# Appendix H

# Achievable Program Potential Results

| |
|---|
| **Electric** |
| **All** |
| **Total** |
| **3 Year Payback** |

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 540,198,528 | 1,141,627,226 | 1,779,604,257 | 2,368,961,364 | 2,944,174,673 | 3,502,417,313 | 4,033,834,700 | 4,538,226,964 | 5,006,760,560 | 5,446,544,357 |
| **Cumulative Gross Peak Demand - kW** | 109,230 | 235,217 | 372,469 | 510,759 | 650,001 | 787,650 | 921,014 | 1,048,706 | 1,168,970 | 1,281,731 |
| **Cumulative Net Energy Savings - kWh** | 196,412,465 | 471,883,077 | 800,472,100 | 1,139,143,038 | 1,484,463,182 | 1,828,061,981 | 2,160,821,624 | 2,480,306,108 | 2,781,432,894 | 3,065,926,910 |
| **Cumulative Net Peak Demand Savings - kW** | 51,899 | 124,185 | 211,059 | 305,457 | 404,280 | 504,425 | 603,184 | 698,883 | 790,004 | 875,932 |
| **New Net Energy Savings - kWh** | 196,412,465 | 275,470,612 | 328,589,023 | 338,670,938 | 345,320,144 | 343,598,799 | 332,759,643 | 319,484,484 | 301,126,787 | 284,494,016 |
| **New Net Peak Demand Savings - kW** | 51,899 | 72,286 | 86,874 | 94,398 | 98,823 | 100,144 | 98,760 | 95,698 | 91,121 | 85,928 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 16,261,947 | 17,473,302 | 18,565,634 | 19,043,263 | 19,761,537 | 20,305,377 | 20,691,361 | 20,938,902 | 21,066,922 | 21,094,264 |
| **Marketing** | 22,484,626 | 22,609,260 | 22,736,934 | 21,907,722 | 22,041,700 | 22,178,946 | 22,319,539 | 22,463,561 | 22,611,096 | 22,762,230 |
| **Incentives** | 40,268,501 | 46,247,927 | 51,503,553 | 55,686,888 | 58,810,385 | 60,954,751 | 62,223,772 | 62,732,753 | 62,596,128 | 61,925,516 |
| **Total** | 79,015,075 | 86,330,489 | 92,806,121 | 96,637,873 | 100,613,622 | 103,439,074 | 105,234,672 | 106,135,217 | 106,274,147 | 105,782,009 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 216,491,483 | 287,717,340 | 327,401,020 | 328,364,948 | 323,014,345 | 309,542,925 | 288,650,350 | 265,208,603 | 239,190,677 | 215,034,127 |
| **PV Annual Program Marketing and Admin Costs** | 38,746,573 | 38,126,849 | 37,370,418 | 35,244,446 | 34,222,497 | 33,083,080 | 31,858,932 | 30,580,353 | 29,272,950 | 27,958,439 |
| **PV Net Measure Costs** | 69,413,624 | 83,431,684 | 92,828,665 | 96,986,052 | 98,785,685 | 98,128,859 | 95,584,410 | 91,788,377 | 87,104,870 | 81,929,875 |
| **TRC Ratio** | 2 00 | 2.37 | 2.51 | 2.48 | 2.43 | 2 36 | 2.26 | 2.17 | 2.06 | 1 96 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0.40 | $0 31 | $0 28 | $0.29 | $0.29 | $0.30 | $0 32 | $0 33 | $0 35 | $0.37 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 216,491,483 | 287,717,340 | 327,401,020 | 328,364,948 | 323,014,345 | 309,542,925 | 288,650,350 | 265,208,603 | 239,190,677 | 215,034,127 |
| **PV Annual Program Costs** | 79,015,075 | 82,118,242 | 83,970,650 | 83,171,341 | 82,368,008 | 80,549,315 | 77,949,175 | 74,780,373 | 71,224,792 | 67,435,848 |
| **PV Lost Revenue** | 215,373,914 | 289,958,638 | 331,777,499 | 326,437,970 | 318,837,428 | 303,684,634 | 281,019,371 | 257,640,790 | 231,575,156 | 208,363,182 |
| **RIM** | 0.74 | 0.77 | 0.79 | 0.80 | 0 81 | 0 81 | 0.80 | 0.80 | 0.79 | 0.78 |

| | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 5,688,955,420 | 6,070,188,482 | 6,417,637,687 | 6,740,495,165 | 7,039,873,060 | 7,316,001,167 | 7,567,050,171 | 7,798,031,896 | 8,009,982,353 | 8,206,507,566 |
| **Cumulative Gross Peak Demand - kW** | 1,372,858 | 1,469,386 | 1,557,238 | 1,637,330 | 1,709,708 | 1,773,751 | 1,829,087 | 1,876,996 | 1,917,941 | 1,953,189 |
| **Cumulative Net Energy Savings - kWh** | 3,294,746,184 | 3,542,965,579 | 3,771,744,244 | 3,984,547,718 | 4,181,688,843 | 4,362,630,717 | 4,527,494,910 | 4,678,134,843 | 4,815,902,554 | 4,943,015,693 |
| **Cumulative Net Peak Demand Savings - kW** | 952,667 | 1,026,595 | 1,094,128 | 1,155,610 | 1,210,951 | 1,259,399 | 1,300,689 | 1,335,771 | 1,365,091 | 1,389,739 |
| **New Net Energy Savings - kWh** | 264,717,094 | 248,219,395 | 228,778,665 | 212,803,474 | 197,141,126 | 180,941,873 | 164,864,194 | 150,639,932 | 137,767,712 | 127,113,139 |
| **New Net Peak Demand Savings - kW** | 79,906 | 73,929 | 67,532 | 61,482 | 55,341 | 48,448 | 41,290 | 35,083 | 29,320 | 24,648 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 21,007,164 | 20,877,851 | 20,615,777 | 20,375,287 | 20,035,615 | 19,488,398 | 18,966,190 | 18,478,951 | 17,808,030 | 17,340,123 |
| **Marketing** | 22,917,049 | 23,075,645 | 23,238,109 | 23,404,535 | 23,575,021 | 23,749,665 | 23,928,568 | 24,111,835 | 24,299,572 | 24,491,888 |
| **Incentives** | 60,749,588 | 59,298,756 | 57,395,871 | 55,471,970 | 53,109,134 | 49,905,071 | 46,867,570 | 44,087,942 | 40,993,880 | 38,557,430 |
| **Total** | 104,673,801 | 103,252,252 | 101,249,757 | 99,251,793 | 96,719,771 | 93,143,134 | 89,762,328 | 86,678,729 | 83,101,482 | 80,389,440 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 190,649,968 | 169,268,612 | 147,791,242 | 129,445,142 | 112,519,753 | 96,241,593 | 81,195,171 | 68,615,755 | 57,742,632 | 49,071,257 |
| **PV Annual Program Marketing and Admin Costs** | 26,635,353 | 25,352,648 | 24,060,987 | 22,848,347 | 21,649,539 | 20,417,281 | 19,266,878 | 18,196,935 | 17,112,700 | 16,171,198 |
| **PV Net Measure Costs** | 76,188,006 | 70,633,511 | 64,848,430 | 59,508,010 | 54,199,407 | 48,630,961 | 43,388,704 | 38,774,077 | 34,431,435 | 30,825,877 |
| **TRC Ratio** | 1 85 | 1.76 | 1.66 | 1.57 | 1.48 | 1 39 | 1.30 | 1.20 | 1.12 | 1 04 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0.40 | $0.42 | $0.44 | $0.47 | $0.49 | $0.51 | $0 54 | $0 58 | $0 60 | $0.63 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 190,649,968 | 169,268,612 | 147,791,242 | 129,445,142 | 112,519,753 | 96,241,593 | 81,195,171 | 68,615,755 | 57,742,632 | 49,071,257 |
| **PV Annual Program Costs** | 63,473,501 | 59,556,536 | 55,551,954 | 51,798,735 | 48,014,399 | 43,982,765 | 40,318,209 | 37,033,530 | 33,772,778 | 31,076,527 |
| **PV Lost Revenue** | 184,870,047 | 164,806,417 | 143,992,975 | 126,912,287 | 111,208,083 | 96,247,305 | 82,360,725 | 70,599,778 | 60,453,351 | 52,222,864 |
| **RIM** | 0.77 | 0.75 | 0.74 | 0.72 | 0.71 | 0 69 | 0.66 | 0.64 | 0.61 | 0 59 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Total** |
| **3 Year Payback** |

| Commercial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 249,391,738 | 518,654,399 | 797,510,028 | 1,056,925,736 | 1,300,500,900 | 1,530,922,891 | 1,745,700,012 | 1,945,272,954 | 2,123,528,621 | 2,287,134,580 |
| Cumulative Gross Peak Demand - kW | 34,833 | 72,163 | 110,540 | 146,359 | 180,175 | 212,035 | 241,638 | 269,022 | 293,702 | 316,313 |
| Cumulative Net Energy Savings - kWh | 88,834,141 | 205,509,026 | 339,279,633 | 471,291,245 | 599,464,373 | 722,001,006 | 836,587,097 | 942,840,368 | 1,038,370,216 | 1,125,492,674 |
| Cumulative Net Peak Demand Savings - kW | 14,032 | 31,876 | 51,976 | 71,884 | 91,308 | 109,872 | 127,260 | 143,401 | 158,095 | 171,565 |
| New Net Energy Savings - kWh | 88,834,141 | 116,674,884 | 133,770,608 | 132,011,611 | 128,173,128 | 122,536,633 | 114,586,091 | 106,253,271 | 95,529,848 | 87,122,459 |
| New Net Peak Demand Savings - kW | 14,032 | 17,844 | 20,100 | 19,908 | 19,423 | 18,564 | 17,388 | 16,141 | 14,693 | 13,471 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,208,893 | 4,328,885 | 4,444,747 | 4,350,581 | 4,400,503 | 4,420,127 | 4,413,878 | 4,386,413 | 4,342,181 | 4,285,244 |
| Marketing | 10,430,000 | 10,430,000 | 10,430,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 |
| Incentives | 17,426,632 | 18,525,273 | 19,521,952 | 20,199,688 | 20,556,654 | 20,626,974 | 20,454,209 | 20,083,393 | 19,557,422 | 18,915,376 |
| Total | 32,065,524 | 33,284,158 | 34,396,699 | 34,580,269 | 34,987,158 | 35,077,101 | 34,898,087 | 34,499,806 | 33,929,604 | 33,230,621 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 81,880,981 | 101,234,577 | 109,781,729 | 103,128,529 | 95,623,840 | 87,393,095 | 78,172,130 | 69,151,534 | 59,482,627 | 51,804,829 |
| PV Annual Program Marketing and Admin Costs | 14,638,893 | 14,038,768 | 13,458,618 | 12,376,640 | 11,813,627 | 11,252,497 | 10,698,835 | 10,157,465 | 9,632,217 | 9,125,943 |
| PV Net Measure Costs | 28,105,270 | 30,852,286 | 32,490,692 | 32,327,857 | 31,863,652 | 30,796,549 | 29,312,209 | 27,570,014 | 25,678,902 | 23,747,913 |
| TRC Ratio | 1 92 | 2.26 | 2.39 | 2.31 | 2.19 | 2 08 | 1.95 | 1.83 | 1.68 | 1 58 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.36 | $0 29 | $0 26 | $0.26 | $0.27 | $0.29 | $0 30 | $0 32 | $0 36 | $0.38 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 81,880,981 | 101,234,577 | 109,781,729 | 103,128,529 | 95,623,840 | 87,393,095 | 78,172,130 | 69,151,534 | 59,482,627 | 51,804,829 |
| PV Annual Program Costs | 32,065,524 | 31,660,154 | 31,122,011 | 29,761,493 | 28,642,468 | 27,314,982 | 25,849,628 | 24,307,751 | 22,739,575 | 21,184,463 |
| PV Lost Revenue | 94,571,489 | 118,763,752 | 130,171,851 | 122,783,163 | 113,922,907 | 104,059,304 | 92,951,730 | 82,315,981 | 70,664,060 | 61,518,268 |
| RIM | 0 65 | 0.67 | 0.68 | 0.68 | 0 67 | 0 67 | 0.66 | 0.65 | 0.64 | 0 63 |

| Commercial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,386,664,048 | 2,523,548,402 | 2,645,072,486 | 2,756,538,263 | 2,858,833,490 | 2,953,191,489 | 3,038,467,692 | 3,117,353,730 | 3,190,258,908 | 3,258,097,184 |
| Cumulative Gross Peak Demand - kW | 331,105 | 349,975 | 366,909 | 382,427 | 396,662 | 409,740 | 421,631 | 432,603 | 442,726 | 452,114 |
| Cumulative Net Energy Savings - kWh | 1,188,234,669 | 1,260,112,161 | 1,324,939,863 | 1,384,154,449 | 1,438,212,854 | 1,487,890,319 | 1,533,993,807 | 1,576,658,080 | 1,616,254,053 | 1,653,143,414 |
| Cumulative Net Peak Demand Savings - kW | 181,961 | 193,211 | 203,463 | 212,873 | 221,516 | 229,457 | 236,814 | 243,622 | 249,933 | 255,801 |
| New Net Energy Savings - kWh | 78,712,556 | 71,877,492 | 64,827,702 | 59,214,586 | 54,058,405 | 49,677,465 | 46,103,488 | 42,664,273 | 39,595,973 | 36,889,361 |
| New Net Peak Demand Savings - kW | 12,267 | 11,250 | 10,251 | 9,410 | 8,643 | 7,941 | 7,357 | 6,808 | 6,312 | 5,867 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,217,952 | 4,145,726 | 4,070,119 | 3,993,279 | 3,909,819 | 3,825,078 | 3,751,232 | 3,680,907 | 3,613,365 | 3,551,142 |
| Marketing | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 |
| Incentives | 18,187,066 | 17,410,863 | 16,607,640 | 15,797,721 | 14,970,554 | 14,153,676 | 13,398,403 | 12,680,839 | 12,000,664 | 11,368,768 |
| Total | 32,435,018 | 31,586,588 | 30,707,759 | 29,821,000 | 28,910,374 | 28,008,754 | 27,179,635 | 26,391,746 | 25,644,029 | 24,949,910 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 44,757,227 | 39,020,112 | 33,602,858 | 29,238,609 | 25,419,342 | 22,222,128 | 19,627,713 | 17,294,610 | 15,279,582 | 13,547,345 |
| PV Annual Program Marketing and Admin Costs | 8,639,864 | 8,176,646 | 7,736,208 | 7,318,639 | 6,920,116 | 6,542,454 | 6,190,064 | 5,857,992 | 5,544,719 | 5,250,126 |
| PV Net Measure Costs | 21,799,477 | 19,941,754 | 18,173,102 | 16,518,811 | 14,943,237 | 13,504,283 | 12,214,047 | 11,043,244 | 9,982,819 | 9,031,255 |
| TRC Ratio | 1.47 | 1.39 | 1.30 | 1.23 | 1.16 | 1.11 | 1.07 | 1.02 | 0.98 | 0 95 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.41 | $0.44 | $0.47 | $0.50 | $0.53 | $0.56 | $0 59 | $0 62 | $0 65 | $0.68 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 44,757,227 | 39,020,112 | 33,602,858 | 29,238,609 | 25,419,342 | 22,222,128 | 19,627,713 | 17,294,610 | 15,279,582 | 13,547,345 |
| PV Annual Program Costs | 19,668,380 | 18,219,339 | 16,848,198 | 15,563,347 | 14,351,918 | 13,225,907 | 12,208,175 | 11,275,887 | 10,421,837 | 9,645,005 |
| PV Lost Revenue | 53,042,554 | 46,213,256 | 39,756,561 | 34,627,952 | 30,135,640 | 26,391,139 | 23,332,930 | 20,562,895 | 18,167,480 | 16,106,425 |
| RIM | 0 62 | 0.61 | 0.59 | 0.58 | 0 57 | 0 56 | 0.55 | 0.54 | 0.53 | 0 53 |

| |
|---|
| Electric |
| Industrial |
| Total |
| 3 Year Payback |

| Industrial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 103,963,663 | 217,087,281 | 334,557,770 | 452,732,524 | 569,182,047 | 682,540,386 | 792,253,904 | 898,329,568 | 1,001,083,065 | 1,100,991,537 |
| Cumulative Gross Peak Demand - kW | 9,933 | 20,787 | 32,123 | 43,599 | 54,983 | 66,133 | 76,985 | 87,525 | 97,774 | 107,771 |
| Cumulative Net Energy Savings - kWh | 36,000,059 | 87,667,471 | 149,246,314 | 216,305,888 | 285,753,681 | 355,662,645 | 425,001,755 | 493,369,499 | 560,733,111 | 627,265,073 |
| Cumulative Net Peak Demand Savings - kW | 3,624 | 8,764 | 14,893 | 21,597 | 28,582 | 35,655 | 42,708 | 49,692 | 56,594 | 63,425 |
| New Net Energy Savings - kWh | 36,000,059 | 51,667,412 | 61,578,843 | 67,059,574 | 69,447,793 | 69,908,964 | 69,339,110 | 68,367,743 | 67,363,613 | 66,531,961 |
| New Net Peak Demand Savings - kW | 3,624 | 5,140 | 6,129 | 6,704 | 6,985 | 7,073 | 7,053 | 6,983 | 6,902 | 6,831 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,878,054 | 5,198,966 | 5,466,015 | 5,679,814 | 5,842,570 | 5,957,743 | 6,029,318 | 6,062,884 | 6,063,378 | 6,036,079 |
| Marketing | 4,960,000 | 5,080,976 | 5,204,902 | 5,331,851 | 5,461,896 | 5,595,113 | 5,731,579 | 5,871,374 | 6,014,578 | 6,161,275 |
| Incentives | 3,503,739 | 3,973,604 | 4,370,437 | 4,695,103 | 4,950,607 | 5,141,628 | 5,273,182 | 5,353,438 | 5,388,770 | 5,386,309 |
| Total | 13,341,793 | 14,253,546 | 15,041,354 | 15,706,767 | 16,255,073 | 16,694,483 | 17,034,079 | 17,287,695 | 17,466,725 | 17,583,662 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 28,657,404 | 39,026,315 | 44,265,459 | 46,028,149 | 45,594,875 | 44,010,103 | 41,844,289 | 39,422,922 | 37,103,114 | 34,989,990 |
| PV Annual Program Marketing and Admin Costs | 9,838,054 | 9,778,362 | 9,655,008 | 9,477,184 | 9,254,476 | 8,996,355 | 8,711,503 | 8,408,597 | 8,094,630 | 7,775,792 |
| PV Net Measure Costs | 8,807,960 | 11,037,086 | 12,424,960 | 13,164,883 | 13,427,932 | 13,354,332 | 13,050,101 | 12,598,679 | 12,054,325 | 11,457,717 |
| TRC Ratio | 1 54 | 1.87 | 2.00 | 2.03 | 2 01 | 1 97 | 1.92 | 1.88 | 1.84 | 1 82 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.37 | $0 28 | $0 24 | $0.23 | $0.23 | $0.24 | $0 25 | $0 25 | $0 26 | $0.26 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 28,657,404 | 39,026,315 | 44,265,459 | 46,028,149 | 45,594,875 | 44,010,103 | 41,844,289 | 39,422,922 | 37,103,114 | 34,989,990 |
| PV Annual Program Costs | 13,341,793 | 13,558,085 | 13,609,364 | 13,518,022 | 13,307,323 | 13,000,205 | 12,617,442 | 12,180,503 | 11,706,176 | 11,209,554 |
| PV Lost Revenue | 28,543,186 | 39,168,969 | 44,627,937 | 46,452,210 | 45,971,792 | 44,214,706 | 41,891,194 | 39,446,820 | 37,111,096 | 34,988,330 |
| RIM | 0 68 | 0.74 | 0.76 | 0.77 | 0.77 | 0.77 | 0.77 | 0.76 | 0.76 | 0.76 |

| Industrial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 1,195,581,274 | 1,287,538,728 | 1,377,051,911 | 1,464,604,508 | 1,550,429,427 | 1,634,585,550 | 1,717,409,874 | 1,799,082,430 | 1,879,754,728 | 1,959,581,619 |
| Cumulative Gross Peak Demand - kW | 117,247 | 126,478 | 135,477 | 144,297 | 152,968 | 161,488 | 169,900 | 178,224 | 186,479 | 194,681 |
| Cumulative Net Energy Savings - kWh | 690,737,768 | 753,080,700 | 814,310,635 | 874,715,613 | 934,385,469 | 993,256,646 | 1,051,532,265 | 1,109,287,755 | 1,166,583,087 | 1,223,491,640 |
| Cumulative Net Peak Demand Savings - kW | 69,946 | 76,358 | 82,658 | 88,882 | 95,046 | 101,138 | 107,189 | 113,209 | 119,208 | 125,196 |
| New Net Energy Savings - kWh | 63,472,696 | 62,342,932 | 61,229,935 | 60,404,978 | 59,669,856 | 58,871,177 | 58,275,618 | 57,755,490 | 57,295,331 | 56,908,554 |
| New Net Peak Demand Savings - kW | 6,521 | 6,412 | 6,300 | 6,224 | 6,163 | 6,092 | 6,051 | 6,020 | 5,999 | 5,988 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,960,503 | 5,886,505 | 5,790,245 | 5,690,880 | 5,585,247 | 5,469,470 | 5,358,223 | 5,248,227 | 5,140,589 | 5,037,525 |
| Marketing | 6,311,550 | 6,465,490 | 6,623,185 | 6,784,726 | 6,950,207 | 7,119,724 | 7,293,376 | 7,471,263 | 7,653,489 | 7,840,160 |
| Incentives | 5,293,621 | 5,221,593 | 5,110,695 | 5,001,513 | 4,883,381 | 4,744,462 | 4,616,391 | 4,489,625 | 4,365,188 | 4,247,032 |
| Total | 17,565,673 | 17,573,588 | 17,524,124 | 17,477,119 | 17,418,835 | 17,333,656 | 17,267,991 | 17,209,116 | 17,159,267 | 17,124,716 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 31,866,314 | 29,856,815 | 27,919,424 | 26,201,227 | 24,603,968 | 23,089,879 | 21,760,257 | 20,535,703 | 19,401,592 | 18,355,259 |
| PV Annual Program Marketing and Admin Costs | 7,441,691 | 7,124,707 | 6,810,784 | 6,510,921 | 6,222,950 | 5,944,695 | 5,682,672 | 5,434,409 | 5,199,565 | 4,978,187 |
| PV Net Measure Costs | 10,603,574 | 9,923,806 | 9,228,825 | 8,577,875 | 7,954,570 | 7,345,360 | 6,788,611 | 6,270,560 | 5,789,427 | 5,347,837 |
| TRC Ratio | 1.77 | 1.75 | 1.74 | 1.74 | 1.74 | 1.74 | 1.74 | 1.75 | 1.77 | 1.78 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.28 | $0 28 | $0 29 | $0.29 | $0.29 | $0.29 | $0 30 | $0 30 | $0 30 | $0.30 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 31,866,314 | 29,856,815 | 27,919,424 | 26,201,227 | 24,603,968 | 23,089,879 | 21,760,257 | 20,535,703 | 19,401,592 | 18,355,259 |
| PV Annual Program Costs | 10,651,708 | 10,136,554 | 9,614,831 | 9,121,172 | 8,647,197 | 8,185,060 | 7,756,199 | 7,352,603 | 6,973,595 | 6,619,983 |
| PV Lost Revenue | 31,855,635 | 29,852,436 | 27,966,034 | 26,308,116 | 24,773,712 | 23,292,727 | 21,965,510 | 20,731,565 | 19,578,609 | 18,505,230 |
| RIM | 0.75 | 0.75 | 0.74 | 0.74 | 0.74 | 0.73 | 0.73 | 0.73 | 0.73 | 0.73 |

| |
|---|
| Electric |
| Residential |
| Total |
| 3 Year Payback |

| Residential Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 186,843,127 | 405,885,545 | 647,536,460 | 859,303,105 | 1,074,491,726 | 1,288,954,036 | 1,495,880,783 | 1,694,624,443 | 1,882,148,873 | 2,058,418,240 |
| Cumulative Gross Peak Demand - kW | 64,464 | 142,267 | 229,806 | 320,800 | 414,843 | 509,482 | 602,392 | 692,158 | 777,493 | 857,647 |
| Cumulative Net Energy Savings - kWh | 71,578,264 | 178,706,580 | 311,946,153 | 451,545,906 | 599,245,128 | 750,398,330 | 899,232,772 | 1,044,096,241 | 1,182,329,567 | 1,313,169,163 |
| Cumulative Net Peak Demand Savings - kW | 34,243 | 83,545 | 144,191 | 211,975 | 284,391 | 358,898 | 433,216 | 505,790 | 575,315 | 640,941 |
| New Net Energy Savings - kWh | 71,578,264 | 107,128,316 | 133,239,573 | 139,599,753 | 147,699,223 | 151,153,201 | 148,834,442 | 144,863,469 | 138,233,326 | 130,839,596 |
| New Net Peak Demand Savings - kW | 34,243 | 49,302 | 60,645 | 67,785 | 72,415 | 74,507 | 74,319 | 72,574 | 69,526 | 65,626 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 7,175,000 | 7,945,451 | 8,654,872 | 9,012,868 | 9,518,464 | 9,927,507 | 10,248,165 | 10,489,605 | 10,661,363 | 10,772,941 |
| Marketing | 7,094,626 | 7,098,285 | 7,102,032 | 6,545,872 | 6,549,804 | 6,553,833 | 6,557,960 | 6,562,188 | 6,566,519 | 6,570,955 |
| Incentives | 19,338,131 | 23,749,049 | 27,611,164 | 30,792,097 | 33,303,123 | 35,186,149 | 36,496,381 | 37,295,923 | 37,649,936 | 37,623,830 |
| Total | 33,607,757 | 38,792,785 | 43,368,068 | 46,350,837 | 49,371,391 | 51,667,490 | 53,302,506 | 54,347,715 | 54,877,818 | 54,967,726 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 105,953,097 | 147,456,448 | 173,353,832 | 179,208,270 | 181,795,629 | 178,139,727 | 168,633,931 | 156,634,148 | 142,604,936 | 128,239,308 |
| PV Annual Program Marketing and Admin Costs | 14,269,626 | 14,309,720 | 14,256,792 | 13,390,622 | 13,154,394 | 12,834,228 | 12,448,593 | 12,014,291 | 11,546,103 | 11,056,704 |
| PV Net Measure Costs | 32,500,395 | 41,542,312 | 47,913,013 | 51,493,312 | 53,494,100 | 53,977,977 | 53,222,100 | 51,619,683 | 49,371,643 | 46,724,245 |
| TRC Ratio | 2 27 | 2.64 | 2.79 | 2.76 | 2.73 | 2 67 | 2.57 | 2.46 | 2.34 | 2 22 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.47 | $0 36 | $0 33 | $0.33 | $0.33 | $0.34 | $0 36 | $0 38 | $0.40 | $0.42 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 105,953,097 | 147,456,448 | 173,353,832 | 179,208,270 | 181,795,629 | 178,139,727 | 168,633,931 | 156,634,148 | 142,604,936 | 128,239,308 |
| PV Annual Program Costs | 33,607,757 | 36,900,003 | 39,239,274 | 39,891,826 | 40,418,217 | 40,234,128 | 39,482,105 | 38,292,120 | 36,779,041 | 35,041,830 |
| PV Lost Revenue | 92,259,238 | 132,025,917 | 156,977,711 | 157,202,597 | 158,942,730 | 155,410,624 | 146,176,447 | 135,877,989 | 123,799,999 | 111,856,585 |
| RIM | 0 84 | 0.87 | 0.88 | 0.91 | 0 91 | 0 91 | 0.91 | 0.90 | 0.89 | 0 87 |

| Residential Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,106,710,098 | 2,259,101,352 | 2,395,513,289 | 2,519,352,394 | 2,630,610,143 | 2,728,224,129 | 2,811,172,605 | 2,881,595,736 | 2,939,968,717 | 2,988,828,763 |
| Cumulative Gross Peak Demand - kW | 924,506 | 992,933 | 1,054,851 | 1,110,605 | 1,160,078 | 1,202,522 | 1,237,557 | 1,266,168 | 1,288,735 | 1,306,394 |
| Cumulative Net Energy Savings - kWh | 1,415,773,747 | 1,529,772,718 | 1,632,493,745 | 1,725,677,655 | 1,809,090,520 | 1,881,483,752 | 1,941,968,839 | 1,992,189,008 | 2,033,065,415 | 2,066,380,639 |
| Cumulative Net Peak Demand Savings - kW | 700,760 | 757,026 | 808,007 | 853,855 | 894,389 | 928,804 | 956,686 | 978,941 | 995,950 | 1,008,743 |
| New Net Energy Savings - kWh | 122,531,842 | 113,998,971 | 102,721,027 | 93,183,910 | 83,412,865 | 72,393,231 | 60,485,087 | 50,220,169 | 40,876,407 | 33,315,224 |
| New Net Peak Demand Savings - kW | 61,119 | 56,266 | 50,981 | 45,848 | 40,534 | 34,415 | 27,882 | 22,255 | 17,009 | 12,793 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 10,828,710 | 10,845,620 | 10,755,414 | 10,691,128 | 10,540,548 | 10,193,851 | 9,856,735 | 9,549,817 | 9,054,076 | 8,751,456 |
| Marketing | 6,575,500 | 6,580,155 | 6,584,924 | 6,589,809 | 6,594,814 | 6,599,940 | 6,605,192 | 6,610,572 | 6,616,083 | 6,621,728 |
| Incentives | 37,268,901 | 36,666,300 | 35,677,537 | 34,672,736 | 33,255,199 | 31,006,933 | 28,852,775 | 26,917,478 | 24,628,028 | 22,941,630 |
| Total | 54,673,110 | 54,092,075 | 53,017,875 | 51,953,674 | 50,390,561 | 47,800,724 | 45,314,702 | 43,077,867 | 40,298,186 | 38,314,814 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 114,026,426 | 100,391,685 | 86,268,960 | 74,005,306 | 62,496,443 | 50,929,586 | 39,807,201 | 30,785,442 | 23,061,459 | 17,168,653 |
| PV Annual Program Marketing and Admin Costs | 10,553,797 | 10,051,295 | 9,513,994 | 9,018,786 | 8,506,473 | 7,930,132 | 7,394,142 | 6,904,534 | 6,368,416 | 5,942,885 |
| PV Net Measure Costs | 43,784,954 | 40,767,952 | 37,446,503 | 34,411,324 | 31,301,599 | 27,781,318 | 24,386,045 | 21,460,273 | 18,659,189 | 16,446,785 |
| TRC Ratio | 2.10 | 1.98 | 1.84 | 1.70 | 1 57 | 1.43 | 1.25 | 1.09 | 0.92 | 0.77 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.45 | $0.47 | $0 52 | $0.56 | $0.60 | $0.66 | $0.75 | $0 86 | $0 99 | $1.15 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 114,026,426 | 100,391,685 | 86,268,960 | 74,005,306 | 62,496,443 | 50,929,586 | 39,807,201 | 30,785,442 | 23,061,459 | 17,168,653 |
| PV Annual Program Costs | 33,153,413 | 31,200,643 | 29,088,924 | 27,114,216 | 25,015,284 | 22,571,798 | 20,353,835 | 18,405,040 | 16,377,346 | 14,811,539 |
| PV Lost Revenue | 99,971,858 | 88,740,724 | 76,270,381 | 65,976,219 | 56,298,732 | 46,563,439 | 37,062,285 | 29,305,318 | 22,707,262 | 17,611,208 |
| RIM | 0 86 | 0.84 | 0.82 | 0.79 | 0.77 | 0.74 | 0.69 | 0.65 | 0.59 | 0 53 |

| |
|---|
| Electric |
| Commercial |
| CFL |
| 3 Year Payback |

| Commercial CFL | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 14,487,266 | 30,994,187 | 49,381,111 | | | | | | | |
| Cumulative Gross Peak Demand - kW | 1,698 | 3,633 | 5,788 | | | | | | | |
| Cumulative Net Energy Savings - kWh | 2,794,359 | 8,181,659 | 15,970,561 | | | | | | | |
| Cumulative Net Peak Demand Savings - kW | 327 | 959 | 1,871 | | | | | | | |
| New Net Energy Savings - kWh | 2,794,359 | 5,387,300 | 7,788,902 | | | | | | | |
| New Net Peak Demand Savings - kW | 327 | 631 | 912 | | | | | | | |
| Program Costs - Real | | | | | | | | | | |
| Administration | 177,655 | 177,655 | 177,655 | | | | | | | |
| Marketing | 400,000 | 400,000 | 400,000 | | | | | | | |
| Incentives | 36 | 41 | 45 | | | | | | | |
| Total | 577,691 | 577,696 | 577,701 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,444,069 | 4,479,816 | 6,156,408 | | | | | | | |
| PV Annual Program Marketing and Admin Costs | 577,655 | 549,470 | 522,661 | | | | | | | |
| PV Net Measure Costs | 221,662 | 408,464 | 564,358 | | | | | | | |
| TRC Ratio | 3 06 | 4.68 | 5.66 | | | | | | | |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.21 | $0.11 | $0 07 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,444,069 | 4,479,816 | 6,156,408 | | | | | | | |
| PV Annual Program Costs | 577,691 | 549,509 | 522,702 | | | | | | | |
| PV Lost Revenue | 2,974,832 | 5,483,751 | 7,579,362 | | | | | | | |
| RIM | 0 69 | 0.74 | 0.76 | | | | | | | |

| |
|---|
| Electric |
| Commercial |
| Existing Retrofit (NO CFL) |
| 3 Year Payback |

| Commercial Existing Retrofit (No CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 182,823,487 | 379,817,515 | 579,730,953 | 774,084,841 | 957,239,048 | 1,126,027,613 | 1,279,189,450 | 1,416,771,700 | 1,539,613,112 | 1,648,952,229 |
| Cumulative Gross Peak Demand - kW | 27,465 | 56,962 | 86,867 | 115,958 | 143,419 | 168,793 | 191,894 | 212,722 | 231,391 | 248,071 |
| Cumulative Net Energy Savings - kWh | 65,702,246 | 152,930,290 | 250,935,056 | 351,438,885 | 448,758,009 | 539,494,116 | 622,026,314 | 695,948,144 | 761,579,038 | 819,616,413 |
| Cumulative Net Peak Demand Savings - kW | 11,071 | 25,341 | 41,218 | 57,477 | 73,272 | 88,096 | 101,697 | 114,002 | 125,046 | 134,916 |
| New Net Energy Savings - kWh | 65,702,246 | 87,228,044 | 98,004,766 | 100,503,829 | 97,319,124 | 90,736,107 | 82,532,198 | 73,921,830 | 65,630,894 | 58,037,375 |
| New Net Peak Demand Savings - kW | 11,071 | 14,270 | 15,877 | 16,258 | 15,796 | 14,823 | 13,601 | 12,306 | 11,043 | 9,870 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,835,492 | 2,981,973 | 3,085,687 | 3,150,059 | 3,179,472 | 3,178,804 | 3,153,061 | 3,107,101 | 3,045,449 | 2,972,184 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 13,723,494 | 15,141,397 | 16,145,334 | 16,768,444 | 17,053,152 | 17,046,687 | 16,797,502 | 16,352,619 | 15,755,837 | 15,046,641 |
| Total | 24,418,986 | 25,983,370 | 27,091,021 | 27,778,504 | 28,092,624 | 28,085,492 | 27,810,563 | 27,319,720 | 26,661,286 | 25,878,825 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 61,354,936 | 76,742,133 | 81,699,683 | 79,735,080 | 73,682,292 | 65,762,094 | 57,297,891 | 49,051,952 | 41,630,563 | 35,190,024 |
| PV Annual Program Marketing and Admin Costs | 10,695,492 | 10,312,970 | 9,903,619 | 9,475,803 | 9,037,537 | 8,596,056 | 8,157,569 | 7,727,161 | 7,308,818 | 6,905,498 |
| PV Net Measure Costs | 21,489,039 | 24,481,940 | 26,059,638 | 26,522,989 | 26,149,537 | 25,179,081 | 23,808,547 | 22,193,139 | 20,451,038 | 18,669,492 |
| TRC Ratio | 1.91 | 2.21 | 2.27 | 2.21 | 2.09 | 1.95 | 1.79 | 1.64 | 1.50 | 1.38 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.37 | $0.30 | $0.28 | $0.28 | $0.29 | $0.31 | $0.34 | $0.37 | $0.41 | $0.45 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 61,354,936 | 76,742,133 | 81,699,683 | 79,735,080 | 73,682,292 | 65,762,094 | 57,297,891 | 49,051,952 | 41,630,563 | 35,190,024 |
| PV Annual Program Costs | 24,418,986 | 24,715,586 | 24,511,860 | 23,907,556 | 22,998,213 | 21,870,528 | 20,599,774 | 19,248,831 | 17,868,359 | 16,497,706 |
| PV Lost Revenue | 69,945,622 | 88,789,715 | 95,368,198 | 93,477,975 | 86,499,235 | 77,053,987 | 66,949,754 | 57,268,335 | 48,547,606 | 40,980,923 |
| RIM | 0.65 | 0.68 | 0.68 | 0.68 | 0.67 | 0.66 | 0.65 | 0.64 | 0.63 | 0.61 |

| Commercial Existing Retrofit (No CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 1,746,162,090 | 1,832,590,455 | 1,909,477,159 | 1,977,921,891 | 2,038,881,394 | 2,093,181,454 | 2,141,534,529 | 2,184,557,952 | 2,222,790,257 | 2,256,704,794 |
| Cumulative Gross Peak Demand - kW | 262,950 | 276,215 | 288,039 | 298,577 | 307,964 | 316,322 | 323,754 | 330,356 | 336,208 | 341,387 |
| Cumulative Net Energy Savings - kWh | 870,893,522 | 916,236,035 | 956,390,243 | 991,997,385 | 1,023,594,145 | 1,051,625,569 | 1,076,461,982 | 1,098,415,371 | 1,117,753,214 | 1,134,709,240 |
| Cumulative Net Peak Demand Savings - kW | 143,723 | 151,578 | 158,584 | 164,830 | 170,395 | 175,344 | 179,735 | 183,619 | 187,043 | 190,046 |
| New Net Energy Savings - kWh | 51,277,109 | 45,342,513 | 40,154,208 | 35,607,142 | 31,596,760 | 28,031,424 | 24,836,414 | 21,953,389 | 19,337,842 | 16,956,026 |
| New Net Peak Demand Savings - kW | 8,807 | 7,855 | 7,006 | 6,246 | 5,564 | 4,949 | 4,391 | 3,885 | 3,423 | 3,003 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,890,881 | 2,804,599 | 2,715,891 | 2,626,833 | 2,539,071 | 2,453,870 | 2,372,162 | 2,294,597 | 2,221,594 | 2,153,380 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 14,259,649 | 13,424,460 | 12,565,778 | 11,703,714 | 10,854,201 | 10,029,472 | 9,238,552 | 8,487,742 | 7,781,086 | 7,120,788 |
| Total | 25,010,530 | 24,089,060 | 23,141,669 | 22,190,546 | 21,253,272 | 20,343,342 | 19,470,713 | 18,642,339 | 17,862,680 | 17,134,168 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 29,734,080 | 25,119,641 | 21,213,624 | 17,914,437 | 15,121,659 | 12,766,384 | 10,768,504 | 9,060,185 | 7,596,007 | 6,339,698 |
| PV Annual Program Marketing and Admin Costs | 6,519,263 | 6,151,407 | 5,802,596 | 5,472,996 | 5,162,390 | 4,870,273 | 4,595,942 | 4,338,557 | 4,097,201 | 3,870,920 |
| PV Net Measure Costs | 16,910,884 | 15,218,187 | 13,619,506 | 12,131,750 | 10,763,518 | 9,517,351 | 8,391,472 | 7,381,137 | 6,479,661 | 5,679,204 |
| TRC Ratio | 1.27 | 1.18 | 1.09 | 1.02 | 0.95 | 0.89 | 0.83 | 0.77 | 0.72 | 0.66 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.49 | $0.53 | $0.58 | $0.62 | $0.67 | $0.73 | $0.78 | $0.85 | $0.92 | $1.01 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 29,734,080 | 25,119,641 | 21,213,624 | 17,914,437 | 15,121,659 | 12,766,384 | 10,768,504 | 9,060,185 | 7,596,007 | 6,339,698 |
| PV Annual Program Costs | 15,166,220 | 13,894,718 | 12,696,968 | 11,581,073 | 10,550,719 | 9,606,252 | 8,745,588 | 7,964,949 | 7,259,465 | 6,623,637 |
| PV Lost Revenue | 34,554,447 | 29,152,731 | 24,625,170 | 20,822,613 | 17,614,071 | 14,891,686 | 12,569,685 | 10,580,872 | 8,872,616 | 7,403,245 |
| RIM | 0.60 | 0.58 | 0.57 | 0.55 | 0.54 | 0.52 | 0.51 | 0.49 | 0.47 | 0.45 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing Retrofit (Incl. CFL)** |
| **3 Year Payback** |

| Commercial Existing Retrofit (Incl. CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 197,310,753 | 410,811,703 | 629,112,064 | 823,465,953 | 1,006,620,159 | 1,175,408,724 | 1,328,570,561 | 1,466,152,811 | 1,588,994,223 | 1,698,333,340 |
| Cumulative Gross Peak Demand - kW | 29,163 | 60,595 | 92,655 | 121,746 | 149,207 | 174,581 | 197,682 | 218,510 | 237,179 | 253,859 |
| Cumulative Net Energy Savings - kWh | 68,496,605 | 161,111,949 | 266,905,617 | 367,409,446 | 464,728,570 | 555,464,678 | 637,996,876 | 711,918,706 | 777,549,599 | 835,586,975 |
| Cumulative Net Peak Demand Savings - kW | 11,399 | 26,300 | 43,089 | 59,348 | 75,143 | 89,967 | 103,568 | 115,873 | 126,917 | 136,787 |
| New Net Energy Savings - kWh | 68,496,605 | 92,615,344 | 105,793,668 | 100,503,829 | 97,319,124 | 90,736,107 | 82,532,198 | 73,921,830 | 65,630,894 | 58,037,375 |
| New Net Peak Demand Savings - kW | 11,399 | 14,901 | 16,790 | 16,258 | 15,796 | 14,823 | 13,601 | 12,306 | 11,043 | 9,870 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,013,147 | 3,159,628 | 3,263,343 | 3,150,059 | 3,179,472 | 3,178,804 | 3,153,061 | 3,107,101 | 3,045,449 | 2,972,184 |
| Marketing | 8,260,000 | 8,260,000 | 8,260,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 13,723,530 | 15,141,438 | 16,145,379 | 16,768,444 | 17,053,152 | 17,046,687 | 16,797,502 | 16,352,619 | 15,755,837 | 15,046,641 |
| Total | 24,996,678 | 26,561,066 | 27,668,722 | 27,778,504 | 28,092,624 | 28,085,492 | 27,810,563 | 27,319,720 | 26,661,286 | 25,878,825 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 63,799,005 | 81,221,949 | 87,856,091 | 79,735,080 | 73,682,292 | 65,762,094 | 57,297,891 | 49,051,952 | 41,630,563 | 35,190,024 |
| PV Annual Program Marketing and Admin Costs | 11,273,147 | 10,862,440 | 10,426,280 | 9,475,803 | 9,037,537 | 8,596,056 | 8,157,569 | 7,727,161 | 7,308,818 | 6,905,498 |
| PV Net Measure Costs | 21,710,701 | 24,890,404 | 26,623,996 | 26,522,989 | 26,149,537 | 25,179,081 | 23,808,547 | 22,193,139 | 20,451,038 | 18,669,492 |
| TRC Ratio | 1.93 | 2.27 | 2.37 | 2.21 | 2.09 | 1.95 | 1.79 | 1.64 | 1.50 | 1.38 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.36 | $0.29 | $0.26 | $0.28 | $0.29 | $0.31 | $0.34 | $0.37 | $0.41 | $0.45 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 63,799,005 | 81,221,949 | 87,856,091 | 79,735,080 | 73,682,292 | 65,762,094 | 57,297,891 | 49,051,952 | 41,630,563 | 35,190,024 |
| PV Annual Program Costs | 24,996,678 | 25,265,095 | 25,034,561 | 23,907,556 | 22,998,213 | 21,870,528 | 20,599,774 | 19,248,831 | 17,868,359 | 16,497,706 |
| PV Lost Revenue | 72,920,455 | 94,273,466 | 102,947,559 | 93,477,975 | 86,499,235 | 77,053,987 | 66,949,754 | 57,268,335 | 48,547,606 | 40,980,923 |
| RIM | 0.65 | 0.68 | 0.69 | 0.68 | 0.67 | 0.66 | 0.65 | 0.64 | 0.63 | 0.61 |

| Commercial Existing Retrofit (Incl. CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 1,746,162,090 | 1,832,590,455 | 1,909,477,159 | 1,977,921,891 | 2,038,881,394 | 2,093,181,454 | 2,141,534,529 | 2,184,557,952 | 2,222,790,257 | 2,256,704,794 |
| Cumulative Gross Peak Demand - kW | 262,950 | 276,215 | 288,039 | 298,577 | 307,964 | 316,322 | 323,754 | 330,356 | 336,208 | 341,387 |
| Cumulative Net Energy Savings - kWh | 870,893,522 | 916,236,035 | 956,390,243 | 991,997,385 | 1,023,594,145 | 1,051,625,569 | 1,076,461,982 | 1,098,415,371 | 1,117,753,214 | 1,134,709,240 |
| Cumulative Net Peak Demand Savings - kW | 143,723 | 151,578 | 158,584 | 164,830 | 170,395 | 175,344 | 179,735 | 183,619 | 187,043 | 190,046 |
| New Net Energy Savings - kWh | 51,277,109 | 45,342,513 | 40,154,208 | 35,607,142 | 31,596,760 | 28,031,424 | 24,836,414 | 21,953,389 | 19,337,842 | 16,956,026 |
| New Net Peak Demand Savings - kW | 8,807 | 7,855 | 7,006 | 6,246 | 5,564 | 4,949 | 4,391 | 3,885 | 3,423 | 3,003 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,890,881 | 2,804,599 | 2,715,891 | 2,626,833 | 2,539,071 | 2,453,870 | 2,372,162 | 2,294,597 | 2,221,594 | 2,153,380 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 14,259,649 | 13,424,460 | 12,565,778 | 11,703,714 | 10,854,201 | 10,029,472 | 9,238,552 | 8,487,742 | 7,781,086 | 7,120,788 |
| Total | 25,010,530 | 24,089,060 | 23,141,669 | 22,190,546 | 21,253,272 | 20,343,342 | 19,470,713 | 18,642,339 | 17,862,680 | 17,134,168 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 29,734,080 | 25,119,641 | 21,213,624 | 17,914,437 | 15,121,659 | 12,766,384 | 10,768,504 | 9,060,185 | 7,596,007 | 6,339,698 |
| PV Annual Program Marketing and Admin Costs | 6,519,263 | 6,151,407 | 5,802,596 | 5,472,996 | 5,162,390 | 4,870,273 | 4,595,942 | 4,338,557 | 4,097,201 | 3,870,920 |
| PV Net Measure Costs | 16,910,884 | 15,218,187 | 13,619,506 | 12,131,750 | 10,763,518 | 9,517,351 | 8,391,472 | 7,381,137 | 6,479,661 | 5,679,204 |
| TRC Ratio | 1.27 | 1.18 | 1.09 | 1.02 | 0.95 | 0.89 | 0.83 | 0.77 | 0.72 | 0.66 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.49 | $0.53 | $0.58 | $0.62 | $0.67 | $0.73 | $0.78 | $0.85 | $0.92 | $1.01 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 29,734,080 | 25,119,641 | 21,213,624 | 17,914,437 | 15,121,659 | 12,766,384 | 10,768,504 | 9,060,185 | 7,596,007 | 6,339,698 |
| PV Annual Program Costs | 15,166,220 | 13,894,718 | 12,696,968 | 11,581,073 | 10,550,719 | 9,606,252 | 8,745,588 | 7,964,949 | 7,259,465 | 6,623,637 |
| PV Lost Revenue | 34,554,447 | 29,152,731 | 24,625,170 | 20,822,613 | 17,614,071 | 14,891,686 | 12,569,685 | 10,580,872 | 8,872,616 | 7,403,245 |
| RIM | 0.60 | 0.58 | 0.57 | 0.55 | 0.54 | 0.52 | 0.51 | 0.49 | 0.47 | 0.45 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing Replace on Burnout** |
| **3 Year Payback** |

| Commercial Existing Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 35,450,523 | 77,010,752 | 123,899,987 | 175,425,947 | 222,301,479 | 270,319,750 | 318,220,806 | 366,382,819 | 407,845,614 | 448,033,720 |
| Cumulative Gross Peak Demand - kW | 3,372 | 7,309 | 11,740 | 16,602 | 21,091 | 25,704 | 30,320 | 34,976 | 39,071 | 43,071 |
| Cumulative Net Energy Savings - kWh | 7,224,164 | 19,008,329 | 34,771,196 | 53,999,608 | 72,480,255 | 91,808,449 | 111,292,924 | 130,961,748 | 148,109,167 | 164,357,932 |
| Cumulative Net Peak Demand Savings - kW | 802 | 2,037 | 3,652 | 5,598 | 7,510 | 9,522 | 11,567 | 13,649 | 15,532 | 17,355 |
| New Net Energy Savings - kWh | 7,224,164 | 11,784,165 | 15,762,867 | 19,228,412 | 18,480,647 | 19,328,194 | 19,484,475 | 19,668,823 | 17,147,419 | 16,248,765 |
| New Net Peak Demand Savings - kW | 802 | 1,235 | 1,615 | 1,946 | 1,912 | 2,012 | 2,045 | 2,081 | 1,883 | 1,823 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 490,603 | 517,375 | 542,368 | 565,669 | 587,368 | 607,553 | 626,300 | 643,708 | 659,850 | 674,792 |
| Marketing | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 |
| Incentives | 922,890 | 1,023,613 | 1,117,642 | 1,205,309 | 1,286,947 | 1,362,886 | 1,433,419 | 1,498,911 | 1,559,643 | 1,615,857 |
| Total | 2,583,493 | 2,710,989 | 2,830,009 | 2,940,978 | 3,044,315 | 3,140,438 | 3,229,720 | 3,312,619 | 3,389,493 | 3,460,648 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 6,136,237 | 9,392,615 | 11,883,709 | 13,777,755 | 12,698,096 | 12,722,503 | 12,290,326 | 11,854,533 | 9,937,796 | 9,021,959 |
| PV Annual Program Marketing and Admin Costs | 1,660,603 | 1,605,045 | 1,549,344 | 1,493,803 | 1,438,681 | 1,384,203 | 1,330,551 | 1,277,896 | 1,226,363 | 1,176,052 |
| PV Net Measure Costs | 1,398,237 | 1,627,371 | 1,807,985 | 1,947,042 | 2,031,497 | 2,097,264 | 2,137,386 | 2,157,723 | 2,149,783 | 2,135,754 |
| TRC Ratio | 2 01 | 2.91 | 3.54 | 4.00 | 3 66 | 3 65 | 3.54 | 3.45 | 2.94 | 2.72 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.36 | $0 23 | $0.18 | $0.15 | $0.16 | $0.16 | $0.17 | $0.17 | $0 20 | $0.21 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 6,136,237 | 9,392,615 | 11,883,709 | 13,777,755 | 12,698,096 | 12,722,503 | 12,290,326 | 11,854,533 | 9,937,796 | 9,021,959 |
| PV Annual Program Costs | 2,583,493 | 2,578,714 | 2,560,582 | 2,531,151 | 2,492,249 | 2,445,499 | 2,392,310 | 2,333,993 | 2,271,634 | 2,206,157 |
| PV Lost Revenue | 7,690,736 | 11,995,141 | 15,338,807 | 17,884,224 | 16,425,978 | 16,413,691 | 15,805,720 | 15,237,728 | 12,684,059 | 11,473,458 |
| RIM | 0 60 | 0.64 | 0.66 | 0.67 | 0 67 | 0 67 | 0.68 | 0.67 | 0.66 | 0 66 |

| Commercial Existing Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 485,526,151 | 521,643,364 | 551,811,379 | 580,232,909 | 606,839,754 | 632,040,478 | 653,979,232 | 674,731,600 | 694,169,708 | 712,735,564 |
| Cumulative Gross Peak Demand - kW | 46,823 | 50,463 | 53,592 | 56,574 | 59,407 | 62,097 | 64,507 | 66,816 | 69,007 | 71,121 |
| Cumulative Net Energy Savings - kWh | 178,876,093 | 192,416,286 | 204,020,627 | 214,487,391 | 223,739,409 | 232,109,236 | 240,035,675 | 247,343,505 | 254,138,022 | 260,548,921 |
| Cumulative Net Peak Demand Savings - kW | 19,026 | 20,621 | 22,057 | 23,401 | 24,651 | 25,805 | 26,924 | 27,992 | 29,016 | 30,009 |
| New Net Energy Savings - kWh | 14,518,162 | 13,540,193 | 11,604,341 | 10,466,764 | 9,252,018 | 8,369,827 | 7,926,439 | 7,307,830 | 6,794,517 | 6,410,898 |
| New Net Peak Demand Savings - kW | 1,671 | 1,595 | 1,436 | 1,344 | 1,250 | 1,154 | 1,119 | 1,068 | 1,025 | 992 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 687,354 | 699,928 | 711,535 | 722,254 | 725,062 | 724,037 | 730,427 | 736,211 | 740,233 | 744,802 |
| Marketing | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 |
| Incentives | 1,663,119 | 1,710,427 | 1,754,094 | 1,794,423 | 1,804,987 | 1,801,130 | 1,825,173 | 1,846,934 | 1,862,063 | 1,879,254 |
| Total | 3,520,473 | 3,580,356 | 3,635,629 | 3,686,677 | 3,700,049 | 3,695,167 | 3,725,601 | 3,753,145 | 3,772,296 | 3,794,057 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 7,736,551 | 6,915,419 | 5,705,749 | 4,937,180 | 4,200,011 | 3,630,860 | 3,291,753 | 2,913,929 | 2,599,889 | 2,350,948 |
| PV Annual Program Marketing and Admin Costs | 1,126,287 | 1,078,586 | 1,032,328 | 987,553 | 940,762 | 894,376 | 853,608 | 814,430 | 776,326 | 740,214 |
| PV Net Measure Costs | 2,075,927 | 2,035,678 | 1,985,422 | 1,933,695 | 1,836,409 | 1,749,079 | 1,685,733 | 1,621,985 | 1,555,616 | 1,493,103 |
| TRC Ratio | 2.42 | 2.22 | 1.89 | 1.69 | 1 51 | 1 37 | 1.30 | 1.20 | 1.11 | 1 05 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.24 | $0 26 | $0 31 | $0.35 | $0.40 | $0.44 | $0.47 | $0 51 | $0 56 | $0.59 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 7,736,551 | 6,915,419 | 5,705,749 | 4,937,180 | 4,200,011 | 3,630,860 | 3,291,753 | 2,913,929 | 2,599,889 | 2,350,948 |
| PV Annual Program Costs | 2,134,791 | 2,065,171 | 1,994,734 | 1,924,048 | 1,836,808 | 1,744,881 | 1,673,414 | 1,603,533 | 1,533,076 | 1,466,686 |
| PV Lost Revenue | 9,783,450 | 8,705,596 | 7,116,536 | 6,120,833 | 5,157,671 | 4,446,468 | 4,011,563 | 3,522,154 | 3,117,470 | 2,799,090 |
| RIM | 0 65 | 0.64 | 0.63 | 0.61 | 0 60 | 0 59 | 0.58 | 0.57 | 0.56 | 0 55 |

| |
|---|
| Electric |
| Commercial |
| New Construction |
| 3 Year Payback |

| Commercial New | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 16,630,462 | 30,831,944 | 44,497,977 | 58,033,836 | 71,579,262 | 85,194,418 | 98,908,646 | 112,737,323 | 126,688,784 | 140,767,520 |
| Cumulative Gross Peak Demand - kW | 2,299 | 4,260 | 6,145 | 8,011 | 9,877 | 11,750 | 13,636 | 15,536 | 17,452 | 19,384 |
| Cumulative Net Energy Savings - kWh | 13,113,373 | 25,388,748 | 37,602,821 | 49,882,190 | 62,255,548 | 74,727,879 | 87,297,297 | 99,959,915 | 112,711,450 | 125,547,768 |
| Cumulative Net Peak Demand Savings - kW | 1,831 | 3,539 | 5,235 | 6,938 | 8,654 | 10,383 | 12,125 | 13,879 | 15,646 | 17,424 |
| New Net Energy Savings - kWh | 13,113,373 | 12,275,375 | 12,214,073 | 12,279,369 | 12,373,357 | 12,472,332 | 12,569,418 | 12,662,618 | 12,751,535 | 12,836,318 |
| New Net Peak Demand Savings - kW | 1,831 | 1,707 | 1,696 | 1,704 | 1,716 | 1,729 | 1,742 | 1,754 | 1,766 | 1,778 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 705,143 | 651,882 | 639,037 | 634,852 | 633,663 | 633,770 | 634,516 | 635,604 | 636,882 | 638,269 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 2,780,212 | 2,360,222 | 2,258,932 | 2,225,935 | 2,216,555 | 2,217,401 | 2,223,288 | 2,231,863 | 2,241,943 | 2,252,879 |
| Total | 4,485,354 | 4,012,104 | 3,897,968 | 3,860,788 | 3,850,218 | 3,851,171 | 3,857,804 | 3,867,467 | 3,878,825 | 3,891,148 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 11,945,739 | 10,620,013 | 10,041,929 | 9,615,693 | 9,243,452 | 8,908,498 | 8,583,912 | 8,245,048 | 7,914,268 | 7,592,847 |
| PV Annual Program Marketing and Admin Costs | 1,705,143 | 1,571,283 | 1,482,995 | 1,407,035 | 1,337,409 | 1,272,237 | 1,210,715 | 1,152,408 | 1,097,036 | 1,044,394 |
| PV Net Measure Costs | 4,996,331 | 4,334,511 | 4,058,711 | 3,857,826 | 3,682,619 | 3,520,204 | 3,366,276 | 3,219,153 | 3,078,081 | 2,942,667 |
| TRC Ratio | 1.78 | 1.80 | 1.81 | 1.83 | 1 84 | 1 86 | 1.88 | 1.89 | 1.90 | 1 90 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.34 | $0 33 | $0 32 | $0.31 | $0.31 | $0.31 | $0 31 | $0 31 | $0 30 | $0.30 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 11,945,739 | 10,620,013 | 10,041,929 | 9,615,693 | 9,243,452 | 8,908,498 | 8,583,912 | 8,245,048 | 7,914,268 | 7,592,847 |
| PV Annual Program Costs | 4,485,354 | 3,816,345 | 3,526,868 | 3,322,785 | 3,152,007 | 2,998,956 | 2,857,543 | 2,724,926 | 2,599,583 | 2,480,600 |
| PV Lost Revenue | 13,960,299 | 12,495,145 | 11,885,484 | 11,420,964 | 10,997,694 | 10,591,626 | 10,196,256 | 9,809,917 | 9,432,395 | 9,063,886 |
| RIM | 0 65 | 0.65 | 0.65 | 0.65 | 0 65 | 0 66 | 0.66 | 0.66 | 0.66 | 0 66 |

| Commercial New | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 154,975,807 | 169,314,583 | 183,783,948 | 198,383,464 | 213,112,341 | 227,969,557 | 242,953,930 | 258,064,177 | 273,298,943 | 288,656,826 |
| Cumulative Gross Peak Demand - kW | 21,332 | 23,297 | 25,278 | 27,276 | 29,291 | 31,322 | 33,369 | 35,432 | 37,511 | 39,606 |
| Cumulative Net Energy Savings - kWh | 138,465,054 | 151,459,840 | 164,528,993 | 177,669,673 | 190,879,300 | 204,155,514 | 217,496,149 | 230,899,203 | 244,362,817 | 257,885,254 |
| Cumulative Net Peak Demand Savings - kW | 19,213 | 21,012 | 22,822 | 24,641 | 26,470 | 28,308 | 30,155 | 32,011 | 33,874 | 35,746 |
| New Net Energy Savings - kWh | 12,917,285 | 12,994,787 | 13,069,153 | 13,140,680 | 13,209,626 | 13,276,214 | 13,340,635 | 13,403,054 | 13,463,613 | 13,522,437 |
| New Net Peak Demand Savings - kW | 1,789 | 1,800 | 1,810 | 1,819 | 1,829 | 1,838 | 1,847 | 1,855 | 1,864 | 1,872 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 639,717 | 641,198 | 642,693 | 644,192 | 645,686 | 647,171 | 648,642 | 650,099 | 651,538 | 652,960 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 2,264,298 | 2,275,975 | 2,287,768 | 2,299,585 | 2,311,367 | 2,323,074 | 2,334,679 | 2,346,163 | 2,357,515 | 2,368,725 |
| Total | 3,904,016 | 3,917,173 | 3,930,461 | 3,943,777 | 3,957,053 | 3,970,245 | 3,983,321 | 3,996,262 | 4,009,053 | 4,021,685 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 7,286,596 | 6,985,052 | 6,683,485 | 6,386,991 | 6,097,672 | 5,824,885 | 5,567,456 | 5,320,496 | 5,083,685 | 4,856,699 |
| PV Annual Program Marketing and Admin Costs | 994,314 | 946,653 | 901,284 | 858,091 | 816,965 | 777,804 | 740,515 | 705,006 | 671,192 | 638,993 |
| PV Net Measure Costs | 2,812,666 | 2,687,889 | 2,568,175 | 2,453,366 | 2,343,310 | 2,237,853 | 2,136,842 | 2,040,122 | 1,947,542 | 1,858,948 |
| TRC Ratio | 1 91 | 1.92 | 1.93 | 1.93 | 1 93 | 1 93 | 1.93 | 1.94 | 1.94 | 1 94 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.30 | $0 30 | $0 30 | $0.30 | $0.30 | $0.30 | $0 30 | $0 30 | $0 30 | $0.30 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 7,286,596 | 6,985,052 | 6,683,485 | 6,386,991 | 6,097,672 | 5,824,885 | 5,567,456 | 5,320,496 | 5,083,685 | 4,856,699 |
| PV Annual Program Costs | 2,367,369 | 2,259,450 | 2,156,497 | 2,058,226 | 1,964,392 | 1,874,774 | 1,789,173 | 1,707,405 | 1,629,295 | 1,554,682 |
| PV Lost Revenue | 8,704,657 | 8,354,930 | 8,014,854 | 7,684,506 | 7,363,897 | 7,052,985 | 6,751,682 | 6,459,868 | 6,177,394 | 5,904,090 |
| RIM | 0 66 | 0.66 | 0.66 | 0.66 | 0 65 | 0 65 | 0.65 | 0.65 | 0.65 | 0 65 |

| |
|---|
| Electric |
| Commercial |
| Existing |
| 3 Year Payback |

| Commercial Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 232,761,276 | 487,822,455 | 753,012,051 | 998,891,900 | 1,228,921,638 | 1,445,728,474 | 1,646,791,367 | 1,832,535,631 | 1,996,839,838 | 2,146,367,060 |
| Cumulative Gross Peak Demand - kW | 32,535 | 67,903 | 104,395 | 138,348 | 170,299 | 200,285 | 228,002 | 253,486 | 276,250 | 296,930 |
| Cumulative Net Energy Savings - kWh | 75,720,769 | 180,120,278 | 301,676,813 | 421,409,054 | 537,208,825 | 647,273,127 | 749,289,800 | 842,880,453 | 925,658,766 | 999,944,906 |
| Cumulative Net Peak Demand Savings - kW | 12,201 | 28,337 | 46,741 | 64,946 | 82,654 | 99,489 | 115,135 | 129,522 | 142,449 | 154,142 |
| New Net Energy Savings - kWh | 75,720,769 | 104,399,509 | 121,556,535 | 119,732,242 | 115,799,771 | 110,064,302 | 102,016,673 | 93,590,653 | 82,778,313 | 74,286,140 |
| New Net Peak Demand Savings - kW | 12,201 | 16,136 | 18,404 | 18,205 | 17,707 | 16,835 | 15,646 | 14,387 | 12,927 | 11,693 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,503,750 | 3,677,003 | 3,805,710 | 3,715,729 | 3,766,840 | 3,786,357 | 3,779,362 | 3,750,809 | 3,705,299 | 3,646,975 |
| Marketing | 9,430,000 | 9,430,000 | 9,430,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 |
| Incentives | 14,646,420 | 16,165,051 | 17,263,021 | 17,973,753 | 18,340,099 | 18,409,573 | 18,230,921 | 17,851,529 | 17,315,480 | 16,662,498 |
| Total | 27,580,170 | 29,272,054 | 30,498,731 | 30,719,482 | 31,136,940 | 31,225,930 | 31,040,283 | 30,632,339 | 30,050,779 | 29,339,473 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 69,935,242 | 90,614,564 | 99,739,800 | 93,512,836 | 86,380,389 | 78,484,597 | 69,588,218 | 60,906,486 | 51,568,360 | 44,211,982 |
| PV Annual Program Marketing and Admin Costs | 12,933,750 | 12,467,485 | 11,975,624 | 10,969,605 | 10,476,218 | 9,980,259 | 9,488,120 | 9,005,057 | 8,535,181 | 8,081,550 |
| PV Net Measure Costs | 23,108,938 | 26,517,775 | 28,431,981 | 28,470,031 | 28,181,034 | 27,276,346 | 25,945,933 | 24,350,862 | 22,600,822 | 20,805,246 |
| TRC Ratio | 1 94 | 2.32 | 2.47 | 2.37 | 2 23 | 2.11 | 1.96 | 1.83 | 1.66 | 1 53 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.36 | $0 28 | $0 25 | $0.26 | $0.27 | $0.28 | $0 30 | $0 33 | $0 36 | $0.39 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 69,935,242 | 90,614,564 | 99,739,800 | 93,512,836 | 86,380,389 | 78,484,597 | 69,588,218 | 60,906,486 | 51,568,360 | 44,211,982 |
| PV Annual Program Costs | 27,580,170 | 27,843,809 | 27,595,144 | 26,438,708 | 25,490,462 | 24,316,026 | 22,992,085 | 21,582,824 | 20,139,992 | 18,703,863 |
| PV Lost Revenue | 80,611,190 | 106,268,607 | 118,286,366 | 111,362,199 | 102,925,213 | 93,467,678 | 82,755,474 | 72,506,063 | 61,231,665 | 52,454,381 |
| RIM | 0 65 | 0.68 | 0.68 | 0.68 | 0 67 | 0 67 | 0.66 | 0.65 | 0.63 | 0 62 |

| Commercial Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,231,688,241 | 2,354,233,819 | 2,461,288,538 | 2,558,154,800 | 2,645,721,149 | 2,725,221,932 | 2,795,513,761 | 2,859,289,552 | 2,916,959,965 | 2,969,440,357 |
| Cumulative Gross Peak Demand - kW | 309,773 | 326,679 | 341,631 | 355,150 | 367,371 | 378,418 | 388,262 | 397,171 | 405,215 | 412,508 |
| Cumulative Net Energy Savings - kWh | 1,049,769,615 | 1,108,652,321 | 1,160,410,870 | 1,206,484,776 | 1,247,333,554 | 1,283,734,805 | 1,316,497,658 | 1,345,758,877 | 1,371,891,236 | 1,395,258,160 |
| Cumulative Net Peak Demand Savings - kW | 162,749 | 172,199 | 180,641 | 188,231 | 195,045 | 201,148 | 206,659 | 211,611 | 216,059 | 220,055 |
| New Net Energy Savings - kWh | 65,795,270 | 58,882,706 | 51,758,549 | 46,073,906 | 40,848,778 | 36,401,251 | 32,762,853 | 29,261,219 | 26,132,359 | 23,366,924 |
| New Net Peak Demand Savings - kW | 10,478 | 9,451 | 8,442 | 7,591 | 6,814 | 6,103 | 5,510 | 4,952 | 4,448 | 3,996 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,578,235 | 3,504,528 | 3,427,426 | 3,349,087 | 3,264,133 | 3,177,907 | 3,102,589 | 3,030,809 | 2,961,827 | 2,898,182 |
| Marketing | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 |
| Incentives | 15,922,768 | 15,134,888 | 14,319,872 | 13,498,136 | 12,659,187 | 11,830,602 | 11,063,725 | 10,334,676 | 9,643,149 | 9,000,043 |
| Total | 28,531,003 | 27,669,415 | 26,777,298 | 25,877,223 | 24,953,321 | 24,038,509 | 23,196,314 | 22,395,484 | 21,634,976 | 20,928,225 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 37,470,631 | 32,035,060 | 26,919,373 | 22,851,618 | 19,321,670 | 16,397,244 | 14,060,257 | 11,974,114 | 10,195,897 | 8,690,646 |
| PV Annual Program Marketing and Admin Costs | 7,645,550 | 7,229,993 | 6,834,923 | 6,460,549 | 6,103,151 | 5,764,649 | 5,449,550 | 5,152,986 | 4,873,527 | 4,611,134 |
| PV Net Measure Costs | 18,986,812 | 17,253,864 | 15,604,927 | 14,065,445 | 12,599,927 | 11,266,429 | 10,077,205 | 9,003,122 | 8,035,277 | 7,172,307 |
| TRC Ratio | 1.41 | 1.31 | 1.20 | 1.11 | 1 03 | 0 96 | 0.91 | 0.85 | 0.79 | 0.74 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.43 | $0.47 | $0 52 | $0.56 | $0.61 | $0.66 | $0.71 | $0.77 | $0 83 | $0.90 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 37,470,631 | 32,035,060 | 26,919,373 | 22,851,618 | 19,321,670 | 16,397,244 | 14,060,257 | 11,974,114 | 10,195,897 | 8,690,646 |
| PV Annual Program Costs | 17,301,011 | 15,959,890 | 14,691,701 | 13,505,120 | 12,387,526 | 11,351,133 | 10,419,002 | 9,568,482 | 8,792,542 | 8,090,323 |
| PV Lost Revenue | 44,337,897 | 37,858,326 | 31,741,707 | 26,943,446 | 22,771,742 | 19,338,154 | 16,581,248 | 14,103,026 | 11,990,086 | 10,202,335 |
| RIM | 0 61 | 0.60 | 0.58 | 0.56 | 0 55 | 0 53 | 0.52 | 0.51 | 0.49 | 0.48 |

