CONFIDENTIAL SETTLEMENT DOCUMENT

Appendix A – Net-to-Gross Adjustment

2014 Net-to-Gross Adjustment

| | Evaluators' EM&V Final Reports | | | | | | | | | | | | | Adjusted to Program NTG=1 | | |
|------------------------|--------------------------------|---------|---------------|-------------------------|-------------|----------------------------|--------|---------------|----|------------|---------------|---------------------|---------------|---------------------------|-------------|--|
| | | | Energy Saving | s and Net-To-Gros | | Utility Benefits and Costs | | | | | | Performance Results | | | | |
| | | MWh | MWh | | MWh | | | 2013\$ | | 2013\$ | 2013\$ | | 2013\$ | 2013\$ | MWh | |
| Program | Table | Ex-Ante | Ex-Post Gross | Realization Rate | Net Savings | NTG | Table | Benefits | | Costs | Net Benefits | | Benefits | Net Benefits | Net Savings | |
| | | x | а | r = a/x | b | c = b/a | | d | | е | f = d - e | | g | h = g - e | а | |
| Appliance Recycling | 1 | 12,932 | 8,850 | 0.684 | 6,281 | 0.710 | 4 | \$2,927,005 | \$ | 1,356,441 | \$1,570,564 | | \$4,101,127 | \$2,744,686 | 8,850 | |
| Low Income | 1 | 7,484 | 5,077 | 0.678 | 4,863 | 0.958 | 4 | \$3,571,252 | \$ | 3,429,879 | \$141,373 | | \$3,713,344 | \$283,465 | 5,077 | |
| New Construction | 1 | 408 | 275 | 0.674 | 118 | 0.429 | 4 | \$161,508 | \$ | 301,206 | (\$139,698) | | \$376,476 | \$75,270 | 275 | |
| HVAC | 1 | 39,777 | 36,004 | 0.905 | 34,343 | 0.954 | 4 | \$30,799,614 | \$ | 7,748,069 | \$23,051,545 | | \$32,272,798 | \$24,524,729 | 36,004 | |
| Lighting | 1 | 144,913 | 156,842 | 1.082 | 155,780 | 0.993 | 4 | \$46,392,750 | \$ | 8,924,334 | \$37,468,416 | | \$46,824,931 | \$37,900,597 | 156,842 | |
| Home Energy Analysis | 1 | 701 | 442 | 0.631 | 375 | 0.848 | 4 | \$211,512 | \$ | 310,250 | (\$98,738) | | \$248,838 | (\$61,412) | 442 | |
| Efficient Products | 1 | 11,849 | 6,697 | 0.565 | 6,089 | 0.909 | 4 | \$3,618,024 | \$ | 1,737,227 | \$1,880,797 | | \$3,984,322 | \$2,247,095 | 6,697 | |
| PY14 Total Residential | 1 | 218,064 | 214,187 | 0.982 | 207,849 | 0.970 | 4 | \$87,681,665 | \$ | 23,807,406 | \$63,874,259 | | \$91,521,836 | \$67,714,430 | 214,187 | |
| Custom | 1-2 | 80,380 | 83,161 | 1.035 | 76,494 | 0.920 | F-5,9 | \$57,280,624 | \$ | 7,698,197 | \$49,582,427 | | \$63,273,931 | \$55,575,734 | 83,161 | |
| Standard | 1-2 | 38,590 | 40,071 | 1.038 | 38,408 | 0.958 | F-5,13 | \$24,850,507 | \$ | 4,018,966 | \$20,831,541 | | \$25,889,729 | \$21,870,763 | 40,071 | |
| New Construction | 1-2 | 13,171 | 13,400 | 1.017 | 13,374 | 0.998 | F-5,17 | \$10,001,717 | \$ | 1,599,117 | \$8,402,600 | | \$10,021,342 | \$8,422,225 | 13,400 | |
| Retro-Comm. | 1-2 | 11,641 | 9,626 | 0.827 | 9,056 | 0.941 | F-5,21 | \$4,930,974 | \$ | 1,696,406 | \$3,234,568 | | \$5,217,440 | \$3,521,034 | 9,626 | |
| PY14 Total Business | 1-2 | 143,782 | 146,258 | 1.017 | 137,332 | 0.939 | F-5 | \$97,063,822 | \$ | 15,012,686 | \$82,051,136 | | \$104,402,442 | \$89,389,756 | 146,258 | |
| PY14 Total Portfolio | | 361,846 | 360,445 | 0.996 | 345,181 | 0.9577 | | \$184,745,487 | \$ | 38,820,092 | \$145,925,395 | | \$195,924,278 | \$157,104,186 | 360,445 | |

