	$7,135	$170,361
Hot Water Fuel Switch	3	18	20	475	9	14	-73	0	$4,685	$7,159
Industrial Process Eff.	50	4,366	4,497	47,286	548	511	790	0	$267,615	$642,711
Lighting	1,303	24,401	20,648	313,782	3,752	5,472	-19,889	0	$4,249,957	$3,977,989
Motors	138	4,209	3,730	63,070	498	427	5,387	0	$348,542	$1,205,054
Other Efficiency	21	643	581	8,855	98	87	680	2,035	$46,998	$158,381
Other Fuel Switch	6	126	121	2,527	20	25	-533	0	$2,718	$20,344
Other Indirect Activity	21	275	247	1,496	31	29	16	0	$33,317	$97,954
Refrigeration	146	1,998	1,863	26,504	250	154	162	1	$240,813	$462,917
Space Heat Efficiency	50	193	156	3,199	56	17	16,517	0	$13,052	$1,051,815
Space Heat Fuel Switch	8	316	354	8,906	86	27	-1,110	0	$23,070	$220,665
Ventilation	67	862	748	10,307	83	124	12,936	0	$76,215	$409,345
Water Conservation	3	0	0	0	0	0	184	4,919	$0	$201,818
Totals		41,294	36,349	541,541	5,586	7,789	32,485	12,409	$5,921,991	$9,573,214

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	4	6	5	65	0	0	-1	0	$2,816	$1,529
Burlington	5	311	280	2,598	46	77	-55	0	$46,388	$25,400
CVPS	767	21,358	18,906	284,768	2,988	3,958	7,428	4,340	$3,572,000	$3,850,931
Enosburg Falls	19	167	144	2,185	31	30	-63	0	$26,984	$50,084
Green Mountain	490	14,793	12,957	194,636	1,867	2,923	18,305	5,689	$1,742,673	$4,826,448
Hardwick	10	186	172	2,190	40	20	-43	0	$24,322	$47,038
Hyde Park	4	78	69	1,119	12	20	-99	1,189	$9,050	$16,387
Jacksonville	2	15	11	222	6	9	-15	0	$1,510	$1,638
Johnson	3	122	113	716	12	28	-75	0	$9,461	$1,755
Ludlow	5	71	61	691	11	9	-35	0	$3,066	$8,240
Lyndonville	20	210	172	2,827	34	60	969	0	$32,749	$89,068
Morrisville	11	273	221	3,707	44	71	-184	18	$30,624	$99,231
Northfield	8	392	330	5,111	62	66	1,981	821	$34,577	$120,419
Orleans	5	80	72	890	8	8	-22	0	$7,631	$5,530
Stowe	17	884	758	10,957	118	131	4,856	336	$65,144	$189,495
Swanton	14	156	144	2,215	18	21	-30	0	$12,987	$34,740
VT Electric Coop	118	2,008	1,768	24,585	262	314	-287	16	$279,101	$174,108
VT Marble	3	3	3	45	3	5	-3	0	$1,451	$3,518
Washington Electric	23	180	161	2,016	26	39	-143	0	$19,458	$27,655
Totals	1,528	41,294	36,349	541,541	5,586	7,789	32,485	12,409	$5,921,991	$9,573,214

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	83	1,406	1,193	18,679	245	285	8,794	111	$144,920	$442,486
Bennington	122	3,645	3,270	42,369	466	636	-67	263	$470,999	$776,686
Caledonia	51	1,400	1,159	18,697	187	210	478	0	$113,455	$400,230
Chittenden	360	9,774	8,605	123,817	1,190	2,020	7,615	3,192	$1,664,491	$1,778,995
Essex	10	47	38	670	7	11	-36	0	$3,951	$3,952
Franklin	129	3,763	3,328	44,863	489	575	3,058	177	$520,049	$514,173
Grand Isle	11	76	66	1,003	10	13	-18	0	$7,421	$3,885
Lamoille	47	1,486	1,275	17,849	199	269	4,456	1,543	$138,858	$362,499
Orange	28	482	416	6,369	33	101	-222	0	$46,673	$100,025
Orleans	74	1,110	992	14,918	172	181	-215	16	$151,044	$137,712
Rutland	286	7,856	6,903	113,206	1,126	1,603	-2,977	15	$1,786,899	$888,371
Washington	130	4,598	4,052	60,077	660	984	11,162	5,725	$344,094	$2,747,655
Windham	127	2,814	2,556	38,786	474	464	416	702	$360,297	$915,159
Windsor	70	2,836	2,497	40,237	326	438	41	667	$168,841	$501,386
Totals	1,528	41,294	36,349	541,541	5,586	7,789	32,485	12,409	$5,921,991	$9,573,214

2.1.12 Residential Energy Services - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	53,833	34,611	nap	34,611
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$2,026,288	$2,153,313	$2,982,900	$2,153,313
Marketing/Business Development	$1,564,319	$1,843,934	$2,727,500	$1,843,934
Subtotal Operating Costs	$3,590,606	$3,997,247	$5,710,400	$3,997,247
Incentive Costs				
Incentives to Participants	$3,505,068	$2,648,880	$3,916,600	$2,648,880
Incentives to Trade Allies	$83,669	$76,112	$83,100	$76,112
Subtotal Incentive Costs	$3,588,737	$2,724,993	$3,999,700	$2,724,993
Technical Assistance Costs				
Services to Participants	$1,170,768	$1,186,494	$1,299,600	$1,186,494
Services to Trade Allies	$557,280	$257,831	$301,000	$257,831
Subtotal Technical Assistance Costs	$1,728,049	$1,444,326	$1,600,600	$1,444,326
Total Efficiency Vermont Costs	$8,907,392	$8,166,565	$11,310,700	$8,166,565
Total Participant Costs	$12,734,838	$9,574,058	nav	$9,574,058
Total Third Party Costs	$1,051,615	$585,707	nav	$585,707
Total Services and Initiatives Costs	$22,693,845	$18,326,330	nav	$18,326,330
Annualized MWh Savings	78,542	39,280	nap	39,280
Lifetime MWh Savings	525,542	312,301	nap	312,301
TRB Savings (2009 $)	$55,544,598	$39,932,452	nap	$39,932,452
Winter Coincident Peak kW Savings	14,710	9,274	nap	9,274
Summer Coincident Peak kW Savings	9,619	5,066	nap	5,066
Annualized MWh Savings/Participant	1.459	1.135	nap	1.135
Weighted Lifetime	7	8	nap	8
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.

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	2,572	161	194	2,092	0	112	0	0	$68,269	$498,600
Cooking and Laundry	4,809	1,026	798	14,342	144	108	1,651	47,852	$226,391	$2,982,406
Hot Water Efficiency	1,798	330	305	2,419	37	29	3,582	6,171	$21,506	$16,863
Hot Water Fuel Switch	106	334	379	10,012	48	25	-1,204	0	$75,294	$103,289
Lighting	25,783	34,797	27,890	249,848	8,652	4,505	-7,464	0	$1,366,607	$3,169,191
Monitoring and Metering	11	3	2	11	0	0	0	0	$321	$930
Motors	154	17	15	265	1	0	0	0	$1,675	$7,257
Other Fuel Switch	305	156	193	4,665	15	11	-468	0	$15,816	$7,942
Other Indirect Activity	710	387	490	1,546	43	54	0	0	$184,990	$50,938
Refrigeration	3,612	1,562	1,671	18,582	181	190	0	0	$496,399	$938,361
Space Heat Efficiency	848	264	241	5,184	106	8	25,604	0	$131,434	$1,671,521
Space Heat Fuel Switch	12	46	46	1,372	24	0	-171	0	$3,800	$36,851
Ventilation	971	200	174	1,962	22	22	1,114	0	$56,379	$89,910
Totals		39,280	32,400	312,301	9,274	5,066	22,645	54,023	$2,648,880	$9,574,058

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	184	83	68	732	20	10	58	186	$9,695	$21,566
Burlington	48	30	26	245	7	4	82	17	$1,915	$9,373
CVPS	14,549	15,939	13,139	127,078	3,788	2,063	10,701	24,010	$1,113,368	$4,188,011
Enosburg Falls	169	451	360	3,071	110	62	57	271	$20,379	$80,653
Green Mountain	10,134	14,235	11,839	115,054	3,268	1,843	5,951	18,519	$915,404	$3,323,664
Hardwick	422	464	377	3,560	112	59	67	448	$33,267	$86,477
Hyde Park	143	254	204	1,801	62	33	143	149	$13,283	$57,739
Jacksonville	63	21	17	172	5	2	0	65	$1,639	$7,252
Johnson	136	173	139	1,222	42	22	55	72	$7,800	$24,056
Ludlow	133	341	274	2,312	85	46	-70	147	$13,018	$70,326
Lyndonville	681	451	369	3,660	113	55	236	582	$34,419	$62,826
Morrisville	367	661	530	4,719	161	89	238	509	$31,442	$125,935
Northfield	191	295	241	2,231	69	38	156	187	$17,071	$72,533
Orleans	119	79	65	606	20	10	-11	56	$5,429	$5,853
Readsboro	19	6	5	69	1	1	0	0	$1,485	$69
Stowe	225	302	243	2,350	76	40	526	309	$17,996	$94,467
Swanton	301	526	432	4,142	124	70	295	679	$39,170	$125,487
VT Electric Coop	4,722	3,928	3,199	30,563	957	492	1,961	5,858	$280,889	$815,451
VT Marble	101	39	36	339	8	4	4	162	$3,635	$19,687
Washington Electric	1,904	1,003	837	8,374	245	122	2,197	1,800	$87,576	$382,633
Totals	34,611	39,280	32,400	312,301	9,274	5,066	22,645	54,023	$2,648,880	$9,574,058

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	1,767	2,107	1,720	16,232	509	275	892	2,770	$134,053	$489,628
Bennington	1,908	2,577	2,104	19,087	624	341	1,568	2,456	$155,064	$562,301
Caledonia	1,965	1,725	1,414	14,108	418	212	353	1,913	$121,458	$272,697
Chittenden	7,053	11,298	9,421	94,765	2,569	1,439	5,294	14,908	$743,759	$2,696,672
Essex	338	197	160	1,525	45	25	-26	435	$20,150	$31,171
Franklin	2,356	3,352	2,740	26,307	791	445	1,554	4,223	$243,664	$622,456
Grand Isle	452	313	251	2,524	74	39	204	817	$24,200	$104,305
Lamoille	1,462	1,924	1,551	14,234	471	254	1,504	1,833	$110,329	$442,766
Orange	1,610	1,362	1,113	10,300	327	183	854	2,040	$91,074	$366,546
Orleans	1,992	1,503	1,227	11,964	370	189	567	1,787	$119,628	$256,478
Rutland	3,720	3,689	3,034	27,985	882	475	1,043	5,788	$212,255	$915,138
Washington	4,526	4,401	3,662	34,063	1,039	579	3,040	5,608	$293,790	$1,218,842
Windham	2,548	2,488	2,041	19,410	606	317	2,103	4,265	$182,498	$754,219
Windsor	2,914	2,346	1,963	19,796	550	292	3,695	5,179	$196,957	$840,840
Totals	34,611	39,280	32,400	312,301	9,274	5,066	22,645	54,023	$2,648,880	$9,574,058

2.1.16 2009-2011 Minimum Performance Requirements

MPR#	Name	Minimum Requirement	1/1/09 To Date
1 *	Minimum Electric Benefits	Total electric benefits divided by total EEU costs is greater than 1.2	3.09
2	Threshold (or minimum acceptable) Level of Participation by Residential Customers	Total residential sector spending is greater than $19,700,000	$5,599,641
3	Threshold (or minimum acceptable) Level of Participation by Low-Income Households	Spending for low-income single and multifamily services is greater than $6,307,000	$1,253,005
4	Threshold (or minimum acceptable) Level of Participation by Small Non-residential Customers	Number of total non-residential accounts with annual electric use of 40,000 kWh/yr or less that have savings is greater than 700	655
5	Geographic Equity	TRB for each county is greater than values shown in table below	
	County	**3-Year Minimum TRB Goal**	1/1/09 To Date
	Addison	$5,132,300	$4,425,962
	Bennington	$6,911,400	$6,431,980
	Caledonia	$3,535,200	$3,369,709
	Chittenden	$16,332,000	$23,691,169
	Essex/Orleans	$3,684,100	$3,036,748
	Franklin	$6,255,600	$7,594,640
	Grand Isle	$434,000	$468,420
	Lamoille	$3,249,500	$5,277,888
	Orange	$2,948,000	$2,000,565
	Rutland	$11,006,700	$13,460,291
	Washington	$8,305,800	$11,963,140
	Windham	$8,804,900	$6,241,242
	Windsor	$8,518,800	$6,423,674

3 year minimum TRB goals have not been updated to reflect budget and other adjustments which impact TRB values.

3.1 Efficiency Vermont
Detailed Electric Services and Initiatives Results

3.1.1 Business New Construction - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	180	233	nap	233
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$197,788	$340,213	$468,800	$340,213
Marketing/Business Development	$199,888	$285,741	$315,700	$285,741
Subtotal Operating Costs	$397,676	$625,954	$784,500	$625,954
Incentive Costs				
Incentives to Participants	$861,415	$855,738	$798,000	$855,738
Incentives to Trade Allies	$2,494	$2,191	$2,000	$2,191
Subtotal Incentive Costs	$863,909	$857,930	$800,000	$857,930
Technical Assistance Costs				
Services to Participants	$543,439	$618,882	$716,300	$618,882
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$543,439	$618,882	$716,300	$618,882
Total Efficiency Vermont Costs	$1,805,024	$2,102,766	$2,300,800	$2,102,766
Total Participant Costs	$2,180,128	$2,307,197	nav	$2,307,197
Total Third Party Costs	$53,344	$62,463	nav	$62,463
Total Services and Initiatives Costs	$4,038,496	$4,472,426	nav	$4,472,426
Annualized MWh Savings	8,807	8,600	nap	8,600
Lifetime MWh Savings	129,517	126,695	nap	126,695
TRB Savings (2009 $)	$12,755,465	$15,049,405	nap	$15,049,405
Winter Coincident Peak kW Savings	1,060	1,094	nap	1,094
Summer Coincident Peak kW Savings	1,764	1,534	nap	1,534
Annualized MWh Savings/Participant	48.927	36.909	nap	36.909
Weighted Lifetime	15	15	nap	15
Committed Incentives	$176,101	$184,890	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.

3.1.2 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	49	1,160	916	19,867	42	272	97	0	$131,699	$289,122
Cooking and Laundry	10	18	17	241	2	2	48	595	$2,565	$16,735
Design Assistance	7	555	431	8,609	33	97	3,672	0	$151,609	$299,047
Hot Water Efficiency	14	3	2	23	0	0	8,494	890	$974	$88,994
Hot Water Fuel Switch	1	1	1	38	8	12	-5	0	$85	$3,415
Industrial Process Eff.	1	64	57	963	22	0	-11	0	$3,440	$1,240
Lighting	209	4,102	3,249	58,679	613	839	-2,902	0	$371,553	$790,598
Motors	33	1,505	1,214	22,309	186	158	457	0	$105,850	$363,226
Other Efficiency	6	95	88	1,275	17	15	147	818	$8,566	$24,674
Other Fuel Switch	2	25	23	745	6	7	-82	0	$1,898	$1,852
Refrigeration	37	460	411	5,641	54	44	0	1	$37,635	$64,382
Space Heat Efficiency	34	160	124	2,562	49	13	4,704	0	$9,805	$165,285
Ventilation	46	452	354	5,743	61	76	7,940	0	$30,060	$198,026
Water Conservation	1	0	0	0	0	0	0	15	$0	$600
Totals		8,600	6,886	126,695	1,094	1,534	22,559	2,318	$855,738	$2,307,197

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	1	2	1	24	0	0	-1	0	$100	$550
CVPS	95	3,550	2,836	51,764	473	605	10,952	386	$304,014	$990,850
Enosburg Falls	7	28	24	404	8	6	-5	0	$4,288	$7,484
Green Mountain	76	3,677	2,926	55,663	398	680	5,307	741	$405,805	$1,001,427
Hardwick	3	71	63	1,072	25	1	-12	0	$4,800	$3,800
Hyde Park	1	0	0	4	0	0	0	0	$50	$63
Johnson	1	23	21	262	2	1	0	0	$1,155	$2
Lyndonville	6	102	81	1,367	14	29	1,037	0	$20,670	$65,682
Morrisville	2	73	61	922	9	14	4	18	$7,135	$11,762
Northfield	1	182	141	2,550	26	32	454	821	$18,000	$43,111
Stowe	3	600	487	8,595	83	107	4,917	336	$52,882	$142,295
Swanton	3	12	9	172	2	4	-10	0	$1,010	$1,098
VT Electric Coop	32	279	235	3,875	53	54	-81	16	$35,259	$38,414
Washington Electric	2	1	1	21	1	2	-1	0	$570	$660
Totals	233	8,600	6,886	126,695	1,094	1,534	22,559	2,318	$855,738	$2,307,197

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	19	504	403	7,668	103	121	8,843	111	$65,996	$261,930
Bennington	16	691	545	10,136	85	113	7	263	$55,425	$159,417
Caledonia	12	656	529	9,704	75	75	997	0	$47,134	$277,089
Chittenden	50	2,513	1,990	36,752	254	520	4,031	0	$315,276	$640,993
Essex	4	18	15	262	2	2	-10	0	$2,095	$2,573
Franklin	29	446	375	5,727	70	72	942	0	$54,951	$87,802
Grand Isle	4	56	48	787	7	8	-11	0	$5,400	$2,898
Lamoille	9	706	576	9,930	97	125	4,912	354	$62,292	$155,296
Orange	5	114	88	1,709	5	33	-102	0	$3,490	$44,548
Orleans	20	160	134	2,289	41	25	-57	16	$17,472	$16,199
Rutland	23	948	749	14,242	119	163	837	6	$77,165	$158,851
Washington	22	541	422	7,646	84	107	672	821	$62,480	$137,115
Windham	12	557	456	8,074	92	70	1,134	81	$41,910	$209,654
Windsor	8	691	557	11,768	61	101	363	667	$44,652	$152,831
Totals	233	8,600	6,886	126,695	1,094	1,534	22,559	2,318	$855,738	$2,307,197

3.1.5 Business New Construction - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$11,422,309
Fossil Fuel Savings (Costs)	$350,608	$3,419,696
Water Savings (Costs)	$17,336	$207,398
Total	$367,944	$15,049,403

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	6,886	7,620	8,600
Winter on peak	2,619	2,895	3,286
Winter off peak	1,656	1,827	2,050
Summer on peak	1,701	1,889	2,147
Summer off peak	911	1,008	1,116
Coincident Demand Savings (kW)			
Winter	904	995	1,094
Shoulder	0	0	0
Summer	1,247	1,388	1,534

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,277	2,318	28,346
Annualized fuel savings (increase) MMBtu	20,013	22,559	313,607
LP	6,384	7,024	102,198
NG	3,350	3,747	64,476
Oil/Kerosene	1,765	1,996	38,611
Wood	8,526	9,805	108,526
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$28,410	$31,234	$434,922

Net Societal Benefits	$11,526,617

3.1.6 Business Existing Facilities - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	1,605	1,295	nap	1,295
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$2,060,595	$2,498,670	$1,644,500	$2,498,670
Marketing/Business Development	$2,003,115	$1,758,900	$1,737,700	$1,758,900
Subtotal Operating Costs	$4,063,710	$4,257,570	$3,382,200	$4,257,570
Incentive Costs				
Incentives to Participants	$9,062,812	$5,066,253	$4,794,600	$5,066,253
Incentives to Trade Allies	$20,621	$7,346	$6,200	$7,346
Subtotal Incentive Costs	$9,083,433	$5,073,599	$4,800,800	$5,073,599
Technical Assistance Costs				
Services to Participants	$4,889,370	$4,331,244	$3,870,300	$4,331,244
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$4,889,370	$4,331,244	$3,870,300	$4,331,244
Total Efficiency Vermont Costs	$18,036,514	$13,662,412	$12,053,300	$13,662,412
Total Participant Costs	$9,278,480	$7,266,017	nav	$7,266,017
Total Third Party Costs	$235,866	$179,392	nav	$179,392
Total Services and Initiatives Costs	$27,550,860	$21,107,821	nav	$21,107,821
Annualized MWh Savings	53,213	32,694	nap	32,694
Lifetime MWh Savings	684,455	414,846	nap	414,846
TRB Savings (2009 $)	$51,424,122	$39,403,572	nap	$39,403,572
Winter Coincident Peak kW Savings	6,489	4,491	nap	4,491
Summer Coincident Peak kW Savings	8,338	6,254	nap	6,254
Annualized MWh Savings/Participant	33.155	25.246	nap	25.246
Weighted Lifetime	13	13	nap	13
Committed Incentives	$782,652	$402,499	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.