| |
|---|
| Electric |
| Industrial |
| Existing Retrofit |
| 3 Year Payback |

| Industrial Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 91,008,574 | 188,730,652 | 288,430,566 | 386,534,965 | 480,675,907 | 569,541,812 | 652,631,251 | 729,988,714 | 801,973,569 | 869,085,778 |
| Cumulative Gross Peak Demand - kW | 8,478 | 17,604 | 26,947 | 36,174 | 45,056 | 53,461 | 61,326 | 68,646 | 75,444 | 81,761 |
| Cumulative Net Energy Savings - kWh | 31,772,811 | 76,472,405 | 128,460,388 | 183,411,573 | 238,327,791 | 291,366,023 | 341,574,237 | 388,612,912 | 432,513,467 | 473,492,944 |
| Cumulative Net Peak Demand Savings - kW | 3,131 | 7,470 | 12,502 | 17,825 | 23,156 | 28,311 | 33,190 | 37,751 | 41,989 | 45,920 |
| New Net Energy Savings - kWh | 31,772,811 | 44,699,593 | 51,987,983 | 54,951,185 | 54,916,219 | 53,038,232 | 50,208,213 | 47,038,676 | 43,900,555 | 40,979,477 |
| New Net Peak Demand Savings - kW | 3,131 | 4,339 | 5,032 | 5,324 | 5,330 | 5,155 | 4,879 | 4,561 | 4,238 | 3,931 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,378,201 | 4,657,199 | 4,883,430 | 5,057,457 | 5,181,433 | 5,258,758 | 5,293,732 | 5,291,228 | 5,256,405 | 5,194,466 |
| Marketing | 2,520,000 | 2,581,463 | 2,644,426 | 2,708,924 | 2,774,995 | 2,842,678 | 2,912,012 | 2,983,037 | 3,055,794 | 3,130,325 |
| Incentives | 2,924,482 | 3,297,203 | 3,599,432 | 3,831,919 | 3,997,542 | 4,100,843 | 4,147,565 | 4,144,220 | 4,097,700 | 4,014,953 |
| Total | 9,822,682 | 10,535,865 | 11,127,288 | 11,598,300 | 11,953,971 | 12,202,280 | 12,353,309 | 12,418,484 | 12,409,898 | 12,339,745 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 25,136,337 | 33,527,495 | 37,076,758 | 37,382,207 | 35,692,221 | 33,009,932 | 29,908,629 | 26,725,235 | 23,775,408 | 21,142,308 |
| PV Annual Program Marketing and Admin Costs | 6,898,201 | 6,885,473 | 6,811,178 | 6,684,132 | 6,513,583 | 6,308,691 | 6,078,139 | 5,829,852 | 5,570,825 | 5,307,040 |
| PV Net Measure Costs | 7,710,856 | 9,488,843 | 10,494,677 | 10,913,142 | 10,907,784 | 10,612,188 | 10,128,643 | 9,531,543 | 8,872,962 | 8,188,327 |
| TRC Ratio | 1.72 | 2.05 | 2.14 | 2.12 | 2 05 | 1 95 | 1.85 | 1.74 | 1.65 | 1 57 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.31 | $0 24 | $0 21 | $0.21 | $0.22 | $0.23 | $0 25 | $0 26 | $0 28 | $0.30 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 25,136,337 | 33,527,495 | 37,076,758 | 37,382,207 | 35,692,221 | 33,009,932 | 29,908,629 | 26,725,235 | 23,775,408 | 21,142,308 |
| PV Annual Program Costs | 9,822,682 | 10,021,798 | 10,067,931 | 9,982,072 | 9,786,197 | 9,502,069 | 9,150,314 | 8,749,771 | 8,317,097 | 7,866,566 |
| PV Lost Revenue | 25,191,549 | 33,886,679 | 37,677,169 | 38,064,721 | 36,352,444 | 33,544,623 | 30,333,271 | 27,140,375 | 24,185,130 | 21,550,596 |
| RIM | 0.72 | 0.76 | 0.78 | 0.78 | 0.77 | 0.77 | 0.76 | 0.74 | 0.73 | 0.72 |

| Industrial Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 931,851,210 | 990,757,375 | 1,046,225,809 | 1,098,607,587 | 1,148,191,134 | 1,195,214,879 | 1,239,880,254 | 1,282,362,812 | 1,322,820,710 | 1,361,400,585 |
| Cumulative Gross Peak Demand - kW | 87,644 | 93,138 | 98,286 | 103,124 | 107,684 | 111,992 | 116,072 | 119,944 | 123,627 | 127,136 |
| Cumulative Net Energy Savings - kWh | 511,832,872 | 547,809,038 | 581,658,894 | 613,572,963 | 643,699,229 | 672,152,934 | 699,027,179 | 724,402,021 | 748,351,245 | 770,946,784 |
| Cumulative Net Peak Demand Savings - kW | 49,569 | 52,964 | 56,128 | 59,086 | 61,856 | 64,454 | 66,894 | 69,188 | 71,346 | 73,379 |
| New Net Energy Savings - kWh | 38,339,928 | 35,976,166 | 33,849,856 | 31,914,068 | 30,126,266 | 28,453,706 | 26,874,244 | 25,374,842 | 23,949,224 | 22,595,540 |
| New Net Peak Demand Savings - kW | 3,649 | 3,394 | 3,165 | 2,958 | 2,770 | 2,598 | 2,440 | 2,294 | 2,158 | 2,033 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,110,460 | 5,009,138 | 4,894,850 | 4,771,485 | 4,642,440 | 4,510,619 | 4,378,444 | 4,247,894 | 4,120,536 | 3,997,578 |
| Marketing | 3,206,675 | 3,284,886 | 3,365,005 | 3,447,079 | 3,531,154 | 3,617,279 | 3,705,506 | 3,795,884 | 3,888,466 | 3,983,307 |
| Incentives | 3,902,727 | 3,767,368 | 3,614,687 | 3,449,881 | 3,277,487 | 3,101,382 | 2,924,807 | 2,750,400 | 2,580,260 | 2,415,997 |
| Total | 12,219,862 | 12,061,391 | 11,874,542 | 11,668,444 | 11,451,081 | 11,229,280 | 11,008,756 | 10,794,178 | 10,589,263 | 10,396,882 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 18,840,949 | 16,819,917 | 15,030,641 | 13,443,906 | 12,029,980 | 10,781,957 | 9,670,694 | 8,674,200 | 7,779,745 | 6,977,269 |
| PV Annual Program Marketing and Admin Costs | 5,043,455 | 4,784,044 | 4,531,873 | 4,289,204 | 4,057,601 | 3,838,044 | 3,631,038 | 3,436,708 | 3,254,891 | 3,085,209 |
| PV Net Measure Costs | 7,501,514 | 6,828,578 | 6,180,354 | 5,564,147 | 4,984,767 | 4,445,174 | 3,946,884 | 3,490,263 | 3,074,756 | 2,699,082 |
| TRC Ratio | 1 50 | 1.45 | 1.40 | 1.36 | 1 33 | 1 30 | 1.28 | 1.25 | 1.23 | 1 21 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.32 | $0 34 | $0 35 | $0.37 | $0.38 | $0.39 | $0.41 | $0.43 | $0.44 | $0.46 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 18,840,949 | 16,819,917 | 15,030,641 | 13,443,906 | 12,029,980 | 10,781,957 | 9,670,694 | 8,674,200 | 7,779,745 | 6,977,269 |
| PV Annual Program Costs | 7,410,043 | 6,957,085 | 6,515,117 | 6,089,670 | 5,684,637 | 5,302,536 | 4,944,762 | 4,611,818 | 4,303,519 | 4,019,172 |
| PV Lost Revenue | 19,242,018 | 17,226,912 | 15,460,514 | 13,899,500 | 12,507,814 | 11,257,876 | 10,129,562 | 9,108,401 | 8,183,782 | 7,347,501 |
| RIM | 0.71 | 0.70 | 0.68 | 0.67 | 0 66 | 0 65 | 0.64 | 0.63 | 0.62 | 0 61 |

| |
|---|
| Electric |
| Industrial |
| Existing Replace on Burnout |
| 3 Year Payback |

| Industrial Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 12,955,089 | 28,356,629 | 46,127,204 | 66,197,559 | 88,506,139 | 112,998,574 | 139,622,653 | 168,340,854 | 199,109,496 | 231,905,758 |
| Cumulative Gross Peak Demand - kW | 1,455 | 3,182 | 5,175 | 7,425 | 9,926 | 12,673 | 15,658 | 18,879 | 22,330 | 26,010 |
| Cumulative Net Energy Savings - kWh | 4,227,248 | 11,195,067 | 20,785,926 | 32,894,315 | 47,425,890 | 64,296,622 | 83,427,518 | 104,756,586 | 128,219,644 | 153,772,129 |
| Cumulative Net Peak Demand Savings - kW | 493 | 1,294 | 2,391 | 3,772 | 5,426 | 7,345 | 9,518 | 11,941 | 14,604 | 17,505 |
| New Net Energy Savings - kWh | 4,227,248 | 6,967,819 | 9,590,859 | 12,108,389 | 14,531,574 | 16,870,732 | 19,130,896 | 21,329,068 | 23,463,058 | 25,552,484 |
| New Net Peak Demand Savings - kW | 493 | 801 | 1,097 | 1,381 | 1,654 | 1,918 | 2,174 | 2,422 | 2,664 | 2,900 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 499,853 | 541,767 | 582,585 | 622,357 | 661,137 | 698,984 | 735,586 | 771,657 | 806,973 | 841,613 |
| Marketing | 2,440,000 | 2,499,512 | 2,560,476 | 2,622,927 | 2,686,900 | 2,752,435 | 2,819,567 | 2,888,337 | 2,958,784 | 3,030,950 |
| Incentives | 579,257 | 676,401 | 771,005 | 863,184 | 953,065 | 1,040,785 | 1,125,617 | 1,209,218 | 1,291,070 | 1,371,355 |
| Total | 3,519,111 | 3,717,681 | 3,914,066 | 4,108,467 | 4,301,102 | 4,492,204 | 4,680,770 | 4,869,211 | 5,056,827 | 5,243,918 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,521,068 | 5,498,820 | 7,188,701 | 8,645,943 | 9,902,654 | 11,000,172 | 11,935,660 | 12,697,686 | 13,327,707 | 13,847,682 |
| PV Annual Program Marketing and Admin Costs | 2,939,853 | 2,892,889 | 2,843,830 | 2,793,051 | 2,740,893 | 2,687,664 | 2,633,365 | 2,578,745 | 2,523,805 | 2,468,752 |
| PV Net Measure Costs | 1,097,104 | 1,548,243 | 1,930,283 | 2,251,741 | 2,520,149 | 2,742,145 | 2,921,458 | 3,067,136 | 3,181,362 | 3,269,390 |
| TRC Ratio | 0 87 | 1.24 | 1.51 | 1.71 | 1 88 | 2 03 | 2.15 | 2.25 | 2.34 | 2.41 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.83 | $0 53 | $0.41 | $0.34 | $0.30 | $0.27 | $0 24 | $0 23 | $0 22 | $0.21 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3,521,068 | 5,498,820 | 7,188,701 | 8,645,943 | 9,902,654 | 11,000,172 | 11,935,660 | 12,697,686 | 13,327,707 | 13,847,682 |
| PV Annual Program Costs | 3,519,111 | 3,536,288 | 3,541,433 | 3,535,950 | 3,521,125 | 3,498,136 | 3,467,129 | 3,430,732 | 3,389,079 | 3,342,988 |
| PV Lost Revenue | 3,351,637 | 5,282,290 | 6,950,768 | 8,387,489 | 9,619,348 | 10,670,083 | 11,557,923 | 12,306,445 | 12,925,966 | 13,437,733 |
| RIM | 0 51 | 0.62 | 0.69 | 0.73 | 0.75 | 0.78 | 0.79 | 0.81 | 0.82 | 0 83 |

| Industrial Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 263,730,064 | 296,781,353 | 330,826,102 | 365,996,921 | 402,238,293 | 439,370,670 | 477,529,620 | 516,719,619 | 556,934,018 | 598,181,034 |
| Cumulative Gross Peak Demand - kW | 29,603 | 33,341 | 37,191 | 41,173 | 45,284 | 49,495 | 53,827 | 58,280 | 62,852 | 67,545 |
| Cumulative Net Energy Savings - kWh | 178,904,896 | 205,271,662 | 232,651,741 | 261,142,651 | 290,686,240 | 321,103,712 | 352,505,086 | 384,885,734 | 418,231,842 | 452,544,856 |
| Cumulative Net Peak Demand Savings - kW | 20,376 | 23,395 | 26,530 | 29,796 | 33,190 | 36,684 | 40,294 | 44,021 | 47,862 | 51,817 |
| New Net Energy Savings - kWh | 25,132,767 | 26,366,766 | 27,380,079 | 28,490,910 | 29,543,590 | 30,417,472 | 31,401,374 | 32,380,648 | 33,346,108 | 34,313,014 |
| New Net Peak Demand Savings - kW | 2,872 | 3,018 | 3,135 | 3,266 | 3,394 | 3,494 | 3,611 | 3,727 | 3,841 | 3,955 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 850,042 | 877,368 | 895,395 | 919,395 | 942,807 | 958,851 | 979,779 | 1,000,334 | 1,020,053 | 1,039,946 |
| Marketing | 3,104,875 | 3,180,604 | 3,258,180 | 3,337,647 | 3,419,054 | 3,502,445 | 3,587,871 | 3,675,380 | 3,765,023 | 3,856,853 |
| Incentives | 1,390,894 | 1,454,225 | 1,496,007 | 1,551,633 | 1,605,894 | 1,643,080 | 1,691,585 | 1,739,225 | 1,784,928 | 1,831,035 |
| Total | 5,345,811 | 5,512,197 | 5,649,582 | 5,808,675 | 5,967,755 | 6,104,376 | 6,259,234 | 6,414,938 | 6,570,004 | 6,727,834 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 13,025,365 | 13,036,898 | 12,888,783 | 12,757,321 | 12,573,988 | 12,307,922 | 12,089,563 | 11,861,503 | 11,621,847 | 11,377,990 |
| PV Annual Program Marketing and Admin Costs | 2,398,236 | 2,340,663 | 2,278,911 | 2,221,717 | 2,165,350 | 2,106,652 | 2,051,634 | 1,997,701 | 1,944,674 | 1,892,979 |
| PV Net Measure Costs | 3,102,060 | 3,095,228 | 3,048,471 | 3,013,728 | 2,969,803 | 2,900,186 | 2,841,727 | 2,780,296 | 2,714,671 | 2,648,755 |
| TRC Ratio | 2 37 | 2.40 | 2.42 | 2.44 | 2.45 | 2.46 | 2.47 | 2.48 | 2.49 | 2 51 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.21 | $0 21 | $0 21 | $0.20 | $0.20 | $0.20 | $0 20 | $0 20 | $0 20 | $0.20 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 13,025,365 | 13,036,898 | 12,888,783 | 12,757,321 | 12,573,988 | 12,307,922 | 12,089,563 | 11,861,503 | 11,621,847 | 11,377,990 |
| PV Annual Program Costs | 3,241,665 | 3,179,469 | 3,099,714 | 3,031,502 | 2,962,560 | 2,882,524 | 2,811,437 | 2,740,785 | 2,670,076 | 2,600,811 |
| PV Lost Revenue | 12,613,617 | 12,625,524 | 12,505,521 | 12,408,616 | 12,265,898 | 12,034,851 | 11,835,948 | 11,623,163 | 11,394,827 | 11,157,729 |
| RIM | 0 82 | 0.82 | 0.83 | 0.83 | 0 83 | 0 83 | 0.83 | 0.83 | 0.83 | 0 83 |

| |
|---|
| **Electric** |
| **Residential** |
| **CFL** |
| **3 Year Payback** |

| Residential CFL | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 35,378,363 | 74,358,096 | 116,025,614 | | | | | | | |
| Cumulative Gross Peak Demand - kW | 2,308 | 4,851 | 7,570 | | | | | | | |
| Cumulative Net Energy Savings - kWh | 3,758,821 | 10,603,452 | 19,927,259 | | | | | | | |
| Cumulative Net Peak Demand Savings - kW | 245 | 692 | 1,300 | | | | | | | |
| New Net Energy Savings - kWh | 3,758,821 | 6,844,630 | 9,323,807 | | | | | | | |
| New Net Peak Demand Savings - kW | 245 | 447 | 608 | | | | | | | |
| Program Costs - Real | | | | | | | | | | |
| Administration | 250,000 | 250,000 | 250,000 | | | | | | | |
| Marketing | 560,000 | 560,000 | 560,000 | | | | | | | |
| Incentives | 13 | 15 | 16 | | | | | | | |
| Total | 810,013 | 810,015 | 810,016 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,910,150 | 5,039,139 | 6,526,102 | | | | | | | |
| PV Annual Program Marketing and Admin Costs | 810,000 | 770,478 | 732,885 | | | | | | | |
| PV Net Measure Costs | 163,159 | 285,712 | 374,516 | | | | | | | |
| TRC Ratio | 2 99 | 4.77 | 5.89 | | | | | | | |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.22 | $0.12 | $0 09 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,910,150 | 5,039,139 | 6,526,102 | | | | | | | |
| PV Annual Program Costs | 810,013 | 770,493 | 732,900 | | | | | | | |
| PV Lost Revenue | 4,844,851 | 8,435,385 | 10,984,949 | | | | | | | |
| RIM | 0 51 | 0.55 | 0.56 | | | | | | | |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Retrofit (NO CFL)** |
| **3 Year Payback** |

| Residential existing Retrofit (NO CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 115,967,346 | 255,096,805 | 408,784,364 | 569,581,880 | 731,485,610 | 889,951,914 | 1,041,737,638 | 1,184,662,093 | 1,317,361,988 | 1,439,078,762 |
| Cumulative Gross Peak Demand - kW | 56,583 | 125,558 | 203,326 | 286,577 | 372,400 | 458,345 | 542,432 | 623,129 | 699,304 | 770,174 |
| Cumulative Net Energy Savings - kWh | 49,864,930 | 126,344,389 | 221,202,455 | 327,216,720 | 438,481,820 | 550,445,377 | 659,783,635 | 764,199,424 | 862,107,380 | 952,504,310 |
| Cumulative Net Peak Demand Savings - kW | 30,201 | 74,353 | 128,850 | 190,362 | 255,945 | 323,109 | 389,825 | 454,504 | 515,957 | 573,339 |
| New Net Energy Savings - kWh | 49,864,930 | 76,479,459 | 94,858,066 | 106,014,266 | 111,265,099 | 111,963,557 | 109,338,258 | 104,415,789 | 97,907,956 | 90,396,930 |
| New Net Peak Demand Savings - kW | 30,201 | 44,152 | 54,497 | 61,511 | 65,584 | 67,164 | 66,715 | 64,679 | 61,453 | 57,382 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,600,000 | 4,082,604 | 4,480,311 | 4,794,806 | 5,029,949 | 5,191,278 | 5,285,539 | 5,320,243 | 5,303,285 | 5,242,614 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 13,928,125 | 17,662,443 | 20,739,834 | 23,173,352 | 24,992,852 | 26,241,193 | 26,970,565 | 27,239,102 | 27,107,886 | 26,638,419 |
| Total | 21,332,751 | 25,549,673 | 29,024,770 | 31,772,784 | 33,827,427 | 35,237,097 | 36,060,730 | 36,363,971 | 36,215,797 | 35,685,658 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 84,672,399 | 119,869,615 | 141,014,056 | 151,004,896 | 152,575,652 | 148,109,857 | 139,479,147 | 128,050,707 | 115,214,428 | 101,906,202 |
| PV Annual Program Marketing and Admin Costs | 7,404,626 | 7,502,396 | 7,496,181 | 7,401,097 | 7,232,483 | 7,005,224 | 6,733,245 | 6,429,168 | 6,104,110 | 5,767,600 |
| PV Net Measure Costs | 24,067,380 | 31,702,694 | 36,901,373 | 40,032,014 | 41,466,070 | 41,554,995 | 40,615,955 | 38,924,583 | 36,712,103 | 34,168,516 |
| TRC Ratio | 2 69 | 3.06 | 3.18 | 3.18 | 3.13 | 3 05 | 2.95 | 2.82 | 2.69 | 2 55 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.43 | $0 33 | $0 31 | $0.30 | $0.30 | $0.31 | $0 33 | $0 35 | $0 37 | $0.39 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 84,672,399 | 119,869,615 | 141,014,056 | 151,004,896 | 152,575,652 | 148,109,857 | 139,479,147 | 128,050,707 | 115,214,428 | 101,906,202 |
| PV Annual Program Costs | 21,332,751 | 24,303,051 | 26,261,509 | 27,345,232 | 27,693,047 | 27,439,573 | 26,710,818 | 25,621,198 | 24,271,779 | 22,749,545 |
| PV Lost Revenue | 64,272,312 | 94,253,985 | 111,758,105 | 119,382,146 | 119,735,083 | 115,117,154 | 107,385,616 | 97,939,167 | 87,685,114 | 77,281,589 |
| RIM | 0 99 | 1.01 | 1.02 | 1.03 | 1 03 | 1 04 | 1.04 | 1.04 | 1.03 | 1 02 |

| Residential existing Retrofit (NO CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 1,549,491,772 | 1,648,594,923 | 1,736,607,683 | 1,813,907,435 | 1,880,779,507 | 1,936,749,095 | 1,980,934,356 | 2,014,919,051 | 2,040,160,021 | 2,057,886,559 |
| Cumulative Gross Peak Demand - kW | 835,244 | 894,251 | 947,116 | 993,901 | 1,034,581 | 1,068,617 | 1,095,648 | 1,116,610 | 1,132,337 | 1,143,544 |
| Cumulative Net Energy Savings - kWh | 1,034,817,671 | 1,108,792,560 | 1,174,409,300 | 1,231,819,821 | 1,281,099,128 | 1,321,578,388 | 1,352,198,008 | 1,374,379,499 | 1,389,431,991 | 1,398,450,485 |
| Cumulative Net Peak Demand Savings - kW | 626,092 | 673,890 | 716,590 | 754,192 | 786,612 | 813,253 | 833,698 | 848,828 | 859,429 | 866,165 |
| New Net Energy Savings - kWh | 82,313,361 | 73,974,888 | 65,616,740 | 57,410,521 | 49,279,307 | 40,479,261 | 30,619,619 | 22,181,492 | 15,052,491 | 9,018,494 |
| New Net Peak Demand Savings - kW | 52,753 | 47,798 | 42,700 | 37,602 | 32,421 | 26,641 | 20,444 | 15,130 | 10,601 | 6,737 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,145,966 | 5,020,667 | 4,873,481 | 4,710,513 | 4,510,342 | 4,246,278 | 3,995,636 | 3,772,338 | 3,573,322 | 3,395,828 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 25,890,576 | 24,921,033 | 23,782,124 | 22,521,102 | 20,972,216 | 18,928,924 | 16,989,495 | 15,261,652 | 13,721,696 | 12,348,275 |
| Total | 34,841,169 | 33,746,327 | 32,460,231 | 31,036,241 | 29,287,185 | 26,979,829 | 24,789,757 | 22,838,616 | 21,099,644 | 19,548,729 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 88,887,348 | 76,418,065 | 64,733,052 | 54,040,536 | 44,192,428 | 34,509,076 | 25,064,014 | 17,513,290 | 11,544,656 | 6,842,522 |
| PV Annual Program Marketing and Admin Costs | 5,427,580 | 5,090,484 | 4,761,353 | 4,443,984 | 4,127,783 | 3,801,687 | 3,503,615 | 3,237,262 | 2,998,428 | 2,783,514 |
| PV Net Measure Costs | 31,445,543 | 28,661,185 | 25,904,572 | 23,240,640 | 20,586,731 | 17,767,046 | 15,051,005 | 12,751,757 | 10,817,391 | 9,187,389 |
| TRC Ratio | 2.41 | 2.26 | 2.11 | 1.95 | 1.79 | 1 60 | 1.35 | 1.10 | 0.84 | 0 57 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.42 | $0.46 | $0.49 | $0.54 | $0.59 | $0.67 | $0 81 | $1 03 | $1.40 | $2.17 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 88,887,348 | 76,418,065 | 64,733,052 | 54,040,536 | 44,192,428 | 34,509,076 | 25,064,014 | 17,513,290 | 11,544,656 | 6,842,522 |
| PV Annual Program Costs | 21,127,454 | 19,465,090 | 17,809,714 | 16,197,572 | 14,538,977 | 12,740,042 | 11,134,722 | 9,757,810 | 8,574,981 | 7,557,045 |
| PV Lost Revenue | 67,158,214 | 57,584,600 | 48,720,441 | 40,647,888 | 33,260,606 | 26,036,324 | 18,762,196 | 12,943,718 | 8,361,813 | 4,767,388 |
| RIM | 1 01 | 0.99 | 0.97 | 0.95 | 0 92 | 0 89 | 0.84 | 0.77 | 0.68 | 0 56 |

| |
|---|
| Electric |
| Residential |
| Existing Retrofit (Incl. CFL) |
| 3 Year Payback |

| Residential existing Retrofit (incl. CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 151,345,709 | 329,454,901 | 524,809,978 | 685,607,494 | 847,511,224 | 1,005,977,528 | 1,157,763,251 | 1,300,687,707 | 1,433,387,602 | 1,555,104,376 |
| Cumulative Gross Peak Demand - kW | 58,891 | 130,409 | 210,896 | 294,147 | 379,970 | 465,915 | 550,002 | 630,698 | 706,874 | 777,744 |
| Cumulative Net Energy Savings - kWh | 53,623,752 | 136,947,841 | 241,129,714 | 347,143,980 | 458,409,079 | 570,372,636 | 679,710,894 | 784,126,683 | 882,034,639 | 972,431,570 |
| Cumulative Net Peak Demand Savings - kW | 30,446 | 75,044 | 130,150 | 191,662 | 257,245 | 324,409 | 391,125 | 455,804 | 517,257 | 574,639 |
| New Net Energy Savings - kWh | 53,623,752 | 83,324,089 | 104,181,873 | 106,014,266 | 111,265,099 | 111,963,557 | 109,338,258 | 104,415,789 | 97,907,956 | 90,396,930 |
| New Net Peak Demand Savings - kW | 30,446 | 44,598 | 55,106 | 61,511 | 65,584 | 67,164 | 66,715 | 64,679 | 61,453 | 57,382 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,850,000 | 4,332,604 | 4,730,311 | 4,794,806 | 5,029,949 | 5,191,278 | 5,285,539 | 5,320,243 | 5,303,285 | 5,242,614 |
| Marketing | 4,364,626 | 4,364,626 | 4,364,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 13,928,139 | 17,662,458 | 20,739,850 | 23,173,352 | 24,992,852 | 26,241,193 | 26,970,565 | 27,239,102 | 27,107,886 | 26,638,419 |
| Total | 22,142,765 | 26,359,688 | 29,834,787 | 31,772,784 | 33,827,427 | 35,237,097 | 36,060,730 | 36,363,971 | 36,215,797 | 35,685,658 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 87,582,548 | 124,908,754 | 147,540,158 | 151,004,896 | 152,575,652 | 148,109,857 | 139,479,147 | 128,050,707 | 115,214,428 | 101,906,202 |
| PV Annual Program Marketing and Admin Costs | 8,214,626 | 8,272,874 | 8,229,067 | 7,401,097 | 7,232,483 | 7,005,224 | 6,733,245 | 6,429,168 | 6,104,110 | 5,767,600 |
| PV Net Measure Costs | 24,230,539 | 31,988,406 | 37,275,888 | 40,032,014 | 41,466,070 | 41,554,995 | 40,615,955 | 38,924,583 | 36,712,103 | 34,168,516 |
| TRC Ratio | 2.70 | 3.10 | 3.24 | 3.18 | 3.13 | 3 05 | 2.95 | 2.82 | 2.69 | 2 55 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.41 | $0 32 | $0 29 | $0.30 | $0.30 | $0.31 | $0 33 | $0 35 | $0 37 | $0.39 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 87,582,548 | 124,908,754 | 147,540,158 | 151,004,896 | 152,575,652 | 148,109,857 | 139,479,147 | 128,050,707 | 115,214,428 | 101,906,202 |
| PV Annual Program Costs | 22,142,765 | 25,073,544 | 26,994,409 | 27,345,232 | 27,693,047 | 27,439,573 | 26,710,818 | 25,621,198 | 24,271,779 | 22,749,545 |
| PV Lost Revenue | 69,117,163 | 102,689,370 | 122,743,054 | 119,382,146 | 119,735,083 | 115,117,154 | 107,385,616 | 97,939,167 | 87,685,114 | 77,281,589 |
| RIM | 0 96 | 0.98 | 0.99 | 1.03 | 1 03 | 1 04 | 1.04 | 1.04 | 1.03 | 1 02 |

| Residential existing Retrofit (incl. CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 1,549,491,772 | 1,648,594,923 | 1,736,607,683 | 1,813,907,435 | 1,880,779,507 | 1,936,749,095 | 1,980,934,356 | 2,014,919,051 | 2,040,160,021 | 2,057,886,559 |
| Cumulative Gross Peak Demand - kW | 835,244 | 894,251 | 947,116 | 993,901 | 1,034,581 | 1,068,617 | 1,095,648 | 1,116,610 | 1,132,337 | 1,143,544 |
| Cumulative Net Energy Savings - kWh | 1,034,817,671 | 1,108,792,560 | 1,174,409,300 | 1,231,819,821 | 1,281,099,128 | 1,321,578,388 | 1,352,198,008 | 1,374,379,499 | 1,389,431,991 | 1,398,450,485 |
| Cumulative Net Peak Demand Savings - kW | 626,092 | 673,890 | 716,590 | 754,192 | 786,612 | 813,253 | 833,698 | 848,828 | 859,429 | 866,165 |
| New Net Energy Savings - kWh | 82,313,361 | 73,974,888 | 65,616,740 | 57,410,521 | 49,279,307 | 40,479,261 | 30,619,619 | 22,181,492 | 15,052,491 | 9,018,494 |
| New Net Peak Demand Savings - kW | 52,753 | 47,798 | 42,700 | 37,602 | 32,421 | 26,641 | 20,444 | 15,130 | 10,601 | 6,737 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,145,966 | 5,020,667 | 4,873,481 | 4,710,513 | 4,510,342 | 4,246,278 | 3,995,636 | 3,772,338 | 3,573,322 | 3,395,828 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 25,890,576 | 24,921,033 | 23,782,124 | 22,521,102 | 20,972,216 | 18,928,924 | 16,989,495 | 15,261,652 | 13,721,696 | 12,348,275 |
| Total | 34,841,169 | 33,746,327 | 32,460,231 | 31,036,241 | 29,287,185 | 26,979,829 | 24,789,757 | 22,838,616 | 21,099,644 | 19,548,729 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 88,887,348 | 76,418,065 | 64,733,052 | 54,040,536 | 44,192,428 | 34,509,076 | 25,064,014 | 17,513,290 | 11,544,656 | 6,842,522 |
| PV Annual Program Marketing and Admin Costs | 5,427,580 | 5,090,484 | 4,761,353 | 4,443,984 | 4,127,783 | 3,801,687 | 3,503,615 | 3,237,262 | 2,998,428 | 2,783,514 |
| PV Net Measure Costs | 31,445,543 | 28,661,185 | 25,904,572 | 23,240,640 | 20,586,731 | 17,767,046 | 15,051,005 | 12,751,757 | 10,817,391 | 9,187,389 |
| TRC Ratio | 2.41 | 2.26 | 2.11 | 1.95 | 1.79 | 1 60 | 1.35 | 1.10 | 0.84 | 0 57 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.42 | $0.46 | $0.49 | $0.54 | $0.59 | $0.67 | $0 81 | $1 03 | $1.40 | $2.17 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 88,887,348 | 76,418,065 | 64,733,052 | 54,040,536 | 44,192,428 | 34,509,076 | 25,064,014 | 17,513,290 | 11,544,656 | 6,842,522 |
| PV Annual Program Costs | 21,127,454 | 19,465,090 | 17,809,714 | 16,197,572 | 14,538,977 | 12,740,042 | 11,134,722 | 9,757,810 | 8,574,981 | 7,557,045 |
| PV Lost Revenue | 67,158,214 | 57,584,600 | 48,720,441 | 40,647,888 | 33,260,606 | 26,036,324 | 18,762,196 | 12,943,718 | 8,361,813 | 4,767,388 |
| RIM | 1 01 | 0.99 | 0.97 | 0.95 | 0 92 | 0 89 | 0.84 | 0.77 | 0.68 | 0 56 |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Replace on Burnout** |
| **3 Year Payback** |

| Residential Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 24,236,209 | 54,963,845 | 91,209,304 | 132,111,571 | 175,261,413 | 221,035,265 | 265,859,485 | 311,264,194 | 355,575,408 | 399,515,538 |
| Cumulative Gross Peak Demand - kW | 3,380 | 7,678 | 12,773 | 18,556 | 24,802 | 31,505 | 38,320 | 45,362 | 52,474 | 59,691 |
| Cumulative Net Energy Savings - kWh | 8,703,979 | 23,321,219 | 43,027,399 | 67,093,056 | 93,854,376 | 123,232,738 | 152,790,622 | 183,181,746 | 213,338,970 | 243,506,989 |
| Cumulative Net Peak Demand Savings - kW | 1,996 | 4,910 | 8,629 | 13,049 | 17,997 | 23,429 | 29,097 | 35,034 | 41,126 | 47,369 |
| New Net Energy Savings - kWh | 8,703,979 | 14,617,240 | 19,706,180 | 24,065,658 | 26,761,320 | 29,378,362 | 29,557,884 | 30,391,124 | 30,157,224 | 30,168,019 |
| New Net Peak Demand Savings - kW | 1,996 | 2,915 | 3,719 | 4,420 | 4,948 | 5,432 | 5,668 | 5,936 | 6,092 | 6,243 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,400,000 | 2,752,883 | 3,074,163 | 3,366,652 | 3,632,908 | 3,875,259 | 4,095,829 | 4,296,549 | 4,479,180 | 4,645,325 |
| Marketing | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 |
| Incentives | 3,052,394 | 3,950,007 | 4,767,237 | 5,511,229 | 6,188,493 | 6,804,954 | 7,366,008 | 7,876,573 | 8,341,124 | 8,763,740 |
| Total | 8,032,394 | 9,282,890 | 10,421,400 | 11,457,882 | 12,401,401 | 13,260,213 | 14,041,838 | 14,753,122 | 15,400,304 | 15,989,066 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 9,084,662 | 13,773,741 | 17,319,741 | 19,965,782 | 21,235,185 | 22,289,046 | 21,660,807 | 21,354,981 | 20,426,335 | 19,629,184 |
| PV Annual Program Marketing and Admin Costs | 4,980,000 | 5,072,680 | 5,115,867 | 5,117,983 | 5,086,238 | 5,026,792 | 4,944,904 | 4,845,055 | 4,731,053 | 4,606,132 |
| PV Net Measure Costs | 3,906,451 | 5,432,121 | 6,646,312 | 7,596,927 | 8,293,172 | 8,819,516 | 9,134,143 | 9,353,220 | 9,445,456 | 9,466,455 |
| TRC Ratio | 1 02 | 1.31 | 1.47 | 1.57 | 1 59 | 1 61 | 1.54 | 1.50 | 1.44 | 1 39 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.92 | $0 64 | $0 53 | $0.48 | $0.46 | $0.45 | $0.48 | $0.49 | $0 51 | $0.53 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 9,084,662 | 13,773,741 | 17,319,741 | 19,965,782 | 21,235,185 | 22,289,046 | 21,660,807 | 21,354,981 | 20,426,335 | 19,629,184 |
| PV Annual Program Costs | 8,032,394 | 8,829,958 | 9,429,246 | 9,861,220 | 10,152,489 | 10,325,895 | 10,401,036 | 10,394,702 | 10,321,264 | 10,193,002 |
| PV Lost Revenue | 11,218,803 | 18,014,420 | 23,217,059 | 27,100,219 | 28,798,508 | 30,205,841 | 29,030,017 | 28,506,046 | 27,008,424 | 25,791,058 |
| RIM | 0.47 | 0.51 | 0.53 | 0.54 | 0 55 | 0 55 | 0.55 | 0.55 | 0.55 | 0 55 |

| Residential Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 442,708,404 | 485,185,887 | 522,675,512 | 558,206,405 | 591,484,655 | 621,922,497 | 649,379,771 | 674,412,528 | 696,038,683 | 715,565,629 |
| Cumulative Gross Peak Demand - kW | 66,965 | 74,279 | 81,208 | 88,034 | 94,664 | 100,889 | 106,691 | 112,120 | 116,719 | 120,911 |
| Cumulative Net Energy Savings - kWh | 273,348,211 | 302,895,390 | 329,425,381 | 354,528,766 | 377,897,842 | 398,953,709 | 417,868,003 | 434,862,731 | 449,549,998 | 462,617,270 |
| Cumulative Net Peak Demand Savings - kW | 53,714 | 60,143 | 66,365 | 72,533 | 78,550 | 84,210 | 89,515 | 94,489 | 98,729 | 102,599 |
| New Net Energy Savings - kWh | 29,841,222 | 29,547,179 | 26,529,991 | 25,103,384 | 23,369,076 | 21,055,867 | 18,914,294 | 16,994,727 | 14,687,267 | 13,067,272 |
| New Net Peak Demand Savings - kW | 6,345 | 6,429 | 6,222 | 6,168 | 6,018 | 5,660 | 5,305 | 4,974 | 4,240 | 3,870 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,791,638 | 4,927,749 | 4,978,638 | 5,071,231 | 5,114,727 | 5,025,989 | 4,933,396 | 4,843,634 | 4,540,740 | 4,409,413 |
| Marketing | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 |
| Incentives | 9,135,910 | 9,482,131 | 9,611,575 | 9,847,099 | 9,957,739 | 9,732,021 | 9,496,495 | 9,268,170 | 8,497,711 | 8,163,659 |
| Total | 16,507,547 | 16,989,880 | 17,170,213 | 17,498,330 | 17,652,465 | 17,338,010 | 17,009,891 | 16,691,803 | 15,618,451 | 15,153,072 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 18,684,063 | 17,765,173 | 15,575,293 | 14,248,569 | 12,826,832 | 11,169,361 | 9,705,439 | 8,439,611 | 6,881,467 | 5,880,218 |
| PV Annual Program Marketing and Admin Costs | 4,470,112 | 4,330,516 | 4,147,142 | 3,993,117 | 3,819,878 | 3,591,595 | 3,374,764 | 3,171,751 | 2,893,898 | 2,701,930 |
| PV Net Measure Costs | 9,371,532 | 9,256,597 | 8,805,632 | 8,544,342 | 8,194,557 | 7,596,087 | 7,015,131 | 6,483,109 | 5,707,209 | 5,212,040 |
| TRC Ratio | 1 35 | 1.31 | 1.20 | 1.14 | 1 07 | 1 00 | 0.93 | 0.87 | 0.80 | 0.74 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.55 | $0 58 | $0 65 | $0.70 | $0.76 | $0.82 | $0 90 | $0 98 | $1 06 | $1.16 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 18,684,063 | 17,765,173 | 15,575,293 | 14,248,569 | 12,826,832 | 11,169,361 | 9,705,439 | 8,439,611 | 6,881,467 | 5,880,218 |
| PV Annual Program Costs | 10,010,068 | 9,799,868 | 9,420,653 | 9,132,242 | 8,763,177 | 8,187,116 | 7,640,269 | 7,131,581 | 6,347,402 | 5,857,795 |
| PV Lost Revenue | 24,346,997 | 23,000,541 | 19,698,523 | 17,773,738 | 15,772,739 | 13,543,166 | 11,589,749 | 9,917,049 | 8,158,927 | 6,907,666 |
| RIM | 0 54 | 0.54 | 0.53 | 0.53 | 0 52 | 0 51 | 0.50 | 0.50 | 0.47 | 0.46 |

| |
|---|
| **Electric** |
| **Residential** |
| **New Construction** |
| **3 Year Payback** |

| Residential New Construction | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 11,261,209 | 21,466,799 | 31,517,178 | 41,584,040 | 51,719,088 | 61,941,243 | 72,258,046 | 82,672,542 | 93,185,863 | 103,798,327 |
| Cumulative Gross Peak Demand - kW | 2,193 | 4,180 | 6,137 | 8,097 | 10,071 | 12,061 | 14,070 | 16,098 | 18,145 | 20,212 |
| Cumulative Net Energy Savings - kWh | 9,250,533 | 18,437,521 | 27,789,040 | 37,308,870 | 46,981,673 | 56,792,955 | 66,731,256 | 76,787,812 | 86,955,958 | 97,230,605 |
| Cumulative Net Peak Demand Savings - kW | 1,801 | 3,590 | 5,411 | 7,265 | 9,148 | 11,059 | 12,994 | 14,952 | 16,932 | 18,933 |
| New Net Energy Savings - kWh | 9,250,533 | 9,186,987 | 9,351,520 | 9,519,829 | 9,672,803 | 9,811,282 | 9,938,300 | 10,056,557 | 10,168,145 | 10,274,647 |
| New Net Peak Demand Savings - kW | 1,801 | 1,789 | 1,821 | 1,854 | 1,884 | 1,910 | 1,935 | 1,958 | 1,980 | 2,001 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 925,000 | 859,964 | 850,398 | 851,410 | 855,607 | 860,970 | 866,797 | 872,812 | 878,897 | 885,002 |
| Marketing | 150,000 | 153,659 | 157,406 | 161,245 | 165,178 | 169,207 | 173,334 | 177,562 | 181,892 | 186,329 |
| Incentives | 2,357,599 | 2,136,584 | 2,104,077 | 2,107,515 | 2,121,778 | 2,140,003 | 2,159,807 | 2,180,248 | 2,200,926 | 2,221,672 |
| Total | 3,432,599 | 3,150,207 | 3,111,881 | 3,120,171 | 3,142,564 | 3,170,180 | 3,199,938 | 3,230,622 | 3,261,716 | 3,293,002 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 9,285,887 | 8,773,952 | 8,493,933 | 8,237,591 | 7,984,791 | 7,740,824 | 7,493,977 | 7,228,459 | 6,964,173 | 6,703,921 |
| PV Annual Program Marketing and Admin Costs | 1,075,000 | 964,166 | 911,858 | 871,542 | 835,673 | 802,212 | 770,444 | 740,069 | 710,940 | 682,971 |
| PV Net Measure Costs | 4,363,405 | 4,121,785 | 3,990,812 | 3,864,371 | 3,734,858 | 3,603,466 | 3,472,003 | 3,341,880 | 3,214,084 | 3,089,273 |
| TRC Ratio | 1.71 | 1.73 | 1.73 | 1.74 | 1.75 | 1.76 | 1.77 | 1.77 | 1.77 | 1.78 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.37 | $0 34 | $0 33 | $0.33 | $0.32 | $0.32 | $0 32 | $0 32 | $0 32 | $0.32 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 9,285,887 | 8,773,952 | 8,493,933 | 8,237,591 | 7,984,791 | 7,740,824 | 7,493,977 | 7,228,459 | 6,964,173 | 6,703,921 |
| PV Annual Program Costs | 3,432,599 | 2,996,501 | 2,815,619 | 2,685,374 | 2,572,681 | 2,468,659 | 2,370,251 | 2,276,220 | 2,185,998 | 2,099,283 |
| PV Lost Revenue | 11,923,272 | 11,322,127 | 11,017,598 | 10,720,233 | 10,409,139 | 10,087,629 | 9,760,814 | 9,432,776 | 9,106,461 | 8,783,938 |
| RIM | 0 60 | 0.61 | 0.61 | 0.61 | 0 62 | 0 62 | 0.62 | 0.62 | 0.62 | 0 62 |

| Residential New Construction | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 114,509,922 | 125,320,542 | 136,230,095 | 147,238,554 | 158,345,981 | 169,552,537 | 180,858,478 | 192,264,156 | 203,770,013 | 215,376,575 |
| Cumulative Gross Peak Demand - kW | 22,298 | 24,403 | 26,527 | 28,671 | 30,834 | 33,016 | 35,217 | 37,438 | 39,679 | 41,939 |
| Cumulative Net Energy Savings - kWh | 107,607,864 | 118,084,768 | 128,659,064 | 139,329,068 | 150,093,551 | 160,951,655 | 171,902,828 | 182,946,778 | 194,083,426 | 205,312,884 |
| Cumulative Net Peak Demand Savings - kW | 20,954 | 22,994 | 25,053 | 27,131 | 29,227 | 31,341 | 33,473 | 35,624 | 37,792 | 39,979 |
| New Net Energy Savings - kWh | 10,377,260 | 10,476,904 | 10,574,296 | 10,670,004 | 10,764,483 | 10,858,104 | 10,951,174 | 11,043,950 | 11,136,649 | 11,229,458 |
| New Net Peak Demand Savings - kW | 2,021 | 2,040 | 2,059 | 2,078 | 2,096 | 2,114 | 2,132 | 2,151 | 2,169 | 2,187 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 891,106 | 897,203 | 903,295 | 909,385 | 915,479 | 921,583 | 927,703 | 933,845 | 940,014 | 946,215 |
| Marketing | 190,873 | 195,529 | 200,298 | 205,183 | 210,188 | 215,314 | 220,566 | 225,945 | 231,456 | 237,102 |
| Incentives | 2,242,415 | 2,263,136 | 2,283,838 | 2,304,534 | 2,325,244 | 2,345,988 | 2,366,786 | 2,387,657 | 2,408,621 | 2,429,696 |
| Total | 3,324,394 | 3,355,868 | 3,387,431 | 3,419,103 | 3,450,911 | 3,482,886 | 3,515,055 | 3,547,448 | 3,580,092 | 3,613,013 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 6,455,016 | 6,208,446 | 5,960,615 | 5,716,202 | 5,477,184 | 5,251,149 | 5,037,748 | 4,832,542 | 4,635,336 | 4,445,913 |
| PV Annual Program Marketing and Admin Costs | 656,105 | 630,295 | 605,500 | 581,685 | 558,813 | 536,850 | 515,764 | 495,521 | 476,090 | 457,440 |
| PV Net Measure Costs | 2,967,880 | 2,850,170 | 2,736,300 | 2,626,341 | 2,520,312 | 2,418,186 | 2,319,909 | 2,225,407 | 2,134,589 | 2,047,355 |
| TRC Ratio | 1.78 | 1.78 | 1.78 | 1.78 | 1.78 | 1.78 | 1.78 | 1.78 | 1.78 | 1.77 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.32 | $0 32 | $0 32 | $0.32 | $0.32 | $0.32 | $0 32 | $0 32 | $0 32 | $0.32 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 6,455,016 | 6,208,446 | 5,960,615 | 5,716,202 | 5,477,184 | 5,251,149 | 5,037,748 | 4,832,542 | 4,635,336 | 4,445,913 |
| PV Annual Program Costs | 2,015,891 | 1,935,685 | 1,858,556 | 1,784,403 | 1,713,129 | 1,644,640 | 1,578,844 | 1,515,649 | 1,454,964 | 1,396,700 |
| PV Lost Revenue | 8,466,647 | 8,155,582 | 7,851,417 | 7,554,593 | 7,265,386 | 6,983,949 | 6,710,340 | 6,444,551 | 6,186,522 | 5,936,154 |
| RIM | 0 62 | 0.62 | 0.61 | 0.61 | 0 61 | 0 61 | 0.61 | 0.61 | 0.61 | 0 61 |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Total** |
| **3 Year Payback** |

| Residential Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 175,581,918 | 384,418,746 | 616,019,282 | 817,719,065 | 1,022,772,637 | 1,227,012,793 | 1,423,622,737 | 1,611,951,901 | 1,788,963,010 | 1,954,619,914 |
| Cumulative Gross Peak Demand - kW | 62,271 | 138,087 | 223,669 | 312,703 | 404,772 | 497,420 | 588,322 | 676,060 | 759,347 | 837,435 |
| Cumulative Net Energy Savings - kWh | 62,327,731 | 160,269,060 | 284,157,113 | 414,237,036 | 552,263,455 | 693,605,374 | 832,501,517 | 967,308,429 | 1,095,373,609 | 1,215,938,559 |
| Cumulative Net Peak Demand Savings - kW | 32,442 | 79,955 | 138,779 | 204,711 | 275,242 | 347,839 | 420,222 | 490,837 | 558,383 | 622,008 |
| New Net Energy Savings - kWh | 62,327,731 | 97,941,329 | 123,888,053 | 130,079,923 | 138,026,419 | 141,341,919 | 138,896,142 | 134,806,913 | 128,065,180 | 120,564,949 |
| New Net Peak Demand Savings - kW | 32,442 | 47,513 | 58,824 | 65,931 | 70,532 | 72,597 | 72,383 | 70,615 | 67,546 | 63,625 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 6,250,000 | 7,085,487 | 7,804,474 | 8,161,458 | 8,662,857 | 9,066,538 | 9,381,368 | 9,616,792 | 9,782,465 | 9,887,939 |
| Marketing | 6,944,626 | 6,944,626 | 6,944,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 |
| Incentives | 16,980,532 | 21,612,465 | 25,507,087 | 28,684,582 | 31,181,345 | 33,046,146 | 34,336,574 | 35,115,675 | 35,449,010 | 35,402,159 |
| Total | 30,175,158 | 35,642,578 | 40,256,187 | 43,230,666 | 46,228,827 | 48,497,310 | 50,102,568 | 51,117,094 | 51,616,101 | 51,674,724 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 96,667,210 | 138,682,495 | 164,859,899 | 170,970,679 | 173,810,838 | 170,398,903 | 161,139,954 | 149,405,689 | 135,640,763 | 121,535,387 |
| PV Annual Program Marketing and Admin Costs | 13,194,626 | 13,345,554 | 13,344,934 | 12,519,081 | 12,318,721 | 12,032,017 | 11,678,149 | 11,274,223 | 10,835,163 | 10,373,732 |
| PV Net Measure Costs | 28,136,990 | 37,420,527 | 43,922,200 | 47,628,941 | 49,759,242 | 50,374,511 | 49,750,097 | 48,277,803 | 46,157,560 | 43,634,972 |
| TRC Ratio | 2 34 | 2.73 | 2.88 | 2.84 | 2 80 | 2.73 | 2.62 | 2.51 | 2.38 | 2 25 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.48 | $0 36 | $0 32 | $0.33 | $0.33 | $0.34 | $0 36 | $0 38 | $0.40 | $0.43 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 96,667,210 | 138,682,495 | 164,859,899 | 170,970,679 | 173,810,838 | 170,398,903 | 161,139,954 | 149,405,689 | 135,640,763 | 121,535,387 |
| PV Annual Program Costs | 30,175,158 | 33,903,502 | 36,423,655 | 37,206,452 | 37,845,536 | 37,765,469 | 37,111,855 | 36,015,900 | 34,593,043 | 32,942,547 |
| PV Lost Revenue | 80,335,966 | 120,703,790 | 145,960,113 | 146,482,364 | 148,533,591 | 145,322,995 | 136,415,633 | 126,445,213 | 114,693,538 | 103,072,647 |
| RIM | 0 87 | 0.90 | 0.90 | 0.93 | 0 93 | 0 93 | 0.93 | 0.92 | 0.91 | 0 89 |

| Residential Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 1,992,200,177 | 2,133,780,810 | 2,259,283,195 | 2,372,113,840 | 2,472,264,162 | 2,558,671,592 | 2,630,314,127 | 2,689,331,580 | 2,736,198,704 | 2,773,452,188 |
| Cumulative Gross Peak Demand - kW | 902,209 | 968,530 | 1,028,324 | 1,081,935 | 1,129,245 | 1,169,507 | 1,202,339 | 1,228,730 | 1,249,057 | 1,264,455 |
| Cumulative Net Energy Savings - kWh | 1,308,165,882 | 1,411,687,950 | 1,503,834,681 | 1,586,348,587 | 1,658,996,969 | 1,720,532,097 | 1,770,066,011 | 1,809,242,230 | 1,838,981,988 | 1,861,067,755 |
| Cumulative Net Peak Demand Savings - kW | 679,806 | 734,032 | 782,955 | 826,724 | 865,163 | 897,463 | 923,213 | 943,317 | 958,157 | 968,764 |
| New Net Energy Savings - kWh | 112,154,583 | 103,522,068 | 92,146,731 | 82,513,906 | 72,648,383 | 61,535,128 | 49,533,914 | 39,176,219 | 29,739,759 | 22,085,767 |
| New Net Peak Demand Savings - kW | 59,098 | 54,226 | 48,922 | 43,770 | 38,438 | 32,301 | 25,749 | 20,104 | 14,841 | 10,606 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 9,937,604 | 9,948,417 | 9,852,119 | 9,781,743 | 9,625,069 | 9,272,267 | 8,929,032 | 8,615,972 | 8,114,062 | 7,805,241 |
| Marketing | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 |
| Incentives | 35,026,486 | 34,403,165 | 33,393,699 | 32,368,202 | 30,929,955 | 28,660,945 | 26,485,989 | 24,529,821 | 22,219,407 | 20,511,934 |
| Total | 51,348,716 | 50,736,207 | 49,630,444 | 48,534,571 | 46,939,650 | 44,317,839 | 41,799,647 | 39,530,419 | 36,718,095 | 34,701,801 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 107,571,411 | 94,183,238 | 80,308,345 | 68,289,105 | 57,019,259 | 45,678,437 | 34,769,453 | 25,952,900 | 18,426,123 | 12,722,740 |
| PV Annual Program Marketing and Admin Costs | 9,897,692 | 9,421,000 | 8,908,494 | 8,437,102 | 7,947,660 | 7,393,282 | 6,878,379 | 6,409,013 | 5,892,326 | 5,485,444 |
| PV Net Measure Costs | 40,817,074 | 37,917,782 | 34,710,203 | 31,784,983 | 28,781,287 | 25,363,132 | 22,066,136 | 19,234,866 | 16,524,600 | 14,399,430 |
| TRC Ratio | 2.12 | 1.99 | 1.84 | 1.70 | 1 55 | 1 39 | 1.20 | 1.01 | 0.82 | 0 64 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.46 | $0.49 | $0 54 | $0.59 | $0.65 | $0.72 | $0 84 | $1 01 | $1 23 | $1.57 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 107,571,411 | 94,183,238 | 80,308,345 | 68,289,105 | 57,019,259 | 45,678,437 | 34,769,453 | 25,952,900 | 18,426,123 | 12,722,740 |
| PV Annual Program Costs | 31,137,522 | 29,264,958 | 27,230,368 | 25,329,813 | 23,302,155 | 20,927,158 | 18,774,991 | 16,889,391 | 14,922,382 | 13,414,839 |
| PV Lost Revenue | 91,505,211 | 80,585,142 | 68,418,964 | 58,421,626 | 49,033,345 | 39,579,490 | 30,351,945 | 22,860,767 | 16,520,740 | 11,675,054 |
| RIM | 0 88 | 0.86 | 0.84 | 0.82 | 0.79 | 0.75 | 0.71 | 0.65 | 0.59 | 0 51 |

| |
|---|
| **Electric** |
| **All** |
| **Total** |
| **1 Year Payback** |

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 914,175,055 | 1,929,353,937 | 2,990,733,433 | 3,986,787,214 | 4,932,404,085 | 5,812,510,563 | 6,611,622,595 | 7,329,371,654 | 7,960,606,938 | 8,518,573,646 |
| **Cumulative Gross Peak Demand - kW** | 225,673 | 487,231 | 767,078 | 1,044,157 | 1,309,897 | 1,556,012 | 1,776,734 | 1,969,918 | 2,134,832 | 2,273,635 |
| **Cumulative Net Energy Savings - kWh** | 570,388,992 | 1,259,609,789 | 2,011,601,276 | 2,756,968,888 | 3,472,692,594 | 4,138,155,231 | 4,738,609,519 | 5,271,450,797 | 5,735,279,273 | 6,137,956,200 |
| **Cumulative Net Peak Demand Savings - kW** | 168,342 | 376,199 | 605,669 | 838,855 | 1,064,177 | 1,272,787 | 1,458,904 | 1,620,095 | 1,755,866 | 1,867,835 |
| **New Net Energy Savings - kWh** | 570,388,992 | 689,220,797 | 751,991,488 | 745,367,611 | 715,723,706 | 665,462,637 | 600,454,288 | 532,841,278 | 463,828,476 | 402,676,927 |
| **New Net Peak Demand Savings - kW** | 168,342 | 207,857 | 229,470 | 233,186 | 225,322 | 208,610 | 186,117 | 161,191 | 135,772 | 111,969 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 22,556,751 | 24,046,314 | 25,069,239 | 25,166,072 | 25,288,835 | 25,128,338 | 24,796,000 | 24,387,513 | 23,971,957 | 23,595,333 |
| **Marketing** | 22,484,626 | 22,609,260 | 22,736,934 | 21,907,722 | 22,041,700 | 22,178,946 | 22,319,539 | 22,463,561 | 22,611,096 | 22,762,230 |
| **Incentives** | 190,749,542 | 217,398,597 | 232,567,457 | 236,471,835 | 231,198,525 | 219,319,922 | 203,373,906 | 185,601,019 | 167,735,831 | 150,993,393 |
| **Total** | 235,790,919 | 264,054,172 | 280,373,631 | 283,545,630 | 278,529,061 | 266,627,206 | 250,489,445 | 232,452,094 | 214,318,885 | 197,350,956 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 656,759,933 | 762,398,113 | 795,517,264 | 759,248,769 | 697,164,552 | 617,766,934 | 529,456,346 | 442,675,608 | 361,580,593 | 292,290,209 |
| **PV Annual Program Marketing and Admin Costs** | 45,041,377 | 44,379,150 | 43,254,857 | 40,514,039 | 38,747,456 | 36,838,780 | 34,899,310 | 33,010,163 | 31,219,901 | 29,552,866 |
| **PV Net Measure Costs** | 242,294,414 | 269,973,613 | 278,646,293 | 270,679,701 | 252,892,058 | 228,873,954 | 202,184,486 | 175,642,047 | 150,930,380 | 129,070,660 |
| **TRC Ratio** | 2.29 | 2.43 | 2.47 | 2.44 | 2.39 | 2.32 | 2.23 | 2.12 | 1.99 | 1.84 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0.41 | $0 38 | $0 37 | $0 38 | $0 39 | $0.40 | $0.42 | $0.44 | $0.46 | $0.49 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 656,759,933 | 762,398,113 | 795,517,264 | 759,248,769 | 697,164,552 | 617,766,934 | 529,456,346 | 442,675,608 | 361,580,593 | 292,290,209 |
| **PV Annual Program Costs** | 235,790,919 | 251,170,412 | 253,681,067 | 244,033,413 | 228,019,661 | 207,625,977 | 185,541,945 | 163,780,269 | 143,636,232 | 125,810,893 |
| **PV Lost Revenue** | 621,459,597 | 724,788,238 | 761,496,254 | 724,615,620 | 668,488,459 | 596,568,626 | 515,839,569 | 438,082,093 | 364,286,643 | 301,387,360 |
| **RIM** | 0.77 | 0.78 | 0.78 | 0.78 | 0.78 | 0.77 | 0.75 | 0.74 | 0.71 | 0.68 |

| | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 8,838,260,665 | 9,265,904,397 | 9,630,876,293 | 9,950,116,591 | 10,230,418,517 | 10,478,388,808 | 10,698,975,069 | 10,899,509,235 | 11,081,534,624 | 11,250,109,939 |
| **Cumulative Gross Peak Demand - kW** | 2,374,701 | 2,468,309 | 2,541,790 | 2,599,366 | 2,644,277 | 2,678,592 | 2,704,757 | 2,724,810 | 2,738,892 | 2,749,004 |
| **Cumulative Net Energy Savings - kWh** | 6,444,051,429 | 6,738,681,494 | 6,984,982,850 | 7,194,169,144 | 7,372,234,300 | 7,525,018,358 | 7,659,419,809 | 7,779,612,182 | 7,887,454,824 | 7,986,618,066 |
| **Cumulative Net Peak Demand Savings - kW** | 1,954,510 | 2,025,518 | 2,078,681 | 2,117,646 | 2,145,519 | 2,164,241 | 2,176,359 | 2,183,585 | 2,186,043 | 2,185,555 |
| **New Net Energy Savings - kWh** | 341,993,050 | 294,630,065 | 246,301,356 | 209,186,294 | 178,065,157 | 152,784,057 | 134,401,451 | 120,192,373 | 107,842,642 | 99,163,242 |
| **New Net Peak Demand Savings - kW** | 89,846 | 71,008 | 53,163 | 38,965 | 27,874 | 18,721 | 12,118 | 7,226 | 2,458 | -488 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 23,164,890 | 22,858,243 | 22,048,629 | 21,497,593 | 21,022,349 | 20,609,485 | 20,281,904 | 19,998,089 | 19,277,679 | 18,918,643 |
| **Marketing** | 22,917,049 | 23,075,645 | 23,238,109 | 23,404,535 | 23,575,021 | 23,749,665 | 23,928,568 | 24,111,835 | 24,299,572 | 24,491,888 |
| **Incentives** | 135,301,393 | 122,148,152 | 108,215,778 | 97,437,513 | 88,777,315 | 81,816,669 | 76,581,536 | 72,409,937 | 67,226,106 | 63,926,926 |
| **Total** | 181,383,332 | 168,082,040 | 153,502,516 | 142,339,641 | 133,374,685 | 126,175,819 | 120,792,008 | 116,519,861 | 110,803,357 | 107,337,457 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 230,977,691 | 183,086,110 | 139,670,673 | 107,206,589 | 82,205,987 | 62,882,112 | 49,331,067 | 39,387,364 | 30,862,798 | 25,238,433 |
| **PV Annual Program Marketing and Admin Costs** | 27,943,783 | 26,494,950 | 24,847,139 | 23,434,070 | 22,139,382 | 20,946,666 | 19,857,853 | 18,845,987 | 17,709,971 | 16,781,414 |
| **PV Net Measure Costs** | 109,458,781 | 93,592,010 | 78,440,439 | 66,725,352 | 57,317,154 | 49,716,313 | 43,823,293 | 39,066,434 | 34,346,434 | 30,883,249 |
| **TRC Ratio** | 1.68 | 1.52 | 1.35 | 1.19 | 1.03 | 0.89 | 0.77 | 0.68 | 0.59 | 0.53 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0 53 | $0 57 | $0 62 | $0 68 | $0.75 | $0 83 | $0 90 | $0 97 | $1 03 | $1 08 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 230,977,691 | 183,086,110 | 139,670,673 | 107,206,589 | 82,205,987 | 62,882,112 | 49,331,067 | 39,387,364 | 30,862,798 | 25,238,433 |
| **PV Annual Program Costs** | 109,989,653 | 96,950,758 | 84,221,087 | 74,285,946 | 66,210,923 | 59,581,004 | 54,255,695 | 49,783,168 | 45,030,932 | 41,493,949 |
| **PV Lost Revenue** | 244,366,671 | 199,869,091 | 157,561,515 | 125,738,080 | 100,156,716 | 80,085,517 | 65,464,752 | 54,326,889 | 45,022,794 | 38,351,911 |
| **RIM** | 0.65 | 0.62 | 0.58 | 0.54 | 0.49 | 0.45 | 0.41 | 0.38 | 0.34 | 0.32 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Total** |
| **1 Year Payback** |

| Commercial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 363,860,653 | 752,213,784 | 1,148,531,888 | 1,518,095,788 | 1,860,522,719 | 2,176,335,859 | 2,462,379,792 | 2,719,617,413 | 2,943,215,916 | 3,141,563,659 |
| Cumulative Gross Peak Demand - kW | 53,360 | 109,932 | 167,154 | 220,461 | 269,767 | 314,796 | 355,182 | 391,096 | 422,300 | 449,740 |
| Cumulative Net Energy Savings - kWh | 203,303,056 | 439,068,410 | 690,301,494 | 932,461,297 | 1,159,486,191 | 1,367,413,973 | 1,553,266,876 | 1,717,184,827 | 1,858,057,511 | 1,979,921,754 |
| Cumulative Net Peak Demand Savings - kW | 32,559 | 69,644 | 108,589 | 145,986 | 180,899 | 212,632 | 240,804 | 265,475 | 286,692 | 304,992 |
| New Net Energy Savings - kWh | 203,303,056 | 235,765,354 | 251,233,084 | 242,159,803 | 227,024,894 | 207,927,782 | 185,852,902 | 163,917,951 | 140,872,684 | 121,864,243 |
| New Net Peak Demand Savings - kW | 32,559 | 37,085 | 38,945 | 37,397 | 34,913 | 31,733 | 28,172 | 24,671 | 21,217 | 18,300 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,030,442 | 5,138,431 | 5,194,725 | 4,998,980 | 4,920,152 | 4,799,624 | 4,655,469 | 4,503,268 | 4,354,477 | 4,216,557 |
| Marketing | 10,430,000 | 10,430,000 | 10,430,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 |
| Incentives | 66,316,926 | 69,681,485 | 70,943,770 | 69,819,453 | 66,807,810 | 62,520,899 | 57,531,397 | 52,322,056 | 47,251,895 | 42,558,960 |
| Total | 81,777,367 | 85,249,917 | 86,568,495 | 84,848,433 | 81,757,963 | 77,350,523 | 72,216,865 | 66,855,324 | 61,636,372 | 56,805,517 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 187,690,090 | 205,832,689 | 207,679,337 | 190,347,854 | 170,062,178 | 148,653,277 | 126,870,149 | 106,574,761 | 87,424,924 | 72,135,102 |
| PV Annual Program Marketing and Admin Costs | 15,460,442 | 14,808,815 | 14,137,196 | 12,934,685 | 12,239,041 | 11,548,016 | 10,877,785 | 10,239,798 | 9,640,458 | 9,082,156 |
| PV Net Measure Costs | 80,378,196 | 82,760,633 | 81,656,997 | 76,766,886 | 70,418,510 | 63,064,124 | 55,463,857 | 48,170,729 | 41,505,078 | 35,646,114 |
| TRC Ratio | 1.96 | 2.11 | 2.17 | 2.12 | 2.06 | 1.99 | 1.91 | 1.82 | 1.71 | 1.61 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.40 | $0 36 | $0 34 | $0 35 | $0 36 | $0 37 | $0 39 | $0.41 | $0.44 | $0.47 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 187,690,090 | 205,832,689 | 207,679,337 | 190,347,854 | 170,062,178 | 148,653,277 | 126,870,149 | 106,574,761 | 87,424,924 | 72,135,102 |
| PV Annual Program Costs | 81,777,367 | 81,090,394 | 78,326,868 | 73,024,764 | 66,931,698 | 60,233,831 | 53,492,304 | 47,104,686 | 41,308,615 | 36,213,419 |
| PV Lost Revenue | 216,433,373 | 239,986,337 | 244,474,299 | 225,231,297 | 201,784,385 | 176,574,300 | 150,763,052 | 126,989,661 | 104,204,456 | 86,049,881 |
| RIM | 0.63 | 0.64 | 0.64 | 0.64 | 0.63 | 0.63 | 0.62 | 0.61 | 0.60 | 0.59 |

| Commercial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,266,742,175 | 3,422,398,648 | 3,557,542,627 | 3,679,016,591 | 3,788,050,524 | 3,887,373,545 | 3,976,914,305 | 4,059,988,240 | 4,137,359,188 | 4,210,345,638 |
| Cumulative Gross Peak Demand - kW | 467,955 | 489,196 | 507,732 | 524,331 | 539,270 | 552,763 | 564,999 | 576,339 | 586,905 | 596,862 |
| Cumulative Net Energy Savings - kWh | 2,068,312,796 | 2,158,962,407 | 2,237,410,004 | 2,306,632,777 | 2,367,429,888 | 2,422,072,376 | 2,472,440,420 | 2,519,292,590 | 2,563,354,333 | 2,605,391,868 |
| Cumulative Net Peak Demand Savings - kW | 318,811 | 332,431 | 344,285 | 354,776 | 364,124 | 372,479 | 380,182 | 387,357 | 394,112 | 400,549 |
| New Net Energy Savings - kWh | 104,361,603 | 90,649,611 | 78,447,598 | 69,222,772 | 60,797,112 | 54,642,488 | 50,368,045 | 46,852,170 | 44,061,744 | 42,037,535 |
| New Net Peak Demand Savings - kW | 15,690 | 13,620 | 11,854 | 10,491 | 9,347 | 8,355 | 7,703 | 7,175 | 6,754 | 6,437 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,092,284 | 3,987,912 | 3,901,239 | 3,831,406 | 3,755,829 | 3,691,935 | 3,653,679 | 3,624,110 | 3,598,439 | 3,580,545 |
| Marketing | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 |
| Incentives | 38,359,083 | 34,770,743 | 31,762,446 | 29,299,912 | 27,036,194 | 25,173,110 | 23,864,300 | 22,838,295 | 21,995,412 | 21,362,085 |
| Total | 52,481,366 | 48,788,656 | 45,693,685 | 43,161,318 | 40,822,023 | 38,895,045 | 37,547,979 | 36,492,405 | 35,623,851 | 34,972,630 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 59,039,430 | 48,966,495 | 40,477,209 | 34,066,496 | 28,617,611 | 24,476,013 | 21,518,849 | 19,095,054 | 17,124,718 | 15,565,995 |
| PV Annual Program Marketing and Admin Costs | 8,563,659 | 8,085,618 | 7,643,550 | 7,234,160 | 6,843,671 | 6,479,583 | 6,146,247 | 5,833,725 | 5,538,653 | 5,261,493 |
| PV Net Measure Costs | 30,579,600 | 26,382,406 | 22,913,287 | 20,082,285 | 17,580,372 | 15,539,188 | 13,968,769 | 12,671,788 | 11,566,166 | 10,646,530 |
| TRC Ratio | 1.51 | 1.42 | 1.32 | 1.25 | 1.17 | 1.11 | 1.07 | 1.03 | 1.00 | 0.98 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 50 | $0 54 | $0 58 | $0 62 | $0 67 | $0.71 | $0.75 | $0.78 | $0 81 | $0 83 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 59,039,430 | 48,966,495 | 40,477,209 | 34,066,496 | 28,617,611 | 24,476,013 | 21,518,849 | 19,095,054 | 17,124,718 | 15,565,995 |
| PV Annual Program Costs | 31,824,353 | 28,141,598 | 25,070,415 | 22,525,555 | 20,265,194 | 18,366,481 | 16,865,285 | 15,591,398 | 14,477,677 | 13,519,535 |
| PV Lost Revenue | 70,326,849 | 58,282,691 | 48,109,166 | 40,480,615 | 33,892,229 | 29,028,806 | 25,491,218 | 22,581,334 | 20,216,472 | 18,354,192 |
| RIM | 0.58 | 0.57 | 0.55 | 0.54 | 0.53 | 0.52 | 0.51 | 0.50 | 0.49 | 0.49 |

| |
|---|
| **Electric** |
| **Industrial** |
| **Total** |
| **1 Year Payback** |