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Appendix A – Net-to-Gross Adjustment

2015 Net-to-Gross Adjustment

| | Evaluators' EM&V Final Reports | | | | | | | | | | | | | Adjusted to Program NTG=1 | | |
|------------------------|--------------------------------|---------|---------------|-------------------------|-------------|---------|-------|---------------|------------------|---------------------|---------------------|---------------|---------------|---------------------------|--|--|
| | | | Energy Saving | s and Net-To-Gros | s | | | Utility Be | enefits and Cost | | Performance Results | | | | | |
| | | MWh | MWh | | MWh | | | 2013\$ | 2013\$ | 2013\$ | | 2013\$ | 2013\$ | MWh | | |
| Program | Table | Ex-Ante | Ex-Post Gross | Realization Rate | Net Savings | NTG | Table | Benefits | Costs | Net Benefits | | Benefits | Net Benefits | Net Savings | | |
| | | x | а | r = a/x | b | c = b/a | | d | е | f = d - e | | g | h = g - e | а | | |
| Appliance Recycling | 1 | 9,982 | 10,774 | 1.079 | 8,237 | 0.765 | 4 | \$2,929,764 | \$ 1,830,835 | \$1,098,929 | | \$3,834,544 | \$2,003,709 | 10,774 | | |
| Low Income | 1 | 4,976 | 5,050 | 1.015 | 4,838 | 0.958 | 4 | \$2,439,379 | \$ 2,777,124 | (\$337,745) | | \$2,546,324 | (\$230,800) | 5,050 | | |
| New Construction - N/A | 1 | | | | | | | | | \$0 | | | \$0 | | | |
| HVAC | 1 | 58,451 | 54,622 | 0.934 | 60,677 | 1.111 | 4 | \$24,431,963 | \$ 11,139,399 | \$13,292,564 | | \$22,204,979 | \$11,065,580 | 54,622 | | |
| Lighting | 1 | 77,539 | 68,326 | 0.881 | 60,830 | 0.890 | 4 | \$20,457,518 | \$ 5,863,386 | \$14,594,132 | | \$23,756,925 | \$17,893,539 | 68,326 | | |
| Home Energy Analysis | 1 | 644 | 385 | 0.598 | 332 | 0.862 | 4 | \$147,791 | \$ 199,294 | (\$51,503) | | \$171,253 | (\$28,041) | 385 | | |
| Efficient Products | 1 | 10,049 | 7,908 | 0.787 | 7,755 | 0.981 | 4 | \$2,870,124 | \$ 1,818,795 | \$1,051,329 | | \$2,967,428 | \$1,148,633 | 7,908 | | |
| PY15 Total Residential | | 161,641 | 147,065 | 0.910 | 142,669 | 0.970 | 4 | \$53,276,539 | \$ 23,628,833 | \$29,647,706 | | \$55,481,453 | \$31,852,620 | 147,065 | | |
| Custom | 1-2 | 173,413 | 180,356 | 1.040 | 183,922 | 1.020 | N-7 | \$98,507,036 | \$ 15,876,477 | \$82,630,559 | | \$98,013,321 | \$82,136,844 | 180,356 | | |
| Standard | 1-2 | 60,206 | 67,000 | 1.113 | 69,540 | 1.038 | N-12 | \$34,372,899 | \$ 5,725,605 | \$28,647,294 | | \$32,620,274 | \$26,894,669 | 67,000 | | |
| New Construction | 1-2 | 29,665 | 29,192 | 0.984 | 27,884 | 0.955 | N-17 | \$18,713,713 | \$ 2,595,803 | \$16,117,910 | | \$20,072,494 | \$17,476,691 | 29,192 | | |
| Retro-Comm. | 1-2 | 41,015 | 36,949 | 0.901 | 36,360 | 0.984 | N-22 | \$19,087,827 | \$ 4,095,735 | \$14,992,092 | | \$19,397,344 | \$15,301,609 | 36,949 | | |
| PY15 Total Business | 1-2 | 304,299 | 313,497 | 1.030 | 317,705 | 1.013 | N-2 | \$170,681,475 | \$28,293,620 | \$142,387,855 | | \$170,103,432 | \$141,809,812 | 313,497 | | |
| PY15 Total Portfolio | | 465,940 | 460,562 | 0.988 | 460,374 | 0.9996 | | \$223,958,014 | \$ 51,922,453 | \$172,035,561 | | \$225,584,885 | \$173,662,432 | 460,562 | | |