3.1.7 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	87	1,817	1,713	24,812	65	485	3,220	0	$233,878	$292,578
Cooking and Laundry	5	1	1	17	0	0	1	12	$101	$1,491
Design Assistance	26	248	222	689	0	37	1,620	0	$88,020	$47,726
Hot Water Efficiency	19	86	83	877	9	10	266	3,958	$6,161	$81,367
Hot Water Fuel Switch	2	17	18	437	1	2	-67	0	$4,600	$3,744
Industrial Process Eff.	49	4,302	4,440	46,323	526	511	801	0	$264,175	$641,471
Lighting	1,094	20,299	17,399	255,103	3,139	4,634	-16,988	0	$3,878,404	$3,187,392
Motors	105	2,705	2,516	40,761	312	269	4,929	0	$242,692	$841,828
Other Efficiency	15	548	494	7,580	81	71	533	1,217	$38,433	$133,707
Other Fuel Switch	4	101	98	1,782	14	18	-450	0	$820	$18,492
Other Indirect Activity	21	275	247	1,496	31	29	16	0	$33,317	$97,954
Refrigeration	109	1,538	1,452	20,863	197	110	162	0	$203,178	$398,535
Space Heat Efficiency	16	32	32	637	7	3	11,813	0	$3,247	$886,529
Space Heat Fuel Switch	8	316	354	8,906	86	27	-1,110	0	$23,070	$220,665
Ventilation	21	410	394	4,563	22	48	4,996	0	$46,155	$211,319
Water Conservation	2	0	0	0	0	0	184	4,904	$0	$201,218
Totals		32,694	29,463	414,846	4,491	6,254	9,926	10,092	$5,066,252	$7,266,017

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	3	4	4	41	0	0	0	0	$2,716	$979
Burlington	5	311	280	2,598	46	77	-55	0	$46,388	$25,400
CVPS	672	17,808	16,070	233,004	2,515	3,353	-3,523	3,954	$3,267,985	$2,860,081
Enosburg Falls	12	140	120	1,781	23	24	-57	0	$22,696	$42,600
Green Mountain	414	11,116	10,030	138,973	1,469	2,243	12,999	4,948	$1,336,868	$3,825,021
Hardwick	7	114	108	1,117	15	18	-31	0	$19,522	$43,238
Hyde Park	3	77	69	1,115	12	20	-99	1,189	$9,000	$16,324
Jacksonville	2	15	11	222	6	9	-15	0	$1,510	$1,638
Johnson	2	99	92	453	10	28	-75	0	$8,306	$1,753
Ludlow	5	71	61	691	11	9	-35	0	$3,066	$8,240
Lyndonville	14	108	91	1,460	20	31	-68	0	$12,079	$23,386
Morrisville	9	200	160	2,785	34	57	-188	1	$23,489	$87,469
Northfield	7	210	190	2,561	36	34	1,527	0	$16,577	$77,308
Orleans	5	80	72	890	8	8	-22	0	$7,631	$5,530
Stowe	14	284	272	2,362	35	24	-61	0	$12,262	$47,200
Swanton	11	144	135	2,043	16	18	-20	0	$11,977	$33,642
VT Electric Coop	86	1,729	1,533	20,710	209	261	-206	0	$243,842	$135,694
VT Marble	3	3	3	45	3	5	-3	0	$1,451	$3,518
Washington Electric	21	179	160	1,995	24	37	-142	0	$18,888	$26,995
Totals	1,295	32,694	29,463	414,846	4,491	6,254	9,926	10,092	$5,066,252	$7,266,017

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	64	901	790	11,011	143	164	-49	0	$78,924	$180,555
Bennington	106	2,955	2,724	32,233	381	523	-74	0	$415,574	$617,270
Caledonia	39	744	630	8,993	113	135	-519	0	$66,321	$123,140
Chittenden	310	7,262	6,615	87,065	936	1,500	3,584	3,192	$1,349,214	$1,138,002
Essex	6	30	24	409	5	9	-25	0	$1,856	$1,379
Franklin	100	3,317	2,953	39,136	419	503	2,115	177	$465,099	$426,370
Grand Isle	7	20	18	216	3	4	-7	0	$2,021	$987
Lamoille	38	780	699	7,919	102	144	-457	1,190	$76,566	$207,203
Orange	23	368	328	4,660	28	69	-120	0	$43,183	$55,477
Orleans	54	950	859	12,629	131	156	-158	0	$133,571	$121,513
Rutland	263	6,908	6,154	98,965	1,007	1,440	-3,814	9	$1,709,734	$729,520
Washington	108	4,057	3,630	52,431	575	877	10,489	4,904	$281,613	$2,610,540
Windham	115	2,257	2,100	30,712	383	394	-718	621	$318,387	$705,505
Windsor	62	2,145	1,940	28,469	265	337	-321	0	$124,189	$348,556
Totals	1,295	32,694	29,463	414,846	4,491	6,254	9,926	10,092	$5,066,252	$7,266,017

3.1.10 Business Existing Facilities - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$38,947,742
Fossil Fuel Savings (Costs)	$69,480	($195,002)
Water Savings (Costs)	$75,488	$650,916
Total	$144,968	$39,403,655

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	29,463	28,961	32,694
Winter on peak	12,065	11,924	13,533
Winter off peak	7,141	6,891	8,168
Summer on peak	6,618	6,583	7,285
Summer off peak	3,640	3,564	3,945
Coincident Demand Savings (kW)			
Winter	4,158	4,083	4,491
Shoulder	0	0	0
Summer	5,658	5,660	6,254

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	11,151	10,092	81,861
Annualized fuel savings (increase) MMBtu	13,534	9,926	141,441
LP	(910)	(885)	(27,459)
NG	9,536	8,590	102,659
Oil/Kerosene	1,183	(1,101)	16,603
Wood	3,717	3,291	49,642
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$304,827	$298,433	$2,658,668

Net Societal Benefits	$29,599,716

3.1.11 Residential New Construction - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	837	964	nap	964
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$616,777	$855,662	$1,306,700	$855,662
Marketing/Business Development	$243,961	$329,647	$542,200	$329,647
Subtotal Operating Costs	$860,739	$1,185,310	$1,848,900	$1,185,310
Incentive Costs				
Incentives to Participants	$463,551	$427,747	$550,900	$427,747
Incentives to Trade Allies	$0	$4,987	$4,000	$4,987
Subtotal Incentive Costs	$463,551	$432,733	$554,900	$432,733
Technical Assistance Costs				
Services to Participants	$689,721	$701,477	$386,200	$701,477
Services to Trade Allies	$78,215	$27,503	$49,600	$27,503
Subtotal Technical Assistance Costs	$767,936	$728,979	$435,800	$728,979
Total Efficiency Vermont Costs	$2,092,226	$2,347,023	$2,839,600	$2,347,023
Total Participant Costs	$753,199	$290,669	nav	$290,669
Total Third Party Costs	$264,480	$185,623	nav	$185,623
Total Services and Initiatives Costs	$3,109,904	$2,823,315	nav	$2,823,315
Annualized MWh Savings	2,405	1,666	nap	1,666
Lifetime MWh Savings	44,103	29,720	nap	29,720
TRB Savings (2009 $)	$16,270,582	$8,227,180	nap	$8,227,180
Winter Coincident Peak kW Savings	395	348	nap	348
Summer Coincident Peak kW Savings	508	190	nap	190
Annualized MWh Savings/Participant	2.874	1.729	nap	1.729
Weighted Lifetime	18	18	nap	18
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 - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	174	24	21	550	0	52	0	0	$2,124	$1,975
Cooking and Laundry	591	82	70	1,127	11	8	337	2,320	$14,616	$46,184
Hot Water Efficiency	567	0	0	0	0	0	3,000	1,585	$0	$1,791
Hot Water Fuel Switch	8	32	28	960	2	1	-98	0	$1,800	$4,200
Lighting	948	983	933	16,860	245	85	-140	0	$160,863	$118,438
Motors	108	1	1	13	0	0	0	0	$75	$105
Other Fuel Switch	295	144	183	4,327	13	10	-432	0	$13,634	$2,866
Other Indirect Activity	217	0	0	0	0	0	0	0	$164,920	-$164,320
Refrigeration	699	83	78	1,418	9	10	0	0	$11,551	$20,744
Space Heat Efficiency	563	143	125	2,762	50	3	16,783	0	$18,951	$214,971
Ventilation	710	174	150	1,704	18	19	1,078	0	$39,213	$43,716
Totals		1,666	1,588	29,720	348	190	20,528	3,905	$427,747	$290,669

3.1.13 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	1	2	2	44	1	0	63	0	$75	$0
CVPS	406	690	662	12,831	141	76	8,462	1,707	$171,867	$193,748
Enosburg Falls	1	3	3	51	1	0	63	12	$1,042	-$800
Green Mountain	431	748	714	12,997	156	90	7,410	1,605	$184,065	$131,785
Hardwick	1	2	2	30	0	0	63	8	$0	$50
Hyde Park	1	1	1	19	0	0	63	8	$52	$0
Johnson	2	2	2	33	1	0	87	2	$925	-$800
Lyndonville	9	23	21	429	6	2	275	18	$8,575	-$6,400
Morrisville	4	12	12	214	3	1	245	14	$2,945	-$2,400
Northfield	19	28	27	356	4	2	68	79	$5,515	$3,164
Stowe	7	10	9	170	3	2	494	34	$2,262	$17,438
Swanton	6	8	7	140	2	1	299	21	$5,377	-$4,800
VT Electric Coop	56	95	89	1,705	22	12	1,940	241	$31,043	-$12,173
Washington Electric	20	42	39	700	10	3	996	156	$14,005	-$28,143
Totals	964	1,666	1,588	29,720	348	190	20,528	3,905	$427,747	$290,669

3.1.14 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	59	113	107	2,029	28	15	1,019	270	$25,994	$26,205
Bennington	11	28	25	444	6	7	576	57	$6,409	-$4,800
Caledonia	37	81	74	1,827	14	5	430	37	$20,683	$8,700
Chittenden	368	754	719	13,226	148	92	6,866	1,362	$171,659	$88,353
Franklin	57	82	76	1,475	19	10	1,838	240	$40,583	-$41,470
Grand Isle	4	9	8	146	2	2	214	36	$987	-$700
Lamoille	21	40	38	729	11	6	1,282	72	$10,875	$10,388
Orange	13	25	23	430	6	2	713	64	$9,877	-$12,025
Orleans	19	34	32	581	8	3	598	70	$8,670	$7,077
Rutland	41	67	62	1,132	17	8	1,315	225	$17,307	$48,654
Washington	129	134	130	2,300	26	11	1,391	448	$35,502	-$12,612
Windham	60	98	92	1,648	25	10	1,186	390	$31,597	$49,743
Windsor	145	202	202	3,753	38	20	3,101	635	$47,601	$123,156
Totals	964	1,666	1,588	29,720	348	190	20,528	3,905	$427,747	$290,669

3.1.15 Residential New Construction - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$2,193,201
Fossil Fuel Savings (Costs)	$432,070	$5,692,407
Water Savings (Costs)	$29,232	$341,555
Total	$461,303	$8,227,163

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	1,588	1,480	1,666
Winter on peak	562	521	592
Winter off peak	569	533	598
Summer on peak	218	201	229
Summer off peak	240	224	248
Coincident Demand Savings (kW)			
Winter	336	317	348
Shoulder	0	0	0
Summer	179	172	190

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	3,882	3,905	46,388
Annualized fuel savings (increase) MMBtu	19,632	20,528	502,854
LP	7,391	7,858	191,613
NG	7,026	7,374	173,549
Oil/Kerosene	5,215	5,300	137,686
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$69,507	$65,302	$1,260,667

Net Societal Benefits	$7,192,503

3.1.16 Efficient Products - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	47,466	29,455	nap	29,455
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$652,074	$660,755	$979,700	$660,755
Marketing/Business Development	$1,092,285	$1,079,129	$1,497,800	$1,079,129
Subtotal Operating Costs	$1,744,360	$1,739,885	$2,477,500	$1,739,885
Incentive Costs				
Incentives to Participants	$2,013,324	$1,495,134	$2,413,600	$1,495,134
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$2,013,324	$1,495,134	$2,413,600	$1,495,134
Technical Assistance Costs				
Services to Participants	$0	$0	$0	$0
Services to Trade Allies	$278,169	$62,315	$104,600	$62,315
Subtotal Technical Assistance Costs	$278,169	$62,315	$104,600	$62,315
Total Efficiency Vermont Costs	$4,035,852	$3,297,334	$4,995,700	$3,297,334
Total Participant Costs	$8,973,995	$7,454,977	nav	$7,454,977
Total Third Party Costs	$467,163	$318,773	nav	$318,773
Total Services and Initiatives Costs	$13,477,011	$11,071,084	nav	$11,071,084
Annualized MWh Savings	70,742	35,124	nap	35,124
Lifetime MWh Savings	398,187	247,290	nap	247,290
TRB Savings (2009 $)	$33,548,286	$27,646,467	nap	$27,646,467
Winter Coincident Peak kW Savings	13,317	8,399	nap	8,399
Summer Coincident Peak kW Savings	8,699	4,656	nap	4,656
Annualized MWh Savings/Participant	1.490	1.192	nap	1.192
Weighted Lifetime	6	7	nap	7
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.

3.1.17 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	2,394	136	173	1,533	0	58	0	0	$65,545	$492,692
Cooking and Laundry	4,124	938	723	13,137	132	100	1,262	45,425	$210,300	$2,926,932
Lighting	22,067	32,668	25,907	222,159	8,107	4,323	-7,234	0	$1,036,728	$2,986,730
Monitoring and Metering	11	3	2	11	0	0	0	0	$321	$930
Other Indirect Activity	401	387	490	1,546	43	54	0	0	$20,070	$200,196
Refrigeration	1,659	993	1,155	8,904	116	121	0	0	$162,170	$847,498
Totals		35,124	28,450	247,290	8,399	4,656	-5,972	45,425	$1,495,134	$7,454,977

3.1.18 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	171	74	61	587	19	9	-5	184	$4,139	$21,166
Burlington	23	22	18	181	5	4	-8	0	$1,187	$1,774
CVPS	12,388	14,290	11,584	101,841	3,442	1,900	-2,361	20,704	$632,128	$3,087,739
Enosburg Falls	155	438	348	2,877	107	60	-98	248	$13,769	$61,296
Green Mountain	8,020	12,427	10,086	85,015	2,890	1,664	-2,270	14,591	$504,819	$2,726,508
Hardwick	353	412	330	2,918	103	54	-74	292	$15,849	$64,978
Hyde Park	125	237	189	1,603	59	31	-44	140	$7,696	$36,448
Jacksonville	50	18	15	149	5	2	0	65	$1,124	$7,252
Johnson	109	158	126	1,066	39	21	-32	43	$4,979	$24,750
Ludlow	114	334	268	2,247	83	46	-70	140	$11,338	$70,326
Lyndonville	642	405	328	2,958	103	51	-52	497	$16,264	$65,291
Morrisville	316	633	504	4,328	155	87	-138	475	$22,098	$109,132
Northfield	162	260	208	1,796	64	36	-57	108	$9,452	$44,773
Orleans	103	75	61	556	19	9	-11	54	$3,389	$5,716
Readsboro	17	3	2	26	1	0	0	0	$118	$69
Stowe	213	278	221	1,892	67	37	-54	259	$8,658	$52,665
Swanton	278	507	415	3,867	119	69	-100	616	$27,236	$102,566
VT Electric Coop	4,363	3,625	2,922	26,292	894	460	-493	5,227	$161,718	$731,578
VT Marble	100	38	35	333	8	4	4	162	$3,456	$19,687
Washington Electric	1,753	887	729	6,758	217	113	-107	1,620	$45,719	$221,262
Totals	29,455	35,124	28,450	247,290	8,399	4,656	-5,972	45,425	$1,495,134	$7,454,977

3.1.19 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	1,501	1,885	1,511	13,001	457	250	-321	2,333	$73,115	$407,936
Bennington	1,678	2,398	1,939	16,837	585	319	-438	2,257	$96,837	$395,550
Caledonia	1,743	1,530	1,238	10,865	384	196	-235	1,501	$60,666	$234,657
Chittenden	5,610	9,739	7,888	66,664	2,260	1,279	-1,661	12,107	$391,453	$2,242,950
Essex	301	164	131	1,148	40	22	-26	335	$6,282	$31,172
Franklin	2,110	3,117	2,524	22,172	743	422	-594	3,694	$139,933	$565,575
Grand Isle	418	280	223	2,087	67	36	-31	702	$13,006	$95,496
Lamoille	1,296	1,787	1,423	12,279	437	240	-343	1,652	$63,224	$340,216
Orange	1,450	1,252	1,012	8,837	303	173	-235	1,793	$52,703	$263,785
Orleans	1,797	1,364	1,101	10,056	342	175	-209	1,598	$62,958	$226,220
Rutland	3,217	3,506	2,867	25,538	841	456	-517	5,378	$160,233	$819,350
Washington	3,730	3,968	3,255	28,306	942	540	-733	4,622	$181,589	$840,756
Windham	2,024	2,128	1,705	14,976	519	286	-379	2,992	$93,421	$429,674
Windsor	2,580	2,006	1,635	14,526	480	262	-249	4,460	$99,716	$561,642
Totals	29,455	35,124	28,450	247,290	8,399	4,656	-5,972	45,425	$1,495,134	$7,454,977

3.1.20 Efficient Products - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$23,313,976
Fossil Fuel Savings (Costs)	($99,395)	($176,182)
Water Savings (Costs)	$340,097	$4,509,200
Total	$240,702	$27,646,994

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	28,450	31,157	35,124
Winter on peak	11,226	12,354	14,022
Winter off peak	8,649	9,473	10,627
Summer on peak	4,630	5,050	5,742
Summer off peak	3,946	4,283	4,740
Coincident Demand Savings (kW)			
Winter	6,904	7,635	8,399
Shoulder	0	0	0
Summer	3,864	4,214	4,656

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	39,536	45,425	636,368
Annualized fuel savings (increase) MMBtu	(5,432)	(5,972)	(10,441)
LP	421	484	6,772
NG	421	484	6,772
Oil/Kerosene	(6,273)	(6,983)	(23,551)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$783,263	$895,480	$6,170,112

Net Societal Benefits	$18,958,530

3.1.21 Existing Homes - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	5,530	4,192	nap	4,192
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$757,436	$636,895	$696,500	$636,895
Marketing/Business Development	$228,072	$435,157	$687,500	$435,157
Subtotal Operating Costs	$985,508	$1,072,052	$1,384,000	$1,072,052
Incentive Costs				
Incentives to Participants	$1,028,194	$726,000	$952,100	$726,000
Incentives to Trade Allies	$83,669	$71,126	$79,100	$71,126
Subtotal Incentive Costs	$1,111,863	$797,125	$1,031,200	$797,125
Technical Assistance Costs				
Services to Participants	$481,047	$485,018	$913,400	$485,018
Services to Trade Allies	$200,897	$168,014	$146,800	$168,014
Subtotal Technical Assistance Costs	$681,944	$653,031	$1,060,200	$653,031
Total Efficiency Vermont Costs	$2,779,315	$2,522,209	$3,475,400	$2,522,209
Total Participant Costs	$3,007,643	$1,828,412	nav	$1,828,412
Total Third Party Costs	$319,972	$81,311	nav	$81,311
Total Services and Initiatives Costs	$6,106,931	$4,431,932	nav	$4,431,932
Annualized MWh Savings	5,394	2,490	nap	2,490
Lifetime MWh Savings	83,252	35,290	nap	35,290
TRB Savings (2009 $)	$5,725,731	$4,058,805	nap	$4,058,805
Winter Coincident Peak kW Savings	997	527	nap	527
Summer Coincident Peak kW Savings	412	220	nap	220
Annualized MWh Savings/Participant	0.975	0.594	nap	0.594
Weighted Lifetime	15	14	nap	14
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.