| Industrial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 205,287,173 | 422,845,044 | 639,625,382 | 845,969,874 | 1,035,902,509 | 1,206,789,160 | 1,358,596,206 | 1,493,113,820 | 1,613,083,268 | 1,721,630,587 |
| Cumulative Gross Peak Demand - kW | 19,908 | 41,056 | 62,186 | 82,371 | 101,040 | 117,947 | 133,097 | 146,671 | 158,936 | 170,195 |
| Cumulative Net Energy Savings - kWh | 137,323,570 | 293,425,234 | 454,313,926 | 609,543,238 | 752,474,143 | 879,911,420 | 991,344,057 | 1,088,153,751 | 1,172,733,314 | 1,247,904,123 |
| Cumulative Net Peak Demand Savings - kW | 13,599 | 29,033 | 44,957 | 60,369 | 74,639 | 87,470 | 98,821 | 108,838 | 117,755 | 125,850 |
| New Net Energy Savings - kWh | 137,323,570 | 156,101,664 | 160,888,692 | 155,229,312 | 142,930,905 | 127,437,277 | 111,432,638 | 96,809,694 | 84,579,563 | 75,170,809 |
| New Net Peak Demand Savings - kW | 13,599 | 15,434 | 15,923 | 15,412 | 14,270 | 12,831 | 11,352 | 10,016 | 8,918 | 8,094 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 6,476,309 | 6,668,491 | 6,658,678 | 6,495,309 | 6,232,919 | 5,922,569 | 5,604,753 | 5,310,235 | 5,055,390 | 4,847,611 |
| Marketing | 4,960,000 | 5,080,976 | 5,204,902 | 5,331,851 | 5,461,896 | 5,595,113 | 5,731,579 | 5,871,374 | 6,014,578 | 6,161,275 |
| Incentives | 27,982,228 | 29,619,236 | 29,501,736 | 28,050,688 | 25,740,044 | 23,013,573 | 20,223,701 | 17,636,873 | 15,395,794 | 13,564,543 |
| Total | 39,418,537 | 41,368,702 | 41,365,315 | 39,877,848 | 37,434,859 | 34,531,255 | 31,560,033 | 28,818,481 | 26,465,762 | 24,573,429 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 108,652,686 | 117,521,693 | 115,292,141 | 106,174,260 | 93,502,169 | 79,993,589 | 67,174,731 | 55,943,929 | 46,898,493 | 40,017,309 |
| PV Annual Program Marketing and Admin Costs | 11,436,309 | 11,176,185 | 10,734,125 | 10,179,040 | 9,574,038 | 8,968,965 | 8,397,021 | 7,878,298 | 7,419,078 | 7,018,146 |
| PV Net Measure Costs | 41,670,075 | 43,146,392 | 41,424,887 | 37,634,774 | 32,799,202 | 27,723,623 | 22,946,202 | 18,800,044 | 15,397,070 | 12,732,843 |
| TRC Ratio | 2.05 | 2.16 | 2.21 | 2.22 | 2.21 | 2.18 | 2.14 | 2.10 | 2.06 | 2.03 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 29 | $0 27 | $0 26 | $0 26 | $0 26 | $0 27 | $0 28 | $0 30 | $0 31 | $0 33 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 108,652,686 | 117,521,693 | 115,292,141 | 106,174,260 | 93,502,169 | 79,993,589 | 67,174,731 | 55,943,929 | 46,898,493 | 40,017,309 |
| PV Annual Program Costs | 39,418,537 | 39,350,236 | 37,427,191 | 34,320,851 | 30,646,295 | 26,889,925 | 23,377,072 | 20,304,823 | 17,737,318 | 15,665,519 |
| PV Lost Revenue | 108,879,048 | 118,340,383 | 116,600,606 | 107,527,445 | 94,614,811 | 80,599,131 | 67,321,982 | 55,857,256 | 46,595,486 | 39,531,392 |
| RIM | 0.73 | 0.75 | 0.75 | 0.75 | 0.75 | 0.74 | 0.74 | 0.73 | 0.73 | 0.72 |
| | | | | | | | | | | |
| **Industrial Total** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - kWh | 1,815,931,394 | 1,902,953,999 | 1,984,355,159 | 2,062,292,138 | 2,138,048,497 | 2,212,084,435 | 2,285,474,187 | 2,358,598,730 | 2,431,670,730 | 2,504,725,899 |
| Cumulative Gross Peak Demand - kW | 180,104 | 189,381 | 198,156 | 206,647 | 214,975 | 223,149 | 231,287 | 239,413 | 247,541 | 255,671 |
| Cumulative Net Energy Savings - kWh | 1,311,087,889 | 1,368,495,971 | 1,421,613,883 | 1,472,403,243 | 1,522,004,540 | 1,570,755,532 | 1,619,596,578 | 1,668,804,055 | 1,718,499,088 | 1,768,635,920 |
| Cumulative Net Peak Demand Savings - kW | 132,803 | 139,261 | 145,337 | 151,232 | 157,053 | 162,800 | 168,575 | 174,397 | 180,270 | 186,186 |
| New Net Energy Savings - kWh | 63,183,766 | 57,408,082 | 53,117,912 | 50,789,360 | 49,601,297 | 48,750,992 | 48,841,046 | 49,207,477 | 49,695,033 | 50,136,832 |
| New Net Peak Demand Savings - kW | 6,954 | 6,457 | 6,077 | 5,895 | 5,820 | 5,747 | 5,776 | 5,822 | 5,873 | 5,916 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,608,681 | 4,470,058 | 4,350,960 | 4,272,962 | 4,217,420 | 4,165,362 | 4,134,356 | 4,108,451 | 4,085,352 | 4,061,873 |
| Marketing | 6,311,550 | 6,465,490 | 6,623,185 | 6,784,726 | 6,950,207 | 7,119,724 | 7,293,376 | 7,471,263 | 7,653,489 | 7,840,160 |
| Incentives | 11,507,119 | 10,289,888 | 9,252,350 | 8,565,969 | 8,075,437 | 7,623,335 | 7,349,013 | 7,122,110 | 6,922,505 | 6,723,137 |
| Total | 22,427,350 | 21,225,436 | 20,226,494 | 19,623,657 | 19,243,064 | 18,908,421 | 18,776,746 | 18,701,825 | 18,661,346 | 18,625,169 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 32,303,215 | 28,168,810 | 24,939,160 | 22,776,266 | 21,204,272 | 19,843,799 | 18,932,365 | 18,149,869 | 17,431,459 | 16,722,322 |
| PV Annual Program Marketing and Admin Costs | 6,621,956 | 6,307,692 | 6,021,103 | 5,770,921 | 5,543,922 | 5,328,888 | 5,132,952 | 4,947,439 | 4,770,712 | 4,601,025 |
| PV Net Measure Costs | 9,984,285 | 8,355,565 | 7,053,654 | 6,162,376 | 5,507,361 | 4,951,520 | 4,559,729 | 4,231,624 | 3,940,327 | 3,663,738 |
| TRC Ratio | 1.95 | 1.92 | 1.91 | 1.91 | 1.92 | 1.93 | 1.95 | 1.98 | 2.00 | 2.02 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 35 | $0 37 | $0 38 | $0 39 | $0 39 | $0 39 | $0 38 | $0 38 | $0 38 | $0 37 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 32,303,215 | 28,168,810 | 24,939,160 | 22,776,266 | 21,204,272 | 19,843,799 | 18,932,365 | 18,149,869 | 17,431,459 | 16,722,322 |
| PV Annual Program Costs | 13,599,797 | 12,242,963 | 11,097,521 | 10,241,433 | 9,552,795 | 8,928,674 | 8,433,881 | 7,990,364 | 7,584,046 | 7,200,020 |
| PV Lost Revenue | 31,710,627 | 27,489,421 | 24,260,965 | 22,120,236 | 20,593,451 | 19,288,616 | 18,409,388 | 17,663,221 | 16,981,481 | 16,303,236 |
| RIM | 0.71 | 0.71 | 0.71 | 0.70 | 0.70 | 0.70 | 0.71 | 0.71 | 0.71 | 0.71 |

| |
|---|
| **Electric** |
| **Residential** |
| **Total** |
| **1 Year Payback** |

| Residential Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 345,027,228 | 754,295,109 | 1,202,576,163 | 1,622,721,552 | 2,035,978,857 | 2,429,385,544 | 2,790,646,597 | 3,116,640,421 | 3,404,307,754 | 3,655,379,400 |
| Cumulative Gross Peak Demand - kW | 152,405 | 336,243 | 537,738 | 741,325 | 939,091 | 1,123,269 | 1,288,454 | 1,432,151 | 1,553,596 | 1,653,699 |
| Cumulative Net Energy Savings - kWh | 229,762,365 | 527,116,144 | 866,985,856 | 1,214,964,353 | 1,560,732,260 | 1,890,829,838 | 2,193,998,586 | 2,466,112,219 | 2,704,488,448 | 2,910,130,322 |
| Cumulative Net Peak Demand Savings - kW | 122,184 | 277,521 | 452,123 | 632,500 | 808,639 | 972,685 | 1,119,278 | 1,245,782 | 1,351,419 | 1,436,994 |
| New Net Energy Savings - kWh | 229,762,365 | 297,353,779 | 339,869,712 | 347,978,497 | 345,767,907 | 330,097,578 | 303,168,748 | 272,113,633 | 238,376,229 | 205,641,874 |
| New Net Peak Demand Savings - kW | 122,184 | 155,338 | 174,601 | 180,377 | 176,139 | 164,046 | 146,593 | 126,504 | 105,637 | 85,574 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 11,050,000 | 12,239,392 | 13,215,837 | 13,671,783 | 14,135,763 | 14,406,144 | 14,535,779 | 14,574,011 | 14,562,090 | 14,531,165 |
| Marketing | 7,094,626 | 7,098,285 | 7,102,032 | 6,545,872 | 6,549,804 | 6,553,833 | 6,557,960 | 6,562,188 | 6,566,519 | 6,570,955 |
| Incentives | 96,450,388 | 118,097,876 | 132,121,951 | 138,601,694 | 138,650,671 | 133,785,450 | 125,618,808 | 115,642,090 | 105,088,143 | 94,869,890 |
| Total | 114,595,015 | 137,435,552 | 152,439,820 | 158,819,349 | 159,336,239 | 154,745,427 | 146,712,547 | 136,778,289 | 126,216,751 | 115,972,010 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 360,417,157 | 439,043,731 | 472,545,785 | 462,726,655 | 433,600,204 | 389,120,068 | 335,411,467 | 280,156,918 | 227,257,175 | 180,137,799 |
| PV Annual Program Marketing and Admin Costs | 18,144,626 | 18,394,151 | 18,383,536 | 17,400,315 | 16,934,377 | 16,321,799 | 15,624,504 | 14,892,068 | 14,160,365 | 13,452,565 |
| PV Net Measure Costs | 120,246,144 | 144,066,588 | 155,564,409 | 156,278,041 | 149,674,346 | 138,086,207 | 123,774,427 | 108,671,274 | 94,028,232 | 80,691,703 |
| TRC Ratio | 2.60 | 2.70 | 2.72 | 2.66 | 2.60 | 2.52 | 2.41 | 2.27 | 2.10 | 1.91 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 50 | $0.46 | $0.45 | $0.46 | $0.46 | $0.47 | $0.48 | $0 50 | $0 53 | $0 56 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 360,417,157 | 439,043,731 | 472,545,785 | 462,726,655 | 433,600,204 | 389,120,068 | 335,411,467 | 280,156,918 | 227,257,175 | 180,137,799 |
| PV Annual Program Costs | 114,595,015 | 130,729,782 | 137,927,009 | 136,687,798 | 130,441,668 | 120,502,221 | 108,672,568 | 96,370,760 | 84,590,299 | 73,931,956 |
| PV Lost Revenue | 296,147,176 | 366,461,518 | 400,421,349 | 391,856,878 | 372,089,262 | 339,395,195 | 297,754,535 | 255,235,176 | 213,486,701 | 175,806,087 |
| RIM | 0.88 | 0.88 | 0.88 | 0.88 | 0.86 | 0.85 | 0.83 | 0.80 | 0.76 | 0.72 |

| Residential Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,755,587,096 | 3,940,551,750 | 4,088,978,506 | 4,208,807,863 | 4,304,319,495 | 4,378,930,827 | 4,436,586,577 | 4,480,922,266 | 4,512,504,706 | 4,535,038,401 |
| Cumulative Gross Peak Demand - kW | 1,726,642 | 1,789,732 | 1,835,902 | 1,868,388 | 1,890,032 | 1,902,680 | 1,908,472 | 1,909,057 | 1,904,446 | 1,896,471 |
| Cumulative Net Energy Savings - kWh | 3,064,650,744 | 3,211,223,116 | 3,325,958,962 | 3,415,133,124 | 3,482,799,872 | 3,532,190,450 | 3,567,382,811 | 3,591,515,537 | 3,605,601,403 | 3,612,590,278 |
| Cumulative Net Peak Demand Savings - kW | 1,502,895 | 1,553,826 | 1,589,058 | 1,611,637 | 1,624,343 | 1,628,962 | 1,627,601 | 1,621,830 | 1,611,661 | 1,598,820 |
| New Net Energy Savings - kWh | 174,447,681 | 146,572,372 | 114,735,846 | 89,174,162 | 67,666,748 | 49,390,578 | 35,192,361 | 24,132,726 | 14,085,866 | 6,988,875 |
| New Net Peak Demand Savings - kW | 67,202 | 50,930 | 35,233 | 22,579 | 12,706 | 4,619 | -1,361 | -5,771 | -10,169 | -12,841 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 14,463,924 | 14,400,272 | 13,796,431 | 13,393,225 | 13,049,101 | 12,752,189 | 12,493,869 | 12,265,528 | 11,593,889 | 11,276,225 |
| Marketing | 6,575,500 | 6,580,155 | 6,584,924 | 6,589,809 | 6,594,814 | 6,599,940 | 6,605,192 | 6,610,572 | 6,616,083 | 6,621,728 |
| Incentives | 85,435,192 | 77,087,521 | 67,200,982 | 59,571,632 | 53,665,684 | 49,020,224 | 45,368,223 | 42,449,532 | 38,308,189 | 35,841,705 |
| Total | 106,474,616 | 98,067,948 | 87,582,337 | 79,554,665 | 73,309,599 | 68,372,353 | 64,467,284 | 61,325,631 | 56,518,160 | 53,739,658 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 139,635,046 | 105,950,805 | 74,254,304 | 50,363,827 | 32,384,103 | 18,562,300 | 8,879,854 | 2,142,441 | -3,693,378 | -7,049,884 |
| PV Annual Program Marketing and Admin Costs | 12,758,168 | 12,101,640 | 11,182,487 | 10,428,989 | 9,751,788 | 9,138,195 | 8,578,654 | 8,064,823 | 7,400,606 | 6,918,896 |
| PV Net Measure Costs | 68,894,897 | 58,854,039 | 48,473,498 | 40,480,690 | 34,229,421 | 29,225,606 | 25,294,794 | 22,163,022 | 18,839,941 | 16,572,981 |
| TRC Ratio | 1.71 | 1.49 | 1.24 | 0.99 | 0.74 | 0.48 | 0.26 | 0.07 | -0.14 | -0.30 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 61 | $0 67 | $0.76 | $0 89 | $1 08 | $1 38 | $1 83 | $2 54 | $4 01 | $7 69 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 139,635,046 | 105,950,805 | 74,254,304 | 50,363,827 | 32,384,103 | 18,562,300 | 8,879,854 | 2,142,441 | -3,693,378 | -7,049,884 |
| PV Annual Program Costs | 64,565,503 | 56,566,198 | 48,053,152 | 41,518,958 | 36,392,935 | 32,285,849 | 28,956,529 | 26,201,406 | 22,969,209 | 20,774,394 |
| PV Lost Revenue | 142,329,195 | 114,096,979 | 85,191,384 | 63,137,229 | 45,671,036 | 31,768,095 | 21,564,146 | 14,082,334 | 7,824,842 | 3,694,482 |
| RIM | 0.67 | 0.62 | 0.56 | 0.48 | 0.39 | 0.29 | 0.18 | 0.05 | -0.12 | -0.29 |

| |
|---|
| Electric |
| Commercial |
| CFL |
| 1 Year Payback |

| Commercial CFL | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 14,487,266 | 30,994,187 | 49,381,111 | | | | | | | |
| Cumulative Gross Peak Demand - kW | 1,698 | 3,633 | 5,788 | | | | | | | |
| Cumulative Net Energy Savings - kWh | 2,794,359 | 8,181,659 | 15,970,561 | | | | | | | |
| Cumulative Net Peak Demand Savings - kW | 327 | 959 | 1,871 | | | | | | | |
| New Net Energy Savings - kWh | 2,794,359 | 5,387,300 | 7,788,902 | | | | | | | |
| New Net Peak Demand Savings - kW | 327 | 631 | 912 | | | | | | | |
| Program Costs - Real | | | | | | | | | | |
| Administration | 177,655 | 177,655 | 177,655 | | | | | | | |
| Marketing | 400,000 | 400,000 | 400,000 | | | | | | | |
| Incentives | 36 | 41 | 45 | | | | | | | |
| Total | 577,691 | 577,696 | 577,701 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,444,069 | 4,479,816 | 6,156,408 | | | | | | | |
| PV Annual Program Marketing and Admin Costs | 577,655 | 549,470 | 522,661 | | | | | | | |
| PV Net Measure Costs | 221,662 | 408,464 | 564,358 | | | | | | | |
| TRC Ratio | 3.06 | 4.68 | 5.66 | | | | | | | |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 21 | $0.11 | $0 07 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,444,069 | 4,479,816 | 6,156,408 | | | | | | | |
| PV Annual Program Costs | 577,691 | 549,509 | 522,702 | | | | | | | |
| PV Lost Revenue | 2,974,832 | 5,483,751 | 7,579,362 | | | | | | | |
| RIM | 0.69 | 0.74 | 0.76 | | | | | | | |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing Retrofit (NO CFL)** |
| **1 Year Payback** |

| Commercial Existing Retrofit (No CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 277,948,423 | 575,276,136 | 873,125,879 | 1,157,118,019 | 1,417,635,823 | 1,649,370,512 | 1,850,463,879 | 2,021,532,978 | 2,164,767,215 | 2,283,195,249 |
| Cumulative Gross Peak Demand - kW | 43,316 | 89,479 | 135,558 | 179,338 | 219,363 | 254,852 | 285,565 | 311,639 | 333,443 | 351,469 |
| Cumulative Net Energy Savings - kWh | 160,827,183 | 348,388,910 | 544,329,982 | 734,472,062 | 909,154,784 | 1,062,837,016 | 1,193,300,743 | 1,300,709,422 | 1,386,733,141 | 1,453,859,434 |
| Cumulative Net Peak Demand Savings - kW | 26,923 | 57,858 | 89,909 | 120,857 | 149,216 | 174,155 | 195,368 | 212,919 | 227,098 | 238,314 |
| New Net Energy Savings - kWh | 160,827,183 | 187,561,727 | 195,941,072 | 190,142,080 | 174,682,722 | 153,682,232 | 130,463,727 | 107,408,679 | 86,023,719 | 67,126,293 |
| New Net Peak Demand Savings - kW | 26,923 | 30,935 | 32,051 | 30,949 | 28,359 | 24,939 | 21,213 | 17,551 | 14,179 | 11,216 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,419,122 | 3,551,860 | 3,584,867 | 3,535,471 | 3,424,327 | 3,272,348 | 3,098,435 | 2,918,114 | 2,743,006 | 2,580,913 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 53,345,000 | 57,486,946 | 58,516,917 | 56,975,547 | 53,507,424 | 48,765,097 | 43,338,310 | 37,711,595 | 32,247,529 | 27,189,601 |
| Total | 64,624,122 | 68,898,806 | 69,961,784 | 68,371,018 | 64,791,751 | 59,897,446 | 54,296,744 | 48,489,709 | 42,850,535 | 37,630,514 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 149,615,222 | 165,201,360 | 163,647,874 | 151,010,191 | 132,191,448 | 111,119,667 | 90,191,214 | 70,864,482 | 54,217,387 | 40,472,487 |
| PV Annual Program Marketing and Admin Costs | 11,279,122 | 10,855,051 | 10,355,275 | 9,807,506 | 9,237,989 | 8,668,900 | 8,117,106 | 7,594,005 | 7,106,120 | 6,656,064 |
| PV Net Measure Costs | 64,507,941 | 67,958,888 | 66,937,587 | 62,721,661 | 56,512,322 | 49,324,916 | 41,939,030 | 34,895,417 | 28,523,510 | 22,984,266 |
| TRC Ratio | 1.97 | 2.10 | 2.12 | 2.08 | 2.01 | 1.92 | 1.80 | 1.67 | 1.52 | 1.37 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.40 | $0.37 | $0.36 | $0.36 | $0.37 | $0.39 | $0.42 | $0.45 | $0.50 | $0.56 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 149,615,222 | 165,201,360 | 163,647,874 | 151,010,191 | 132,191,448 | 111,119,667 | 90,191,214 | 70,864,482 | 54,217,387 | 40,472,487 |
| PV Annual Program Costs | 64,624,122 | 65,537,088 | 63,301,174 | 58,843,484 | 53,042,196 | 46,642,898 | 40,218,555 | 34,164,707 | 28,718,372 | 23,989,387 |
| PV Lost Revenue | 171,214,198 | 190,919,706 | 190,669,777 | 176,849,944 | 155,261,588 | 130,508,450 | 105,831,599 | 83,211,092 | 63,632,314 | 47,398,723 |
| RIM | 0.63 | 0.64 | 0.64 | 0.64 | 0.63 | 0.63 | 0.62 | 0.60 | 0.59 | 0.57 |
| | | | | | | | | | | |
| Commercial Existing Retrofit (No CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - kWh | 2,380,148,896 | 2,458,908,529 | 2,522,494,792 | 2,573,567,146 | 2,614,393,850 | 2,646,865,396 | 2,672,531,202 | 2,692,644,694 | 2,708,208,634 | 2,720,024,879 |
| Cumulative Gross Peak Demand - kW | 366,242 | 378,273 | 388,026 | 395,906 | 402,255 | 407,358 | 411,444 | 414,699 | 417,271 | 419,278 |
| Cumulative Net Energy Savings - kWh | 1,504,880,328 | 1,542,554,108 | 1,569,407,876 | 1,587,642,640 | 1,599,106,600 | 1,605,309,511 | 1,607,458,655 | 1,606,502,113 | 1,603,171,591 | 1,598,029,325 |
| Cumulative Net Peak Demand Savings - kW | 247,015 | 253,636 | 258,571 | 262,160 | 264,686 | 266,380 | 267,424 | 267,962 | 268,105 | 267,937 |
| New Net Energy Savings - kWh | 51,020,894 | 37,673,780 | 26,853,768 | 18,234,764 | 11,463,960 | 6,202,911 | 2,149,144 | -956,542 | -3,330,522 | -5,142,266 |
| New Net Peak Demand Savings - kW | 8,701 | 6,621 | 4,935 | 3,589 | 2,526 | 1,694 | 1,044 | 538 | 143 | -168 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,436,317 | 2,311,071 | 2,205,124 | 2,117,193 | 2,045,299 | 1,987,179 | 1,940,561 | 1,903,323 | 1,873,541 | 1,849,645 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 22,677,653 | 18,769,464 | 15,463,518 | 12,719,720 | 10,476,352 | 8,662,776 | 7,208,116 | 6,046,152 | 5,116,810 | 4,371,189 |
| Total | 32,973,970 | 28,940,534 | 25,528,643 | 22,696,912 | 20,381,651 | 18,509,955 | 17,008,678 | 15,809,475 | 14,850,351 | 14,080,835 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 29,508,761 | 20,952,291 | 14,412,482 | 9,519,009 | 5,920,882 | 3,319,677 | 1,461,504 | 148,668 | -766,733 | -1,394,189 |
| PV Annual Program Marketing and Admin Costs | 6,243,619 | 5,866,736 | 5,522,357 | 5,207,019 | 4,917,267 | 4,649,899 | 4,402,081 | 4,171,385 | 3,955,750 | 3,753,504 |
| PV Net Measure Costs | 18,316,514 | 14,479,273 | 11,386,179 | 8,930,930 | 7,004,396 | 5,504,906 | 4,343,463 | 3,445,289 | 2,749,006 | 2,206,943 |
| TRC Ratio | 1.20 | 1.03 | 0.85 | 0.67 | 0.50 | 0.33 | 0.17 | 0.02 | -0.11 | -0.23 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.65 | $0.77 | $0.95 | $1.24 | $1.78 | $2.98 | $7.91 | -$16.53 | -$4.46 | -$2.74 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 29,508,761 | 20,952,291 | 14,412,482 | 9,519,009 | 5,920,882 | 3,319,677 | 1,461,504 | 148,668 | -766,733 | -1,394,189 |
| PV Annual Program Costs | 19,995,197 | 16,693,079 | 14,006,611 | 11,845,341 | 10,118,021 | 8,740,516 | 7,639,724 | 6,754,606 | 6,035,243 | 5,443,295 |
| PV Lost Revenue | 34,381,790 | 24,222,159 | 16,468,476 | 10,663,463 | 6,390,750 | 3,295,294 | 1,087,680 | -461,024 | -1,528,115 | -2,245,187 |
| RIM | 0.54 | 0.51 | 0.47 | 0.42 | 0.36 | 0.28 | 0.17 | 0.02 | -0.17 | -0.44 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing Retrofit (Incl. CFL)** |
| **1 Year Payback** |

| Commercial Existing Retrofit (Incl. CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 292,435,689 | 606,270,323 | 922,506,990 | 1,206,499,130 | 1,467,016,934 | 1,698,751,623 | 1,899,844,990 | 2,070,914,089 | 2,214,148,326 | 2,332,576,360 |
| Cumulative Gross Peak Demand - kW | 45,014 | 93,111 | 141,346 | 185,126 | 225,151 | 260,640 | 291,353 | 317,427 | 339,231 | 357,257 |
| Cumulative Net Energy Savings - kWh | 163,621,542 | 356,570,569 | 560,300,543 | 750,442,624 | 925,125,345 | 1,078,807,577 | 1,209,271,305 | 1,316,679,984 | 1,402,703,702 | 1,469,829,995 |
| Cumulative Net Peak Demand Savings - kW | 27,250 | 58,817 | 91,780 | 122,728 | 151,087 | 176,026 | 197,239 | 214,790 | 228,969 | 240,185 |
| New Net Energy Savings - kWh | 163,621,542 | 192,949,028 | 203,729,974 | 190,142,080 | 174,682,722 | 153,682,232 | 130,463,727 | 107,408,679 | 86,023,719 | 67,126,293 |
| New Net Peak Demand Savings - kW | 27,250 | 31,567 | 32,963 | 30,949 | 28,359 | 24,939 | 21,213 | 17,551 | 14,179 | 11,216 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,596,777 | 3,729,515 | 3,762,523 | 3,535,471 | 3,424,327 | 3,272,348 | 3,098,435 | 2,918,114 | 2,743,006 | 2,580,913 |
| Marketing | 8,260,000 | 8,260,000 | 8,260,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 53,345,036 | 57,486,987 | 58,516,962 | 56,975,547 | 53,507,424 | 48,765,097 | 43,338,310 | 37,711,595 | 32,247,529 | 27,189,601 |
| Total | 65,201,813 | 69,476,502 | 70,539,485 | 68,371,018 | 64,791,751 | 59,897,446 | 54,296,744 | 48,489,709 | 42,850,535 | 37,630,514 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 152,059,291 | 169,681,176 | 169,804,282 | 151,010,191 | 132,191,448 | 111,119,667 | 90,191,214 | 70,864,482 | 54,217,387 | 40,472,487 |
| PV Annual Program Marketing and Admin Costs | 11,856,777 | 11,404,521 | 10,877,936 | 9,807,506 | 9,237,989 | 8,668,900 | 8,117,106 | 7,594,005 | 7,106,120 | 6,656,064 |
| PV Net Measure Costs | 64,729,604 | 68,367,352 | 67,501,945 | 62,721,661 | 56,512,322 | 49,324,916 | 41,939,030 | 34,895,417 | 28,523,510 | 22,984,266 |
| TRC Ratio | 1.99 | 2.13 | 2.17 | 2.08 | 2.01 | 1.92 | 1.80 | 1.67 | 1.52 | 1.37 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.40 | $0 36 | $0 35 | $0 36 | $0 37 | $0 39 | $0.42 | $0.45 | $0 50 | $0 56 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 152,059,291 | 169,681,176 | 169,804,282 | 151,010,191 | 132,191,448 | 111,119,667 | 90,191,214 | 70,864,482 | 54,217,387 | 40,472,487 |
| PV Annual Program Costs | 65,201,813 | 66,086,597 | 63,823,876 | 58,843,484 | 53,042,196 | 46,642,898 | 40,218,555 | 34,164,707 | 28,718,372 | 23,989,387 |
| PV Lost Revenue | 174,189,030 | 196,403,456 | 198,249,139 | 176,849,944 | 155,261,588 | 130,508,450 | 105,831,599 | 83,211,092 | 63,632,314 | 47,398,723 |
| RIM | 0.64 | 0.65 | 0.65 | 0.64 | 0.63 | 0.63 | 0.62 | 0.60 | 0.59 | 0.57 |

| Commercial Existing Retrofit (Incl. CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,380,148,896 | 2,458,908,529 | 2,522,494,792 | 2,573,567,146 | 2,614,393,850 | 2,646,865,396 | 2,672,531,202 | 2,692,644,694 | 2,708,208,634 | 2,720,024,879 |
| Cumulative Gross Peak Demand - kW | 366,242 | 378,273 | 388,026 | 395,906 | 402,255 | 407,358 | 411,444 | 414,699 | 417,271 | 419,278 |
| Cumulative Net Energy Savings - kWh | 1,504,880,328 | 1,542,554,108 | 1,569,407,876 | 1,587,642,640 | 1,599,106,600 | 1,605,309,511 | 1,607,458,655 | 1,606,502,113 | 1,603,171,591 | 1,598,029,325 |
| Cumulative Net Peak Demand Savings - kW | 247,015 | 253,636 | 258,571 | 262,160 | 264,686 | 266,380 | 267,424 | 267,962 | 268,105 | 267,937 |
| New Net Energy Savings - kWh | 51,020,894 | 37,673,780 | 26,853,768 | 18,234,764 | 11,463,960 | 6,202,911 | 2,149,144 | -956,542 | -3,330,522 | -5,142,266 |
| New Net Peak Demand Savings - kW | 8,701 | 6,621 | 4,935 | 3,589 | 2,526 | 1,694 | 1,044 | 538 | 143 | -168 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,436,317 | 2,311,071 | 2,205,124 | 2,117,193 | 2,045,299 | 1,987,179 | 1,940,561 | 1,903,323 | 1,873,541 | 1,849,645 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 22,677,653 | 18,769,464 | 15,463,518 | 12,719,720 | 10,476,352 | 8,662,776 | 7,208,116 | 6,046,152 | 5,116,810 | 4,371,189 |
| Total | 32,973,970 | 28,940,534 | 25,528,643 | 22,696,912 | 20,381,651 | 18,509,955 | 17,008,678 | 15,809,475 | 14,850,351 | 14,080,835 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 29,508,761 | 20,952,291 | 14,412,482 | 9,519,009 | 5,920,882 | 3,319,677 | 1,461,504 | 148,668 | -766,733 | -1,394,189 |
| PV Annual Program Marketing and Admin Costs | 6,243,619 | 5,866,736 | 5,522,357 | 5,207,019 | 4,917,267 | 4,649,899 | 4,402,081 | 4,171,385 | 3,955,750 | 3,753,504 |
| PV Net Measure Costs | 18,316,514 | 14,479,273 | 11,386,179 | 8,930,930 | 7,004,396 | 5,504,906 | 4,343,463 | 3,445,289 | 2,749,006 | 2,206,943 |
| TRC Ratio | 1.20 | 1.03 | 0.85 | 0.67 | 0.50 | 0.33 | 0.17 | 0.02 | -0.11 | -0.23 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 65 | $0.77 | $0 95 | $1 24 | $1.78 | $2 98 | $7 91 | -$16.53 | -$4.46 | -$2.74 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 29,508,761 | 20,952,291 | 14,412,482 | 9,519,009 | 5,920,882 | 3,319,677 | 1,461,504 | 148,668 | -766,733 | -1,394,189 |
| PV Annual Program Costs | 19,995,197 | 16,693,079 | 14,006,611 | 11,845,341 | 10,118,021 | 8,740,516 | 7,639,724 | 6,754,606 | 6,035,243 | 5,443,295 |
| PV Lost Revenue | 34,381,790 | 24,222,159 | 16,468,476 | 10,663,463 | 6,390,750 | 3,295,294 | 1,087,680 | -461,024 | -1,528,115 | -2,245,187 |
| RIM | 0.54 | 0.51 | 0.47 | 0.42 | 0.36 | 0.28 | 0.17 | 0.02 | -0.17 | -0.44 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing Replace on Burnout** |
| **1 Year Payback** |

| Commercial Existing Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 41,553,750 | 90,334,700 | 145,455,474 | 206,126,093 | 262,947,158 | 321,645,310 | 380,872,670 | 440,949,173 | 494,839,185 | 547,895,785 |
| Cumulative Gross Peak Demand - kW | 4,171 | 9,049 | 14,550 | 20,600 | 26,380 | 32,378 | 38,462 | 44,664 | 50,372 | 56,043 |
| Cumulative Net Energy Savings - kWh | 13,327,390 | 32,332,276 | 56,326,683 | 84,699,754 | 113,125,934 | 143,134,009 | 173,944,789 | 205,528,102 | 235,102,738 | 264,219,996 |
| Cumulative Net Peak Demand Savings - kW | 1,601 | 3,778 | 6,462 | 9,596 | 12,798 | 16,196 | 19,710 | 23,337 | 26,833 | 30,327 |
| New Net Energy Savings - kWh | 13,327,390 | 19,004,886 | 23,994,407 | 28,373,071 | 28,426,180 | 30,008,075 | 30,810,780 | 31,583,313 | 29,574,636 | 29,117,259 |
| New Net Peak Demand Savings - kW | 1,601 | 2,177 | 2,685 | 3,133 | 3,203 | 3,397 | 3,515 | 3,627 | 3,496 | 3,494 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 527,811 | 567,600 | 604,231 | 637,931 | 668,870 | 697,324 | 723,298 | 747,227 | 769,135 | 788,784 |
| Marketing | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 |
| Incentives | 3,651,964 | 4,202,569 | 4,709,470 | 5,175,819 | 5,603,953 | 5,997,699 | 6,357,140 | 6,688,264 | 6,991,433 | 7,263,339 |
| Total | 5,349,775 | 5,940,169 | 6,483,701 | 6,983,751 | 7,442,823 | 7,865,023 | 8,250,438 | 8,605,491 | 8,930,568 | 9,222,123 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 11,546,145 | 15,472,818 | 18,469,582 | 20,745,804 | 19,929,595 | 20,148,527 | 19,822,388 | 19,410,662 | 17,453,584 | 16,442,394 |
| PV Annual Program Marketing and Admin Costs | 1,697,811 | 1,652,819 | 1,605,318 | 1,555,995 | 1,505,403 | 1,454,109 | 1,402,399 | 1,350,833 | 1,299,606 | 1,248,721 |
| PV Net Measure Costs | 4,127,917 | 4,688,450 | 5,124,396 | 5,453,952 | 5,673,534 | 5,828,065 | 5,913,967 | 5,950,231 | 5,930,921 | 5,875,902 |
| TRC Ratio | 1.98 | 2.44 | 2.74 | 2.96 | 2.78 | 2.77 | 2.71 | 2.66 | 2.41 | 2.31 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.40 | $0 31 | $0 27 | $0 25 | $0 26 | $0 26 | $0 27 | $0 27 | $0 30 | $0 32 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 11,546,145 | 15,472,818 | 18,469,582 | 20,745,804 | 19,929,595 | 20,148,527 | 19,822,388 | 19,410,662 | 17,453,584 | 16,442,394 |
| PV Annual Program Costs | 5,349,775 | 5,650,335 | 5,866,430 | 6,010,562 | 6,093,116 | 6,124,593 | 6,111,245 | 6,063,226 | 5,985,255 | 5,879,087 |
| PV Lost Revenue | 14,188,139 | 19,345,137 | 23,348,898 | 26,389,614 | 25,265,772 | 25,483,150 | 24,993,568 | 24,468,059 | 21,876,554 | 20,560,064 |
| RIM | 0.59 | 0.62 | 0.63 | 0.64 | 0.64 | 0.64 | 0.64 | 0.64 | 0.63 | 0.62 |

| Commercial Existing Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 598,247,104 | 647,497,402 | 691,017,842 | 732,993,536 | 772,388,917 | 810,045,730 | 844,346,593 | 877,357,081 | 908,841,952 | 939,321,591 |
| Cumulative Gross Peak Demand - kW | 61,474 | 66,833 | 71,711 | 76,471 | 81,049 | 85,376 | 89,410 | 93,328 | 97,102 | 100,783 |
| Cumulative Net Energy Savings - kWh | 291,597,046 | 318,270,324 | 343,227,090 | 367,248,017 | 389,288,572 | 410,114,488 | 430,403,036 | 449,968,985 | 468,810,266 | 487,134,948 |
| Cumulative Net Peak Demand Savings - kW | 33,677 | 36,990 | 40,175 | 43,298 | 46,293 | 49,084 | 51,827 | 54,504 | 57,112 | 59,671 |
| New Net Energy Savings - kWh | 27,377,049 | 26,673,278 | 24,956,766 | 24,020,928 | 22,040,555 | 20,825,916 | 20,288,548 | 19,565,950 | 18,841,280 | 18,324,683 |
| New Net Peak Demand Savings - kW | 3,350 | 3,313 | 3,185 | 3,122 | 2,995 | 2,791 | 2,743 | 2,677 | 2,609 | 2,559 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 804,528 | 820,807 | 835,488 | 849,014 | 840,786 | 830,502 | 834,394 | 837,633 | 837,359 | 839,019 |
| Marketing | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 |
| Incentives | 7,481,206 | 7,706,477 | 7,909,638 | 8,096,806 | 7,982,944 | 7,840,638 | 7,894,491 | 7,939,313 | 7,935,529 | 7,958,503 |
| Total | 9,455,734 | 9,697,284 | 9,915,127 | 10,115,820 | 9,993,730 | 9,841,140 | 9,898,884 | 9,946,945 | 9,942,888 | 9,967,522 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 14,821,385 | 13,814,535 | 12,383,342 | 11,382,786 | 10,042,682 | 8,987,187 | 8,349,029 | 7,684,603 | 7,062,081 | 6,549,311 |
| PV Annual Program Marketing and Admin Costs | 1,197,341 | 1,148,310 | 1,100,336 | 1,053,707 | 998,210 | 944,649 | 900,306 | 857,762 | 815,799 | 776,636 |
| PV Net Measure Costs | 5,732,990 | 5,620,560 | 5,484,071 | 5,340,115 | 4,988,986 | 4,664,169 | 4,464,859 | 4,268,659 | 4,055,027 | 3,866,416 |
| TRC Ratio | 2.14 | 2.04 | 1.88 | 1.78 | 1.68 | 1.60 | 1.56 | 1.50 | 1.45 | 1.41 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 35 | $0 36 | $0.40 | $0.42 | $0.45 | $0.47 | $0.49 | $0 51 | $0 53 | $0 54 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 14,821,385 | 13,814,535 | 12,383,342 | 11,382,786 | 10,042,682 | 8,987,187 | 8,349,029 | 7,684,603 | 7,062,081 | 6,549,311 |
| PV Annual Program Costs | 5,733,894 | 5,593,453 | 5,440,059 | 5,279,367 | 4,961,167 | 4,647,047 | 4,446,245 | 4,249,837 | 4,040,830 | 3,853,192 |
| PV Lost Revenue | 18,448,755 | 17,149,444 | 15,305,111 | 14,047,139 | 12,286,826 | 11,063,762 | 10,268,014 | 9,430,198 | 8,644,783 | 8,000,820 |
| RIM | 0.61 | 0.61 | 0.60 | 0.59 | 0.58 | 0.57 | 0.57 | 0.56 | 0.56 | 0.55 |

| |
|---|
| Electric |
| Commercial |
| New Construction |
| 1 Year Payback |

| Commercial New | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 29,871,214 | 55,608,761 | 80,569,424 | 105,470,565 | 130,558,627 | 155,938,926 | 181,662,131 | 207,754,150 | 234,228,405 | 261,091,514 |
| Cumulative Gross Peak Demand - kW | 4,175 | 7,772 | 11,258 | 14,735 | 18,237 | 21,778 | 25,366 | 29,005 | 32,696 | 36,441 |
| Cumulative Net Energy Savings - kWh | 26,354,125 | 50,165,565 | 73,674,268 | 97,318,919 | 121,234,912 | 145,472,387 | 170,050,783 | 194,976,742 | 220,251,071 | 245,871,763 |
| Cumulative Net Peak Demand Savings - kW | 3,708 | 7,050 | 10,347 | 13,662 | 17,014 | 20,411 | 23,855 | 27,348 | 30,890 | 34,480 |
| New Net Energy Savings - kWh | 26,354,125 | 23,811,440 | 23,508,703 | 23,644,651 | 23,915,993 | 24,237,475 | 24,578,395 | 24,925,959 | 25,274,329 | 25,620,692 |
| New Net Peak Demand Savings - kW | 3,708 | 3,342 | 3,297 | 3,315 | 3,352 | 3,397 | 3,444 | 3,493 | 3,542 | 3,591 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 905,853 | 841,316 | 827,971 | 825,578 | 826,955 | 829,952 | 833,736 | 837,927 | 842,337 | 846,860 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 9,319,925 | 7,991,930 | 7,717,338 | 7,668,086 | 7,696,434 | 7,758,103 | 7,835,947 | 7,922,197 | 8,012,933 | 8,106,019 |
| Total | 11,225,779 | 9,833,246 | 9,545,309 | 9,493,664 | 9,523,389 | 9,588,055 | 9,669,683 | 9,760,124 | 9,855,269 | 9,952,880 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 24,084,655 | 20,678,695 | 19,405,473 | 18,591,859 | 17,941,136 | 17,385,083 | 16,856,546 | 16,299,617 | 15,753,954 | 15,220,221 |
| PV Annual Program Marketing and Admin Costs | 1,905,853 | 1,751,474 | 1,653,942 | 1,571,183 | 1,495,649 | 1,425,007 | 1,358,280 | 1,294,960 | 1,234,732 | 1,177,370 |
| PV Net Measure Costs | 11,520,675 | 9,704,831 | 9,030,656 | 8,591,273 | 8,232,654 | 7,911,144 | 7,610,861 | 7,325,081 | 7,050,646 | 6,785,946 |
| TRC Ratio | 1.79 | 1.81 | 1.82 | 1.83 | 1.84 | 1.86 | 1.88 | 1.89 | 1.90 | 1.91 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.43 | $0.41 | $0.41 | $0.40 | $0.40 | $0.40 | $0 39 | $0 39 | $0 39 | $0 39 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 24,084,655 | 20,678,695 | 19,405,473 | 18,591,859 | 17,941,136 | 17,385,083 | 16,856,546 | 16,299,617 | 15,753,954 | 15,220,221 |
| PV Annual Program Costs | 11,225,779 | 9,353,461 | 8,636,562 | 8,170,718 | 7,796,386 | 7,466,340 | 7,162,504 | 6,876,753 | 6,604,988 | 6,344,944 |
| PV Lost Revenue | 28,056,204 | 24,237,744 | 22,876,261 | 21,991,740 | 21,257,025 | 20,582,700 | 19,937,885 | 19,310,509 | 18,695,588 | 18,091,094 |
| RIM | 0.61 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 |

| Commercial New | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 288,346,175 | 315,992,717 | 344,029,993 | 372,455,909 | 401,267,757 | 430,462,419 | 460,036,511 | 489,986,465 | 520,308,603 | 550,999,167 |
| Cumulative Gross Peak Demand - kW | 40,239 | 44,090 | 47,996 | 51,954 | 55,966 | 60,029 | 64,145 | 68,313 | 72,531 | 76,800 |
| Cumulative Net Energy Savings - kWh | 271,835,422 | 298,137,975 | 324,775,038 | 351,742,119 | 379,034,716 | 406,648,377 | 434,578,730 | 462,821,491 | 491,372,477 | 520,227,595 |
| Cumulative Net Peak Demand Savings - kW | 38,119 | 41,806 | 45,539 | 49,319 | 53,145 | 57,016 | 60,931 | 64,891 | 68,894 | 72,940 |
| New Net Energy Savings - kWh | 25,963,659 | 26,302,553 | 26,637,064 | 26,967,081 | 27,292,597 | 27,613,661 | 27,930,353 | 28,242,762 | 28,550,985 | 28,855,118 |
| New Net Peak Demand Savings - kW | 3,639 | 3,686 | 3,733 | 3,780 | 3,826 | 3,871 | 3,916 | 3,960 | 4,003 | 4,046 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 851,439 | 856,035 | 860,627 | 865,200 | 869,744 | 874,254 | 878,725 | 883,154 | 887,539 | 891,880 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 8,200,224 | 8,294,802 | 8,389,289 | 8,483,386 | 8,576,898 | 8,669,696 | 8,761,693 | 8,852,831 | 8,943,073 | 9,032,393 |
| Total | 10,051,663 | 10,150,837 | 10,249,916 | 10,348,586 | 10,446,642 | 10,543,949 | 10,640,417 | 10,735,985 | 10,830,612 | 10,924,273 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 14,709,284 | 14,199,669 | 13,681,385 | 13,164,701 | 12,654,048 | 12,169,150 | 11,708,316 | 11,261,783 | 10,829,370 | 10,410,873 |
| PV Annual Program Marketing and Admin Costs | 1,122,700 | 1,070,572 | 1,020,856 | 973,433 | 928,193 | 885,034 | 843,860 | 804,578 | 767,104 | 731,353 |
| PV Net Measure Costs | 6,530,096 | 6,282,573 | 6,043,037 | 5,811,241 | 5,586,990 | 5,370,113 | 5,160,448 | 4,957,840 | 4,762,133 | 4,573,171 |
| TRC Ratio | 1.92 | 1.93 | 1.94 | 1.94 | 1.94 | 1.95 | 1.95 | 1.95 | 1.96 | 1.96 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 39 | $0 39 | $0 38 | $0 38 | $0 38 | $0 38 | $0 38 | $0 38 | $0 38 | $0 38 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 14,709,284 | 14,199,669 | 13,681,385 | 13,164,701 | 12,654,048 | 12,169,150 | 11,708,316 | 11,261,783 | 10,829,370 | 10,410,873 |
| PV Annual Program Costs | 6,095,262 | 5,855,066 | 5,623,745 | 5,400,846 | 5,186,005 | 4,978,918 | 4,779,316 | 4,586,955 | 4,401,604 | 4,223,048 |
| PV Lost Revenue | 17,496,304 | 16,911,088 | 16,335,579 | 15,770,013 | 15,214,653 | 14,669,750 | 14,135,524 | 13,612,160 | 13,099,803 | 12,598,559 |
| RIM | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 | 0.62 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing** |
| **1 Year Payback** |

| Commercial Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 333,989,439 | 696,605,022 | 1,067,962,464 | 1,412,625,223 | 1,729,964,092 | 2,020,396,933 | 2,280,717,661 | 2,511,863,263 | 2,708,987,512 | 2,880,472,145 |
| Cumulative Gross Peak Demand - kW | 49,185 | 102,160 | 155,896 | 205,726 | 251,530 | 293,018 | 329,816 | 362,091 | 389,603 | 413,299 |
| Cumulative Net Energy Savings - kWh | 176,948,932 | 388,902,845 | 616,627,226 | 835,142,378 | 1,038,251,279 | 1,221,941,586 | 1,383,216,093 | 1,522,208,085 | 1,637,806,440 | 1,734,049,991 |
| Cumulative Net Peak Demand Savings - kW | 28,851 | 62,594 | 98,242 | 132,324 | 163,885 | 192,221 | 216,949 | 238,127 | 255,802 | 270,512 |
| New Net Energy Savings - kWh | 176,948,932 | 211,953,914 | 227,724,381 | 218,515,151 | 203,108,901 | 183,690,307 | 161,274,507 | 138,991,992 | 115,598,355 | 96,243,551 |
| New Net Peak Demand Savings - kW | 28,851 | 33,743 | 35,648 | 34,082 | 31,561 | 28,336 | 24,728 | 21,178 | 17,675 | 14,710 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,124,588 | 4,297,115 | 4,366,754 | 4,173,402 | 4,093,197 | 3,969,672 | 3,821,733 | 3,665,341 | 3,512,141 | 3,369,697 |
| Marketing | 9,430,000 | 9,430,000 | 9,430,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 |
| Incentives | 56,997,000 | 61,689,555 | 63,226,432 | 62,151,366 | 59,111,377 | 54,762,796 | 49,695,450 | 44,399,859 | 39,238,962 | 34,452,940 |
| Total | 70,551,589 | 75,416,671 | 77,023,186 | 75,354,769 | 72,234,573 | 67,762,468 | 62,547,183 | 57,095,200 | 51,781,102 | 46,852,637 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 163,605,435 | 185,153,994 | 188,273,864 | 171,755,995 | 152,121,043 | 131,268,194 | 110,013,602 | 90,275,144 | 71,670,971 | 56,914,881 |
| PV Annual Program Marketing and Admin Costs | 13,554,588 | 13,057,340 | 12,483,254 | 11,363,502 | 10,743,392 | 10,123,009 | 9,519,505 | 8,944,838 | 8,405,726 | 7,904,785 |
| PV Net Measure Costs | 68,857,521 | 73,055,802 | 72,626,340 | 68,175,614 | 62,185,856 | 55,152,980 | 47,852,996 | 40,845,648 | 34,454,431 | 28,860,168 |
| TRC Ratio | 1.99 | 2.15 | 2.21 | 2.16 | 2.09 | 2.01 | 1.92 | 1.81 | 1.67 | 1.55 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.40 | $0 36 | $0 34 | $0 34 | $0 36 | $0 37 | $0 39 | $0.41 | $0.45 | $0.49 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 163,605,435 | 185,153,994 | 188,273,864 | 171,755,995 | 152,121,043 | 131,268,194 | 110,013,602 | 90,275,144 | 71,670,971 | 56,914,881 |
| PV Annual Program Costs | 70,551,589 | 71,736,932 | 69,690,306 | 64,854,046 | 59,135,312 | 52,767,491 | 46,329,800 | 40,227,933 | 34,703,626 | 29,868,475 |
| PV Lost Revenue | 188,377,169 | 215,748,593 | 221,598,037 | 203,239,557 | 180,527,360 | 155,991,599 | 130,825,167 | 107,679,152 | 85,508,868 | 67,958,787 |
| RIM | 0.63 | 0.64 | 0.65 | 0.64 | 0.63 | 0.63 | 0.62 | 0.61 | 0.60 | 0.58 |

| Commercial Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,978,395,999 | 3,106,405,931 | 3,213,512,634 | 3,306,560,681 | 3,386,782,767 | 3,456,911,126 | 3,516,877,795 | 3,570,001,774 | 3,617,050,586 | 3,659,346,471 |
| Cumulative Gross Peak Demand - kW | 427,716 | 445,105 | 459,736 | 472,377 | 483,305 | 492,733 | 500,854 | 508,026 | 514,373 | 520,061 |
| Cumulative Net Energy Savings - kWh | 1,796,477,374 | 1,860,824,432 | 1,912,634,966 | 1,954,890,658 | 1,988,395,172 | 2,015,423,999 | 2,037,861,691 | 2,056,471,099 | 2,071,981,857 | 2,085,164,274 |
| Cumulative Net Peak Demand Savings - kW | 280,692 | 290,626 | 298,746 | 305,457 | 310,979 | 315,463 | 319,251 | 322,466 | 325,218 | 327,608 |
| New Net Energy Savings - kWh | 78,397,944 | 64,347,058 | 51,810,534 | 42,255,691 | 33,504,515 | 27,028,826 | 22,437,692 | 18,609,408 | 15,510,758 | 13,182,417 |
| New Net Peak Demand Savings - kW | 12,051 | 9,934 | 8,120 | 6,711 | 5,522 | 4,484 | 3,787 | 3,216 | 2,751 | 2,391 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,240,845 | 3,131,878 | 3,040,612 | 2,966,207 | 2,886,085 | 2,817,681 | 2,774,955 | 2,740,956 | 2,710,900 | 2,688,665 |
| Marketing | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 |
| Incentives | 30,158,859 | 26,475,941 | 23,373,157 | 20,816,526 | 18,459,296 | 16,503,415 | 15,102,607 | 13,985,464 | 13,052,339 | 12,329,692 |
| Total | 42,429,704 | 38,637,819 | 35,443,769 | 32,812,733 | 30,375,380 | 28,351,096 | 26,907,562 | 25,756,420 | 24,793,239 | 24,048,356 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 44,330,146 | 34,766,826 | 26,795,824 | 20,901,795 | 15,963,564 | 12,306,864 | 9,810,533 | 7,833,271 | 6,295,348 | 5,155,122 |
| PV Annual Program Marketing and Admin Costs | 7,440,959 | 7,015,046 | 6,622,693 | 6,260,726 | 5,915,478 | 5,594,548 | 5,302,387 | 5,029,147 | 4,771,549 | 4,530,140 |
| PV Net Measure Costs | 24,049,504 | 20,099,833 | 16,870,250 | 14,271,044 | 11,993,382 | 10,169,075 | 8,808,322 | 7,713,948 | 6,804,033 | 6,073,359 |
| TRC Ratio | 1.41 | 1.28 | 1.14 | 1.02 | 0.89 | 0.78 | 0.70 | 0.61 | 0.54 | 0.49 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 54 | $0 60 | $0 68 | $0.78 | $0 91 | $1 05 | $1 20 | $1 38 | $1 60 | $1 82 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 44,330,146 | 34,766,826 | 26,795,824 | 20,901,795 | 15,963,564 | 12,306,864 | 9,810,533 | 7,833,271 | 6,295,348 | 5,155,122 |
| PV Annual Program Costs | 25,729,092 | 22,286,532 | 19,446,670 | 17,124,709 | 15,079,188 | 13,387,563 | 12,085,969 | 11,004,443 | 10,076,072 | 9,296,487 |
| PV Lost Revenue | 52,830,545 | 41,371,603 | 31,773,587 | 24,710,602 | 18,677,576 | 14,359,056 | 11,355,694 | 8,969,174 | 7,116,668 | 5,755,633 |
| RIM | 0.56 | 0.55 | 0.52 | 0.50 | 0.47 | 0.44 | 0.42 | 0.39 | 0.37 | 0.34 |

| |
|---|
| **Electric** |
| **Industrial** |
| **Existing Retrofit** |
| **1 Year Payback** |

| Industrial Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 186,553,383 | 381,446,403 | 571,769,766 | 747,989,858 | 904,242,012 | 1,037,991,332 | 1,149,317,121 | 1,240,067,167 | 1,313,066,220 | 1,371,484,171 |
| Cumulative Gross Peak Demand - kW | 17,760 | 36,307 | 54,401 | 71,127 | 85,928 | 98,569 | 109,068 | 117,612 | 124,479 | 129,976 |
| Cumulative Net Energy Savings - kWh | 127,317,621 | 269,188,156 | 411,799,588 | 544,866,466 | 661,893,896 | 759,815,544 | 838,260,108 | 898,691,365 | 943,606,118 | 975,891,336 |
| Cumulative Net Peak Demand Savings - kW | 12,412 | 26,172 | 39,955 | 52,778 | 64,027 | 73,419 | 80,932 | 86,717 | 91,024 | 94,135 |
| New Net Energy Savings - kWh | 127,317,621 | 141,870,535 | 142,611,432 | 133,066,878 | 117,027,430 | 97,921,648 | 78,444,564 | 60,431,258 | 44,914,752 | 32,285,219 |
| New Net Peak Demand Savings - kW | 12,412 | 13,760 | 13,783 | 12,823 | 11,249 | 9,392 | 7,513 | 5,785 | 4,307 | 3,111 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,885,304 | 6,017,748 | 5,950,628 | 5,732,202 | 5,416,828 | 5,055,406 | 4,689,196 | 4,347,208 | 4,046,455 | 3,794,013 |
| Marketing | 2,520,000 | 2,581,463 | 2,644,426 | 2,708,924 | 2,774,995 | 2,842,678 | 2,912,012 | 2,983,037 | 3,055,794 | 3,130,325 |
| Incentives | 25,579,554 | 26,730,847 | 26,147,397 | 24,248,685 | 21,507,240 | 18,365,511 | 15,182,166 | 12,209,368 | 9,595,014 | 7,400,613 |
| Total | 33,984,858 | 35,330,058 | 34,742,451 | 32,689,810 | 29,699,063 | 26,263,595 | 22,783,375 | 19,539,612 | 16,697,262 | 14,324,951 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 100,268,150 | 106,204,306 | 101,482,202 | 90,220,993 | 75,707,817 | 60,595,482 | 46,433,350 | 34,120,800 | 24,197,646 | 16,603,748 |
| PV Annual Program Marketing and Admin Costs | 8,405,304 | 8,179,637 | 7,776,774 | 7,264,851 | 6,706,290 | 6,150,338 | 5,630,349 | 5,164,718 | 4,759,917 | 4,414,253 |
| PV Net Measure Costs | 38,775,840 | 39,475,684 | 37,102,748 | 32,770,473 | 27,488,101 | 22,048,928 | 16,992,156 | 12,620,146 | 9,047,280 | 6,258,887 |
| TRC Ratio | 2.13 | 2.23 | 2.26 | 2.25 | 2.21 | 2.15 | 2.05 | 1.92 | 1.75 | 1.56 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.27 | $0.25 | $0.24 | $0.25 | $0.25 | $0.27 | $0.29 | $0.32 | $0.37 | $0.44 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 100,268,150 | 106,204,306 | 101,482,202 | 90,220,993 | 75,707,817 | 60,595,482 | 46,433,350 | 34,120,800 | 24,197,646 | 16,603,748 |
| PV Annual Program Costs | 33,984,858 | 33,606,230 | 31,434,846 | 28,134,470 | 24,313,335 | 20,451,794 | 16,876,047 | 13,767,151 | 11,190,483 | 9,132,131 |
| PV Lost Revenue | 100,945,681 | 107,551,790 | 103,354,557 | 92,175,512 | 77,467,698 | 61,931,642 | 47,392,250 | 34,867,627 | 24,743,858 | 16,978,394 |
| RIM | 0.74 | 0.75 | 0.75 | 0.75 | 0.74 | 0.74 | 0.72 | 0.70 | 0.67 | 0.64 |
| | | | | | | | | | | |
| **Industrial Retrofit** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - kWh | 1,418,399,400 | 1,456,544,116 | 1,488,193,108 | 1,515,150,386 | 1,538,792,787 | 1,560,139,453 | 1,579,890,176 | 1,598,581,227 | 1,616,594,529 | 1,634,197,299 |
| Cumulative Gross Peak Demand - kW | 134,398 | 138,007 | 141,014 | 143,589 | 145,858 | 147,914 | 149,819 | 151,622 | 153,358 | 155,054 |
| Cumulative Net Energy Savings - kWh | 998,381,062 | 1,013,595,779 | 1,023,626,193 | 1,030,115,762 | 1,034,300,882 | 1,037,077,508 | 1,039,037,101 | 1,040,620,437 | 1,042,125,063 | 1,043,743,498 |
| Cumulative Net Peak Demand Savings - kW | 96,324 | 97,832 | 98,856 | 99,551 | 100,030 | 100,376 | 100,640 | 100,865 | 101,078 | 101,297 |
| New Net Energy Savings - kWh | 22,489,726 | 15,214,717 | 10,030,414 | 6,489,569 | 4,185,120 | 2,776,626 | 1,959,593 | 1,583,335 | 1,504,627 | 1,618,434 |
| New Net Peak Demand Savings - kW | 2,189 | 1,508 | 1,024 | 694 | 479 | 346 | 265 | 225 | 213 | 219 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,589,822 | 3,429,447 | 3,306,340 | 3,213,442 | 3,144,162 | 3,092,851 | 3,053,309 | 3,024,342 | 3,003,360 | 2,988,297 |
| Marketing | 3,206,675 | 3,284,886 | 3,365,005 | 3,447,079 | 3,531,154 | 3,617,279 | 3,705,506 | 3,795,884 | 3,888,466 | 3,983,307 |
| Incentives | 5,625,646 | 4,231,556 | 3,161,424 | 2,353,898 | 1,751,667 | 1,305,635 | 961,912 | 710,106 | 527,721 | 396,776 |
| Total | 12,422,142 | 10,945,889 | 9,832,769 | 9,014,419 | 8,426,983 | 8,015,765 | 7,720,727 | 7,530,332 | 7,419,548 | 7,368,380 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 11,052,714 | 7,148,684 | 4,508,282 | 2,796,439 | 1,735,552 | 1,114,526 | 762,132 | 593,034 | 536,391 | 543,887 |
| PV Annual Program Marketing and Admin Costs | 4,121,350 | 3,872,869 | 3,660,317 | 3,476,074 | 3,313,813 | 3,168,565 | 3,035,832 | 2,913,945 | 2,800,866 | 2,695,046 |
| PV Net Measure Costs | 4,165,869 | 2,647,034 | 1,577,532 | 844,983 | 356,472 | 39,666 | -166,983 | -290,523 | -358,169 | -389,023 |
| TRC Ratio | 1.33 | 1.10 | 0.86 | 0.65 | 0.47 | 0.35 | 0.27 | 0.23 | 0.22 | 0.24 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.55 | $0.72 | $0.98 | $1.39 | $2.01 | $2.89 | $3.94 | $4.76 | $4.93 | $4.55 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 11,052,714 | 7,148,684 | 4,508,282 | 2,796,439 | 1,735,552 | 1,114,526 | 762,132 | 593,034 | 536,391 | 543,887 |
| PV Annual Program Costs | 7,532,705 | 6,313,656 | 5,394,873 | 4,704,555 | 4,183,390 | 3,785,094 | 3,467,890 | 3,217,338 | 3,015,334 | 2,848,430 |
| PV Lost Revenue | 11,287,129 | 7,285,451 | 4,581,271 | 2,826,395 | 1,737,577 | 1,098,588 | 738,619 | 568,345 | 514,152 | 526,274 |
| RIM | 0.59 | 0.53 | 0.45 | 0.37 | 0.29 | 0.23 | 0.18 | 0.16 | 0.15 | 0.16 |

| |
|---|
| **Electric** |
| **Industrial** |
| **Existing Replace on Burnout** |
| **1 Year Payback** |

| Industrial Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 18,733,790 | 41,398,641 | 67,855,616 | 97,980,016 | 131,660,497 | 168,797,828 | 209,279,085 | 253,046,653 | 300,017,048 | 350,146,416 |
| Cumulative Gross Peak Demand - kW | 2,149 | 4,749 | 7,785 | 11,244 | 15,112 | 19,379 | 24,029 | 29,059 | 34,457 | 40,220 |
| Cumulative Net Energy Savings - kWh | 10,005,949 | 24,237,078 | 42,514,338 | 64,676,772 | 90,580,247 | 120,095,875 | 153,083,950 | 189,462,385 | 229,127,196 | 272,012,787 |
| Cumulative Net Peak Demand Savings - kW | 1,187 | 2,861 | 5,002 | 7,591 | 10,612 | 14,051 | 17,890 | 22,120 | 26,731 | 31,714 |
| New Net Energy Savings - kWh | 10,005,949 | 14,231,129 | 18,277,260 | 22,162,434 | 25,903,475 | 29,515,629 | 32,988,074 | 36,378,436 | 39,664,811 | 42,885,590 |
| New Net Peak Demand Savings - kW | 1,187 | 1,674 | 2,141 | 2,589 | 3,021 | 3,439 | 3,839 | 4,231 | 4,611 | 4,983 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 591,005 | 650,743 | 708,050 | 763,108 | 816,091 | 867,164 | 915,556 | 963,027 | 1,008,935 | 1,053,599 |
| Marketing | 2,440,000 | 2,499,512 | 2,560,476 | 2,622,927 | 2,686,900 | 2,752,435 | 2,819,567 | 2,888,337 | 2,958,784 | 3,030,950 |
| Incentives | 2,402,674 | 2,888,389 | 3,354,339 | 3,802,003 | 4,232,804 | 4,648,062 | 5,041,534 | 5,427,505 | 5,800,780 | 6,163,930 |
| Total | 5,433,679 | 6,038,644 | 6,622,865 | 7,188,037 | 7,735,796 | 8,267,660 | 8,776,658 | 9,278,869 | 9,768,500 | 10,248,479 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 8,384,536 | 11,317,387 | 13,809,939 | 15,953,266 | 17,794,352 | 19,398,107 | 20,741,381 | 21,823,129 | 22,700,847 | 23,413,561 |
| PV Annual Program Marketing and Admin Costs | 3,031,005 | 2,996,548 | 2,957,350 | 2,914,189 | 2,867,747 | 2,818,627 | 2,766,672 | 2,713,580 | 2,659,160 | 2,603,893 |
| PV Net Measure Costs | 2,894,235 | 3,670,708 | 4,322,139 | 4,864,301 | 5,311,101 | 5,674,695 | 5,954,046 | 6,179,897 | 6,349,790 | 6,473,956 |
| TRC Ratio | 1.42 | 1.70 | 1.90 | 2.05 | 2.18 | 2.28 | 2.38 | 2.45 | 2.52 | 2.58 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 54 | $0.42 | $0 36 | $0 32 | $0 30 | $0 28 | $0 27 | $0 26 | $0 25 | $0 24 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 8,384,536 | 11,317,387 | 13,809,939 | 15,953,266 | 17,794,352 | 19,398,107 | 20,741,381 | 21,823,129 | 22,700,847 | 23,413,561 |
| PV Annual Program Costs | 5,433,679 | 5,744,006 | 5,992,344 | 6,186,381 | 6,332,960 | 6,438,131 | 6,501,025 | 6,537,672 | 6,546,835 | 6,533,387 |
| PV Lost Revenue | 7,933,366 | 10,788,593 | 13,246,049 | 15,351,932 | 17,147,113 | 18,667,489 | 19,929,731 | 20,989,630 | 21,851,628 | 22,552,998 |
| RIM | 0.63 | 0.68 | 0.72 | 0.74 | 0.76 | 0.77 | 0.78 | 0.79 | 0.80 | 0.80 |

| Industrial Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 397,531,994 | 446,409,883 | 496,162,050 | 547,141,752 | 599,255,710 | 651,944,983 | 705,584,011 | 760,017,503 | 815,076,201 | 870,528,600 |
| Cumulative Gross Peak Demand - kW | 45,706 | 51,375 | 57,142 | 63,059 | 69,117 | 75,236 | 81,468 | 87,792 | 94,183 | 100,618 |
| Cumulative Net Energy Savings - kWh | 312,706,827 | 354,900,192 | 397,987,690 | 442,287,481 | 487,703,658 | 533,678,024 | 580,559,477 | 628,183,618 | 676,374,025 | 724,892,422 |
| Cumulative Net Peak Demand Savings - kW | 36,479 | 41,429 | 46,481 | 51,682 | 57,023 | 62,424 | 67,935 | 73,533 | 79,193 | 84,889 |
| New Net Energy Savings - kWh | 40,694,040 | 42,193,365 | 43,087,498 | 44,299,792 | 45,416,177 | 45,974,367 | 46,881,452 | 47,624,142 | 48,190,406 | 48,518,398 |
| New Net Peak Demand Savings - kW | 4,765 | 4,950 | 5,052 | 5,201 | 5,341 | 5,401 | 5,511 | 5,598 | 5,660 | 5,697 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,018,860 | 1,040,611 | 1,044,620 | 1,059,520 | 1,073,257 | 1,072,511 | 1,081,047 | 1,084,109 | 1,081,991 | 1,073,576 |
| Marketing | 3,104,875 | 3,180,604 | 3,258,180 | 3,337,647 | 3,419,054 | 3,502,445 | 3,587,871 | 3,675,380 | 3,765,023 | 3,856,853 |
| Incentives | 5,881,473 | 6,058,332 | 6,090,925 | 6,212,071 | 6,323,770 | 6,317,700 | 6,387,102 | 6,412,004 | 6,394,784 | 6,326,360 |
| Total | 10,005,208 | 10,279,547 | 10,393,725 | 10,609,239 | 10,816,081 | 10,892,656 | 11,056,019 | 11,171,493 | 11,241,798 | 11,256,789 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 21,250,501 | 21,020,125 | 20,430,878 | 19,979,827 | 19,468,721 | 18,729,273 | 18,170,233 | 17,556,835 | 16,895,068 | 16,178,436 |
| PV Annual Program Marketing and Admin Costs | 2,500,606 | 2,434,823 | 2,360,785 | 2,294,847 | 2,230,109 | 2,160,323 | 2,097,120 | 2,033,494 | 1,969,846 | 1,905,979 |
| PV Net Measure Costs | 5,818,416 | 5,708,531 | 5,476,123 | 5,317,393 | 5,150,889 | 4,911,854 | 4,726,712 | 4,522,147 | 4,298,496 | 4,052,761 |
| TRC Ratio | 2.55 | 2.58 | 2.61 | 2.62 | 2.64 | 2.65 | 2.66 | 2.68 | 2.70 | 2.72 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 25 | $0 24 | $0 24 | $0 24 | $0 24 | $0 24 | $0 24 | $0 23 | $0 23 | $0 23 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 21,250,501 | 21,020,125 | 20,430,878 | 19,979,827 | 19,468,721 | 18,729,273 | 18,170,233 | 17,556,835 | 16,895,068 | 16,178,436 |
| PV Annual Program Costs | 6,067,092 | 5,929,306 | 5,702,648 | 5,536,879 | 5,369,405 | 5,143,580 | 4,965,991 | 4,773,026 | 4,568,712 | 4,351,590 |
| PV Lost Revenue | 20,423,498 | 20,203,970 | 19,679,695 | 19,293,841 | 18,855,874 | 18,190,028 | 17,670,770 | 17,094,876 | 16,467,329 | 15,776,962 |
| RIM | 0.80 | 0.80 | 0.80 | 0.80 | 0.80 | 0.80 | 0.80 | 0.80 | 0.80 | 0.80 |

| |
|---|
| **Electric** |
| **Residential** |
| **CFL** |
| **1 Year Payback** |

| Residential CFL | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 35,378,363 | 74,358,096 | 116,025,614 | | | | | | | |
| Cumulative Gross Peak Demand - kW | 2,308 | 4,851 | 7,570 | | | | | | | |
| Cumulative Net Energy Savings - kWh | 3,758,821 | 10,603,452 | 19,927,259 | | | | | | | |
| Cumulative Net Peak Demand Savings - kW | 245 | 692 | 1,300 | | | | | | | |
| New Net Energy Savings - kWh | 3,758,821 | 6,844,630 | 9,323,807 | | | | | | | |
| New Net Peak Demand Savings - kW | 245 | 447 | 608 | | | | | | | |
| Program Costs - Real | | | | | | | | | | |
| Administration | 250,000 | 250,000 | 250,000 | | | | | | | |
| Marketing | 560,000 | 560,000 | 560,000 | | | | | | | |
| Incentives | 13 | 15 | 16 | | | | | | | |
| Total | 810,013 | 810,015 | 810,016 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,910,150 | 5,039,139 | 6,526,102 | | | | | | | |
| PV Annual Program Marketing and Admin Costs | 810,000 | 770,478 | 732,885 | | | | | | | |
| PV Net Measure Costs | 163,159 | 285,712 | 374,516 | | | | | | | |
| TRC Ratio | 2.99 | 4.77 | 5.89 | | | | | | | |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 22 | $0.12 | $0 09 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,910,150 | 5,039,139 | 6,526,102 | | | | | | | |
| PV Annual Program Costs | 810,013 | 770,493 | 732,900 | | | | | | | |
| PV Lost Revenue | 4,844,851 | 8,435,385 | 10,984,949 | | | | | | | |
| RIM | 0.51 | 0.55 | 0.56 | | | | | | | |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Retrofit (NO CFL)** |
| **1 Year Payback** |

