

Total Program Costs (All costs allocated)							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 5.41	\$ 6.85	\$ 8.19	\$ 13.04	\$ 11.04	\$ 10.98	\$ 55.50
Residential	\$ 26.58	\$ 28.39	\$ 29.37	\$ 25.14	\$ -	\$ -	\$ 109.47
Business	\$ 18.15	\$ 31.58	\$ 40.93	\$ 31.82	\$ -	\$ -	\$ 122.48
Portfolio Total	\$ 50.14	\$ 66.83	\$ 78.48	\$ 70.00	\$ 11.04	\$ 10.98	\$ 287.46
Low Income							
Multifamily Low Income	\$ 1.54	\$ 2.27	\$ 3.47	\$ 6.45	\$ 6.68	\$ 6.68	\$ 27.09
Single Family Low Income	\$ 3.53	\$ 3.98	\$ 4.09	\$ 3.06	\$ 3.79	\$ 3.85	\$ 22.29
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 1.45	\$ -	\$ -	\$ 1.45
Business Social Services	\$ 0.34	\$ 0.60	\$ 0.63	\$ 2.08	\$ 0.57	\$ 0.45	\$ 4.67
Low Income Total	\$ 5.41	\$ 6.85	\$ 8.19	\$ 13.04	\$ 11.04	\$ 10.98	\$ 55.50
Residential							
Appliance Recycling	\$ 0.52	\$ 0.59	\$ 0.60	\$ -	\$ -	\$ -	\$ 1.71
Efficient Products	\$ 2.09	\$ 2.03	\$ 2.14	\$ 2.18	\$ -	\$ -	\$ 8.44
Energy Efficient Kits	\$ 1.38	\$ 1.30	\$ 1.15	\$ -	\$ -	\$ -	\$ 3.83
Home Energy Report	\$ 1.90	\$ 1.97	\$ 1.97	\$ -	\$ -	\$ -	\$ 5.84
HVAC	\$ 12.67	\$ 13.32	\$ 13.73	\$ 11.65	\$ -	\$ -	\$ 51.36
Lighting	\$ 1.93	\$ 2.11	\$ 1.67	\$ -	\$ -	\$ -	\$ 5.71
Multifamily Market Rate	\$ 0.97	\$ 1.32	\$ 1.49	\$ 1.54	\$ -	\$ -	\$ 5.32
PAYS	\$ -	\$ -	\$ 1.82	\$ 3.19	\$ -	\$ -	\$ 3.19
Residential Demand Response	\$ 4.28	\$ 4.75	\$ 5.60	\$ 6.58	\$ -	\$ -	\$ 21.21
Residential Education	\$ 0.85	\$ 1.00	\$ 1.00	\$ -	\$ -	\$ -	\$ 2.85
Res Total	\$ 26.58	\$ 28.39	\$ 29.37	\$ 25.14	\$ -	\$ -	\$ 109.47
Business							
Custom	\$ 7.22	\$ 13.15	\$ 17.87	\$ 12.82	\$ -	\$ -	\$ 51.05
New Construction	\$ 0.80	\$ 1.84	\$ 2.46	\$ -	\$ -	\$ -	\$ 5.11
Retro-Commissioning	\$ 0.60	\$ 1.42	\$ 2.29	\$ 1.43	\$ -	\$ -	\$ 5.74
Small Business Direct Install	\$ 2.39	\$ 2.55	\$ 2.75	\$ 2.73	\$ -	\$ -	\$ 10.42
Standard	\$ 5.80	\$ 10.02	\$ 11.70	\$ 9.86	\$ -	\$ -	\$ 37.39
Business Demand Response	\$ 1.26	\$ 2.52	\$ 3.78	\$ 4.98	\$ -	\$ -	\$ 12.54
Business Education	\$ 0.08	\$ 0.08	\$ 0.08	\$ -	\$ -	\$ -	\$ 0.24
Biz Total	\$ 18.15	\$ 31.58	\$ 40.93	\$ 31.82	\$ -	\$ -	\$ 122.48

Notes:

[1] Other Portfolio costs (EM&V, Marketing and Admin) have been distributed among the Low Income , Residential and Business programs for graphing.

[2] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the total Portfolio budget (including PAYS) is equal to \$80.31 million (\$78.48 million approved budget + \$1.82 million in PAYS costs).