3.1.22 Existing Homes - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	4	1	0	9	0	1	0	0	$600	$3,933
Cooking and Laundry	94	6	5	78	1	1	52	107	$1,475	$9,291
Hot Water Efficiency	1,231	330	305	2,419	37	29	583	4,586	$21,506	$15,072
Hot Water Fuel Switch	98	302	351	9,052	46	23	-1,106	0	$73,494	$99,089
Lighting	2,768	1,146	1,050	10,829	301	97	-90	0	$169,016	$64,023
Motors	46	17	15	252	1	0	0	0	$1,600	$7,152
Other Fuel Switch	10	11	11	339	2	1	-36	0	$2,182	$5,076
Other Indirect Activity	92	0	0	0	0	0	0	0	$0	$15,062
Refrigeration	1,254	486	438	8,260	57	59	0	0	$322,679	$70,119
Space Heat Efficiency	285	120	117	2,422	56	5	8,821	0	$112,482	$1,456,550
Space Heat Fuel Switch	12	46	46	1,372	24	0	-171	0	$3,800	$36,851
Ventilation	261	26	24	258	3	3	36	0	$17,166	$46,194
Totals		2,490	2,362	35,290	527	220	8,089	4,693	$726,000	$1,828,412

3.1.23 Existing Homes - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	12	7	6	101	1	1	0	2	$5,481	$400
Burlington	25	7	8	64	2	1	90	17	$728	$7,599
CVPS	1,755	959	893	12,406	205	87	4,601	1,600	$309,373	$906,524
Enosburg Falls	13	10	9	142	2	1	92	11	$5,568	$20,157
Green Mountain	1,683	1,060	1,039	17,042	223	90	811	2,323	$226,520	$465,370
Hardwick	68	49	45	612	8	5	78	148	$17,418	$21,449
Hyde Park	17	16	14	178	3	1	124	0	$5,536	$21,292
Jacksonville	13	3	3	23	1	0	0	0	$515	$0
Johnson	25	12	11	123	3	1	0	26	$1,897	$105
Ludlow	19	7	6	64	2	1	0	7	$1,680	$0
Lyndonville	30	23	20	274	4	2	14	67	$9,580	$3,935
Morrisville	47	15	14	177	4	1	131	19	$6,399	$19,203
Northfield	10	6	6	79	2	0	145	0	$2,104	$24,596
Orleans	16	4	4	51	1	0	0	2	$2,039	$137
Readsboro	2	3	3	43	0	0	0	0	$1,367	$0
Stowe	5	14	14	288	6	1	87	16	$7,077	$24,364
Swanton	17	11	10	135	2	1	96	42	$6,558	$27,721
VT Electric Coop	303	208	187	2,566	41	20	514	390	$88,128	$96,046
VT Marble	1	1	1	6	0	0	0	0	$179	$0
Washington Electric	131	74	69	916	18	6	1,308	25	$27,852	$189,513
Totals	4,192	2,490	2,362	35,290	527	220	8,089	4,693	$726,000	$1,828,412

3.1.24 Existing Homes - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	207	108	102	1,202	24	10	194	167	$34,944	$55,487
Bennington	219	151	140	1,807	33	15	1,430	141	$51,818	$171,551
Caledonia	185	114	103	1,417	20	11	158	375	$40,109	$29,340
Chittenden	1,075	804	814	14,875	160	69	89	1,439	$180,647	$365,370
Essex	37	33	29	378	5	3	0	101	$13,868	-$1
Franklin	189	153	140	2,660	29	13	311	290	$63,147	$98,351
Grand Isle	30	24	21	292	4	2	22	79	$10,208	$9,508
Lamoille	145	98	90	1,226	23	8	565	109	$36,230	$92,162
Orange	147	85	78	1,033	18	8	376	184	$28,494	$114,786
Orleans	176	105	94	1,327	21	11	179	119	$48,001	$23,182
Rutland	462	116	105	1,314	24	11	245	184	$34,716	$47,133
Washington	667	298	278	3,457	72	28	2,381	538	$76,698	$390,698
Windham	464	262	244	2,786	62	21	1,296	883	$57,479	$274,802
Windsor	189	137	125	1,517	31	11	844	84	$49,640	$156,041
Totals	4,192	2,490	2,362	35,290	527	220	8,089	4,693	$726,000	$1,828,412

3.1.25 Existing Homes - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$2,047,033
Fossil Fuel Savings (Costs)	$152,226	$1,669,874
Water Savings (Costs)	$35,113	$341,909
Total	$187,339	$4,058,816

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	2,362	2,210	2,490
Winter on peak	870	810	919
Winter off peak	827	774	868
Summer on peak	325	305	346
Summer off peak	340	321	356
Coincident Demand Savings (kW)			
Winter	512	479	527
Shoulder	0	0	0
Summer	210	199	220

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	5,070	4,693	42,785
Annualized fuel savings (increase) MMBtu	8,694	8,089	142,417
LP	1,447	1,307	24,585
NG	(1,139)	(798)	(32,257)
Oil/Kerosene	7,447	6,734	133,185
Wood	939	845	16,905
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$16,186	$16,684	$85,298

Net Societal Benefits	$1,354,690

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. 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 Efficiency Vermont 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 90% of their projected three-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 12 months.

Eligible Market

To be eligible for CCP, customers must:

- Never have accepted cash incentives from any Vermont utility Demand Side Management (DSM) program;
- Have ISO 14001 certification.

4.1.2 Customer Credit - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	1	1	nap	1
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	$3,237	$3,703	$10,500	$3,703
Marketing/Business Development	$0	$0	$0	$0
Subtotal Operating Costs	$3,237	$3,703	$10,500	$3,703
Incentive Costs				
Incentives to Participants	$1,159,490	$876,656	$1,200,000	$876,656
Incentives to Trade Allies	$0	$0	$0	$0
Subtotal Incentive Costs	$1,159,490	$876,656	$1,200,000	$876,656
Technical Assistance Costs				
Services to Participants	$6,833	$5,007	$9,600	$5,007
Services to Trade Allies	$0	$0	$0	$0
Subtotal Technical Assistance Costs	$6,833	$5,007	$9,600	$5,007
Total Efficiency Vermont Costs	$1,169,560	$885,367	$1,220,100	$885,367
Total Participant Costs	$243,366	$248,456	nap	$248,456
Total Third Party Costs	$0	$0	nap	$0
Total Services and Initiatives Costs	$1,412,926	$1,133,823	nap	$1,133,823
Annualized MWh Savings	3,863	4,279	nap	4,279
Lifetime MWh Savings	53,168	62,539	nap	62,539
TRB Savings (2009 $)	$4,010,025	$6,238,102	nap	$6,238,102
Winter Coincident Peak kW Savings	410	308	nap	308
Summer Coincident Peak kW Savings	839	688	nap	688
Annualized MWh Savings/Participant	3,863	4,279	nap	4,279
Weighted Lifetime	14	15	nap	15
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.

Note: The above budgets include the Customer Credit Net Pay Option Incentive Funds.

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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	1	236	209	4,779	4	186	3,628	0	$394,088	-$117,632
Industrial Process Eff.	1	194	173	2,253	22	22	0	0	$78,000	$20,140
Lighting	1	2,825	2,495	41,799	174	365	-2,753	0	$265,831	$341,343
Motors	1	912	810	13,375	102	102	0	0	$120,176	$4,566
Other Indirect Activity	1	111	99	333	7	12	0	0	$18,561	$39
Totals		4,279	3,786	62,539	308	688	874	0	$876,656	$248,456

4.1.4 Customer Credit - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$5,425,884
Fossil Fuel Savings (Costs)	$51,657	$812,217
Water Savings (Costs)	$0	$0
Total	$51,657	$6,238,101

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	3,786	3,786	4,279
Winter on peak	1,663	1,663	1,888
Winter off peak	636	636	713
Summer on peak	1,086	1,086	1,235
Summer off peak	401	401	444
Coincident Demand Savings (kW)			
Winter	280	280	308
Shoulder	0	0	0
Summer	622	622	688

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	0	0	0
Annualized fuel savings (increase) MMBtu	874	874	31,825
LP	2,400	2,400	54,136
NG	0	0	0
Oil/Kerosene	(1,526)	(1,526)	(22,310)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$19,009	$19,009	$266,175

4.2 GeoTargeting

4.2.1 GeoTargeting Regions Combined - Summary

	Prior Year	Current Year 2009	Cumulative starting 1/1/09
# participants with installations	18,971	8,628	8,628
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$1,814,819	$1,838,195	$1,838,195
Marketing/Business Development	$1,735,792	$1,467,629	$1,467,629
Subtotal Operating Costs	$3,550,611	$3,305,824	$3,305,824
Incentive Costs			
Incentives to Participants	$8,311,917	$4,560,103	$4,560,103
Incentives to Trade Allies	$41,849	$20,023	$20,023
Subtotal Incentive Costs	$8,353,765	$4,580,126	$4,580,126
Technical Assistance Costs			
Services to Participants	$3,240,130	$2,377,770	$2,377,770
Services to Trade Allies	$149,996	$65,300	$65,300
Subtotal Technical Assistance Costs	$3,390,126	$2,443,070	$2,443,070
Total Efficiency Vermont Costs	$15,294,503	$10,329,020	$10,329,020
Total Participant Costs	$6,789,704	$4,986,384	$4,986,384
Total Third Party Costs	$151,671	$116,564	$116,564
Total Services and Initiatives Costs	$22,235,878	$15,431,968	$15,431,968
Annualized MWh Savings	51,364	29,273	29,273
Lifetime MWh Savings	559,584	329,718	329,718
TRB Savings (2009 $)	$42,349,632	$31,738,144	$31,738,144
Winter Coincident Peak kW Savings	7,437	5,098	5,098
Summer Coincident Peak kW Savings	7,635	4,983	4,983
Annualized MWh Savings/Participant	2.708	3.393	3.393
Weighted Lifetime	11	11	11
Committed Incentives	$1,221,681	$226,626	nap

4.2.2 GeoTargeting Regions Combined - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$30,320,124
Fossil Fuel Savings (Costs)	$11,251	$98,508
Water Savings (Costs)	$104,236	$1,319,658
Total	$115,487	$31,738,290

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	25,411	25,948	29,273
Winter on peak	10,206	10,460	11,872
Winter off peak	6,863	6,954	7,802
Summer on peak	4,999	5,132	5,835
Summer off peak	3,344	3,402	3,766
Coincident Demand Savings (kW)			
Winter	4,468	4,634	5,098
Shoulder	0	0	0
Summer	4,390	4,510	4,983

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	12,662	13,924	183,426
Annualized fuel savings (increase) MMBtu	5,146	3,879	105,513
LP	70	132	4,457
NG	11,659	11,281	161,014
Oil/Kerosene	(6,663)	(7,639)	(61,346)
Wood	79	66	1,491
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$505,423	$456,059	$3,690,430

4.2.3 GeoTargeting Chittenden North - Summary

	Prior Year	Current Year 2009	Cumulative starting 1/1/09
# participants with installations	11,474	2,801	2,801
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$637,775	$667,599	$667,599
Marketing/Business Development	$586,529	$581,133	$581,133
Subtotal Operating Costs	$1,224,304	$1,248,733	$1,248,733
Incentive Costs			
Incentives to Participants	$2,547,412	$1,254,351	$1,254,351
Incentives to Trade Allies	$16,445	$12,466	$12,466
Subtotal Incentive Costs	$2,563,857	$1,266,817	$1,266,817
Technical Assistance Costs			
Services to Participants	$966,962	$767,422	$767,422
Services to Trade Allies	$74,274	$32,010	$32,010
Subtotal Technical Assistance Costs	$1,041,237	$799,431	$799,431
Total Efficiency Vermont Costs	$4,829,398	$3,314,981	$3,314,981
Total Participant Costs	$2,664,847	$1,936,569	$1,936,569
Total Third Party Costs	$42,123	$52,658	$52,658
Total Services and Initiatives Costs	$7,536,367	$5,304,207	$5,304,207
Annualized MWh Savings	17,710	10,239	10,239
Lifetime MWh Savings	183,268	112,362	112,362
TRB Savings (2009 $)	$14,068,800	$11,013,766	11,013,766
Winter Coincident Peak kW Savings	2,689	1,791	1,791
Summer Coincident Peak kW Savings	2,587	1,673	1,673
Annualized MWh Savings/Participant	1.544	3.655	3.655
Weighted Lifetime	10	11	11
Committed Incentives	$313,802	$58,035	nap

4.2.4 GeoTargeting Chittenden North - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	281	597	524	7,978	11	183	2,975	0	$76,878	$136,565
Cooking and Laundry	389	76	59	1,067	11	8	114	3,779	$18,926	$231,464
Design Assistance	7	315	243	5,042	13	56	874	0	$111,125	$138,288
Hot Water Efficiency	356	37	36	297	4	3	387	1,292	$1,095	$2,319
Hot Water Fuel Switch	40	120	143	3,601	18	9	-434	0	$35,075	$39,072
Industrial Process Eff.	3	496	518	6,071	64	67	-240	0	$26,950	$70,665
Lighting	1,830	7,302	5,950	68,557	1,509	1,242	-3,358	0	$814,899	$848,082
Motors	61	485	451	8,916	47	31	43	0	$39,351	$185,020
Other Efficiency	2	4	4	41	0	2	0	0	$325	$860
Other Fuel Switch	53	23	29	698	2	1	-78	0	$2,976	$1,624
Other Indirect Activity	5	0	0	0	0	0	0	0	$12,750	-$3,647
Refrigeration	449	330	350	3,703	39	39	0	0	$58,514	$73,702
Space Heat Efficiency	98	140	120	2,113	38	7	909	0	$40,768	$40,958
Space Heat Fuel Switch	11	42	42	1,273	22	0	-158	0	$3,800	$33,111
Ventilation	81	271	257	3,003	14	25	4,193	0	$10,919	$138,486
Totals		10,239	8,725	112,362	1,791	1,673	5,227	5,072	$1,254,351	$1,936,569

4.2.5 GeoTargeting Chittenden North - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$10,194,703
Fossil Fuel Savings (Costs)	$50,492	$350,237
Water Savings (Costs)	$37,962	$468,860
Total	$88,454	$11,013,800

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	8,725	9,077	10,239
Winter on peak	3,437	3,591	4,076
Winter off peak	2,345	2,436	2,733
Summer on peak	1,738	1,809	2,056
Summer off peak	1,205	1,241	1,374
Coincident Demand Savings (kW)			
Winter	1,539	1,629	1,791
Shoulder	0	0	0
Summer	1,450	1,514	1,673

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	4,728	5,072	64,564
Annualized fuel savings (increase) MMBtu	5,456	5,227	89,369
LP	276	293	6,858
NG	7,448	7,316	104,292
Oil/Kerosene	(2,269)	(2,396)	(21,763)
Wood	1	1	20
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$163,994	$183,701	$1,345,533

4.2.6 GeoTargeting Saint Albans - Summary

	Prior Year	Current Year 2009	Cumulative starting 1/1/09
# participants with installations	3,767	1,960	1,960
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$508,619	$255,179	$255,179
Marketing/Business Development	$500,603	$198,045	$198,045
Subtotal Operating Costs	$1,009,222	$453,224	$453,224
Incentive Costs			
Incentives to Participants	$2,267,893	$837,187	$837,187
Incentives to Trade Allies	$8,532	$3,794	$3,794
Subtotal Incentive Costs	$2,276,425	$840,980	$840,980
Technical Assistance Costs			
Services to Participants	$990,271	$298,565	$298,565
Services to Trade Allies	$29,498	$14,735	$14,735
Subtotal Technical Assistance Costs	$1,019,769	$313,300	$313,300
Total Efficiency Vermont Costs	$4,305,416	$1,607,505	$1,607,505
Total Participant Costs	$1,708,662	$1,131,734	$1,131,734
Total Third Party Costs	$68,574	$34,239	$34,239
Total Services and Initiatives Costs	$6,082,652	$2,773,478	$2,773,478
Annualized MWh Savings	15,058	5,807	5,807
Lifetime MWh Savings	160,374	61,129	61,129
TRB Savings (2009 $)	$12,154,107	$6,306,889	6,306,889
Winter Coincident Peak kW Savings	2,065	1,001	1,001
Summer Coincident Peak kW Savings	2,342	916	916
Annualized MWh Savings/Participant	3.997	2.963	2.963
Weighted Lifetime	11	11	11
Committed Incentives	$190,920	$35,005	nap

4.2.7 GeoTargeting Saint Albans - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	217	227	218	1,939	8	75	294	0	$63,763	$86,566
Cooking and Laundry	387	78	60	1,095	11	8	115	3,785	$17,611	$243,029
Design Assistance	2	0	0	0	0	0	0	0	$3,625	-$67
Hot Water Efficiency	77	10	9	73	1	1	203	393	$839	$1,206
Hot Water Fuel Switch	17	58	59	1,739	9	4	-214	0	$19,301	$10,910
Industrial Process Eff.	4	526	511	4,294	54	52	0	0	$8,870	$24,226
Lighting	1,320	3,849	3,147	37,966	785	658	-1,906	0	$511,881	$353,235
Motors	16	376	345	5,246	33	44	1,593	0	$53,139	$84,054
Other Fuel Switch	20	56	55	935	7	10	-176	0	$1,590	$10,239
Other Indirect Activity	10	0	0	0	0	0	0	0	$8,920	-$5,423
Refrigeration	256	495	489	6,425	77	37	162	0	$114,662	$198,998
Space Heat Efficiency	31	9	8	175	4	1	1,534	0	$4,225	$62,043
Ventilation	53	124	115	1,243	13	25	1,617	0	$28,760	$62,718
Totals		5,807	5,015	61,129	1,001	916	3,220	4,178	$837,187	$1,131,734