| Residential existing Retrofit (NO CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 259,689,825 | 573,298,597 | 916,131,777 | 1,266,170,905 | 1,605,510,277 | 1,920,954,293 | 2,203,927,244 | 2,449,914,913 | 2,657,658,305 | 2,828,280,366 |
| Cumulative Gross Peak Demand - kW | 140,659 | 311,174 | 497,732 | 687,799 | 871,027 | 1,039,718 | 1,188,872 | 1,315,935 | 1,420,348 | 1,503,030 |
| Cumulative Net Energy Savings - kWh | 193,587,409 | 444,546,181 | 728,549,867 | 1,023,805,745 | 1,312,506,487 | 1,581,447,756 | 1,821,973,242 | 2,029,452,243 | 2,202,403,697 | 2,341,705,914 |
| Cumulative Net Peak Demand Savings - kW | 114,277 | 259,969 | 423,256 | 591,583 | 754,572 | 904,482 | 1,036,265 | 1,147,310 | 1,237,001 | 1,306,196 |
| New Net Energy Savings - kWh | 193,587,409 | 250,958,771 | 284,003,686 | 295,255,878 | 288,700,742 | 268,941,269 | 240,525,486 | 207,479,001 | 172,951,454 | 139,302,217 |
| New Net Peak Demand Savings - kW | 114,277 | 145,692 | 163,287 | 168,327 | 162,989 | 149,910 | 131,783 | 111,045 | 89,691 | 69,195 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,000,000 | 5,609,100 | 5,971,177 | 6,103,333 | 6,041,883 | 5,833,833 | 5,528,761 | 5,172,396 | 4,802,464 | 4,446,815 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 80,848,325 | 100,546,202 | 112,255,554 | 116,529,360 | 114,542,135 | 107,813,918 | 97,948,087 | 86,423,489 | 74,460,140 | 62,958,696 |
| Total | 89,652,951 | 109,959,928 | 122,031,358 | 126,437,319 | 124,388,645 | 117,452,377 | 107,281,473 | 95,400,511 | 83,067,231 | 71,210,138 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 322,861,987 | 394,135,746 | 421,645,206 | 414,995,055 | 384,177,022 | 338,460,725 | 285,435,957 | 230,803,916 | 179,315,778 | 133,604,102 |
| PV Annual Program Marketing and Admin Costs | 8,804,626 | 8,954,410 | 8,845,113 | 8,527,280 | 8,060,910 | 7,505,590 | 6,913,404 | 6,324,998 | 5,768,460 | 5,260,280 |
| PV Net Measure Costs | 103,058,346 | 124,572,844 | 133,964,986 | 133,488,618 | 125,774,545 | 113,421,222 | 98,703,455 | 83,411,875 | 68,807,095 | 55,660,965 |
| TRC Ratio | 2.89 | 2.95 | 2.95 | 2.92 | 2.87 | 2.80 | 2.70 | 2.57 | 2.40 | 2.19 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.46 | $0.44 | $0.43 | $0.43 | $0.43 | $0.44 | $0.45 | $0.46 | $0.48 | $0 51 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 322,861,987 | 394,135,746 | 421,645,206 | 414,995,055 | 384,177,022 | 338,460,725 | 285,435,957 | 230,803,916 | 179,315,778 | 133,604,102 |
| PV Annual Program Costs | 89,652,951 | 104,594,751 | 110,413,540 | 108,818,219 | 101,831,589 | 91,461,651 | 79,465,277 | 67,216,952 | 55,671,548 | 45,396,339 |
| PV Lost Revenue | 249,520,259 | 309,283,887 | 334,602,160 | 332,486,197 | 310,677,898 | 276,516,342 | 236,230,004 | 194,609,653 | 154,893,110 | 119,091,396 |
| RIM | 0.95 | 0.95 | 0.95 | 0.94 | 0.93 | 0.92 | 0.90 | 0.88 | 0.85 | 0.81 |

| Residential existing Retrofit (NO CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,964,471,134 | 3,069,687,088 | 3,145,844,297 | 3,197,048,929 | 3,227,629,876 | 3,240,874,960 | 3,240,660,484 | 3,230,001,696 | 3,211,201,809 | 3,186,034,452 |
| Cumulative Gross Peak Demand - kW | 1,565,866 | 1,611,155 | 1,640,628 | 1,657,108 | 1,663,413 | 1,661,347 | 1,653,031 | 1,640,048 | 1,623,584 | 1,604,528 |
| Cumulative Net Energy Savings - kWh | 2,449,797,033 | 2,529,884,724 | 2,583,645,913 | 2,614,961,315 | 2,627,949,497 | 2,625,704,254 | 2,611,924,135 | 2,589,462,144 | 2,560,473,779 | 2,526,598,378 |
| Cumulative Net Peak Demand Savings - kW | 1,356,714 | 1,390,793 | 1,410,101 | 1,417,399 | 1,415,444 | 1,405,983 | 1,391,080 | 1,372,266 | 1,350,675 | 1,327,149 |
| New Net Energy Savings - kWh | 108,091,119 | 80,087,691 | 53,761,189 | 31,315,401 | 12,988,182 | -2,245,243 | -13,780,118 | -22,461,991 | -28,988,365 | -33,875,401 |
| New Net Peak Demand Savings - kW | 50,518 | 34,079 | 19,308 | 7,298 | -1,955 | -9,461 | -14,904 | -18,814 | -21,591 | -23,526 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,123,428 | 3,837,645 | 3,569,538 | 3,353,911 | 3,190,820 | 3,065,626 | 2,970,119 | 2,896,328 | 2,838,447 | 2,792,338 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 52,500,575 | 43,258,549 | 34,588,142 | 27,614,902 | 22,340,646 | 18,291,956 | 15,203,319 | 12,816,993 | 10,945,163 | 9,454,016 |
| Total | 60,428,629 | 50,900,821 | 41,962,306 | 34,773,439 | 29,336,092 | 25,162,208 | 21,978,064 | 19,517,948 | 17,588,237 | 16,050,980 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 94,954,127 | 63,176,840 | 36,499,352 | 16,162,910 | 1,490,863 | -9,366,800 | -16,470,887 | -20,924,260 | -23,532,073 | -24,858,196 |
| PV Annual Program Marketing and Admin Costs | 4,807,520 | 4,408,109 | 4,045,928 | 3,735,984 | 3,472,735 | 3,244,176 | 3,042,987 | 2,862,986 | 2,699,772 | 2,550,220 |
| PV Net Measure Costs | 44,344,866 | 34,855,143 | 26,576,335 | 20,111,541 | 15,284,197 | 11,599,063 | 8,882,277 | 6,865,878 | 5,352,895 | 4,205,393 |
| TRC Ratio | 1.93 | 1.61 | 1.19 | 0.68 | 0.08 | -0.63 | -1.38 | -2.15 | -2.92 | -3.68 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 56 | $0 64 | $0.78 | $1.11 | $2 26 | -$11.21 | -$1.59 | -$0.87 | -$0.61 | -$0.47 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 94,954,127 | 63,176,840 | 36,499,352 | 16,162,910 | 1,490,863 | -9,366,800 | -16,470,887 | -20,924,260 | -23,532,073 | -24,858,196 |
| PV Annual Program Costs | 36,643,521 | 29,359,908 | 23,023,147 | 18,147,986 | 14,563,257 | 11,881,751 | 9,871,805 | 8,339,053 | 7,147,931 | 6,204,903 |
| PV Lost Revenue | 88,189,891 | 62,343,015 | 39,917,692 | 22,171,979 | 8,766,251 | -1,444,145 | -8,443,779 | -13,107,400 | -16,103,334 | -17,907,331 |
| RIM | 0.76 | 0.69 | 0.58 | 0.40 | 0.06 | -0.90 | -11.53 | 4.39 | 2.63 | 2.12 |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Retrofit (Incl. CFL)** |
| **1 Year Payback** |

| Residential existing Retrofit (incl. CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 295,068,188 | 647,656,692 | 1,032,157,391 | 1,382,196,519 | 1,721,535,891 | 2,036,979,907 | 2,319,952,858 | 2,565,940,526 | 2,773,683,919 | 2,944,305,980 |
| Cumulative Gross Peak Demand - kW | 142,967 | 316,025 | 505,302 | 695,368 | 878,597 | 1,047,288 | 1,196,442 | 1,323,504 | 1,427,917 | 1,510,600 |
| Cumulative Net Energy Savings - kWh | 197,346,231 | 455,149,632 | 748,477,126 | 1,043,733,004 | 1,332,433,747 | 1,601,375,015 | 1,841,900,501 | 2,049,379,502 | 2,222,330,957 | 2,361,633,173 |
| Cumulative Net Peak Demand Savings - kW | 114,522 | 260,661 | 424,556 | 592,883 | 755,872 | 905,782 | 1,037,565 | 1,148,610 | 1,238,301 | 1,307,496 |
| New Net Energy Savings - kWh | 197,346,231 | 257,803,402 | 293,327,494 | 295,255,878 | 288,700,742 | 268,941,269 | 240,525,486 | 207,479,001 | 172,951,454 | 139,302,217 |
| New Net Peak Demand Savings - kW | 114,522 | 146,139 | 163,895 | 168,327 | 162,989 | 149,910 | 131,783 | 111,045 | 89,691 | 69,195 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,250,000 | 5,859,100 | 6,221,177 | 6,103,333 | 6,041,883 | 5,833,833 | 5,528,761 | 5,172,396 | 4,802,464 | 4,446,815 |
| Marketing | 4,364,626 | 4,364,626 | 4,364,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 80,848,338 | 100,546,217 | 112,255,570 | 116,529,360 | 114,542,135 | 107,813,918 | 97,948,087 | 86,423,489 | 74,460,140 | 62,958,696 |
| Total | 90,462,964 | 110,769,943 | 122,841,374 | 126,437,319 | 124,388,645 | 117,452,377 | 107,281,473 | 95,400,511 | 83,067,231 | 71,210,138 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 325,772,137 | 399,174,885 | 428,171,308 | 414,995,055 | 384,177,022 | 338,460,725 | 285,435,957 | 230,803,916 | 179,315,778 | 133,604,102 |
| PV Annual Program Marketing and Admin Costs | 9,614,626 | 9,724,889 | 9,577,998 | 8,527,280 | 8,060,910 | 7,505,590 | 6,913,404 | 6,324,998 | 5,768,460 | 5,260,280 |
| PV Net Measure Costs | 103,221,505 | 124,858,556 | 134,339,502 | 133,488,618 | 125,774,545 | 113,421,222 | 98,703,455 | 83,411,875 | 68,807,095 | 55,660,965 |
| TRC Ratio | 2.89 | 2.97 | 2.98 | 2.92 | 2.87 | 2.80 | 2.70 | 2.57 | 2.40 | 2.19 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.46 | $0.43 | $0.42 | $0.43 | $0.43 | $0.44 | $0.45 | $0.46 | $0.48 | $0 51 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 325,772,137 | 399,174,885 | 428,171,308 | 414,995,055 | 384,177,022 | 338,460,725 | 285,435,957 | 230,803,916 | 179,315,778 | 133,604,102 |
| PV Annual Program Costs | 90,462,964 | 105,365,244 | 111,146,440 | 108,818,219 | 101,831,589 | 91,461,651 | 79,465,277 | 67,216,952 | 55,671,548 | 45,396,339 |
| PV Lost Revenue | 254,365,109 | 317,719,272 | 345,587,109 | 332,486,197 | 310,677,898 | 276,516,342 | 236,230,004 | 194,609,653 | 154,893,110 | 119,091,396 |
| RIM | 0.94 | 0.94 | 0.94 | 0.94 | 0.93 | 0.92 | 0.90 | 0.88 | 0.85 | 0.81 |

| Residential existing Retrofit (incl. CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,964,471,134 | 3,069,687,088 | 3,145,844,297 | 3,197,048,929 | 3,227,629,876 | 3,240,874,960 | 3,240,660,484 | 3,230,001,696 | 3,211,201,809 | 3,186,034,452 |
| Cumulative Gross Peak Demand - kW | 1,565,866 | 1,611,155 | 1,640,628 | 1,657,108 | 1,663,413 | 1,661,347 | 1,653,031 | 1,640,048 | 1,623,584 | 1,604,528 |
| Cumulative Net Energy Savings - kWh | 2,449,797,033 | 2,529,884,724 | 2,583,645,913 | 2,614,961,315 | 2,627,949,497 | 2,625,704,254 | 2,611,924,135 | 2,589,462,144 | 2,560,473,779 | 2,526,598,378 |
| Cumulative Net Peak Demand Savings - kW | 1,356,714 | 1,390,793 | 1,410,101 | 1,417,399 | 1,415,444 | 1,405,983 | 1,391,080 | 1,372,266 | 1,350,675 | 1,327,149 |
| New Net Energy Savings - kWh | 108,091,119 | 80,087,691 | 53,761,189 | 31,315,401 | 12,988,182 | -2,245,243 | -13,780,118 | -22,461,991 | -28,988,365 | -33,875,401 |
| New Net Peak Demand Savings - kW | 50,518 | 34,079 | 19,308 | 7,298 | -1,955 | -9,461 | -14,904 | -18,814 | -21,591 | -23,526 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,123,428 | 3,837,645 | 3,569,538 | 3,353,911 | 3,190,820 | 3,065,626 | 2,970,119 | 2,896,328 | 2,838,447 | 2,792,338 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 52,500,575 | 43,258,549 | 34,588,142 | 27,614,902 | 22,340,646 | 18,291,956 | 15,203,319 | 12,816,993 | 10,945,163 | 9,454,016 |
| Total | 60,428,629 | 50,900,821 | 41,962,306 | 34,773,439 | 29,336,092 | 25,162,208 | 21,978,064 | 19,517,948 | 17,588,237 | 16,050,980 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 94,954,127 | 63,176,840 | 36,499,352 | 16,162,910 | 1,490,863 | -9,366,800 | -16,470,887 | -20,924,260 | -23,532,073 | -24,858,196 |
| PV Annual Program Marketing and Admin Costs | 4,807,520 | 4,408,109 | 4,045,928 | 3,735,984 | 3,472,735 | 3,244,176 | 3,042,987 | 2,862,986 | 2,699,772 | 2,550,220 |
| PV Net Measure Costs | 44,344,866 | 34,855,143 | 26,576,335 | 20,111,541 | 15,284,197 | 11,599,063 | 8,882,277 | 6,865,878 | 5,352,895 | 4,205,393 |
| TRC Ratio | 1.93 | 1.61 | 1.19 | 0.68 | 0.08 | -0.63 | -1.38 | -2.15 | -2.92 | -3.68 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 56 | $0 64 | $0.78 | $1.11 | $2 26 | -$11.21 | -$1.59 | -$0.87 | -$0.61 | -$0.47 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 94,954,127 | 63,176,840 | 36,499,352 | 16,162,910 | 1,490,863 | -9,366,800 | -16,470,887 | -20,924,260 | -23,532,073 | -24,858,196 |
| PV Annual Program Costs | 36,643,521 | 29,359,908 | 23,023,147 | 18,147,986 | 14,563,257 | 11,881,751 | 9,871,805 | 8,339,053 | 7,147,931 | 6,204,903 |
| PV Lost Revenue | 88,189,891 | 62,343,015 | 39,917,692 | 22,171,979 | 8,766,251 | -1,444,145 | -8,443,779 | -13,107,400 | -16,103,334 | -17,907,331 |
| RIM | 0.76 | 0.69 | 0.58 | 0.40 | 0.06 | -0.90 | -11.53 | 4.39 | 2.63 | 2.12 |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Replace on Burnout** |
| **1 Year Payback** |

| Residential Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 29,541,783 | 67,459,183 | 112,538,667 | 163,703,475 | 218,350,475 | 276,681,941 | 334,967,912 | 394,598,296 | 453,773,460 | 513,103,303 |
| Cumulative Gross Peak Demand - kW | 5,462 | 12,589 | 21,166 | 30,998 | 41,783 | 53,447 | 65,583 | 78,250 | 91,242 | 104,550 |
| Cumulative Net Energy Savings - kWh | 14,009,553 | 35,816,556 | 64,356,762 | 98,684,960 | 136,943,437 | 178,879,414 | 221,899,049 | 266,515,849 | 311,537,021 | 357,094,755 |
| Cumulative Net Peak Demand Savings - kW | 4,078 | 9,821 | 17,022 | 25,490 | 34,978 | 45,372 | 56,361 | 67,922 | 79,895 | 92,228 |
| New Net Energy Savings - kWh | 14,009,553 | 21,807,003 | 28,540,206 | 34,328,198 | 38,258,477 | 41,935,977 | 43,019,634 | 44,616,800 | 45,021,173 | 45,557,733 |
| New Net Peak Demand Savings - kW | 4,078 | 5,744 | 7,200 | 8,469 | 9,488 | 10,394 | 10,989 | 11,562 | 11,972 | 12,333 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,100,000 | 4,783,675 | 5,401,871 | 5,960,651 | 6,465,517 | 6,921,463 | 7,333,018 | 7,704,293 | 8,039,022 | 8,340,591 |
| Marketing | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 |
| Incentives | 7,754,010 | 10,339,972 | 12,678,262 | 14,791,816 | 16,701,446 | 18,426,034 | 19,982,716 | 21,387,047 | 22,653,139 | 23,793,807 |
| Total | 14,434,010 | 17,703,646 | 20,660,132 | 23,332,467 | 25,746,963 | 27,927,496 | 29,895,734 | 31,671,340 | 33,272,161 | 34,714,398 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 16,168,094 | 22,923,190 | 28,023,351 | 31,814,749 | 33,896,820 | 35,495,045 | 35,178,310 | 34,964,570 | 33,966,950 | 32,974,069 |
| PV Annual Program Marketing and Admin Costs | 6,680,000 | 7,004,386 | 7,221,968 | 7,350,507 | 7,405,173 | 7,398,909 | 7,342,747 | 7,246,071 | 7,116,855 | 6,961,858 |
| PV Net Measure Costs | 8,338,643 | 11,243,990 | 13,539,225 | 15,319,510 | 16,634,431 | 17,602,933 | 18,212,605 | 18,604,671 | 18,769,167 | 18,779,823 |
| TRC Ratio | 1.08 | 1.26 | 1.35 | 1.40 | 1.41 | 1.42 | 1.38 | 1.35 | 1.31 | 1.28 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $1 03 | $0 81 | $0.72 | $0 68 | $0 67 | $0 67 | $0 69 | $0.71 | $0.74 | $0.76 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 16,168,094 | 22,923,190 | 28,023,351 | 31,814,749 | 33,896,820 | 35,495,045 | 35,178,310 | 34,964,570 | 33,966,950 | 32,974,069 |
| PV Annual Program Costs | 14,434,010 | 16,839,848 | 18,693,215 | 20,081,077 | 21,077,922 | 21,747,494 | 22,144,297 | 22,314,880 | 22,298,959 | 22,130,369 |
| PV Lost Revenue | 18,057,307 | 26,875,150 | 33,624,966 | 38,656,816 | 41,170,878 | 43,117,157 | 42,251,357 | 41,849,343 | 40,320,386 | 38,947,937 |
| RIM | 0.50 | 0.52 | 0.54 | 0.54 | 0.54 | 0.55 | 0.55 | 0.54 | 0.54 | 0.54 |

| Residential Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 571,657,726 | 629,552,644 | 679,605,400 | 725,652,825 | 767,648,008 | 805,722,649 | 839,947,053 | 870,943,178 | 896,976,119 | 919,978,061 |
| Cumulative Gross Peak Demand - kW | 118,043 | 131,588 | 143,959 | 155,568 | 166,442 | 176,620 | 186,124 | 195,019 | 202,131 | 208,402 |
| Cumulative Net Energy Savings - kWh | 402,297,533 | 447,262,147 | 486,355,270 | 521,975,186 | 554,061,195 | 582,753,861 | 608,435,285 | 631,393,381 | 650,487,434 | 667,029,702 |
| Cumulative Net Peak Demand Savings - kW | 104,792 | 117,452 | 129,116 | 140,067 | 150,328 | 159,940 | 168,948 | 177,388 | 184,140 | 190,090 |
| New Net Energy Savings - kWh | 45,202,778 | 44,964,614 | 39,093,123 | 35,619,916 | 32,086,009 | 28,692,666 | 25,681,424 | 22,958,095 | 19,094,053 | 16,542,268 |
| New Net Peak Demand Savings - kW | 12,565 | 12,660 | 11,664 | 10,951 | 10,261 | 9,612 | 9,008 | 8,440 | 6,752 | 5,950 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 8,573,745 | 8,773,051 | 8,414,659 | 8,204,577 | 8,001,186 | 7,807,240 | 7,622,318 | 7,445,762 | 6,810,092 | 6,516,708 |
| Marketing | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 |
| Incentives | 24,675,698 | 25,429,564 | 24,073,964 | 23,279,343 | 22,510,026 | 21,776,436 | 21,076,978 | 20,409,166 | 18,004,779 | 16,895,070 |
| Total | 35,829,442 | 36,782,615 | 35,068,622 | 34,063,920 | 33,091,212 | 32,163,676 | 31,279,296 | 30,434,928 | 27,394,871 | 25,991,778 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 31,522,531 | 30,021,517 | 25,420,570 | 22,286,984 | 19,397,696 | 16,833,431 | 14,636,413 | 12,723,936 | 9,857,579 | 8,178,861 |
| PV Annual Program Marketing and Admin Costs | 6,763,557 | 6,548,510 | 6,032,358 | 5,628,387 | 5,252,797 | 4,904,919 | 4,582,537 | 4,283,512 | 3,816,171 | 3,516,557 |
| PV Net Measure Costs | 18,497,757 | 18,142,277 | 16,232,759 | 14,893,170 | 13,653,608 | 12,515,029 | 11,476,699 | 10,532,515 | 8,889,037 | 7,931,596 |
| TRC Ratio | 1.25 | 1.22 | 1.14 | 1.09 | 1.03 | 0.97 | 0.91 | 0.86 | 0.78 | 0.71 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.79 | $0 82 | $0 90 | $0 96 | $1 03 | $1.12 | $1 22 | $1 33 | $1.43 | $1 57 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 31,522,531 | 30,021,517 | 25,420,570 | 22,286,984 | 19,397,696 | 16,833,431 | 14,636,413 | 12,723,936 | 9,857,579 | 8,178,861 |
| PV Annual Program Costs | 21,726,737 | 21,216,440 | 19,240,841 | 17,777,694 | 16,427,403 | 15,187,887 | 14,049,604 | 13,003,338 | 11,133,386 | 10,047,765 |
| PV Lost Revenue | 36,880,255 | 35,002,004 | 29,026,650 | 25,219,669 | 21,656,151 | 18,455,167 | 15,736,313 | 13,396,894 | 10,606,942 | 8,744,630 |
| RIM | 0.54 | 0.53 | 0.53 | 0.52 | 0.51 | 0.50 | 0.49 | 0.48 | 0.45 | 0.44 |

| |
|---|
| **Electric** |
| **Residential** |
| **New Construction** |
| **1 Year Payback** |

| Residential New Construction | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 20,417,257 | 39,179,234 | 57,880,105 | 76,821,558 | 96,092,491 | 115,723,696 | 135,725,827 | 156,101,598 | 176,850,375 | 197,970,116 |
| Cumulative Gross Peak Demand - kW | 3,976 | 7,629 | 11,271 | 14,959 | 18,711 | 22,534 | 26,429 | 30,397 | 34,437 | 38,549 |
| Cumulative Net Energy Savings - kWh | 18,406,581 | 36,149,956 | 54,151,968 | 72,546,388 | 91,355,076 | 110,575,409 | 130,199,036 | 150,216,868 | 170,620,470 | 191,402,394 |
| Cumulative Net Peak Demand Savings - kW | 3,584 | 7,039 | 10,545 | 14,126 | 17,789 | 21,532 | 25,353 | 29,251 | 33,224 | 37,270 |
| New Net Energy Savings - kWh | 18,406,581 | 17,743,375 | 18,002,012 | 18,394,420 | 18,808,688 | 19,220,332 | 19,623,628 | 20,017,832 | 20,403,602 | 20,781,924 |
| New Net Peak Demand Savings - kW | 3,584 | 3,455 | 3,505 | 3,582 | 3,662 | 3,743 | 3,821 | 3,898 | 3,973 | 4,047 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,700,000 | 1,596,617 | 1,592,788 | 1,607,800 | 1,628,363 | 1,650,849 | 1,674,000 | 1,697,322 | 1,720,604 | 1,743,758 |
| Marketing | 150,000 | 153,659 | 157,406 | 161,245 | 165,178 | 169,207 | 173,334 | 177,562 | 181,892 | 186,329 |
| Incentives | 7,848,041 | 7,211,687 | 7,188,119 | 7,280,518 | 7,407,090 | 7,545,499 | 7,688,005 | 7,831,555 | 7,974,863 | 8,117,387 |
| Total | 9,698,041 | 8,961,963 | 8,938,314 | 9,049,563 | 9,200,631 | 9,365,555 | 9,535,340 | 9,706,438 | 9,877,359 | 10,047,474 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 18,476,927 | 16,945,655 | 16,351,127 | 15,916,851 | 15,526,362 | 15,164,298 | 14,797,200 | 14,388,432 | 13,974,447 | 13,559,628 |
| PV Annual Program Marketing and Admin Costs | 1,850,000 | 1,664,876 | 1,583,570 | 1,522,528 | 1,468,294 | 1,417,300 | 1,368,353 | 1,320,999 | 1,275,050 | 1,230,427 |
| PV Net Measure Costs | 8,685,996 | 7,964,042 | 7,685,683 | 7,469,913 | 7,265,370 | 7,062,052 | 6,858,367 | 6,654,728 | 6,451,969 | 6,250,916 |
| TRC Ratio | 1.75 | 1.76 | 1.76 | 1.77 | 1.78 | 1.79 | 1.80 | 1.80 | 1.81 | 1.81 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 53 | $0 51 | $0 50 | $0.49 | $0.49 | $0.49 | $0.49 | $0.48 | $0.48 | $0.48 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 18,476,927 | 16,945,655 | 16,351,127 | 15,916,851 | 15,526,362 | 15,164,298 | 14,797,200 | 14,388,432 | 13,974,447 | 13,559,628 |
| PV Annual Program Costs | 9,698,041 | 8,524,690 | 8,087,355 | 7,788,502 | 7,532,158 | 7,293,076 | 7,062,994 | 6,838,928 | 6,619,793 | 6,405,247 |
| PV Lost Revenue | 23,724,759 | 21,867,096 | 21,209,274 | 20,713,866 | 20,240,486 | 19,761,697 | 19,273,174 | 18,776,181 | 18,273,204 | 17,766,754 |
| RIM | 0.55 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 |
| | | | | | | | | | | |
| **Residential New Construction** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - kWh | 219,458,236 | 241,312,019 | 263,528,809 | 286,106,109 | 309,041,611 | 332,333,218 | 355,979,040 | 379,977,391 | 404,326,777 | 429,025,889 |
| Cumulative Gross Peak Demand - kW | 42,733 | 46,989 | 51,315 | 55,711 | 60,177 | 64,713 | 69,317 | 73,990 | 78,732 | 83,541 |
| Cumulative Net Energy Savings - kWh | 212,556,179 | 234,076,245 | 255,957,779 | 278,196,623 | 300,789,181 | 323,732,335 | 347,023,390 | 370,660,013 | 394,640,190 | 418,962,198 |
| Cumulative Net Peak Demand Savings - kW | 41,389 | 45,580 | 49,841 | 54,171 | 58,570 | 63,038 | 67,573 | 72,176 | 76,845 | 81,581 |
| New Net Energy Savings - kWh | 21,153,784 | 21,520,066 | 21,881,534 | 22,238,844 | 22,592,557 | 22,943,155 | 23,291,055 | 23,636,622 | 23,980,178 | 24,322,007 |
| New Net Peak Demand Savings - kW | 4,119 | 4,190 | 4,261 | 4,330 | 4,399 | 4,468 | 4,535 | 4,603 | 4,669 | 4,736 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,766,752 | 1,789,576 | 1,812,234 | 1,834,736 | 1,857,095 | 1,879,323 | 1,901,433 | 1,923,438 | 1,945,349 | 1,967,180 |
| Marketing | 190,873 | 195,529 | 200,298 | 205,183 | 210,188 | 215,314 | 220,566 | 225,945 | 231,456 | 237,102 |
| Incentives | 8,258,919 | 8,399,407 | 8,538,877 | 8,677,387 | 8,815,012 | 8,951,831 | 9,087,926 | 9,223,373 | 9,358,247 | 9,492,619 |
| Total | 10,216,544 | 10,384,512 | 10,551,409 | 10,717,306 | 10,882,294 | 11,046,468 | 11,209,924 | 11,372,756 | 11,535,052 | 11,696,900 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 13,158,388 | 12,752,448 | 12,334,381 | 11,913,934 | 11,495,544 | 11,095,669 | 10,714,328 | 10,342,765 | 9,981,115 | 9,629,451 |
| PV Annual Program Marketing and Admin Costs | 1,187,091 | 1,145,021 | 1,104,201 | 1,064,618 | 1,026,257 | 989,101 | 953,130 | 918,325 | 884,663 | 852,119 |
| PV Net Measure Costs | 6,052,275 | 5,856,620 | 5,664,404 | 5,475,980 | 5,291,616 | 5,111,514 | 4,935,818 | 4,764,629 | 4,598,009 | 4,435,992 |
| TRC Ratio | 1.82 | 1.82 | 1.82 | 1.82 | 1.82 | 1.82 | 1.82 | 1.82 | 1.82 | 1.82 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.48 | $0.48 | $0.48 | $0.48 | $0.48 | $0.48 | $0.48 | $0.48 | $0.48 | $0.48 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 13,158,388 | 12,752,448 | 12,334,381 | 11,913,934 | 11,495,544 | 11,095,669 | 10,714,328 | 10,342,765 | 9,981,115 | 9,629,451 |
| PV Annual Program Costs | 6,195,245 | 5,989,851 | 5,789,163 | 5,593,278 | 5,402,275 | 5,216,211 | 5,035,120 | 4,859,015 | 4,687,892 | 4,521,726 |
| PV Lost Revenue | 17,259,049 | 16,751,960 | 16,247,042 | 15,745,581 | 15,248,634 | 14,757,072 | 14,271,612 | 13,792,839 | 13,321,234 | 12,857,183 |
| RIM | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.55 | 0.55 | 0.55 | 0.55 |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Total** |
| **1 Year Payback** |

| Residential Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 324,609,971 | 715,115,875 | 1,144,696,058 | 1,545,899,994 | 1,939,886,366 | 2,313,661,848 | 2,654,920,770 | 2,960,538,823 | 3,227,457,379 | 3,457,409,283 |
| Cumulative Gross Peak Demand - kW | 148,429 | 328,614 | 526,467 | 726,366 | 920,379 | 1,100,735 | 1,262,025 | 1,401,754 | 1,519,160 | 1,615,150 |
| Cumulative Net Energy Savings - kWh | 211,355,784 | 490,966,189 | 812,833,888 | 1,142,417,965 | 1,469,377,184 | 1,780,254,429 | 2,063,799,550 | 2,315,895,351 | 2,533,867,978 | 2,718,727,928 |
| Cumulative Net Peak Demand Savings - kW | 118,600 | 270,482 | 441,578 | 618,374 | 790,850 | 951,154 | 1,093,925 | 1,216,532 | 1,318,196 | 1,399,723 |
| New Net Energy Savings - kWh | 211,355,784 | 279,610,404 | 321,867,700 | 329,584,077 | 326,959,219 | 310,877,246 | 283,545,120 | 252,095,801 | 217,972,627 | 184,859,950 |
| New Net Peak Demand Savings - kW | 118,600 | 151,883 | 171,096 | 176,796 | 172,476 | 160,304 | 142,772 | 122,607 | 101,664 | 81,528 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 9,350,000 | 10,642,775 | 11,623,048 | 12,063,983 | 12,507,401 | 12,755,295 | 12,861,778 | 12,876,689 | 12,841,486 | 12,787,406 |
| Marketing | 6,944,626 | 6,944,626 | 6,944,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 |
| Incentives | 88,602,348 | 110,886,188 | 124,933,832 | 131,321,176 | 131,243,581 | 126,239,951 | 117,930,803 | 107,810,535 | 97,113,280 | 86,752,503 |
| Total | 104,896,974 | 128,473,589 | 143,501,506 | 149,769,786 | 150,135,608 | 145,379,873 | 137,177,207 | 127,071,851 | 116,339,392 | 105,924,536 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 341,940,230 | 422,098,076 | 456,194,658 | 446,809,804 | 418,073,842 | 373,955,770 | 320,614,267 | 265,768,486 | 213,282,729 | 166,578,171 |
| PV Annual Program Marketing and Admin Costs | 16,294,626 | 16,729,274 | 16,799,966 | 15,877,787 | 15,466,083 | 14,904,499 | 14,256,151 | 13,571,069 | 12,885,315 | 12,222,137 |
| PV Net Measure Costs | 111,560,147 | 136,102,546 | 147,878,727 | 148,808,128 | 142,408,976 | 131,024,155 | 116,916,060 | 102,016,546 | 87,576,263 | 74,440,788 |
| TRC Ratio | 2.67 | 2.76 | 2.77 | 2.71 | 2.65 | 2.56 | 2.44 | 2.30 | 2.12 | 1.92 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 50 | $0.46 | $0.45 | $0.45 | $0.46 | $0.47 | $0.48 | $0 50 | $0 53 | $0 57 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 341,940,230 | 422,098,076 | 456,194,658 | 446,809,804 | 418,073,842 | 373,955,770 | 320,614,267 | 265,768,486 | 213,282,729 | 166,578,171 |
| PV Annual Program Costs | 104,896,974 | 122,205,092 | 129,839,654 | 128,899,296 | 122,909,510 | 113,209,145 | 101,609,574 | 89,531,833 | 77,970,506 | 67,526,708 |
| PV Lost Revenue | 272,422,417 | 344,594,421 | 379,212,075 | 371,143,013 | 351,848,776 | 319,633,498 | 278,481,361 | 236,458,996 | 195,213,497 | 158,039,333 |
| RIM | 0.91 | 0.90 | 0.90 | 0.89 | 0.88 | 0.86 | 0.84 | 0.82 | 0.78 | 0.74 |

| Residential Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,536,128,860 | 3,699,239,731 | 3,825,449,697 | 3,922,701,754 | 3,995,277,884 | 4,046,597,609 | 4,080,607,537 | 4,100,944,874 | 4,108,177,928 | 4,106,012,513 |
| Cumulative Gross Peak Demand - kW | 1,683,909 | 1,742,743 | 1,784,587 | 1,812,676 | 1,829,854 | 1,837,967 | 1,839,155 | 1,835,067 | 1,825,714 | 1,812,930 |
| Cumulative Net Energy Savings - kWh | 2,852,094,566 | 2,977,146,871 | 3,070,001,183 | 3,136,936,501 | 3,182,010,692 | 3,208,458,114 | 3,220,359,420 | 3,220,855,524 | 3,210,961,213 | 3,193,628,080 |
| Cumulative Net Peak Demand Savings - kW | 1,461,506 | 1,508,246 | 1,539,217 | 1,557,466 | 1,565,772 | 1,565,924 | 1,560,028 | 1,549,654 | 1,534,815 | 1,517,239 |
| New Net Energy Savings - kWh | 153,293,897 | 125,052,306 | 92,854,312 | 66,935,317 | 45,074,191 | 26,447,423 | 11,901,306 | 496,104 | -9,894,312 | -17,333,133 |
| New Net Peak Demand Savings - kW | 63,083 | 46,740 | 30,972 | 18,248 | 8,307 | 151 | -5,896 | -10,374 | -14,839 | -17,577 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 12,697,173 | 12,610,697 | 11,984,197 | 11,558,488 | 11,192,006 | 10,872,866 | 10,592,436 | 10,342,090 | 9,648,539 | 9,309,046 |
| Marketing | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 |
| Incentives | 77,176,273 | 68,688,113 | 58,662,105 | 50,894,245 | 44,850,672 | 40,068,392 | 36,280,297 | 33,226,159 | 28,949,943 | 26,349,086 |
| Total | 96,258,072 | 87,683,436 | 77,030,928 | 68,837,359 | 62,427,304 | 57,325,884 | 53,257,359 | 49,952,876 | 44,983,108 | 42,042,758 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 126,476,658 | 93,198,357 | 61,919,923 | 38,449,893 | 20,888,559 | 7,466,631 | -1,834,475 | -8,200,324 | -13,674,493 | -16,679,336 |
| PV Annual Program Marketing and Admin Costs | 11,571,077 | 10,956,620 | 10,078,286 | 9,364,371 | 8,725,532 | 8,149,095 | 7,625,524 | 7,146,498 | 6,515,943 | 6,066,777 |
| PV Net Measure Costs | 62,842,622 | 52,997,420 | 42,809,094 | 35,004,710 | 28,937,805 | 24,114,092 | 20,358,976 | 17,398,393 | 14,241,932 | 12,136,989 |
| TRC Ratio | 1.70 | 1.46 | 1.17 | 0.87 | 0.55 | 0.23 | -0.07 | -0.33 | -0.66 | -0.92 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0 63 | $0.70 | $0 83 | $1 03 | $1 38 | $2.17 | $4.47 | $100 69 | -$4.55 | -$2.43 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 126,476,658 | 93,198,357 | 61,919,923 | 38,449,893 | 20,888,559 | 7,466,631 | -1,834,475 | -8,200,324 | -13,674,493 | -16,679,336 |
| PV Annual Program Costs | 58,370,258 | 50,576,347 | 42,263,988 | 35,925,680 | 30,990,660 | 27,069,638 | 23,921,409 | 21,342,391 | 18,281,317 | 16,252,668 |
| PV Lost Revenue | 125,070,147 | 97,345,019 | 68,944,342 | 47,391,648 | 30,422,402 | 17,011,023 | 7,292,534 | 289,494 | -5,496,392 | -9,162,701 |
| RIM | 0.69 | 0.63 | 0.56 | 0.46 | 0.34 | 0.17 | -0.06 | -0.38 | -1.07 | -2.35 |

| |
|---|
| **Gas** |
| **All** |
| **Total** |
| **3 Year Payback** |

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - Therms** | 12,066,406 | 23,995,164 | 35,605,871 | 46,757,455 | 57,385,943 | 67,487,708 | 77,097,764 | 86,271,168 | 95,068,908 | 103,551,193 |
| **Cumulative Net Energy Savings - Therms** | 2,639,743 | 6,130,820 | 10,172,387 | 14,548,857 | 19,121,941 | 23,817,175 | 28,605,872 | 33,462,295 | 38,374,210 | 43,336,436 |
| **New Net Energy Savings - Therms** | 2,639,743 | 3,491,077 | 4,041,567 | 4,376,470 | 4,573,084 | 4,695,234 | 4,788,698 | 4,856,422 | 4,911,916 | 4,962,226 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 5,953,462 | 5,963,062 | 6,009,373 | 6,053,111 | 6,089,148 | 6,117,161 | 6,137,872 | 6,152,215 | 6,161,096 | 6,165,328 |
| **Marketing** | 3,282,208 | 3,297,695 | 3,313,561 | 3,329,813 | 3,346,462 | 3,363,517 | 3,380,988 | 3,398,885 | 3,417,219 | 3,436,000 |
| **Incentives** | 3,094,332 | 3,081,294 | 3,150,262 | 3,225,250 | 3,294,611 | 3,356,037 | 3,409,458 | 3,455,435 | 3,494,690 | 3,527,939 |
| **Total** | 12,330,001 | 12,342,051 | 12,473,196 | 12,608,175 | 12,730,222 | 12,836,715 | 12,928,318 | 13,006,535 | 13,073,005 | 13,129,266 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 24,277,891 | 30,214,328 | 33,100,337 | 34,120,344 | 34,039,054 | 33,466,180 | 32,661,506 | 31,651,485 | 30,621,266 | 29,604,531 |
| **PV Annual Program Marketing and Admin Costs** | 9,235,669 | 8,808,905 | 8,435,358 | 8,075,410 | 7,724,525 | 7,382,724 | 7,050,787 | 6,729,480 | 6,419,374 | 6,120,830 |
| **PV Net Measure Costs** | 9,336,869 | 10,807,030 | 11,763,731 | 12,306,205 | 12,547,891 | 12,576,970 | 12,457,907 | 12,232,854 | 11,933,390 | 11,583,083 |
| **TRC** | 1.31 | 1.54 | 1.64 | 1.67 | 1.68 | 1.68 | 1.67 | 1.67 | 1.67 | 1.67 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $4 67 | $3 54 | $3 09 | $2 88 | $2.78 | $2.73 | $2.70 | $2 68 | $2 66 | $2 65 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 24 277 891 | 30 214 328 | 33 100 337 | 34 120 344 | 34 039 054 | 33 466 180 | 32 661 506 | 31 651 485 | 30 621 266 | 29 604 531 |
| **PV Annual Program Costs** | 12 330 001 | 11 739 856 | 11 285 703 | 10 851 220 | 10 421 681 | 9 996 112 | 9 576 233 | 9 164 098 | 8 761 511 | 8 369 885 |
| **PV Lost Revenue** | 43 359 058 | 54 603 287 | 59 958 865 | 61 654 489 | 61 244 576 | 59 897 846 | 58 232 746 | 56 286 543 | 54 317 932 | 52 393 510 |
| **RIM** | 0.44 | 0.46 | 0.46 | 0.47 | 0.47 | 0.48 | 0.48 | 0.48 | 0.49 | 0.49 |
| | | | | | | | | | | |
| | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| **Cumulative Gross Energy - Therms** | 111,356,975 | 118,864,379 | 126,113,457 | 133,139,277 | 139,969,332 | 146,570,000 | 153,004,742 | 159,289,629 | 165,437,369 | 171,459,132 |
| **Cumulative Net Energy Savings - Therms** | 48,063,722 | 52,755,535 | 57,411,962 | 62,034,497 | 66,622,536 | 71,135,131 | 75,600,167 | 80,016,783 | 84,383,589 | 88,699,763 |
| **New Net Energy Savings - Therms** | 4,727,286 | 4,691,814 | 4,656,427 | 4,622,534 | 4,588,040 | 4,512,595 | 4,465,036 | 4,416,616 | 4,366,805 | 4,316,174 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 6,165,100 | 6,161,928 | 6,155,108 | 6,146,576 | 6,136,040 | 6,120,946 | 6,106,948 | 6,091,847 | 6,075,839 | 6,059,211 |
| **Marketing** | 3,455,239 | 3,474,947 | 3,495,135 | 3,515,817 | 3,537,002 | 3,558,704 | 3,580,936 | 3,603,710 | 3,627,039 | 3,650,938 |
| **Incentives** | 3,554,769 | 3,577,688 | 3,594,667 | 3,609,304 | 3,620,597 | 3,622,480 | 3,627,160 | 3,629,534 | 3,629,755 | 3,628,284 |
| **Total** | 13,175,108 | 13,214,563 | 13,244,910 | 13,271,697 | 13,293,640 | 13,302,131 | 13,315,045 | 13,325,091 | 13,332,633 | 13,338,433 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 26,971,989 | 25,604,428 | 24,283,741 | 23,016,495 | 21,786,316 | 20,437,462 | 19,284,781 | 18,180,823 | 17,115,989 | 16,097,122 |
| **PV Annual Program Marketing and Admin Costs** | 5,833,710 | 5,558,609 | 5,294,727 | 5,042,727 | 4,801,969 | 4,570,791 | 4,351,471 | 4,142,432 | 3,943,289 | 3,753,698 |
| **PV Net Measure Costs** | 10,930,786 | 10,464,150 | 9,989,398 | 9,518,817 | 9,054,007 | 8,560,570 | 8,110,884 | 7,676,499 | 7,258,168 | 6,857,289 |
| **TRC** | 1.61 | 1.60 | 1.59 | 1.58 | 1.57 | 1.56 | 1.55 | 1.54 | 1.53 | 1.52 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $2.79 | $2 82 | $2 84 | $2 87 | $2 90 | $2 95 | $2 98 | $3 02 | $3 05 | $3 09 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 26,971,989 | 25,604,428 | 24,283,741 | 23,016,495 | 21,786,316 | 20,437,462 | 19,284,781 | 18,180,823 | 17,115,989 | 16,097,122 |
| **PV Annual Program Costs** | 7,989,298 | 7,622,241 | 7,266,987 | 6,926,395 | 6,599,334 | 6,281,349 | 5,980,669 | 5,693,152 | 5,418,436 | 5,156,301 |
| **PV Lost Revenue** | 47 316 718 | 44 759 907 | 42 334 167 | 40 036 160 | 37 836 594 | 35 458 775 | 33 413 820 | 31 464 277 | 29 598 001 | 27 820 855 |
| **RIM** | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Total** |
| **3 Year Payback** |

| Commercial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 2,170,506 | 4,349,272 | 6,517,055 | 8,645,733 | 10,714,562 | 12,710,917 | 14,628,932 | 16,467,798 | 18,230,181 | 19,920,918 |
| Cumulative Net Energy Savings - Therms | 762,215 | 1,630,056 | 2,573,771 | 3,562,774 | 4,573,846 | 5,590,974 | 6,604,052 | 7,607,560 | 8,599,379 | 9,578,932 |
| New Net Energy Savings - Therms | 762,215 | 867,841 | 943,715 | 989,003 | 1,011,072 | 1,017,127 | 1,013,078 | 1,003,508 | 991,819 | 979,553 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,422,096 | 1,416,460 | 1,421,594 | 1,424,971 | 1,425,425 | 1,423,341 | 1,419,366 | 1,414,118 | 1,408,110 | 1,401,739 |
| Marketing | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 |
| Incentives | 1,237,442 | 1,173,602 | 1,174,379 | 1,184,397 | 1,194,931 | 1,204,083 | 1,211,589 | 1,217,639 | 1,222,529 | 1,226,541 |
| Total | 4,384,680 | 4,315,203 | 4,321,115 | 4,334,510 | 4,345,498 | 4,352,566 | 4,356,097 | 4,356,899 | 4,355,781 | 4,353,422 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 7,010,139 | 7,510,928 | 7,729,005 | 7,710,581 | 7,525,762 | 7,249,771 | 6,909,740 | 6,540,313 | 6,183,076 | 5,843,993 |
| PV Annual Program Marketing and Admin Costs | 3,147,238 | 2,988,316 | 2,847,156 | 2,711,143 | 2,579,232 | 2,451,764 | 2,329,193 | 2,211,849 | 2,099,901 | 1,993,381 |
| PV Net Measure Costs | 2,347,118 | 2,318,299 | 2,330,325 | 2,322,134 | 2,292,165 | 2,245,196 | 2,186,178 | 2,119,192 | 2,047,362 | 1,972,905 |
| TRC | 1.28 | 1.42 | 1.49 | 1.53 | 1.54 | 1.54 | 1.53 | 1.51 | 1.49 | 1.47 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5.75 | $4 97 | $4 58 | $4 38 | $4 30 | $4 28 | $4 30 | $4 34 | $4 39 | $4.44 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 7 010 139 | 7 510 928 | 7 729 005 | 7 710 581 | 7 525 762 | 7 249 771 | 6 909 740 | 6 540 313 | 6 183 076 | 5 843 993 |
| PV Annual Program Costs | 4 384 680 | 4 104 656 | 3 909 730 | 3 730 494 | 3 557 471 | 3 389 398 | 3 226 638 | 3 069 769 | 2 919 238 | 2 775 299 |
| PV Lost Revenue | 9 463 799 | 10 168 300 | 10 477 714 | 10 450 647 | 10 190 293 | 9 799 474 | 9 325 381 | 8 816 384 | 8 322 875 | 7 854 214 |
| RIM | 0.51 | 0.53 | 0.54 | 0.54 | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 |

| Commercial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 21,542,728 | 23,104,637 | 24,611,690 | 26,071,096 | 27,488,409 | 28,852,896 | 30,181,127 | 31,477,217 | 32,744,732 | 33,986,738 |
| Cumulative Net Energy Savings - Therms | 10,543,964 | 11,498,047 | 12,441,494 | 13,377,072 | 14,306,330 | 15,220,076 | 16,126,706 | 17,027,416 | 17,923,171 | 18,814,738 |
| New Net Energy Savings - Therms | 965,033 | 954,083 | 943,446 | 935,579 | 929,257 | 913,746 | 906,630 | 900,709 | 895,756 | 891,567 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,394,784 | 1,388,363 | 1,381,389 | 1,375,437 | 1,369,869 | 1,364,696 | 1,359,909 | 1,355,485 | 1,351,394 | 1,347,605 |
| Marketing | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 |
| Incentives | 1,228,839 | 1,231,521 | 1,232,169 | 1,234,013 | 1,235,704 | 1,237,282 | 1,238,772 | 1,240,185 | 1,241,525 | 1,242,792 |
| Total | 4,348,765 | 4,345,026 | 4,338,701 | 4,334,592 | 4,330,715 | 4,327,120 | 4,323,823 | 4,320,812 | 4,318,062 | 4,315,539 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 5,506,087 | 5,206,674 | 4,920,169 | 4,658,428 | 4,412,580 | 4,138,340 | 3,915,796 | 3,707,734 | 3,510,974 | 3,325,087 |
| PV Annual Program Marketing and Admin Costs | 1,891,903 | 1,795,889 | 1,704,438 | 1,618,168 | 1,536,450 | 1,459,041 | 1,385,701 | 1,316,199 | 1,250,317 | 1,187,846 |
| PV Net Measure Costs | 1,894,021 | 1,818,062 | 1,739,740 | 1,665,909 | 1,594,010 | 1,521,860 | 1,453,790 | 1,388,164 | 1,324,990 | 1,264,246 |
| TRC | 1.45 | 1.44 | 1.43 | 1.42 | 1.41 | 1.39 | 1.38 | 1.37 | 1.36 | 1.36 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 51 | $4 55 | $4 60 | $4 63 | $4 66 | $4.74 | $4.77 | $4 80 | $4 82 | $4 84 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 5,506,087 | 5,206,674 | 4,920,169 | 4,658,428 | 4,412,580 | 4,138,340 | 3,915,796 | 3,707,734 | 3,510,974 | 3,325,087 |
| PV Annual Program Costs | 2,637,063 | 2,506,238 | 2,380,483 | 2,262,190 | 2,149,888 | 2,043,293 | 1,942,115 | 1,846,069 | 1,754,878 | 1,668,278 |
| PV Lost Revenue | 7 389 880 | 6 978 222 | 6 586 493 | 6 230 231 | 5 897 589 | 5 527 314 | 5 226 710 | 4 946 543 | 4 682 858 | 4 434 579 |
| RIM | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 | 0.54 |

| |
|---|
| Gas |
| Industrial |
| Total |
| 3 Year Payback |

| Industrial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,005,391 | 2,080,589 | 3,213,612 | 4,393,584 | 5,610,782 | 6,856,637 | 8,123,709 | 9,405,632 | 10,696,411 | 11,992,164 |
| Cumulative Net Energy Savings - Therms | 137,114 | 382,959 | 720,165 | 1,133,236 | 1,608,476 | 2,133,887 | 2,699,055 | 3,295,033 | 3,913,806 | 4,549,273 |
| New Net Energy Savings - Therms | 137,114 | 245,846 | 337,206 | 413,071 | 475,240 | 525,410 | 565,169 | 595,977 | 618,774 | 635,466 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 401,365 | 416,574 | 431,619 | 446,488 | 461,173 | 475,674 | 489,991 | 504,131 | 518,101 | 531,912 |
| Marketing | 560,000 | 573,659 | 587,650 | 601,983 | 616,666 | 631,706 | 647,114 | 662,897 | 679,065 | 695,628 |
| Incentives | 36,800 | 39,556 | 42,273 | 44,952 | 47,592 | 50,197 | 52,767 | 55,305 | 57,813 | 60,295 |
| Total | 998,165 | 1,029,789 | 1,061,543 | 1,093,422 | 1,125,431 | 1,157,577 | 1,189,872 | 1,222,333 | 1,254,980 | 1,287,835 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 1,261,042 | 2,127,728 | 2,761,707 | 3,220,434 | 3,537,376 | 3,744,964 | 3,854,755 | 3,884,252 | 3,857,484 | 3,791,179 |
| PV Annual Program Marketing and Admin Costs | 961,365 | 941,917 | 922,231 | 902,366 | 882,380 | 862,331 | 842,274 | 822,261 | 802,339 | 782,554 |
| PV Net Measure Costs | 227,052 | 365,819 | 467,991 | 540,245 | 588,300 | 617,017 | 630,488 | 632,131 | 624,243 | 610,110 |
| TRC | 1.06 | 1.63 | 1.99 | 2.23 | 2.41 | 2.53 | 2.62 | 2.67 | 2.70 | 2.72 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $7 28 | $4.19 | $3.15 | $2 65 | $2 37 | $2 20 | $2.11 | $2 05 | $2 03 | $2 03 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 1 261 042 | 2 127 728 | 2 761 707 | 3 220 434 | 3 537 376 | 3 744 964 | 3 854 755 | 3 884 252 | 3 857 484 | 3 791 179 |
| PV Annual Program Costs | 998 165 | 979 543 | 960 480 | 941 054 | 921 342 | 901 420 | 881 359 | 861 227 | 841 086 | 820 992 |
| PV Lost Revenue | 1 522 200 | 2 593 847 | 3 382 739 | 3 941 858 | 4 315 147 | 4 540 417 | 4 647 988 | 4 663 984 | 4 608 256 | 4 503 954 |
| RIM | 0.50 | 0.60 | 0.64 | 0.66 | 0.68 | 0.69 | 0.70 | 0.70 | 0.71 | 0.71 |
| | | | | | | | | | | |
| **Industrial Total** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - Therms | 13,281,236 | 14,567,743 | 15,849,520 | 17,124,993 | 18,393,103 | 19,636,539 | 20,868,553 | 22,089,948 | 23,301,128 | 24,502,715 |
| Cumulative Net Energy Savings - Therms | 5,191,068 | 5,838,664 | 6,488,576 | 7,138,058 | 7,785,014 | 8,418,228 | 9,043,509 | 9,660,703 | 10,269,553 | 10,870,083 |
| New Net Energy Savings - Therms | 641,795 | 647,596 | 649,911 | 649,482 | 646,956 | 633,214 | 625,281 | 617,194 | 608,850 | 600,530 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 545,574 | 559,101 | 572,509 | 585,810 | 599,022 | 611,349 | 624,342 | 637,293 | 650,216 | 663,129 |
| Marketing | 712,594 | 729,975 | 747,779 | 766,017 | 784,701 | 803,840 | 823,446 | 843,530 | 864,104 | 885,179 |
| Incentives | 62,753 | 65,191 | 67,611 | 70,017 | 72,412 | 74,316 | 76,647 | 78,977 | 81,307 | 83,642 |
| Total | 1,320,922 | 1,354,267 | 1,387,899 | 1,421,845 | 1,456,134 | 1,489,505 | 1,524,435 | 1,559,799 | 1,595,627 | 1,631,950 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,661,825 | 3,534,100 | 3,389,353 | 3,233,899 | 3,072,071 | 2,867,815 | 2,700,629 | 2,540,654 | 2,386,430 | 2,239,670 |
| PV Annual Program Marketing and Admin Costs | 762,945 | 743,547 | 724,392 | 705,508 | 686,919 | 668,261 | 650,298 | 632,682 | 615,426 | 598,537 |
| PV Net Measure Costs | 586,449 | 563,446 | 538,484 | 512,491 | 486,181 | 454,855 | 428,179 | 402,947 | 378,924 | 356,219 |
| TRC | 2.71 | 2.70 | 2.68 | 2.66 | 2.62 | 2.55 | 2.50 | 2.45 | 2.40 | 2.35 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 06 | $2 09 | $2.14 | $2.19 | $2 25 | $2 35 | $2.44 | $2 53 | $2 62 | $2.72 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3,661,825 | 3,534,100 | 3,389,353 | 3,233,899 | 3,072,071 | 2,867,815 | 2,700,629 | 2,540,654 | 2,386,430 | 2,239,670 |
| PV Annual Program Costs | 800,998 | 781,150 | 761,488 | 742,050 | 722,866 | 703,353 | 684,725 | 666,425 | 648,469 | 630,871 |
| PV Lost Revenue | 4 328 835 | 4 156 787 | 3 969 669 | 3 774 694 | 3 577 343 | 3 331 290 | 3 129 742 | 2 939 034 | 2 758 081 | 2 587 727 |
| RIM | 0.71 | 0.72 | 0.72 | 0.72 | 0.71 | 0.71 | 0.71 | 0.70 | 0.70 | 0.70 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Existing Retrofit** |
| **3 Year Payback** |

| Commercial Existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,654,525 | 3,306,086 | 4,913,416 | 6,447,169 | 7,888,658 | 9,228,015 | 10,462,202 | 11,593,108 | 12,625,909 | 13,567,745 |
| Cumulative Net Energy Savings - Therms | 432,635 | 937,382 | 1,476,779 | 2,022,603 | 2,555,132 | 3,061,834 | 3,535,850 | 3,974,621 | 4,378,716 | 4,749,990 |
| New Net Energy Savings - Therms | 432,635 | 504,747 | 539,397 | 545,824 | 532,529 | 506,703 | 474,016 | 438,771 | 404,095 | 371,275 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 937,599 | 943,169 | 942,919 | 938,137 | 930,008 | 919,563 | 907,659 | 894,980 | 882,050 | 869,253 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 381,839 | 386,376 | 386,172 | 382,277 | 375,656 | 367,148 | 357,453 | 347,126 | 336,594 | 326,171 |
| Total | 2,319,437 | 2,329,545 | 2,329,091 | 2,320,414 | 2,305,664 | 2,286,711 | 2,265,111 | 2,242,105 | 2,218,644 | 2,195,424 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,978,970 | 4,368,447 | 4,417,650 | 4,255,419 | 3,963,797 | 3,611,621 | 3,233,043 | 2,859,666 | 2,519,158 | 2,215,018 |
| PV Annual Program Marketing and Admin Costs | 1,937,599 | 1,848,358 | 1,757,946 | 1,668,057 | 1,580,014 | 1,494,788 | 1,413,036 | 1,335,158 | 1,261,347 | 1,191,645 |
| PV Net Measure Costs | 735,690 | 788,751 | 809,311 | 806,411 | 787,428 | 758,116 | 722,781 | 684,529 | 645,510 | 607,060 |
| TRC | 1.49 | 1.66 | 1.72 | 1.72 | 1.67 | 1.60 | 1.51 | 1.42 | 1.32 | 1.23 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 36 | $4 62 | $4 32 | $4 25 | $4 33 | $4 51 | $4.78 | $5.11 | $5.49 | $5 91 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3 978 970 | 4 368 447 | 4 417 650 | 4 255 419 | 3 963 797 | 3 611 621 | 3 233 043 | 2 859 666 | 2 519 158 | 2 215 018 |
| PV Annual Program Costs | 2 319 437 | 2 215 882 | 2 107 353 | 1 997 064 | 1 887 547 | 1 780 691 | 1 677 808 | 1 579 735 | 1 486 932 | 1 399 579 |
| PV Lost Revenue | 5,371,672 | 5,914,008 | 5,988,723 | 5,767,643 | 5,367,197 | 4,881,808 | 4,363,313 | 3,854,848 | 3,390,971 | 2,976,942 |
| RIM | 0.52 | 0.54 | 0.55 | 0.55 | 0.55 | 0.54 | 0.54 | 0.53 | 0.52 | 0.51 |
| | | | | | | | | | | |
| **Commercial Existing Retrofit** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - Therms | 14,426,722 | 15,211,194 | 15,929,291 | 16,588,629 | 17,196,154 | 17,758,084 | 18,279,905 | 18,766,413 | 19,221,771 | 19,649,575 |
| Cumulative Net Energy Savings - Therms | 5,091,324 | 5,406,054 | 5,697,597 | 5,969,215 | 6,223,878 | 6,464,215 | 6,692,490 | 6,910,628 | 7,120,239 | 7,322,657 |
| New Net Energy Savings - Therms | 341,334 | 314,730 | 291,543 | 271,617 | 254,664 | 240,336 | 228,276 | 218,138 | 209,611 | 202,419 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 856,857 | 845,037 | 833,896 | 823,481 | 813,804 | 804,845 | 796,572 | 788,937 | 781,889 | 775,377 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 316,075 | 306,447 | 297,372 | 288,890 | 281,007 | 273,711 | 266,972 | 260,753 | 255,013 | 249,708 |
| Total | 2,172,932 | 2,151,484 | 2,131,268 | 2,112,371 | 2,094,811 | 2,078,556 | 2,063,543 | 2,049,690 | 2,036,903 | 2,025,085 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 1,947,513 | 1,717,562 | 1,520,428 | 1,352,434 | 1,209,272 | 1,088,479 | 985,937 | 897,955 | 821,583 | 754,919 |
| PV Annual Program Marketing and Admin Costs | 1,125,986 | 1,064,229 | 1,006,190 | 951,661 | 900,423 | 852,259 | 806,959 | 764,324 | 724,167 | 686,316 |
| PV Net Measure Costs | 570,036 | 534,916 | 501,924 | 471,114 | 442,434 | 415,779 | 391,008 | 367,973 | 346,526 | 326,527 |
| TRC | 1.15 | 1.07 | 1.01 | 0.95 | 0.90 | 0.86 | 0.82 | 0.79 | 0.77 | 0.75 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6 37 | $6 84 | $7 31 | $7.78 | $8 23 | $8 65 | $9 04 | $9.40 | $9.72 | $10.00 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 1,947,513 | 1,717,562 | 1,520,428 | 1,352,434 | 1,209,272 | 1,088,479 | 985,937 | 897,955 | 821,583 | 754,919 |
| PV Annual Program Costs | 1 317 651 | 1 240 989 | 1 169 347 | 1 102 430 | 1 039 923 | 981 507 | 926 874 | 875 731 | 827 805 | 782 847 |
| PV Lost Revenue | 2 613 815 | 2 301 955 | 2 035 354 | 1 808 760 | 1 616 240 | 1 453 812 | 1 316 005 | 1 197 975 | 1 095 808 | 1 006 815 |
| RIM | 0.50 | 0.48 | 0.47 | 0.46 | 0.46 | 0.45 | 0.44 | 0.43 | 0.43 | 0.42 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Existing Replace on Burnout** |
| **3 Year Payback** |

| Commercial Existing Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 245,808 | 536,998 | 868,837 | 1,237,045 | 1,637,751 | 2,067,453 | 2,522,984 | 3,001,480 | 3,500,351 | 4,017,256 |
| Cumulative Net Energy Savings - Therms | 103,508 | 253,873 | 446,348 | 676,637 | 940,852 | 1,235,478 | 1,557,333 | 1,903,539 | 2,271,493 | 2,658,841 |
| New Net Energy Savings - Therms | 103,508 | 150,365 | 192,475 | 230,289 | 264,215 | 294,626 | 321,855 | 346,206 | 367,954 | 387,348 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 132,776 | 144,251 | 154,840 | 164,605 | 173,604 | 181,894 | 189,525 | 196,546 | 203,003 | 208,937 |
| Marketing | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 |
| Incentives | 139,080 | 163,120 | 185,303 | 205,760 | 224,614 | 241,980 | 257,967 | 272,676 | 286,203 | 298,634 |
| Total | 726,998 | 762,513 | 795,285 | 825,507 | 853,360 | 879,016 | 902,634 | 924,365 | 944,347 | 962,713 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 951,966 | 1,301,372 | 1,576,366 | 1,795,404 | 1,966,648 | 2,100,002 | 2,195,224 | 2,256,381 | 2,293,855 | 2,310,907 |
| PV Annual Program Marketing and Admin Costs | 587,918 | 570,148 | 551,909 | 533,385 | 514,727 | 496,068 | 477,516 | 459,164 | 441,088 | 423,349 |
| PV Net Measure Costs | 281,272 | 357,105 | 417,625 | 465,066 | 501,368 | 528,210 | 547,045 | 559,127 | 565,541 | 567,220 |
| TRC | 1.10 | 1.40 | 1.63 | 1.80 | 1.94 | 2.05 | 2.14 | 2.22 | 2.28 | 2.33 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $7 02 | $5 07 | $4.13 | $3 58 | $3 23 | $2 98 | $2 80 | $2 67 | $2 57 | $2.49 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 951 966 | 1 301 372 | 1 576 366 | 1 795 404 | 1 966 648 | 2 100 002 | 2 195 224 | 2 256 381 | 2 293 855 | 2 310 907 |
| PV Annual Program Costs | 726 998 | 725 309 | 719 571 | 710 472 | 698 609 | 684 501 | 668 597 | 651 286 | 632 900 | 613 728 |
| PV Lost Revenue | 1 285 169 | 1 761 798 | 2 136 978 | 2 433 426 | 2 662 949 | 2 838 560 | 2 962 673 | 3 041 616 | 3 087 697 | 3 105 815 |
| RIM | 0.47 | 0.52 | 0.55 | 0.57 | 0.59 | 0.60 | 0.60 | 0.61 | 0.62 | 0.62 |
| | | | | | | | | | | |
| **Commercial Existing Replace on Burnout** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - Therms | 4,546,799 | 5,089,655 | 5,642,747 | 6,205,683 | 6,777,089 | 7,340,035 | 7,905,620 | 8,473,188 | 9,042,159 | 9,612,023 |
| Cumulative Net Energy Savings - Therms | 3,060,518 | 3,476,822 | 3,904,702 | 4,343,717 | 4,792,483 | 5,239,225 | 5,690,107 | 6,144,434 | 6,601,592 | 7,061,039 |
| New Net Energy Savings - Therms | 401,678 | 416,303 | 427,880 | 439,015 | 448,766 | 446,742 | 450,882 | 454,327 | 457,158 | 459,447 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 213,875 | 218,770 | 222,436 | 226,403 | 230,027 | 233,335 | 236,354 | 239,107 | 241,617 | 243,903 |
| Marketing | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 |
| Incentives | 308,980 | 319,234 | 326,915 | 335,226 | 342,817 | 349,748 | 356,072 | 361,840 | 367,098 | 371,887 |
| Total | 977,998 | 993,146 | 1,004,494 | 1,016,772 | 1,027,987 | 1,038,225 | 1,047,568 | 1,056,090 | 1,063,857 | 1,070,932 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,291,810 | 2,271,874 | 2,231,440 | 2,185,939 | 2,130,967 | 2,023,286 | 1,947,389 | 1,870,219 | 1,791,862 | 1,713,501 |
| PV Annual Program Marketing and Admin Costs | 405,688 | 388,717 | 371,762 | 355,693 | 340,137 | 325,103 | 310,597 | 296,618 | 283,166 | 270,233 |
| PV Net Measure Costs | 561,546 | 555,424 | 543,378 | 532,247 | 519,562 | 503,289 | 487,940 | 472,076 | 455,893 | 439,558 |
| TRC | 2.37 | 2.41 | 2.44 | 2.46 | 2.48 | 2.44 | 2.44 | 2.43 | 2.42 | 2.41 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.43 | $2 39 | $2 35 | $2 32 | $2 29 | $2 32 | $2 32 | $2 32 | $2 33 | $2 33 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,291,810 | 2,271,874 | 2,231,440 | 2,185,939 | 2,130,967 | 2,023,286 | 1,947,389 | 1,870,219 | 1,791,862 | 1,713,501 |
| PV Annual Program Costs | 593,051 | 572,853 | 551,128 | 530,645 | 510,321 | 490,256 | 470,532 | 451,215 | 432,356 | 413,995 |
| PV Lost Revenue | 3 075 906 | 3 044 869 | 2 987 166 | 2 923 498 | 2 848 122 | 2 702 372 | 2 599 329 | 2 495 086 | 2 389 945 | 2 285 250 |
| RIM | 0.62 | 0.63 | 0.63 | 0.63 | 0.63 | 0.63 | 0.63 | 0.63 | 0.63 | 0.63 |

| |
|---|
| Gas |
| Commercial |
| New Construction |
| 3 Year Payback |

| Commercial New | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 270,172 | 506,188 | 734,803 | 961,519 | 1,188,154 | 1,415,449 | 1,643,746 | 1,873,210 | 2,103,922 | 2,335,917 |
| Cumulative Net Energy Savings - Therms | 226,073 | 438,801 | 650,644 | 863,534 | 1,077,862 | 1,293,661 | 1,510,869 | 1,729,400 | 1,949,170 | 2,170,101 |
| New Net Energy Savings - Therms | 226,073 | 212,729 | 211,843 | 212,890 | 214,328 | 215,799 | 217,208 | 218,531 | 219,770 | 220,931 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 351,722 | 329,039 | 323,835 | 322,229 | 321,813 | 321,884 | 322,183 | 322,592 | 323,057 | 323,549 |
| Marketing | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 |
| Incentives | 716,523 | 624,105 | 602,903 | 596,360 | 594,661 | 594,955 | 596,169 | 597,837 | 599,732 | 601,736 |
| Total | 1,338,245 | 1,223,145 | 1,196,739 | 1,188,589 | 1,186,474 | 1,186,839 | 1,188,352 | 1,190,429 | 1,192,790 | 1,195,285 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,079,203 | 1,841,108 | 1,734,989 | 1,659,759 | 1,595,317 | 1,538,148 | 1,481,473 | 1,424,266 | 1,370,063 | 1,318,067 |
| PV Annual Program Marketing and Admin Costs | 621,722 | 569,811 | 537,300 | 509,702 | 484,491 | 460,908 | 438,640 | 417,526 | 397,466 | 378,386 |
| PV Net Measure Costs | 1,330,156 | 1,172,443 | 1,103,389 | 1,050,657 | 1,003,369 | 958,870 | 916,352 | 875,536 | 836,311 | 798,625 |
| TRC | 1.07 | 1.06 | 1.06 | 1.06 | 1.07 | 1.08 | 1.09 | 1.10 | 1.11 | 1.12 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 92 | $5.75 | $5 65 | $5 58 | $5 54 | $5 50 | $5.47 | $5.45 | $5.43 | $5.41 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2 079 203 | 1 841 108 | 1 734 989 | 1 659 759 | 1 595 317 | 1 538 148 | 1 481 473 | 1 424 266 | 1 370 063 | 1 318 067 |
| PV Annual Program Costs | 1 338 245 | 1 163 465 | 1 082 805 | 1 022 958 | 971 315 | 924 207 | 880 233 | 838 749 | 799 406 | 761 992 |
| PV Lost Revenue | 2 806 957 | 2 492 494 | 2 352 013 | 2 249 578 | 2 160 147 | 2 079 106 | 1 999 395 | 1 919 920 | 1 844 206 | 1 771 457 |
| RIM | 0.50 | 0.50 | 0.51 | 0.51 | 0.51 | 0.51 | 0.51 | 0.52 | 0.52 | 0.52 |