Total Program Costs (EM&V and Other Portfolio Costs unallocated)							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 5.05	\$ 6.45	\$ 7.71	\$ 12.44	\$ 10.51	\$ 10.45	\$ 52.61
Residential	\$ 23.18	\$ 25.10	\$ 26.01	\$ 22.78	\$ -	\$ -	\$ 97.08
Business	\$ 15.39	\$ 28.66	\$ 37.44	\$ 29.55	\$ -	\$ -	\$ 111.05
Portfolio Costs	\$ 6.51	\$ 6.61	\$ 7.32	\$ 5.23	\$ 0.53	\$ 0.52	\$ 26.72
Portfolio Total	\$ 50.14	\$ 66.83	\$ 78.48	\$ 70.00	\$ 11.04	\$ 10.98	\$ 287.46
Low Income							
Multifamily Low Income	\$ 1.50	\$ 2.20	\$ 3.35	\$ 6.00	\$ 6.40	\$ 6.40	\$ 25.85
Single Family Low Income	\$ 3.24	\$ 3.67	\$ 3.76	\$ 3.00	\$ 3.57	\$ 3.63	\$ 20.86
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 1.44	\$ -	\$ -	\$ 1.44
Business Social Services	\$ 0.32	\$ 0.57	\$ 0.60	\$ 2.00	\$ 0.55	\$ 0.43	\$ 4.46
Low Income Total	\$ 5.05	\$ 6.45	\$ 7.71	\$ 12.44	\$ 10.51	\$ 10.45	\$ 52.61
Residential							
Appliance Recycling	\$ 0.48	\$ 0.55	\$ 0.55	\$ -	\$ -	\$ -	\$ 1.59
Efficient Products	\$ 1.88	\$ 1.82	\$ 1.91	\$ 1.91	\$ -	\$ -	\$ 7.53
Energy Efficient Kits	\$ 1.19	\$ 1.14	\$ 1.04	\$ -	\$ -	\$ -	\$ 3.37
Home Energy Report	\$ 1.80	\$ 1.88	\$ 1.88	\$ -	\$ -	\$ -	\$ 5.55
HVAC	\$ 10.52	\$ 11.21	\$ 11.52	\$ 10.52	\$ -	\$ -	\$ 43.76
Lighting	\$ 1.53	\$ 1.74	\$ 1.36	\$ -	\$ -	\$ -	\$ 4.64
Multifamily Market Rate	\$ 0.90	\$ 1.22	\$ 1.38	\$ 1.38	\$ -	\$ -	\$ 4.88
PAYS	\$ -	\$ -	\$ 1.82	\$ 2.64	\$ -	\$ -	\$ 2.64
Residential Demand Response	\$ 4.04	\$ 4.54	\$ 5.36	\$ 6.34	\$ -	\$ -	\$ 20.28
Residential Education	\$ 0.85	\$ 1.00	\$ 1.00	\$ -	\$ -	\$ -	\$ 2.85
Res Total	\$ 23.18	\$ 25.10	\$ 26.01	\$ 22.78	\$ -	\$ -	\$ 97.08
Business							
Custom	\$ 5.87	\$ 11.67	\$ 16.04	\$ 11.67	\$ -	\$ -	\$ 45.25
New Construction	\$ 0.67	\$ 1.67	\$ 2.25	\$ -	\$ -	\$ -	\$ 4.59
Retro-Commissioning	\$ 0.49	\$ 1.28	\$ 2.08	\$ 1.31	\$ -	\$ -	\$ 5.17
Small Business Direct Install	\$ 2.14	\$ 2.39	\$ 2.60	\$ 2.60	\$ -	\$ -	\$ 9.73
Standard	\$ 4.94	\$ 9.17	\$ 10.80	\$ 9.17	\$ -	\$ -	\$ 34.08
Business Demand Response	\$ 1.20	\$ 2.40	\$ 3.60	\$ 4.80	\$ -	\$ -	\$ 12.00
Business Education	\$ 0.08	\$ 0.08	\$ 0.08	\$ -	\$ -	\$ -	\$ 0.24
Biz Total	\$ 15.39	\$ 28.66	\$ 37.44	\$ 29.55	\$ -	\$ -	\$ 111.05
EM&V & Other Portfolio Costs							
EM&V	\$ 2.22	\$ 3.00	\$ 3.53	\$ 2.33	\$ 0.53	\$ 0.52	\$ 12.13
Portfolio Marketing	\$ 1.94	\$ 2.26	\$ 2.44	\$ 2.20	\$ -	\$ -	\$ 8.84
Other (Potential Study, Data Tracking, Incremental Labor)	\$ 2.35	\$ 1.35	\$ 1.35	\$ 0.70	\$ -	\$ -	\$ 5.75
Portfolio Total	\$ 6.51	\$ 6.61	\$ 7.32	\$ 5.23	\$ 0.53	\$ 0.52	\$ 26.72

Notes:

[1] Values for PY2019-21 reflect approved values, and do not reflect changes as made through the 11-step process since that time.

[2] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the total Portfolio budget (including PAYS) is equal to \$80.31 million (\$78.48 million approved budget + \$1.82 million in PAYS costs).