4.2.8 GeoTargeting Saint Albans - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$5,584,975
Fossil Fuel Savings (Costs)	$35,769	$318,002
Water Savings (Costs)	$31,278	$403,962
Total	$67,047	$6,306,939

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	5,015	5,149	5,807
Winter on peak	1,928	1,999	2,269
Winter off peak	1,386	1,416	1,589
Summer on peak	1,003	1,024	1,165
Summer off peak	699	709	785
Coincident Demand Savings (kW)			
Winter	866	910	1,001
Shoulder	0	0	0
Summer	807	829	916

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	3,719	4,178	56,547
Annualized fuel savings (increase) MMBtu	3,546	3,220	55,678
LP	262	275	6,371
NG	4,056	3,799	53,036
Oil/Kerosene	(802)	(881)	(4,238)
Wood	29	25	529
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$163,994	$84,375	$719,126

4.2.9 GeoTargeting Southern Loop - Summary

	Prior Year	Current Year 2009	Cumulative starting 1/1/09
# participants with installations	2,979	2,165	2,165
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	$499,580	$328,053	$328,053
Marketing/Business Development	$477,100	$244,984	$244,984
Subtotal Operating Costs	$976,680	$573,038	$573,038
Incentive Costs			
Incentives to Participants	$2,352,817	$685,921	$685,921
Incentives to Trade Allies	$14,257	$1,068	$1,068
Subtotal Incentive Costs	$2,367,074	$686,989	$686,989
Technical Assistance Costs			
Services to Participants	$922,609	$423,119	$423,119
Services to Trade Allies	$40,949	$12,149	$12,149
Subtotal Technical Assistance Costs	$963,558	$435,268	$435,268
Total Efficiency Vermont Costs	$4,307,311	$1,695,295	$1,695,295
Total Participant Costs	$2,082,577	$965,832	$965,832
Total Third Party Costs	$37,167	$15,757	$15,757
Total Services and Initiatives Costs	$6,427,056	$2,676,885	$2,676,885
Annualized MWh Savings	13,814	4,718	4,718
Lifetime MWh Savings	157,411	48,324	48,324
TRB Savings (2009 $)	$11,800,043	$4,662,082	4,662,082
Winter Coincident Peak kW Savings	2,037	916	916
Summer Coincident Peak kW Savings	1,890	750	750
Annualized MWh Savings/Participant	4.637	2.179	2.179
Weighted Lifetime	11	10	10
Committed Incentives	$588,247	$54,296	nap

4.2.10 GeoTargeting Southern Loop - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	112	220	219	2,291	17	6	0	0	$37,373	$37,681
Cooking and Laundry	187	44	34	619	6	5	57	2,049	$9,474	$132,980
Design Assistance	2	0	0	0	0	0	0	0	$1,250	$571
Hot Water Efficiency	115	35	34	282	4	3	68	431	$1,260	$161
Industrial Process Eff.	6	324	421	3,932	35	30	544	0	$48,820	$230,029
Lighting	1,800	3,735	3,169	35,070	777	679	-2,105	0	$521,282	$230,194
Motors	4	112	111	1,306	14	10	0	0	$5,652	$6,484
Other Efficiency	1	1	1	4	0	0	0	0	$15	$40
Other Fuel Switch	2	2	2	46	0	0	-5	0	$100	$0
Other Indirect Activity	8	0	0	0	0	0	0	0	$2,400	-$1,795
Refrigeration	206	130	135	1,663	14	14	0	0	$33,034	$65,023
Space Heat Efficiency	39	25	24	504	12	3	1,473	0	$11,857	$211,296
Space Heat Fuel Switch	1	86	96	2,575	35	0	-280	0	$12,207	$47,793
Ventilation	34	3	3	31	0	1	0	0	$1,199	$5,377
Totals		4,718	4,250	48,324	916	750	-248	2,481	$685,921	$965,832

4.2.11 GeoTargeting Southern Loop - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$4,378,312
Fossil Fuel Savings (Costs)	($3,877)	$49,304
Water Savings (Costs)	$18,571	$234,510
Total	$14,694	$4,662,126

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	4,250	4,182	4,718
Winter on peak	1,745	1,709	1,940
Winter off peak	1,247	1,203	1,349
Summer on peak	754	761	866
Summer off peak	505	510	564
Coincident Demand Savings (kW)			
Winter	833	833	916
Shoulder	0	0	0
Summer	670	679	750

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,270	2,481	32,587
Annualized fuel savings (increase) MMBtu	261	(248)	11,050
LP	(167)	(82)	(3,724)
NG	118	126	2,906
Oil/Kerosene	262	(342)	10,954
Wood	48	39	942
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$83,469	$87,362	$619,804

4.2.12 GeoTargeting Rutland - Summary

	Prior Year	Current Year 2009	Cumulative starting 1/1/09
# participants with installations	nap	1,702	1,702
Services and Initiatives Costs			
Operating Costs			
Services and Initiatives	nap	$587,364	$587,364
Marketing/Business Development	nap	$443,466	$443,466
Subtotal Operating Costs	nap	$1,030,830	$1,030,830
Incentive Costs			
Incentives to Participants	nap	1,782,644	$1,782,644
Incentives to Trade Allies	nap	$2,695	$2,695
Subtotal Incentive Costs	nap	$1,785,339	$1,785,339
Technical Assistance Costs			
Services to Participants	nap	$888,664	$888,664
Services to Trade Allies	nap	$6,406	$6,406
Subtotal Technical Assistance Costs	nap	$895,070	$895,070
Total Efficiency Vermont Costs	nap	$3,711,240	$3,711,240
Total Participant Costs	nap	$952,249	$952,249
Total Third Party Costs	nap	$13,909	$13,909
Total Services and Initiatives Costs	nap	$4,677,398	$4,677,398
Annualized MWh Savings	nap	8,509	8,509
Lifetime MWh Savings	nap	107,903	107,903
TRB Savings (2009 $)	nap	9,755,407	9,755,407
Winter Coincident Peak kW Savings	nap	1,389	1,389
Summer Coincident Peak kW Savings	nap	1,644	1,644
Annualized MWh Savings/Participant	nap	4.999	4.999
Weighted Lifetime	nap	13	13
Committed Incentives	nap	$79,290	nap

4.2.13 GeoTargeting Rutland - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	108	75	74	398	0	7	0	0	$8,995	$27,189
Cooking and Laundry	223	42	33	591	6	4	95	1,993	$9,300	$130,282
Hot Water Efficiency	21	6	6	43	1	1	59	201	$409	$210
Industrial Process Eff.	3	1,185	1,191	17,735	128	135	0	0	$25,282	$43,747
Lighting	1,062	6,598	5,516	81,155	1,173	1,436	-5,162	0	$1,672,747	$594,311
Motors	5	272	265	4,088	37	35	0	0	$15,950	$26,393
Other Efficiency	1	11	10	115	3	0	0	0	$400	$1,239
Other Indirect Activity	3	8	7	41	1	0	0	0	$899	$2,236
Refrigeration	456	288	296	3,252	35	23	0	0	$43,214	$58,296
Space Heat Efficiency	7	5	4	94	2	2	731	0	$2,541	$63,401
Space Heat Fuel Switch	1	11	12	319	4	0	-43	0	$800	$2,973
Ventilation	29	7	6	71	1	1	0	0	$2,107	$1,973
Totals		8,509	7,421	107,903	1,389	1,644	-4,320	2,194	$1,782,644	$952,249

4.2.14 GeoTargeting Rutland - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$10,162,134
Fossil Fuel Savings (Costs)	($71,132)	($619,035)
Water Savings (Costs)	$16,425	$212,327
Total	($54,707)	$9,755,426

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	7,421	7,539	8,509
Winter on peak	3,097	3,161	3,587
Winter off peak	1,885	1,899	2,131
Summer on peak	1,504	1,538	1,748
Summer off peak	935	942	1,043
Coincident Demand Savings (kW)			
Winter	1,230	1,263	1,389
Shoulder	0	0	0
Summer	1,464	1,487	1,644

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	1,945	2,194	29,727
Annualized fuel savings (increase) MMBtu	(4,117)	(4,320)	(50,584)
LP	(301)	(355)	(5,048)
NG	37	40	780
Oil/Kerosene	(3,853)	(4,020)	(46,299)
Wood	0	0	0
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$93,965	$100,621	$1,005,968

5.1 Submarket Results

5.1.1 C&I Non-Farm New Construction - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	172	211	nap	211
Costs				
EVT Incentives	$852,592	$826,654	nap	$826,654
Participant Costs	$2,168,800	$2,250,438	nap	$2,250,438
Third Party Costs	$10,150	$14,500	nap	$14,500
Annualized MWh Savings	8,764	8,371	nap	8,371
Lifetime MWh Savings	128,902	123,376	nap	123,376
TRB Savings (2009$)	$12,707,933	$14,752,113	nap	$14,752,113
Winter Coincident Peak KW Savings	1,048	1,031	nap	1,031
Summer Coincident Peak KW Savings	1,759	1,507	nap	1,507
Annualized MWh Savings/Participant	50.954	39.674	nap	39.674
Weighted Lifetime	15	15	nap	15
Committed Incentives	$176,101	$195,625	nap	nap

5.1.2 C&I Non-Farm 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	49	1,160	916	19,867	42	272	97	0	$131,699	$289,122
Cooking and Laundry	10	18	17	241	2	2	48	595	$2,565	$16,735
Design Assistance	7	555	431	8,609	33	97	3,672	0	$151,609	$299,047
Hot Water Efficiency	14	3	2	23	0	0	8,494	890	$974	$88,994
Hot Water Fuel Switch	1	1	1	38	8	12	-5	0	$85	$3,415
Industrial Process Eff.	1	64	57	963	22	0	-11	0	$3,440	$1,240
Lighting	188	3,894	3,065	55,581	552	816	-2,882	0	$339,902	$732,598
Motors	31	1,494	1,204	22,187	183	157	457	0	$104,500	$362,230
Other Efficiency	6	95	88	1,275	17	15	147	818	$8,566	$24,674
Other Fuel Switch	2	25	23	745	6	7	-82	0	$1,898	$1,852
Refrigeration	37	460	411	5,641	54	44	0	1	$37,635	$64,382
Space Heat Efficiency	34	160	124	2,562	49	13	4,704	0	$9,805	$165,285
Ventilation	45	443	345	5,644	61	73	7,940	0	$27,823	$200,263
Water Conservation	1	0	0	0	0	0	0	15	$0	$600
Totals		8,371	6,684	123,376	1,031	1,507	22,578	2,318	$820,500	$2,250,438

5.1.3 C&I Non-Farm 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	1	2	1	24	0	0	-1	0	$100	$550
CVPS	88	3,475	2,769	50,629	448	597	10,970	386	$291,588	$970,890
Enosburg Falls	5	7	5	89	2	3	-5	0	$758	$818
Green Mountain	73	3,659	2,911	55,404	393	678	5,307	741	$403,255	$996,571
Hardwick	2	65	58	975	23	1	-12	0	$3,540	$1,340
Hyde Park	1	0	0	4	0	0	0	0	$50	$63
Johnson	1	23	21	262	2	1	0	0	$1,155	$2
Lyndonville	6	102	81	1,367	14	29	1,037	0	$20,670	$65,682
Morrisville	2	73	61	922	9	14	4	18	$7,135	$11,762
Northfield	1	182	141	2,550	26	32	454	821	$18,000	$43,111
Stowe	3	600	487	8,595	83	107	4,917	336	$52,882	$142,295
Swanton	3	12	9	172	2	4	-10	0	$1,010	$1,098
VT Electric Coop	23	170	139	2,362	27	40	-79	16	$19,787	$15,598
Washington Electric	2	1	1	21	1	2	-1	0	$570	$660
Totals	211	8,371	6,684	123,376	1,031	1,507	22,578	2,318	$820,500	$2,250,438

5.1.4 C&I Non-Farm 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	15	461	364	7,002	87	118	8,843	111	$58,296	$248,553
Bennington	15	669	527	9,816	79	110	25	263	$53,450	$155,172
Caledonia	10	640	515	9,472	69	73	997	0	$44,244	$271,540
Chittenden	49	2,508	1,987	36,690	253	519	4,031	0	$313,665	$641,028
Essex	3	13	10	191	1	2	-10	0	$1,395	$1,250
Franklin	21	321	265	3,977	39	56	944	0	$37,104	$60,623
Grand Isle	3	53	46	747	7	8	-11	0	$5,150	$2,298
Lamoille	9	706	576	9,930	97	125	4,912	354	$62,292	$155,296
Orange	4	112	86	1,681	4	32	-102	0	$3,290	$44,128
Orleans	17	150	125	2,140	38	24	-57	16	$15,407	$12,099
Rutland	23	948	749	14,242	119	163	837	6	$77,165	$158,851
Washington	22	541	422	7,646	84	107	672	821	$62,480	$137,115
Windham	12	557	456	8,074	92	70	1,134	81	$41,910	$209,654
Windsor	8	691	557	11,768	61	101	363	667	$44,652	$152,831
Totals	211	8,371	6,684	123,376	1,031	1,507	22,578	2,318	$820,500	$2,250,438

5.1.5 C&I Non-Farm New Construction Act 250 - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	43	44	nap	44
Costs				
EVT Incentives	$462,559	$331,875	nap	$331,875
Participant Costs	$1,447,849	$1,093,673	nap	$1,093,673
Third Party Costs	$3,500	$0	nap	$0
Annualized MWh Savings	5,689	3,731	nap	3,731
Lifetime MWh Savings	83,274	56,216	nap	56,216
TRB Savings (2009$)	$8,739,493	$7,522,799	nap	$7,522,799
Winter Coincident Peak KW Savings	666	436	nap	436
Summer Coincident Peak KW Savings	1,190	653	nap	653
Annualized MWh Savings/Participant	132.308	84.799	nap	84.799
Weighted Lifetime	15	15	nap	15
Committed Incentives	$91,505	$76,770	nap	nap

5.1.6 C&I Non-Farm New Construction Act 250 - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	22	662	533	11,764	22	147	48	0	$65,970	$151,430
Cooking and Laundry	4	12	12	168	2	1	14	166	$1,898	$7,802
Design Assistance	4	84	67	1,060	9	24	1,387	0	$23,594	$70,424
Hot Water Efficiency	5	0	0	5	0	0	348	465	$424	$9,802
Hot Water Fuel Switch	1	1	1	38	8	12	-5	0	$85	$3,415
Lighting	43	1,804	1,454	25,983	253	312	-1,243	0	$145,732	$360,209
Motors	14	925	753	13,917	110	97	0	0	$61,956	$269,289
Other Efficiency	4	76	71	1,050	8	12	147	763	$6,806	$19,531
Other Fuel Switch	1	18	17	541	2	2	-59	0	$1,144	$106
Refrigeration	12	36	34	451	5	4	0	1	$6,249	$17,002
Space Heat Efficiency	18	13	10	245	2	9	3,404	0	$1,646	$77,317
Ventilation	20	99	80	995	16	34	5,812	0	$13,900	$107,346
Totals		3,731	3,033	56,216	436	653	9,853	1,395	$329,404	$1,093,673

5.1.7 C&I Non-Farm New Construction Non-Act 250 - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	130	172	nap	172
Costs				
EVT Incentives	$390,033	$494,780	nap	$494,780
Participant Costs	$720,951	$1,156,765	nap	$1,156,765
Third Party Costs	$6,650	$14,500	nap	$14,500
Annualized MWh Savings	3,075	4,640	nap	4,640
Lifetime MWh Savings	45,629	67,160	nap	67,160
TRB Savings (2009$)	$3,968,440	$7,229,314	nap	$7,229,314
Winter Coincident Peak KW Savings	382	595	nap	595
Summer Coincident Peak KW Savings	569	855	nap	855
Annualized MWh Savings/Participant	23.652	26.978	nap	26.978
Weighted Lifetime	15	14	nap	14
Committed Incentives	$84,596	$118,855	nap	nap

5.1.8 C&I Non-Farm New Construction Non-Act 250 - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	27	498	383	8,103	20	125	48	0	$65,730	$137,692
Cooking and Laundry	6	5	5	74	1	0	34	429	$667	$8,933
Design Assistance	3	472	363	7,548	24	73	2,285	0	$128,015	$228,623
Hot Water Efficiency	9	2	2	18	0	0	8,146	425	$550	$79,192
Industrial Process Eff.	1	64	57	963	22	0	-11	0	$3,440	$1,240
Lighting	149	2,090	1,611	29,599	299	504	-1,639	0	$194,170	$372,389
Motors	18	569	451	8,270	73	59	457	0	$42,544	$92,941
Other Efficiency	2	19	17	226	9	4	0	55	$1,759	$5,144
Other Fuel Switch	1	7	6	203	4	5	-23	0	$754	$1,746
Refrigeration	25	424	377	5,190	49	40	0	0	$31,385	$47,381
Space Heat Efficiency	16	147	114	2,318	48	4	1,300	0	$8,159	$87,968
Ventilation	25	344	265	4,649	45	39	2,128	0	$13,923	$92,917
Water Conservation	1	0	0	0	0	0	0	15	$0	$600
Totals		4,640	3,651	67,160	595	855	12,726	923	$491,096	$1,156,765

5.1.9 Farm - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	50	68	nap	68
Costs				
EVT Incentives	$80,752	$197,346	nap	$197,346
Participant Costs	$89,099	$167,995	nap	$167,995
Third Party Costs	$8,000	$1,050	nap	$1,050
Annualized MWh Savings	358	780	nap	780
Lifetime MWh Savings	4,192	10,573	nap	10,573
TRB Savings (2009$)	$386,530	$925,259	nap	$925,259
Winter Coincident Peak KW Savings	72	168	nap	168
Summer Coincident Peak KW Savings	51	98	nap	98
Annualized MWh Savings/Participant	7.164	11.477	nap	11.477
Weighted Lifetime	12	14	nap	14
Committed Incentives	$7,480	$10,500	nap	nap

5.1.10 Farm - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Cooking and Laundry	1	0	0	2	0	0	0	0	$50	$314
Design Assistance	1	0	0	0	0	0	0	0	$636	$636
Hot Water Efficiency	2	10	9	102	0	1	60	0	$1,000	$4,850
Hot Water Fuel Switch	1	7	8	148	1	0	-26	0	$3,600	$1,899
Lighting	44	464	407	6,897	124	50	-22	0	$75,437	$106,434
Motors	24	181	167	2,079	35	15	0	0	$70,909	$42,116
Other Fuel Switch	1	1	1	26	0	0	-3	0	$100	$241
Other Indirect Activity	10	0	0	0	0	0	0	0	$8,245	-$345
Refrigeration	6	74	67	895	8	9	0	0	$9,555	$5,734
Ventilation	3	42	38	422	0	23	0	0	$26,317	$6,115
Totals		780	697	10,573	168	98	8	0	$195,849	$167,995

5.1.11 Market Rate Multifamily New Construction - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	219	159	nap	159
Costs				
EVT Incentives	$110,596	$68,329	nap	$68,329
Participant Costs	$475,960	$89,744	nap	$89,744
Third Party Costs	$12,330	$4,375	nap	$4,375
Annualized MWh Savings	1,090	275	nap	275
Lifetime MWh Savings	17,667	4,912	nap	4,912
TRB Savings (2009$)	$2,289,583	$768,260	nap	$768,260
Winter Coincident Peak KW Savings	108	58	nap	58
Summer Coincident Peak KW Savings	147	32	nap	32
Annualized MWh Savings/Participant	4.975	1.727	nap	1.727
Weighted Lifetime	16	18	nap	18
Committed Incentives	$29,550	$0	nap	nap