| Commercial New | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 2,569,206 | 2,803,788 | 3,039,652 | 3,276,784 | 3,515,166 | 3,754,778 | 3,995,602 | 4,237,617 | 4,480,802 | 4,725,139 |
| Cumulative Net Energy Savings - Therms | 2,392,122 | 2,615,171 | 2,839,194 | 3,064,141 | 3,289,969 | 3,516,637 | 3,744,109 | 3,972,354 | 4,201,341 | 4,431,042 |
| New Net Energy Savings - Therms | 222,021 | 223,050 | 224,023 | 224,947 | 225,827 | 226,668 | 227,473 | 228,245 | 228,987 | 229,701 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 324,052 | 324,556 | 325,057 | 325,552 | 326,038 | 326,516 | 326,983 | 327,440 | 327,888 | 328,325 |
| Marketing | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 |
| Incentives | 603,784 | 605,840 | 607,882 | 609,897 | 611,879 | 613,823 | 615,728 | 617,592 | 619,415 | 621,197 |
| Total | 1,197,836 | 1,200,396 | 1,202,939 | 1,205,449 | 1,207,917 | 1,210,339 | 1,212,711 | 1,215,032 | 1,217,302 | 1,219,522 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 1,266,763 | 1,217,239 | 1,168,302 | 1,120,055 | 1,072,342 | 1,026,575 | 982,470 | 939,561 | 897,529 | 856,667 |
| PV Annual Program Marketing and Admin Costs | 360,229 | 342,944 | 326,486 | 310,814 | 295,890 | 281,678 | 268,145 | 255,257 | 242,984 | 231,297 |
| PV Net Measure Costs | 762,439 | 727,722 | 694,437 | 662,548 | 632,014 | 602,793 | 574,842 | 548,116 | 522,570 | 498,161 |
| TRC | 1.13 | 1.14 | 1.14 | 1.15 | 1.16 | 1.16 | 1.17 | 1.17 | 1.17 | 1.17 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5.40 | $5 38 | $5 37 | $5 36 | $5 35 | $5 34 | $5 33 | $5 32 | $5 32 | $5 31 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 1,266,763 | 1,217,239 | 1,168,302 | 1,120,055 | 1,072,342 | 1,026,575 | 982,470 | 939,561 | 897,529 | 856,667 |
| PV Annual Program Costs | 726,360 | 692,396 | 660,008 | 629,114 | 599,644 | 571,530 | 544,709 | 519,123 | 494,717 | 471,436 |
| PV Lost Revenue | 1 700 160 | 1 631 399 | 1 563 973 | 1 497 974 | 1 433 227 | 1 371 131 | 1 311 377 | 1 253 482 | 1 197 104 | 1 142 514 |
| RIM | 0.52 | 0.52 | 0.53 | 0.53 | 0.53 | 0.53 | 0.53 | 0.53 | 0.53 | 0.53 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Existing** |
| **3 Year Payback** |

| Commercial Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,900,334 | 3,843,084 | 5,782,252 | 7,684,214 | 9,526,409 | 11,295,468 | 12,985,186 | 14,594,587 | 16,126,259 | 17,585,001 |
| Cumulative Net Energy Savings - Therms | 536,142 | 1,191,255 | 1,923,127 | 2,699,240 | 3,495,984 | 4,297,312 | 5,093,183 | 5,878,160 | 6,650,209 | 7,408,831 |
| New Net Energy Savings - Therms | 536,142 | 655,112 | 731,872 | 776,113 | 796,744 | 801,329 | 795,871 | 784,977 | 772,049 | 758,623 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,070,374 | 1,087,420 | 1,097,759 | 1,102,742 | 1,103,612 | 1,101,456 | 1,097,184 | 1,091,526 | 1,085,052 | 1,078,190 |
| Marketing | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 |
| Incentives | 520,919 | 549,496 | 571,475 | 588,037 | 600,270 | 609,129 | 615,420 | 619,802 | 622,797 | 624,805 |
| Total | 3,046,435 | 3,092,059 | 3,124,376 | 3,145,921 | 3,159,024 | 3,165,727 | 3,167,745 | 3,166,470 | 3,162,991 | 3,158,137 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 4,930,936 | 5,669,819 | 5,994,016 | 6,050,822 | 5,930,444 | 5,711,623 | 5,428,267 | 5,116,046 | 4,813,013 | 4,525,926 |
| PV Annual Program Marketing and Admin Costs | 2,525,516 | 2,418,505 | 2,309,856 | 2,201,441 | 2,094,741 | 1,990,856 | 1,890,553 | 1,794,322 | 1,702,435 | 1,614,995 |
| PV Net Measure Costs | 1,016,961 | 1,145,856 | 1,226,936 | 1,271,477 | 1,288,796 | 1,286,326 | 1,269,826 | 1,243,656 | 1,211,051 | 1,174,281 |
| TRC | 1.39 | 1.59 | 1.69 | 1.74 | 1.75 | 1.74 | 1.72 | 1.68 | 1.65 | 1.62 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 68 | $4.72 | $4 27 | $4 05 | $3 96 | $3 95 | $3 98 | $4 03 | $4.10 | $4.16 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 4 930 936 | 5 669 819 | 5 994 016 | 6 050 822 | 5 930 444 | 5 711 623 | 5 428 267 | 5 116 046 | 4 813 013 | 4 525 926 |
| PV Annual Program Costs | 3 046 435 | 2 941 191 | 2 826 925 | 2 707 536 | 2 586 156 | 2 465 192 | 2 346 405 | 2 231 020 | 2 119 832 | 2 013 307 |
| PV Lost Revenue | 6 656 841 | 7 675 806 | 8 125 701 | 8 201 068 | 8 030 146 | 7 720 368 | 7 325 986 | 6 896 464 | 6 478 669 | 6 082 758 |
| RIM | 0.51 | 0.53 | 0.55 | 0.55 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 |

| Commercial Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 18,973,522 | 20,300,849 | 21,572,038 | 22,794,312 | 23,973,243 | 25,098,118 | 26,185,525 | 27,239,601 | 28,263,930 | 29,261,599 |
| Cumulative Net Energy Savings - Therms | 8,151,843 | 8,882,876 | 9,602,299 | 10,312,931 | 11,016,361 | 11,703,439 | 12,382,597 | 13,055,062 | 13,721,830 | 14,383,696 |
| New Net Energy Savings - Therms | 743,011 | 731,033 | 719,424 | 710,632 | 703,430 | 687,078 | 679,158 | 672,465 | 666,769 | 661,866 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,070,732 | 1,063,807 | 1,056,332 | 1,049,885 | 1,043,831 | 1,038,181 | 1,032,926 | 1,028,044 | 1,023,506 | 1,019,280 |
| Marketing | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 |
| Incentives | 625,055 | 625,681 | 624,288 | 624,116 | 623,825 | 623,459 | 623,044 | 622,593 | 622,111 | 621,595 |
| Total | 3,150,929 | 3,144,630 | 3,135,762 | 3,129,143 | 3,122,797 | 3,116,782 | 3,111,112 | 3,105,779 | 3,100,759 | 3,096,017 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 4,239,324 | 3,989,436 | 3,751,867 | 3,538,373 | 3,340,239 | 3,111,765 | 2,933,326 | 2,768,174 | 2,613,445 | 2,468,420 |
| PV Annual Program Marketing and Admin Costs | 1,531,674 | 1,452,945 | 1,377,952 | 1,307,354 | 1,240,560 | 1,177,362 | 1,117,556 | 1,060,943 | 1,007,333 | 956,549 |
| PV Net Measure Costs | 1,131,581 | 1,090,340 | 1,045,303 | 1,003,361 | 961,996 | 919,067 | 878,948 | 840,049 | 802,420 | 766,085 |
| TRC | 1.59 | 1.57 | 1.55 | 1.53 | 1.52 | 1.48 | 1.47 | 1.46 | 1.44 | 1.43 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 24 | $4 30 | $4 36 | $4.40 | $4.44 | $4 54 | $4 58 | $4 62 | $4 65 | $4 68 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 4,239,324 | 3,989,436 | 3,751,867 | 3,538,373 | 3,340,239 | 3,111,765 | 2,933,326 | 2,768,174 | 2,613,445 | 2,468,420 |
| PV Annual Program Costs | 1,910,703 | 1,813,842 | 1,720,475 | 1,633,075 | 1,550,244 | 1,471,764 | 1,397,406 | 1,326,946 | 1,260,161 | 1,196,842 |
| PV Lost Revenue | 5 689 720 | 5 346 824 | 5 022 520 | 4 732 258 | 4 464 362 | 4 156 184 | 3 915 333 | 3 693 061 | 3 485 754 | 3 292 065 |
| RIM | 0.56 | 0.56 | 0.56 | 0.56 | 0.56 | 0.55 | 0.55 | 0.55 | 0.55 | 0.55 |

| |
|---|
| Gas |
| Industrial |
| Existing Retrofit |
| 3 Year Payback |

| Industrial Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 839,039 | 1,730,907 | 2,664,218 | 3,628,620 | 4,614,843 | 5,614,710 | 6,621,116 | 7,627,974 | 8,630,157 | 9,623,418 |
| Cumulative Net Energy Savings - Therms | 112,713 | 315,757 | 592,742 | 929,042 | 1,311,734 | 1,729,501 | 2,172,527 | 2,632,385 | 3,101,917 | 3,575,107 |
| New Net Energy Savings - Therms | 112,713 | 203,044 | 276,984 | 336,301 | 382,692 | 417,766 | 443,026 | 459,859 | 469,532 | 473,190 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 315,685 | 327,709 | 339,622 | 351,407 | 363,057 | 374,566 | 385,933 | 397,159 | 408,248 | 419,206 |
| Marketing | 320,000 | 327,805 | 335,800 | 343,990 | 352,380 | 360,975 | 369,779 | 378,798 | 388,037 | 397,502 |
| Incentives | 11,239 | 12,095 | 12,944 | 13,783 | 14,612 | 15,432 | 16,241 | 17,041 | 17,830 | 18,610 |
| Total | 646,924 | 667,609 | 688,365 | 709,181 | 730,050 | 750,973 | 771,953 | 792,998 | 814,115 | 835,318 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 1,036,628 | 1,757,295 | 2,268,494 | 2,621,906 | 2,848,509 | 2,977,709 | 3,021,677 | 2,997,106 | 2,927,097 | 2,823,042 |
| PV Annual Program Marketing and Admin Costs | 635,685 | 623,530 | 611,119 | 598,494 | 585,698 | 572,775 | 559,769 | 546,721 | 533,669 | 520,650 |
| PV Net Measure Costs | 169,112 | 279,560 | 358,072 | 410,687 | 442,574 | 458,112 | 460,980 | 454,233 | 440,388 | 421,492 |
| TRC | 1.29 | 1.95 | 2.34 | 2.60 | 2.77 | 2.89 | 2.96 | 2.99 | 3.01 | 3.00 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5.74 | $3 29 | $2.49 | $2.11 | $1 91 | $1 80 | $1.74 | $1.72 | $1.73 | $1.77 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 1 036 628 | 1 757 295 | 2 268 494 | 2 621 906 | 2 848 509 | 2 977 709 | 3 021 677 | 2 997 106 | 2 927 097 | 2 823 042 |
| PV Annual Program Costs | 646 924 | 635 035 | 622 831 | 610 356 | 597 660 | 584 792 | 571 800 | 558 727 | 545 619 | 532 514 |
| PV Lost Revenue | 1 251 311 | 2 142 264 | 2 778 616 | 3 209 251 | 3 474 818 | 3 610 192 | 3 643 479 | 3 598 751 | 3 496 791 | 3 353 798 |
| RIM | 0.55 | 0.63 | 0.67 | 0.69 | 0.70 | 0.71 | 0.72 | 0.72 | 0.72 | 0.73 |

| Industrial Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 10,604,311 | 11,570,106 | 12,518,711 | 13,448,590 | 14,358,690 | 15,248,374 | 16,117,358 | 16,965,651 | 17,793,511 | 18,601,395 |
| Cumulative Net Energy Savings - Therms | 4,046,967 | 4,513,420 | 4,971,188 | 5,417,697 | 5,850,978 | 6,269,582 | 6,672,506 | 7,059,124 | 7,429,124 | 7,782,455 |
| New Net Energy Savings - Therms | 471,860 | 466,452 | 457,769 | 446,509 | 433,280 | 418,604 | 402,925 | 386,618 | 370,000 | 353,331 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 430,042 | 440,764 | 451,382 | 461,907 | 472,351 | 482,725 | 493,042 | 503,314 | 513,554 | 523,773 |
| Marketing | 407,197 | 417,128 | 427,302 | 437,724 | 448,400 | 459,337 | 470,540 | 482,017 | 493,774 | 505,817 |
| Incentives | 19,382 | 20,145 | 20,901 | 21,651 | 22,395 | 23,133 | 23,868 | 24,599 | 25,328 | 26,056 |
| Total | 856,620 | 878,037 | 899,585 | 921,282 | 943,146 | 965,195 | 987,451 | 1,009,931 | 1,032,656 | 1,055,646 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,692,244 | 2,545,550 | 2,387,310 | 2,223,255 | 2,057,433 | 1,895,850 | 1,740,257 | 1,591,498 | 1,450,239 | 1,317,743 |
| PV Annual Program Marketing and Admin Costs | 507,696 | 494,837 | 482,101 | 469,510 | 457,087 | 444,848 | 432,809 | 420,983 | 409,382 | 398,013 |
| PV Net Measure Costs | 399,194 | 374,802 | 349,343 | 323,604 | 298,183 | 273,515 | 249,912 | 227,581 | 206,650 | 187,186 |
| TRC | 2.97 | 2.93 | 2.87 | 2.80 | 2.72 | 2.64 | 2.55 | 2.45 | 2.35 | 2.25 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $1 82 | $1 88 | $1 97 | $2 06 | $2.18 | $2 31 | $2.45 | $2 61 | $2.79 | $2 99 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,692,244 | 2,545,550 | 2,387,310 | 2,223,255 | 2,057,433 | 1,895,850 | 1,740,257 | 1,591,498 | 1,450,239 | 1,317,743 |
| PV Annual Program Costs | 519,449 | 506,457 | 493,569 | 480,810 | 468,204 | 455,771 | 443,530 | 431,493 | 419,675 | 408,086 |
| PV Lost Revenue | 3 182 642 | 2 994 060 | 2 796 058 | 2 595 043 | 2 395 825 | 2 202 244 | 2 016 774 | 1 841 048 | 1 676 091 | 1 522 527 |
| RIM | 0.73 | 0.73 | 0.73 | 0.72 | 0.72 | 0.71 | 0.71 | 0.70 | 0.69 | 0.68 |

| |
|---|
| Gas |
| Industrial |
| Existing Replace on Burnout |
| 3 Year Payback |

| Industrial Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 166,352 | 349,682 | 549,394 | 764,964 | 995,939 | 1,241,927 | 1,502,593 | 1,777,658 | 2,066,254 | 2,368,746 |
| Cumulative Net Energy Savings - Therms | 24,401 | 67,202 | 127,423 | 204,194 | 296,742 | 404,386 | 526,529 | 662,647 | 811,889 | 974,165 |
| New Net Energy Savings - Therms | 24,401 | 42,801 | 60,222 | 76,771 | 92,548 | 107,644 | 122,143 | 136,119 | 149,242 | 162,276 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 85,681 | 88,865 | 91,998 | 95,080 | 98,116 | 101,107 | 104,058 | 106,973 | 109,853 | 112,705 |
| Marketing | 240,000 | 245,854 | 251,850 | 257,993 | 264,285 | 270,731 | 277,334 | 284,099 | 291,028 | 298,126 |
| Incentives | 25,561 | 27,461 | 29,330 | 31,169 | 32,980 | 34,765 | 36,526 | 38,264 | 39,983 | 41,685 |
| Total | 351,242 | 362,179 | 373,177 | 384,242 | 395,381 | 406,604 | 417,919 | 429,336 | 440,865 | 452,516 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 224,414 | 370,433 | 493,213 | 598,528 | 688,866 | 767,255 | 833,078 | 887,146 | 930,386 | 968,137 |
| PV Annual Program Marketing and Admin Costs | 325,681 | 318,387 | 311,112 | 303,872 | 296,682 | 289,555 | 282,504 | 275,540 | 268,670 | 261,904 |
| PV Net Measure Costs | 57,940 | 86,259 | 109,919 | 129,557 | 145,726 | 158,905 | 169,508 | 177,898 | 183,856 | 188,618 |
| TRC | 0.58 | 0.92 | 1.17 | 1.38 | 1.56 | 1.71 | 1.84 | 1.96 | 2.06 | 2.15 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $14.39 | $8.46 | $6 20 | $5 01 | $4 27 | $3.78 | $3.42 | $3.15 | $2 95 | $2.79 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 224 414 | 370 433 | 493 213 | 598 528 | 688 866 | 767 255 | 833 078 | 887 146 | 930 386 | 968 137 |
| PV Annual Program Costs | 351 242 | 344 508 | 337 649 | 330 698 | 323 681 | 316 627 | 309 560 | 302 500 | 295 467 | 288 478 |
| PV Lost Revenue | 270 889 | 451 583 | 604 123 | 732 607 | 840 329 | 930 225 | 1 004 509 | 1 065 233 | 1 111 465 | 1 150 155 |
| RIM | 0.36 | 0.47 | 0.52 | 0.56 | 0.59 | 0.62 | 0.63 | 0.65 | 0.66 | 0.67 |

| Industrial Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 2,676,925 | 2,997,636 | 3,330,808 | 3,676,403 | 4,034,413 | 4,388,164 | 4,751,195 | 5,124,296 | 5,507,617 | 5,901,320 |
| Cumulative Net Energy Savings - Therms | 1,144,101 | 1,325,245 | 1,517,387 | 1,720,361 | 1,934,036 | 2,148,646 | 2,371,002 | 2,601,578 | 2,840,429 | 3,087,628 |
| New Net Energy Savings - Therms | 169,935 | 181,144 | 192,143 | 202,973 | 213,675 | 214,610 | 222,356 | 230,576 | 238,851 | 247,199 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 115,532 | 118,338 | 121,127 | 123,903 | 126,671 | 128,624 | 131,300 | 133,978 | 136,662 | 139,356 |
| Marketing | 305,398 | 312,846 | 320,477 | 328,293 | 336,300 | 344,503 | 352,905 | 361,513 | 370,330 | 379,363 |
| Incentives | 43,371 | 45,046 | 46,710 | 48,366 | 50,017 | 51,183 | 52,779 | 54,377 | 55,979 | 57,586 |
| Total | 464,301 | 476,230 | 488,313 | 500,563 | 512,989 | 524,309 | 536,985 | 549,868 | 562,971 | 576,305 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 969,582 | 988,550 | 1,002,043 | 1,010,644 | 1,014,638 | 971,965 | 960,371 | 949,156 | 936,192 | 921,928 |
| PV Annual Program Marketing and Admin Costs | 255,249 | 248,710 | 242,291 | 235,998 | 229,832 | 223,413 | 217,489 | 211,699 | 206,044 | 200,524 |
| PV Net Measure Costs | 187,255 | 188,644 | 189,142 | 188,887 | 187,999 | 181,340 | 178,267 | 175,366 | 172,274 | 169,033 |
| TRC | 2.19 | 2.26 | 2.32 | 2.38 | 2.43 | 2.40 | 2.43 | 2.45 | 2.47 | 2.49 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.73 | $2 63 | $2 54 | $2.47 | $2.40 | $2.44 | $2.41 | $2 38 | $2 36 | $2 33 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 969,582 | 988,550 | 1,002,043 | 1,010,644 | 1,014,638 | 971,965 | 960,371 | 949,156 | 936,192 | 921,928 |
| PV Annual Program Costs | 281,549 | 274,692 | 267,919 | 261,240 | 254,662 | 247,582 | 241,195 | 234,932 | 228,794 | 222,785 |
| PV Lost Revenue | 1 146 193 | 1 162 727 | 1 173 611 | 1 179 651 | 1 181 518 | 1 129 046 | 1 112 968 | 1 097 986 | 1 081 989 | 1 065 200 |
| RIM | 0.68 | 0.69 | 0.70 | 0.70 | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 | 0.72 |

| |
|---|
| **Gas** |
| **Residential** |
| **Existing Retrofit** |
| **3 Year Payback** |

| Residential existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 6,475,474 | 12,549,876 | 18,041,693 | 22,863,024 | 27,000,040 | 30,489,830 | 33,398,863 | 35,805,897 | 37,790,169 | 39,424,357 |
| Cumulative Net Energy Savings - Therms | 841,107 | 2,003,718 | 3,277,497 | 4,526,748 | 5,678,100 | 6,709,119 | 7,632,599 | 8,455,736 | 9,192,784 | 9,859,765 |
| New Net Energy Savings - Therms | 841,107 | 1,162,611 | 1,273,779 | 1,249,251 | 1,151,352 | 1,031,019 | 923,480 | 823,137 | 737,047 | 666,982 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,925,000 | 2,940,900 | 2,950,954 | 2,955,569 | 2,955,161 | 2,950,146 | 2,940,930 | 2,927,908 | 2,911,453 | 2,891,926 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 986,652 | 997,378 | 1,004,161 | 1,007,275 | 1,007,000 | 1,003,616 | 997,399 | 988,614 | 977,513 | 964,339 |
| Total | 4,411,652 | 4,438,278 | 4,455,116 | 4,462,844 | 4,462,161 | 4,453,762 | 4,438,330 | 4,416,521 | 4,388,966 | 4,356,266 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 7,735,714 | 10,062,084 | 10,432,220 | 9,739,559 | 8,569,914 | 7,348,784 | 6,298,632 | 5,364,755 | 4,594,812 | 3,979,199 |
| PV Annual Program Marketing and Admin Costs | 3,425,000 | 3,273,011 | 3,122,411 | 2,974,034 | 2,828,590 | 2,686,672 | 2,548,758 | 2,415,223 | 2,286,352 | 2,162,347 |
| PV Net Measure Costs | 3,059,457 | 3,808,060 | 4,224,131 | 4,406,432 | 4,431,955 | 4,357,889 | 4,224,037 | 4,052,959 | 3,861,150 | 3,658,821 |
| TRC | 1.19 | 1.42 | 1.42 | 1.32 | 1.18 | 1.04 | 0.93 | 0.83 | 0.75 | 0.68 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 25 | $3 82 | $3 50 | $3 57 | $3 88 | $4 32 | $4 81 | $5 37 | $5 95 | $6 53 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 7 735 714 | 10 062 084 | 10 432 220 | 9 739 559 | 8 569 914 | 7 348 784 | 6 298 632 | 5 364 755 | 4 594 812 | 3 979 199 |
| PV Annual Program Costs | 4 411 652 | 4 221 725 | 4 030 973 | 3 840 944 | 3 652 977 | 3 468 201 | 3 287 549 | 3 111 777 | 2 941 479 | 2 777 112 |
| PV Lost Revenue | 15 645 234 | 20 461 497 | 21 270 091 | 19 850 117 | 17 433 489 | 14 898 711 | 12 731 121 | 10 818 557 | 9 239 943 | 7 977 651 |
| RIM | 0.39 | 0.41 | 0.41 | 0.41 | 0.41 | 0.40 | 0.39 | 0.39 | 0.38 | 0.37 |

| Residential existing Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 40,771,226 | 41,882,768 | 42,800,798 | 43,558,266 | 44,180,804 | 44,688,225 | 45,095,837 | 45,415,543 | 45,656,702 | 45,826,810 |
| Cumulative Net Energy Savings - Therms | 10,471,373 | 11,039,486 | 11,572,761 | 12,076,854 | 12,554,943 | 13,008,343 | 13,437,092 | 13,840,451 | 14,217,293 | 14,566,388 |
| New Net Energy Savings - Therms | 611,608 | 568,113 | 533,275 | 504,093 | 478,089 | 453,400 | 428,749 | 403,359 | 376,841 | 349,095 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,869,666 | 2,844,994 | 2,818,214 | 2,789,611 | 2,759,454 | 2,727,992 | 2,695,460 | 2,662,076 | 2,628,039 | 2,593,537 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 949,322 | 932,677 | 914,611 | 895,314 | 874,969 | 853,744 | 831,797 | 809,274 | 786,312 | 763,036 |
| Total | 4,318,988 | 4,277,672 | 4,232,825 | 4,184,926 | 4,134,423 | 4,081,736 | 4,027,257 | 3,971,350 | 3,914,352 | 3,856,572 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,489,590 | 3,100,337 | 2,781,083 | 2,509,978 | 2,270,207 | 2,053,440 | 1,851,796 | 1,660,411 | 1,477,056 | 1,301,944 |
| PV Annual Program Marketing and Admin Costs | 2,043,343 | 1,929,413 | 1,820,580 | 1,716,822 | 1,618,084 | 1,524,278 | 1,435,293 | 1,350,998 | 1,271,248 | 1,195,883 |
| PV Net Measure Costs | 3,452,177 | 3,245,015 | 3,039,764 | 2,838,105 | 2,641,320 | 2,450,458 | 2,266,404 | 2,089,902 | 1,921,552 | 1,761,813 |
| TRC | 0.63 | 0.60 | 0.57 | 0.55 | 0.53 | 0.52 | 0.50 | 0.48 | 0.46 | 0.44 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $7 06 | $7 53 | $7 94 | $8 30 | $8 65 | $9 00 | $9 39 | $9 85 | $10.39 | $11.05 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3,489,590 | 3,100,337 | 2,781,083 | 2,509,978 | 2,270,207 | 2,053,440 | 1,851,796 | 1,660,411 | 1,477,056 | 1,301,944 |
| PV Annual Program Costs | 2,619,006 | 2,467,387 | 2,322,393 | 2,184,080 | 2,052,443 | 1,927,421 | 1,808,908 | 1,696,761 | 1,590,808 | 1,490,853 |
| PV Lost Revenue | 6 977 190 | 6 181 846 | 5 532 494 | 4 983 925 | 4 502 052 | 4 066 757 | 3 662 758 | 3 281 001 | 2 917 232 | 2 570 985 |
| RIM | 0.36 | 0.36 | 0.35 | 0.35 | 0.35 | 0.34 | 0.34 | 0.33 | 0.33 | 0.32 |

| |
|---|
| Gas |
| Residential |
| Existing Retrofit |
| 3 Year Payback |

| Residential existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 6,475,474 | 12,549,876 | 18,041,693 | 22,863,024 | 27,000,040 | 30,489,830 | 33,398,863 | 35,805,897 | 37,790,169 | 39,424,357 |
| Cumulative Net Energy Savings - Therms | 841,107 | 2,003,718 | 3,277,497 | 4,526,748 | 5,678,100 | 6,709,119 | 7,632,599 | 8,455,736 | 9,192,784 | 9,859,765 |
| New Net Energy Savings - Therms | 841,107 | 1,162,611 | 1,273,779 | 1,249,251 | 1,151,352 | 1,031,019 | 923,480 | 823,137 | 737,047 | 666,982 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,925,000 | 2,940,900 | 2,950,954 | 2,955,569 | 2,955,161 | 2,950,146 | 2,940,930 | 2,927,908 | 2,911,453 | 2,891,926 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 986,652 | 997,378 | 1,004,161 | 1,007,275 | 1,007,000 | 1,003,616 | 997,399 | 988,614 | 977,513 | 964,339 |
| Total | 4,411,652 | 4,438,278 | 4,455,116 | 4,462,844 | 4,462,161 | 4,453,762 | 4,438,330 | 4,416,521 | 4,388,966 | 4,356,266 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 7,735,714 | 10,062,084 | 10,432,220 | 9,739,559 | 8,569,914 | 7,348,784 | 6,298,632 | 5,364,755 | 4,594,812 | 3,979,199 |
| PV Annual Program Marketing and Admin Costs | 3,425,000 | 3,273,011 | 3,122,411 | 2,974,034 | 2,828,590 | 2,686,672 | 2,548,758 | 2,415,223 | 2,286,352 | 2,162,347 |
| PV Net Measure Costs | 3,059,457 | 3,808,060 | 4,224,131 | 4,406,432 | 4,431,955 | 4,357,889 | 4,224,037 | 4,052,959 | 3,861,150 | 3,658,821 |
| TRC | 1.19 | 1.42 | 1.42 | 1.32 | 1.18 | 1.04 | 0.93 | 0.83 | 0.75 | 0.68 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 25 | $3 82 | $3 50 | $3 57 | $3 88 | $4 32 | $4 81 | $5 37 | $5 95 | $6 53 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 7 735 714 | 10 062 084 | 10 432 220 | 9 739 559 | 8 569 914 | 7 348 784 | 6 298 632 | 5 364 755 | 4 594 812 | 3 979 199 |
| PV Annual Program Costs | 4 411 652 | 4 221 725 | 4 030 973 | 3 840 944 | 3 652 977 | 3 468 201 | 3 287 549 | 3 111 777 | 2 941 479 | 2 777 112 |
| PV Lost Revenue | 15 645 234 | 20 461 497 | 21 270 091 | 19 850 117 | 17 433 489 | 14 898 711 | 12 731 121 | 10 818 557 | 9 239 943 | 7 977 651 |
| RIM | 0.39 | 0.41 | 0.41 | 0.41 | 0.41 | 0.40 | 0.39 | 0.39 | 0.38 | 0.37 |

| Residential existing Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 40,771,226 | 41,882,768 | 42,800,798 | 43,558,266 | 44,180,804 | 44,688,225 | 45,095,837 | 45,415,543 | 45,656,702 | 45,826,810 |
| Cumulative Net Energy Savings - Therms | 10,471,373 | 11,039,486 | 11,572,761 | 12,076,854 | 12,554,943 | 13,008,343 | 13,437,092 | 13,840,451 | 14,217,293 | 14,566,388 |
| New Net Energy Savings - Therms | 611,608 | 568,113 | 533,275 | 504,093 | 478,089 | 453,400 | 428,749 | 403,359 | 376,841 | 349,095 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,869,666 | 2,844,994 | 2,818,214 | 2,789,611 | 2,759,454 | 2,727,992 | 2,695,460 | 2,662,076 | 2,628,039 | 2,593,537 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 949,322 | 932,677 | 914,611 | 895,314 | 874,969 | 853,744 | 831,797 | 809,274 | 786,312 | 763,036 |
| Total | 4,318,988 | 4,277,672 | 4,232,825 | 4,184,926 | 4,134,423 | 4,081,736 | 4,027,257 | 3,971,350 | 3,914,352 | 3,856,572 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,489,590 | 3,100,337 | 2,781,083 | 2,509,978 | 2,270,207 | 2,053,440 | 1,851,796 | 1,660,411 | 1,477,056 | 1,301,944 |
| PV Annual Program Marketing and Admin Costs | 2,043,343 | 1,929,413 | 1,820,580 | 1,716,822 | 1,618,084 | 1,524,278 | 1,435,293 | 1,350,998 | 1,271,248 | 1,195,883 |
| PV Net Measure Costs | 3,452,177 | 3,245,015 | 3,039,764 | 2,838,105 | 2,641,320 | 2,450,458 | 2,266,404 | 2,089,902 | 1,921,552 | 1,761,813 |
| TRC | 0.63 | 0.60 | 0.57 | 0.55 | 0.53 | 0.52 | 0.50 | 0.48 | 0.46 | 0.44 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $7 06 | $7 53 | $7 94 | $8 30 | $8 65 | $9 00 | $9 39 | $9 85 | $10.39 | $11.05 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3,489,590 | 3,100,337 | 2,781,083 | 2,509,978 | 2,270,207 | 2,053,440 | 1,851,796 | 1,660,411 | 1,477,056 | 1,301,944 |
| PV Annual Program Costs | 2,619,006 | 2,467,387 | 2,322,393 | 2,184,080 | 2,052,443 | 1,927,421 | 1,808,908 | 1,696,761 | 1,590,808 | 1,490,853 |
| PV Lost Revenue | 6 977 190 | 6 181 846 | 5 532 494 | 4 983 925 | 4 502 052 | 4 066 757 | 3 662 758 | 3 281 001 | 2 917 232 | 2 570 985 |
| RIM | 0.36 | 0.36 | 0.35 | 0.35 | 0.35 | 0.34 | 0.34 | 0.33 | 0.33 | 0.32 |

| |
|---|
| **Gas** |
| **Residential** |
| **Existing Replace on Burnout** |
| **3 Year Payback** |

| Residential Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,640,552 | 3,538,237 | 5,664,542 | 7,993,788 | 10,502,879 | 13,171,068 | 15,979,731 | 18,912,161 | 21,953,382 | 25,089,968 |
| Cumulative Net Energy Savings - Therms | 350,689 | 979,967 | 1,858,156 | 2,958,553 | 4,257,155 | 5,732,405 | 7,364,957 | 9,137,459 | 11,034,350 | 13,041,680 |
| New Net Energy Savings - Therms | 350,689 | 629,278 | 878,189 | 1,100,397 | 1,298,602 | 1,475,250 | 1,632,552 | 1,772,501 | 1,896,891 | 2,007,330 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 350,000 | 373,751 | 395,860 | 416,421 | 435,522 | 453,251 | 469,691 | 484,923 | 499,023 | 512,066 |
| Marketing | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 |
| Incentives | 501,600 | 569,675 | 633,048 | 691,981 | 746,731 | 797,546 | 844,668 | 888,326 | 928,742 | 966,127 |
| Total | 1,273,665 | 1,365,491 | 1,450,974 | 1,530,468 | 1,604,319 | 1,672,863 | 1,736,424 | 1,795,314 | 1,849,831 | 1,900,259 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,225,311 | 5,446,229 | 7,192,347 | 8,579,044 | 9,665,947 | 10,515,128 | 11,134,887 | 11,552,188 | 11,825,366 | 11,975,690 |
| PV Annual Program Marketing and Admin Costs | 772,065 | 756,986 | 740,056 | 721,643 | 702,070 | 681,620 | 660,540 | 639,042 | 617,312 | 595,507 |
| PV Net Measure Costs | 1,046,493 | 1,617,868 | 2,074,350 | 2,433,615 | 2,710,882 | 2,919,221 | 3,069,826 | 3,172,254 | 3,234,650 | 3,263,936 |
| TRC | 1.77 | 2.29 | 2.56 | 2.72 | 2.83 | 2.92 | 2.98 | 3.03 | 3.07 | 3.10 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $3 63 | $2.17 | $1 65 | $1 39 | $1 24 | $1.13 | $1 06 | $1 01 | $0 98 | $0 95 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3 225 311 | 5 446 229 | 7 192 347 | 8 579 044 | 9 665 947 | 10 515 128 | 11 134 887 | 11 552 188 | 11 825 366 | 11 975 690 |
| PV Annual Program Costs | 1 273 665 | 1 298 866 | 1 312 836 | 1 317 196 | 1 313 386 | 1 302 680 | 1 286 200 | 1 264 936 | 1 239 754 | 1 211 412 |
| PV Lost Revenue | 6 523 089 | 11 075 042 | 14 664 365 | 17 484 881 | 19 663 111 | 21 318 065 | 22 506 412 | 23 296 124 | 23 780 237 | 24 009 325 |
| RIM | 0.41 | 0.44 | 0.45 | 0.46 | 0.46 | 0.46 | 0.47 | 0.47 | 0.47 | 0.47 |

| Residential Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 27,907,053 | 30,717,646 | 33,517,123 | 36,301,974 | 39,069,566 | 41,794,509 | 44,495,121 | 47,170,634 | 49,820,403 | 52,444,385 |
| Cumulative Net Energy Savings - Therms | 14,872,554 | 16,711,838 | 18,554,372 | 20,396,147 | 22,234,066 | 24,046,363 | 25,846,744 | 27,634,087 | 29,407,437 | 31,166,417 |
| New Net Energy Savings - Therms | 1,830,874 | 1,839,284 | 1,842,534 | 1,841,775 | 1,837,919 | 1,812,297 | 1,800,382 | 1,787,343 | 1,773,350 | 1,758,980 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 524,122 | 535,256 | 545,532 | 555,010 | 563,744 | 569,712 | 576,788 | 583,285 | 589,206 | 594,666 |
| Marketing | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 |
| Incentives | 1,000,682 | 1,032,596 | 1,062,050 | 1,089,215 | 1,114,251 | 1,131,357 | 1,151,640 | 1,170,262 | 1,187,232 | 1,202,882 |
| Total | 1,946,869 | 1,989,918 | 2,029,648 | 2,066,290 | 2,100,060 | 2,123,135 | 2,150,493 | 2,175,612 | 2,198,504 | 2,219,614 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 10,446,232 | 10,037,443 | 9,609,002 | 9,170,555 | 8,727,363 | 8,207,860 | 7,775,965 | 7,357,526 | 6,950,765 | 6,560,094 |
| PV Annual Program Marketing and Admin Costs | 573,762 | 552,189 | 530,885 | 509,928 | 489,383 | 468,324 | 448,651 | 429,537 | 410,985 | 393,043 |
| PV Net Measure Costs | 3,007,259 | 2,930,582 | 2,845,395 | 2,754,409 | 2,659,745 | 2,532,840 | 2,431,224 | 2,330,601 | 2,231,422 | 2,134,620 |
| TRC | 2.92 | 2.88 | 2.85 | 2.81 | 2.77 | 2.73 | 2.70 | 2.67 | 2.63 | 2.60 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $1 06 | $1 08 | $1.10 | $1.12 | $1.14 | $1.17 | $1.19 | $1 22 | $1 24 | $1 26 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 10,446,232 | 10,037,443 | 9,609,002 | 9,170,555 | 8,727,363 | 8,207,860 | 7,775,965 | 7,357,526 | 6,950,765 | 6,560,094 |
| PV Annual Program Costs | 1,180,568 | 1,147,797 | 1,113,592 | 1,078,381 | 1,042,529 | 1,002,558 | 965,929 | 929,531 | 893,481 | 858,047 |
| PV Lost Revenue | 20 886 508 | 20 013 929 | 19 115 483 | 18 209 471 | 17 307 252 | 16 255 341 | 15 380 466 | 14 538 600 | 13 727 982 | 12 954 397 |
| RIM | 0.47 | 0.47 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.47 |

| |
|---|
| Gas |
| Residential |
| New Construction |
| 3 Year Payback |

| Residential New Construction | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 774,484 | 1,477,189 | 2,168,970 | 2,861,326 | 3,557,679 | 4,259,256 | 4,966,530 | 5,679,681 | 6,398,764 | 7,123,786 |
| Cumulative Net Energy Savings - Therms | 548,619 | 1,134,121 | 1,742,799 | 2,367,546 | 3,004,363 | 3,650,790 | 4,305,209 | 4,966,508 | 5,633,892 | 6,306,786 |
| New Net Energy Savings - Therms | 548,619 | 585,502 | 608,678 | 624,747 | 636,818 | 646,427 | 654,419 | 661,298 | 667,385 | 672,894 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 855,000 | 815,378 | 809,346 | 809,662 | 811,867 | 814,749 | 817,893 | 821,135 | 824,409 | 827,685 |
| Marketing | 75,000 | 76,829 | 78,703 | 80,623 | 82,589 | 84,604 | 86,667 | 88,781 | 90,946 | 93,164 |
| Incentives | 331,838 | 301,082 | 296,400 | 296,646 | 298,357 | 300,594 | 303,034 | 305,551 | 308,092 | 310,636 |
| Total | 1,261,838 | 1,193,289 | 1,184,449 | 1,186,931 | 1,192,813 | 1,199,947 | 1,207,594 | 1,215,467 | 1,223,447 | 1,231,485 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 5,045,684 | 5,067,359 | 4,985,057 | 4,870,726 | 4,740,056 | 4,607,533 | 4,463,493 | 4,309,977 | 4,160,529 | 4,014,471 |
| PV Annual Program Marketing and Admin Costs | 930,000 | 848,674 | 803,504 | 766,224 | 732,252 | 700,337 | 670,023 | 641,105 | 613,470 | 587,040 |
| PV Net Measure Costs | 2,656,749 | 2,696,985 | 2,666,934 | 2,603,779 | 2,524,589 | 2,437,647 | 2,347,379 | 2,256,318 | 2,165,984 | 2,077,311 |
| TRC | 1.41 | 1.43 | 1.44 | 1.45 | 1.46 | 1.47 | 1.48 | 1.49 | 1.50 | 1.51 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 30 | $2 04 | $1 95 | $1 90 | $1 87 | $1 86 | $1 85 | $1 84 | $1 83 | $1 83 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 5 045 684 | 5 067 359 | 4 985 057 | 4 870 726 | 4 740 056 | 4 607 533 | 4 463 493 | 4 309 977 | 4 160 529 | 4 014 471 |
| PV Annual Program Costs | 1 261 838 | 1 135 066 | 1 071 685 | 1 021 532 | 976 504 | 934 414 | 894 486 | 856 390 | 819 953 | 785 070 |
| PV Lost Revenue | 10 204 735 | 10 304 600 | 10 163 956 | 9 926 987 | 9 642 537 | 9 341 179 | 9 021 843 | 8 691 493 | 8 366 622 | 8 048 366 |
| RIM | 0.44 | 0.44 | 0.44 | 0.44 | 0.45 | 0.45 | 0.45 | 0.45 | 0.45 | 0.45 |
| | | | | | | | | | | |
| Residential New Construction | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 7,854,732 | 8,591,584 | 9,334,327 | 10,082,950 | 10,837,450 | 11,597,831 | 12,364,105 | 13,136,287 | 13,914,404 | 14,698,484 |
| Cumulative Net Energy Savings - Therms | 6,984,762 | 7,667,500 | 8,354,760 | 9,046,365 | 9,742,183 | 10,442,122 | 11,146,115 | 11,854,126 | 12,566,134 | 13,282,138 |
| New Net Energy Savings - Therms | 677,976 | 682,738 | 687,261 | 691,605 | 695,818 | 699,938 | 703,994 | 708,011 | 712,008 | 716,003 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 830,954 | 834,213 | 837,463 | 840,708 | 843,951 | 847,197 | 850,448 | 853,709 | 856,983 | 860,274 |
| Marketing | 95,437 | 97,764 | 100,149 | 102,592 | 105,094 | 107,657 | 110,283 | 112,973 | 115,728 | 118,551 |
| Incentives | 313,173 | 315,703 | 318,226 | 320,745 | 323,262 | 325,781 | 328,305 | 330,836 | 333,378 | 335,932 |
| Total | 1,239,564 | 1,247,680 | 1,255,838 | 1,264,044 | 1,272,307 | 1,280,635 | 1,289,036 | 1,297,518 | 1,306,089 | 1,314,757 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,868,256 | 3,725,874 | 3,584,134 | 3,443,636 | 3,304,095 | 3,170,007 | 3,040,596 | 2,914,497 | 2,790,764 | 2,670,327 |
| PV Annual Program Marketing and Admin Costs | 561,757 | 537,570 | 514,433 | 492,301 | 471,133 | 450,888 | 431,528 | 413,015 | 395,314 | 378,389 |
| PV Net Measure Costs | 1,990,880 | 1,907,045 | 1,826,016 | 1,747,903 | 1,672,751 | 1,600,557 | 1,531,287 | 1,464,885 | 1,401,280 | 1,340,390 |
| TRC | 1.52 | 1.52 | 1.53 | 1.54 | 1.54 | 1.55 | 1.55 | 1.55 | 1.55 | 1.55 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $1 83 | $1 83 | $1 83 | $1 83 | $1 83 | $1 83 | $1 83 | $1 83 | $1 83 | $1 84 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3,868,256 | 3,725,874 | 3,584,134 | 3,443,636 | 3,304,095 | 3,170,007 | 3,040,596 | 2,914,497 | 2,790,764 | 2,670,327 |
| PV Annual Program Costs | 751,663 | 719,670 | 689,031 | 659,695 | 631,609 | 604,724 | 578,991 | 554,365 | 530,800 | 508,252 |
| PV Lost Revenue | 7 734 306 | 7 429 122 | 7 130 028 | 6 837 839 | 6 552 358 | 6 278 073 | 6 014 144 | 5 759 098 | 5 511 848 | 5 273 167 |
| RIM | 0.46 | 0.46 | 0.46 | 0.46 | 0.46 | 0.46 | 0.46 | 0.46 | 0.46 | 0.46 |

| |
|---|
| Gas |
| Residential |
| Existing Total |
| 3 Year Payback |

| Residential Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 8,116,025 | 16,088,114 | 23,706,235 | 30,856,812 | 37,502,919 | 43,660,899 | 49,378,593 | 54,718,058 | 59,743,551 | 64,514,325 |
| Cumulative Net Energy Savings - Therms | 1,191,796 | 2,983,685 | 5,135,653 | 7,485,301 | 9,935,255 | 12,441,524 | 14,997,556 | 17,593,195 | 20,227,133 | 22,901,445 |
| New Net Energy Savings - Therms | 1,191,796 | 1,791,889 | 2,151,968 | 2,349,648 | 2,449,954 | 2,506,269 | 2,556,032 | 2,595,639 | 2,633,938 | 2,674,312 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,275,000 | 3,314,650 | 3,346,814 | 3,371,990 | 3,390,683 | 3,403,397 | 3,410,621 | 3,412,830 | 3,410,477 | 3,403,992 |
| Marketing | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 |
| Incentives | 1,488,252 | 1,567,054 | 1,637,210 | 1,699,256 | 1,753,731 | 1,801,163 | 1,842,067 | 1,876,940 | 1,906,255 | 1,930,467 |
| Total | 5,685,317 | 5,803,769 | 5,906,089 | 5,993,311 | 6,066,479 | 6,126,625 | 6,174,754 | 6,211,836 | 6,238,797 | 6,256,525 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 10,961,025 | 15,508,313 | 17,624,567 | 18,318,603 | 18,235,861 | 17,863,912 | 17,433,519 | 16,916,943 | 16,420,177 | 15,954,888 |
| PV Annual Program Marketing and Admin Costs | 4,197,065 | 4,029,997 | 3,862,467 | 3,695,677 | 3,530,660 | 3,368,292 | 3,209,298 | 3,054,265 | 2,903,664 | 2,757,854 |
| PV Net Measure Costs | 4,105,950 | 5,425,928 | 6,298,481 | 6,840,047 | 7,142,837 | 7,277,110 | 7,293,863 | 7,225,213 | 7,095,800 | 6,922,757 |
| TRC | 1.32 | 1.64 | 1.73 | 1.74 | 1.71 | 1.68 | 1.66 | 1.65 | 1.64 | 1.65 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4.77 | $3 24 | $2.74 | $2 55 | $2.48 | $2.44 | $2.42 | $2 39 | $2 37 | $2 34 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 10 961 025 | 15 508 313 | 17 624 567 | 18 318 603 | 18 235 861 | 17 863 912 | 17 433 519 | 16 916 943 | 16 420 177 | 15 954 888 |
| PV Annual Program Costs | 5 685 317 | 5 520 591 | 5 343 809 | 5 158 141 | 4 966 364 | 4 770 881 | 4 573 749 | 4 376 713 | 4 181 234 | 3 988 524 |
| PV Lost Revenue | 22 168 323 | 31 536 540 | 35 934 456 | 37 334 998 | 37 096 600 | 36 216 776 | 35 237 534 | 34 114 681 | 33 020 180 | 31 986 976 |
| RIM | 0.39 | 0.42 | 0.43 | 0.43 | 0.43 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 |

| Residential Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 68,678,279 | 72,600,415 | 76,317,921 | 79,860,239 | 83,250,370 | 86,482,734 | 89,590,958 | 92,586,177 | 95,477,105 | 98,271,195 |
| Cumulative Net Energy Savings - Therms | 25,343,928 | 27,751,324 | 30,127,133 | 32,473,001 | 34,789,009 | 37,054,706 | 39,283,837 | 41,474,539 | 43,624,730 | 45,732,804 |
| New Net Energy Savings - Therms | 2,442,482 | 2,407,397 | 2,375,809 | 2,345,868 | 2,316,008 | 2,265,697 | 2,229,131 | 2,190,702 | 2,150,191 | 2,108,074 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,393,788 | 3,380,250 | 3,363,746 | 3,344,621 | 3,323,198 | 3,297,704 | 3,272,249 | 3,245,361 | 3,217,245 | 3,188,203 |
| Marketing | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 |
| Incentives | 1,950,004 | 1,965,273 | 1,976,661 | 1,984,529 | 1,989,220 | 1,985,101 | 1,983,436 | 1,979,536 | 1,973,544 | 1,965,918 |
| Total | 6,265,857 | 6,267,589 | 6,262,473 | 6,251,216 | 6,234,483 | 6,204,871 | 6,177,751 | 6,146,962 | 6,112,855 | 6,076,186 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 13,935,821 | 13,137,780 | 12,390,085 | 11,680,532 | 10,997,570 | 10,261,300 | 9,627,761 | 9,017,937 | 8,427,821 | 7,862,038 |
| PV Annual Program Marketing and Admin Costs | 2,617,105 | 2,481,602 | 2,351,465 | 2,226,750 | 2,107,467 | 1,992,602 | 1,883,944 | 1,780,535 | 1,682,233 | 1,588,926 |
| PV Net Measure Costs | 6,459,436 | 6,175,597 | 5,885,158 | 5,592,514 | 5,301,065 | 4,983,298 | 4,697,629 | 4,420,503 | 4,152,974 | 3,896,434 |
| TRC | 1.54 | 1.52 | 1.50 | 1.49 | 1.48 | 1.47 | 1.46 | 1.45 | 1.44 | 1.43 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 57 | $2 60 | $2 64 | $2 66 | $2 69 | $2.74 | $2.77 | $2 81 | $2 84 | $2 88 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 13,935,821 | 13,137,780 | 12,390,085 | 11,680,532 | 10,997,570 | 10,261,300 | 9,627,761 | 9,017,937 | 8,427,821 | 7,862,038 |
| PV Annual Program Costs | 3,799,574 | 3,615,184 | 3,435,985 | 3,262,461 | 3,094,972 | 2,929,979 | 2,774,837 | 2,626,293 | 2,484,289 | 2,348,900 |
| PV Lost Revenue | 27 863 697 | 26 195 775 | 24 647 977 | 23 193 396 | 21 809 304 | 20 322 098 | 19 043 224 | 17 819 602 | 16 645 215 | 15 525 382 |
| RIM | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 |

| |
|---|
| **Gas** |
| **Residential** |
| **Total** |
| **3 Year Payback** |

| Residential Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 8,890,510 | 17,565,303 | 25,875,204 | 33,718,138 | 41,060,598 | 47,920,154 | 54,345,123 | 60,397,739 | 66,142,316 | 71,638,111 |
| Cumulative Net Energy Savings - Therms | 1,740,415 | 4,117,805 | 6,878,452 | 9,852,847 | 12,939,619 | 16,092,314 | 19,302,766 | 22,559,702 | 25,861,026 | 29,208,232 |
| New Net Energy Savings - Therms | 1,740,415 | 2,377,390 | 2,760,646 | 2,974,395 | 3,086,772 | 3,152,696 | 3,210,451 | 3,256,937 | 3,301,323 | 3,347,206 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,130,000 | 4,130,028 | 4,156,160 | 4,181,652 | 4,202,550 | 4,218,146 | 4,228,514 | 4,233,965 | 4,234,885 | 4,231,678 |
| Marketing | 997,065 | 998,895 | 1,000,769 | 1,002,688 | 1,004,655 | 1,006,669 | 1,008,732 | 1,010,846 | 1,013,012 | 1,015,230 |
| Incentives | 1,820,090 | 1,868,136 | 1,933,610 | 1,995,902 | 2,052,088 | 2,101,757 | 2,145,102 | 2,182,491 | 2,214,348 | 2,241,102 |
| Total | 6,947,155 | 6,997,058 | 7,090,538 | 7,180,242 | 7,259,293 | 7,326,572 | 7,382,348 | 7,427,303 | 7,462,245 | 7,488,010 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 16,006,710 | 20,575,672 | 22,609,625 | 23,189,329 | 22,975,917 | 22,471,445 | 21,897,012 | 21,226,920 | 20,580,706 | 19,969,359 |
| PV Annual Program Marketing and Admin Costs | 5,127,065 | 4,878,672 | 4,665,971 | 4,461,900 | 4,262,913 | 4,068,630 | 3,879,321 | 3,695,371 | 3,517,134 | 3,344,894 |
| PV Net Measure Costs | 6,762,699 | 8,122,913 | 8,965,415 | 9,443,826 | 9,667,426 | 9,714,757 | 9,641,242 | 9,481,531 | 9,261,784 | 9,000,068 |
| TRC | 1.35 | 1.58 | 1.66 | 1.67 | 1.65 | 1.63 | 1.62 | 1.61 | 1.61 | 1.62 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $3 99 | $2 94 | $2 57 | $2.41 | $2 35 | $2 32 | $2 30 | $2 28 | $2 26 | $2 24 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 16 006 710 | 20 575 672 | 22 609 625 | 23 189 329 | 22 975 917 | 22 471 445 | 21 897 012 | 21 226 920 | 20 580 706 | 19 969 359 |
| PV Annual Program Costs | 6 947 155 | 6 655 657 | 6 415 494 | 6 179 672 | 5 942 868 | 5 705 294 | 5 468 235 | 5 233 103 | 5 001 186 | 4 773 593 |
| PV Lost Revenue | 32 373 059 | 41 841 140 | 46 098 412 | 47 261 985 | 46 739 136 | 45 557 955 | 44 259 377 | 42 806 174 | 41 386 801 | 40 035 342 |
| RIM | 0.41 | 0.42 | 0.43 | 0.43 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.45 |

| Residential Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 76,533,011 | 81,191,999 | 85,652,247 | 89,943,189 | 94,087,820 | 98,080,565 | 101,955,063 | 105,722,464 | 109,391,509 | 112,969,679 |
| Cumulative Net Energy Savings - Therms | 32,328,690 | 35,418,824 | 38,481,893 | 41,519,366 | 44,531,193 | 47,496,828 | 50,429,952 | 53,328,665 | 56,190,864 | 59,014,942 |
| New Net Energy Savings - Therms | 3,120,458 | 3,090,134 | 3,063,069 | 3,037,473 | 3,011,827 | 2,965,635 | 2,933,125 | 2,898,712 | 2,862,200 | 2,824,078 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,224,742 | 4,214,463 | 4,201,210 | 4,185,329 | 4,167,149 | 4,144,901 | 4,122,697 | 4,099,070 | 4,074,229 | 4,048,477 |
| Marketing | 1,017,502 | 1,019,830 | 1,022,214 | 1,024,657 | 1,027,159 | 1,029,723 | 1,032,348 | 1,035,038 | 1,037,794 | 1,040,616 |
| Incentives | 2,263,177 | 2,280,976 | 2,294,887 | 2,305,274 | 2,312,482 | 2,310,882 | 2,311,741 | 2,310,372 | 2,306,922 | 2,301,850 |
| Total | 7,505,421 | 7,515,269 | 7,518,311 | 7,515,260 | 7,506,790 | 7,485,506 | 7,466,786 | 7,444,480 | 7,418,944 | 7,390,944 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 17,804,077 | 16,863,654 | 15,974,219 | 15,124,168 | 14,301,665 | 13,431,307 | 12,668,357 | 11,932,434 | 11,218,585 | 10,532,365 |
| PV Annual Program Marketing and Admin Costs | 3,178,862 | 3,019,173 | 2,865,897 | 2,719,051 | 2,578,600 | 2,443,489 | 2,315,472 | 2,193,550 | 2,077,547 | 1,967,315 |
| PV Net Measure Costs | 8,450,316 | 8,082,642 | 7,711,174 | 7,340,417 | 6,973,816 | 6,583,855 | 6,228,915 | 5,885,387 | 5,554,254 | 5,236,824 |
| TRC | 1.53 | 1.52 | 1.51 | 1.50 | 1.50 | 1.49 | 1.48 | 1.48 | 1.47 | 1.46 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.41 | $2.43 | $2.45 | $2.47 | $2.49 | $2 52 | $2 55 | $2 57 | $2 59 | $2 62 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 17,804,077 | 16,863,654 | 15,974,219 | 15,124,168 | 14,301,665 | 13,431,307 | 12,668,357 | 11,932,434 | 11,218,585 | 10,532,365 |
| PV Annual Program Costs | 4,551,237 | 4,334,854 | 4,125,016 | 3,922,156 | 3,726,581 | 3,534,702 | 3,353,829 | 3,180,658 | 3,015,089 | 2,857,152 |
| PV Lost Revenue | 35 598 003 | 33 624 897 | 31 778 004 | 30 031 235 | 28 361 661 | 26 600 171 | 25 057 368 | 23 578 700 | 22 157 063 | 20 798 550 |
| RIM | 0.44 | 0.44 | 0.44 | 0.45 | 0.45 | 0.45 | 0.45 | 0.45 | 0.45 | 0.45 |

| |
|---|
| **Gas** |
| **All** |
| **Total** |
| **1 Year Payback** |

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - Therms** | 19,798,171 | 39,580,401 | 59,108,734 | 78,140,948 | 96,522,083 | 114,175,165 | 131,080,614 | 147,256,793 | 162,743,401 | 177,594,002 |
| **Cumulative Net Energy Savings - Therms** | 10,371,508 | 21,623,519 | 33,397,214 | 45,381,379 | 57,356,195 | 69,182,941 | 80,794,047 | 92,139,885 | 103,197,811 | 113,965,206 |
| **New Net Energy Savings - Therms** | 10,371,508 | 11,252,010 | 11,773,695 | 11,984,166 | 11,974,816 | 11,826,746 | 11,611,106 | 11,345,838 | 11,057,927 | 10,767,395 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 8,450,000 | 8,440,578 | 8,469,266 | 8,475,655 | 8,456,094 | 8,414,505 | 8,356,020 | 8,285,539 | 8,207,195 | 8,124,783 |
| **Marketing** | 3,282,208 | 3,297,695 | 3,313,561 | 3,329,813 | 3,346,462 | 3,363,517 | 3,380,988 | 3,398,885 | 3,417,219 | 3,436,000 |
| **Incentives** | 32,371,672 | 32,217,750 | 32,359,754 | 32,333,166 | 32,109,909 | 31,720,395 | 31,204,394 | 30,599,853 | 29,939,195 | 29,250,861 |
| **Total** | 44,103,879 | 43,956,023 | 44,142,582 | 44,138,635 | 43,912,465 | 43,498,417 | 42,941,402 | 42,284,278 | 41,563,609 | 40,811,644 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 95,387,433 | 97,383,113 | 96,426,274 | 93,432,354 | 89,132,724 | 84,297,401 | 79,194,013 | 73,945,921 | 68,935,978 | 64,238,044 |
| **PV Annual Program Marketing and Admin Costs** | 11,732,208 | 11,165,538 | 10,661,060 | 10,160,371 | 9,662,241 | 9,171,695 | 8,693,809 | 8,232,570 | 7,790,667 | 7,369,979 |
| **PV Net Measure Costs** | 45,481,149 | 45,022,305 | 44,061,325 | 42,486,455 | 40,483,159 | 38,227,355 | 35,857,799 | 33,470,960 | 31,135,148 | 28,898,669 |
| **TRC** | 1.67 | 1.73 | 1.76 | 1.77 | 1.78 | 1.78 | 1.78 | 1.77 | 1.77 | 1.77 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $4 25 | $3 91 | $3.75 | $3 68 | $3 67 | $3 68 | $3.70 | $3.73 | $3.76 | $3.79 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 95 387 433 | 97 383 113 | 96 426 274 | 93 432 354 | 89 132 724 | 84 297 401 | 79 194 013 | 73 945 921 | 68 935 978 | 64 238 044 |
| **PV Annual Program Costs** | 44 103 879 | 41 811 316 | 39 940 051 | 37 987 895 | 35 949 231 | 33 872 768 | 31 807 453 | 29 792 506 | 27 855 876 | 26 017 352 |
| **PV Lost Revenue** | 164 812 213 | 169 200 576 | 167 733 878 | 162 126 876 | 154 031 126 | 144 887 816 | 135 499 924 | 126 068 551 | 117 092 680 | 108 718 557 |
| **RIM** | 0.46 | 0.46 | 0.46 | 0.47 | 0.47 | 0.47 | 0.47 | 0.47 | 0.48 | 0.48 |
| | | | | | | | | | | |
| | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| **Cumulative Gross Energy - Therms** | 191,431,034 | 204,660,440 | 217,314,245 | 229,468,964 | 241,175,936 | 252,369,516 | 263,172,982 | 273,626,693 | 283,763,127 | 293,615,377 |
| **Cumulative Net Energy Savings - Therms** | 124,147,700 | 133,978,369 | 143,453,731 | 152,620,121 | 161,503,346 | 170,032,348 | 178,296,239 | 186,319,465 | 194,121,121 | 201,722,788 |
| **New Net Energy Savings - Therms** | 10,182,494 | 9,830,669 | 9,475,362 | 9,166,390 | 8,883,226 | 8,529,002 | 8,263,891 | 8,023,226 | 7,801,656 | 7,601,667 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 8,036,985 | 7,953,342 | 7,864,116 | 7,784,932 | 7,710,408 | 7,619,317 | 7,549,166 | 7,484,524 | 7,424,457 | 7,370,089 |
| **Marketing** | 3,455,239 | 3,474,947 | 3,495,135 | 3,515,817 | 3,537,002 | 3,558,704 | 3,580,936 | 3,603,710 | 3,627,039 | 3,650,938 |
| **Incentives** | 28,527,697 | 27,838,024 | 27,087,020 | 26,433,969 | 25,820,311 | 25,096,597 | 24,520,136 | 23,987,306 | 23,489,397 | 23,037,569 |
| **Total** | 40,019,921 | 39,266,313 | 38,446,271 | 37,734,718 | 37,067,721 | 36,274,618 | 35,650,238 | 35,075,540 | 34,540,893 | 34,058,596 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 58,097,210 | 53,648,478 | 49,414,978 | 45,641,232 | 42,182,012 | 38,627,696 | 35,692,284 | 33,027,289 | 30,579,116 | 28,350,331 |
| **PV Annual Program Marketing and Admin Costs** | 6,968,808 | 6,591,908 | 6,232,396 | 5,897,772 | 5,583,529 | 5,278,331 | 4,999,267 | 4,737,453 | 4,491,373 | 4,260,451 |
| **PV Net Measure Costs** | 26,491,063 | 24,459,224 | 22,514,199 | 20,782,601 | 19,201,979 | 17,646,211 | 16,309,211 | 15,096,181 | 13,990,643 | 12,989,350 |
| **TRC** | 1.74 | 1.73 | 1.72 | 1.71 | 1.70 | 1.68 | 1.68 | 1.67 | 1.65 | 1.64 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $3 93 | $3 99 | $4 06 | $4.12 | $4.17 | $4 25 | $4 31 | $4 37 | $4.43 | $4.48 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 58,097,210 | 53,648,478 | 49,414,978 | 45,641,232 | 42,182,012 | 38,627,696 | 35,692,284 | 33,027,289 | 30,579,116 | 28,350,331 |
| **PV Annual Program Costs** | 24,267,816 | 22,649,052 | 21,094,031 | 19,693,454 | 18,401,453 | 17,129,100 | 16,012,884 | 14,986,042 | 14,037,559 | 13,166,193 |
| **PV Lost Revenue** | 97 592 914 | 89 734 867 | 82 402 475 | 75 895 963 | 69 998 830 | 63 979 457 | 59 030 637 | 54 564 100 | 50 497 117 | 46 816 125 |
| **RIM** | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.47 | 0.47 | 0.47 |

| |
|---|
| Gas |
| Commercial |
| Total |
| 1 Year Payback |

| Commercial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 4,838,680 | 9,755,946 | 14,704,544 | 19,616,561 | 24,438,530 | 29,133,651 | 33,679,464 | 38,064,700 | 42,286,260 | 46,346,659 |
| Cumulative Net Energy Savings - Therms | 3,430,389 | 7,036,729 | 10,761,260 | 14,533,601 | 18,297,814 | 22,013,708 | 25,654,584 | 29,204,650 | 32,655,831 | 36,005,222 |
| New Net Energy Savings - Therms | 3,430,389 | 3,606,341 | 3,724,530 | 3,772,342 | 3,764,213 | 3,715,894 | 3,640,876 | 3,550,066 | 3,451,181 | 3,349,391 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,960,000 | 1,964,514 | 1,979,993 | 1,989,849 | 1,992,813 | 1,989,731 | 1,981,815 | 1,970,241 | 1,956,039 | 1,940,062 |
| Marketing | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 |
| Incentives | 8,229,241 | 8,176,972 | 8,316,510 | 8,438,038 | 8,516,390 | 8,552,739 | 8,553,801 | 8,527,064 | 8,479,401 | 8,416,688 |
| Total | 11,914,383 | 11,866,628 | 12,021,645 | 12,153,029 | 12,234,345 | 12,267,611 | 12,260,758 | 12,222,447 | 12,160,582 | 12,081,892 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 31,549,505 | 31,211,906 | 30,503,813 | 29,410,369 | 28,018,348 | 26,485,744 | 24,832,741 | 23,137,374 | 21,514,931 | 19,982,395 |
| PV Annual Program Marketing and Admin Costs | 3,685,142 | 3,509,630 | 3,352,393 | 3,197,305 | 3,043,729 | 2,892,818 | 2,745,808 | 2,603,680 | 2,467,122 | 2,336,561 |
| PV Net Measure Costs | 11,123,248 | 10,773,540 | 10,551,731 | 10,259,867 | 9,896,096 | 9,480,322 | 9,032,855 | 8,570,504 | 8,106,067 | 7,648,818 |
| TRC | 2.13 | 2.19 | 2.19 | 2.19 | 2.17 | 2.14 | 2.11 | 2.07 | 2.03 | 2.00 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $3.47 | $3 29 | $3 23 | $3 22 | $3 25 | $3 30 | $3 37 | $3.44 | $3 52 | $3 61 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 31 549 505 | 31 211 906 | 30 503 813 | 29 410 369 | 28 018 348 | 26 485 744 | 24 832 741 | 23 137 374 | 21 514 931 | 19 982 395 |
| PV Annual Program Costs | 11 914 383 | 11 287 630 | 10 877 142 | 10 459 499 | 10 015 727 | 9 552 944 | 9 081 760 | 8 611 648 | 8 150 006 | 7 702 185 |
| PV Lost Revenue | 42 592 331 | 42 254 704 | 41 352 054 | 39 861 764 | 37 938 375 | 35 800 628 | 33 514 256 | 31 189 331 | 28 960 677 | 26 855 957 |
| RIM | 0.58 | 0.58 | 0.58 | 0.58 | 0.58 | 0.58 | 0.58 | 0.58 | 0.58 | 0.58 |
| | | | | | | | | | | |
| Commercial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 50,242,109 | 53,988,318 | 57,567,428 | 61,010,130 | 64,326,152 | 67,494,715 | 70,539,334 | 73,468,080 | 76,285,893 | 79,000,366 |
| Cumulative Net Energy Savings - Therms | 39,244,052 | 42,382,575 | 45,398,196 | 48,317,170 | 51,145,217 | 53,863,102 | 56,486,171 | 59,019,573 | 61,465,655 | 63,829,709 |
| New Net Energy Savings - Therms | 3,238,830 | 3,138,523 | 3,015,621 | 2,918,974 | 2,828,047 | 2,717,885 | 2,623,069 | 2,533,402 | 2,446,081 | 2,364,054 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,922,112 | 1,904,299 | 1,878,230 | 1,858,639 | 1,839,545 | 1,819,008 | 1,798,927 | 1,779,340 | 1,759,648 | 1,740,916 |
| Marketing | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 |
| Incentives | 8,334,461 | 8,252,905 | 8,083,236 | 7,977,948 | 7,874,067 | 7,750,927 | 7,628,053 | 7,505,700 | 7,377,621 | 7,254,952 |
| Total | 11,981,715 | 11,882,347 | 11,686,608 | 11,561,729 | 11,438,755 | 11,295,077 | 11,152,122 | 11,010,182 | 10,862,411 | 10,721,010 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 18,479,462 | 17,127,721 | 15,726,772 | 14,534,138 | 13,428,985 | 12,309,254 | 11,329,206 | 10,428,649 | 9,587,580 | 8,816,714 |
| PV Annual Program Marketing and Admin Costs | 2,211,671 | 2,093,484 | 1,977,036 | 1,870,347 | 1,769,610 | 1,673,570 | 1,582,893 | 1,497,292 | 1,416,233 | 1,339,890 |
| PV Net Measure Costs | 7,193,358 | 6,765,372 | 6,288,001 | 5,890,928 | 5,518,144 | 5,153,517 | 4,813,535 | 4,495,017 | 4,192,954 | 3,912,637 |
| TRC | 1.96 | 1.93 | 1.90 | 1.87 | 1.84 | 1.80 | 1.77 | 1.74 | 1.71 | 1.68 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $3.70 | $3.79 | $3 88 | $3 96 | $4 04 | $4.16 | $4 25 | $4 35 | $4.44 | $4 54 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 18,479,462 | 17,127,721 | 15,726,772 | 14,534,138 | 13,428,985 | 12,309,254 | 11,329,206 | 10,428,649 | 9,587,580 | 8,816,714 |
| PV Annual Program Costs | 7,265,633 | 6,853,811 | 6,412,005 | 6,033,976 | 5,678,518 | 5,333,605 | 5,009,157 | 4,704,106 | 4,414,528 | 4,144,472 |
| PV Lost Revenue | 24 801 826 | 22 955 352 | 21 052 991 | 19 438 109 | 17 948 375 | 16 440 677 | 15 121 952 | 13 913 014 | 12 787 697 | 11 758 613 |
| RIM | 0.58 | 0.57 | 0.57 | 0.57 | 0.57 | 0.57 | 0.56 | 0.56 | 0.56 | 0.55 |