Contractor Administrative Costs							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 2.36	\$ 2.63	\$ 3.17	\$ 4.40	\$ 4.37	\$ 4.35	\$ 21.28
Residential	\$ 11.55	\$ 12.32	\$ 13.15	\$ 11.80	\$ -	\$ -	\$ 48.82
Business	\$ 6.19	\$ 10.92	\$ 13.94	\$ 12.24	\$ -	\$ -	\$ 43.29
Portfolio Total	\$ 20.10	\$ 25.87	\$ 30.25	\$ 28.44	\$ 4.37	\$ 4.35	\$ 113.38
Low Income							
Multifamily Low Income	\$ 0.82	\$ 0.88	\$ 1.44	\$ 1.47	\$ 2.62	\$ 2.60	\$ 9.83
Single Family Low Income	\$ 1.47	\$ 1.63	\$ 1.61	\$ 1.54	\$ 1.64	\$ 1.67	\$ 9.55
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 1.00	\$ -	\$ -	\$ 1.00
Business Social Services	\$ 0.07	\$ 0.13	\$ 0.12	\$ 0.39	\$ 0.11	\$ 0.09	\$ 0.90
Low Income Total	\$ 2.36	\$ 2.63	\$ 3.17	\$ 4.40	\$ 4.37	\$ 4.35	\$ 21.28
Residential							
Appliance Recycling	\$ 0.33	\$ 0.33	\$ 0.34	\$ -	\$ -	\$ -	\$ 0.99
Efficient Products	\$ 0.76	\$ 0.54	\$ 0.55	\$ 0.82	\$ -	\$ -	\$ 2.67
Energy Efficient Kits	\$ 0.37	\$ 0.32	\$ 0.29	\$ -	\$ -	\$ -	\$ 0.97
Home Energy Report	\$ 0.42	\$ 0.40	\$ 0.40	\$ -	\$ -	\$ -	\$ 1.22
HVAC	\$ 3.61	\$ 3.78	\$ 3.89	\$ 3.40	\$ -	\$ -	\$ 14.68
Lighting	\$ 0.57	\$ 0.62	\$ 0.46	\$ -	\$ -	\$ -	\$ 1.65
Multifamily Market Rate	\$ 0.62	\$ 0.79	\$ 0.86	\$ 0.73	\$ -	\$ -	\$ 3.00
PAYS	\$ -	\$ -	\$ 0.76	\$ 0.51	\$ -	\$ -	\$ 0.51
Residential Demand Response	\$ 4.04	\$ 4.54	\$ 5.36	\$ 6.34	\$ -	\$ -	\$ 20.28
Residential Education	\$ 0.85	\$ 1.00	\$ 1.00	\$ -	\$ -	\$ -	\$ 2.85
Res Total	\$ 11.55	\$ 12.32	\$ 13.15	\$ 11.80	\$ -	\$ -	\$ 48.82
Business							
Custom	\$ 2.12	\$ 3.86	\$ 5.01	\$ 3.65	\$ -	\$ -	\$ 14.64
New Construction	\$ 0.26	\$ 0.60	\$ 0.75	\$ -	\$ -	\$ -	\$ 1.61
Retro-Commissioning	\$ 0.17	\$ 0.41	\$ 0.63	\$ 0.40	\$ -	\$ -	\$ 1.61
Small Business Direct Install	\$ 0.73	\$ 0.76	\$ 0.77	\$ 0.77	\$ -	\$ -	\$ 3.02
Standard	\$ 1.63	\$ 2.81	\$ 3.10	\$ 2.63	\$ -	\$ -	\$ 10.17
Business Demand Response	\$ 1.20	\$ 2.40	\$ 3.60	\$ 4.80	\$ -	\$ -	\$ 12.00
Business Education	\$ 0.08	\$ 0.08	\$ 0.08	\$ -	\$ -	\$ -	\$ 0.24
Biz Total	\$ 6.19	\$ 10.92	\$ 13.94	\$ 12.24	\$ -	\$ -	\$ 43.29

Notes:

[1] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the Portfolio Admin budget (including PAYS) is equal to \$31.02 million (\$30.25 million approved budget + \$0.76 million in PAYS costs).

Incentive Costs							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 2.69	\$ 3.81	\$ 4.54	\$ 8.04	\$ 6.14	\$ 6.10	\$ 31.33
Residential	\$ 11.64	\$ 12.78	\$ 12.86	\$ 10.98	\$ -	\$ -	\$ 48.26
Business	\$ 9.20	\$ 17.75	\$ 23.50	\$ 17.31	\$ -	\$ -	\$ 67.76
Portfolio Total	\$ 23.53	\$ 34.34	\$ 40.91	\$ 36.33	\$ 6.14	\$ 6.10	\$ 147.36
Low Income							
Multifamily Low Income	\$ 0.68	\$ 1.32	\$ 1.91	\$ 4.53	\$ 3.78	\$ 3.80	\$ 16.02
Single Family Low Income	\$ 1.76	\$ 2.05	\$ 2.15	\$ 1.46	\$ 1.93	\$ 1.96	\$ 11.31
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 0.44	\$ -	\$ -	\$ 0.44
Business Social Services	\$ 0.25	\$ 0.45	\$ 0.49	\$ 1.61	\$ 0.44	\$ 0.34	\$ 3.57
Low Income Total	\$ 2.69	\$ 3.81	\$ 4.54	\$ 8.04	\$ 6.14	\$ 6.10	\$ 31.33
Residential							
Appliance Recycling	\$ 0.15	\$ 0.22	\$ 0.22	\$ -	\$ -	\$ -	\$ 0.59
Efficient Products	\$ 1.12	\$ 1.28	\$ 1.36	\$ 1.09	\$ -	\$ -	\$ 4.85
Energy Efficient Kits	\$ 0.82	\$ 0.82	\$ 0.76	\$ -	\$ -	\$ -	\$ 2.41
Home Energy Report	\$ 1.38	\$ 1.48	\$ 1.48	\$ -	\$ -	\$ -	\$ 4.34
HVAC	\$ 6.91	\$ 7.43	\$ 7.62	\$ 7.12	\$ -	\$ -	\$ 29.08
Lighting	\$ 0.96	\$ 1.12	\$ 0.90	\$ -	\$ -	\$ -	\$ 2.99
Multifamily Market Rate	\$ 0.28	\$ 0.43	\$ 0.52	\$ 0.65	\$ -	\$ -	\$ 1.88
PAYS	\$ -	\$ -	\$ 1.06	\$ 2.12	\$ -	\$ -	\$ 2.12
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res Total	\$ 11.64	\$ 12.78	\$ 12.86	\$ 10.98	\$ -	\$ -	\$ 48.26
Business							
Custom	\$ 3.75	\$ 7.82	\$ 11.03	\$ 8.02	\$ -	\$ -	\$ 30.62
New Construction	\$ 0.41	\$ 1.07	\$ 1.49	\$ -	\$ -	\$ -	\$ 2.98
Retro-Commissioning	\$ 0.32	\$ 0.87	\$ 1.45	\$ 0.92	\$ -	\$ -	\$ 3.55
Small Business Direct Install	\$ 1.41	\$ 1.63	\$ 1.83	\$ 1.83	\$ -	\$ -	\$ 6.70
Standard	\$ 3.31	\$ 6.35	\$ 7.70	\$ 6.54	\$ -	\$ -	\$ 23.91
Business Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Biz Total	\$ 9.20	\$ 17.75	\$ 23.50	\$ 17.31	\$ -	\$ -	\$ 67.76