5.1.12 Market Rate Multifamily 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	39	3	3	31	0	6	0	0	$1,400	$1,000
Cooking and Laundry	104	27	24	363	3	3	132	195	$3,495	$27,305
Hot Water Efficiency	38	0	0	0	0	0	89	257	$0	$129
Lighting	159	174	162	3,132	49	17	-29	0	$40,057	$31,521
Other Fuel Switch	66	30	38	907	2	2	-72	0	$2,833	$1,592
Refrigeration	154	16	16	273	2	2	0	0	$4,502	$348
Space Heat Efficiency	36	0	0	0	0	0	1,425	0	$0	$9,393
Ventilation	105	25	21	207	3	3	327	0	$15,533	$18,457
Totals		275	264	4,912	58	32	1,872	452	$67,820	$89,744

5.1.13 Market Rate Multifamily Retrofit - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	499	185	nap	185
Costs				
EVT Incentives	$66,467	$8,611	nap	$8,611
Participant Costs	$140,287	$13,114	nap	$13,114
Third Party Costs	$0	$0	nap	$0
Annualized MWh Savings	987	54	nap	54
Lifetime MWh Savings	10,258	649	nap	649
TRB Savings (2009$)	$863,566	$74,311	nap	$74,311
Winter Coincident Peak KW Savings	142	13	nap	13
Summer Coincident Peak KW Savings	72	3	nap	3
Annualized MWh Savings/Participant	1.979	0.293	nap	0.293
Weighted Lifetime	10	12	nap	12
Committed Incentives	$12,510	$0	nap	nap

5.1.14 Market Rate Multifamily Retrofit - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Cooking and Laundry	4	1	1	16	0	0	2	20	$300	$1,885
Hot Water Efficiency	170	19	18	167	2	1	39	278	$0	$4,769
Lighting	171	20	19	170	6	2	0	0	$1,267	$200
Refrigeration	14	2	2	41	0	0	0	0	$1,500	$389
Space Heat Efficiency	1	9	9	221	5	0	0	0	$4,600	$5,295
Ventilation	1	3	3	35	0	0	0	0	$880	$576
Totals		54	52	649	13	3	41	298	$8,547	$13,114

5.1.15 Low Income Multifamily New Construction & Retrofit - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	3,247	2,154	nap	2,154
Costs				
EVT Incentives	$219,426	$242,367	nap	$242,367
Participant Costs	$562,825	$600,173	nap	$600,173
Third Party Costs	$70,015	$31,150	nap	$31,150
Annualized MWh Savings	2,194	1,417	nap	1,417
Lifetime MWh Savings	33,317	21,270	nap	21,270
TRB Savings (2009$)	$2,289,444	$2,755,871	nap	$2,755,871
Winter Coincident Peak KW Savings	441	280	nap	280
Summer Coincident Peak KW Savings	159	128	nap	128
Annualized MWh Savings/Participant	0.676	0.658	nap	0.658
Weighted Lifetime	15	15	nap	15
Committed Incentives	$137,483	$86,150	nap	nap

5.1.16 Low Income Multifamily New Construction & Retrofit - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	68	1	1	10	0	1	0	0	$24	$775
Cooking and Laundry	255	15	14	215	2	2	171	566	$6,346	$24,163
Hot Water Efficiency	667	55	53	491	6	3	910	3,956	$0	$2,661
Hot Water Fuel Switch	8	32	28	960	2	1	-98	0	$1,800	$4,200
Lighting	1,314	952	889	13,251	216	90	-201	0	$142,755	$149,913
Motors	153	17	15	256	1	0	0	0	$1,675	$6,679
Other Fuel Switch	161	63	79	1,887	4	3	-210	0	$8,052	$915
Other Indirect Activity	60	0	0	0	0	0	0	0	$0	$10,869
Refrigeration	967	72	64	1,228	8	9	0	0	$17,445	$41,710
Space Heat Efficiency	201	81	72	1,255	18	7	4,098	0	$18,701	$317,174
Space Heat Fuel Switch	7	21	18	620	11	0	-81	0	$3,800	$5,758
Ventilation	496	109	97	1,096	12	12	787	0	$39,966	$35,355
Totals		1,417	1,330	21,270	280	128	5,376	4,521	$240,563	$600,173

5.1.17 Low Income Multifamily New Construction & Retrofit - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	5	0	0	7	0	0	0	0	$400	$400
Burlington	1	0	0	3	0	0	0	0	$21	$0
CVPS	975	565	539	9,147	102	52	2,875	1,749	$107,220	$336,143
Enosburg Falls	1	1	0	5	0	0	0	0	$23	$0
Green Mountain	997	767	712	11,011	161	68	2,230	2,542	$116,384	$248,960
Hardwick	17	1	1	11	0	0	0	0	$156	-$10
Hyde Park	2	1	1	7	0	0	0	0	$59	$0
Jacksonville	9	1	1	5	0	0	0	0	$37	$0
Johnson	19	8	7	67	2	1	0	26	$233	$5
Ludlow	14	1	1	10	0	0	0	0	$59	$0
Lyndonville	2	2	2	33	0	0	0	0	$824	$263
Morrisville	23	0	0	0	0	0	3	19	$0	$0
Northfield	18	25	24	300	3	2	7	70	$4,500	$3,964
Orleans	11	1	1	13	0	0	0	0	$160	$137
Stowe	1	1	1	17	0	0	0	0	$150	$442
VT Electric Coop	59	44	40	636	10	4	260	115	$10,337	$9,868
Totals	2,154	1,417	1,330	21,270	280	128	5,376	4,521	$240,563	$600,173

5.1.18 Low Income Multifamily New Construction & Retrofit - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	46	9	8	91	2	1	0	0	$2,810	$503
Bennington	68	20	18	181	5	2	2	51	$4,975	$6,217
Caledonia	103	77	70	1,645	12	5	14	89	$14,894	$23,812
Chittenden	604	663	617	9,789	128	59	1,590	1,512	$91,544	$182,221
Essex	1	0	0	3	0	0	0	0	$15	-$1
Franklin	41	4	4	36	1	0	10	71	$450	$1,023
Lamoille	47	13	12	121	3	1	3	54	$642	$458
Orange	32	12	11	102	3	1	22	173	$1,254	-$158
Orleans	66	39	36	604	9	3	253	75	$10,438	$10,395
Rutland	389	91	84	1,213	23	9	678	248	$14,566	$60,030
Washington	337	148	140	2,359	29	15	339	664	$29,147	$50,113
Windham	238	156	146	1,925	34	15	528	1,050	$31,692	$123,963
Windsor	182	185	185	3,202	32	16	1,937	534	$38,133	$141,596
Totals	2,154	1,417	1,330	21,270	280	128	5,376	4,521	$240,563	$600,173

5.1.19 Low Income Multifamily New Construction - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	137	232	nap	232
Costs				
EVT Incentives	$34,484	$106,599	nap	$106,599
Participant Costs	$58,982	$259,356	nap	$259,356
Third Party Costs	$7,159	$28,750	nap	$28,750
Annualized MWh Savings	237	509	nap	509
Lifetime MWh Savings	4,569	8,534	nap	8,534
TRB Savings (2009$)	$336,532	$1,171,356	nap	$1,171,356
Winter Coincident Peak KW Savings	49	102	nap	102
Summer Coincident Peak KW Savings	20	47	nap	47
Annualized MWh Savings/Participant	1.729	2.196	nap	2.196
Weighted Lifetime	19	17	nap	17
Committed Incentives	$28,600	$4,400	nap	nap

5.1.20 Low Income Multifamily 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Cooking and Laundry	94	8	7	108	1	1	38	229	$3,023	$8,677
Hot Water Efficiency	115	0	0	0	0	0	241	868	$0	$1,000
Lighting	232	296	291	5,116	71	31	-88	0	$64,078	$61,479
Motors	48	0	0	8	0	0	0	0	$22	$104
Other Fuel Switch	82	31	39	920	2	1	-103	0	$3,685	$440
Refrigeration	163	31	27	521	3	4	0	0	$4,293	$16,432
Space Heat Efficiency	130	80	71	1,211	18	3	1,972	0	$18,151	$143,819
Ventilation	193	64	57	650	6	7	751	0	$12,553	$27,406
Totals		509	492	8,534	102	47	2,812	1,096	$105,805	$259,356

5.1.21 Low Income Multifamily Retrofit - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	3,110	1,939	nap	1,939
Costs				
EVT Incentives	$184,943	$135,769	nap	$135,769
Participant Costs	$503,843	$340,816	nap	$340,816
Third Party Costs	$62,856	$2,400	nap	$2,400
Annualized MWh Savings	1,957	908	nap	908
Lifetime MWh Savings	28,748	12,736	nap	12,736
TRB Savings (2009$)	$1,952,912	$1,584,515	nap	$1,584,515
Winter Coincident Peak KW Savings	392	178	nap	178
Summer Coincident Peak KW Savings	139	81	nap	81
Annualized MWh Savings/Participant	0.629	0.468	nap	0.468
Weighted Lifetime	15	14	nap	14
Committed Incentives	$108,883	$81,750	nap	nap

5.1.22 Low Income Multifamily Retrofit - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	68	1	1	10	0	1	0	0	$24	$775
Cooking and Laundry	161	8	7	107	1	1	132	337	$3,323	$15,487
Hot Water Efficiency	552	55	53	491	6	3	669	3,088	$0	$1,661
Hot Water Fuel Switch	8	32	28	960	2	1	-98	0	$1,800	$4,200
Lighting	1,096	655	598	8,135	145	59	-113	0	$78,677	$88,434
Motors	105	16	15	248	1	0	0	0	$1,653	$6,576
Other Fuel Switch	79	32	40	967	2	2	-107	0	$4,367	$475
Other Indirect Activity	60	0	0	0	0	0	0	0	$0	$10,869
Refrigeration	804	42	37	707	5	5	0	0	$13,152	$25,278
Space Heat Efficiency	71	1	1	45	0	3	2,126	0	$550	$173,356
Space Heat Fuel Switch	7	21	18	620	11	0	-81	0	$3,800	$5,758
Ventilation	303	45	40	446	5	5	36	0	$27,413	$7,949
Totals		908	838	12,736	178	81	2,564	3,425	$134,758	$340,816

5.1.23 C&I Equipment Replacement Non-Farm - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	1,285	979	nap	979
Costs				
EVT Incentives	$6,208,313	$3,569,329	nap	$3,569,329
Participant Costs	$2,378,820	$1,991,413	nap	$1,991,413
Third Party Costs	$1,002	$0	nap	$0
Annualized MWh Savings	23,709	15,407	nap	15,407
Lifetime MWh Savings	302,980	198,299	nap	198,299
TRB Savings (2009$)	$23,084,623	$19,030,762	nap	$19,030,762
Winter Coincident Peak KW Savings	2,868	2,132	nap	2,132
Summer Coincident Peak KW Savings	4,323	3,428	nap	3,428
Annualized MWh Savings/Participant	18.450	15.737	nap	15.737
Weighted Lifetime	13	13	nap	13
Committed Incentives	$213,722	$75,278	nap	nap

5.1.24 C&I Equipment Replacement Non-Farm - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	64	1,043	941	16,111	55	374	0	0	$130,080	$82,723
Cooking and Laundry	2	0	0	6	0	0	0	0	$1	$499
Design Assistance	3	32	28	317	0	24	0	0	$6,110	$31,611
Hot Water Efficiency	5	19	18	158	2	1	113	758	$1,669	$52,286
Hot Water Fuel Switch	1	10	10	289	0	2	-41	0	$1,000	$1,845
Industrial Process Eff.	17	819	875	10,642	94	111	-64	0	$49,350	$136,150
Lighting	859	10,248	9,028	125,111	1,672	2,643	-8,323	0	$3,105,538	$746,921
Motors	55	1,505	1,344	24,916	152	161	0	0	$102,207	$447,788
Other Efficiency	4	174	156	2,606	4	6	5	1,189	$9,308	$31,228
Other Fuel Switch	1	50	47	747	6	10	-157	0	$683	$9,317
Other Indirect Activity	9	287	258	1,666	30	31	20	0	$17,499	$105,112
Refrigeration	74	990	926	13,329	106	47	162	0	$106,300	$208,057
Space Heat Efficiency	5	11	10	211	3	0	268	0	$416	$41,998
Ventilation	9	220	208	2,190	6	16	3,945	0	$10,547	$95,877
Totals		15,407	13,850	198,299	2,132	3,428	-4,072	1,947	$3,540,707	$1,991,413

5.1.25 C&I Retrofit - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	347	331	nap	331
Costs				
EVT Incentives	$2,759,729	$1,507,529	nap	$1,507,529
Participant Costs	$6,816,955	$6,150,387	nap	$6,150,387
Third Party Costs	$40,070	$50,347	nap	$50,347
Annualized MWh Savings	29,148	18,780	nap	18,780
Lifetime MWh Savings	377,273	234,441	nap	234,441
TRB Savings (2009$)	$27,970,311	$22,437,562	nap	$22,437,562
Winter Coincident Peak KW Savings	3,549	2,534	nap	2,534
Summer Coincident Peak KW Savings	3,967	3,151	nap	3,151
Annualized MWh Savings/Participant	84.000	56.738	nap	56.738
Weighted Lifetime	13	12	nap	12
Committed Incentives	$561,450	$509,129	nap	nap

5.1.26 C&I Retrofit - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	24	894	889	10,816	20	145	3,220	0	$111,620	$242,119
Cooking and Laundry	2	1	1	9	0	0	0	12	$50	$678
Design Assistance	22	295	264	590	0	24	2,132	0	$91,682	$29,134
Hot Water Efficiency	12	63	63	702	8	8	102	3,200	$3,886	$29,463
Industrial Process Eff.	34	3,656	3,737	37,548	455	422	1,003	0	$232,620	$563,461
Lighting	235	11,012	9,177	140,691	1,601	2,241	-9,839	0	$786,098	$2,777,548
Motors	32	1,214	1,184	16,304	145	113	5,166	0	$80,217	$429,276
Other Efficiency	11	381	344	5,009	76	65	528	28	$29,170	$102,475
Other Fuel Switch	2	65	65	1,310	10	10	-358	0	$38	$10,681
Other Indirect Activity	2	42	38	84	8	4	0	0	$10,249	$9,312
Refrigeration	30	599	580	8,490	95	65	0	0	$103,501	$232,286
Space Heat Efficiency	11	22	22	431	4	3	14,946	0	$3,267	$1,063,614
Space Heat Fuel Switch	8	362	406	10,183	93	35	-1,278	0	$24,654	$272,983
Ventilation	10	174	174	2,275	18	15	1,160	0	$13,540	$122,595
Water Conservation	2	0	0	0	0	0	242	6,453	$0	$264,761
Totals		18,780	16,943	234,441	2,534	3,151	17,024	9,694	$1,490,591	$6,150,387

5.1.27 Residential Targeted High Use - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	966	1,219	nap	1,219
Costs				
EVT Incentives	$276,306	$202,264	nap	$202,264
Participant Costs	$2,384,259	$1,631,373	nap	$1,631,373
Third Party Costs	$4,150	$0	nap	$0
Annualized MWh Savings	1,129	812	nap	812
Lifetime MWh Savings	24,500	14,247	nap	14,247
TRB Savings (2009$)	$2,342,250	$2,538,710	nap	$2,538,710
Winter Coincident Peak KW Savings	234	203	nap	203
Summer Coincident Peak KW Savings	88	61	nap	61
Annualized MWh Savings/Participant	1.169	0.666	nap	0.666
Weighted Lifetime	22	18	nap	18
Committed Incentives	nap	nap	nap	nap

5.1.28 Residential Targeted High Use - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	4	1	0	9	0	1	0	0	$600	$3,933
Cooking and Laundry	10	0	0	0	0	0	0	0	$0	$1,071
Hot Water Efficiency	156	62	61	437	7	6	24	492	$3,795	$8,473
Hot Water Fuel Switch	82	236	292	7,073	36	18	-860	0	$47,500	$90,426
Lighting	825	313	309	2,634	90	25	0	0	$48,241	-$76
Other Fuel Switch	7	7	7	208	1	1	-21	0	$700	$4,934
Other Indirect Activity	32	0	0	0	0	0	0	0	$0	$4,193
Refrigeration	71	65	65	1,112	8	8	0	0	$14,010	$48,417
Space Heat Efficiency	271	104	101	2,021	48	2	8,653	0	$85,912	$1,398,387
Space Heat Fuel Switch	5	25	28	751	13	0	-89	0	$0	$31,093
Ventilation	67	0	0	0	0	0	0	0	$0	$40,522
Totals		812	863	14,247	203	61	7,708	492	$200,758	$1,631,373

5.1.29 Low Income Single Family - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	1,022	1,085	nap	1,085
Costs				
EVT Incentives	$530,053	$443,086	nap	$443,086
Participant Costs	$23,581	$3,767	nap	$3,767
Third Party Costs	$27,530	($3,381)	nap	($3,381)
Annualized MWh Savings	1,399	992	nap	992
Lifetime MWh Savings	21,042	12,935	nap	12,935
TRB Savings (2009$)	$862,634	$662,240	nap	$662,240
Winter Coincident Peak KW Savings	242	177	nap	177
Summer Coincident Peak KW Savings	119	98	nap	98
Annualized MWh Savings/Participant	1.369	0.915	nap	0.915
Weighted Lifetime	15	13	nap	13
Committed Incentives	nap	nap	nap	nap

5.1.30 Low Income Single Family - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Hot Water Efficiency	439	195	173	1,325	22	19	0	1,188	$17,711	$831
Hot Water Fuel Switch	16	66	59	1,979	10	5	-246	0	$25,994	$8,663
Lighting	907	334	297	2,818	96	26	0	0	$76,608	$324
Motors	1	0	0	9	0	0	0	0	$0	$577
Other Fuel Switch	2	2	2	66	0	0	-7	0	$1,282	$0
Refrigeration	461	388	345	6,603	45	47	0	0	$296,772	$0
Space Heat Efficiency	10	6	6	135	3	0	0	0	$21,420	-$6,629
Totals		992	881	12,935	177	98	-253	1,188	$439,788	$3,767

5.1.31 Low Income Single Family - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Barton	7	6	6	94	1	1	0	2	$5,081	$0
CVPS	440	440	390	5,949	77	43	-135	438	$188,564	$8,230
Enosburg Falls	9	9	8	118	2	1	0	11	$4,418	$0
Green Mountain	246	228	203	3,170	42	22	-118	197	$107,549	-$5,040
Hardwick	42	41	37	464	6	4	0	148	$15,705	$0
Hyde Park	12	12	11	139	2	1	0	0	$5,129	$0
Jacksonville	3	1	1	11	0	0	0	0	$293	$0
Johnson	5	4	4	47	1	0	0	0	$1,564	$0
Ludlow	5	6	5	54	1	1	0	7	$1,621	$0
Lyndonville	26	20	18	234	3	2	0	67	$8,187	$0
Morrisville	14	12	10	123	2	1	0	0	$4,295	$0
Northfield	6	4	4	48	1	0	0	0	$1,147	$0
Orleans	5	4	3	38	1	0	0	2	$1,879	$0
Readsboro	2	3	3	43	0	0	0	0	$1,367	$0
Swanton	12	9	8	107	2	1	0	42	$4,428	$577
VT Electric Coop	208	156	138	1,869	28	15	0	262	$74,815	$0
Washington Electric	43	37	33	425	7	4	0	13	$13,745	$0
Totals	1,085	992	881	12,935	177	98	-253	1,188	$439,788	$3,767