| |
|---|
| Gas |
| Industrial |
| Total |
| 1 Year Payback |

| Industrial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,787,102 | 3,696,755 | 5,696,528 | 7,758,188 | 9,857,852 | 11,975,910 | 14,096,766 | 16,208,475 | 18,301,071 | 20,369,641 |
| Cumulative Net Energy Savings - Therms | 918,825 | 1,999,125 | 3,203,081 | 4,497,839 | 5,855,546 | 7,253,160 | 8,672,113 | 10,097,876 | 11,518,466 | 12,926,750 |
| New Net Energy Savings - Therms | 918,825 | 1,080,300 | 1,203,955 | 1,294,758 | 1,357,707 | 1,397,614 | 1,418,953 | 1,425,763 | 1,420,590 | 1,408,284 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 510,000 | 532,312 | 551,047 | 566,565 | 579,240 | 589,443 | 597,527 | 603,819 | 608,482 | 612,027 |
| Marketing | 560,000 | 573,659 | 587,650 | 601,983 | 616,666 | 631,706 | 647,114 | 662,897 | 679,065 | 695,628 |
| Incentives | 1,149,595 | 1,249,836 | 1,333,883 | 1,403,367 | 1,459,984 | 1,505,412 | 1,541,251 | 1,568,985 | 1,589,373 | 1,604,692 |
| Total | 2,219,595 | 2,355,807 | 2,472,580 | 2,571,915 | 2,655,889 | 2,726,561 | 2,785,891 | 2,835,701 | 2,876,920 | 2,912,347 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 8,450,496 | 9,349,704 | 9,860,366 | 10,094,347 | 10,105,885 | 9,961,759 | 9,678,026 | 9,292,340 | 8,856,069 | 8,401,790 |
| PV Annual Program Marketing and Admin Costs | 1,070,000 | 1,052,008 | 1,030,289 | 1,005,710 | 979,036 | 950,924 | 921,927 | 892,498 | 862,912 | 833,628 |
| PV Net Measure Costs | 1,807,794 | 1,986,868 | 2,090,817 | 2,135,433 | 2,134,408 | 2,099,329 | 2,039,782 | 1,963,520 | 1,875,350 | 1,782,499 |
| TRC | 2.94 | 3.08 | 3.16 | 3.21 | 3.25 | 3.27 | 3.27 | 3.25 | 3.23 | 3.21 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.42 | $2.18 | $2 05 | $1 99 | $1 96 | $1 95 | $1 96 | $1 99 | $2 03 | $2 07 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 8 450 496 | 9 349 704 | 9 860 366 | 10 094 347 | 10 105 885 | 9 961 759 | 9 678 026 | 9 292 340 | 8 856 069 | 8 401 790 |
| PV Annual Program Costs | 2 219 595 | 2 240 862 | 2 237 182 | 2 213 517 | 2 174 262 | 2 123 207 | 2 063 559 | 1 997 968 | 1 928 108 | 1 856 616 |
| PV Lost Revenue | 10 200 571 | 11 397 936 | 12 077 691 | 12 355 626 | 12 327 888 | 12 077 697 | 11 669 575 | 11 157 702 | 10 579 703 | 9 981 399 |
| RIM | 0.68 | 0.69 | 0.69 | 0.69 | 0.70 | 0.70 | 0.70 | 0.71 | 0.71 | 0.71 |
| | | | | | | | | | | |
| Industrial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 22,394,088 | 24,386,524 | 26,346,748 | 28,275,738 | 30,175,359 | 32,021,604 | 33,838,284 | 35,629,883 | 37,399,823 | 39,151,553 |
| Cumulative Net Energy Savings - Therms | 14,303,920 | 15,657,446 | 16,985,804 | 18,288,803 | 19,567,269 | 20,803,293 | 22,013,239 | 23,200,638 | 24,368,248 | 25,518,921 |
| New Net Energy Savings - Therms | 1,377,170 | 1,353,526 | 1,328,358 | 1,302,999 | 1,278,466 | 1,236,024 | 1,209,946 | 1,187,398 | 1,167,610 | 1,150,673 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 613,240 | 614,783 | 615,694 | 616,115 | 616,161 | 611,436 | 610,142 | 608,859 | 607,505 | 606,122 |
| Marketing | 712,594 | 729,975 | 747,779 | 766,017 | 784,701 | 803,840 | 823,446 | 843,530 | 864,104 | 885,179 |
| Incentives | 1,609,678 | 1,615,982 | 1,619,432 | 1,620,668 | 1,620,221 | 1,598,914 | 1,592,556 | 1,586,224 | 1,579,580 | 1,572,802 |
| Total | 2,935,513 | 2,960,740 | 2,982,905 | 3,002,800 | 3,021,083 | 3,014,189 | 3,026,144 | 3,038,613 | 3,051,188 | 3,064,103 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 7,857,576 | 7,386,537 | 6,927,524 | 6,487,886 | 6,070,798 | 5,597,930 | 5,225,836 | 4,887,877 | 4,576,526 | 4,291,422 |
| PV Annual Program Marketing and Admin Costs | 803,977 | 775,665 | 748,087 | 721,324 | 695,427 | 668,302 | 643,919 | 620,534 | 598,068 | 576,499 |
| PV Net Measure Costs | 1,674,641 | 1,578,291 | 1,484,465 | 1,394,398 | 1,308,861 | 1,211,016 | 1,132,380 | 1,060,103 | 993,084 | 931,063 |
| TRC | 3.17 | 3.14 | 3.10 | 3.07 | 3.03 | 2.98 | 2.94 | 2.91 | 2.88 | 2.85 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.13 | $2.19 | $2 25 | $2 30 | $2 36 | $2.44 | $2 50 | $2 56 | $2 61 | $2 66 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 7,857,576 | 7,386,537 | 6,927,524 | 6,487,886 | 6,070,798 | 5,597,930 | 5,225,836 | 4,887,877 | 4,576,526 | 4,291,422 |
| PV Annual Program Costs | 1,780,075 | 1,707,773 | 1,636,608 | 1,567,138 | 1,499,750 | 1,423,319 | 1,359,242 | 1,298,249 | 1,240,015 | 1,184,505 |
| PV Lost Revenue | 9 288 851 | 8 688 001 | 8 113 636 | 7 572 836 | 7 069 281 | 6 502 627 | 6 056 189 | 5 654 307 | 5 289 251 | 4 958 331 |
| RIM | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 | 0.70 | 0.70 | 0.70 | 0.70 |

| |
|---|
| Gas |
| Residential |
| Total |
| 1 Year Payback |

| Residential Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 13,172,389 | 26,127,700 | 38,707,663 | 50,766,200 | 62,225,700 | 73,065,604 | 83,304,384 | 92,983,618 | 102,156,071 | 110,877,702 |
| Cumulative Net Energy Savings - Therms | 6,022,294 | 12,587,664 | 19,432,873 | 26,349,939 | 33,202,835 | 39,916,074 | 46,467,350 | 52,837,359 | 59,023,514 | 65,033,234 |
| New Net Energy Savings - Therms | 6,022,294 | 6,565,370 | 6,845,209 | 6,917,066 | 6,852,896 | 6,713,239 | 6,551,276 | 6,370,008 | 6,186,156 | 6,009,720 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,980,000 | 5,943,752 | 5,938,226 | 5,919,241 | 5,884,041 | 5,835,332 | 5,776,679 | 5,711,479 | 5,642,675 | 5,572,693 |
| Marketing | 997,065 | 998,895 | 1,000,769 | 1,002,688 | 1,004,655 | 1,006,669 | 1,008,732 | 1,010,846 | 1,013,012 | 1,015,230 |
| Incentives | 22,992,836 | 22,790,941 | 22,709,362 | 22,491,761 | 22,133,535 | 21,662,245 | 21,109,342 | 20,503,804 | 19,870,421 | 19,229,481 |
| Total | 29,969,902 | 29,733,588 | 29,648,357 | 29,413,690 | 29,022,231 | 28,504,245 | 27,894,753 | 27,226,130 | 26,526,108 | 25,817,404 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 55,387,432 | 56,821,504 | 56,062,095 | 53,927,638 | 51,008,492 | 47,849,897 | 44,683,245 | 41,516,206 | 38,564,979 | 35,853,859 |
| PV Annual Program Marketing and Admin Costs | 6,977,065 | 6,603,900 | 6,278,378 | 5,957,355 | 5,639,477 | 5,327,952 | 5,026,074 | 4,736,392 | 4,460,633 | 4,199,790 |
| PV Net Measure Costs | 32,550,107 | 32,261,897 | 31,418,777 | 30,091,155 | 28,452,656 | 26,647,704 | 24,785,163 | 22,936,936 | 21,153,730 | 19,467,352 |
| TRC | 1.40 | 1.46 | 1.49 | 1.50 | 1.50 | 1.50 | 1.50 | 1.50 | 1.51 | 1.51 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 98 | $4 53 | $4 33 | $4 25 | $4 24 | $4 25 | $4 26 | $4 27 | $4 29 | $4 30 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 55 387 432 | 56 821 504 | 56 062 095 | 53 927 638 | 51 008 492 | 47 849 897 | 44 683 245 | 41 516 206 | 38 564 979 | 35 853 859 |
| PV Annual Program Costs | 29 969 902 | 28 282 824 | 26 825 728 | 25 314 879 | 23 759 242 | 22 196 616 | 20 662 135 | 19 182 890 | 17 777 762 | 16 458 550 |
| PV Lost Revenue | 112 019 310 | 115 547 936 | 114 304 133 | 109 909 486 | 103 764 862 | 97 009 492 | 90 316 093 | 83 721 518 | 77 552 300 | 71 881 201 |
| RIM | 0.39 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.41 |

| Residential Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 118,794,838 | 126,285,597 | 133,400,070 | 140,183,096 | 146,674,425 | 152,853,197 | 158,795,364 | 164,528,730 | 170,077,411 | 175,463,458 |
| Cumulative Net Energy Savings - Therms | 70,599,728 | 75,938,349 | 81,069,731 | 86,014,147 | 90,790,860 | 95,365,952 | 99,796,829 | 104,099,254 | 108,287,219 | 112,374,159 |
| New Net Energy Savings - Therms | 5,566,494 | 5,338,621 | 5,131,382 | 4,944,416 | 4,776,713 | 4,575,092 | 4,430,876 | 4,302,426 | 4,187,965 | 4,086,940 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,501,633 | 5,434,259 | 5,370,191 | 5,310,178 | 5,254,701 | 5,188,874 | 5,140,097 | 5,096,325 | 5,057,304 | 5,023,052 |
| Marketing | 1,017,502 | 1,019,830 | 1,022,214 | 1,024,657 | 1,027,159 | 1,029,723 | 1,032,348 | 1,035,038 | 1,037,794 | 1,040,616 |
| Incentives | 18,583,559 | 17,969,137 | 17,384,352 | 16,835,353 | 16,326,022 | 15,746,756 | 15,299,527 | 14,895,382 | 14,532,197 | 14,209,815 |
| Total | 25,102,694 | 24,423,226 | 23,776,758 | 23,170,189 | 22,607,883 | 21,965,352 | 21,471,972 | 21,026,745 | 20,627,294 | 20,273,483 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 31,760,172 | 29,134,221 | 26,760,682 | 24,619,208 | 22,682,229 | 20,720,512 | 19,137,242 | 17,710,763 | 16,415,010 | 15,242,196 |
| PV Annual Program Marketing and Admin Costs | 3,953,160 | 3,722,759 | 3,507,274 | 3,306,101 | 3,118,491 | 2,936,460 | 2,772,454 | 2,619,628 | 2,477,072 | 2,344,061 |
| PV Net Measure Costs | 17,623,064 | 16,115,562 | 14,741,733 | 13,497,276 | 12,374,974 | 11,281,678 | 10,363,297 | 9,541,060 | 8,804,605 | 8,145,650 |
| TRC | 1.47 | 1.47 | 1.47 | 1.47 | 1.46 | 1.46 | 1.46 | 1.46 | 1.46 | 1.45 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 51 | $4 57 | $4 63 | $4 69 | $4.73 | $4 80 | $4 85 | $4 89 | $4 93 | $4 96 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 31,760,172 | 29,134,221 | 26,760,682 | 24,619,208 | 22,682,229 | 20,720,512 | 19,137,242 | 17,710,763 | 16,415,010 | 15,242,196 |
| PV Annual Program Costs | 15,222,107 | 14,087,468 | 13,045,417 | 12,092,340 | 11,223,185 | 10,372,176 | 9,644,485 | 8,983,687 | 8,383,016 | 7,837,216 |
| PV Lost Revenue | 63 502 236 | 58 091 514 | 53 235 848 | 48 885 018 | 44 981 174 | 41 036 154 | 37 852 496 | 34 996 779 | 32 420 169 | 30 099 181 |
| RIM | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Existing Retrofit** |
| **1 Year Payback** |

| Commercial Existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 3,743,488 | 7,529,067 | 11,263,242 | 14,875,996 | 18,318,718 | 21,560,941 | 24,586,679 | 27,390,852 | 29,976,137 | 32,350,375 |
| Cumulative Net Energy Savings - Therms | 2,521,597 | 5,160,362 | 7,826,605 | 10,451,430 | 12,985,191 | 15,394,760 | 17,660,327 | 19,772,553 | 21,729,318 | 23,533,169 |
| New Net Energy Savings - Therms | 2,521,597 | 2,638,765 | 2,666,242 | 2,624,825 | 2,533,761 | 2,409,569 | 2,265,567 | 2,112,226 | 1,956,764 | 1,803,852 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,300,000 | 1,314,630 | 1,318,287 | 1,312,919 | 1,300,382 | 1,282,361 | 1,260,326 | 1,235,519 | 1,208,962 | 1,181,474 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 4,406,624 | 4,505,806 | 4,530,598 | 4,494,205 | 4,409,212 | 4,287,041 | 4,137,657 | 3,969,481 | 3,789,438 | 3,603,083 |
| Total | 6,706,624 | 6,820,436 | 6,848,885 | 6,807,123 | 6,709,594 | 6,569,402 | 6,397,983 | 6,205,000 | 5,998,399 | 5,784,557 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 23,191,295 | 22,837,796 | 21,836,461 | 20,463,971 | 18,859,668 | 17,174,663 | 15,452,390 | 13,766,328 | 12,198,621 | 10,761,740 |
| PV Annual Program Marketing and Admin Costs | 2,300,000 | 2,201,694 | 2,097,578 | 1,990,612 | 1,883,223 | 1,777,303 | 1,674,263 | 1,575,094 | 1,480,443 | 1,390,686 |
| PV Net Measure Costs | 6,459,117 | 6,380,716 | 6,173,107 | 5,875,237 | 5,519,384 | 5,131,221 | 4,730,382 | 4,331,330 | 3,944,189 | 3,575,668 |
| TRC | 2.65 | 2.66 | 2.64 | 2.60 | 2.55 | 2.49 | 2.41 | 2.33 | 2.25 | 2.17 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 66 | $2 58 | $2 57 | $2 59 | $2 65 | $2.73 | $2 82 | $2 94 | $3 07 | $3 21 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 23 191 295 | 22 837 796 | 21 836 461 | 20 463 971 | 18 859 668 | 17 174 663 | 15 452 390 | 13 766 328 | 12 198 621 | 10 761 740 |
| PV Annual Program Costs | 6 706 624 | 6 487 653 | 6 196 847 | 5 858 548 | 5 492 854 | 5 115 676 | 4 739 098 | 4 371 897 | 4 020 119 | 3 687 645 |
| PV Lost Revenue | 31 308 615 | 30 917 827 | 29 602 284 | 27 736 135 | 25 537 022 | 23 214 893 | 20 854 538 | 18 557 100 | 16 420 240 | 14 463 572 |
| RIM | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.60 | 0.60 | 0.60 | 0.59 |

| Commercial Existing Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 34,524,565 | 36,511,377 | 38,324,122 | 39,976,062 | 41,479,986 | 42,847,968 | 44,091,255 | 45,220,230 | 46,244,429 | 47,172,584 |
| Cumulative Net Energy Savings - Therms | 25,189,874 | 26,707,084 | 28,093,394 | 29,357,712 | 30,508,854 | 31,555,307 | 32,505,098 | 33,365,740 | 34,144,219 | 34,847,008 |
| New Net Energy Savings - Therms | 1,656,705 | 1,517,210 | 1,386,310 | 1,264,318 | 1,151,142 | 1,046,453 | 949,791 | 860,642 | 778,479 | 702,789 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,153,697 | 1,126,125 | 1,099,126 | 1,072,967 | 1,047,835 | 1,023,853 | 1,001,093 | 979,592 | 959,354 | 940,364 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 3,414,775 | 3,227,852 | 3,044,814 | 2,867,471 | 2,697,090 | 2,534,504 | 2,380,209 | 2,234,441 | 2,097,241 | 1,968,500 |
| Total | 5,568,472 | 5,353,978 | 5,143,940 | 4,940,438 | 4,744,925 | 4,558,356 | 4,381,302 | 4,214,033 | 4,056,595 | 3,908,864 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 9,452,491 | 8,279,801 | 7,229,748 | 6,295,284 | 5,466,202 | 4,739,366 | 4,102,209 | 3,542,798 | 3,051,302 | 2,621,045 |
| PV Annual Program Marketing and Admin Costs | 1,305,988 | 1,226,362 | 1,151,712 | 1,081,865 | 1,016,602 | 955,676 | 898,824 | 845,782 | 796,289 | 750,096 |
| PV Net Measure Costs | 3,229,910 | 2,909,117 | 2,614,085 | 2,344,632 | 2,099,909 | 1,878,646 | 1,679,322 | 1,500,293 | 1,339,879 | 1,196,422 |
| TRC | 2.08 | 2.00 | 1.92 | 1.84 | 1.75 | 1.67 | 1.59 | 1.51 | 1.43 | 1.35 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $3 36 | $3 53 | $3.71 | $3 91 | $4.12 | $4 36 | $4 61 | $4 90 | $5 21 | $5 56 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 9,452,491 | 8,279,801 | 7,229,748 | 6,295,284 | 5,466,202 | 4,739,366 | 4,102,209 | 3,542,798 | 3,051,302 | 2,621,045 |
| PV Annual Program Costs | 3,376,685 | 3,088,207 | 2,822,287 | 2,578,376 | 2,355,513 | 2,152,484 | 1,967,933 | 1,800,448 | 1,648,617 | 1,511,068 |
| PV Lost Revenue | 12 686 465 | 11 096 966 | 9 678 262 | 8 419 380 | 7 305 797 | 6 330 066 | 5 475 530 | 4 726 499 | 4 069 757 | 3 495 617 |
| RIM | 0.59 | 0.58 | 0.58 | 0.57 | 0.57 | 0.56 | 0.55 | 0.54 | 0.53 | 0.52 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Existing Replace on Burnout** |
| **1 Year Payback** |

| Commercial Existing Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 513,361 | 1,131,585 | 1,844,181 | 2,641,607 | 3,515,194 | 4,457,059 | 5,460,040 | 6,517,631 | 7,623,918 | 8,773,530 |
| Cumulative Net Energy Savings - Therms | 371,060 | 848,460 | 1,421,692 | 2,081,199 | 2,818,295 | 3,625,084 | 4,494,390 | 5,419,690 | 6,395,060 | 7,415,115 |
| New Net Energy Savings - Therms | 371,060 | 477,401 | 573,232 | 659,507 | 737,096 | 806,789 | 869,306 | 925,301 | 975,370 | 1,020,055 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 180,000 | 198,592 | 215,645 | 231,280 | 245,608 | 258,731 | 270,746 | 281,739 | 291,793 | 300,983 |
| Marketing | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 |
| Incentives | 937,469 | 1,131,124 | 1,308,759 | 1,471,620 | 1,620,863 | 1,757,561 | 1,882,706 | 1,997,216 | 2,101,940 | 2,197,663 |
| Total | 1,572,611 | 1,784,858 | 1,979,546 | 2,158,042 | 2,321,613 | 2,471,435 | 2,608,594 | 2,734,097 | 2,848,875 | 2,953,787 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,412,661 | 4,131,774 | 4,694,753 | 5,141,726 | 5,486,462 | 5,750,543 | 5,929,133 | 6,030,599 | 6,080,531 | 6,085,627 |
| PV Annual Program Marketing and Admin Costs | 635,142 | 621,837 | 606,926 | 590,769 | 573,674 | 555,902 | 537,678 | 519,189 | 500,595 | 482,028 |
| PV Net Measure Costs | 1,186,641 | 1,408,428 | 1,583,187 | 1,717,818 | 1,818,308 | 1,889,846 | 1,936,927 | 1,963,435 | 1,972,727 | 1,967,696 |
| TRC | 1.87 | 2.04 | 2.14 | 2.23 | 2.29 | 2.35 | 2.40 | 2.43 | 2.46 | 2.48 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 24 | $3.74 | $3.45 | $3 27 | $3.15 | $3 06 | $3 00 | $2 95 | $2 92 | $2 90 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3 412 661 | 4 131 774 | 4 694 753 | 5 141 726 | 5 486 462 | 5 750 543 | 5 929 133 | 6 030 599 | 6 080 531 | 6 085 627 |
| PV Annual Program Costs | 1 572 611 | 1 697 771 | 1 791 086 | 1 857 318 | 1 900 604 | 1 924 538 | 1 932 231 | 1 926 380 | 1 909 312 | 1 883 034 |
| PV Lost Revenue | 4 607 147 | 5 593 599 | 6 364 374 | 6 968 912 | 7 428 969 | 7 772 976 | 8 001 955 | 8 129 287 | 8 184 841 | 8 178 967 |
| RIM | 0.55 | 0.57 | 0.58 | 0.58 | 0.59 | 0.59 | 0.60 | 0.60 | 0.60 | 0.60 |
| | | | | | | | | | | |
| Commercial Existing Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 9,951,689 | 11,161,470 | 12,371,754 | 13,600,037 | 14,843,327 | 16,068,838 | 17,288,914 | 18,501,316 | 19,701,521 | 20,888,464 |
| Cumulative Net Energy Savings - Therms | 8,465,408 | 9,548,636 | 10,633,709 | 11,738,071 | 12,858,720 | 13,968,027 | 15,073,401 | 16,172,562 | 17,260,954 | 18,337,479 |
| New Net Energy Savings - Therms | 1,050,293 | 1,083,228 | 1,085,073 | 1,104,362 | 1,120,649 | 1,109,308 | 1,105,373 | 1,099,161 | 1,088,392 | 1,076,525 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 308,486 | 315,934 | 314,571 | 318,869 | 322,661 | 323,887 | 324,373 | 324,121 | 322,528 | 320,673 |
| Marketing | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 |
| Incentives | 2,275,820 | 2,353,401 | 2,339,207 | 2,383,968 | 2,423,474 | 2,436,238 | 2,441,299 | 2,438,677 | 2,422,085 | 2,402,765 |
| Total | 3,039,448 | 3,124,477 | 3,108,921 | 3,157,979 | 3,201,278 | 3,215,267 | 3,220,814 | 3,217,939 | 3,199,754 | 3,178,580 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 5,992,547 | 5,911,455 | 5,658,767 | 5,498,831 | 5,321,403 | 5,024,034 | 4,774,179 | 4,524,654 | 4,266,027 | 4,014,888 |
| PV Annual Program Marketing and Admin Costs | 463,059 | 444,761 | 422,313 | 403,950 | 386,123 | 367,862 | 350,132 | 332,940 | 316,048 | 299,911 |
| PV Net Measure Costs | 1,938,973 | 1,910,144 | 1,803,619 | 1,749,320 | 1,692,135 | 1,617,247 | 1,542,716 | 1,467,055 | 1,386,984 | 1,309,508 |
| TRC | 2.49 | 2.51 | 2.54 | 2.55 | 2.56 | 2.53 | 2.52 | 2.51 | 2.50 | 2.49 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 89 | $2 88 | $2 87 | $2 86 | $2 86 | $2 90 | $2 91 | $2 93 | $2 94 | $2 95 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 5,992,547 | 5,911,455 | 5,658,767 | 5,498,831 | 5,321,403 | 5,024,034 | 4,774,179 | 4,524,654 | 4,266,027 | 4,014,888 |
| PV Annual Program Costs | 1,843,101 | 1,802,218 | 1,705,748 | 1,648,125 | 1,589,204 | 1,518,269 | 1,446,681 | 1,374,866 | 1,300,393 | 1,228,759 |
| PV Lost Revenue | 8 042 773 | 7 922 801 | 7 575 233 | 7 354 195 | 7 112 267 | 6 710 278 | 6 372 459 | 6 036 407 | 5 689 930 | 5 354 548 |
| RIM | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 |

| |
|---|
| Gas |
| Commercial |
| New Construction |
| 1 Year Payback |

| Commercial New | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 581,831 | 1,095,294 | 1,597,121 | 2,098,957 | 2,604,619 | 3,115,652 | 3,632,745 | 4,156,217 | 4,686,205 | 5,222,754 |
| Cumulative Net Energy Savings - Therms | 537,731 | 1,027,907 | 1,512,963 | 2,000,972 | 2,494,328 | 2,993,864 | 3,499,867 | 4,012,406 | 4,531,453 | 5,056,938 |
| New Net Energy Savings - Therms | 537,731 | 490,175 | 485,056 | 488,009 | 493,356 | 499,536 | 506,004 | 512,539 | 519,047 | 525,484 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 480,000 | 451,292 | 446,061 | 445,650 | 446,823 | 448,638 | 450,743 | 452,983 | 455,284 | 457,606 |
| Marketing | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 |
| Incentives | 2,885,149 | 2,540,042 | 2,477,153 | 2,472,214 | 2,486,314 | 2,508,136 | 2,533,439 | 2,560,367 | 2,588,024 | 2,615,942 |
| Total | 3,635,149 | 3,261,334 | 3,193,214 | 3,187,864 | 3,203,137 | 3,226,775 | 3,254,182 | 3,283,350 | 3,313,308 | 3,343,548 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 4,945,549 | 4,242,336 | 3,972,599 | 3,804,673 | 3,672,218 | 3,560,539 | 3,451,218 | 3,340,447 | 3,235,779 | 3,135,028 |
| PV Annual Program Marketing and Admin Costs | 750,000 | 686,099 | 647,889 | 615,924 | 586,832 | 559,613 | 533,867 | 509,397 | 486,084 | 463,848 |
| PV Net Measure Costs | 3,477,491 | 2,984,395 | 2,795,436 | 2,666,812 | 2,558,404 | 2,459,255 | 2,365,546 | 2,275,739 | 2,189,151 | 2,105,454 |
| TRC | 1.17 | 1.16 | 1.15 | 1.16 | 1.17 | 1.18 | 1.19 | 1.20 | 1.21 | 1.22 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6.76 | $6 65 | $6 58 | $6 53 | $6.49 | $6.46 | $6.43 | $6.41 | $6 38 | $6 36 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 4 945 549 | 4 242 336 | 3 972 599 | 3 804 673 | 3 672 218 | 3 560 539 | 3 451 218 | 3 340 447 | 3 235 779 | 3 135 028 |
| PV Annual Program Costs | 3 635 149 | 3 102 207 | 2 889 209 | 2 743 634 | 2 622 270 | 2 512 730 | 2 410 430 | 2 313 371 | 2 220 574 | 2 131 506 |
| PV Lost Revenue | 6 676 570 | 5 743 278 | 5 385 397 | 5 156 717 | 4 972 384 | 4 812 759 | 4 657 762 | 4 502 944 | 4 355 596 | 4 213 418 |
| RIM | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 |

| Commercial New | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 5,765,855 | 6,315,472 | 6,871,551 | 7,434,030 | 8,002,840 | 8,577,910 | 9,159,166 | 9,746,534 | 10,339,943 | 10,939,318 |
| Cumulative Net Energy Savings - Therms | 5,588,770 | 6,126,855 | 6,671,093 | 7,221,387 | 7,777,643 | 8,339,768 | 8,907,673 | 9,481,272 | 10,060,482 | 10,645,221 |
| New Net Energy Savings - Therms | 531,833 | 538,085 | 544,238 | 550,294 | 556,256 | 562,125 | 567,905 | 573,599 | 579,210 | 584,740 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 459,929 | 462,240 | 464,533 | 466,804 | 469,049 | 471,269 | 473,461 | 475,627 | 477,766 | 479,878 |
| Marketing | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 |
| Incentives | 2,643,866 | 2,671,652 | 2,699,215 | 2,726,508 | 2,753,503 | 2,780,185 | 2,806,545 | 2,832,582 | 2,858,295 | 2,883,687 |
| Total | 3,373,795 | 3,403,892 | 3,433,748 | 3,463,312 | 3,492,552 | 3,521,453 | 3,550,006 | 3,578,209 | 3,606,061 | 3,633,566 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,034,423 | 2,936,465 | 2,838,257 | 2,740,022 | 2,641,381 | 2,545,853 | 2,452,819 | 2,361,197 | 2,270,252 | 2,180,780 |
| PV Annual Program Marketing and Admin Costs | 442,624 | 422,361 | 403,011 | 384,532 | 366,885 | 350,032 | 333,938 | 318,570 | 303,895 | 289,884 |
| PV Net Measure Costs | 2,024,474 | 1,946,111 | 1,870,296 | 1,796,976 | 1,726,100 | 1,657,623 | 1,591,496 | 1,527,669 | 1,466,091 | 1,406,708 |
| TRC | 1.23 | 1.24 | 1.25 | 1.26 | 1.26 | 1.27 | 1.27 | 1.28 | 1.28 | 1.29 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6 34 | $6 33 | $6 31 | $6 29 | $6 28 | $6 26 | $6 25 | $6 24 | $6 23 | $6 21 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3,034,423 | 2,936,465 | 2,838,257 | 2,740,022 | 2,641,381 | 2,545,853 | 2,452,819 | 2,361,197 | 2,270,252 | 2,180,780 |
| PV Annual Program Costs | 2,045,847 | 1,963,386 | 1,883,969 | 1,807,475 | 1,733,801 | 1,662,852 | 1,594,543 | 1,528,792 | 1,465,518 | 1,404,645 |
| PV Lost Revenue | 4 072 588 | 3 935 584 | 3 799 496 | 3 664 535 | 3 530 311 | 3 400 332 | 3 273 963 | 3 150 108 | 3 028 010 | 2 908 448 |
| RIM | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.50 | 0.51 | 0.51 |

| |
|---|
| Gas |
| Commercial |
| Existing |
| 1 Year Payback |

| Commercial Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 4,256,849 | 8,660,652 | 13,107,422 | 17,517,604 | 21,833,911 | 26,018,000 | 30,046,719 | 33,908,483 | 37,600,054 | 41,123,905 |
| Cumulative Net Energy Savings - Therms | 2,892,657 | 6,008,823 | 9,248,297 | 12,532,629 | 15,803,487 | 19,019,844 | 22,154,717 | 25,192,243 | 28,124,377 | 30,948,284 |
| New Net Energy Savings - Therms | 2,892,657 | 3,116,165 | 3,239,474 | 3,284,333 | 3,270,857 | 3,216,358 | 3,134,872 | 3,037,527 | 2,932,134 | 2,823,907 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,480,000 | 1,513,221 | 1,533,932 | 1,544,199 | 1,545,990 | 1,541,092 | 1,531,072 | 1,517,258 | 1,500,755 | 1,482,456 |
| Marketing | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 |
| Incentives | 5,344,092 | 5,636,930 | 5,839,357 | 5,965,824 | 6,030,076 | 6,044,602 | 6,020,363 | 5,966,696 | 5,891,377 | 5,800,746 |
| Total | 8,279,235 | 8,605,294 | 8,828,431 | 8,965,165 | 9,031,207 | 9,040,837 | 9,006,576 | 8,939,097 | 8,847,274 | 8,738,344 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 26,603,956 | 26,969,570 | 26,531,214 | 25,605,697 | 24,346,130 | 22,925,206 | 21,381,523 | 19,796,927 | 18,279,152 | 16,847,367 |
| PV Annual Program Marketing and Admin Costs | 2,935,142 | 2,823,531 | 2,704,504 | 2,581,381 | 2,456,897 | 2,333,206 | 2,211,941 | 2,094,283 | 1,981,038 | 1,872,714 |
| PV Net Measure Costs | 7,645,758 | 7,789,144 | 7,756,295 | 7,593,055 | 7,337,692 | 7,021,067 | 6,667,309 | 6,294,765 | 5,916,916 | 5,543,364 |
| TRC | 2.51 | 2.54 | 2.54 | 2.52 | 2.49 | 2.45 | 2.41 | 2.36 | 2.31 | 2.27 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 86 | $2.76 | $2.73 | $2.73 | $2.76 | $2 81 | $2 87 | $2 94 | $3 02 | $3 09 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 26 603 956 | 26 969 570 | 26 531 214 | 25 605 697 | 24 346 130 | 22 925 206 | 21 381 523 | 19 796 927 | 18 279 152 | 16 847 367 |
| PV Annual Program Costs | 8 279 235 | 8 185 423 | 7 987 933 | 7 715 865 | 7 393 458 | 7 040 214 | 6 671 330 | 6 298 277 | 5 929 431 | 5 570 679 |
| PV Lost Revenue | 35 915 761 | 36 511 426 | 35 966 657 | 34 705 047 | 32 965 992 | 30 987 868 | 28 856 493 | 26 686 387 | 24 605 081 | 22 642 538 |
| RIM | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 |

| Commercial Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 44,476,254 | 47,672,847 | 50,695,876 | 53,576,099 | 56,323,312 | 58,916,806 | 61,380,169 | 63,721,546 | 65,945,950 | 68,061,048 |
| Cumulative Net Energy Savings - Therms | 33,655,282 | 36,255,720 | 38,727,103 | 41,095,783 | 43,367,574 | 45,523,334 | 47,578,498 | 49,538,302 | 51,405,173 | 53,184,488 |
| New Net Energy Savings - Therms | 2,706,998 | 2,600,438 | 2,471,383 | 2,368,680 | 2,271,791 | 2,155,760 | 2,055,164 | 1,959,803 | 1,866,871 | 1,779,315 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,462,183 | 1,442,059 | 1,413,697 | 1,391,836 | 1,370,496 | 1,347,739 | 1,325,466 | 1,303,712 | 1,281,882 | 1,261,037 |
| Marketing | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 |
| Incentives | 5,690,595 | 5,581,253 | 5,384,021 | 5,251,440 | 5,120,564 | 4,970,742 | 4,821,508 | 4,673,118 | 4,519,326 | 4,371,265 |
| Total | 8,607,920 | 8,478,455 | 8,252,860 | 8,098,417 | 7,946,203 | 7,773,624 | 7,602,116 | 7,431,972 | 7,256,350 | 7,087,444 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 15,445,038 | 14,191,256 | 12,888,515 | 11,794,116 | 10,787,604 | 9,763,400 | 8,876,387 | 8,067,452 | 7,317,329 | 6,635,933 |
| PV Annual Program Marketing and Admin Costs | 1,769,047 | 1,671,124 | 1,574,025 | 1,485,815 | 1,402,726 | 1,323,538 | 1,248,955 | 1,178,722 | 1,112,338 | 1,050,006 |
| PV Net Measure Costs | 5,168,884 | 4,819,260 | 4,417,704 | 4,093,952 | 3,792,044 | 3,495,893 | 3,222,038 | 2,967,348 | 2,726,863 | 2,505,929 |
| TRC | 2.23 | 2.19 | 2.15 | 2.11 | 2.08 | 2.03 | 1.99 | 1.95 | 1.91 | 1.87 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $3.18 | $3 26 | $3 34 | $3.42 | $3 50 | $3 61 | $3.70 | $3.79 | $3 89 | $3 98 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 15,445,038 | 14,191,256 | 12,888,515 | 11,794,116 | 10,787,604 | 9,763,400 | 8,876,387 | 8,067,452 | 7,317,329 | 6,635,933 |
| PV Annual Program Costs | 5,219,786 | 4,890,425 | 4,528,036 | 4,226,501 | 3,944,717 | 3,670,753 | 3,414,614 | 3,175,314 | 2,949,010 | 2,739,827 |
| PV Lost Revenue | 20 729 238 | 19 019 768 | 17 253 495 | 15 773 575 | 14 418 064 | 13 040 345 | 11 847 988 | 10 762 906 | 9 759 687 | 8 850 165 |
| RIM | 0.60 | 0.59 | 0.59 | 0.59 | 0.59 | 0.58 | 0.58 | 0.58 | 0.58 | 0.57 |

| |
|---|
| Gas |
| Industrial |
| Existing Retrofit |
| 1 Year Payback |

| Industrial Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,553,992 | 3,200,946 | 4,909,706 | 6,653,161 | 8,408,421 | 10,156,740 | 11,883,278 | 13,576,740 | 15,228,957 | 16,834,444 |
| Cumulative Net Energy Savings - Therms | 827,666 | 1,785,797 | 2,838,229 | 3,953,583 | 5,105,312 | 6,271,530 | 7,434,689 | 8,581,152 | 9,700,717 | 10,786,133 |
| New Net Energy Savings - Therms | 827,666 | 958,131 | 1,052,432 | 1,115,354 | 1,151,729 | 1,166,218 | 1,163,159 | 1,146,463 | 1,119,566 | 1,085,415 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 410,000 | 426,019 | 438,793 | 448,649 | 455,934 | 460,991 | 464,149 | 465,712 | 465,956 | 465,126 |
| Marketing | 320,000 | 327,805 | 335,800 | 343,990 | 352,380 | 360,975 | 369,779 | 378,798 | 388,037 | 397,502 |
| Incentives | 931,451 | 1,004,238 | 1,062,276 | 1,107,061 | 1,140,161 | 1,163,138 | 1,177,485 | 1,184,588 | 1,185,698 | 1,181,926 |
| Total | 1,661,451 | 1,758,063 | 1,836,869 | 1,899,700 | 1,948,475 | 1,985,104 | 2,011,413 | 2,029,098 | 2,039,692 | 2,044,553 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 7,612,099 | 8,292,364 | 8,619,392 | 8,695,652 | 8,572,718 | 8,312,445 | 7,933,372 | 7,472,011 | 6,979,461 | 6,475,563 |
| PV Annual Program Marketing and Admin Costs | 730,000 | 717,044 | 700,849 | 682,185 | 661,732 | 640,075 | 617,705 | 595,022 | 572,345 | 549,924 |
| PV Net Measure Costs | 1,579,976 | 1,709,650 | 1,773,166 | 1,785,049 | 1,757,891 | 1,702,331 | 1,627,131 | 1,539,339 | 1,444,482 | 1,346,781 |
| TRC | 3.30 | 3.42 | 3.48 | 3.52 | 3.54 | 3.55 | 3.53 | 3.50 | 3.46 | 3.41 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 01 | $1 83 | $1.75 | $1.70 | $1 69 | $1.70 | $1.73 | $1.77 | $1 82 | $1 88 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 7 612 099 | 8 292 364 | 8 619 392 | 8 695 652 | 8 572 718 | 8 312 445 | 7 933 372 | 7 472 011 | 6 979 461 | 6 475 563 |
| PV Annual Program Costs | 1 661 451 | 1 672 283 | 1 661 993 | 1 634 976 | 1 595 132 | 1 545 825 | 1 489 889 | 1 429 654 | 1 366 999 | 1 303 399 |
| PV Lost Revenue | 9 188 544 | 10 108 965 | 10 557 657 | 10 643 604 | 10 457 621 | 10 078 059 | 9 565 905 | 8 971 957 | 8 337 856 | 7 693 025 |
| RIM | 0.70 | 0.70 | 0.71 | 0.71 | 0.71 | 0.72 | 0.72 | 0.72 | 0.72 | 0.72 |

| Industrial Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 18,389,955 | 19,894,073 | 21,346,833 | 22,749,381 | 24,103,695 | 25,412,336 | 26,678,249 | 27,904,607 | 29,094,676 | 30,251,725 |
| Cumulative Net Energy Savings - Therms | 11,832,611 | 12,837,386 | 13,799,310 | 14,718,489 | 15,595,983 | 16,433,543 | 17,233,398 | 17,998,080 | 18,730,289 | 19,432,785 |
| New Net Energy Savings - Therms | 1,046,478 | 1,004,776 | 961,923 | 919,179 | 877,494 | 837,560 | 799,855 | 764,682 | 732,209 | 702,496 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 463,433 | 461,060 | 458,158 | 454,855 | 451,256 | 447,445 | 443,490 | 439,444 | 435,349 | 431,237 |
| Marketing | 407,197 | 417,128 | 427,302 | 437,724 | 448,400 | 459,337 | 470,540 | 482,017 | 493,774 | 505,817 |
| Incentives | 1,174,234 | 1,163,449 | 1,150,265 | 1,135,259 | 1,118,906 | 1,101,590 | 1,083,619 | 1,065,235 | 1,046,629 | 1,027,946 |
| Total | 2,044,864 | 2,041,637 | 2,035,725 | 2,027,839 | 2,018,563 | 2,008,372 | 1,997,649 | 1,986,696 | 1,975,752 | 1,965,000 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 5,970,783 | 5,483,318 | 5,016,528 | 4,576,771 | 4,166,783 | 3,793,295 | 3,454,625 | 3,147,783 | 2,869,943 | 2,619,950 |
| PV Annual Program Marketing and Admin Costs | 527,944 | 506,544 | 485,819 | 465,830 | 446,615 | 428,188 | 410,552 | 393,695 | 377,599 | 362,241 |
| PV Net Measure Costs | 1,249,367 | 1,154,477 | 1,063,635 | 977,810 | 897,545 | 823,069 | 754,380 | 691,321 | 633,628 | 580,974 |
| TRC | 3.36 | 3.30 | 3.24 | 3.17 | 3.10 | 3.03 | 2.97 | 2.90 | 2.84 | 2.78 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $1 95 | $2 03 | $2.12 | $2 21 | $2 30 | $2.40 | $2 50 | $2 60 | $2.70 | $2 80 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 5,970,783 | 5,483,318 | 5,016,528 | 4,576,771 | 4,166,783 | 3,793,295 | 3,454,625 | 3,147,783 | 2,869,943 | 2,619,950 |
| PV Annual Program Costs | 1,239,992 | 1,177,629 | 1,116,926 | 1,058,313 | 1,002,071 | 948,366 | 897,277 | 848,817 | 802,954 | 759,620 |
| PV Lost Revenue | 7 058 374 | 6 449 446 | 5 875 444 | 5 342 130 | 4 852 106 | 4 406 340 | 4 003 543 | 3 641 362 | 3 316 893 | 3 027 104 |
| RIM | 0.72 | 0.72 | 0.72 | 0.72 | 0.71 | 0.71 | 0.70 | 0.70 | 0.70 | 0.69 |

| |
|---|
| Gas |
| Industrial |
| Existing Replace on Burnout |
| 1 Year Payback |

| Industrial Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 233,111 | 495,809 | 786,822 | 1,105,026 | 1,449,431 | 1,819,170 | 2,213,488 | 2,631,735 | 3,072,113 | 3,535,197 |
| Cumulative Net Energy Savings - Therms | 91,159 | 213,328 | 364,852 | 544,256 | 750,234 | 981,630 | 1,237,424 | 1,516,725 | 1,817,749 | 2,140,617 |
| New Net Energy Savings - Therms | 91,159 | 122,169 | 151,523 | 179,405 | 205,978 | 231,395 | 255,794 | 279,301 | 301,024 | 322,869 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 100,000 | 106,293 | 112,254 | 117,916 | 123,306 | 128,452 | 133,378 | 138,107 | 142,525 | 146,901 |
| Marketing | 240,000 | 245,854 | 251,850 | 257,993 | 264,285 | 270,731 | 277,334 | 284,099 | 291,028 | 298,126 |
| Incentives | 218,143 | 245,598 | 271,607 | 296,306 | 319,823 | 342,274 | 363,766 | 384,398 | 403,675 | 422,767 |
| Total | 558,143 | 597,744 | 635,711 | 672,215 | 707,414 | 741,457 | 774,478 | 806,603 | 837,228 | 867,794 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 838,397 | 1,057,340 | 1,240,974 | 1,398,695 | 1,533,166 | 1,649,314 | 1,744,654 | 1,820,329 | 1,876,608 | 1,926,227 |
| PV Annual Program Marketing and Admin Costs | 340,000 | 334,965 | 329,440 | 323,525 | 317,304 | 310,849 | 304,222 | 297,476 | 290,567 | 283,704 |
| PV Net Measure Costs | 227,817 | 277,218 | 317,651 | 350,384 | 376,517 | 396,999 | 412,651 | 424,181 | 430,868 | 435,718 |
| TRC | 1.48 | 1.73 | 1.92 | 2.08 | 2.21 | 2.33 | 2.43 | 2.52 | 2.60 | 2.68 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6.12 | $4 89 | $4 20 | $3.75 | $3.43 | $3 20 | $3 03 | $2 89 | $2.78 | $2 69 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 838 397 | 1 057 340 | 1 240 974 | 1 398 695 | 1 533 166 | 1 649 314 | 1 744 654 | 1 820 329 | 1 876 608 | 1 926 227 |
| PV Annual Program Costs | 558 143 | 568 579 | 575 189 | 578 541 | 579 130 | 577 382 | 573 670 | 568 314 | 561 109 | 553 217 |
| PV Lost Revenue | 1 012 027 | 1 288 970 | 1 520 034 | 1 712 023 | 1 870 267 | 1 999 638 | 2 103 670 | 2 185 746 | 2 241 847 | 2 288 374 |
| RIM | 0.53 | 0.57 | 0.59 | 0.61 | 0.63 | 0.64 | 0.65 | 0.66 | 0.67 | 0.68 |
| | | | | | | | | | | |
| Industrial Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 4,004,133 | 4,492,451 | 4,999,915 | 5,526,357 | 6,071,663 | 6,609,268 | 7,160,034 | 7,725,276 | 8,305,146 | 8,899,827 |
| Cumulative Net Energy Savings - Therms | 2,471,309 | 2,820,059 | 3,186,494 | 3,570,314 | 3,971,286 | 4,369,750 | 4,779,841 | 5,202,558 | 5,637,958 | 6,086,135 |
| New Net Energy Savings - Therms | 330,692 | 348,750 | 366,435 | 383,820 | 400,972 | 398,464 | 410,091 | 422,716 | 435,401 | 448,177 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 149,807 | 153,724 | 157,537 | 161,259 | 164,905 | 163,990 | 166,652 | 169,415 | 172,156 | 174,885 |
| Marketing | 305,398 | 312,846 | 320,477 | 328,293 | 336,300 | 344,503 | 352,905 | 361,513 | 370,330 | 379,363 |
| Incentives | 435,444 | 452,533 | 469,167 | 485,409 | 501,315 | 497,324 | 508,937 | 520,989 | 532,950 | 544,856 |
| Total | 890,648 | 919,103 | 947,180 | 974,961 | 1,002,521 | 1,005,817 | 1,028,495 | 1,051,916 | 1,075,437 | 1,099,103 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 1,886,793 | 1,903,218 | 1,910,996 | 1,911,115 | 1,904,015 | 1,804,635 | 1,771,212 | 1,740,094 | 1,706,583 | 1,671,471 |
| PV Annual Program Marketing and Admin Costs | 276,033 | 269,121 | 262,268 | 255,494 | 248,812 | 240,114 | 233,368 | 226,839 | 220,469 | 214,258 |
| PV Net Measure Costs | 425,274 | 423,814 | 420,830 | 416,588 | 411,316 | 387,947 | 378,000 | 368,782 | 359,456 | 350,090 |
| TRC | 2.69 | 2.75 | 2.80 | 2.84 | 2.88 | 2.87 | 2.90 | 2.92 | 2.94 | 2.96 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 69 | $2 64 | $2 58 | $2 54 | $2 50 | $2 52 | $2 51 | $2.49 | $2.47 | $2.45 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 1,886,793 | 1,903,218 | 1,910,996 | 1,911,115 | 1,904,015 | 1,804,635 | 1,771,212 | 1,740,094 | 1,706,583 | 1,671,471 |
| PV Annual Program Costs | 540,083 | 530,144 | 519,682 | 508,825 | 497,679 | 474,953 | 461,965 | 449,432 | 437,062 | 424,885 |
| PV Lost Revenue | 2 230 477 | 2 238 554 | 2 238 192 | 2 230 705 | 2 217 174 | 2 096 287 | 2 052 646 | 2 012 944 | 1 972 357 | 1 931 227 |
| RIM | 0.68 | 0.69 | 0.69 | 0.70 | 0.70 | 0.70 | 0.70 | 0.71 | 0.71 | 0.71 |

| |
|---|
| Gas |
| Residential |
| Existing Retrofit |
| 1 Year Payback |

| Residential existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 9,922,999 | 19,450,725 | 28,346,025 | 36,470,982 | 43,768,041 | 50,238,097 | 55,920,086 | 60,874,450 | 65,171,106 | 68,881,524 |
| Cumulative Net Energy Savings - Therms | 4,288,632 | 8,812,028 | 13,303,793 | 17,583,736 | 21,544,216 | 25,135,695 | 28,359,146 | 31,216,065 | 33,722,454 | 35,902,344 |
| New Net Energy Savings - Therms | 4,288,632 | 4,523,397 | 4,491,764 | 4,279,944 | 3,960,480 | 3,591,479 | 3,223,451 | 2,856,919 | 2,506,388 | 2,179,891 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,870,000 | 3,853,275 | 3,809,442 | 3,743,969 | 3,662,020 | 3,568,285 | 3,466,873 | 3,361,276 | 3,254,370 | 3,148,458 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 16,237,831 | 16,097,481 | 15,729,654 | 15,180,222 | 14,492,538 | 13,705,945 | 12,854,934 | 11,968,798 | 11,071,687 | 10,182,910 |
| Total | 20,607,831 | 20,450,756 | 20,039,096 | 19,424,191 | 18,654,558 | 17,774,230 | 16,821,807 | 15,830,074 | 14,826,057 | 13,831,368 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 39,442,822 | 39,148,778 | 36,787,440 | 33,367,796 | 29,479,231 | 25,598,958 | 21,985,678 | 18,619,825 | 15,625,019 | 13,005,182 |
| PV Annual Program Marketing and Admin Costs | 4,370,000 | 4,140,870 | 3,899,168 | 3,652,570 | 3,407,265 | 3,168,025 | 2,938,333 | 2,720,564 | 2,516,174 | 2,325,886 |
| PV Net Measure Costs | 24,544,651 | 23,830,361 | 22,537,738 | 20,880,882 | 19,028,429 | 17,107,313 | 15,209,494 | 13,392,262 | 11,693,977 | 10,136,070 |
| TRC | 1.36 | 1.40 | 1.39 | 1.36 | 1.31 | 1.26 | 1.21 | 1.16 | 1.10 | 1.04 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 81 | $4 52 | $4.46 | $4 54 | $4.71 | $4 95 | $5 22 | $5 54 | $5 92 | $6 34 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 39 442 822 | 39 148 778 | 36 787 440 | 33 367 796 | 29 479 231 | 25 598 958 | 21 985 678 | 18 619 825 | 15 625 019 | 13 005 182 |
| PV Annual Program Costs | 20 607 831 | 19 452 921 | 18 131 303 | 16 717 421 | 15 271 677 | 13 841 018 | 12 460 209 | 11 153 497 | 9 936 404 | 8 817 473 |
| PV Lost Revenue | 79 771 847 | 79 610 010 | 75 005 339 | 68 006 637 | 59 968 609 | 51 898 584 | 44 438 594 | 37 548 709 | 31 421 155 | 26 073 290 |
| RIM | 0.39 | 0.40 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.38 | 0.38 | 0.37 |
| | | | | | | | | | | |
| Residential existing Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 72,074,034 | 74,811,427 | 77,150,031 | 79,139,664 | 80,824,041 | 82,241,370 | 83,425,012 | 84,404,100 | 85,204,102 | 85,847,311 |
| Cumulative Net Energy Savings - Therms | 37,783,393 | 39,394,071 | 40,762,010 | 41,913,127 | 42,871,243 | 43,657,982 | 44,292,842 | 44,793,332 | 45,175,144 | 45,452,325 |
| New Net Energy Savings - Therms | 1,881,049 | 1,610,678 | 1,367,939 | 1,151,118 | 958,116 | 786,739 | 634,860 | 500,490 | 381,812 | 277,181 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,045,319 | 2,946,277 | 2,852,267 | 2,763,902 | 2,681,534 | 2,605,304 | 2,535,195 | 2,471,066 | 2,412,690 | 2,359,778 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 9,317,403 | 8,486,275 | 7,697,378 | 6,955,854 | 6,264,646 | 5,624,954 | 5,036,621 | 4,498,476 | 4,008,606 | 3,564,584 |
| Total | 12,862,722 | 11,932,552 | 11,049,645 | 10,219,756 | 9,446,180 | 8,730,258 | 8,071,816 | 7,469,543 | 6,921,296 | 6,424,362 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 10,732,508 | 8,789,880 | 7,133,939 | 5,731,637 | 4,549,613 | 3,563,128 | 2,742,002 | 2,060,248 | 1,496,539 | 1,033,742 |
| PV Annual Program Marketing and Admin Costs | 2,149,858 | 1,987,834 | 1,839,263 | 1,703,405 | 1,579,402 | 1,466,344 | 1,363,307 | 1,269,389 | 1,183,729 | 1,105,518 |
| PV Net Measure Costs | 8,727,735 | 7,469,636 | 6,356,757 | 5,380,512 | 4,530,274 | 3,794,465 | 3,161,297 | 2,619,268 | 2,157,484 | 1,765,838 |
| TRC | 0.99 | 0.93 | 0.87 | 0.81 | 0.74 | 0.68 | 0.61 | 0.53 | 0.45 | 0.36 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6 84 | $7.41 | $8 08 | $8 88 | $9 86 | $11.10 | $12.71 | $14.92 | $18.13 | $23.18 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 10,732,508 | 8,789,880 | 7,133,939 | 5,731,637 | 4,549,613 | 3,563,128 | 2,742,002 | 2,060,248 | 1,496,539 | 1,033,742 |
| PV Annual Program Costs | 7,799,869 | 6,882,769 | 6,062,527 | 5,333,611 | 4,689,348 | 4,122,482 | 3,625,587 | 3,191,366 | 2,812,843 | 2,483,496 |
| PV Lost Revenue | 21 458 897 | 17 526 380 | 14 191 764 | 11 381 000 | 9 022 348 | 7 056 634 | 5 423 541 | 4 071 087 | 2 955 712 | 2 041 359 |
| RIM | 0.37 | 0.36 | 0.35 | 0.34 | 0.33 | 0.32 | 0.30 | 0.28 | 0.26 | 0.23 |

| |
|---|
| Gas |
| Residential |
| Existing Retrofit |
| 1 Year Payback |

| Residential existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 9,922,999 | 19,450,725 | 28,346,025 | 36,470,982 | 43,768,041 | 50,238,097 | 55,920,086 | 60,874,450 | 65,171,106 | 68,881,524 |
| Cumulative Net Energy Savings - Therms | 4,288,632 | 8,812,028 | 13,303,793 | 17,583,736 | 21,544,216 | 25,135,695 | 28,359,146 | 31,216,065 | 33,722,454 | 35,902,344 |
| New Net Energy Savings - Therms | 4,288,632 | 4,523,397 | 4,491,764 | 4,279,944 | 3,960,480 | 3,591,479 | 3,223,451 | 2,856,919 | 2,506,388 | 2,179,891 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,870,000 | 3,853,275 | 3,809,442 | 3,743,969 | 3,662,020 | 3,568,285 | 3,466,873 | 3,361,276 | 3,254,370 | 3,148,458 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 16,237,831 | 16,097,481 | 15,729,654 | 15,180,222 | 14,492,538 | 13,705,945 | 12,854,934 | 11,968,798 | 11,071,687 | 10,182,910 |
| Total | 20,607,831 | 20,450,756 | 20,039,096 | 19,424,191 | 18,654,558 | 17,774,230 | 16,821,807 | 15,830,074 | 14,826,057 | 13,831,368 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 39,442,822 | 39,148,778 | 36,787,440 | 33,367,796 | 29,479,231 | 25,598,958 | 21,985,678 | 18,619,825 | 15,625,019 | 13,005,182 |
| PV Annual Program Marketing and Admin Costs | 4,370,000 | 4,140,870 | 3,899,168 | 3,652,570 | 3,407,265 | 3,168,025 | 2,938,333 | 2,720,564 | 2,516,174 | 2,325,886 |
| PV Net Measure Costs | 24,544,651 | 23,830,361 | 22,537,738 | 20,880,882 | 19,028,429 | 17,107,313 | 15,209,494 | 13,392,262 | 11,693,977 | 10,136,070 |
| TRC | 1.36 | 1.40 | 1.39 | 1.36 | 1.31 | 1.26 | 1.21 | 1.16 | 1.10 | 1.04 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 81 | $4 52 | $4.46 | $4 54 | $4.71 | $4 95 | $5 22 | $5 54 | $5 92 | $6 34 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 39 442 822 | 39 148 778 | 36 787 440 | 33 367 796 | 29 479 231 | 25 598 958 | 21 985 678 | 18 619 825 | 15 625 019 | 13 005 182 |
| PV Annual Program Costs | 20 607 831 | 19 452 921 | 18 131 303 | 16 717 421 | 15 271 677 | 13 841 018 | 12 460 209 | 11 153 497 | 9 936 404 | 8 817 473 |
| PV Lost Revenue | 79 771 847 | 79 610 010 | 75 005 339 | 68 006 637 | 59 968 609 | 51 898 584 | 44 438 594 | 37 548 709 | 31 421 155 | 26 073 290 |
| RIM | 0.39 | 0.40 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.38 | 0.38 | 0.37 |
| | | | | | | | | | | |
| Residential existing Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 72,074,034 | 74,811,427 | 77,150,031 | 79,139,664 | 80,824,041 | 82,241,370 | 83,425,012 | 84,404,100 | 85,204,102 | 85,847,311 |
| Cumulative Net Energy Savings - Therms | 37,783,393 | 39,394,071 | 40,762,010 | 41,913,127 | 42,871,243 | 43,657,982 | 44,292,842 | 44,793,332 | 45,175,144 | 45,452,325 |
| New Net Energy Savings - Therms | 1,881,049 | 1,610,678 | 1,367,939 | 1,151,118 | 958,116 | 786,739 | 634,860 | 500,490 | 381,812 | 277,181 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,045,319 | 2,946,277 | 2,852,267 | 2,763,902 | 2,681,534 | 2,605,304 | 2,535,195 | 2,471,066 | 2,412,690 | 2,359,778 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 9,317,403 | 8,486,275 | 7,697,378 | 6,955,854 | 6,264,646 | 5,624,954 | 5,036,621 | 4,498,476 | 4,008,606 | 3,564,584 |
| Total | 12,862,722 | 11,932,552 | 11,049,645 | 10,219,756 | 9,446,180 | 8,730,258 | 8,071,816 | 7,469,543 | 6,921,296 | 6,424,362 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 10,732,508 | 8,789,880 | 7,133,939 | 5,731,637 | 4,549,613 | 3,563,128 | 2,742,002 | 2,060,248 | 1,496,539 | 1,033,742 |
| PV Annual Program Marketing and Admin Costs | 2,149,858 | 1,987,834 | 1,839,263 | 1,703,405 | 1,579,402 | 1,466,344 | 1,363,307 | 1,269,389 | 1,183,729 | 1,105,518 |
| PV Net Measure Costs | 8,727,735 | 7,469,636 | 6,356,757 | 5,380,512 | 4,530,274 | 3,794,465 | 3,161,297 | 2,619,268 | 2,157,484 | 1,765,838 |
| TRC | 0.99 | 0.93 | 0.87 | 0.81 | 0.74 | 0.68 | 0.61 | 0.53 | 0.45 | 0.36 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6 84 | $7.41 | $8 08 | $8 88 | $9 86 | $11.10 | $12.71 | $14.92 | $18.13 | $23.18 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 10,732,508 | 8,789,880 | 7,133,939 | 5,731,637 | 4,549,613 | 3,563,128 | 2,742,002 | 2,060,248 | 1,496,539 | 1,033,742 |
| PV Annual Program Costs | 7,799,869 | 6,882,769 | 6,062,527 | 5,333,611 | 4,689,348 | 4,122,482 | 3,625,587 | 3,191,366 | 2,812,843 | 2,483,496 |
| PV Lost Revenue | 21 458 897 | 17 526 380 | 14 191 764 | 11 381 000 | 9 022 348 | 7 056 634 | 5 423 541 | 4 071 087 | 2 955 712 | 2 041 359 |
| RIM | 0.37 | 0.36 | 0.35 | 0.34 | 0.33 | 0.32 | 0.30 | 0.28 | 0.26 | 0.23 |

| |
|---|
| **Gas** |
| **Residential** |
| **Existing Replace on Burnout** |
| **1 Year Payback** |

| Residential Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,803,867 | 3,902,361 | 6,263,348 | 8,857,841 | 11,659,724 | 14,645,487 | 17,793,986 | 21,086,213 | 24,505,091 | 28,035,278 |
| Cumulative Net Energy Savings - Therms | 514,005 | 1,344,091 | 2,456,962 | 3,822,606 | 5,413,999 | 7,206,824 | 9,179,212 | 11,311,511 | 13,586,059 | 15,986,989 |
| New Net Energy Savings - Therms | 514,005 | 830,086 | 1,112,871 | 1,365,644 | 1,591,393 | 1,792,824 | 1,972,388 | 2,132,299 | 2,274,548 | 2,400,931 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 510,000 | 554,923 | 596,233 | 634,199 | 669,071 | 701,083 | 730,451 | 757,377 | 782,050 | 804,644 |
| Marketing | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 |
| Incentives | 1,879,917 | 2,211,096 | 2,515,645 | 2,795,540 | 3,052,626 | 3,288,621 | 3,505,128 | 3,703,636 | 3,885,531 | 4,052,099 |
| Total | 2,811,982 | 3,188,084 | 3,533,943 | 3,851,805 | 4,143,762 | 4,411,769 | 4,657,644 | 4,883,079 | 5,089,647 | 5,278,809 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 4,727,336 | 7,184,172 | 9,114,385 | 10,646,997 | 11,845,292 | 12,778,698 | 13,452,755 | 13,897,147 | 14,179,710 | 14,323,900 |
| PV Annual Program Marketing and Admin Costs | 932,065 | 929,319 | 921,353 | 909,074 | 893,266 | 874,610 | 853,689 | 831,007 | 806,997 | 782,025 |
| PV Net Measure Costs | 2,096,283 | 2,846,781 | 3,443,142 | 3,908,917 | 4,264,405 | 4,527,069 | 4,711,891 | 4,831,696 | 4,897,442 | 4,918,468 |
| TRC | 1.56 | 1.90 | 2.09 | 2.21 | 2.30 | 2.37 | 2.42 | 2.45 | 2.49 | 2.51 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5.47 | $3 84 | $3.18 | $2 82 | $2 60 | $2.46 | $2 36 | $2 29 | $2 24 | $2 20 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 4 727 336 | 7 184 172 | 9 114 385 | 10 646 997 | 11 845 292 | 12 778 698 | 13 452 755 | 13 897 147 | 14 179 710 | 14 323 900 |
| PV Annual Program Costs | 2 811 982 | 3 032 530 | 3 197 499 | 3 315 054 | 3 392 319 | 3 435 501 | 3 449 999 | 3 440 502 | 3 411 074 | 3 365 232 |
| PV Lost Revenue | 9 560 886 | 14 609 192 | 18 583 179 | 21 699 559 | 24 096 479 | 25 907 162 | 27 191 407 | 28 024 965 | 28 514 709 | 28 717 108 |
| RIM | 0.38 | 0.41 | 0.42 | 0.43 | 0.43 | 0.44 | 0.44 | 0.44 | 0.44 | 0.45 |
| | | | | | | | | | | |
| **Residential Replace on Burnout** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - Therms | 31,254,969 | 34,479,698 | 37,703,424 | 40,921,352 | 44,129,690 | 47,269,522 | 50,383,581 | 53,470,661 | 56,529,521 | 59,560,017 |
| Cumulative Net Energy Savings - Therms | 18,220,470 | 20,473,890 | 22,740,672 | 25,015,525 | 27,294,190 | 29,521,376 | 31,735,205 | 33,934,114 | 36,116,555 | 38,282,049 |
| New Net Energy Savings - Therms | 2,233,481 | 2,253,420 | 2,266,782 | 2,274,853 | 2,278,665 | 2,227,186 | 2,213,829 | 2,198,909 | 2,182,442 | 2,165,494 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 823,497 | 842,053 | 858,991 | 874,442 | 888,526 | 886,207 | 894,895 | 902,676 | 909,516 | 915,716 |
| Marketing | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 |
| Incentives | 4,191,087 | 4,327,886 | 4,452,758 | 4,566,665 | 4,670,496 | 4,653,399 | 4,717,447 | 4,774,813 | 4,825,238 | 4,870,948 |
| Total | 5,436,649 | 5,592,005 | 5,733,814 | 5,863,172 | 5,981,088 | 5,961,671 | 6,034,408 | 6,099,555 | 6,156,819 | 6,208,729 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 12,743,342 | 12,297,490 | 11,821,502 | 11,326,934 | 10,820,242 | 10,086,886 | 9,561,670 | 9,051,721 | 8,554,227 | 8,076,184 |
| PV Annual Program Marketing and Admin Costs | 755,301 | 729,151 | 702,868 | 676,637 | 650,614 | 617,774 | 591,534 | 565,996 | 541,160 | 517,153 |
| PV Net Measure Costs | 4,630,087 | 4,525,773 | 4,407,028 | 4,277,845 | 4,141,429 | 3,916,069 | 3,759,371 | 3,604,014 | 3,450,510 | 3,300,684 |
| TRC | 2.37 | 2.34 | 2.31 | 2.29 | 2.26 | 2.22 | 2.20 | 2.17 | 2.14 | 2.12 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.43 | $2.48 | $2 53 | $2 58 | $2 62 | $2 68 | $2.73 | $2.77 | $2 82 | $2 87 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 12,743,342 | 12,297,490 | 11,821,502 | 11,326,934 | 10,820,242 | 10,086,886 | 9,561,670 | 9,051,721 | 8,554,227 | 8,076,184 |
| PV Annual Program Costs | 3,296,748 | 3,225,503 | 3,145,929 | 3,059,944 | 2,969,179 | 2,815,138 | 2,710,452 | 2,606,038 | 2,502,156 | 2,400,138 |
| PV Lost Revenue | 25 479 418 | 24 520 299 | 23 516 877 | 22 491 274 | 21 457 645 | 19 976 679 | 18 912 498 | 17 886 361 | 16 894 871 | 15 948 262 |
| RIM | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 | 0.44 |

| |
|---|
| **Gas** |
| **Residential** |
| **New Construction** |
| **1 Year Payback** |

| Residential New Construction | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,445,523 | 2,774,614 | 4,098,290 | 5,437,377 | 6,797,935 | 8,182,020 | 9,590,312 | 11,022,956 | 12,479,874 | 13,960,900 |
| Cumulative Net Energy Savings - Therms | 1,219,658 | 2,431,545 | 3,672,119 | 4,943,596 | 6,244,620 | 7,573,555 | 8,928,992 | 10,309,783 | 11,715,002 | 13,143,901 |
| New Net Energy Savings - Therms | 1,219,658 | 1,211,887 | 1,240,574 | 1,271,478 | 1,301,023 | 1,328,935 | 1,355,437 | 1,380,791 | 1,405,220 | 1,428,898 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,600,000 | 1,535,554 | 1,532,551 | 1,541,074 | 1,552,950 | 1,565,964 | 1,579,355 | 1,592,826 | 1,606,255 | 1,619,591 |
| Marketing | 75,000 | 76,829 | 78,703 | 80,623 | 82,589 | 84,604 | 86,667 | 88,781 | 90,946 | 93,164 |
| Incentives | 4,875,088 | 4,482,364 | 4,464,063 | 4,515,999 | 4,588,372 | 4,667,678 | 4,749,280 | 4,831,370 | 4,913,203 | 4,994,472 |
| Total | 6,550,088 | 6,094,748 | 6,075,317 | 6,137,695 | 6,223,911 | 6,318,246 | 6,415,302 | 6,512,977 | 6,610,404 | 6,707,227 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 11,217,274 | 10,488,554 | 10,160,269 | 9,912,845 | 9,683,969 | 9,472,241 | 9,244,811 | 8,999,235 | 8,760,249 | 8,524,777 |
| PV Annual Program Marketing and Admin Costs | 1,675,000 | 1,533,712 | 1,457,857 | 1,395,712 | 1,338,945 | 1,285,318 | 1,234,052 | 1,184,821 | 1,137,462 | 1,091,879 |
| PV Net Measure Costs | 5,909,173 | 5,584,756 | 5,437,897 | 5,301,357 | 5,159,821 | 5,013,321 | 4,863,777 | 4,712,977 | 4,562,312 | 4,412,814 |
| TRC | 1.48 | 1.47 | 1.47 | 1.48 | 1.49 | 1.50 | 1.52 | 1.53 | 1.54 | 1.55 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 37 | $5 03 | $4 90 | $4 83 | $4.78 | $4.75 | $4.73 | $4.72 | $4.70 | $4 69 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 11 217 274 | 10 488 554 | 10 160 269 | 9 912 845 | 9 683 969 | 9 472 241 | 9 244 811 | 8 999 235 | 8 760 249 | 8 524 777 |
| PV Annual Program Costs | 6 550 088 | 5 797 372 | 5 496 925 | 5 282 404 | 5 095 246 | 4 920 098 | 4 751 927 | 4 588 890 | 4 430 284 | 4 275 846 |
| PV Lost Revenue | 22 686 577 | 21 328 734 | 20 715 615 | 20 203 289 | 19 699 774 | 19 203 746 | 18 686 092 | 18 147 843 | 17 616 436 | 17 090 803 |
| RIM | 0.38 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.40 | 0.40 | 0.40 |

| Residential New Construction | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 15,465,835 | 16,994,472 | 18,546,616 | 20,122,079 | 21,720,694 | 23,342,304 | 24,986,771 | 26,653,970 | 28,343,789 | 30,056,130 |
| Cumulative Net Energy Savings - Therms | 14,595,865 | 16,070,388 | 17,567,049 | 19,085,495 | 20,625,428 | 22,186,595 | 23,768,782 | 25,371,808 | 26,995,519 | 28,639,784 |
| New Net Energy Savings - Therms | 1,451,964 | 1,474,523 | 1,496,661 | 1,518,446 | 1,539,933 | 1,561,167 | 1,582,187 | 1,603,026 | 1,623,711 | 1,644,266 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,632,817 | 1,645,930 | 1,658,933 | 1,671,834 | 1,684,641 | 1,697,363 | 1,710,007 | 1,722,583 | 1,735,097 | 1,747,558 |
| Marketing | 95,437 | 97,764 | 100,149 | 102,592 | 105,094 | 107,657 | 110,283 | 112,973 | 115,728 | 118,551 |
| Incentives | 5,075,069 | 5,154,976 | 5,234,217 | 5,312,835 | 5,390,879 | 5,468,403 | 5,545,458 | 5,622,092 | 5,698,353 | 5,774,283 |
| Total | 6,803,323 | 6,898,670 | 6,993,299 | 7,087,260 | 7,180,614 | 7,273,423 | 7,365,748 | 7,457,648 | 7,549,178 | 7,640,392 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 8,284,322 | 8,046,851 | 7,805,241 | 7,560,637 | 7,312,373 | 7,070,498 | 6,833,571 | 6,598,793 | 6,364,244 | 6,132,269 |
| PV Annual Program Marketing and Admin Costs | 1,048,002 | 1,005,774 | 965,142 | 926,059 | 888,475 | 852,342 | 817,613 | 784,242 | 752,183 | 721,390 |
| PV Net Measure Costs | 4,265,242 | 4,120,153 | 3,977,948 | 3,838,919 | 3,703,271 | 3,571,144 | 3,442,629 | 3,317,778 | 3,196,612 | 3,079,128 |
| TRC | 1.56 | 1.57 | 1.58 | 1.59 | 1.59 | 1.60 | 1.60 | 1.61 | 1.61 | 1.61 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 69 | $4 68 | $4 67 | $4 67 | $4 66 | $4 66 | $4 66 | $4 65 | $4 65 | $4 65 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 8,284,322 | 8,046,851 | 7,805,241 | 7,560,637 | 7,312,373 | 7,070,498 | 6,833,571 | 6,598,793 | 6,364,244 | 6,132,269 |
| PV Annual Program Costs | 4,125,490 | 3,979,196 | 3,836,962 | 3,698,786 | 3,564,658 | 3,434,556 | 3,308,446 | 3,186,284 | 3,068,017 | 2,953,582 |
| PV Lost Revenue | 16 563 920 | 16 044 835 | 15 527 207 | 15 012 744 | 14 501 181 | 14 002 841 | 13 516 456 | 13 039 331 | 12 569 586 | 12 109 560 |
| RIM | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.41 | 0.41 | 0.41 | 0.41 | 0.41 |