Notes:

[1] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the Portfolio Admin budget (including PAYS) is equal to \$41.97 million (\$40.91 million approved budget + \$1.06 million in PAYS costs).

EM&V Costs							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 0.12	\$ 0.16	\$ 0.19	\$ 0.22	\$ 0.53	\$ 0.52	\$ 1.73
Residential	\$ 1.32	\$ 1.40	\$ 1.45	\$ 0.99	\$ -	\$ -	\$ 5.15
Business	\$ 0.78	\$ 1.45	\$ 1.89	\$ 1.12	\$ -	\$ -	\$ 5.24
Portfolio Total	\$ 2.22	\$ 3.00	\$ 3.53	\$ 2.33	\$ 0.53	\$ 0.52	\$ 12.13
Low Income							
Multifamily Low Income	\$ 0.01	\$ 0.03	\$ 0.05	\$ 0.16	\$ 0.28	\$ 0.28	\$ 0.80
Single Family Low Income	\$ 0.10	\$ 0.12	\$ 0.13	\$ 0.02	\$ 0.22	\$ 0.22	\$ 0.81
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 0.00	\$ -	\$ -	\$ 0.00
Business Social Services	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.04	\$ 0.03	\$ 0.02	\$ 0.12
Low Income Total	\$ 0.12	\$ 0.16	\$ 0.19	\$ 0.22	\$ 0.53	\$ 0.52	\$ 1.73
Residential							
Appliance Recycling	\$ 0.01	\$ 0.02	\$ 0.02	\$ -	\$ -	\$ -	\$ 0.05
Efficient Products	\$ 0.07	\$ 0.08	\$ 0.09	\$ 0.09	\$ -	\$ -	\$ 0.33
Energy Efficient Kits	\$ 0.06	\$ 0.06	\$ 0.04	\$ -	\$ -	\$ -	\$ 0.17
Home Energy Report	\$ 0.03	\$ 0.04	\$ 0.04	\$ -	\$ -	\$ -	\$ 0.11
HVAC	\$ 0.74	\$ 0.81	\$ 0.86	\$ 0.40	\$ -	\$ -	\$ 2.80
Lighting	\$ 0.14	\$ 0.14	\$ 0.12	\$ -	\$ -	\$ -	\$ 0.40
Multifamily Market Rate	\$ 0.02	\$ 0.04	\$ 0.04	\$ 0.06	\$ -	\$ -	\$ 0.16
PAYS	\$ -	\$ -	\$ -	\$ 0.20	\$ -	\$ -	\$ 0.20
Residential Demand Response	\$ 0.24	\$ 0.22	\$ 0.24	\$ 0.24	\$ -	\$ -	\$ 0.94
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res Total	\$ 1.32	\$ 1.40	\$ 1.45	\$ 0.99	\$ -	\$ -	\$ 5.15
Business							
Custom	\$ 0.36	\$ 0.70	\$ 0.94	\$ 0.52	\$ -	\$ -	\$ 2.52
New Construction	\$ 0.03	\$ 0.08	\$ 0.11	\$ -	\$ -	\$ -	\$ 0.23
Retro-Commissioning	\$ 0.03	\$ 0.07	\$ 0.11	\$ 0.05	\$ -	\$ -	\$ 0.26
Small Business Direct Install	\$ 0.07	\$ 0.07	\$ 0.08	\$ 0.06	\$ -	\$ -	\$ 0.28
Standard	\$ 0.23	\$ 0.41	\$ 0.47	\$ 0.31	\$ -	\$ -	\$ 1.41
Business Demand Response	\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.18	\$ -	\$ -	\$ 0.54
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Biz Total	\$ 0.78	\$ 1.45	\$ 1.89	\$ 1.12	\$ -	\$ -	\$ 5.24

Notes:

[1] Education EM&V costs are distributed amongst the other programs

[2] The addition of PAYS in 2021 does not include additional portfolio or EM&V cost allocations.