5.1.32 Low Income Single Family - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Addison	49	45	40	614	9	4	0	88	$25,210	$4,855
Bennington	60	73	65	976	12	8	0	0	$28,306	$0
Caledonia	85	82	73	917	13	8	0	295	$30,989	$0
Chittenden	110	119	106	2,103	20	11	-118	145	$70,736	-$5,040
Essex	36	33	29	374	5	3	0	101	$13,853	$0
Franklin	101	116	103	2,002	20	10	-119	208	$51,136	$3,091
Grand Isle	25	21	19	261	4	2	0	79	$9,318	$0
Lamoille	68	58	51	633	11	6	0	19	$22,740	$0
Orange	51	51	46	698	9	5	-15	0	$22,684	$825
Orleans	116	82	73	993	15	8	0	80	$43,152	$0
Rutland	77	54	48	680	8	6	0	35	$25,515	$0
Washington	126	100	88	1,086	19	10	0	2	$38,886	$0
Windham	102	76	67	749	16	7	0	76	$25,610	$0
Windsor	79	83	74	847	16	8	0	59	$31,654	$35
Totals	1,085	992	881	12,935	177	98	-253	1,188	$439,788	$3,767

5.1.33 C&I Large Industrial - Summary

	Prior Year	Current Year 2009	Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	65	58	nap	58
Costs				
EVT Incentives	$1,328,706	$622,942	nap	$622,942
Participant Costs	$3,098,753	$2,890,210	nap	$2,890,210
Third Party Costs	$2,750	$14,332	nap	$14,332
Annualized MWh Savings	16,158	8,314	nap	8,314
Lifetime MWh Savings	200,332	110,864	nap	110,864
TRB Savings (2009$)	$14,923,697	$11,864,406	nap	$11,864,406
Winter Coincident Peak KW Savings	1,934	1,077	nap	1,077
Summer Coincident Peak KW Savings	2,027	1,273	nap	1,273
Annualized MWh Savings/Participant	248.592	143.342	nap	143.342
Weighted Lifetime	12	13	nap	13
Committed Incentives	nap	nap	nap	nap

5.1.34 C&I Large Industrial - 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 Saved	Net Water CCF Saved	Participant Incentives Paid	Participant Costs
Air Conditioning Eff.	11	310	268	6,138	2	96	294	0	$41,476	$70,761
Cooking and Laundry	2	1	1	10	0	0	30	415	$67	$7,312
Design Assistance	10	327	292	907	0	48	2,132	0	$59,035	$54,788
Hot Water Efficiency	5	24	24	248	3	3	8,189	416	$1,710	$80,247
Industrial Process Eff.	14	2,608	2,714	30,017	305	270	544	0	$162,022	$382,182
Lighting	36	2,739	2,248	36,987	429	566	-2,101	0	$163,956	$745,196
Motors	31	1,632	1,490	26,195	211	197	5,531	0	$122,851	$501,020
Other Efficiency	4	108	97	1,515	22	15	436	55	$6,956	$13,864
Other Fuel Switch	1	63	62	1,254	10	10	-280	0	$0	$7,282
Other Indirect Activity	2	89	80	446	9	10	0	0	$4,200	$9,717
Refrigeration	7	269	263	3,969	46	45	0	0	$45,534	$124,311
Space Heat Efficiency	4	10	10	209	1	1	10,725	0	$1,000	$674,586
Space Heat Fuel Switch	2	102	114	2,618	38	0	-348	0	$5,200	$10,346
Ventilation	4	32	29	351	2	12	2,590	0	$2,007	$51,844
Water Conservation	1	0	0	0	0	0	121	3,821	$0	$156,753
Totals		8,314	7,693	110,864	1,077	1,273	27,862	4,707	$616,013	$2,890,210

5.1.35 Cumulative Distributions by Customer Sector

	Total Resource Benefits starting 01/01/09		Annualized MWh Energy Savings starting 01/01/09		Year 2009-2011 PSB Approved Budgets
	Total	%	Total	%	%
Business Energy Services	$60,691,079	60%	45,573	54%	61%
Residential Energy Services	$39,932,452	40%	39,280	46%	39%
Total	$100,623,530	100%	84,854	100%	100%

Data in this table includes Customer Credit Program results.

5.1.36 Cumulative Distributions by County

County	% of Statewide Population	Number of Participants starting 01/01/09		Total Resource Benefits starting 01/01/09		Annualized MWh Energy Savings starting 01/01/09	
		Total	%	Total	%	Total	%
Addison	5.9%	1,850	5.1%	$4,425,962	4.4%	3,512	4.1%
Bennington	6.1%	2,030	5.6%	$6,431,980	6.4%	6,222	7.3%
Caledonia	4.9%	2,016	5.6%	$3,369,709	3.3%	3,125	3.7%
Chittenden	24.1%	7,414	20.5%	$29,929,271	29.7%	25,352	29.9%
Essex	1.1%	348	1.0%	$223,638	0.2%	244	0.3%
Franklin	7.5%	2,485	6.9%	$7,594,640	7.5%	7,115	8.4%
Grand Isle	1.1%	463	1.3%	$468,420	0.5%	388	0.5%
Lamoille	3.8%	1,509	4.2%	$5,277,888	5.2%	3,411	4.0%
Orange	4.6%	1,638	4.5%	$2,000,565	2.0%	1,844	2.2%
Orleans	4.3%	2,066	5.7%	$2,813,110	2.8%	2,613	3.1%
Rutland	10.4%	4,006	11.1%	$13,460,291	13.4%	11,545	13.6%
Washington	9.5%	4,656	12.9%	$11,963,140	11.9%	8,999	10.6%
Windham	7.3%	2,675	7.4%	$6,241,242	6.2%	5,302	6.2%
Windsor	9.4%	2,984	8.3%	$6,423,674	6.4%	5,182	6.1%
Total	100.0%	36,140	100.0%	$100,623,530	100.0%	84,854	100.0%

Data in this table includes Customer Credit Program results.

5.2 List of Support Documents by Service

5.2 LIST OF SUPPORT DOCUMENTS BY SERVICE

EXISTING HOMES SERVICES

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
#72 & #78 – HPwES Cost Allocation Procedure	Program Implementation Procedure	Jim Massie	Michael Wickenden	Original 1/1/2009; Revised 1/1/2010
#74 – Incentives for Early Retirement of Appliance	Program Implementation Procedure	Emily Levin	Michael Wickenden	9/1/2009
#75 – Pre-screening of HPwES Measures and Prescriptive Incentives	Program Implementation Procedure	Sam Dent	Michael Wickenden	1/1/2010

BUSINESS NEW CONSTRUCTION SERVICES

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
#70 – HVAC Baselines	Program Implementation Procedure	Erik Brown	Michael Wickenden	1/1/2009

BUSINESS EXISTING FACILITIES

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
#71 – HVAC Upstream Incentives	Program Implementation Procedure	Amy Patenaude	Michael Wickenden	1/1/2009
#67 - SMARTLIGHT Upstream Incentives	Program Implementation Procedure	Gabe Arnold	Michael Wickenden	1/1/2009
#77 - Commercial Unregulated Fuels Incentives	Program Implementation Procedure	Amy Patenaude	Michael Wickenden	9/1/2009

RETAIL EFFICIENT PRODUCTS

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
#76 - Second Refrigerator and Freezer Replacement	Program Implementation Procedure	Michael Russom	Michael Wickenden	7/22/2009
#73 – Lighting Products Distributed through Vermont Foodbank	Program Implementation Procedure	Mariana Du Brul	Michael Wickenden	4/1/2009

EFFICIENCY VERMONT CROSS-SECTOR

Implementation and Procedure Modifications

Subject	Document Type	Initiator	Addressee	Date of PIP
#73 - Documentation of the Calculation of Offsetting Load Growth	Program Implementation Procedure	Anna Summer	Michael Wickenden	8/20/2009
#46 - Average Retail Electricity and Fuel Costs Calculations Annual Revision	Program Implementation Procedure	Bill Fisher	Michael Wickenden	1/1/2010

5.3 Gross to Net Factors

5.3 GROSS TO NET FACTORS

5.3.1 GUIDE TO THE TABLES THAT FOLLOW

Adjustments to all savings were made to account for free riders, spillover, and line losses. This section lists the adjustments that were used for this report.

Adjustments on table '5.3.2 Gross to Net Factors' represent free rider and spillover rates used throughout 2009 by mutual agreement among Efficiency Vermont, the Vermont Department of Public Service and the Contract Administrator. Free rider and spillover adjustments are applied based on the specific measure, market, and market sub-component. No adjustments are made for free riders or spillover in the Customer Credit Program.

Adjustments for free riders and spillover are presented as a single combined factor rather than percentage adjustments. That is, "no adjustment" is indicated by a factor of 1. Factors less than 1 represent a net reduction in savings due to free riders. Factors greater than 1 represent a net increase in savings due to spillover. Free rider and spillover adjustments are combined by addition. Example, a free rider adjustment of 0.8 combined with a spillover adjustment of 1.1 results in a total adjustment of 0.9. The adjusted savings would be 90% of unadjusted savings.

Adjustments on table '5.3.3 Line Loss Factors' are then applied to the total after all other adjustments have been made. Line loss adjustments depend on the measure load shape. Line loss adjustments increase electrical savings by the percentage indicated. The final calculation results in "Net Savings at Generation."

The column headings indicate the market and market sub-component as follows:

Column	Market Component
C&I RETR	Commercial & Industrial Retrofit
C&I PRES	Commercial & Industrial Prescriptive Equipment Replacement
C&I CUST	Commercial & Industrial Custom Equipment Replacement
C&I A250	Commercial & Industrial New Construction, Act 250
C&I NC	Commercial & Industrial New Construction, Non-Act 250
C&I UPST	Commercial & Industrial Upstream
C&I LPLUS	Commercial & Industrial Lighting Plus
FARM REPL	Farm Equipment Replacement
FARM NC	Farm New Construction
FARM PRES	Farm Prescriptive
MRMF RETR	Multifamily Market-Rate Retrofit
MRMF NC	Multifamily Market-Rate New Construction
LIMF RETR	Multifamily Low-Income Retrofit
LIMF REHB	Multifamily Low-Income Rehabilitation
LIMF NC	Multifamily Low-Income New Construction
EP ALL	Efficient Products
RNC ALL	Residential New Construction
EH RETR	Existing Homes Single-Family Retrofit
EH LISF	Existing Homes Single-Family Retrofit, Low Income

5.3.2 Gross to Net Factors

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Category: Air Conditioning Efficiency																			
Package terminal air conditioner	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Unitary air conditioning system	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 1 0-65 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 1 65-135 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 1 135-375 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 2 0-65 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 2 65-135 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
AC, Cool Choice tier 2 135-375 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Package terminal heat pump, Cool Choice tier 1	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Water chilling system	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Cooling Commissioning	0.99	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Improved air conditioning controls	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 1 0-65 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 1 65-135 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 1 135-375 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 2 0-65 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 2 65-135 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air, Cool Choice tier 2 135-375 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Package terminal AC, Cool Choice tier 1	0.99	1.10	1.04	1.10	1.15	1.10	0.98	1.00	1.00	1.10	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, water, Cool Choice tier 1 0-375 KBTU/hr	0.99	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, water, Cool Choice tier 2 0-375 KBTU/hr	0.94	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Dehumidifier	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	0.67	1.00	0.90	1.00
Energy Star central AC	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Energy Star central AC, early replacement	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Energy Star room AC, early replacement	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star room AC	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star CEE Tier 1 AC, incremental	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, air source	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Package terminal heat hump	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Room heat pump	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat pump, water source	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
HVAC economizer	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Building orientation change	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Rating based cooling savings, 82 plus attached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus attached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 90 plus attached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 82 plus detached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus detached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 90 plus detached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 82 plus multi	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus multi	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 82 plus mixed	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based cooling savings, 86 plus mixed	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Proper sizing for HVAC	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom air conditioning	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Cooking and Laundry																			
Commercial efficient clothes washer	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	0.95	1.00	1.00	1.00	1.00	0.95	0.90	1.00
Dryer usage reductions	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	0.95	1.00	1.00	1.00	1.15	0.95	0.90	1.00
Energy Star dishwasher, early replacement	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star dishwasher	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy Star washer, early replacement	0.89	1.00	0.94	0.90	0.95	1.00	0.98	1.00	1.00	1.00	0.90	1.15	1.00	1.00	1.00	1.15	1.15	0.90	1.00
Energy Star washer	0.89	1.00	0.94	0.90	0.95	1.00	0.98	1.00	1.00	1.00	0.90	1.15	1.00	1.00	1.00	1.15	1.15	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Dryer duct improvement	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	0.95	1.00	1.00	1.00	1.00	0.95	0.90	1.00
Custom cooking/laundry	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Compressed Air																			
Compressed air, air treatment	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed Air Commissioning	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Compressed air, compressor	0.89	0.75	0.75	0.75	0.75	0.95	0.98	1.00	1.00	0.75	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, demand controls	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, distribution	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Air Dryer	0.89	0.50	0.50	0.50	0.50	0.95	0.98	1.00	1.00	0.50	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, maintenance	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Air Nozzle	0.89	0.90	0.90	0.90	0.90	0.95	0.98	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Air Receiver	0.89	0.90	0.90	0.90	0.90	0.95	0.98	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, supply controls	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Compressed air, Snowmaking distribution	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Compressed air, Snowmaking efficiency	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Compressed air, custom	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Design Assistance																			
Design assistance, general	0.89	0.98	0.95	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00
Comprehensive Building Commissioning	0.99	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Comprehensive building-wide savings	0.89	0.98	0.95	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00
Core Performance Building	0.89	0.98	0.95	1.10	1.10	0.98	0.98	1.00	1.00	0.98	0.90	0.99	1.00	0.98	0.98	1.00	0.99	0.90	1.00
Category: Office Equipment																			
Efficient Computers/Monitors	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.70	1.00	1.00	1.00
Residential Entertainment Controlled Power Strip	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Residential Office Controlled Power Strip	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Computer monitor power management software	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Efficient Televisions	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Custom Office Equipment Efficiency	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Category: Estimate																			
Estimated gross results	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Event																			
Compressed Air Challenge	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Health and Safety																			
Chimney liner	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Carbon monoxide detector	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Ventilation, health only	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.10	1.00	1.00	1.00	1.00	1.10	0.90	1.00
Category: Hot Water Efficiency																			
CMPDRAIN	0.89	0.95	0.95	0.95	0.95	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
URF Dummy Measure	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Comprehensive hot water conservation	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Improve hot water controls	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Drain Water Waste Heat Recovery	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Faucet aerator/flow restrictor	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	0.90	0.90	0.90	1.00	1.00	0.90	1.00
Heat recovery, compressor	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Heat recovery, grey water	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Insulate hot water tank	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Low flow water fixtures, mixed types	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	0.90	0.90	0.90	1.00	1.00	0.90	1.00
Insulate hot water pipes	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Rating based hot water savings, 82 plus attached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus attached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus attached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 82 plus detached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus detached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 90 plus detached	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 82 plus multi	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus multi	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Rating based hot water savings, 82 plus mixed	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based hot water savings, 86 plus mixed	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Low flow showerhead	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	0.90	0.90	0.90	1.00	1.00	0.90	1.00
Solar hot water heating	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Hot water temperature setback	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Waterbed pad	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom hot water efficiency	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Hot Water Fuel Switch																			
Fuel switch hot water, continuous flow oil	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, continuous flow kerosene	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, continuous flow natural gas	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, continuous flow propane	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired fuel oil	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired natural gas	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired propane	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, indirect fired wood	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, stand alone fuel oil	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, stand alone natural gas	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.50	1.00
Fuel switch hot water, stand alone propane	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch hot water, stand alone wood	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.85	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Category: Hot Water Replacement																			
Replace hot water, continuous flow oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, continuous flow kerosene	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, continuous flow natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, continuous flow propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, indirect fired fuel oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, indirect fired natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, indirect fired propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Replace hot water, indirect fired wood	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone fuel oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace hot water, stand alone wood	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Industrial Process Efficiency																			
Industrial Process Commissioning	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Snowmaking Process Controls	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Efficient Snowmaking Guns, Other	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Injection Molding Machines	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.89	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Snowmaking process	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Efficient Snowmaking Tower Guns	0.50	0.50	0.50	0.50	0.50	0.50	0.98	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Snowmaking Water Distribution Efficiency	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Snowmaking Water Precooling	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Snowmaking Water Pump Rebuild	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Custom industrial process	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Light Bulb/Lamp																			
Compact fluorescent screw-base bulb	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.05	1.05	0.95	0.95	1.00	1.00	1.00	1.00	1.10	1.00	0.90	1.00
Free CFL screw-base bulb	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.05	1.05	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Specialty Bulb	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.05	1.05	0.95	0.95	1.00	1.00	1.00	1.00	1.19	1.00	0.90	1.00
Floor lamp, compact fluorescent	0.94	1.05	1.02	1.10	1.15	1.05	0.98	1.00	1.00	1.05	0.95	1.00	1.00	1.00	1.00	0.96	1.00	0.90	1.00
Halogen IR	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Integrated Ballast Metal-halide	0.89	0.90	0.90	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Screw-Base Induction Fluorescent	0.89	0.90	0.90	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
LED DOWN LIGHT	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
LED DOWN LIGHT	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Table/Desk lamp, compact fluorescent	0.94	1.05	1.02	1.10	1.15	1.05	0.98	1.00	1.00	1.05	0.95	1.00	1.00	1.00	1.00	0.96	1.00	0.90	1.00
Torchiere, compact fluorescent	0.94	1.05	1.02	1.10	1.15	1.05	0.98	1.00	1.00	1.05	0.95	1.00	1.00	1.00	1.00	0.97	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
HPT8 - F32T8 Lamps	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Reduced-Wattage T8 - 1L	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Custom lamp or bulb	0.89	1.00	0.97	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Lighting Efficiency/Controls																			
Lighting system, exterior power density reduction	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting system, interior power density reduction	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting System Commissioning	0.99	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Daylighting	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting design improvements	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Dimming controls and ballasts	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Delamping/fixture reduction	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Exterior motion sensors	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.10	1.00	0.90	0.90	1.00	1.10	0.90	1.00
Occupancy sensors	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Photocell switches	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Lighting supplier compensation	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Timer controls	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
2-way switching	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Custom lighting efficiency	0.89	0.98	0.97	1.10	1.15	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	0.90	0.90	1.00	1.00	0.90	1.00
Category: Lighting Hardwired Fixture																			
LBLRWLCF	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
LBLRWLCF	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
LBLRWLT5	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Reduced-Wattage T8 Lamp	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
LBLUPHIR	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Relamp/Reballast T8 to HPT8	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Compact fluorescent exterior fixture	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.95	1.01	1.00	0.90	0.90	0.95	1.01	0.90	1.00
Compact Fluorescent farm fixture	0.94	0.90	0.94	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Compact fluorescent interior fixture, ceiling fan	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Compact fluorescent interior fixture	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	0.96	0.96	0.90	1.00
Compact fluorescent interior fixture, recessed can	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Compact fluorescent interior fixture, surface mount	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Relamp/reballast conversion existing fixture	0.89	0.70	0.69	1.10	1.15	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Circline fluorescent fixture	0.94	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.95	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
LED Track or mono-point Light Fixture	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
Exit signs, LED	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	0.90	0.90	1.00	0.90	0.90	1.05	0.90	0.90	1.00
Generic linear fluorescent tube fixture	0.89	0.70	0.69	1.10	1.15	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Electronic-Ballast HID	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
High pressure sodium fixture	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Low pressure sodium fixture	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Metal halide fixture normal start	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Metal halide fixture pulse start	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
Metal halide track lighting	1.09	1.10	1.09	1.10	1.15	1.10	0.98	1.00	1.00	1.10	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
HID fixture, other	0.89	0.90	0.89	1.10	1.15	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.05	0.98	0.90	1.00
MH Electric Ballast	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
High bay fluorescent fixture	1.09	1.10	1.09	1.10	1.15	1.10	0.98	1.10	1.10	1.10	0.90	0.86	1.00	0.90	0.90	1.05	0.86	0.90	1.00
Linear fluorescent T5	0.89	0.70	0.69	1.10	1.15	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8	0.80	0.50	0.49	0.60	0.65	0.50	0.98	1.00	1.00	0.50	0.90	0.86	1.00	0.90	0.90	0.00	0.86	0.90	1.00
Linear fluorescent T12	0.89	0.70	0.69	1.10	1.15	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, low glare	0.89	0.70	0.69	1.10	1.15	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, high efficiency	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, indirect	0.89	0.70	0.69	1.10	1.15	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, w/reflector	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Linear fluorescent T8, super	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	0.90	0.86	1.00	0.90	0.90	1.05	0.86	0.90	1.00
LED Outdoor Bollard	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED Outdoor Decorative Pole/Arm Area or Roadway	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED Outdoor Pathway Lights	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
LED Outdoor Pole/Arm Area or Roadway Fixture	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED Outdoor Steplight	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED Wall-Mount Area Fixture (WallPack)	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED Parking Garage/Canopy Fixture	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED Portable Desk/Task Light	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED - Solid State Recessed Downlight	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
LED Surface of Pendant Downlight	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
New T5 High-Bay	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Indirect	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Industrial/Strip	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Troffer/Wrap	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New T5 Vapor Proof	1.04	1.05	1.04	1.10	1.15	1.00	0.98	1.00	1.00	1.05	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 High-Bay	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Indirect	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Industrial/Strip	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Relamp/Reballast to Super T8	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Troffer/Wrap	1.14	1.15	1.14	1.10	1.15	1.15	0.98	1.00	1.00	1.15	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
New Super T8 Vapor Proof	1.04	1.05	1.04	1.10	1.15	1.00	0.98	1.00	1.00	1.05	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
2-D fluorescent fixture	0.89	1.00	0.97	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
Traffic signal, LED	0.67	0.67	0.67	0.82	0.82	0.67	0.98	1.00	1.00	0.67	0.67	0.86	1.00	0.90	0.90	1.00	0.86	0.90	1.00
LED UnderCatbinet Shelf Task Light	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
U-Tube fluorescent fixture	0.89	0.70	0.69	1.10	1.15	0.70	0.98	1.00	1.00	0.70	0.90	0.96	1.00	0.90	0.90	1.05	0.96	0.90	1.00
LED Wall Wash Fixture	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
Miscillaneous LEDs	1.00	1.00	1.00	1.10	1.15	0.90	0.98	1.00	1.00	1.00	0.90	0.98	1.00	0.90	0.90	1.19	0.98	0.90	1.00
Other fixture	0.89	1.00	0.97	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	0.86	1.00	0.90	0.90	1.05	0.86	0.90	1.00
Category: Monitoring and Metering																			
Blueline Power Meter - Residential EPP	0.89	0.90	0.89	0.95	1.00	0.90	0.98	1.00	1.00	0.90	0.90	0.98	1.00	0.90	0.90	1.25	0.98	0.90	1.00
Category: Motor Controls																			