| |
|---|
| Gas |
| Residential |
| Existing Total |
| 1 Year Payback |

| Residential Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 11,726,866 | 23,353,086 | 34,609,373 | 45,328,823 | 55,427,765 | 64,883,584 | 73,714,071 | 81,960,662 | 89,676,196 | 96,916,801 |
| Cumulative Net Energy Savings - Therms | 4,802,636 | 10,156,119 | 15,760,754 | 21,406,342 | 26,958,215 | 32,342,519 | 37,538,358 | 42,527,576 | 47,308,512 | 51,889,334 |
| New Net Energy Savings - Therms | 4,802,636 | 5,353,483 | 5,604,635 | 5,645,588 | 5,551,873 | 5,384,303 | 5,195,840 | 4,989,218 | 4,780,936 | 4,580,821 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,380,000 | 4,408,198 | 4,405,675 | 4,378,168 | 4,331,091 | 4,269,368 | 4,197,324 | 4,118,653 | 4,036,421 | 3,953,102 |
| Marketing | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 |
| Incentives | 18,117,748 | 18,308,577 | 18,245,299 | 17,975,762 | 17,545,163 | 16,994,567 | 16,360,062 | 15,672,434 | 14,957,218 | 14,235,009 |
| Total | 23,419,814 | 23,638,840 | 23,573,039 | 23,275,995 | 22,798,320 | 22,186,000 | 21,479,451 | 20,713,152 | 19,915,704 | 19,110,177 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 44,170,158 | 46,332,950 | 45,901,825 | 44,014,793 | 41,324,522 | 38,377,656 | 35,438,434 | 32,516,972 | 29,804,729 | 27,329,082 |
| PV Annual Program Marketing and Admin Costs | 5,302,065 | 5,070,188 | 4,820,521 | 4,561,643 | 4,300,532 | 4,042,635 | 3,792,022 | 3,551,571 | 3,323,171 | 3,107,911 |
| PV Net Measure Costs | 26,640,934 | 26,677,142 | 25,980,880 | 24,789,799 | 23,292,835 | 21,634,383 | 19,921,385 | 18,223,959 | 16,591,419 | 15,054,538 |
| TRC | 1.38 | 1.46 | 1.49 | 1.50 | 1.50 | 1.49 | 1.49 | 1.49 | 1.50 | 1.50 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 88 | $4.42 | $4 21 | $4.12 | $4.11 | $4.12 | $4.13 | $4.15 | $4.17 | $4.17 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 44 170 158 | 46 332 950 | 45 901 825 | 44 014 793 | 41 324 522 | 38 377 656 | 35 438 434 | 32 516 972 | 29 804 729 | 27 329 082 |
| PV Annual Program Costs | 23 419 814 | 22 485 451 | 21 328 803 | 20 032 474 | 18 663 996 | 17 276 518 | 15 910 208 | 14 593 999 | 13 347 478 | 12 182 705 |
| PV Lost Revenue | 89 332 733 | 94 219 202 | 93 588 518 | 89 706 196 | 84 065 089 | 77 805 746 | 71 630 001 | 65 573 675 | 59 935 864 | 54 790 398 |
| RIM | 0.39 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.41 | 0.41 | 0.41 |

| Residential Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 103,329,003 | 109,291,125 | 114,853,454 | 120,061,016 | 124,953,731 | 129,510,892 | 133,808,593 | 137,874,761 | 141,733,622 | 145,407,328 |
| Cumulative Net Energy Savings - Therms | 56,003,863 | 59,867,961 | 63,502,682 | 66,928,652 | 70,165,432 | 73,179,358 | 76,028,047 | 78,727,446 | 81,291,700 | 83,734,374 |
| New Net Energy Savings - Therms | 4,114,530 | 3,864,098 | 3,634,721 | 3,425,970 | 3,236,780 | 3,013,925 | 2,848,689 | 2,699,399 | 2,564,254 | 2,442,674 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,868,816 | 3,788,330 | 3,711,258 | 3,638,344 | 3,570,060 | 3,491,511 | 3,430,090 | 3,373,742 | 3,322,206 | 3,275,494 |
| Marketing | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 |
| Incentives | 13,508,489 | 12,814,161 | 12,150,135 | 11,522,518 | 10,935,143 | 10,278,352 | 9,754,069 | 9,273,289 | 8,833,844 | 8,435,532 |
| Total | 18,299,371 | 17,524,556 | 16,783,459 | 16,082,928 | 15,427,268 | 14,691,929 | 14,106,224 | 13,569,097 | 13,078,116 | 12,633,091 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 23,475,850 | 21,087,370 | 18,955,441 | 17,058,571 | 15,369,856 | 13,650,015 | 12,303,672 | 11,111,970 | 10,050,766 | 9,109,926 |
| PV Annual Program Marketing and Admin Costs | 2,905,159 | 2,716,985 | 2,542,131 | 2,380,042 | 2,230,017 | 2,084,118 | 1,954,841 | 1,835,386 | 1,724,889 | 1,622,670 |
| PV Net Measure Costs | 13,357,822 | 11,995,409 | 10,763,785 | 9,658,357 | 8,671,703 | 7,710,534 | 6,920,667 | 6,223,282 | 5,607,994 | 5,066,522 |
| TRC | 1.44 | 1.43 | 1.42 | 1.42 | 1.41 | 1.39 | 1.39 | 1.38 | 1.37 | 1.36 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4.45 | $4 54 | $4 62 | $4 69 | $4.77 | $4 87 | $4 95 | $5 03 | $5.10 | $5.17 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 23,475,850 | 21,087,370 | 18,955,441 | 17,058,571 | 15,369,856 | 13,650,015 | 12,303,672 | 11,111,970 | 10,050,766 | 9,109,926 |
| PV Annual Program Costs | 11,096,617 | 10,108,272 | 9,208,456 | 8,393,555 | 7,658,527 | 6,937,620 | 6,336,040 | 5,797,403 | 5,314,999 | 4,883,634 |
| PV Lost Revenue | 46 938 316 | 42 046 679 | 37 708 641 | 33 872 274 | 30 479 993 | 27 033 313 | 24 336 039 | 21 957 448 | 19 850 583 | 17 989 621 |
| RIM | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 |

| |
|---|
| **Electric** |
| **All** |
| **Total** |
| **75% Fixed Incentive** |

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 1,442,504,127 | 2,972,995,157 | 4,485,056,272 | 5,568,951,316 | 6,560,197,231 | 7,446,006,271 | 8,218,508,107 | 8,887,266,894 | 9,457,062,460 | 9,949,600,662 |
| **Cumulative Gross Peak Demand - kW** | 262,226 | 557,140 | 861,087 | 1,132,065 | 1,382,378 | 1,605,111 | 1,797,024 | 1,958,923 | 2,092,825 | 2,203,053 |
| **Cumulative Net Energy Savings - kWh** | 1,098,718,064 | 2,303,251,008 | 3,505,957,375 | 4,339,166,250 | 5,100,519,001 | 5,771,684,200 | 6,345,577,535 | 6,829,471,812 | 7,231,895,340 | 7,569,169,510 |
| **Cumulative Net Peak Demand Savings - kW** | 204,896 | 446,107 | 699,680 | 926,766 | 1,136,660 | 1,321,888 | 1,479,198 | 1,609,105 | 1,713,865 | 1,797,259 |
| **New Net Energy Savings - kWh** | 1,098,718,064 | 1,204,532,944 | 1,202,706,367 | 833,208,875 | 761,352,751 | 671,165,199 | 573,893,335 | 483,894,277 | 402,423,528 | 337,274,169 |
| **New Net Peak Demand Savings - kW** | 204,896 | 241,211 | 253,572 | 227,086 | 209,895 | 185,227 | 157,310 | 129,907 | 104,760 | 83,394 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 31,444,569 | 33,578,272 | 34,931,451 | 33,364,264 | 33,405,139 | 33,065,307 | 32,511,031 | 31,872,884 | 31,238,599 | 30,660,715 |
| **Marketing** | 22,484,626 | 22,609,260 | 22,736,934 | 21,907,722 | 22,041,700 | 22,178,946 | 22,319,539 | 22,463,561 | 22,611,096 | 22,762,230 |
| **Incentives** | 160,890,942 | 178,658,803 | 187,679,534 | 179,015,260 | 175,241,303 | 167,430,890 | 157,353,495 | 146,426,830 | 135,634,420 | 125,584,391 |
| **Total** | 214,820,137 | 234,846,335 | 245,347,919 | 234,287,247 | 230,688,142 | 222,675,143 | 212,184,065 | 200,763,275 | 189,484,115 | 179,007,335 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 1,063,463,009 | 1,135,508,909 | 1,097,845,246 | 796,808,575 | 698,185,968 | 588,560,991 | 479,566,449 | 382,164,392 | 299,039,940 | 233,893,319 |
| **PV Annual Program Marketing and Admin Costs** | 53,929,195 | 53,446,024 | 52,178,151 | 47,569,809 | 45,391,922 | 43,019,398 | 40,613,969 | 38,284,180 | 36,089,994 | 34,057,035 |
| **PV Net Measure Costs** | 217,667,469 | 237,210,785 | 240,246,469 | 218,667,733 | 203,459,801 | 184,125,776 | 163,457,835 | 143,501,276 | 125,287,515 | 109,356,264 |
| **TRC Ratio** | 3 92 | 3 91 | 3.75 | 2 99 | 2 81 | 2.59 | 2.35 | 2.10 | 1.85 | 1.63 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0.20 | $0.19 | $0.20 | $0.28 | $0.30 | $0 33 | $0 37 | $0.41 | $0.47 | $0 53 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 1,063,463,009 | 1,135,508,909 | 1,097,845,246 | 796,808,575 | 698,185,968 | 588,560,991 | 479,566,449 | 382,164,392 | 299,039,940 | 233,893,319 |
| **PV Annual Program Costs** | 214,820,137 | 223,387,688 | 221,989,928 | 201,639,209 | 188,854,376 | 173,399,950 | 157,168,475 | 141,453,074 | 126,992,003 | 114,116,866 |
| **PV Lost Revenue** | 1,282,019,948 | 1,341,640,265 | 1,278,951,300 | 815,183,621 | 713,636,832 | 601,444,612 | 490,272,771 | 393,065,257 | 309,847,356 | 245,340,578 |
| **RIM** | 0.71 | 0.73 | 0.73 | 0.78 | 0.77 | 0.76 | 0.74 | 0.71 | 0.68 | 0.65 |

| | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 9,115,366,821 | 9,478,681,236 | 9,788,478,886 | 10,061,487,466 | 10,304,235,303 | 10,522,614,035 | 10,719,192,466 | 10,900,002,639 | 11,066,502,406 | 11,222,328,787 |
| **Cumulative Gross Peak Demand - kW** | 2,208,025 | 2,280,652 | 2,338,932 | 2,386,107 | 2,424,425 | 2,455,279 | 2,480,038 | 2,500,124 | 2,516,049 | 2,528,884 |
| **Cumulative Net Energy Savings - kWh** | 6,721,328,193 | 6,951,639,876 | 7,142,773,027 | 7,305,730,143 | 7,446,241,364 | 7,569,432,627 | 7,679,824,224 | 7,780,290,148 | 7,872,604,489 | 7,959,016,011 |
| **Cumulative Net Peak Demand Savings - kW** | 1,787,838 | 1,837,866 | 1,875,827 | 1,904,392 | 1,925,672 | 1,940,932 | 1,951,644 | 1,958,904 | 1,963,204 | 1,965,439 |
| **New Net Energy Savings - kWh** | 273,825,331 | 230,311,683 | 191,133,151 | 162,957,116 | 140,511,221 | 123,191,263 | 110,391,597 | 100,465,924 | 92,314,341 | 86,411,522 |
| **New Net Peak Demand Savings - kW** | 64,586 | 50,028 | 37,962 | 28,564 | 21,281 | 15,260 | 10,712 | 7,260 | 4,300 | 2,235 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 29,952,479 | 29,457,682 | 28,649,825 | 28,057,262 | 27,474,072 | 26,833,380 | 26,260,547 | 25,758,838 | 25,115,533 | 24,675,835 |
| **Marketing** | 22,917,049 | 23,075,645 | 23,238,109 | 23,404,535 | 23,575,021 | 23,749,665 | 23,928,568 | 24,111,835 | 24,299,572 | 24,491,888 |
| **Incentives** | 115,416,984 | 107,148,657 | 99,103,564 | 92,136,792 | 85,831,542 | 79,957,111 | 74,947,919 | 70,693,326 | 66,635,814 | 63,398,201 |
| **Total** | 168,286,512 | 159,681,984 | 150,991,498 | 143,598,589 | 136,880,635 | 130,540,155 | 125,137,034 | 120,564,000 | 116,050,919 | 112,565,924 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 177,761,220 | 138,157,684 | 105,682,301 | 82,268,575 | 64,553,616 | 51,071,061 | 41,285,058 | 33,952,825 | 28,055,208 | 23,830,040 |
| **PV Annual Program Marketing and Admin Costs** | 32,059,732 | 30,301,547 | 28,468,968 | 26,857,510 | 25,342,197 | 23,885,627 | 22,543,257 | 21,307,270 | 20,082,498 | 19,006,999 |
| **PV Net Measure Costs** | 94,567,618 | 82,787,007 | 72,119,739 | 63,257,128 | 55,644,461 | 48,991,063 | 43,444,819 | 38,807,896 | 34,650,436 | 31,263,539 |
| **TRC Ratio** | 1.40 | 1 22 | 1 05 | 0 91 | 0 80 | 0.70 | 0.63 | 0 56 | 0.51 | 0.47 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0.61 | $0.69 | $0.79 | $0.88 | $0.97 | $1 06 | $1.13 | $1.20 | $1 26 | $1 30 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 177,761,220 | 138,157,684 | 105,682,301 | 82,268,575 | 64,553,616 | 51,071,061 | 41,285,058 | 33,952,825 | 28,055,208 | 23,830,040 |
| **PV Annual Program Costs** | 102,047,828 | 92,105,555 | 82,843,386 | 74,942,981 | 67,951,375 | 61,641,870 | 56,207,334 | 51,511,028 | 47,163,563 | 43,515,142 |
| **PV Lost Revenue** | 189,185,178 | 149,891,232 | 116,395,922 | 92,660,511 | 74,439,091 | 60,756,579 | 50,683,043 | 42,944,847 | 36,694,940 | 32,035,783 |
| **RIM** | 0 61 | 0 57 | 0 53 | 0.49 | 0.45 | 0.42 | 0.39 | 0 36 | 0.33 | 0.32 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Total** |
| **75% Fixed Incentive** |

| Commercial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 421,831,947 | 868,561,184 | 1,317,039,387 | 1,728,621,404 | 2,101,612,493 | 2,437,144,436 | 2,733,838,523 | 2,994,875,918 | 3,217,578,527 | 3,412,097,277 |
| Cumulative Gross Peak Demand - kW | 58,958 | 121,177 | 183,470 | 240,910 | 293,303 | 340,445 | 382,145 | 418,782 | 450,310 | 477,825 |
| Cumulative Net Energy Savings - kWh | 261,274,350 | 555,415,811 | 858,808,992 | 1,142,986,913 | 1,400,575,966 | 1,628,222,550 | 1,824,735,919 | 1,992,462,613 | 2,132,446,706 | 2,250,487,572 |
| Cumulative Net Peak Demand Savings - kW | 38,157 | 80,889 | 124,905 | 166,435 | 204,436 | 238,281 | 267,769 | 293,163 | 314,705 | 333,080 |
| New Net Energy Savings - kWh | 261,274,350 | 294,141,460 | 303,393,182 | 284,177,920 | 257,589,053 | 227,646,585 | 196,513,368 | 167,726,695 | 139,984,093 | 118,040,866 |
| New Net Peak Demand Savings - kW | 38,157 | 42,732 | 44,016 | 41,530 | 38,000 | 33,846 | 29,487 | 25,395 | 21,542 | 18,375 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,527,815 | 5,666,716 | 5,755,047 | 5,591,551 | 5,543,714 | 5,450,779 | 5,328,516 | 5,190,755 | 5,047,627 | 4,905,708 |
| Marketing | 10,430,000 | 10,430,000 | 10,430,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 |
| Incentives | 56,826,670 | 59,659,334 | 61,269,567 | 61,197,606 | 59,733,833 | 57,266,302 | 54,158,043 | 50,718,160 | 47,178,737 | 43,698,771 |
| Total | 72,784,486 | 75,756,050 | 77,454,613 | 76,819,157 | 75,307,547 | 72,747,081 | 69,516,559 | 65,938,915 | 62,256,364 | 58,634,479 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 233,851,744 | 250,084,772 | 245,343,117 | 219,365,436 | 190,356,817 | 161,386,554 | 133,730,950 | 109,292,986 | 87,519,163 | 70,729,970 |
| PV Annual Program Marketing and Admin Costs | 15,957,815 | 15,311,323 | 14,644,173 | 13,444,680 | 12,749,524 | 12,055,079 | 11,376,323 | 10,724,185 | 10,105,006 | 9,521,488 |
| PV Net Measure Costs | 73,287,010 | 75,667,945 | 75,261,361 | 71,541,067 | 66,616,180 | 60,739,771 | 54,511,115 | 48,373,696 | 42,587,351 | 37,313,997 |
| TRC Ratio | 2 62 | 2.75 | 2.73 | 2 58 | 2.40 | 2.22 | 2.03 | 1 85 | 1.66 | 1.51 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.28 | $0.26 | $0.26 | $0.27 | $0.29 | $0 32 | $0 35 | $0.39 | $0.44 | $0 50 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 233,851,744 | 250,084,772 | 245,343,117 | 219,365,436 | 190,356,817 | 161,386,554 | 133,730,950 | 109,292,986 | 87,519,163 | 70,729,970 |
| PV Annual Program Costs | 72,784,486 | 72,059,753 | 70,080,660 | 66,114,371 | 61,651,022 | 56,649,072 | 51,492,140 | 46,459,006 | 41,724,133 | 37,379,379 |
| PV Lost Revenue | 278,148,739 | 299,407,569 | 295,231,162 | 264,312,082 | 228,950,437 | 193,319,699 | 159,410,775 | 129,940,351 | 103,547,159 | 83,350,146 |
| RIM | 0 67 | 0 67 | 0 67 | 0 66 | 0 66 | 0.65 | 0.63 | 0 62 | 0.60 | 0.59 |

| Commercial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,530,395,161 | 3,678,100,773 | 3,804,779,175 | 3,917,573,464 | 4,017,820,809 | 4,108,536,432 | 4,189,476,453 | 4,263,942,805 | 4,332,745,506 | 4,397,182,474 |
| Cumulative Gross Peak Demand - kW | 495,804 | 516,685 | 534,769 | 550,835 | 565,144 | 578,016 | 589,560 | 600,136 | 609,871 | 618,935 |
| Cumulative Net Energy Savings - kWh | 2,332,002,084 | 2,414,703,689 | 2,484,687,603 | 2,545,231,889 | 2,597,243,106 | 2,643,278,554 | 2,685,045,999 | 2,723,290,586 | 2,758,783,995 | 2,792,271,908 |
| Cumulative Net Peak Demand Savings - kW | 346,664 | 359,925 | 371,327 | 381,285 | 390,003 | 397,738 | 404,749 | 411,159 | 417,083 | 422,627 |
| New Net Energy Savings - kWh | 97,485,074 | 82,701,605 | 69,983,913 | 60,544,286 | 52,011,217 | 46,035,448 | 41,767,445 | 38,244,587 | 35,493,409 | 33,487,913 |
| New Net Peak Demand Savings - kW | 15,455 | 13,261 | 11,401 | 9,959 | 8,717 | 7,735 | 7,011 | 6,411 | 5,924 | 5,544 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,754,460 | 4,626,575 | 4,510,213 | 4,406,456 | 4,289,764 | 4,198,316 | 4,124,351 | 4,060,538 | 4,003,932 | 3,957,140 |
| Marketing | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 | 10,030,000 |
| Incentives | 40,230,759 | 37,147,118 | 34,344,985 | 31,841,591 | 29,372,106 | 27,320,617 | 25,595,911 | 24,109,322 | 22,817,234 | 21,732,691 |
| Total | 55,015,218 | 51,803,693 | 48,885,197 | 46,278,047 | 43,691,869 | 41,548,933 | 39,750,262 | 38,199,861 | 36,851,166 | 35,719,830 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 56,137,215 | 45,658,197 | 37,042,352 | 30,642,814 | 25,231,583 | 21,313,619 | 18,448,322 | 16,110,557 | 14,243,390 | 12,782,247 |
| PV Annual Program Marketing and Admin Costs | 8,965,199 | 8,454,003 | 7,977,671 | 7,534,273 | 7,108,731 | 6,718,699 | 6,357,657 | 6,020,189 | 5,703,447 | 5,407,075 |
| PV Net Measure Costs | 32,460,641 | 28,331,629 | 24,756,079 | 21,698,757 | 18,914,108 | 16,635,796 | 14,747,035 | 13,149,396 | 11,784,005 | 10,636,431 |
| TRC Ratio | 1 36 | 1 24 | 1.13 | 1 05 | 0 97 | 0.91 | 0.87 | 0 84 | 0.81 | 0.80 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.56 | $0.63 | $0.70 | $0.76 | $0.84 | $0 90 | $0 95 | $1.00 | $1 04 | $1 07 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 56,137,215 | 45,658,197 | 37,042,352 | 30,642,814 | 25,231,583 | 21,313,619 | 18,448,322 | 16,110,557 | 14,243,390 | 12,782,247 |
| PV Annual Program Costs | 33,360,865 | 29,880,690 | 26,821,479 | 24,152,151 | 21,689,866 | 19,619,664 | 17,854,476 | 16,320,909 | 14,976,463 | 13,808,384 |
| PV Lost Revenue | 65,692,916 | 53,172,563 | 42,918,684 | 35,405,544 | 28,994,405 | 24,456,318 | 21,138,463 | 18,432,739 | 16,285,136 | 14,621,304 |
| RIM | 0 57 | 0 55 | 0 53 | 0 51 | 0 50 | 0.48 | 0.47 | 0.46 | 0.46 | 0.45 |

| |
|---|
| Electric |
| Industrial |
| Total |
| 75% Fixed Incentive |

| Industrial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 220,229,565 | 449,807,708 | 672,903,495 | 879,511,032 | 1,065,168,456 | 1,229,632,107 | 1,375,242,799 | 1,505,561,087 | 1,624,324,534 | 1,735,005,364 |
| Cumulative Gross Peak Demand - kW | 20,211 | 41,476 | 62,417 | 82,126 | 100,157 | 116,430 | 131,102 | 144,456 | 156,807 | 168,463 |
| Cumulative Net Energy Savings - kWh | 152,265,962 | 320,387,898 | 487,592,039 | 643,084,396 | 781,740,090 | 902,754,366 | 1,007,990,650 | 1,100,601,018 | 1,183,974,580 | 1,261,278,900 |
| Cumulative Net Peak Demand Savings - kW | 13,903 | 29,453 | 45,187 | 60,124 | 73,756 | 85,953 | 96,826 | 106,622 | 115,626 | 124,117 |
| New Net Energy Savings - kWh | 152,265,962 | 168,121,935 | 167,204,141 | 155,492,358 | 138,655,694 | 121,014,276 | 105,236,283 | 92,610,368 | 83,373,562 | 77,304,320 |
| New Net Peak Demand Savings - kW | 13,903 | 15,551 | 15,734 | 14,937 | 13,632 | 12,196 | 10,873 | 9,797 | 9,004 | 8,491 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 7,416,753 | 7,612,754 | 7,574,613 | 7,370,988 | 7,072,275 | 6,737,800 | 6,409,702 | 6,114,761 | 5,864,620 | 5,662,825 |
| Marketing | 4,960,000 | 5,080,976 | 5,204,902 | 5,331,851 | 5,461,896 | 5,595,113 | 5,731,579 | 5,871,374 | 6,014,578 | 6,161,275 |
| Incentives | 25,028,198 | 26,394,970 | 26,197,094 | 24,892,816 | 22,951,955 | 20,770,475 | 18,629,267 | 16,707,883 | 15,083,547 | 13,780,571 |
| Total | 37,404,952 | 39,088,699 | 38,976,608 | 37,595,655 | 35,486,126 | 33,103,387 | 30,770,548 | 28,694,017 | 26,962,745 | 25,604,671 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 117,980,827 | 124,428,573 | 118,297,240 | 105,499,039 | 90,407,349 | 76,048,574 | 63,738,864 | 53,886,839 | 46,568,779 | 41,401,484 |
| PV Annual Program Marketing and Admin Costs | 12,376,753 | 12,074,375 | 11,562,859 | 10,932,692 | 10,261,182 | 9,603,795 | 8,993,261 | 8,445,148 | 7,961,422 | 7,537,843 |
| PV Net Measure Costs | 37,379,947 | 38,609,782 | 36,871,065 | 33,351,894 | 29,063,392 | 24,732,485 | 20,790,482 | 17,452,093 | 14,751,422 | 12,644,539 |
| TRC Ratio | 2 37 | 2.45 | 2.44 | 2 38 | 2 30 | 2.21 | 2.14 | 2 08 | 2.05 | 2.05 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.25 | $0.23 | $0.23 | $0.24 | $0.26 | $0 27 | $0 29 | $0.31 | $0 32 | $0 33 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 117,980,827 | 124,428,573 | 118,297,240 | 105,499,039 | 90,407,349 | 76,048,574 | 63,738,864 | 53,886,839 | 46,568,779 | 41,401,484 |
| PV Annual Program Costs | 37,404,952 | 37,181,479 | 35,265,897 | 32,356,683 | 29,050,952 | 25,778,026 | 22,792,287 | 20,217,129 | 18,070,396 | 16,322,933 |
| PV Lost Revenue | 120,726,347 | 127,452,929 | 121,177,592 | 107,709,657 | 91,784,784 | 76,536,833 | 63,578,457 | 53,434,330 | 45,931,091 | 40,653,379 |
| RIM | 0.75 | 0.76 | 0.76 | 0.75 | 0.75 | 0.74 | 0.74 | 0.73 | 0.73 | 0.73 |

| Industrial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 1,831,029,123 | 1,921,346,506 | 2,007,286,394 | 2,090,419,102 | 2,171,576,897 | 2,250,696,262 | 2,328,270,966 | 2,404,713,567 | 2,480,265,431 | 2,555,099,491 |
| Cumulative Gross Peak Demand - kW | 178,674 | 188,367 | 197,651 | 206,688 | 215,566 | 224,249 | 232,799 | 241,254 | 249,634 | 257,952 |
| Cumulative Net Energy Savings - kWh | 1,326,185,618 | 1,386,888,478 | 1,444,545,118 | 1,500,530,208 | 1,555,532,939 | 1,609,367,359 | 1,662,393,357 | 1,714,918,892 | 1,767,093,790 | 1,819,009,513 |
| Cumulative Net Peak Demand Savings - kW | 131,374 | 138,247 | 144,832 | 151,273 | 157,644 | 163,899 | 170,088 | 176,238 | 182,363 | 188,467 |
| New Net Energy Savings - kWh | 64,906,718 | 60,702,860 | 57,656,640 | 55,985,090 | 55,002,732 | 53,834,420 | 53,025,998 | 52,525,535 | 52,174,898 | 51,915,723 |
| New Net Peak Demand Savings - kW | 7,256 | 6,873 | 6,585 | 6,441 | 6,371 | 6,255 | 6,188 | 6,151 | 6,124 | 6,104 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 5,393,971 | 5,246,461 | 5,122,050 | 5,032,117 | 4,962,836 | 4,897,946 | 4,851,057 | 4,814,429 | 4,784,024 | 4,757,686 |
| Marketing | 6,311,550 | 6,465,490 | 6,623,185 | 6,784,726 | 6,950,207 | 7,119,724 | 7,293,376 | 7,471,263 | 7,653,489 | 7,840,160 |
| Incentives | 11,933,623 | 10,964,172 | 10,139,071 | 9,549,334 | 9,095,841 | 8,660,417 | 8,348,728 | 8,105,201 | 7,901,625 | 7,723,675 |
| Total | 23,639,144 | 22,676,123 | 21,884,306 | 21,366,178 | 21,008,884 | 20,678,087 | 20,493,161 | 20,390,894 | 20,339,139 | 20,321,521 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 33,341,593 | 29,845,346 | 27,056,110 | 25,037,282 | 23,416,941 | 21,811,703 | 20,464,281 | 19,303,499 | 18,253,767 | 17,286,519 |
| PV Annual Program Marketing and Admin Costs | 7,098,151 | 6,755,526 | 6,444,171 | 6,167,118 | 5,913,968 | 5,674,819 | 5,454,869 | 5,249,068 | 5,054,656 | 4,870,009 |
| PV Net Measure Costs | 10,169,446 | 8,765,914 | 7,619,209 | 6,773,316 | 6,107,844 | 5,515,999 | 5,049,407 | 4,661,957 | 4,324,806 | 4,026,540 |
| TRC Ratio | 1 93 | 1 92 | 1 92 | 1 93 | 1 95 | 1.95 | 1.95 | 1 95 | 1.95 | 1.94 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.36 | $0.37 | $0.38 | $0.38 | $0.38 | $0 38 | $0 39 | $0.39 | $0 39 | $0 39 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 33,341,593 | 29,845,346 | 27,056,110 | 25,037,282 | 23,416,941 | 21,811,703 | 20,464,281 | 19,303,499 | 18,253,767 | 17,286,519 |
| PV Annual Program Costs | 14,334,620 | 13,079,728 | 12,007,100 | 11,150,841 | 10,429,397 | 9,764,321 | 9,204,836 | 8,712,020 | 8,265,908 | 7,855,786 |
| PV Lost Revenue | 32,575,341 | 29,067,101 | 26,333,975 | 24,383,127 | 22,836,017 | 21,299,904 | 19,986,800 | 18,854,251 | 17,828,886 | 16,881,687 |
| RIM | 0.71 | 0.71 | 0.71 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 |

| |
|---|
| Electric |
| Residential |
| Total |
| 75% Fixed Incentive |

| Residential Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 800,442,614 | 1,654,626,265 | 2,495,113,391 | 2,960,818,880 | 3,393,416,282 | 3,779,229,728 | 4,109,426,786 | 4,386,829,889 | 4,615,159,400 | 4,802,498,021 |
| Cumulative Gross Peak Demand - kW | 183,057 | 394,487 | 615,201 | 809,029 | 988,918 | 1,148,235 | 1,283,777 | 1,395,685 | 1,485,708 | 1,556,765 |
| Cumulative Net Energy Savings - kWh | 685,177,752 | 1,427,447,300 | 2,159,556,344 | 2,553,094,941 | 2,918,202,945 | 3,240,707,283 | 3,512,850,967 | 3,736,408,181 | 3,915,474,055 | 4,057,403,038 |
| Cumulative Net Peak Demand Savings - kW | 152,836 | 335,765 | 529,587 | 700,206 | 858,468 | 997,654 | 1,114,603 | 1,209,319 | 1,283,533 | 1,340,062 |
| New Net Energy Savings - kWh | 685,177,752 | 742,269,548 | 732,109,044 | 393,538,597 | 365,108,004 | 322,504,338 | 272,143,684 | 223,557,214 | 179,065,874 | 141,928,983 |
| New Net Peak Demand Savings - kW | 152,836 | 182,928 | 193,823 | 170,619 | 158,262 | 139,186 | 116,950 | 94,716 | 74,214 | 56,529 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 18,500,000 | 20,298,802 | 21,601,792 | 20,401,725 | 20,789,149 | 20,876,728 | 20,772,813 | 20,567,369 | 20,326,352 | 20,092,182 |
| Marketing | 7,094,626 | 7,098,285 | 7,102,032 | 6,545,872 | 6,549,804 | 6,553,833 | 6,557,960 | 6,562,188 | 6,566,519 | 6,570,955 |
| Incentives | 79,036,073 | 92,604,499 | 100,212,873 | 92,924,839 | 92,555,515 | 89,394,114 | 84,566,185 | 79,000,786 | 73,372,136 | 68,105,048 |
| Total | 104,630,699 | 120,001,586 | 128,916,698 | 119,872,435 | 119,894,469 | 116,824,675 | 111,896,959 | 106,130,342 | 100,265,007 | 94,768,185 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 711,630,438 | 760,995,564 | 734,204,888 | 471,944,100 | 417,421,802 | 351,125,863 | 282,096,634 | 218,984,568 | 164,951,998 | 121,761,865 |
| PV Annual Program Marketing and Admin Costs | 25,594,626 | 26,060,325 | 25,971,119 | 23,192,436 | 22,381,216 | 21,360,525 | 20,244,385 | 19,114,846 | 18,023,566 | 16,997,704 |
| PV Net Measure Costs | 107,000,512 | 122,933,058 | 128,114,043 | 113,774,771 | 107,780,229 | 98,653,520 | 88,156,239 | 77,675,487 | 67,948,743 | 59,397,728 |
| TRC Ratio | 5.37 | 5.11 | 4.76 | 3.45 | 3.21 | 2.93 | 2.60 | 2.26 | 1.92 | 1.59 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.15 | $0.16 | $0.18 | $0.30 | $0.33 | $0.36 | $0.41 | $0.47 | $0.56 | $0.67 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 711,630,438 | 760,995,564 | 734,204,888 | 471,944,100 | 417,421,802 | 351,125,863 | 282,096,634 | 218,984,568 | 164,951,998 | 121,761,865 |
| PV Annual Program Costs | 104,630,699 | 114,146,456 | 116,643,371 | 103,168,155 | 98,152,401 | 90,972,852 | 82,884,049 | 74,776,939 | 67,197,474 | 60,414,554 |
| PV Lost Revenue | 883,144,862 | 914,779,767 | 862,542,546 | 443,161,883 | 392,901,611 | 331,588,081 | 267,283,539 | 209,690,577 | 160,369,106 | 121,337,054 |
| RIM | 0.72 | 0.74 | 0.75 | 0.86 | 0.85 | 0.83 | 0.81 | 0.77 | 0.72 | 0.67 |

| Residential Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,753,942,537 | 3,879,233,957 | 3,976,413,318 | 4,053,494,900 | 4,114,837,597 | 4,163,381,341 | 4,201,445,046 | 4,231,346,267 | 4,253,491,469 | 4,270,046,822 |
| Cumulative Gross Peak Demand - kW | 1,533,546 | 1,575,600 | 1,606,513 | 1,628,584 | 1,643,714 | 1,653,013 | 1,657,679 | 1,658,734 | 1,656,543 | 1,651,996 |
| Cumulative Net Energy Savings - kWh | 3,063,140,492 | 3,150,047,709 | 3,213,540,307 | 3,259,968,046 | 3,293,465,318 | 3,316,786,714 | 3,332,384,868 | 3,342,080,670 | 3,346,726,704 | 3,347,734,590 |
| Cumulative Net Peak Demand Savings - kW | 1,309,800 | 1,339,693 | 1,359,669 | 1,371,833 | 1,378,025 | 1,379,295 | 1,376,808 | 1,371,506 | 1,363,758 | 1,354,345 |
| New Net Energy Savings - kWh | 111,433,540 | 86,907,218 | 63,492,598 | 46,427,739 | 33,497,272 | 23,321,395 | 15,598,154 | 9,695,802 | 4,646,034 | 1,007,886 |
| New Net Peak Demand Savings - kW | 41,875 | 29,894 | 19,975 | 12,164 | 6,192 | 1,270 | -2,487 | -5,302 | -7,748 | -9,413 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 19,804,048 | 19,584,645 | 19,017,562 | 18,618,689 | 18,221,472 | 17,737,118 | 17,285,140 | 16,883,870 | 16,327,577 | 15,961,009 |
| Marketing | 6,575,500 | 6,580,155 | 6,584,924 | 6,589,809 | 6,594,814 | 6,599,940 | 6,605,192 | 6,610,572 | 6,616,083 | 6,621,728 |
| Incentives | 63,252,602 | 59,037,368 | 54,619,509 | 50,745,866 | 47,363,596 | 43,976,077 | 41,003,280 | 38,478,803 | 35,916,954 | 33,941,835 |
| Total | 89,632,150 | 85,202,168 | 80,221,995 | 75,954,365 | 72,179,882 | 68,313,135 | 64,893,612 | 61,973,245 | 58,860,614 | 56,524,573 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 88,282,412 | 62,654,140 | 41,583,839 | 26,588,479 | 15,905,092 | 7,945,739 | 2,372,455 | -1,461,231 | -4,441,950 | -6,238,725 |
| PV Annual Program Marketing and Admin Costs | 15,996,383 | 15,092,018 | 14,047,126 | 13,156,118 | 12,319,498 | 11,492,110 | 10,730,731 | 10,038,012 | 9,324,396 | 8,729,916 |
| PV Net Measure Costs | 51,937,531 | 45,689,464 | 39,744,451 | 34,785,055 | 30,622,510 | 26,839,268 | 23,648,377 | 20,996,543 | 18,541,625 | 16,600,568 |
| TRC Ratio | 1.30 | 1.03 | 0.77 | 0.55 | 0.37 | 0.21 | 0.07 | -0.05 | -0.16 | -0.25 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.80 | $0.98 | $1.26 | $1.64 | $2.15 | $2.93 | $4.16 | $6.39 | $12.67 | $56.08 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 88,282,412 | 62,654,140 | 41,583,839 | 26,588,479 | 15,905,092 | 7,945,739 | 2,372,455 | -1,461,231 | -4,441,950 | -6,238,725 |
| PV Annual Program Costs | 54,352,343 | 49,145,137 | 44,014,807 | 39,639,989 | 35,832,112 | 32,257,886 | 29,148,021 | 26,478,100 | 23,921,192 | 21,850,972 |
| PV Lost Revenue | 90,916,921 | 67,651,569 | 47,143,264 | 32,871,840 | 22,608,669 | 15,000,357 | 9,557,780 | 5,657,857 | 2,580,919 | 532,792 |
| RIM | 0.61 | 0.54 | 0.46 | 0.37 | 0.27 | 0.17 | 0.06 | -0.05 | -0.17 | -0.28 |

| |
|---|
| Electric |
| Commercial |
| CFL |
| 75% Fixed Incentive |

| Commercial CFL | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 14,487,266 | 30,994,187 | 49,381,111 | | | | | | | |
| Cumulative Gross Peak Demand - kW | 1,698 | 3,633 | 5,788 | | | | | | | |
| Cumulative Net Energy Savings - kWh | 2,794,359 | 8,181,659 | 15,970,561 | | | | | | | |
| Cumulative Net Peak Demand Savings - kW | 327 | 959 | 1,871 | | | | | | | |
| New Net Energy Savings - kWh | 2,794,359 | 5,387,300 | 7,788,902 | | | | | | | |
| New Net Peak Demand Savings - kW | 327 | 631 | 912 | | | | | | | |
| Program Costs - Real | | | | | | | | | | |
| Administration | 177,655 | 177,655 | 177,655 | | | | | | | |
| Marketing | 400,000 | 400,000 | 400,000 | | | | | | | |
| Incentives | 36 | 41 | 45 | | | | | | | |
| Total | 577,691 | 577,696 | 577,701 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,444,069 | 4,479,816 | 6,156,408 | | | | | | | |
| PV Annual Program Marketing and Admin Costs | 577,655 | 549,470 | 522,661 | | | | | | | |
| PV Net Measure Costs | 221,662 | 408,464 | 564,358 | | | | | | | |
| TRC Ratio | 3 06 | 4 68 | 5 66 | | | | | | | |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.21 | $0.11 | $0.07 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,444,069 | 4,479,816 | 6,156,408 | | | | | | | |
| PV Annual Program Costs | 577,691 | 549,509 | 522,702 | | | | | | | |
| PV Lost Revenue | 2,974,832 | 5,483,751 | 7,579,362 | | | | | | | |
| RIM | 0 69 | 0.74 | 0.76 | | | | | | | |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing Retrofit (NO CFL)** |
| **75% Fixed Incentive** |

| Commercial Existing Retrofit (No CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 335,141,340 | 689,907,034 | 1,038,811,476 | 1,363,564,838 | 1,653,233,417 | 1,903,149,216 | 2,113,249,333 | 2,286,380,849 | 2,426,886,361 | 2,539,587,134 |
| Cumulative Gross Peak Demand - kW | 48,953 | 100,808 | 152,006 | 199,969 | 243,131 | 280,784 | 312,865 | 339,717 | 361,904 | 380,064 |
| Cumulative Net Energy Savings - kWh | 218,020,100 | 463,019,808 | 710,015,579 | 940,918,882 | 1,144,752,378 | 1,316,615,720 | 1,456,096,509 | 1,565,576,575 | 1,648,878,872 | 1,710,283,519 |
| Cumulative Net Peak Demand Savings - kW | 32,560 | 69,188 | 106,357 | 141,488 | 172,984 | 200,087 | 222,669 | 241,000 | 255,561 | 266,912 |
| New Net Energy Savings - kWh | 218,020,100 | 244,999,709 | 246,995,770 | 230,903,303 | 203,833,497 | 171,863,342 | 139,480,789 | 109,480,066 | 83,302,297 | 61,404,646 |
| New Net Peak Demand Savings - kW | 32,560 | 36,628 | 37,169 | 35,132 | 31,495 | 27,103 | 22,582 | 18,331 | 14,561 | 11,351 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,903,417 | 4,069,490 | 4,136,560 | 4,121,243 | 4,042,724 | 3,919,869 | 3,769,364 | 3,604,806 | 3,436,534 | 3,271,907 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 44,596,901 | 48,391,705 | 49,924,259 | 49,574,274 | 47,780,091 | 44,972,838 | 41,533,768 | 37,773,598 | 33,928,553 | 30,166,787 |
| Total | 56,360,318 | 60,321,195 | 61,920,819 | 61,555,517 | 59,682,815 | 56,752,707 | 53,163,132 | 49,238,404 | 45,225,087 | 41,298,694 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 195,356,320 | 208,967,766 | 200,757,164 | 179,418,359 | 151,821,962 | 123,155,650 | 96,335,187 | 72,857,218 | 53,577,642 | 38,341,698 |
| PV Annual Program Marketing and Admin Costs | 11,763,417 | 11,347,425 | 10,854,445 | 10,311,651 | 9,744,244 | 9,173,133 | 8,614,075 | 8,077,833 | 7,570,922 | 7,096,572 |
| PV Net Measure Costs | 58,148,924 | 61,737,263 | 61,509,910 | 58,535,584 | 53,801,586 | 48,128,058 | 42,137,059 | 36,260,444 | 30,769,448 | 25,811,799 |
| TRC Ratio | 2.79 | 2 86 | 2.77 | 2 61 | 2 39 | 2.15 | 1.90 | 1 64 | 1.40 | 1.17 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.26 | $0.25 | $0.25 | $0.27 | $0.29 | $0 33 | $0 38 | $0.45 | $0 54 | $0 67 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 195,356,320 | 208,967,766 | 200,757,164 | 179,418,359 | 151,821,962 | 123,155,650 | 96,335,187 | 72,857,218 | 53,577,642 | 38,341,698 |
| PV Annual Program Costs | 56,360,318 | 57,377,997 | 56,025,738 | 52,977,727 | 48,859,732 | 44,194,050 | 39,378,868 | 34,692,220 | 30,309,793 | 26,327,846 |
| PV Lost Revenue | 232,100,916 | 249,386,017 | 240,350,979 | 214,761,698 | 181,171,395 | 145,948,025 | 113,146,199 | 84,815,826 | 61,619,260 | 43,358,596 |
| RIM | 0 68 | 0 68 | 0 68 | 0 67 | 0 66 | 0.65 | 0.63 | 0 61 | 0.58 | 0.55 |

| Commercial Existing Retrofit (No CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,629,148,466 | 2,699,747,283 | 2,754,946,736 | 2,797,694,626 | 2,830,384,528 | 2,854,940,314 | 2,872,899,257 | 2,885,485,338 | 2,893,691,218 | 2,898,316,794 |
| Cumulative Gross Peak Demand - kW | 394,827 | 406,766 | 416,375 | 424,069 | 430,188 | 435,012 | 438,766 | 441,632 | 443,759 | 445,270 |
| Cumulative Net Energy Savings - kWh | 1,753,916,200 | 1,783,432,020 | 1,801,900,870 | 1,811,812,360 | 1,815,140,211 | 1,813,427,720 | 1,807,870,141 | 1,799,386,188 | 1,788,697,518 | 1,776,364,443 |
| Cumulative Net Peak Demand Savings - kW | 275,604 | 282,134 | 286,925 | 290,328 | 292,624 | 294,039 | 294,751 | 294,901 | 294,598 | 293,935 |
| New Net Energy Savings - kWh | 43,632,682 | 29,515,820 | 18,468,851 | 9,911,489 | 3,327,851 | -1,712,491 | -5,557,579 | -8,483,953 | -10,688,670 | -12,333,075 |
| New Net Peak Demand Savings - kW | 8,692 | 6,530 | 4,791 | 3,402 | 2,296 | 1,415 | 712 | 149 | -302 | -664 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,115,802 | 2,971,161 | 2,839,495 | 2,721,302 | 2,616,391 | 2,524,126 | 2,443,598 | 2,373,746 | 2,313,508 | 2,261,795 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 26,599,747 | 23,294,674 | 20,286,093 | 17,585,361 | 15,188,118 | 13,079,857 | 11,239,779 | 9,643,628 | 8,267,197 | 7,085,532 |
| Total | 37,575,549 | 34,125,835 | 30,985,588 | 28,166,663 | 25,664,509 | 23,463,983 | 21,543,377 | 19,877,373 | 18,440,706 | 17,207,327 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 26,657,886 | 17,852,902 | 11,321,952 | 6,554,804 | 3,120,989 | 678,900 | -1,037,051 | -2,225,750 | -3,024,610 | -3,537,975 |
| PV Annual Program Marketing and Admin Costs | 6,655,654 | 6,247,480 | 5,870,413 | 5,522,299 | 5,200,773 | 4,903,449 | 4,628,029 | 4,372,373 | 4,134,555 | 3,912,830 |
| PV Net Measure Costs | 21,447,489 | 17,678,728 | 14,472,770 | 11,778,100 | 9,535,251 | 7,683,610 | 6,165,292 | 4,927,227 | 3,923,214 | 3,112,561 |
| TRC Ratio | 0 95 | 0.75 | 0 56 | 0 38 | 0 21 | 0.05 | -0.10 | -0 24 | -0.38 | -0.50 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.86 | $1.16 | $1.68 | $2.84 | $7.71 | -$13.70 | -$3 88 | -$2.34 | -$1.73 | -$1.40 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 26,657,886 | 17,852,902 | 11,321,952 | 6,554,804 | 3,120,989 | 678,900 | -1,037,051 | -2,225,750 | -3,024,610 | -3,537,975 |
| PV Annual Program Costs | 22,785,564 | 19,683,992 | 17,000,633 | 14,699,961 | 12,740,580 | 11,079,838 | 9,676,558 | 8,492,618 | 7,494,377 | 6,651,918 |
| PV Lost Revenue | 29,403,046 | 18,977,041 | 11,326,300 | 5,796,116 | 1,855,159 | -909,760 | -2,812,685 | -4,089,010 | -4,904,191 | -5,384,798 |
| RIM | 0 51 | 0.46 | 0.40 | 0 32 | 0 21 | 0.07 | -0.15 | -0 51 | -1.17 | -2.79 |

| |
|---|
| Electric |
| Commercial |
| Existing Retrofit (Incl. CFL) |
| 75% Fixed Incentive |

| Commercial Existing Retrofit (Incl. CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 349,628,606 | 720,901,221 | 1,088,192,587 | 1,412,945,949 | 1,702,614,529 | 1,952,530,328 | 2,162,630,445 | 2,335,761,961 | 2,476,267,473 | 2,588,968,245 |
| Cumulative Gross Peak Demand - kW | 50,651 | 104,441 | 157,794 | 205,757 | 248,919 | 286,572 | 318,653 | 345,505 | 367,692 | 385,852 |
| Cumulative Net Energy Savings - kWh | 220,814,458 | 471,201,467 | 725,986,140 | 956,889,443 | 1,160,722,940 | 1,332,586,281 | 1,472,067,071 | 1,581,547,137 | 1,664,849,433 | 1,726,254,080 |
| Cumulative Net Peak Demand Savings - kW | 32,887 | 70,146 | 108,228 | 143,359 | 174,855 | 201,958 | 224,540 | 242,871 | 257,432 | 268,783 |
| New Net Energy Savings - kWh | 220,814,458 | 250,387,009 | 254,784,673 | 230,903,303 | 203,833,497 | 171,863,342 | 139,480,789 | 109,480,066 | 83,302,297 | 61,404,646 |
| New Net Peak Demand Savings - kW | 32,887 | 37,259 | 38,082 | 35,132 | 31,495 | 27,103 | 22,582 | 18,331 | 14,561 | 11,351 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,081,072 | 4,247,145 | 4,314,215 | 4,121,243 | 4,042,724 | 3,919,869 | 3,769,364 | 3,604,806 | 3,436,534 | 3,271,907 |
| Marketing | 8,260,000 | 8,260,000 | 8,260,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 44,596,937 | 48,391,746 | 49,924,305 | 49,574,274 | 47,780,091 | 44,972,838 | 41,533,768 | 37,773,598 | 33,928,553 | 30,166,787 |
| Total | 56,938,009 | 60,898,891 | 62,498,520 | 61,555,517 | 59,682,815 | 56,752,707 | 53,163,132 | 49,238,404 | 45,225,087 | 41,298,694 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 197,800,388 | 213,447,582 | 206,913,571 | 179,418,359 | 151,821,962 | 123,155,650 | 96,335,187 | 72,857,218 | 53,577,642 | 38,341,698 |
| PV Annual Program Marketing and Admin Costs | 12,341,072 | 11,896,895 | 11,377,105 | 10,311,651 | 9,744,244 | 9,173,133 | 8,614,075 | 8,077,833 | 7,570,922 | 7,096,572 |
| PV Net Measure Costs | 58,370,586 | 62,145,727 | 62,074,268 | 58,535,584 | 53,801,586 | 48,128,058 | 42,137,059 | 36,260,444 | 30,769,448 | 25,811,799 |
| TRC Ratio | 2.80 | 2.88 | 2.82 | 2.61 | 2.39 | 2.15 | 1.90 | 1.64 | 1.40 | 1.17 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.26 | $0.24 | $0.25 | $0.27 | $0.29 | $0.33 | $0.38 | $0.45 | $0.54 | $0.67 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 197,800,388 | 213,447,582 | 206,913,571 | 179,418,359 | 151,821,962 | 123,155,650 | 96,335,187 | 72,857,218 | 53,577,642 | 38,341,698 |
| PV Annual Program Costs | 56,938,009 | 57,927,506 | 56,548,439 | 52,977,727 | 48,859,732 | 44,194,050 | 39,378,868 | 34,692,220 | 30,309,793 | 26,327,846 |
| PV Lost Revenue | 235,075,748 | 254,869,768 | 247,930,341 | 214,761,698 | 181,171,395 | 145,948,025 | 113,146,199 | 84,815,826 | 61,619,260 | 43,358,596 |
| RIM | 0.68 | 0.68 | 0.68 | 0.67 | 0.66 | 0.65 | 0.63 | 0.61 | 0.58 | 0.55 |

| Commercial Existing Retrofit (Incl. CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 2,629,148,466 | 2,699,747,283 | 2,754,946,736 | 2,797,694,626 | 2,830,384,528 | 2,854,940,314 | 2,872,899,257 | 2,885,485,338 | 2,893,691,218 | 2,898,316,794 |
| Cumulative Gross Peak Demand - kW | 394,827 | 406,766 | 416,375 | 424,069 | 430,188 | 435,012 | 438,766 | 441,632 | 443,759 | 445,270 |
| Cumulative Net Energy Savings - kWh | 1,753,916,200 | 1,783,432,020 | 1,801,900,870 | 1,811,812,360 | 1,815,140,211 | 1,813,427,720 | 1,807,870,141 | 1,799,386,188 | 1,788,697,518 | 1,776,364,443 |
| Cumulative Net Peak Demand Savings - kW | 275,604 | 282,134 | 286,925 | 290,328 | 292,624 | 294,039 | 294,751 | 294,901 | 294,598 | 293,935 |
| New Net Energy Savings - kWh | 43,632,682 | 29,515,820 | 18,468,851 | 9,911,489 | 3,327,851 | -1,712,491 | -5,557,579 | -8,483,953 | -10,688,670 | -12,333,075 |
| New Net Peak Demand Savings - kW | 8,692 | 6,530 | 4,791 | 3,402 | 2,296 | 1,415 | 712 | 149 | -302 | -664 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,115,802 | 2,971,161 | 2,839,495 | 2,721,302 | 2,616,391 | 2,524,126 | 2,443,598 | 2,373,746 | 2,313,508 | 2,261,795 |
| Marketing | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 | 7,860,000 |
| Incentives | 26,599,747 | 23,294,674 | 20,286,093 | 17,585,361 | 15,188,118 | 13,079,857 | 11,239,779 | 9,643,628 | 8,267,197 | 7,085,532 |
| Total | 37,575,549 | 34,125,835 | 30,985,588 | 28,166,663 | 25,664,509 | 23,463,983 | 21,543,377 | 19,877,373 | 18,440,706 | 17,207,327 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 26,657,886 | 17,852,902 | 11,321,952 | 6,554,804 | 3,120,989 | 678,900 | -1,037,051 | -2,225,750 | -3,024,610 | -3,537,975 |
| PV Annual Program Marketing and Admin Costs | 6,655,654 | 6,247,480 | 5,870,413 | 5,522,299 | 5,200,773 | 4,903,449 | 4,628,029 | 4,372,373 | 4,134,555 | 3,912,830 |
| PV Net Measure Costs | 21,447,489 | 17,678,728 | 14,472,770 | 11,778,100 | 9,535,251 | 7,683,610 | 6,165,292 | 4,927,227 | 3,923,214 | 3,112,561 |
| TRC Ratio | 0.95 | 0.75 | 0.56 | 0.38 | 0.21 | 0.05 | -0.10 | -0.24 | -0.38 | -0.50 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.86 | $1.16 | $1.68 | $2.84 | $7.71 | -$13.70 | -$3.88 | -$2.34 | -$1.73 | -$1.40 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 26,657,886 | 17,852,902 | 11,321,952 | 6,554,804 | 3,120,989 | 678,900 | -1,037,051 | -2,225,750 | -3,024,610 | -3,537,975 |
| PV Annual Program Costs | 22,785,564 | 19,683,992 | 17,000,633 | 14,699,961 | 12,740,580 | 11,079,838 | 9,676,558 | 8,492,618 | 7,494,377 | 6,651,918 |
| PV Lost Revenue | 29,403,046 | 18,977,041 | 11,326,300 | 5,796,116 | 1,855,159 | -909,760 | -2,812,685 | -4,089,010 | -4,904,191 | -5,384,798 |
| RIM | 0.51 | 0.46 | 0.40 | 0.32 | 0.21 | 0.07 | -0.15 | -0.51 | -1.17 | -2.79 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing Replace on Burnout** |
| **75% Fixed Incentive** |

| **Commercial Existing Replace on Burnout** | **2011** | **2012** | **2013** | **2014** | **2015** | **2016** | **2017** | **2018** | **2019** | **2020** |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 42,023,131 | 91,469,076 | 147,424,552 | 209,076,688 | 267,028,666 | 326,973,940 | 387,545,571 | 449,051,521 | 504,457,585 | 559,086,783 |
| **Cumulative Gross Peak Demand - kW** | 4,088 | 8,882 | 14,298 | 20,259 | 25,950 | 31,856 | 37,845 | 43,948 | 49,554 | 55,119 |
| **Cumulative Net Energy Savings - kWh** | 13,796,771 | 33,466,653 | 58,295,761 | 87,650,349 | 117,207,442 | 148,462,639 | 180,617,689 | 213,630,449 | 244,721,137 | 275,410,994 |
| **Cumulative Net Peak Demand Savings - kW** | 1,518 | 3,611 | 6,210 | 9,255 | 12,369 | 15,674 | 19,093 | 22,621 | 26,016 | 29,403 |
| **New Net Energy Savings - kWh** | 13,796,771 | 19,669,882 | 24,829,108 | 29,354,588 | 29,557,093 | 31,255,197 | 32,155,051 | 33,012,760 | 31,090,688 | 30,689,857 |
| **New Net Peak Demand Savings - kW** | 1,518 | 2,093 | 2,599 | 3,045 | 3,113 | 3,305 | 3,419 | 3,528 | 3,395 | 3,388 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 536,204 | 573,819 | 608,425 | 640,243 | 669,478 | 696,324 | 720,702 | 743,225 | 763,877 | 781,978 |
| **Marketing** | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 |
| **Incentives** | 2,753,720 | 3,140,073 | 3,495,520 | 3,822,325 | 4,122,606 | 4,398,340 | 4,648,733 | 4,880,069 | 5,092,191 | 5,278,112 |
| **Total** | 4,459,923 | 4,883,892 | 5,273,945 | 5,632,568 | 5,962,084 | 6,264,664 | 6,539,435 | 6,793,294 | 7,026,068 | 7,230,090 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 11,685,639 | 15,722,308 | 18,801,579 | 21,139,650 | 20,382,805 | 20,638,417 | 20,335,107 | 19,935,866 | 17,991,191 | 16,975,671 |
| **PV Annual Program Marketing and Admin Costs** | 1,706,204 | 1,658,734 | 1,609,113 | 1,557,985 | 1,505,901 | 1,453,330 | 1,400,476 | 1,348,013 | 1,296,082 | 1,244,383 |
| **PV Net Measure Costs** | 3,248,534 | 3,695,061 | 4,042,262 | 4,304,711 | 4,475,966 | 4,597,649 | 4,663,108 | 4,690,806 | 4,672,550 | 4,624,164 |
| **TRC Ratio** | 2 36 | 2 94 | 3 33 | 3 61 | 3.41 | 3.41 | 3.35 | 3 30 | 3.01 | 2.89 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0.32 | $0.25 | $0.21 | $0.19 | $0.20 | $0 20 | $0 20 | $0.21 | $0 23 | $0 24 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 11,685,639 | 15,722,308 | 18,801,579 | 21,139,650 | 20,382,805 | 20,638,417 | 20,335,107 | 19,935,866 | 17,991,191 | 16,975,671 |
| **PV Annual Program Costs** | 4,459,923 | 4,645,596 | 4,771,847 | 4,847,667 | 4,880,900 | 4,878,373 | 4,843,874 | 4,786,395 | 4,708,861 | 4,609,170 |
| **PV Lost Revenue** | 14,687,835 | 20,022,038 | 24,161,144 | 27,302,516 | 26,270,950 | 26,542,217 | 26,084,035 | 25,575,473 | 22,997,987 | 21,670,496 |
| **RIM** | 0 61 | 0 64 | 0 65 | 0 66 | 0 65 | 0.66 | 0.66 | 0 66 | 0.65 | 0.65 |

| **Commercial Existing Replace on Burnout** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - kWh** | 609,615,239 | 658,732,108 | 701,821,613 | 743,081,205 | 781,457,259 | 818,044,309 | 851,064,665 | 882,599,921 | 912,471,191 | 941,180,328 |
| **Cumulative Gross Peak Demand - kW** | 60,278 | 65,320 | 69,841 | 74,205 | 78,332 | 82,264 | 85,885 | 89,372 | 92,706 | 95,933 |
| **Cumulative Net Energy Savings - kWh** | 302,965,181 | 329,505,030 | 354,030,861 | 377,335,687 | 398,356,914 | 418,113,067 | 437,121,108 | 455,211,825 | 472,439,505 | 488,993,685 |
| **Cumulative Net Peak Demand Savings - kW** | 32,481 | 35,478 | 38,306 | 41,032 | 43,576 | 45,972 | 48,301 | 50,548 | 52,715 | 54,820 |
| **New Net Energy Savings - kWh** | 27,554,187 | 26,539,849 | 24,525,831 | 23,304,826 | 21,021,227 | 19,756,153 | 19,008,041 | 18,090,717 | 17,227,680 | 16,554,180 |
| **New Net Peak Demand Savings - kW** | 3,078 | 2,997 | 2,828 | 2,726 | 2,544 | 2,396 | 2,329 | 2,247 | 2,167 | 2,105 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 782,175 | 794,253 | 804,883 | 814,665 | 798,260 | 794,488 | 796,500 | 798,034 | 797,201 | 797,705 |
| **Marketing** | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 | 1,170,000 |
| **Incentives** | 5,280,135 | 5,404,194 | 5,513,372 | 5,613,847 | 5,445,347 | 5,406,599 | 5,427,273 | 5,443,022 | 5,434,472 | 5,439,648 |
| **Total** | 7,232,310 | 7,368,447 | 7,488,255 | 7,598,513 | 7,413,607 | 7,371,086 | 7,393,774 | 7,411,055 | 7,401,673 | 7,407,353 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 14,581,611 | 13,421,352 | 11,859,240 | 10,748,238 | 9,286,315 | 8,300,034 | 7,616,083 | 6,918,090 | 6,286,704 | 5,761,892 |
| **PV Annual Program Marketing and Admin Costs** | 1,183,786 | 1,132,993 | 1,083,544 | 1,035,781 | 977,099 | 927,643 | 883,286 | 840,843 | 799,479 | 760,665 |
| **PV Net Measure Costs** | 4,393,553 | 4,283,382 | 4,155,856 | 4,027,500 | 3,712,419 | 3,505,061 | 3,346,681 | 3,192,074 | 3,028,720 | 2,883,036 |
| **TRC Ratio** | 2 61 | 2.48 | 2 26 | 2.12 | 1 98 | 1.87 | 1.80 | 1.72 | 1.64 | 1.58 |
| | | | | | | | | | | |
| **Cost per First-Year Net kWh** | $0.26 | $0.28 | $0.31 | $0.33 | $0.35 | $0 37 | $0 39 | $0.41 | $0.43 | $0.45 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 14,581,611 | 13,421,352 | 11,859,240 | 10,748,238 | 9,286,315 | 8,300,034 | 7,616,083 | 6,918,090 | 6,286,704 | 5,761,892 |
| **PV Annual Program Costs** | 4,385,625 | 4,250,166 | 4,108,525 | 3,965,604 | 3,680,322 | 3,480,673 | 3,321,034 | 3,166,377 | 3,008,070 | 2,863,496 |
| **PV Lost Revenue** | 18,568,123 | 17,063,657 | 15,040,833 | 13,628,372 | 11,718,587 | 10,495,451 | 9,619,951 | 8,719,181 | 7,904,428 | 7,227,793 |
| **RIM** | 0 64 | 0 63 | 0 62 | 0 61 | 0 60 | 0.59 | 0.59 | 0 58 | 0.58 | 0.57 |

| |
|---|
| **Electric** |
| **Commercial** |
| **New Construction** |
| **75% Fixed Incentive** |

| Commercial New | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 30,180,210 | 56,190,886 | 81,422,247 | 106,598,766 | 131,969,299 | 157,640,169 | 183,662,507 | 210,062,437 | 236,853,469 | 264,042,249 |
| Cumulative Gross Peak Demand - kW | 4,219 | 7,854 | 11,378 | 14,893 | 18,435 | 22,017 | 25,647 | 29,329 | 33,064 | 36,854 |
| Cumulative Net Energy Savings - kWh | 26,663,120 | 50,747,690 | 74,527,091 | 98,447,120 | 122,645,584 | 147,173,630 | 172,051,159 | 197,285,028 | 222,876,135 | 248,822,498 |
| Cumulative Net Peak Demand Savings - kW | 3,752 | 7,132 | 10,467 | 13,821 | 17,212 | 20,650 | 24,136 | 27,672 | 31,258 | 34,894 |
| New Net Energy Savings - kWh | 26,663,120 | 24,084,570 | 23,779,401 | 23,920,029 | 24,198,464 | 24,528,046 | 24,877,528 | 25,233,869 | 25,591,108 | 25,946,362 |
| New Net Peak Demand Savings - kW | 3,752 | 3,381 | 3,335 | 3,353 | 3,392 | 3,437 | 3,486 | 3,536 | 3,586 | 3,636 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 910,540 | 845,752 | 832,406 | 830,065 | 831,512 | 834,587 | 838,450 | 842,724 | 847,216 | 851,822 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 9,476,014 | 8,127,516 | 7,849,742 | 7,801,007 | 7,831,136 | 7,895,124 | 7,975,542 | 8,064,493 | 8,157,993 | 8,253,872 |
| Total | 11,386,554 | 9,973,267 | 9,682,149 | 9,631,072 | 9,662,648 | 9,729,710 | 9,813,993 | 9,907,217 | 10,005,209 | 10,105,695 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 24,365,717 | 20,914,883 | 19,627,967 | 18,807,427 | 18,152,051 | 17,592,488 | 17,060,656 | 16,499,902 | 15,950,330 | 15,412,601 |
| PV Annual Program Marketing and Admin Costs | 1,910,540 | 1,755,694 | 1,657,955 | 1,575,044 | 1,499,380 | 1,428,616 | 1,361,772 | 1,298,340 | 1,238,002 | 1,180,534 |
| PV Net Measure Costs | 11,667,890 | 9,827,157 | 9,144,831 | 8,700,772 | 8,338,629 | 8,014,065 | 7,710,947 | 7,422,446 | 7,145,352 | 6,878,035 |
| TRC Ratio | 1.79 | 1 81 | 1 82 | 1 83 | 1 85 | 1.86 | 1.88 | 1 89 | 1.90 | 1.91 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.43 | $0.41 | $0.41 | $0.40 | $0.40 | $0.40 | $0 39 | $0.39 | $0 39 | $0 39 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 24,365,717 | 20,914,883 | 19,627,967 | 18,807,427 | 18,152,051 | 17,592,488 | 17,060,656 | 16,499,902 | 15,950,330 | 15,412,601 |
| PV Annual Program Costs | 11,386,554 | 9,486,651 | 8,760,374 | 8,288,977 | 7,910,391 | 7,576,648 | 7,269,397 | 6,980,392 | 6,705,478 | 6,442,363 |
| PV Lost Revenue | 28,385,156 | 24,515,763 | 23,139,677 | 22,247,867 | 21,508,091 | 20,829,456 | 20,180,541 | 19,549,052 | 18,929,912 | 18,321,054 |
| RIM | 0 61 | 0 62 | 0 62 | 0 62 | 0 62 | 0.62 | 0.62 | 0 62 | 0.62 | 0.62 |

| Commercial New | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 291,631,457 | 319,621,383 | 348,010,826 | 376,797,632 | 405,979,023 | 435,551,809 | 465,512,531 | 495,857,546 | 526,583,098 | 557,685,352 |
| Cumulative Gross Peak Demand - kW | 40,699 | 44,598 | 48,552 | 52,561 | 56,624 | 60,740 | 64,910 | 69,132 | 73,406 | 77,733 |
| Cumulative Net Energy Savings - kWh | 275,120,703 | 301,766,640 | 328,755,871 | 356,083,842 | 383,745,981 | 411,737,767 | 440,054,750 | 468,692,572 | 497,646,972 | 526,913,780 |
| Cumulative Net Peak Demand Savings - kW | 38,579 | 42,313 | 46,096 | 49,926 | 53,803 | 57,726 | 61,696 | 65,710 | 69,769 | 73,872 |
| New Net Energy Savings - kWh | 26,298,206 | 26,645,936 | 26,989,232 | 27,327,970 | 27,662,140 | 27,991,785 | 28,316,983 | 28,637,823 | 28,954,399 | 29,266,808 |
| New Net Peak Demand Savings - kW | 3,685 | 3,734 | 3,782 | 3,830 | 3,877 | 3,924 | 3,969 | 4,014 | 4,059 | 4,103 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 856,483 | 861,161 | 865,834 | 870,488 | 875,113 | 879,702 | 884,252 | 888,759 | 893,222 | 897,640 |
| Marketing | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| Incentives | 8,350,876 | 8,448,250 | 8,545,519 | 8,642,382 | 8,738,640 | 8,834,162 | 8,928,859 | 9,022,673 | 9,115,565 | 9,207,511 |
| Total | 10,207,359 | 10,309,411 | 10,411,354 | 10,512,871 | 10,613,753 | 10,713,864 | 10,813,111 | 10,911,432 | 11,008,787 | 11,105,150 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 14,897,718 | 14,383,944 | 13,861,160 | 13,339,772 | 12,824,279 | 12,334,685 | 11,869,290 | 11,418,217 | 10,981,296 | 10,558,330 |
| PV Annual Program Marketing and Admin Costs | 1,125,759 | 1,073,529 | 1,023,714 | 976,193 | 930,858 | 887,607 | 846,342 | 806,973 | 769,413 | 733,579 |
| PV Net Measure Costs | 6,619,599 | 6,369,519 | 6,127,453 | 5,893,157 | 5,666,437 | 5,447,125 | 5,235,062 | 5,030,095 | 4,832,070 | 4,640,834 |
| TRC Ratio | 1 92 | 1 93 | 1 94 | 1 94 | 1 94 | 1.95 | 1.95 | 1 96 | 1.96 | 1.96 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.39 | $0.39 | $0.39 | $0.38 | $0.38 | $0 38 | $0 38 | $0.38 | $0 38 | $0 38 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 14,897,718 | 14,383,944 | 13,861,160 | 13,339,772 | 12,824,279 | 12,334,685 | 11,869,290 | 11,418,217 | 10,981,296 | 10,558,330 |
| PV Annual Program Costs | 6,189,675 | 5,946,532 | 5,712,320 | 5,486,585 | 5,268,964 | 5,059,153 | 4,856,884 | 4,661,915 | 4,474,016 | 4,292,971 |
| PV Lost Revenue | 17,721,747 | 17,131,865 | 16,551,551 | 15,981,057 | 15,420,660 | 14,870,628 | 14,331,197 | 13,802,568 | 13,284,898 | 12,778,309 |
| RIM | 0 62 | 0 62 | 0 62 | 0 62 | 0 62 | 0.62 | 0.62 | 0 62 | 0.62 | 0.62 |

| |
|---|
| **Electric** |
| **Commercial** |
| **Existing** |
| **75% Fixed Incentive** |

| Commercial Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 391,651,737 | 812,370,298 | 1,235,617,139 | 1,622,022,638 | 1,969,643,195 | 2,279,504,267 | 2,550,176,015 | 2,784,813,481 | 2,980,725,057 | 3,148,055,028 |
| Cumulative Gross Peak Demand - kW | 54,739 | 113,323 | 172,092 | 226,017 | 274,869 | 318,428 | 356,498 | 389,453 | 417,246 | 440,971 |
| Cumulative Net Energy Savings - kWh | 234,611,230 | 504,668,121 | 784,281,901 | 1,044,539,792 | 1,277,930,382 | 1,481,048,920 | 1,652,684,760 | 1,795,177,585 | 1,909,570,570 | 2,001,665,074 |
| Cumulative Net Peak Demand Savings - kW | 34,405 | 73,757 | 114,438 | 152,615 | 187,224 | 217,632 | 243,633 | 265,492 | 283,448 | 298,187 |
| New Net Energy Savings - kWh | 234,611,230 | 270,056,891 | 279,613,781 | 260,257,891 | 233,390,589 | 203,118,538 | 171,635,840 | 142,492,825 | 114,392,985 | 92,094,504 |
| New Net Peak Demand Savings - kW | 34,405 | 39,352 | 40,681 | 38,177 | 34,609 | 30,408 | 26,001 | 21,859 | 17,956 | 14,739 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,617,276 | 4,820,964 | 4,922,640 | 4,761,486 | 4,712,202 | 4,616,193 | 4,490,066 | 4,348,031 | 4,200,411 | 4,053,885 |
| Marketing | 9,430,000 | 9,430,000 | 9,430,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 |
| Incentives | 47,350,656 | 51,531,819 | 53,419,824 | 53,396,599 | 51,902,697 | 49,371,178 | 46,182,500 | 42,653,667 | 39,020,743 | 35,444,899 |
| Total | 61,397,932 | 65,782,783 | 67,772,465 | 67,188,085 | 65,644,899 | 63,017,371 | 59,702,566 | 56,031,698 | 52,251,155 | 48,528,784 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 209,486,027 | 229,169,890 | 225,715,151 | 200,558,009 | 172,204,766 | 143,794,067 | 116,670,294 | 92,793,084 | 71,568,833 | 55,317,369 |
| PV Annual Program Marketing and Admin Costs | 14,047,276 | 13,555,630 | 12,986,218 | 11,869,636 | 11,250,145 | 10,626,463 | 10,014,551 | 9,425,846 | 8,867,004 | 8,340,954 |
| PV Net Measure Costs | 61,619,120 | 65,840,788 | 66,116,530 | 62,840,295 | 58,277,551 | 52,725,706 | 46,800,167 | 40,951,250 | 35,441,998 | 30,435,962 |
| TRC Ratio | 2.77 | 2 89 | 2 85 | 2 68 | 2.48 | 2.27 | 2.05 | 1 84 | 1.62 | 1.43 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.26 | $0.24 | $0.24 | $0.26 | $0.28 | $0 31 | $0 35 | $0.39 | $0.46 | $0 53 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 209,486,027 | 229,169,890 | 225,715,151 | 200,558,009 | 172,204,766 | 143,794,067 | 116,670,294 | 92,793,084 | 71,568,833 | 55,317,369 |
| PV Annual Program Costs | 61,397,932 | 62,573,102 | 61,320,286 | 57,825,394 | 53,740,631 | 49,072,423 | 44,222,742 | 39,478,615 | 35,018,655 | 30,937,016 |
| PV Lost Revenue | 249,763,583 | 274,891,806 | 272,091,485 | 242,064,215 | 207,442,346 | 172,490,243 | 139,230,234 | 110,391,299 | 84,617,247 | 65,029,092 |
| RIM | 0 67 | 0 68 | 0 68 | 0 67 | 0 66 | 0.65 | 0.64 | 0 62 | 0.60 | 0.58 |