Other Portfolio Costs							
(Marketing, Potential Study, Data Tracking & Incremental Labor)							
(In Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 239,318	\$ 246,140	\$ 286,821	\$ 380,481	\$ -	\$ -	\$ 1,152,760
Residential	\$ 2,074,430	\$ 1,894,150	\$ 1,905,045	\$ 1,368,262	\$ -	\$ -	\$ 7,241,887
Business	\$ 1,977,472	\$ 1,468,591	\$ 1,598,114	\$ 1,148,371	\$ -	\$ -	\$ 6,192,548
Portfolio Total	\$ 4,291,220	\$ 3,608,881	\$ 3,789,981	\$ 2,897,114	\$ -	\$ -	\$ 14,587,195
Low Income							
Multifamily Low Income	\$ 28,322	\$ 43,405	\$ 71,550	\$ 291,426	\$ -	\$ -	\$ 434,703
Single Family Low Income	\$ 191,435	\$ 189,494	\$ 203,751	\$ 38,370	\$ -	\$ -	\$ 623,050
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 7,452	\$ -	\$ -	\$ 7,452
Business Social Services	\$ 19,560	\$ 13,241	\$ 11,520	\$ 43,233	\$ -	\$ -	\$ 87,554
Low Income Total	\$ 239,318	\$ 246,140	\$ 286,821	\$ 380,481	\$ -	\$ -	\$ 1,152,760
Residential							
Appliance Recycling	\$ 23,125	\$ 27,453	\$ 28,226	\$ -	\$ -	\$ -	\$ 78,803
Efficient Products	\$ 135,418	\$ 128,034	\$ 140,449	\$ 172,759	\$ -	\$ -	\$ 576,661
Energy Efficient Kits	\$ 123,186	\$ 102,345	\$ 63,254	\$ -	\$ -	\$ -	\$ 288,785
Home Energy Report	\$ 66,745	\$ 57,054	\$ 59,220	\$ -	\$ -	\$ -	\$ 183,018
HVAC	\$ 1,416,225	\$ 1,296,622	\$ 1,351,636	\$ 731,939	\$ -	\$ -	\$ 4,796,422
Lighting	\$ 261,894	\$ 224,929	\$ 191,881	\$ -	\$ -	\$ -	\$ 678,704
Multifamily Market Rate	\$ 47,838	\$ 57,713	\$ 70,379	\$ 104,195	\$ -	\$ -	\$ 280,125
PAYS	\$ -	\$ -	\$ -	\$ 359,368	\$ -	\$ -	\$ 359,368
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res Total	\$ 2,074,430	\$ 1,894,150	\$ 1,905,045	\$ 1,368,262	\$ -	\$ -	\$ 7,241,887
Business							
Custom	\$ 988,499	\$ 773,195	\$ 881,297	\$ 633,275	\$ -	\$ -	\$ 3,276,266
New Construction	\$ 95,109	\$ 91,511	\$ 103,419	\$ -	\$ -	\$ -	\$ 290,039
Retro-Commissioning	\$ 74,337	\$ 75,218	\$ 102,930	\$ 64,714	\$ -	\$ -	\$ 317,199
Small Business Direct Install	\$ 186,241	\$ 80,616	\$ 73,330	\$ 72,162	\$ -	\$ -	\$ 412,349
Standard	\$ 633,286	\$ 448,052	\$ 437,138	\$ 378,220	\$ -	\$ -	\$ 1,896,695
Business Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Biz Total	\$ 1,977,472	\$ 1,468,591	\$ 1,598,114	\$ 1,148,371	\$ -	\$ -	\$ 6,192,548

Notes:

[1] The addition of PAYS in 2021 does not include additional portfolio or EM&V cost allocations.

Incremental Gross MWh Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	10,506	13,973	15,310	17,858	13,216	12,995	83,857
Residential	129,329	102,348	99,395	58,936	-	-	390,007
Business	83,688	162,571	218,099	159,181	-	-	623,539
Portfolio Total	223,522	278,892	332,804	235,975	13,216	12,995	1,097,404
Low Income							
Multifamily Low Income	900	1,650	2,680	9,754	5,760	5,760	26,504
Single Family Low Income	8,556	10,415	10,822	1,622	5,773	5,891	43,078
Targeted Community LED Lighting	-	-	-	565	-	-	565
Business Social Services	1,049	1,908	1,808	5,918	1,683	1,344	13,711
Low Income Total	10,506	13,973	15,310	17,858	13,216	12,995	83,857
Residential							
Appliance Recycling	3,063	4,329	4,344	-	-	-	11,736
Efficient Products	11,335	12,660	13,527	10,161	-	-	47,683
Energy Efficient Kits	7,279	7,279	4,666	-	-	-	19,223
Home Energy Report	35,250	-	-	-	-	-	35,250
HVAC	48,963	52,594	53,484	33,087	-	-	188,127
Lighting	19,762	20,542	17,388	-	-	-	57,691.75
Multifamily Market Rate	2,547	3,633	4,515	4,319	-	-	15,014
PAYS	-	-	4,367	8,735	-	-	8,735
Residential Demand Response	1,130	1,311	1,471	2,635	-	-	6,547
Res Total	129,329	102,348	99,395	58,936	-	-	390,007
Business							
Custom	36,433	74,342	106,856	77,722	-	-	295,353
New Construction	3,562	9,213	12,847	-	-	-	25,623
Retro-Commissioning	2,850	7,678	12,847	8,111	-	-	31,485
Small Business Direct Install	9,258	10,764	12,063	11,777	-	-	43,862
Standard	31,085	60,075	72,986	61,072	-	-	225,217
Business Demand Response	500	500	500	500	-	-	2,000
Biz Total	83,688	162,571	218,099	159,181	-	-	623,539

