

**Earnings Opportunity Matrix 11-18-2015**

Proposed Metric	KCPL-Missouri							GMO						
	Payout rate	Payout unit	% of Target EO	KCPL 100% payout	KCPL Cap	Cap/100% Multiplier	Target @ 100%	Payout rate	Payout unit	% of Target EO	GMO 100% payout	GMO Cap	Cap/100% Multiplier	Target @ 100%
Opower: criteria will be effective, prudent spend of budget	N/A		5.05%	\$375,000	\$375,000			N/A		5.06%	\$525,000	\$525,000		
EE & Tstat MWh (Excl. Opower, DRI, & IEMF): criteria will be the cumulative of the 1st yr incremental MWh during the 3 year plan	\$8.31	\$/MWh	19.24%	\$1,429,121	\$1,857,857	130%	171,976.043	\$12.97	\$/MWh	19.17%	\$1,990,436	\$2,587,567	130%	153,464.602
EE Coincident MW (Excl. Opower,DRI, Tstat, & IEMF): criteria will be cumulative of the 1st year MW reduction during the 3 year plan, coincident with system peak	\$114,741.01	\$/MW	52.83%	\$3,925,175	\$5,887,763	150%	34.209	\$122,507.02	\$/MW	33.40%	\$3,468,419	\$5,202,628	150%	28.312
Thermostat MW impact: criteria will be cumulative of the MW reduction during 3 year plan, coincident with system peak	\$91,941.81	\$/MW	15.14%	\$1,125,000	\$1,687,500	150%	12.236	\$92,799.91	\$/MW	15.17%	\$1,575,000	\$2,362,500	150%	16.972
DR Incentive (DRI) MW of Ramping (growth from year 1 planned to year 3 actual) (year 1 is 10 MW - KCP&L-MO and 20 MW in GMO)	\$75,000.00	\$/MW	5.05%	\$375,000	\$487,500	130%	5.000	\$75,000.00	\$/MW	25.28%	\$2,625,000	\$3,412,500	130%	35.000
Income Eligible Multi-Family (IEMF): criteria will be effective, prudent spend of budget	N/A		2.69%	\$200,000	\$200,000			N/A		1.93%	\$200,000	\$200,000		
			100%	<b>\$7,429,296</b>	<b>\$10,495,620</b>					100%	<b>\$10,383,855</b>	<b>\$14,290,195</b>		
<b>Total Cap Including TD Adjustments</b>					<b>\$15,500,000</b>							<b>\$20,000,000</b>		

Note:

1. Targets based on cumulative savings at the meter
2. The payout rate will be multiplied by the payout unit up to the maximum
3. MWh & MW targets are rounded to the nearest kWh & kW
4. Payout rate rounded to the nearest \$0.01