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Motor Controls Commissioning	0.99	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Kitchen Exhaust Hood Controls	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Variable Frequency Drive, Industrial Process	0.89	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Variable frequency drive motor control	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Variable speed drive motor control (non-VFD)	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Variable frequency drive, Snowmaking	0.90	0.90	0.90	0.90	0.90	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Variable frequency drive, standardized	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor timer control	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom motor control	0.89	1.00	0.97	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Motors																			
Motor, ODP 1 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 2 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 3 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 5 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 10 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 15 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 1.5 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 20 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 25 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 30 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 40 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 50 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 60 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 75 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 7.5 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 100 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 125 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, ODP 150 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Motor, ODP 200 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, Pool Pump	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom Snowmaking motor efficiency	0.90	0.90	0.90	1.05	1.05	0.90	0.98	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90	0.90
Motor, TEFC 1 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 2 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 3 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 5 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 10 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 15 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 1.5 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 20 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 25 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 30 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 40 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 50 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 60 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 75 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 7.5 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 100 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 125 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 150 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Motor, TEFC 200 HP	1.19	1.20	1.19	1.10	1.15	1.20	0.98	1.00	1.00	1.20	1.20	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom motor	0.89	0.98	0.97	0.95	1.00	0.98	0.98	1.00	1.00	0.98	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Other Fuel Switch																			
Fuel switch, air conditioner natural gas	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, propane air conditioner proane	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process fuel oil	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process kerosene	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Fuel switch, industrial process natural gas	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process number 6 oil	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process propane	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, industrial process wood	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, refrigerator natural gas	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, cook stove natural gas	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, cook stove propane	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, dryer natural gas	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	0.70	1.00	0.70	0.70	1.00	0.70	0.90	1.00
Fuel switch, dryer propane	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	0.70	1.00	0.70	0.70	1.00	0.70	0.90	1.00
Fuel switch, custom fuel oil	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom kerosene	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom natural gas	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom number 6 oil	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom propane	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Fuel switch, custom wood	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Refrigeration																			
Efficient blower fan	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration compressor, discus	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration compressor, scroll	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Commercial freezer	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Commercial icemaker	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration Commissioning	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Refrigeration compressor	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Commercial refrigerator	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Improve refrigeration controls	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigerator covers	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration door heater controls	0.94	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigerator Door Film	0.94	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Refrigeration zero energy doors	0.94	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star freezer	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star freezer, early replacement	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star refrigerator, early replacement	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Energy star refrigerator	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	0.90	0.90	1.00
Energy Star CEE Tier 1 refrigerator, incremental cos	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	0.90	1.00	1.00	1.00	1.00	0.90	0.90	1.00
Freezer early retirement program, secondary	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	0.81	1.00	0.90	1.00
Refrigeration floating head pressure controls	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigeration fan motor controls	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Defrost Control on Refrigeration	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Refrigerator economizer	0.94	0.95	0.94	0.95	1.00	0.95	0.98	1.00	1.00	0.95	0.95	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Plate cooler	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Remove refrigerator/freezer	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Refrigerator early retirement program, secondary	0.89	1.00	0.94	0.85	0.90	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	0.72	1.00	0.90	1.00
Top-third refrigerator	0.89	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vending miser	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom refrigeration	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Space Heat Efficiency																			
Existing Homes Custom Incentive	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Balance distribution	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Clean and tune furnace/boiler	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Heat Commissioning	0.99	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Improved space heating controls	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Duct air sealing and insulation	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Energy Star heating system	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Furnace fan motor	1.00	1.00	1.00	1.15	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	0.95	0.95	1.00
Pipe insulation	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Setback thermostat	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Setback thermostat, URF	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
VGS Base Rebate	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
WEC Base Rebate	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Mutlizone heating controls	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom space heat efficiency	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Space Heat Fuel Switch																			
Fuel switch, boiler, fuel oil	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, boiler, natural gas	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, boiler, propane	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, boiler, wood	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, fuel oil	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, natural gas	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, propane	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, furnace, wood	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, fuel oil	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, kerosene	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, natural gas	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, propane	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Fuel switch, space heater, wood	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Indirect heat from DHW system, fuel oil	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Indirect heat from DHW system, natural gas	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Indirect heat from DHW system, propane	0.79	0.00	0.84	0.96	0.95	0.00	0.98	0.85	0.85	0.00	0.85	0.50	1.00	1.00	1.00	0.00	0.00	0.80	1.00
Category: Space Heat Replacement																			
Replace boiler, fuel oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Heat Replacement Boiler, Oil URF	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Heat Replacement Boiler, Kerosene URF	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace boiler, natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace boiler, propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Space Heat Replacement Boiler, Propane URF	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace boiler, wood	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, fuel oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Heat Replacement Furnace, Oil URF	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Heat Replacement Furnace, Kerosene URF	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Space Heat Replacement Furnace, Propane URF	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace furnace, wood	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, fuel oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, kerosene	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Replace space heater, wood	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Service																			
Residential energy audit	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Appliance package bonus	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Star Home bonus	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Energy Star Home bonus	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Modular Home Thermal Bypass Inspection Incentiv	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00	-1.00
Home energy rating, as built (ABHER)	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Home energy rating, full	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Home energy rating	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Advantage rating (82.0-85.9)	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Vermont Star rating (86.0+)	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Advance special incentive payment	0.89	0.98	0.95	0.95	1.00	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00
Withheld special incentive payment	0.89	0.98	0.95	0.95	1.00	0.98	0.98	1.00	1.00	0.98	0.90	1.02	1.00	0.98	0.98	1.00	1.02	0.90	1.00
Category: Thermal Shell																			

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Airsealing	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Energy code compliance	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Comprehensive heating system and shell improvem	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Door improvements	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Attic/ceiling/wall insulation	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	1.00	1.00
Insulate and airseal	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Whole-building insulation	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Foundation insulation, exterior	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Foundation insulation, interior	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Pasive solar design	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus attach	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus attach	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 90 plus attach	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus detach	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus detach	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 90 plus detach	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus multi	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus multi	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 82 plus mixed	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Rating based space heating savings, 86 plus mixed	0.89	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Vermont Star home (OBSOLETE)	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Vermont Advantage home (OBSOLETE)	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Window improvements	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Custom thermal shell	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Category: Ventilation																			
Balanced ventilator, makeup heat electric	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Balanced ventilator, makeup heat oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Balanced ventilator, makeup heat natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00

Measure	C&I RETR	C&I PRES	C&I CUST	C&I A250	C&I NC	C&I UPST	C&I LPLUS	FARM REPL	FARM NC	FARM PRES	MRMF RETR	MRMF NC	LIMF RETR	LIMF REHB	LIMF NC	EP ALL	RNC ALL	REB RETR	REB LISF
Balanced ventilator, makeup heat none	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Balanced ventilator, makeup heat propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Ceiling fan	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Ventilation Commissioning	0.99	1.00	0.99	1.10	1.15	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Demand controlled ventilation	0.89	0.95	0.94	1.10	1.15	0.95	0.98	1.00	1.00	0.95	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat electric	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat oil	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat natural gas	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat none	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
HRV ventilator, makeup heat propane	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Mechanical ventilation, unspecified	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, ceiling	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, inline	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, variable speed	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Exhaust fan, wall	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Custom ventilation	0.89	1.00	0.94	1.10	1.15	1.00	0.98	1.00	1.00	1.00	0.90	1.05	1.00	1.00	1.00	1.00	1.05	0.90	1.00
Category: Water conservation																			
Toilet diverter	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Water leak reduction	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Low flow toilet	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Custom water conservation	0.89	1.00	0.94	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Category: Other																			
Internal Power Supplies	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.10	1.00	1.00	1.00
Master meter conversion	0.89	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Temporary measure code, to be reassigned	0.00	0.00	0.00	0.00	0.00	0.00	0.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Transformer, efficient	0.89	0.99	0.98	0.95	1.00	0.99	0.98	1.00	1.00	0.99	0.90	1.00	1.00	1.00	1.00	1.00	1.00	0.90	1.00
Other uncategorized efficiency	0.99	1.00	0.99	0.95	1.00	1.00	0.98	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00

6.1 Efficiency Vermont
Unregulated Fuels Services and Initiatives Results

6.1.1 Unregulated Fuels Services and Initiatives

				Business Energy Services		Residential Energy Services		
Services	EVT Services and Initiatives	Subtotal Business Energy Services	Subtotal Residential Energy Services	Business New Construction	Business Existing Facilities	Residential New Construction	Efficient Products	Existing Homes
Costs								
Year to Date Costs	$545,844	$7,238	$538,606	$0	$7,238	$0	$0	$538,606
* Annual Budget Estimate	$986,700	$251,100	$735,600	$0	$251,100	$0	$0	$735,600
Unspent Annual Budget Estimate	$440,856	$243,862	$196,994	$0	$243,862	$0	$0	$196,994
% Annual Budget Estimate Unspent	45%	97%	27%	nap	97%	nap	nap	27%
Savings Results								
MMBtu Year to Date	3,958	0	3,958	nap	0	nap	nap	3,958
MMBtu cumulative starting 1/1/09	3,958	0	3,958	nap	0	nap	nap	3,958
3-Year MMBTu Goal	nap	nap	nap	nap	nap	nap	nap	nap
% of 3-Year MMBTu Goal	nap	nap	nap	nap	nap	nap	nap	nap
Associated Electric Benefits								
MWh Year to Date	71	0	71	nap	0	nap	nap	71
MWh cumulative starting 1/1/09	71	0	71	nap	0	nap	nap	71
Winter Coincident Peak kW Year to Date	16	0	16	nap	0	nap	nap	16
Winter Coincident Peak kW cumulative starting 1/1/09	16	0	16	nap	0	nap	nap	16
Summer Coincident Peak kW Year to Date	4	0	4	nap	0	nap	nap	4
Summer Coincident Peak kW cumulative starting 1/1/09	4	0	4	nap	0	nap	nap	4
Participation								
Partic.w/ installs Year to Date	528	0	528	nap	0	nap	nap	528
Partic.w/ installs cumulative starting 1/1/09	528	0	528	nap	0	nap	nap	528

Total Costs for Services and Initiatives, Administration and IT

Services	Total	Administration	Information Systems	Services and Initiatives Costs
Costs				
Year to Date Costs	$545,844	$0	$0	$545,844
* Annual Budget Estimate	$986,700	$0	$0	$986,700
Unspent Annual Budget Estimate	$440,856	$0	$0	$440,856
% Annual Budget Estimate Unspent	45%	nap	nap	45%

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

6.1.2 Unregulated Fuels Services and Initiatives - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	nap	528	nap	528
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	nap	$36,859	$45,000	$36,859
Marketing/Business Development	nap	$166,920	$215,400	$166,920
Subtotal Operating Costs	nap	$203,779	$260,400	$203,779
Incentive Costs				
Incentives to Participants	nap	$146,738	$380,100	$146,738
Incentives to Trade Allies	nap	$0	$0	$0
Subtotal Incentive Costs	nap	$146,738	$380,100	$146,738
Technical Assistance Costs				
Services to Participants	nap	$195,326	$346,200	$195,326
Services to Trade Allies	nap	$0	$0	$0
Subtotal Technical Assistance Costs	nap	$195,326	$346,200	$195,326
Total Efficiency Vermont Costs	nap	$545,844	$986,700	$545,844
Total Participant Costs	nap	$301,817	nav	$301,817
Total Third Party Costs	nap	$0	nav	$0
Total Services and Initiatives Costs	nap	$847,660	nav	$847,660
Annualized MMBtu Savings	nap	3,958	nap	3,958
Lifetime MMBtu Savings	nap	55,677	nap	55,677
TRB Savings (2009 $)	nap	$823,644	nap	$823,644
Annualized MMBtu Savings/Participant	nap	7.496	nap	7.496
Weighted Lifetime	nap	14	nap	14
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.

6.1.3 Unregulated Fuels Services and 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
Cooking and Laundry	2	0	0	0	0	0	0	0	$0	$211
Hot Water Efficiency	372	52	51	442	6	4	429	2,137	$4,042	$2,550
Motors	5	0	0	1	0	0	8	0	$0	$489
Other Indirect Activity	11	0	0	0	0	0	0	0	$0	$1,273
Space Heat Efficiency	272	20	19	393	10	0	3,521	0	$142,696	$287,747
Ventilation	17	0	0	0	0	0	0	0	$0	$9,547
Totals		71	70	835	16	4	3,958	2,137	$146,738	$301,817

6.1.4 Unregulated Fuels Services and Initiatives - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$63,822
Fossil Fuel Savings (Costs)	$66,243	$605,083
Water Savings (Costs)	$16,028	$154,640
Total	$82,270	$823,545

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	70	63	71
Winter on peak	32	29	32
Winter off peak	26	23	26
Summer on peak	8	7	8
Summer off peak	5	5	5
Coincident Demand Savings (kW)			
Winter	16	15	16
Shoulder	0	0	0
Summer	4	3	4

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,381	2,137	19,290
Annualized fuel savings (increase) MMBtu	4,380	3,958	55,677
LP	747	681	8,733
NG	6	5	108
Oil/Kerosene	3,032	2,752	36,161
Wood	595	537	10,673
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$0	$0	$0

Net Societal Benefits	$864,922

6.1.5 Unregulated Fuels Residential Energy Services - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	nap	528	nap	528
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	nap	$29,835	$31,800	$29,835
Marketing/Business Development	nap	$166,706	$160,600	$166,706
Subtotal Operating Costs	nap	$196,541	$192,400	$196,541
Incentive Costs				
Incentives to Participants	nap	$146,738	$197,000	$146,738
Incentives to Trade Allies	nap	$0	$0	$0
Subtotal Incentive Costs	nap	$146,738	$197,000	$146,738
Technical Assistance Costs				
Services to Participants	nap	$195,326	$346,200	$195,326
Services to Trade Allies	nap	$0	$0	$0
Subtotal Technical Assistance Costs	nap	$195,326	$346,200	$195,326
Total Efficiency Vermont Costs	nap	$538,606	$735,600	$538,606
Total Participant Costs	nap	$301,817	nav	$301,817
Total Third Party Costs	nap	$0	nav	$0
Total Services and Initiatives Costs	nap	$840,422	nav	$840,422
Annualized MMBtu Savings	nap	3,958	nap	3,958
Lifetime MMBtu Savings	nap	55,677	nap	55,677
TRB Savings (2009 $)	nap	$823,644	nap	$823,644
Annualized MMBtu Savings/Participant	nap	7.496	nap	7.496
Weighted Lifetime	nap	14	nap	14
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.

6.1.6 Unregulated Fuels 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
Cooking and Laundry	2	0	0	0	0	0	0	0	$0	$211
Hot Water Efficiency	372	52	51	442	6	4	429	2,137	$4,042	$2,550
Motors	5	0	0	1	0	0	8	0	$0	$489
Other Indirect Activity	11	0	0	0	0	0	0	0	$0	$1,273
Space Heat Efficiency	272	20	19	393	10	0	3,521	0	$142,696	$287,747
Ventilation	17	0	0	0	0	0	0	0	$0	$9,547
Totals		71	70	835	16	4	3,958	2,137	$146,738	$301,817

6.1.7 Unregulated Fuels Business Existing Facilities - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	nap	0	nap	0
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	nap	$7,025	$13,200	$7,025
Marketing/Business Development	nap	$214	$54,800	$214
Subtotal Operating Costs	nap	$7,238	$68,000	$7,238
Incentive Costs				
Incentives to Participants	nap	$0	$183,100	$0
Incentives to Trade Allies	nap	$0	$0	$0
Subtotal Incentive Costs	nap	$0	$183,100	$0
Technical Assistance Costs				
Services to Participants	nap	$0	$0	$0
Services to Trade Allies	nap	$0	$0	$0
Subtotal Technical Assistance Costs	nap	$0	$0	$0
Total Efficiency Vermont Costs	nap	$7,238	$251,100	$7,238
Total Participant Costs	nap	$0	nav	$0
Total Third Party Costs	nap	$0	nav	$0
Total Services and Initiatives Costs	nap	$7,238	nav	$7,238
Annualized MMBtu Savings	nap	0	nap	0
Lifetime MMBtu Savings	nap	0	nap	0
TRB Savings (2009 $)	nap	$0	nap	$0
Annualized MMBtu Savings/Participant	nap	0.000	nap	0.000
Weighted Lifetime	nap	0	nap	0
Committed Incentives	nap	nap	nap	nap

* Annual projections are estimates only and provided for informational purposes.