Notes:

[1] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the total Portfolio savings (including PAYS) is equal to 337,259 (332,804 + 4,455 in PAYS).

Incremental Net MWh Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	10,443	13,858	15,201	17,632	13,115	12,915	83,164
Residential	112,823	84,450	82,467	48,323	-	-	328,063
Business	78,696	152,847	205,044	143,313	-	-	579,900
Portfolio Total	201,962	251,155	302,712	209,268	13,115	12,915	991,127
Low Income							
Multifamily Low Income	900	1,650	2,680	9,754	5,760	5,760	26,504
Single Family Low Income	8,556	10,415	10,822	1,622	5,773	5,891	43,078
Targeted Community LED Lighting	-	-	-	339	-	-	339
Business Social Services	987	1,793	1,700	5,918	1,582	1,263	13,243
Low Income Total	10,443	13,858	15,201	17,632	13,115	12,915	83,164
Residential							
Appliance Recycling	2,358	3,333	3,345	-	-	-	9,037
Efficient Products	8,222	9,188	9,800	8,252	-	-	35,461
Energy Efficient Kits	6,551	6,551	4,199	-	-	-	17,301
Home Energy Report	35,250	-	-	-	-	-	35,250
HVAC	44,361	47,594	48,350	24,815	-	-	165,120
Lighting	12,659	13,203	11,238	-	-	-	37,100.47
Multifamily Market Rate	2,292	3,270	4,064	3,887	-	-	13,513
PAYS	-	-	4,367	8,735	-	-	8,735
Residential Demand Response	1,130	1,311	1,471	2,635	-	-	6,547
Res Total	112,823	84,450	82,467	48,323	-	-	328,063
Business							
Custom	34,247	69,882	100,445	69,949	-	-	274,523
New Construction	3,349	8,660	12,076	-	-	-	24,085
Retro-Commissioning	2,679	7,217	12,076	7,300	-	-	29,272
Small Business Direct Install	8,702	10,118	11,340	10,599	-	-	40,759
Standard	29,220	56,470	68,607	54,965	-	-	209,261
Business Demand Response	500	500	500	500	-	-	2,000
Biz Total	78,696	152,847	205,044	143,313	-	-	579,900

Notes:

[1] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the total Portfolio savings (including PAYS) is equal to 307,167 (302,712 + 4,455 in PAYS).

Incremental Gross MW Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	2.44	3.43	4.08	5.35	4.71	4.67	24.68
Residential	63.08	52.00	54.05	44.81	-	-	213.94
Business	45.59	67.01	80.73	64.89	-	-	258.23
Portfolio Total	111.11	122.44	138.87	115.05	4.71	4.67	496.85
Low Income							
Multifamily Low Income	0.40	0.73	1.19	3.29	2.56	2.56	10.73
Single Family Low Income	1.83	2.34	2.47	0.59	1.77	1.82	10.82
Targeted Community LED Lighting	-	-	-	0.08	-	-	0.08
Business Social Services	0.20	0.36	0.42	1.39	0.38	0.30	3.05
Low Income Total	2.44	3.43	4.08	5.35	4.71	4.67	24.68
Residential							
Appliance Recycling	0.44	0.62	0.63	-	-	-	1.69
Efficient Products	2.94	3.33	3.58	3.36	-	-	13.21
Energy Efficient Kits	1.29	1.29	0.90	-	-	-	3.47
Home Energy Report	16.43	-	-	-	-	-	16.43
HVAC	26.79	29.21	30.00	17.23	-	-	103.23
Lighting	2.95	3.07	2.60	-	-	-	8.61
Multifamily Market Rate	0.75	1.15	1.40	1.52	-	-	4.82
PAYS	-	-	2.04	4.07	-	-	4.07
Residential Demand Response	11.50	13.33	14.96	18.62	-	-	58.41
Res Total	63.08	52.00	54.05	44.81	-	-	213.94
Business							
Custom	10.52	22.76	31.07	22.60	-	-	86.93
New Construction	0.95	2.45	3.41	-	-	-	6.80
Retro-Commissioning	1.05	2.82	4.71	2.97	-	-	11.55
Small Business Direct Install	1.60	1.86	2.09	2.12	-	-	7.68
Standard	6.48	12.13	14.45	12.20	-	-	45.27
Business Demand Response	25.00	25.00	25.00	25.00	-	-	100.00
Biz Total	45.59	67.01	80.73	64.89	-	-	258.23

Notes:

[1] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the total Portfolio savings (including PAYS) is equal to 140.95 (138.87 + 2.08 in PAYS).

Incremental Net MW Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	2.42	3.41	4.06	5.31	4.68	4.66	24.55
Residential	57.41	45.80	47.87	39.73	-	-	190.82
Business	44.36	64.49	77.39	60.90	-	-	247.14
Portfolio Total	104.20	113.71	129.32	105.95	4.68	4.66	462.50
Low Income							
Multifamily Low Income	0.40	0.73	1.19	3.29	2.56	2.56	10.73
Single Family Low Income	1.83	2.34	2.47	0.59	1.77	1.82	10.82
Targeted Community LED Lighting	-	-	-	0.05	-	-	0.05
Business Social Services	0.19	0.34	0.39	1.39	0.36	0.28	2.95
Low Income Total	2.42	3.41	4.06	5.31	4.68	4.66	24.55
Residential							
Appliance Recycling	0.34	0.47	0.48	-	-	-	1.30
Efficient Products	2.14	2.43	2.61	2.75	-	-	9.92
Energy Efficient Kits	1.16	1.16	0.81	-	-	-	3.13
Home Energy Report	16.43	-	-	-	-	-	16.43
HVAC	23.28	25.40	26.07	12.92	-	-	87.68
Lighting	1.89	1.97	1.68	-	-	-	5.54
Multifamily Market Rate	0.67	1.04	1.26	1.37	-	-	4.34
PAYS	-	-	2.04	4.07	-	-	4.07
Residential Demand Response	11.50	13.33	14.96	18.62	-	-	58.41
Res Total	57.41	45.80	47.87	39.73	-	-	190.82
Business							
Custom	9.89	21.39	29.20	20.34	-	-	80.81
New Construction	0.89	2.30	3.20	-	-	-	6.39
Retro-Commissioning	0.98	2.65	4.43	2.68	-	-	10.74
Small Business Direct Install	1.51	1.75	1.97	1.91	-	-	7.13
Standard	6.10	11.40	13.59	10.98	-	-	42.07
Business Demand Response	25.00	25.00	25.00	25.00	-	-	100.00
Biz Total	44.36	64.49	77.39	60.90	-	-	247.14

Notes:

[1] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the total Portfolio savings (including PAYS) is equal to 131.39 (129.32 + 2.08 in PAYS).

Total Resource Cost Test							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	1.20	1.30	1.33	0.94	1.07	1.11	1.13
Residential	1.61	1.76	1.86	1.49	1.20	-	1.69
Business	1.60	1.82	1.97	2.07	-	-	1.88
Portfolio Total*	1.48	1.64	1.75	1.59	1.01	1.05	1.60
Low Income							
Multifamily Low Income	0.50	0.66	0.74	1.14	0.91	0.95	0.91
Single Family Low Income	1.49	1.66	1.80	0.34	1.27	1.32	1.36
Targeted Community LED Lighting				0.16	-	-	0.14
Business Social Services	1.30	1.43	1.49	1.70	1.66	1.74	1.60
Low Income Total	1.20	1.30	1.33	0.94	1.07	1.11	1.13
Residential							
Appliance Recycling	1.29	1.68	1.78	-	-	-	1.59
Efficient Products	1.14	1.33	1.42	1.28	-	-	1.29
Energy Efficient Kits	2.14	2.36	1.69	-	-	-	2.09
Home Energy Report	1.01	1.06	1.14	-	-	-	1.07
HVAC	1.78	1.96	2.07	1.56	-	-	1.87
Lighting	3.89	3.89	4.35	-	-	-	4.02
Multifamily Market Rate	1.10	1.21	1.35	1.28	-	-	1.25
PAYS	-	-	2.62	3.10	-	-	2.63
Residential Demand Response	1.09	1.29	1.43	1.17	-	-	1.24
Res Total	1.61	1.76	1.86	1.49	-	-	1.69
Business							
Custom	1.67	1.90	2.02	2.10	-	-	1.95
New Construction	1.41	1.58	1.70	-	-	-	1.61
Retro-Commissioning	2.62	3.10	3.41	3.52	-	-	3.27
Small Business Direct Install	1.40	1.58	1.71	1.75	-	-	1.61
Standard	1.48	1.67	1.81	1.92	-	-	1.74
Business Demand Response	1.64	1.81	1.98	2.15	-	-	1.89
Biz Total	1.60	1.82	1.97	2.07	-	-	1.88

Notes:

*Includes Earnings Opportunity

Utility Cost Test							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	1.25	1.37	1.40	1.09	1.14	1.18	1.22
Residential	2.23	2.46	2.57	1.74	23.15	-	2.26
Business	2.36	3.00	3.39	3.37	-	-	3.08
Portfolio Total*	2.02	2.36	2.57	2.10	1.07	1.11	2.22
Low Income							
Multifamily Low Income	0.53	0.70	0.78	1.39	0.96	1.00	0.99
Single Family Low Income	1.56	1.73	1.89	0.39	1.35	1.40	1.44
Targeted Community LED Lighting				0.16	-	-	0.14
Business Social Services	1.35	1.49	1.61	1.85	1.80	1.87	1.72
Low Income Total	1.25	1.37	1.40	1.09	1.14	1.18	1.22
Residential							
Appliance Recycling	1.29	1.68	1.78		-	-	1.59
Efficient Products	1.86	2.30	2.49	2.44	-	-	2.26
Energy Efficient Kits	2.57	2.86	2.09	-	-	-	2.53
Home Energy Report	1.01	1.06	1.14	-	-	-	1.07
HVAC	3.21	3.55	3.73	1.93	-	-	3.17
Lighting	3.89	3.89	4.35	-	-	-	4.02
Multifamily Market Rate	1.41	1.60	1.79	2.08	-	-	1.74
PAYS	-	-	2.84	3.46	-	-	
Residential Demand Response	1.09	1.29	1.43	1.17	-	-	1.24
Res Total	2.23	2.46	2.57	1.74	23.15	-	2.26
Business							
Custom	3.24	3.95	4.31	4.40	-	-	4.07
New Construction	2.81	3.34	3.68	-	-	-	3.40
Retro-Commissioning	2.95	3.55	3.93	4.03	-	-	3.74
Small Business Direct Install	1.84	2.13	2.33	2.36	-	-	2.16
Standard	2.59	3.01	3.27	3.42	-	-	3.11
Business Demand Response	1.64	1.81	1.98	2.15	-	-	1.89
Biz Total	2.36	3.00	3.39	3.37	-	-	3.08

Notes:

*Includes Earnings Opportunity

Participant Cost Test							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	5.29	4.70	4.28		2.62	2.64	3.48
Residential	4.46	4.51	4.30		-	-	4.56
Business	2.92	2.91	2.98		-	-	2.98
Portfolio Total*	3.76	3.54	3.42		2.62	2.64	3.52
Low Income							
Multifamily Low Income	1.60	1.57	1.67		1.76	1.77	2.06
Single Family Low Income	7.94	8.36	8.50		5.02	5.10	6.53
Targeted Community LED Lighting	∞	∞	∞		∞	∞	∞
Business Social Services	3.52	3.58	3.11		3.28	3.41	3.32
Low Income Total	5.29	4.70	4.28		2.62	2.64	3.48
Residential							
Appliance Recycling	∞	∞	∞		∞	∞	∞
Efficient Products	3.05	3.05	3.08		-	-	2.94
Energy Efficient Kits	8.91	9.06	5.64		-	-	8.72
Home Energy Report	-	-	-		-	-	-
HVAC	3.02	3.11	3.16		-	-	3.20
Lighting	∞	∞	∞		∞	∞	∞
Multifamily Market Rate	4.15	3.82	4.09		-	-	3.60
PAYS							
Residential Demand Response	∞	∞	∞		∞	∞	∞
Res Total	4.46	4.51	4.30		-	-	4.56
Business							
Custom	2.70	2.67	2.74		-	-	2.73
New Construction	2.38	2.42	2.46		-	-	2.45
Retro-Commissioning	4.66	4.73	4.80		-	-	4.80
Small Business Direct Install	3.54	3.61	3.67		-	-	3.63
Standard	2.99	3.12	3.22		-	-	3.19
Business Demand Response	∞	∞	∞		∞	∞	∞
Biz Total	2.92	2.91	2.98		-	-	2.98

Notes:

*Includes Earnings Opportunity

Ratepayer Impact Measure (Net Fuel)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	0.54	0.59	0.64		0.71	0.73	0.64
Residential	0.77	0.83	0.89		-	-	0.83
Business	0.98	1.04	1.09		-	-	1.05
Portfolio Total*	0.80	0.88	0.95		0.68	0.70	0.89
Low Income							
Multifamily Low Income	0.44	0.56	0.62		0.74	0.77	0.68
Single Family Low Income	0.55	0.59	0.63		0.65	0.67	0.59
Targeted Community LED Lighting							
Business Social Services	0.58	0.62	0.72		0.79	0.80	0.72
Low Income Total	0.54	0.59	0.64		0.71	0.73	0.64
Residential							
Appliance Recycling	0.43	0.48	0.51		-	-	0.47
Efficient Products	0.61	0.68	0.73		-	-	0.69
Energy Efficient Kits	0.60	0.64	0.64		-	-	0.63
Home Energy Report	0.44	0.47	0.50		-	-	0.48
HVAC	0.87	0.93	0.98		-	-	0.90
Lighting							
Multifamily Market Rate	0.56	0.62	0.66		-	-	0.65
PAYS					-	-	0.88
Residential Demand Response	1.01	1.18	1.31		-	-	1.14
Res Total	0.77	0.83	0.89		-	-	0.82
Business							
Custom	0.97	1.10	1.15		-	-	1.12
New Construction	0.91	0.99	1.05		-	-	1.03
Retro-Commissioning	1.12	1.25	1.34		-	-	1.32
Small Business Direct Install	0.66	0.71	0.76		-	-	0.73
Standard	0.77	0.82	0.87		-	-	0.85
Business Demand Response	1.59	1.75	1.91		-	-	1.82
Biz Total	0.98	1.04	1.09		-	-	1.08

Notes:

*Includes Earnings Opportunity