6.1.8 Unregulated Fuels 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
Totals	0	0	0	0	0	0	0	0	$0	$0

6.1.9 Unregulated Fuels Business Existing Facilities - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$0
Fossil Fuel Savings (Costs)	$0	$0
Water Savings (Costs)	$0	$0
Total	$0	$0

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	0	0	0
Winter on peak	0	0	0
Winter off peak	0	0	0
Summer on peak	0	0	0
Summer off peak	0	0	0
Coincident Demand Savings (kW)			
Winter	0	0	0
Shoulder	0	0	0
Summer	0	0	0

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

Net Societal Benefits	($6,748)

6.1.10 Unregulated Fuels Efficient Products - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	nap	nap	nap	nap
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	nap	nap	nap	nap
Marketing/Business Development	nap	nap	nap	nap
Subtotal Operating Costs	nap	nap	nap	nap
Incentive Costs				
Incentives to Participants	nap	nap	nap	nap
Incentives to Trade Allies	nap	nap	nap	nap
Subtotal Incentive Costs	nap	nap	nap	nap
Technical Assistance Costs				
Services to Participants	nap	nap	nap	nap
Services to Trade Allies	nap	nap	nap	nap
Subtotal Technical Assistance Costs	nap	nap	nap	nap
Total Efficiency Vermont Costs	nap	nap	nap	nap
Total Participant Costs	nap	nap	nap	nap
Total Third Party Costs	nap	nap	nap	nap
Total Services and Initiatives Costs	nap	nap	nap	nap
Annualized MMBtu Savings	nap	nap	nap	nap
Lifetime MMBtu Savings	nap	nap	nap	nap
TRB Savings (2009 $)	nap	nap	nap	nap
Annualized MMBtu 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.

6.1.11 Unregulated Fuels 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
Totals	nap	nap	nap	nap	nap	nap	nap	nap	nap	nap

6.1.12 Unregulated Fuels Efficient Products - Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	nap
Fossil Fuel Savings (Costs)	nap	nap
Water Savings (Costs)	nap	nap
Total	nap	nap

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	nap	nap	nap
Winter on peak	nap	nap	nap
Winter off peak	nap	nap	nap
Summer on peak	nap	nap	nap
Summer off peak	nap	nap	nap
Coincident Demand Savings (kW)			
Winter	nap	nap	nap
Shoulder	nap	nap	nap
Summer	nap	nap	nap

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

Net Societal Benefits	nap

6.1.13 Unregulated Fuels Existing Homes - Summary

	Prior Year	Current Year 2009	* Projected Year 2009	Cumulative starting 1/1/09
# participants with installations	nap	528	nap	528
Services and Initiatives Costs				
Operating Costs				
Services and Initiatives	nap	$29,835	$31,800	$29,835
Marketing/Business Development	nap	$166,706	$160,600	$166,706
Subtotal Operating Costs	nap	$196,541	$192,400	$196,541
Incentive Costs				
Incentives to Participants	nap	$146,738	$197,000	$146,738
Incentives to Trade Allies	nap	$0	$0	$0
Subtotal Incentive Costs	nap	$146,738	$197,000	$146,738
Technical Assistance Costs				
Services to Participants	nap	$195,326	$346,200	$195,326
Services to Trade Allies	nap	$0	$0	$0
Subtotal Technical Assistance Costs	nap	$195,326	$346,200	$195,326
Total Efficiency Vermont Costs	nap	$538,606	$735,600	$538,606
Total Participant Costs	nap	$301,817	nav	$301,817
Total Third Party Costs	nap	$0	nav	$0
Total Services and Initiatives Costs	nap	$840,422	nav	$840,422
Annualized MMBtu Savings	nap	3,958	nap	3,958
Lifetime MMBtu Savings	nap	55,677	nap	55,677
TRB Savings (2009 $)	nap	$823,644	nap	$823,644
Annualized MMBtu Savings/Participant	nap	7.496	nap	7.496
Weighted Lifetime	nap	14	nap	14
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.

6.1.14 Unregulated Fuels Existing Homes - 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
Cooking and Laundry	2	0	0	0	0	0	0	0	$0	$211
Hot Water Efficiency	372	52	51	442	6	4	429	2,137	$4,042	$2,550
Motors	5	0	0	1	0	0	8	0	$0	$489
Other Indirect Activity	11	0	0	0	0	0	0	0	$0	$1,273
Space Heat Efficiency	272	20	19	393	10	0	3,521	0	$142,696	$287,747
Ventilation	17	0	0	0	0	0	0	0	$0	$9,547
Totals		71	70	835	16	4	3,958	2,137	$146,738	$301,817

6.1.15 Unregulated Fuels Existing Homes -Total Resource Benefits

	2009	Lifetime (Present Value)
Avoided Cost of Electricity	nap	$63,822
Fossil Fuel Savings (Costs)	$66,243	$605,083
Water Savings (Costs)	$16,028	$154,640
Total	$82,270	$823,545

	Savings at meter		Savings at Generation
	Gross	Net	Net
Annualized Energy Savings (MWh): Total	70	63	71
Winter on peak	32	29	32
Winter off peak	26	23	26
Summer on peak	8	7	8
Summer off peak	5	5	5
Coincident Demand Savings (kW)			
Winter	16	15	16
Shoulder	0	0	0
Summer	4	3	4

	Gross	Net	Net Lifetime Savings
Annualized Water Savings (ccf)	2,381	2,137	19,290
Annualized fuel savings (increase) MMBtu	4,380	3,958	55,677
LP	747	681	8,733
NG	6	5	108
Oil/Kerosene	3,032	2,752	36,161
Wood	595	537	10,673
Solar	0	0	0
Other	0	0	0
Annualized savings (increase) in O&M($)	$0	$0	$0

Net Societal Benefits	$871,670

7.1 Definitions and End Notes

7.1 DEFINITIONS AND END NOTES

7.1.1 DATA TABLES OVERVIEW

1 – Section **7.1.2** includes a list of definitions for items in the data tables. Section **7.1.3** includes notes for specific items in the tables. Section **7.1.4** provides a guide to the re-mapping of multifamily projects and savings into new markets.

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

3 – Except where noted, Efficiency Vermont expenditures data in this report were incurred during the period January 1, 2009, through December 31, 2009. Similarly, measure savings are for measures installed during the period January 1, 2009, through December 31, 2009.

4 – Efficiency Vermont costs include an operations fee of .75%. The operations fees are reported in all Services and Initiative Costs where applicable with one exception: the operations fee for Incentives to Participants are reported with the Administration costs.

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, 3.1.16, 3.1.21, 4.1.2, 6.1.2, 6.1.5, 6.1.7, 6.1.10**, and **6.1.13** are based on financial data from Vermont Energy Investment Corporation's (VEIC's) accounting system. "Participant Incentives Paid" on all other tables are based on data entered in Efficiency Vermont's Knowledge-based Information Technology Tool (KITT) tracking system.

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 reference only. These data exclude savings for measures that have reached the end of their specified lifetime.

7 – Program Planning costs have been rolled into "Services and Initiatives" for Years 2003–2009. For Years 2000–2002, Program Planning costs were reported as a separate line item. In Tables **2.1.2** and **2.1.3**, Program Planning costs under "Cumulative starting 3/1/00" refer to data reported prior to 2003.

8 – For years 2003–2005, multifamily costs and savings are reported in the Business Energy Services sector. For all other contract years, multifamily costs and savings are reported in the Residential Energy Services sector. See Section **7.1.4,** Multifamily Reporting Changes.

7.1.2 DEFINITIONS AND REPORT TEMPLATE

The table templates that appear in the 2009 Efficiency Vermont Savings Claim Summary/Annual Report were developed as a collaborative effort among Efficiency Vermont, the Vermont Department of Public Service, the Energy Efficiency Utility Contract Administrator, and Burlington Electric Department. Note that there are two major table formats, one for the markets and services summary and the other for breakdowns by end use, county, and utility savings.

The definitions of the data reported in these tables follow. The numbers in parentheses on the template refer to the footnoted definitions that immediately follow.

		Prior Year (1)	Current Year 2009 (2)	Projected Year 2009 (3)	Cumulative starting 1/1/09 (4)	Cumulative starting 3/1/00 (5)
# participants with installations	(6)					

Services and Initiatives Costs						
Operating Costs						
Administration	(7)					
Services and Initiatives	(8)					
Program Planning	(9)					
Marketing / Business Development	(10)					
Information Systems	(11)					
Subtotal Operating Costs	(12)					
Incentive Costs						
Incentives to Participants	(13)					
Incentives to Trade Allies	(14)					
Subtotal Incentive Costs	(15)					
Technical Assistance Costs						
Services to Participants	(16)					
Services to Trade Allies	(17)					
Subtotal Technical Assistance Costs	(18)					
Total Efficiency Vermont Costs	(19)					
Total Participant Costs	(20)					
Total Third-Party Costs	(21)					
Total Services and Initiatives Costs	(22)					

Annualized MWh Savings	(23)					
Lifetime MWh Savings	(24)					
TRB Savings (2009$)	(25)					
Winter Coincident Peak kW Savings	(26)					
Summer Coincident Peak kW Savings	(27)					
Annualized MWh Savings/Participant	(28)					
Weighted Lifetime	(29)					
Committed Incentives	(30)					

Annualized MWh Savings (adjusted for measure life)	(31)					
Winter Coincident Peak kW Savings (adjusted for measure life)	(32)					
Summer Coincident Peak kW Savings (adjusted for measure life)	(33)					

X.X.X Breakdown Report

End Use or Utility or 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
	(34)	(35)	(36)	(37)	(38)	(39)	(40)	(41)	(42)	(43)

Footnotes for the report table templates:

(1) Activity for the prior reporting year.

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

(3) Projected costs for Year 2009 are estimates only and are provided for reference. The Efficiency Vermont contract contains three-year cumulative budgets and savings goals.

(4) Data reported for the contract period starting January 1, 2009, and continuing through December 31, 2009.

(5) Data reported for the contract period starting March 1, 2000, and continuing through December 31, 2009.

(6) Number of customers with installed measures. The "# participants with installations" is counted by summing unique physical locations (sites) where efficiency measures have been installed for the reporting period. For multifamily projects the "# of participants with installations" is counted by summing the number of individual units. Under "Cumulative starting 1/1/06" and "Cumulative starting 3/1/00", customers are counted once, regardless of the number of times the customer participates in Efficiency Vermont services throughout the period 2000–2009. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same participants may be counted and reported by more than one organization. As a result, total statewide participation might be less than the sum of all the organizations' reported participants.

(7) Costs include general management, budgeting, financial management, and Efficiency Vermont contract management. These costs are not broken out by market. This cost category is included on Tables **2.1.2** and **2.1.3** only. Prior year administration costs do not include the incentives operations fee. The current year (2009) does include that fee.

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

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

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

(11) 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** and **2.1.3** only.

(12) Subtotal of all operating costs detailed in the categories above: (7) + (8) + (9) + (10) + (11).

(13) Direct payments to participants to defray the costs of specific efficiency measures. Prior year incentive costs include the operations fee; the current year (2009) incentive costs do not include that fee.

(14) Incentives paid to manufacturers, wholesalers, builders, retailers, or other non-customer stakeholders that do not defray the costs of specific efficiency measures. Prior year incentive costs include the operations fee. The current year (2009) incentive costs do not include that fee.

(15) Subtotal reflecting total incentive costs: (13) + (14).

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

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

(18) Subtotal reflecting total technical assistance costs: (16) + (17).

(19) Total costs incurred by Efficiency Vermont. All costs are in nominal dollars: (12) + (15) + (18).

(20) Total costs incurred by participants and related to Efficiency Vermont 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.

(21) Total costs incurred by third parties (i.e., entities other than Efficiency Vermont, utilities, and participants) and directly related to Efficiency Vermont 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.

(22) Total cost of services and initiatives: (19) + (20) + (21).

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

(24) Lifetime estimated MWh savings for measures installed during the current reporting year, at generation and net of all approved adjustment factors. (Typically, this value is calculated by multiplying estimated annualized savings by the life of the measure.)

(25) Total Resource Benefits (TRB) savings for measures installed during the current reporting year. TRB includes gross electric benefits, fossil fuel savings, and water savings. TRB is stated in 2009 dollars throughout the report. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same savings might be counted and reported by more than one organization. As a result, the total statewide savings might be less than the sum of all the organizations reporting savings.

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

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

(28) Annualized MWh savings per participant, net at generation: (23) ÷ (6).

(29) Average lifetime, in years, of measures weighted by savings: (24) ÷ (23).

(30) Incentives that are not yet paid to a customer but where there is a signed contract as of December 31, 2009, for projects which will be completed after December 31, 2009.

(31) Adjusted Annualized MWh savings at generation and net of all approved adjustment factors (e.g., free riders, spillover, line loss) for measures installed during the current reporting period. These data include savings for measures that have not yet expired during the reporting period and excludes savings for measures that have reached the end of their specified lifetime.

(32) Adjusted impact of measures at time of winter system peak, at generation, net of adjustment factors. These data include savings for measures that have not yet expired during the reporting period and excludes savings for measures that have reached the end of their specified lifetimes.

(33) Adjusted impact of measures at time of summer system peak, at generation, net of adjustment factors. These data include savings for measures that have not yet expired during the reporting period and excludes savings for measures that have reached the end of their specified lifetimes.

Items 34-43 reflect installed measures for the current reporting period.

(34) Number of participants with installed measures for the End Use, Utility and County Breakdown. Whenever Efficiency Vermont works in collaboration with other providers of efficiency services, the same participants may be counted and reported by more than one organization. As a result, total statewide participation might be less than the sum of all the organizations' reported participants.

(35) Annualized MWh savings at generation, net of all approved adjustment factors (e.g., free riders, spillover, line loss) for measures installed during the current reporting period. This is the same number as that reported on line (23).

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

(37) Lifetime estimated MWh savings for measures installed during the current reporting period, at generation and net of all approved adjustment factors. This is the same number as that reported on line (24).

(38) Estimated impact of measures at time of winter system peak, at generation, net of adjustment factors. This is the same number as that reported on line (26).

(39) Estimated impact of measures at time of summer system peak, at generation, net of adjustment factors. This is the same number as that reported on line (27).

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

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

(42) Incentive paid by Efficiency Vermont to participants for measures installed during the current reporting period. This is the same number as reported on line (13). See note 4 and 5 in Section **4.3.1** for the different data sources for lines (13) and (42).

(43) Costs incurred by participants and related to Efficiency Vermont or utility activities. This is the same number as that reported on line (20).

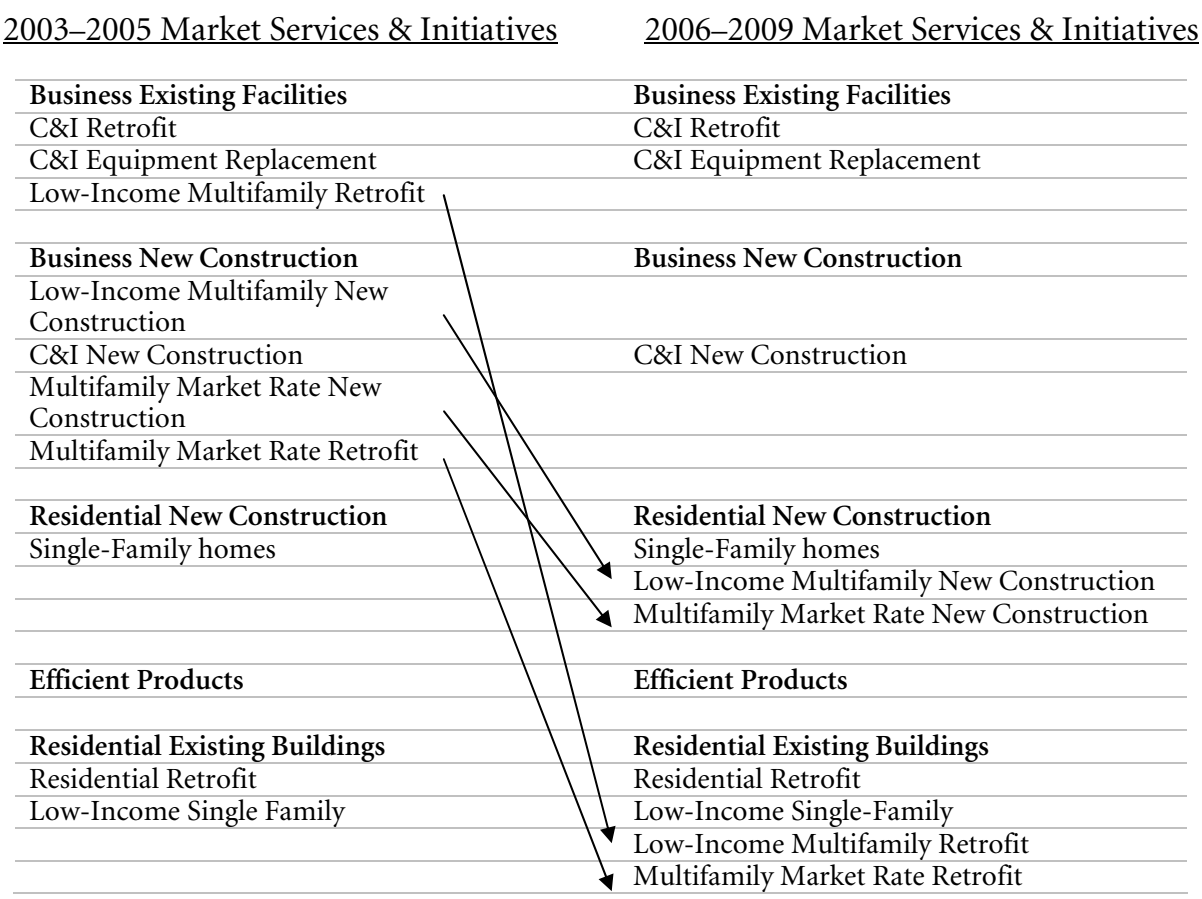
7.1.3 TABLE END NOTE

2.1.7 Efficiency Vermont Services & Initiatives – Total Resource Benefits
Net lifetime water savings is the net annual measure water savings multiplied by measure lifetime. Net lifetime fossil fuel savings is the net annual measure fossil fuel savings multiplied by the measure lifetime.

7.1.4 MULTIFAMILY REPORTING CHANGES

Throughout this report, all multifamily projects are reported in the Business Energy Services sector in years 2003–2005 and in the Residential Energy Services for all other years.

Following is a diagram of the 2003–2005 Market Services and Initiatives and the 2006–2009 Market Services and Initiatives and the "re-mapping" of multifamily projects and savings under the new markets.



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