| Commercial Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,238,763,704 | 3,358,479,391 | 3,456,768,349 | 3,540,775,832 | 3,611,841,787 | 3,672,984,623 | 3,723,963,922 | 3,768,085,259 | 3,806,162,408 | 3,839,497,122 |
| Cumulative Gross Peak Demand - kW | 455,105 | 472,087 | 486,216 | 498,274 | 508,521 | 517,276 | 524,650 | 531,004 | 536,464 | 541,203 |
| Cumulative Net Energy Savings - kWh | 2,056,881,381 | 2,112,937,050 | 2,155,931,731 | 2,189,148,047 | 2,213,497,124 | 2,231,540,787 | 2,244,991,249 | 2,254,598,014 | 2,261,137,023 | 2,265,358,128 |
| Cumulative Net Peak Demand Savings - kW | 308,085 | 317,612 | 325,231 | 331,360 | 336,200 | 340,011 | 343,053 | 345,449 | 347,314 | 348,755 |
| New Net Energy Savings - kWh | 71,186,868 | 56,055,669 | 42,994,682 | 33,216,316 | 24,349,078 | 18,043,663 | 13,450,462 | 9,606,764 | 6,539,009 | 4,221,105 |
| New Net Peak Demand Savings - kW | 11,770 | 9,527 | 7,619 | 6,129 | 4,840 | 3,811 | 3,042 | 2,396 | 1,865 | 1,441 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 3,897,977 | 3,765,414 | 3,644,378 | 3,535,967 | 3,414,651 | 3,318,614 | 3,240,099 | 3,171,779 | 3,110,710 | 3,059,500 |
| Marketing | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 | 9,030,000 |
| Incentives | 31,879,882 | 28,698,868 | 25,799,465 | 23,199,208 | 20,633,465 | 18,486,455 | 16,667,052 | 15,086,649 | 13,701,669 | 12,525,180 |
| Total | 44,807,859 | 41,494,282 | 38,473,843 | 35,765,176 | 33,078,116 | 30,835,069 | 28,937,151 | 27,288,429 | 25,842,379 | 24,614,680 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 41,239,497 | 31,274,254 | 23,181,192 | 17,303,042 | 12,407,304 | 8,978,934 | 6,579,031 | 4,692,340 | 3,262,094 | 2,223,917 |
| PV Annual Program Marketing and Admin Costs | 7,839,440 | 7,380,474 | 6,953,957 | 6,558,080 | 6,177,873 | 5,831,092 | 5,511,314 | 5,213,216 | 4,934,033 | 4,673,495 |
| PV Net Measure Costs | 25,841,042 | 21,962,110 | 18,628,626 | 15,805,600 | 13,247,670 | 11,188,671 | 9,511,973 | 8,119,301 | 6,951,934 | 5,995,597 |
| TRC Ratio | 1 22 | 1 07 | 0 91 | 0.77 | 0 64 | 0.53 | 0.44 | 0 35 | 0.27 | 0.21 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.63 | $0.74 | $0.89 | $1.08 | $1.36 | $1.71 | $2.15 | $2.84 | $3 95 | $5 83 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 41,239,497 | 31,274,254 | 23,181,192 | 17,303,042 | 12,407,304 | 8,978,934 | 6,579,031 | 4,692,340 | 3,262,094 | 2,223,917 |
| PV Annual Program Costs | 27,171,189 | 23,934,158 | 21,109,158 | 18,665,566 | 16,420,902 | 14,560,511 | 12,997,592 | 11,658,995 | 10,502,447 | 9,515,413 |
| PV Lost Revenue | 47,971,169 | 36,040,698 | 26,367,133 | 19,424,488 | 13,573,746 | 9,585,691 | 6,807,266 | 4,630,171 | 3,000,238 | 1,842,995 |
| RIM | 0 55 | 0 52 | 0.49 | 0.45 | 0.41 | 0.37 | 0.33 | 0 29 | 0.24 | 0.20 |

| |
|---|
| Electric |
| Industrial |
| Existing Retrofit |
| 75% Fixed Incentive |

| Industrial Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 198,706,835 | 401,838,292 | 593,766,541 | 764,667,597 | 910,241,858 | 1,030,390,326 | 1,127,595,132 | 1,205,517,807 | 1,268,028,335 | 1,318,658,183 |
| Cumulative Gross Peak Demand - kW | 17,790 | 36,083 | 53,525 | 69,226 | 82,760 | 94,060 | 103,300 | 110,774 | 116,813 | 121,729 |
| Cumulative Net Energy Savings - kWh | 139,471,073 | 289,580,045 | 433,796,363 | 561,544,204 | 667,893,742 | 752,214,537 | 816,538,118 | 864,142,005 | 898,568,233 | 923,065,349 |
| Cumulative Net Peak Demand Savings - kW | 12,443 | 25,949 | 39,079 | 50,878 | 60,859 | 68,910 | 75,164 | 79,879 | 83,358 | 85,888 |
| New Net Energy Savings - kWh | 139,471,073 | 150,108,972 | 144,216,318 | 127,747,841 | 106,349,537 | 84,320,796 | 64,323,581 | 47,603,887 | 34,426,228 | 24,497,116 |
| New Net Peak Demand Savings - kW | 12,443 | 13,506 | 13,130 | 11,799 | 9,981 | 8,051 | 6,254 | 4,716 | 3,479 | 2,530 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 6,735,378 | 6,861,559 | 6,756,724 | 6,489,274 | 6,129,363 | 5,736,098 | 5,351,892 | 5,002,458 | 4,699,971 | 4,447,203 |
| Marketing | 2,520,000 | 2,581,463 | 2,644,426 | 2,708,924 | 2,774,995 | 2,842,678 | 2,912,012 | 2,983,037 | 3,055,794 | 3,130,325 |
| Incentives | 22,466,443 | 23,308,220 | 22,608,845 | 20,824,642 | 18,423,611 | 15,800,076 | 13,236,968 | 10,905,830 | 8,887,888 | 7,201,631 |
| Total | 31,721,821 | 32,751,242 | 32,009,995 | 30,022,840 | 27,327,969 | 24,378,853 | 21,500,872 | 18,891,324 | 16,643,653 | 14,779,159 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 107,397,446 | 110,269,946 | 101,117,590 | 85,735,971 | 68,438,451 | 52,168,984 | 38,258,919 | 27,138,183 | 18,809,403 | 12,827,118 |
| PV Annual Program Marketing and Admin Costs | 9,255,378 | 8,982,277 | 8,506,127 | 7,916,425 | 7,289,612 | 6,680,402 | 6,121,219 | 5,626,391 | 5,197,903 | 4,830,661 |
| PV Net Measure Costs | 34,508,103 | 34,947,748 | 32,547,578 | 28,479,181 | 23,739,166 | 19,041,859 | 14,813,760 | 11,247,966 | 8,378,455 | 6,147,937 |
| TRC Ratio | 2.45 | 2 51 | 2.46 | 2 36 | 2 21 | 2.03 | 1.83 | 1 61 | 1.39 | 1.17 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.23 | $0.22 | $0.22 | $0.24 | $0.26 | $0 29 | $0 33 | $0.40 | $0.48 | $0 60 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 107,397,446 | 110,269,946 | 101,117,590 | 85,735,971 | 68,438,451 | 52,168,984 | 38,258,919 | 27,138,183 | 18,809,403 | 12,827,118 |
| PV Annual Program Costs | 31,721,821 | 31,153,240 | 28,962,530 | 25,839,143 | 22,372,223 | 18,984,121 | 15,926,075 | 13,310,382 | 11,154,554 | 9,421,688 |
| PV Lost Revenue | 110,581,728 | 113,797,335 | 104,517,663 | 88,491,012 | 70,399,340 | 53,329,630 | 38,861,065 | 27,466,490 | 18,965,655 | 12,882,728 |
| RIM | 0.75 | 0.76 | 0.76 | 0.75 | 0.74 | 0.72 | 0.70 | 0 67 | 0.62 | 0.58 |
| | | | | | | | | | | |
| Industrial Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - kWh | 1,360,368,631 | 1,395,511,644 | 1,425,887,755 | 1,452,840,476 | 1,477,354,536 | 1,500,143,206 | 1,521,718,132 | 1,542,448,590 | 1,562,595,971 | 1,582,343,183 |
| Cumulative Gross Peak Demand - kW | 125,793 | 129,225 | 132,197 | 134,840 | 137,249 | 139,495 | 141,628 | 143,683 | 145,686 | 147,653 |
| Cumulative Net Energy Savings - kWh | 940,350,293 | 952,563,307 | 961,320,840 | 967,805,852 | 972,862,632 | 977,081,261 | 980,865,057 | 984,487,799 | 988,126,506 | 991,889,382 |
| Cumulative Net Peak Demand Savings - kW | 87,719 | 89,050 | 90,039 | 90,802 | 91,421 | 91,956 | 92,449 | 92,926 | 93,405 | 93,896 |
| New Net Energy Savings - kWh | 17,284,945 | 12,213,014 | 8,757,533 | 6,485,012 | 5,056,779 | 4,218,630 | 3,783,795 | 3,622,742 | 3,638,707 | 3,762,876 |
| New Net Peak Demand Savings - kW | 1,830 | 1,332 | 989 | 762 | 619 | 536 | 493 | 477 | 479 | 491 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,241,284 | 4,076,546 | 3,946,396 | 3,844,412 | 3,764,878 | 3,702,976 | 3,654,766 | 3,617,173 | 3,587,634 | 3,563,948 |
| Marketing | 3,206,674 | 3,284,886 | 3,365,005 | 3,447,079 | 3,531,154 | 3,617,279 | 3,705,506 | 3,795,884 | 3,888,466 | 3,983,307 |
| Incentives | 5,827,909 | 4,728,908 | 3,860,657 | 3,180,305 | 2,649,716 | 2,236,762 | 1,915,139 | 1,664,350 | 1,467,290 | 1,309,279 |
| Total | 13,275,868 | 12,090,340 | 11,172,058 | 10,471,795 | 9,945,748 | 9,557,018 | 9,275,410 | 9,077,407 | 8,943,390 | 8,856,534 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 8,678,447 | 5,878,122 | 4,038,204 | 2,865,278 | 2,140,863 | 1,712,372 | 1,470,807 | 1,344,847 | 1,286,412 | 1,264,163 |
| PV Annual Program Marketing and Admin Costs | 4,516,393 | 4,246,119 | 4,011,492 | 3,805,372 | 3,621,954 | 3,456,670 | 3,305,985 | 3,167,232 | 3,038,317 | 2,917,578 |
| PV Net Measure Costs | 4,458,446 | 3,203,236 | 2,283,915 | 1,617,639 | 1,138,481 | 795,899 | 551,963 | 379,158 | 256,732 | 169,020 |
| TRC Ratio | 0 97 | 0.79 | 0 64 | 0 53 | 0.45 | 0.40 | 0.38 | 0 38 | 0.39 | 0.41 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.77 | $0.99 | $1.28 | $1.61 | $1.97 | $2 27 | $2.45 | $2.51 | $2.46 | $2 35 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 8,678,447 | 5,878,122 | 4,038,204 | 2,865,278 | 2,140,863 | 1,712,372 | 1,470,807 | 1,344,847 | 1,286,412 | 1,264,163 |
| PV Annual Program Costs | 8,050,399 | 6,973,783 | 6,129,690 | 5,465,148 | 4,937,347 | 4,512,883 | 4,166,201 | 3,878,327 | 3,634,630 | 3,423,712 |
| PV Lost Revenue | 8,674,957 | 5,848,108 | 3,999,898 | 2,824,410 | 2,099,472 | 1,669,126 | 1,426,205 | 1,300,398 | 1,243,397 | 1,223,593 |
| RIM | 0 52 | 0.46 | 0.40 | 0 35 | 0 30 | 0.28 | 0.26 | 0 26 | 0.26 | 0.27 |

| |
|---|
| **Electric** |
| **Industrial** |
| **Existing Replace on Burnout** |
| **75% Fixed Incentive** |

| Industrial Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 21,522,730 | 47,969,416 | 79,136,954 | 114,843,436 | 154,926,598 | 199,241,781 | 247,647,666 | 300,043,280 | 356,296,199 | 416,347,181 |
| Cumulative Gross Peak Demand - kW | 2,421 | 5,393 | 8,892 | 12,900 | 17,398 | 22,370 | 27,802 | 33,681 | 39,994 | 46,734 |
| Cumulative Net Energy Savings - kWh | 12,794,889 | 30,807,853 | 53,795,676 | 81,540,192 | 113,846,348 | 150,539,829 | 191,452,532 | 236,459,013 | 285,406,347 | 338,213,551 |
| Cumulative Net Peak Demand Savings - kW | 1,460 | 3,505 | 6,108 | 9,246 | 12,897 | 17,042 | 21,662 | 26,743 | 32,268 | 38,229 |
| New Net Energy Savings - kWh | 12,794,889 | 18,012,963 | 22,987,823 | 27,744,516 | 32,306,156 | 36,693,481 | 40,912,703 | 45,006,481 | 48,947,334 | 52,807,205 |
| New Net Peak Demand Savings - kW | 1,460 | 2,045 | 2,604 | 3,138 | 3,651 | 4,145 | 4,620 | 5,081 | 5,525 | 5,961 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 681,376 | 751,195 | 817,889 | 881,714 | 942,912 | 1,001,701 | 1,057,810 | 1,112,303 | 1,164,649 | 1,215,621 |
| Marketing | 2,440,000 | 2,499,512 | 2,560,476 | 2,622,927 | 2,686,900 | 2,752,435 | 2,819,567 | 2,888,337 | 2,958,784 | 3,030,950 |
| Incentives | 2,561,755 | 3,086,750 | 3,588,249 | 4,068,174 | 4,528,344 | 4,970,399 | 5,392,299 | 5,802,054 | 6,195,659 | 6,578,941 |
| Total | 5,683,131 | 6,337,457 | 6,966,614 | 7,572,815 | 8,158,157 | 8,724,535 | 9,269,676 | 9,802,694 | 10,319,092 | 10,825,512 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 10,583,381 | 14,158,626 | 17,179,650 | 19,763,068 | 21,968,898 | 23,879,590 | 25,479,945 | 26,748,656 | 27,759,376 | 28,574,366 |
| PV Annual Program Marketing and Admin Costs | 3,121,376 | 3,092,098 | 3,056,733 | 3,016,268 | 2,971,570 | 2,923,393 | 2,872,041 | 2,818,757 | 2,763,519 | 2,707,182 |
| PV Net Measure Costs | 2,871,844 | 3,662,034 | 4,323,487 | 4,872,713 | 5,324,226 | 5,690,626 | 5,976,722 | 6,204,127 | 6,372,967 | 6,496,602 |
| TRC Ratio | 1.77 | 2.10 | 2 33 | 2 51 | 2 65 | 2.77 | 2.88 | 2 96 | 3.04 | 3.10 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.44 | $0.35 | $0.30 | $0.27 | $0.25 | $0 24 | $0 23 | $0.22 | $0 21 | $0 21 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 10,583,381 | 14,158,626 | 17,179,650 | 19,763,068 | 21,968,898 | 23,879,590 | 25,479,945 | 26,748,656 | 27,759,376 | 28,574,366 |
| PV Annual Program Costs | 5,683,131 | 6,028,239 | 6,303,367 | 6,517,540 | 6,678,729 | 6,793,905 | 6,866,212 | 6,906,747 | 6,915,842 | 6,901,245 |
| PV Lost Revenue | 10,144,619 | 13,655,594 | 16,659,928 | 19,218,644 | 21,385,444 | 23,207,202 | 24,717,392 | 25,967,839 | 26,965,436 | 27,770,651 |
| RIM | 0 67 | 0.72 | 0.75 | 0.77 | 0.78 | 0.80 | 0.81 | 0 81 | 0.82 | 0.82 |
| | | | | | | | | | | |
| Industrial Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - kWh | 470,660,492 | 525,834,862 | 581,398,638 | 637,578,626 | 694,222,360 | 750,553,056 | 806,552,835 | 862,264,977 | 917,669,460 | 972,756,308 |
| Cumulative Gross Peak Demand - kW | 52,882 | 59,143 | 65,454 | 71,849 | 78,317 | 84,754 | 91,171 | 97,571 | 103,948 | 110,299 |
| Cumulative Net Energy Savings - kWh | 385,835,324 | 434,325,171 | 483,224,277 | 532,724,356 | 582,670,308 | 632,286,098 | 681,528,301 | 730,431,093 | 778,967,284 | 827,120,130 |
| Cumulative Net Peak Demand Savings - kW | 43,655 | 49,197 | 54,793 | 60,472 | 66,223 | 71,943 | 77,638 | 83,312 | 88,958 | 94,571 |
| New Net Energy Savings - kWh | 47,621,773 | 48,489,847 | 48,899,107 | 49,500,078 | 49,945,952 | 49,615,790 | 49,242,203 | 48,902,792 | 48,536,191 | 48,152,846 |
| New Net Peak Demand Savings - kW | 5,426 | 5,542 | 5,596 | 5,679 | 5,752 | 5,720 | 5,696 | 5,674 | 5,646 | 5,613 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,152,687 | 1,169,916 | 1,175,654 | 1,187,705 | 1,197,958 | 1,194,970 | 1,196,291 | 1,197,257 | 1,196,390 | 1,193,738 |
| Marketing | 3,104,875 | 3,180,604 | 3,258,180 | 3,337,647 | 3,419,054 | 3,502,445 | 3,587,871 | 3,675,380 | 3,765,023 | 3,856,853 |
| Incentives | 6,105,713 | 6,235,263 | 6,278,414 | 6,369,029 | 6,446,124 | 6,423,654 | 6,433,589 | 6,440,851 | 6,434,335 | 6,414,396 |
| Total | 10,363,275 | 10,585,783 | 10,712,248 | 10,894,382 | 11,063,136 | 11,121,069 | 11,217,751 | 11,313,487 | 11,395,748 | 11,464,987 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 24,663,146 | 23,967,225 | 23,017,905 | 22,172,004 | 21,276,078 | 20,099,331 | 18,993,473 | 17,958,652 | 16,967,355 | 16,022,357 |
| PV Annual Program Marketing and Admin Costs | 2,581,757 | 2,509,407 | 2,432,679 | 2,361,746 | 2,292,014 | 2,218,148 | 2,148,884 | 2,081,836 | 2,016,338 | 1,952,431 |
| PV Net Measure Costs | 5,711,000 | 5,562,678 | 5,335,294 | 5,155,676 | 4,969,363 | 4,720,100 | 4,497,444 | 4,282,799 | 4,068,074 | 3,857,521 |
| TRC Ratio | 2 97 | 2 97 | 2 96 | 2 95 | 2 93 | 2.90 | 2.86 | 2 82 | 2.79 | 2.76 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.22 | $0.22 | $0.22 | $0.22 | $0.22 | $0 22 | $0 23 | $0.23 | $0 23 | $0 24 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 24,663,146 | 23,967,225 | 23,017,905 | 22,172,004 | 21,276,078 | 20,099,331 | 18,993,473 | 17,958,652 | 16,967,355 | 16,022,357 |
| PV Annual Program Costs | 6,284,222 | 6,105,945 | 5,877,410 | 5,685,693 | 5,492,050 | 5,251,438 | 5,038,635 | 4,833,693 | 4,631,278 | 4,432,074 |
| PV Lost Revenue | 23,900,384 | 23,218,992 | 22,334,077 | 21,558,717 | 20,736,545 | 19,630,778 | 18,560,594 | 17,553,853 | 16,585,489 | 15,658,094 |
| RIM | 0 82 | 0 82 | 0 82 | 0 81 | 0 81 | 0.81 | 0.80 | 0 80 | 0.80 | 0.80 |

| |
|---|
| Electric |
| Residential |
| CFL |
| 75% Fixed Incentive |

| Residential CFL | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 423,863,529 | 833,567,764 | 1,201,761,180 | | | | | | | |
| Cumulative Gross Peak Demand - kW | 27,653 | 54,383 | 78,405 | | | | | | | |
| Cumulative Net Energy Savings - kWh | 392,243,988 | 769,813,120 | 1,105,696,086 | | | | | | | |
| Cumulative Net Peak Demand Savings - kW | 25,591 | 50,224 | 72,137 | | | | | | | |
| New Net Energy Savings - kWh | 392,243,988 | 377,569,132 | 335,882,965 | | | | | | | |
| New Net Peak Demand Savings - kW | 25,591 | 24,633 | 21,914 | | | | | | | |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,000,000 | 2,000,000 | 2,000,000 | | | | | | | |
| Marketing | 560,000 | 560,000 | 560,000 | | | | | | | |
| Incentives | 11,992,304 | 11,831,543 | 10,888,918 | | | | | | | |
| Total | 14,552,304 | 14,391,543 | 13,448,918 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 303,682,601 | 277,973,144 | 235,097,783 | | | | | | | |
| PV Annual Program Marketing and Admin Costs | 2,560,000 | 2,435,092 | 2,316,279 | | | | | | | |
| PV Net Measure Costs | 17,026,082 | 15,913,341 | 13,796,274 | | | | | | | |
| TRC Ratio | 15.51 | 15.15 | 14.59 | | | | | | | |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.04 | $0.04 | $0.04 | | | | | | | |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 303,682,601 | 277,973,144 | 235,097,783 | | | | | | | |
| PV Annual Program Costs | 14,552,304 | 13,689,349 | 12,168,533 | | | | | | | |
| PV Lost Revenue | 505,574,295 | 465,319,638 | 395,724,306 | | | | | | | |
| RIM | 0 58 | 0 58 | 0 58 | | | | | | | |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Retrofit (NO CFL)** |
| **75% Fixed Incentive** |

| Residential existing Retrofit (NO CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 329,846,594 | 721,055,195 | 1,133,307,770 | 1,532,988,395 | 1,896,080,891 | 2,208,660,251 | 2,465,595,849 | 2,668,299,908 | 2,822,275,885 | 2,934,982,096 |
| Cumulative Gross Peak Demand - kW | 148,246 | 325,075 | 513,039 | 697,349 | 867,151 | 1,015,822 | 1,140,510 | 1,241,249 | 1,319,949 | 1,379,502 |
| Cumulative Net Energy Savings - kWh | 263,744,178 | 592,302,778 | 945,725,860 | 1,290,623,236 | 1,603,077,101 | 1,869,153,714 | 2,083,680,779 | 2,247,910,471 | 2,367,121,978 | 2,448,528,478 |
| Cumulative Net Peak Demand Savings - kW | 121,865 | 273,870 | 438,563 | 601,134 | 750,696 | 880,586 | 987,903 | 1,072,624 | 1,136,602 | 1,182,667 |
| New Net Energy Savings - kWh | 263,744,178 | 328,558,601 | 353,423,082 | 344,897,376 | 312,453,866 | 266,076,613 | 214,527,065 | 164,229,692 | 119,211,507 | 81,406,500 |
| New Net Peak Demand Savings - kW | 121,865 | 152,006 | 164,693 | 162,571 | 149,563 | 129,890 | 107,316 | 84,721 | 63,979 | 46,065 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 10,500,000 | 11,706,797 | 12,394,697 | 12,622,069 | 12,485,746 | 12,096,603 | 11,559,569 | 10,960,930 | 10,363,096 | 9,805,178 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 56,185,326 | 69,100,429 | 76,462,306 | 78,895,642 | 77,436,710 | 73,272,114 | 67,524,795 | 61,118,187 | 54,720,186 | 48,749,362 |
| Total | 70,489,952 | 84,611,853 | 92,661,629 | 95,322,338 | 93,727,082 | 89,173,342 | 82,888,990 | 75,883,743 | 68,887,909 | 62,359,166 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 379,536,547 | 450,288,796 | 462,670,556 | 432,761,066 | 376,986,067 | 309,741,343 | 241,554,826 | 179,102,212 | 126,422,528 | 84,506,442 |
| PV Annual Program Marketing and Admin Costs | 14,304,626 | 14,754,588 | 14,657,090 | 14,137,628 | 13,336,221 | 12,382,488 | 11,380,530 | 10,403,463 | 9,495,189 | 8,676,226 |
| PV Net Measure Costs | 77,334,944 | 93,121,914 | 99,186,958 | 97,689,811 | 91,040,879 | 81,473,351 | 70,783,777 | 60,235,963 | 50,592,335 | 42,213,599 |
| TRC Ratio | 4.14 | 4.17 | 4.06 | 3.87 | 3.61 | 3.30 | 2.94 | 2.54 | 2.10 | 1.66 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.27 | $0.26 | $0.26 | $0.28 | $0.30 | $0.34 | $0.39 | $0.46 | $0.58 | $0.77 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 379,536,547 | 450,288,796 | 462,670,556 | 432,761,066 | 376,986,067 | 309,741,343 | 241,554,826 | 179,102,212 | 126,422,528 | 84,506,442 |
| PV Annual Program Costs | 70,489,952 | 80,483,462 | 83,839,913 | 82,039,125 | 76,730,297 | 69,440,409 | 61,397,335 | 53,465,898 | 46,168,585 | 39,753,861 |
| PV Lost Revenue | 339,947,291 | 404,918,626 | 416,389,406 | 388,387,243 | 336,239,212 | 273,570,999 | 210,695,881 | 154,042,978 | 106,764,301 | 69,595,545 |
| RIM | 0.92 | 0.93 | 0.92 | 0.92 | 0.91 | 0.90 | 0.89 | 0.86 | 0.83 | 0.77 |

| Residential existing Retrofit (NO CFL) | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,014,256,726 | 3,066,621,051 | 3,098,048,649 | 3,112,920,073 | 3,115,570,227 | 3,108,846,160 | 3,095,041,222 | 3,075,860,673 | 3,052,529,002 | 3,025,943,656 |
| Cumulative Gross Peak Demand - kW | 1,423,093 | 1,453,468 | 1,473,372 | 1,484,684 | 1,489,318 | 1,488,544 | 1,483,574 | 1,475,373 | 1,464,656 | 1,451,961 |
| Cumulative Net Energy Savings - kWh | 2,499,716,931 | 2,526,961,074 | 2,535,996,799 | 2,530,980,343 | 2,516,037,191 | 2,493,821,203 | 2,466,448,460 | 2,435,462,253 | 2,401,939,510 | 2,366,643,475 |
| Cumulative Net Peak Demand Savings - kW | 1,213,942 | 1,233,107 | 1,242,845 | 1,244,975 | 1,241,349 | 1,233,180 | 1,221,623 | 1,207,591 | 1,191,748 | 1,174,582 |
| New Net Energy Savings - kWh | 51,188,453 | 27,244,143 | 9,035,725 | -5,016,455 | -14,943,152 | -22,215,988 | -27,372,743 | -30,986,207 | -33,522,743 | -35,296,035 |
| New Net Peak Demand Savings - kW | 31,274 | 19,166 | 9,738 | 2,130 | -3,625 | -8,169 | -11,557 | -14,032 | -15,844 | -17,166 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 9,307,048 | 8,866,423 | 8,481,381 | 8,120,647 | 7,815,889 | 7,530,301 | 7,284,937 | 7,079,488 | 6,904,894 | 6,754,578 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 43,418,391 | 38,702,836 | 34,582,136 | 30,721,567 | 27,460,059 | 24,403,707 | 21,777,823 | 19,579,125 | 17,710,621 | 16,101,946 |
| Total | 56,530,065 | 51,373,885 | 46,868,143 | 42,646,840 | 39,080,574 | 35,738,634 | 32,867,386 | 30,463,240 | 28,420,141 | 26,661,150 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 52,726,661 | 28,858,979 | 11,810,480 | -484,176 | -8,632,865 | -14,158,031 | -17,598,926 | -19,558,515 | -20,528,248 | -20,834,117 |
| PV Annual Program Marketing and Admin Costs | 7,950,832 | 7,308,739 | 6,740,873 | 6,223,707 | 5,768,749 | 5,352,423 | 4,981,057 | 4,650,243 | 4,352,392 | 4,081,922 |
| PV Net Measure Costs | 35,180,555 | 29,327,342 | 24,488,380 | 20,324,747 | 16,997,864 | 14,137,452 | 11,819,594 | 9,968,513 | 8,468,804 | 7,238,435 |
| TRC Ratio | 1.22 | 0.79 | 0.38 | -0.02 | -0.38 | -0.73 | -1.05 | -1.34 | -1.60 | -1.84 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $1.10 | $1.89 | $5.19 | -$8.50 | -$2.62 | -$1.61 | -$1.20 | -$0.98 | -$0.85 | -$0.76 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 52,726,661 | 28,858,979 | 11,810,480 | -484,176 | -8,632,865 | -14,158,031 | -17,598,926 | -19,558,515 | -20,528,248 | -20,834,117 |
| PV Annual Program Costs | 34,279,458 | 29,632,774 | 25,714,797 | 22,257,053 | 19,400,690 | 16,876,005 | 14,762,921 | 13,015,434 | 11,550,060 | 10,306,527 |
| PV Lost Revenue | 41,763,876 | 21,207,778 | 6,709,027 | -3,551,759 | -10,085,741 | -14,289,359 | -16,772,670 | -18,081,594 | -18,622,227 | -18,658,312 |
| RIM | 0.69 | 0.57 | 0.36 | -0.03 | -0.93 | -5.47 | 8.76 | 3.86 | 2.90 | 2.49 |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Retrofit (Incl. CFL)** |
| **75% Fixed Incentive** |

| Residential existing Retrofit (incl. CFL) | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 753,710,123 | 1,554,622,959 | 2,335,068,950 | 2,734,749,575 | 3,097,842,072 | 3,410,421,431 | 3,667,357,030 | 3,870,061,088 | 4,024,037,065 | 4,136,743,276 |
| Cumulative Gross Peak Demand - kW | 175,900 | 379,458 | 591,444 | 775,754 | 945,556 | 1,094,227 | 1,218,915 | 1,319,653 | 1,398,354 | 1,457,907 |
| Cumulative Net Energy Savings - kWh | 655,988,166 | 1,362,115,899 | 2,051,421,946 | 2,396,319,321 | 2,708,773,187 | 2,974,849,800 | 3,189,376,865 | 3,353,606,557 | 3,472,818,064 | 3,554,224,564 |
| Cumulative Net Peak Demand Savings - kW | 147,455 | 324,094 | 510,700 | 673,271 | 822,834 | 952,724 | 1,060,040 | 1,144,761 | 1,208,740 | 1,254,805 |
| New Net Energy Savings - kWh | 655,988,166 | 706,127,733 | 689,306,047 | 344,897,376 | 312,453,866 | 266,076,613 | 214,527,065 | 164,229,692 | 119,211,507 | 81,406,500 |
| New Net Peak Demand Savings - kW | 147,455 | 176,639 | 186,606 | 162,571 | 149,563 | 129,890 | 107,316 | 84,721 | 63,979 | 46,065 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 12,500,000 | 13,706,797 | 14,394,697 | 12,622,069 | 12,485,746 | 12,096,603 | 11,559,569 | 10,960,930 | 10,363,096 | 9,805,178 |
| Marketing | 4,364,626 | 4,364,626 | 4,364,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 68,177,630 | 80,931,973 | 87,351,224 | 78,895,642 | 77,436,710 | 73,272,114 | 67,524,795 | 61,118,187 | 54,720,186 | 48,749,362 |
| Total | 85,042,256 | 99,003,396 | 106,110,547 | 95,322,338 | 93,727,082 | 89,173,342 | 82,888,990 | 75,883,743 | 68,887,909 | 62,359,166 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 683,219,149 | 728,261,940 | 697,768,339 | 432,761,066 | 376,986,067 | 309,741,343 | 241,554,826 | 179,102,212 | 126,422,528 | 84,506,442 |
| PV Annual Program Marketing and Admin Costs | 16,864,626 | 17,189,681 | 16,973,369 | 14,137,628 | 13,336,221 | 12,382,488 | 11,380,530 | 10,403,463 | 9,495,189 | 8,676,226 |
| PV Net Measure Costs | 94,361,027 | 109,035,255 | 112,983,231 | 97,689,811 | 91,040,879 | 81,473,351 | 70,783,777 | 60,235,963 | 50,592,335 | 42,213,599 |
| TRC Ratio | 6.14 | 5.77 | 5 37 | 3 87 | 3 61 | 3.30 | 2.94 | 2 54 | 2.10 | 1.66 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.13 | $0.14 | $0.15 | $0.28 | $0.30 | $0 34 | $0 39 | $0.46 | $0 58 | $0.77 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 683,219,149 | 728,261,940 | 697,768,339 | 432,761,066 | 376,986,067 | 309,741,343 | 241,554,826 | 179,102,212 | 126,422,528 | 84,506,442 |
| PV Annual Program Costs | 85,042,256 | 94,172,812 | 96,008,447 | 82,039,125 | 76,730,297 | 69,440,409 | 61,397,335 | 53,465,898 | 46,168,585 | 39,753,861 |
| PV Lost Revenue | 845,521,585 | 870,238,264 | 812,113,712 | 388,387,243 | 336,239,212 | 273,570,999 | 210,695,881 | 154,042,978 | 106,764,301 | 69,595,545 |
| RIM | 0.73 | 0.76 | 0.77 | 0 92 | 0 91 | 0.90 | 0.89 | 0 86 | 0.83 | 0.77 |
| | | | | | | | | | | |
| **Residential existing Retrofit (incl. CFL)** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| Cumulative Gross Energy - kWh | 3,014,256,726 | 3,066,621,051 | 3,098,048,649 | 3,112,920,073 | 3,115,570,227 | 3,108,846,160 | 3,095,041,222 | 3,075,860,673 | 3,052,529,002 | 3,025,943,656 |
| Cumulative Gross Peak Demand - kW | 1,423,093 | 1,453,468 | 1,473,372 | 1,484,684 | 1,489,318 | 1,488,544 | 1,483,574 | 1,475,373 | 1,464,656 | 1,451,961 |
| Cumulative Net Energy Savings - kWh | 2,499,716,931 | 2,526,961,074 | 2,535,996,799 | 2,530,980,343 | 2,516,037,191 | 2,493,821,203 | 2,466,448,460 | 2,435,462,253 | 2,401,939,510 | 2,366,643,475 |
| Cumulative Net Peak Demand Savings - kW | 1,213,942 | 1,233,107 | 1,242,845 | 1,244,975 | 1,241,349 | 1,233,180 | 1,221,623 | 1,207,591 | 1,191,748 | 1,174,582 |
| New Net Energy Savings - kWh | 51,188,453 | 27,244,143 | 9,035,725 | -5,016,455 | -14,943,152 | -22,215,988 | -27,372,743 | -30,986,207 | -33,522,743 | -35,296,035 |
| New Net Peak Demand Savings - kW | 31,274 | 19,166 | 9,738 | 2,130 | -3,625 | -8,169 | -11,557 | -14,032 | -15,844 | -17,166 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 9,307,048 | 8,866,423 | 8,481,381 | 8,120,647 | 7,815,889 | 7,530,301 | 7,284,937 | 7,079,488 | 6,904,894 | 6,754,578 |
| Marketing | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 | 3,804,626 |
| Incentives | 43,418,391 | 38,702,836 | 34,582,136 | 30,721,567 | 27,460,059 | 24,403,707 | 21,777,823 | 19,579,125 | 17,710,621 | 16,101,946 |
| Total | 56,530,065 | 51,373,885 | 46,868,143 | 42,646,840 | 39,080,574 | 35,738,634 | 32,867,386 | 30,463,240 | 28,420,141 | 26,661,150 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 52,726,661 | 28,858,979 | 11,810,480 | -484,176 | -8,632,865 | -14,158,031 | -17,598,926 | -19,558,515 | -20,528,248 | -20,834,117 |
| PV Annual Program Marketing and Admin Costs | 7,950,832 | 7,308,739 | 6,740,873 | 6,223,707 | 5,768,749 | 5,352,423 | 4,981,057 | 4,650,243 | 4,352,392 | 4,081,922 |
| PV Net Measure Costs | 35,180,555 | 29,327,342 | 24,488,380 | 20,324,747 | 16,997,864 | 14,137,452 | 11,819,594 | 9,968,513 | 8,468,804 | 7,238,435 |
| TRC Ratio | 1 22 | 0.79 | 0 38 | -0 02 | -0 38 | -0.73 | -1.05 | -1 34 | -1.60 | -1.84 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $1.10 | $1.89 | $5.19 | -$8.50 | -$2.62 | -$1 61 | -$1 20 | -$0.98 | -$0 85 | -$0.76 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 52,726,661 | 28,858,979 | 11,810,480 | -484,176 | -8,632,865 | -14,158,031 | -17,598,926 | -19,558,515 | -20,528,248 | -20,834,117 |
| PV Annual Program Costs | 34,279,458 | 29,632,774 | 25,714,797 | 22,257,053 | 19,400,690 | 16,876,005 | 14,762,921 | 13,015,434 | 11,550,060 | 10,306,527 |
| PV Lost Revenue | 41,763,876 | 21,207,778 | 6,709,027 | -3,551,759 | -10,085,741 | -14,289,359 | -16,772,670 | -18,081,594 | -18,622,227 | -18,658,312 |
| RIM | 0 69 | 0 57 | 0 36 | -0 03 | -0 93 | -5.47 | 8.76 | 3 86 | 2.90 | 2.49 |

| |
|---|
| **Electric** |
| **Residential** |
| **Existing Replace on Burnout** |
| **75% Fixed Incentive** |

| Residential Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 28 614 790 | 65 308 350 | 108 887 442 | 158 295 107 | 210 947 432 | 267 065 260 | 322 936 490 | 379 968 154 | 436 376 970 | 492 788 416 |
| Cumulative Gross Peak Demand - kW | 3 629 | 8 273 | 13 796 | 20 078 | 26 883 | 34 197 | 41 664 | 49 394 | 57 222 | 65 178 |
| Cumulative Net Energy Savings - kWh | 13 082 560 | 33 665 724 | 60 705 537 | 93 276 592 | 129 540 395 | 169 262 733 | 209 867 627 | 251 885 706 | 294 140 532 | 336 779 867 |
| Cumulative Net Peak Demand Savings - kW | 2,245 | 5,505 | 9,652 | 14,571 | 20,078 | 26,121 | 32,442 | 39,066 | 45,874 | 52,856 |
| New Net Energy Savings - kWh | 13,082,560 | 20,583,163 | 27,039,813 | 32,571,055 | 36,263,802 | 39,722,338 | 40,604,894 | 42,018,079 | 42,254,826 | 42,639,335 |
| New Net Peak Demand Savings - kW | 2,245 | 3,260 | 4,147 | 4,919 | 5,507 | 6,043 | 6,321 | 6,624 | 6,809 | 6,982 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,500,000 | 5,187,670 | 5,809,926 | 6,372,862 | 6,882,005 | 7,342,364 | 7,758,482 | 8,134,476 | 8,474,082 | 8,780,687 |
| Marketing | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 |
| Incentives | 4,447,369 | 5,806,624 | 7,036,580 | 8,149,285 | 9,155,661 | 10,065,610 | 10,888,111 | 11,631,305 | 12,302,573 | 12,908,612 |
| Total | 11,527,369 | 13,574,294 | 15,426,506 | 17,102,147 | 18,617,666 | 19,987,975 | 21,226,593 | 22,345,781 | 23,356,655 | 24,269,299 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 12,242,707 | 17,874,469 | 22,118,938 | 25,277,379 | 26,905,695 | 28,204,443 | 27,714,114 | 27,440,662 | 26,475,527 | 25,587,166 |
| PV Annual Program Marketing and Admin Costs | 7,080,000 | 7,388,669 | 7,591,175 | 7,705,277 | 7,746,133 | 7,726,671 | 7,657,896 | 7,549,167 | 7,408,431 | 7,242,419 |
| PV Net Measure Costs | 5,039,290 | 6,914,967 | 8,401,544 | 9,559,483 | 10,408,681 | 11,042,702 | 11,427,456 | 11,685,670 | 11,791,611 | 11,805,590 |
| TRC Ratio | 1 01 | 1 25 | 1 38 | 1.46 | 1.48 | 1.50 | 1.45 | 1.43 | 1.38 | 1.34 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.88 | $0.66 | $0.57 | $0.53 | $0.51 | $0 50 | $0 52 | $0.53 | $0 55 | $0 57 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 12,242,707 | 17,874,469 | 22,118,938 | 25,277,379 | 26,905,695 | 28,204,443 | 27,714,114 | 27,440,662 | 26,475,527 | 25,587,166 |
| PV Annual Program Costs | 11,527,369 | 12,911,976 | 13,957,848 | 14,718,955 | 15,241,476 | 15,564,889 | 15,722,911 | 15,744,311 | 15,653,599 | 15,471,636 |
| PV Lost Revenue | 16,862,480 | 25,366,879 | 31,857,262 | 36,678,105 | 39,024,360 | 40,841,168 | 39,879,741 | 39,411,813 | 37,842,881 | 36,452,958 |
| RIM | 0.43 | 0.47 | 0.48 | 0.49 | 0 50 | 0.50 | 0.50 | 0 50 | 0.49 | 0.49 |

| Residential Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 548 223 854 | 602 382 368 | 649 094 266 | 691 994 813 | 731 109 375 | 766 532 036 | 798 289 386 | 826 994 570 | 851 830 258 | 874 065 707 |
| Cumulative Gross Peak Demand - kW | 73 171 | 81 195 | 88 497 | 95 496 | 102 180 | 108 389 | 114 108 | 119 396 | 123 903 | 127 981 |
| Cumulative Net Energy Savings - kWh | 378 863 661 | 420 091 872 | 455 844 135 | 488 317 174 | 517 522 562 | 543 563 248 | 566 777 619 | 587 444 773 | 605 341 573 | 621 117 348 |
| Cumulative Net Peak Demand Savings - kW | 59,920 | 67,059 | 73,654 | 79,995 | 86,067 | 91,710 | 96,932 | 101,765 | 105,913 | 109,669 |
| New Net Energy Savings - kWh | 42,083,794 | 41,228,211 | 35,752,264 | 32,473,038 | 29,205,388 | 26,040,686 | 23,214,370 | 20,667,154 | 17,896,800 | 15,775,775 |
| New Net Peak Demand Savings - kW | 7,064 | 7,139 | 6,595 | 6,341 | 6,072 | 5,643 | 5,222 | 4,833 | 4,148 | 3,756 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 8,973,638 | 9,177,920 | 8,979,043 | 8,924,163 | 8,815,049 | 8,599,701 | 8,376,570 | 8,164,284 | 7,766,163 | 7,533,522 |
| Marketing | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 | 2,580,000 |
| Incentives | 13,289,999 | 13,693,786 | 13,300,682 | 13,192,208 | 12,976,531 | 12,550,873 | 12,109,830 | 11,690,224 | 10,903,295 | 10,443,455 |
| Total | 24,843,636 | 25,451,706 | 24,859,725 | 24,696,371 | 24,371,579 | 23,730,574 | 23,066,401 | 22,434,508 | 21,249,458 | 20,556,977 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 24,258,796 | 22,870,955 | 19,229,776 | 16,909,307 | 14,750,787 | 12,674,862 | 10,883,003 | 9,339,308 | 7,648,624 | 6,467,987 |
| PV Annual Program Marketing and Admin Costs | 7,006,049 | 6,782,041 | 6,342,014 | 6,003,933 | 5,656,821 | 5,279,124 | 4,921,322 | 4,590,501 | 4,204,723 | 3,909,632 |
| PV Net Measure Costs | 11,561,328 | 11,345,565 | 10,414,488 | 9,789,353 | 9,119,819 | 8,358,519 | 7,642,365 | 6,993,825 | 6,186,171 | 5,618,417 |
| TRC Ratio | 1 31 | 1 26 | 1.15 | 1 07 | 1 00 | 0.93 | 0.87 | 0 81 | 0.74 | 0.68 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.59 | $0.62 | $0.70 | $0.76 | $0.83 | $0 91 | $0 99 | $1.09 | $1.19 | $1 30 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 24,258,796 | 22,870,955 | 19,229,776 | 16,909,307 | 14,750,787 | 12,674,862 | 10,883,003 | 9,339,308 | 7,648,624 | 6,467,987 |
| PV Annual Program Costs | 15,065,017 | 14,680,701 | 13,639,601 | 12,888,843 | 12,098,733 | 11,205,724 | 10,360,649 | 9,585,155 | 8,635,866 | 7,946,808 |
| PV Lost Revenue | 34,335,524 | 32,093,458 | 26,546,062 | 22,991,611 | 19,711,903 | 16,749,410 | 14,224,624 | 12,060,046 | 9,941,856 | 8,339,444 |
| RIM | 0.49 | 0.49 | 0.48 | 0.47 | 0.46 | 0.45 | 0.44 | 0.43 | 0.41 | 0.40 |

| |
|---|
| Electric |
| Residential |
| New Construction |
| 75% Fixed Incentive |

| Residential New Construction | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 18,117,701 | 34,694,956 | 51,156,999 | 67,774,197 | 84,626,779 | 101,743,037 | 119,133,266 | 136,800,648 | 154,745,365 | 172,966,329 |
| Cumulative Gross Peak Demand - kW | 3,528 | 6,756 | 9,961 | 13,197 | 16,479 | 19,812 | 23,198 | 26,638 | 30,132 | 33,680 |
| Cumulative Net Energy Savings - kWh | 16,107,025 | 31,665,678 | 47,428,861 | 63,499,027 | 79,889,363 | 96,594,750 | 113,606,475 | 130,915,918 | 148,515,459 | 166,398,607 |
| Cumulative Net Peak Demand Savings - kW | 3,136 | 6,166 | 9,235 | 12,365 | 15,556 | 18,809 | 22,122 | 25,492 | 28,919 | 32,402 |
| New Net Energy Savings - kWh | 16,107,025 | 15,558,652 | 15,763,184 | 16,070,166 | 16,390,336 | 16,705,387 | 17,011,725 | 17,309,443 | 17,599,541 | 17,883,148 |
| New Net Peak Demand Savings - kW | 3,136 | 3,030 | 3,069 | 3,129 | 3,192 | 3,253 | 3,313 | 3,371 | 3,427 | 3,482 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,500,000 | 1,404,335 | 1,397,169 | 1,406,793 | 1,421,398 | 1,437,761 | 1,454,763 | 1,471,962 | 1,489,173 | 1,506,317 |
| Marketing | 150,000 | 153,659 | 157,406 | 161,245 | 165,178 | 169,207 | 173,334 | 177,562 | 181,892 | 186,329 |
| Incentives | 6,411,074 | 5,865,903 | 5,825,070 | 5,879,912 | 5,963,144 | 6,056,390 | 6,153,279 | 6,251,295 | 6,349,376 | 6,447,074 |
| Total | 8,061,074 | 7,423,896 | 7,379,646 | 7,447,950 | 7,549,721 | 7,663,358 | 7,781,375 | 7,900,819 | 8,020,442 | 8,139,720 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 16,168,583 | 14,859,155 | 14,317,611 | 13,905,654 | 13,530,040 | 13,180,077 | 12,827,694 | 12,441,694 | 12,053,943 | 11,668,257 |
| PV Annual Program Marketing and Admin Costs | 1,650,000 | 1,481,975 | 1,406,575 | 1,349,531 | 1,298,861 | 1,251,366 | 1,205,960 | 1,162,216 | 1,119,946 | 1,079,059 |
| PV Net Measure Costs | 7,600,196 | 6,982,836 | 6,729,268 | 6,525,478 | 6,330,669 | 6,137,466 | 5,945,006 | 5,753,854 | 5,564,796 | 5,378,539 |
| TRC Ratio | 1.75 | 1.76 | 1.76 | 1.77 | 1.77 | 1.78 | 1.79 | 1 80 | 1.80 | 1.81 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.50 | $0.48 | $0.47 | $0.46 | $0.46 | $0.46 | $0.46 | $0.46 | $0.46 | $0.46 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 16,168,583 | 14,859,155 | 14,317,611 | 13,905,654 | 13,530,040 | 13,180,077 | 12,827,694 | 12,441,694 | 12,053,943 | 11,668,257 |
| PV Annual Program Costs | 8,061,074 | 7,061,668 | 6,677,077 | 6,410,075 | 6,180,629 | 5,967,553 | 5,763,802 | 5,566,731 | 5,375,290 | 5,189,057 |
| PV Lost Revenue | 20,760,797 | 19,174,625 | 18,571,573 | 18,096,534 | 17,638,039 | 17,175,915 | 16,707,916 | 16,235,785 | 15,761,924 | 15,288,550 |
| RIM | 0 56 | 0 57 | 0 57 | 0 57 | 0 57 | 0.57 | 0.57 | 0 57 | 0.57 | 0.57 |

| Residential New Construction | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 191,461,958 | 210,230,538 | 229,270,403 | 248,580,015 | 268,157,995 | 288,003,145 | 308,114,439 | 328,491,023 | 349,132,208 | 370,037,459 |
| Cumulative Gross Peak Demand - kW | 37,282 | 40,937 | 44,644 | 48,404 | 52,216 | 56,081 | 59,997 | 63,965 | 67,984 | 72,055 |
| Cumulative Net Energy Savings - kWh | 184,559,900 | 202,994,764 | 221,699,373 | 240,670,529 | 259,905,565 | 279,402,262 | 299,158,789 | 319,173,644 | 339,445,622 | 359,973,768 |
| Cumulative Net Peak Demand Savings - kW | 35,938 | 39,528 | 43,170 | 46,864 | 50,609 | 54,406 | 58,253 | 62,150 | 66,098 | 70,095 |
| New Net Energy Savings - kWh | 18,161,293 | 18,434,864 | 18,704,609 | 18,971,156 | 19,235,036 | 19,496,697 | 19,756,526 | 20,014,856 | 20,271,977 | 20,528,147 |
| New Net Peak Demand Savings - kW | 3,536 | 3,590 | 3,642 | 3,694 | 3,745 | 3,796 | 3,847 | 3,897 | 3,947 | 3,997 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,523,363 | 1,540,302 | 1,557,138 | 1,573,879 | 1,590,534 | 1,607,116 | 1,623,633 | 1,640,098 | 1,656,520 | 1,672,909 |
| Marketing | 190,873 | 195,529 | 200,298 | 205,183 | 210,188 | 215,314 | 220,566 | 225,945 | 231,456 | 237,102 |
| Incentives | 6,544,212 | 6,640,746 | 6,736,691 | 6,832,091 | 6,927,006 | 7,021,497 | 7,115,626 | 7,209,454 | 7,303,039 | 7,396,435 |
| Total | 8,258,449 | 8,376,577 | 8,494,127 | 8,611,154 | 8,727,728 | 8,843,927 | 8,959,825 | 9,075,497 | 9,191,015 | 9,306,445 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 11,296,954 | 10,924,206 | 10,543,583 | 10,163,347 | 9,787,170 | 9,428,908 | 9,088,378 | 8,757,975 | 8,437,675 | 8,127,404 |
| PV Annual Program Marketing and Admin Costs | 1,039,502 | 1,001,238 | 964,240 | 928,479 | 893,929 | 860,563 | 828,352 | 797,268 | 767,281 | 738,362 |
| PV Net Measure Costs | 5,195,648 | 5,016,556 | 4,841,583 | 4,670,955 | 4,504,827 | 4,343,297 | 4,186,418 | 4,034,206 | 3,886,650 | 3,743,716 |
| TRC Ratio | 1 81 | 1 82 | 1 82 | 1 82 | 1 81 | 1.81 | 1.81 | 1 81 | 1.81 | 1.81 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.45 | $0.45 | $0.45 | $0.45 | $0.45 | $0.45 | $0.45 | $0.45 | $0.45 | $0.45 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 11,296,954 | 10,924,206 | 10,543,583 | 10,163,347 | 9,787,170 | 9,428,908 | 9,088,378 | 8,757,975 | 8,437,675 | 8,127,404 |
| PV Annual Program Costs | 5,007,869 | 4,831,661 | 4,660,410 | 4,494,094 | 4,332,688 | 4,176,157 | 4,024,451 | 3,877,511 | 3,735,266 | 3,597,637 |
| PV Lost Revenue | 14,817,521 | 14,350,332 | 13,888,175 | 13,431,988 | 12,982,507 | 12,540,306 | 12,105,827 | 11,679,405 | 11,261,290 | 10,851,659 |
| RIM | 0 57 | 0 57 | 0 57 | 0 57 | 0 57 | 0.56 | 0.56 | 0 56 | 0.56 | 0.56 |

| |
|---|
| Electric |
| Residential |
| Existing Total |
| 75% Fixed Incentive |

| Residential Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 782,324,913 | 1,619,931,309 | 2,443,956,392 | 2,893,044,683 | 3,308,789,504 | 3,677,486,691 | 3,990,293,520 | 4,250,029,241 | 4,460,414,035 | 4,629,531,692 |
| Cumulative Gross Peak Demand - kW | 179,529 | 387,731 | 605,239 | 795,832 | 972,439 | 1,128,424 | 1,260,579 | 1,369,047 | 1,455,576 | 1,523,085 |
| Cumulative Net Energy Savings - kWh | 669,070,727 | 1,395,781,623 | 2,112,127,483 | 2,489,595,914 | 2,838,313,582 | 3,144,112,533 | 3,399,244,492 | 3,605,492,263 | 3,766,958,595 | 3,891,004,431 |
| Cumulative Net Peak Demand Savings - kW | 149,700 | 329,599 | 520,352 | 687,842 | 842,912 | 978,844 | 1,092,482 | 1,183,827 | 1,254,614 | 1,307,660 |
| New Net Energy Savings - kWh | 669,070,727 | 726,710,896 | 716,345,860 | 377,468,431 | 348,717,668 | 305,798,951 | 255,131,959 | 206,247,771 | 161,466,333 | 124,045,835 |
| New Net Peak Demand Savings - kW | 149,700 | 179,899 | 190,753 | 167,490 | 155,070 | 135,933 | 113,637 | 91,345 | 70,787 | 53,047 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 17,000,000 | 18,894,467 | 20,204,623 | 18,994,932 | 19,367,751 | 19,438,967 | 19,318,050 | 19,095,406 | 18,837,178 | 18,585,865 |
| Marketing | 6,944,626 | 6,944,626 | 6,944,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 |
| Incentives | 72,624,999 | 86,738,596 | 94,387,804 | 87,044,927 | 86,592,371 | 83,337,724 | 78,412,907 | 72,749,491 | 67,022,760 | 61,657,974 |
| Total | 96,569,625 | 112,577,690 | 121,537,052 | 112,424,485 | 112,344,748 | 109,161,317 | 104,115,583 | 98,229,524 | 92,244,564 | 86,628,465 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 695,461,855 | 746,136,409 | 719,887,277 | 458,038,446 | 403,891,762 | 337,945,785 | 269,268,940 | 206,542,874 | 152,898,055 | 110,093,608 |
| PV Annual Program Marketing and Admin Costs | 23,944,626 | 24,578,350 | 24,564,544 | 21,842,905 | 21,082,354 | 20,109,159 | 19,038,425 | 17,952,631 | 16,903,620 | 15,918,645 |
| PV Net Measure Costs | 99,400,317 | 115,950,222 | 121,384,775 | 107,249,294 | 101,449,560 | 92,516,054 | 82,211,233 | 71,921,633 | 62,383,946 | 54,019,190 |
| TRC Ratio | 5.64 | 5.31 | 4.93 | 3.55 | 3.30 | 3.00 | 2.66 | 2.30 | 1.93 | 1.57 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.14 | $0.15 | $0.17 | $0.30 | $0.32 | $0.36 | $0.41 | $0.48 | $0.57 | $0.70 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 695,461,855 | 746,136,409 | 719,887,277 | 458,038,446 | 403,891,762 | 337,945,785 | 269,268,940 | 206,542,874 | 152,898,055 | 110,093,608 |
| PV Annual Program Costs | 96,569,625 | 107,084,787 | 109,966,294 | 96,758,080 | 91,971,772 | 85,005,298 | 77,120,247 | 69,210,209 | 61,822,185 | 55,225,497 |
| PV Lost Revenue | 862,384,065 | 895,605,142 | 843,970,974 | 425,065,348 | 375,263,572 | 314,412,167 | 250,575,623 | 193,454,792 | 144,607,182 | 106,048,503 |
| RIM | 0.73 | 0.74 | 0.75 | 0.88 | 0.86 | 0.85 | 0.82 | 0.79 | 0.74 | 0.68 |

| Residential Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - kWh | 3,562,480,580 | 3,669,003,419 | 3,747,142,915 | 3,804,914,886 | 3,846,679,601 | 3,875,378,196 | 3,893,330,608 | 3,902,855,243 | 3,904,359,260 | 3,900,009,363 |
| Cumulative Gross Peak Demand - kW | 1,496,264 | 1,534,663 | 1,561,869 | 1,580,179 | 1,591,498 | 1,596,933 | 1,597,682 | 1,594,769 | 1,588,560 | 1,579,942 |
| Cumulative Net Energy Savings - kWh | 2,878,580,592 | 2,947,052,945 | 2,991,840,934 | 3,019,297,517 | 3,033,559,753 | 3,037,384,451 | 3,033,226,079 | 3,022,907,025 | 3,007,281,082 | 2,987,760,822 |
| Cumulative Net Peak Demand Savings - kW | 1,273,862 | 1,300,166 | 1,316,499 | 1,324,969 | 1,327,416 | 1,324,889 | 1,318,555 | 1,309,356 | 1,297,660 | 1,284,250 |
| New Net Energy Savings - kWh | 93,272,247 | 68,472,353 | 44,787,989 | 27,456,583 | 14,262,236 | 3,824,698 | -4,158,373 | -10,319,054 | -15,625,943 | -19,520,260 |
| New Net Peak Demand Savings - kW | 38,339 | 26,304 | 16,333 | 8,470 | 2,447 | -2,526 | -6,334 | -9,199 | -11,696 | -13,410 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 18,280,685 | 18,044,343 | 17,460,424 | 17,044,810 | 16,630,938 | 16,130,002 | 15,661,507 | 15,243,773 | 14,671,057 | 14,288,100 |
| Marketing | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 | 6,384,626 |
| Incentives | 56,708,390 | 52,396,622 | 47,882,818 | 43,913,775 | 40,436,590 | 36,954,580 | 33,887,654 | 31,269,349 | 28,613,916 | 26,545,400 |
| Total | 81,373,701 | 76,825,591 | 71,727,868 | 67,343,211 | 63,452,153 | 59,469,209 | 55,933,787 | 52,897,748 | 49,669,599 | 47,218,127 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 76,985,457 | 51,729,934 | 31,040,256 | 16,425,131 | 6,117,922 | -1,483,168 | -6,715,923 | -10,219,206 | -12,879,625 | -14,366,130 |
| PV Annual Program Marketing and Admin Costs | 14,956,882 | 14,090,780 | 13,082,887 | 12,227,640 | 11,425,570 | 10,631,547 | 9,902,379 | 9,240,744 | 8,557,115 | 7,991,554 |
| PV Net Measure Costs | 46,741,883 | 40,672,907 | 34,902,868 | 30,114,100 | 26,117,683 | 22,495,971 | 19,461,959 | 16,962,337 | 14,654,975 | 12,856,852 |
| TRC Ratio | 1.25 | 0.94 | 0.65 | 0.39 | 0.16 | -0.04 | -0.23 | -0.39 | -0.55 | -0.69 |
| | | | | | | | | | | |
| Cost per First-Year Net kWh | $0.87 | $1.12 | $1.60 | $2.45 | $4.45 | $15.55 | -$13.45 | -$5.13 | -$3.18 | -$2.42 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 76,985,457 | 51,729,934 | 31,040,256 | 16,425,131 | 6,117,922 | -1,483,168 | -6,715,923 | -10,219,206 | -12,879,625 | -14,366,130 |
| PV Annual Program Costs | 49,344,474 | 44,313,475 | 39,354,398 | 35,145,896 | 31,499,423 | 28,081,729 | 25,123,570 | 22,600,589 | 20,185,926 | 18,253,335 |
| PV Lost Revenue | 76,099,400 | 53,301,236 | 33,255,089 | 19,439,853 | 9,626,162 | 2,460,051 | -2,548,047 | -6,021,548 | -8,680,372 | -10,318,867 |
| RIM | 0.61 | 0.53 | 0.43 | 0.30 | 0.15 | -0.05 | -0.30 | -0.62 | -1.12 | -1.81 |

| |
|---|
| **Gas** |
| **All** |
| **Total** |
| **75% Fixed Incentive** |

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - Therms** | 28,529,846 | 56,893,036 | 84,374,847 | 110,466,054 | 134,920,116 | 157,694,486 | 178,881,039 | 198,646,296 | 217,183,880 | 234,694,811 |
| **Cumulative Net Energy Savings - Therms** | 19,103,182 | 38,936,154 | 58,663,326 | 77,706,485 | 95,754,229 | 112,725,975 | 128,641,303 | 143,596,873 | 157,722,799 | 171,163,801 |
| **New Net Energy Savings - Therms** | 19,103,182 | 19,832,971 | 19,727,172 | 19,043,159 | 18,047,744 | 16,971,746 | 15,915,328 | 14,955,569 | 14,125,926 | 13,441,002 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 13,032,561 | 12,985,674 | 12,895,507 | 12,731,883 | 12,518,752 | 12,281,488 | 12,040,091 | 11,808,450 | 11,594,617 | 11,403,973 |
| **Marketing** | 3,282,208 | 3,297,695 | 3,313,561 | 3,329,813 | 3,346,462 | 3,363,517 | 3,380,988 | 3,398,885 | 3,417,219 | 3,436,000 |
| **Incentives** | 54,281,354 | 53,707,247 | 52,679,593 | 51,008,779 | 48,915,092 | 46,622,766 | 44,307,122 | 42,089,437 | 40,040,890 | 38,205,842 |
| **Total** | 70,596,122 | 69,990,616 | 68,888,661 | 67,070,476 | 64,780,307 | 62,267,771 | 59,728,202 | 57,296,772 | 55,052,726 | 53,045,815 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 175,693,203 | 171,649,014 | 161,565,063 | 148,466,501 | 134,335,640 | 120,969,377 | 108,551,135 | 97,472,164 | 88,062,128 | 80,188,724 |
| **PV Annual Program Marketing and Admin Costs** | 16,314,768 | 15,488,869 | 14,665,907 | 13,823,492 | 12,988,163 | 12,182,963 | 11,422,665 | 10,714,730 | 10,060,913 | 9,460,457 |
| **PV Net Measure Costs** | 69,333,793 | 66,854,723 | 63,009,350 | 58,209,212 | 53,024,551 | 47,881,107 | 43,039,751 | 38,643,316 | 34,742,638 | 31,343,181 |
| **TRC** | 2.05 | 2.08 | 2.08 | 2.06 | 2.03 | 2.01 | 1.99 | 1.97 | 1.97 | 1.97 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $3.70 | $3 53 | $3.49 | $3 52 | $3 59 | $3 67 | $3.75 | $3 83 | $3 90 | $3 95 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 175 693 203 | 171 649 014 | 161 565 063 | 148 466 501 | 134 335 640 | 120 969 377 | 108 551 135 | 97 472 164 | 88 062 128 | 80 188 724 |
| **PV Annual Program Costs** | 70 596 122 | 66 575 627 | 62 330 216 | 57 724 173 | 53 032 827 | 48 488 701 | 44 241 731 | 40 369 956 | 36 896 264 | 33 816 615 |
| **PV Lost Revenue** | 299 803 166 | 293 815 970 | 276 352 241 | 252 925 737 | 227 667 951 | 203 879 905 | 182 193 445 | 163 222 057 | 147 226 049 | 133 933 924 |
| **RIM** | 0.47 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 |

| | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - Therms** | 250,308,409 | 264,985,675 | 278,852,882 | 292,054,390 | 304,692,127 | 316,633,653 | 328,096,918 | 339,144,712 | 349,830,539 | 360,195,296 |
| **Cumulative Net Energy Savings - Therms** | 183,132,727 | 194,418,271 | 205,111,804 | 215,328,076 | 225,143,949 | 234,421,936 | 243,346,090 | 251,963,482 | 260,314,362 | 268,428,206 |
| **New Net Energy Savings - Therms** | 11,968,927 | 11,285,543 | 10,693,534 | 10,216,271 | 9,815,873 | 9,277,987 | 8,924,154 | 8,617,392 | 8,350,881 | 8,113,843 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 11,074,721 | 10,892,481 | 10,727,767 | 10,590,435 | 10,472,581 | 10,327,065 | 10,229,366 | 10,145,162 | 10,072,480 | 10,007,237 |
| **Marketing** | 3,455,239 | 3,474,947 | 3,495,135 | 3,515,817 | 3,537,002 | 3,558,704 | 3,580,936 | 3,603,710 | 3,627,039 | 3,650,938 |
| **Incentives** | 35,590,248 | 33,952,723 | 32,462,397 | 31,223,352 | 30,156,628 | 28,935,419 | 28,062,889 | 27,306,674 | 26,651,585 | 26,067,338 |
| **Total** | 50,120,207 | 48,320,150 | 46,685,299 | 45,329,604 | 44,166,211 | 42,821,189 | 41,873,191 | 41,055,546 | 40,351,104 | 39,725,512 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 68,289,876 | 61,588,099 | 55,767,870 | 50,868,797 | 46,610,690 | 42,019,838 | 38,544,001 | 35,473,148 | 32,731,842 | 30,260,485 |
| **PV Annual Program Marketing and Admin Costs** | 8,810,871 | 8,287,221 | 7,803,574 | 7,361,943 | 6,954,749 | 6,556,946 | 6,203,122 | 5,874,212 | 5,567,540 | 5,279,905 |
| **PV Net Measure Costs** | 27,450,231 | 24,722,634 | 22,324,650 | 20,307,305 | 18,567,280 | 16,866,992 | 15,505,048 | 14,310,903 | 13,256,622 | 12,311,401 |
| **TRC** | 1.88 | 1.87 | 1.85 | 1.84 | 1.83 | 1.79 | 1.78 | 1.76 | 1.74 | 1.72 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $4.19 | $4 28 | $4 37 | $4.44 | $4 50 | $4 62 | $4 69 | $4.76 | $4 83 | $4 90 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 68,289,876 | 61,588,099 | 55,767,870 | 50,868,797 | 46,610,690 | 42,019,838 | 38,544,001 | 35,473,148 | 32,731,842 | 30,260,485 |
| **PV Annual Program Costs** | 30,392,562 | 27,871,361 | 25,614,477 | 23,657,166 | 21,925,342 | 20,220,431 | 18,808,025 | 17,541,002 | 16,398,852 | 15,356,879 |
| **PV Lost Revenue** | 112 616 834 | 101 176 360 | 91 363 861 | 83 135 347 | 76 045 110 | 68 538 905 | 62 829 065 | 57 802 668 | 53 339 187 | 49 322 971 |
| **RIM** | 0.48 | 0.48 | 0.48 | 0.48 | 0.48 | 0.47 | 0.47 | 0.47 | 0.47 | 0.47 |

| |
|---|
| Gas |
| Commercial |
| Total |
| 75% Fixed Incentive |

| Commercial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 6,699,339 | 13,542,382 | 20,399,240 | 27,144,421 | 33,687,316 | 39,970,861 | 45,965,419 | 51,661,956 | 57,065,832 | 62,191,667 |
| Cumulative Net Energy Savings - Therms | 5,291,048 | 10,823,165 | 16,455,956 | 22,061,462 | 27,546,599 | 32,850,918 | 37,941,112 | 42,803,418 | 47,437,823 | 51,853,490 |
| New Net Energy Savings - Therms | 5,291,048 | 5,532,118 | 5,632,791 | 5,605,506 | 5,485,138 | 5,304,318 | 5,090,194 | 4,862,306 | 4,634,406 | 4,415,667 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,271,047 | 2,282,802 | 2,297,425 | 2,300,868 | 2,293,711 | 2,278,327 | 2,257,145 | 2,232,249 | 2,205,306 | 2,177,574 |
| Marketing | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 |
| Incentives | 11,080,497 | 11,170,523 | 11,320,747 | 11,371,922 | 11,324,714 | 11,200,018 | 11,020,109 | 10,804,367 | 10,568,333 | 10,323,832 |
| Total | 15,076,686 | 15,178,467 | 15,343,314 | 15,397,933 | 15,343,567 | 15,203,487 | 15,002,396 | 14,761,759 | 14,498,781 | 14,226,548 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 48,662,107 | 47,878,984 | 46,132,419 | 43,702,298 | 40,827,790 | 37,807,546 | 34,717,873 | 31,689,831 | 28,891,246 | 26,343,771 |
| PV Annual Program Marketing and Admin Costs | 3,996,189 | 3,812,388 | 3,639,604 | 3,464,984 | 3,290,061 | 3,117,552 | 2,949,750 | 2,788,285 | 2,634,181 | 2,487,975 |
| PV Net Measure Costs | 14,728,866 | 14,347,498 | 13,945,527 | 13,393,063 | 12,726,889 | 11,994,323 | 11,234,887 | 10,477,820 | 9,743,266 | 9,044,078 |
| TRC | 2.60 | 2.64 | 2.62 | 2.59 | 2.55 | 2.50 | 2.45 | 2.39 | 2.33 | 2.28 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 85 | $2.74 | $2.72 | $2.75 | $2 80 | $2 87 | $2 95 | $3 04 | $3.13 | $3 22 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 48 662 107 | 47 878 984 | 46 132 419 | 43 702 298 | 40 827 790 | 37 807 546 | 34 717 873 | 31 689 831 | 28 891 246 | 26 343 771 |
| PV Annual Program Costs | 15 076 686 | 14 437 878 | 13 882 576 | 13 252 224 | 12 561 113 | 11 839 148 | 11 112 539 | 10 400 788 | 9 717 064 | 9 069 400 |
| PV Lost Revenue | 65 694 614 | 64 818 608 | 62 538 747 | 59 232 534 | 55 283 061 | 51 104 241 | 46 855 225 | 42 718 099 | 38 889 738 | 35 405 524 |
| RIM | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.59 | 0.59 |

| Commercial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 67,044,042 | 71,656,758 | 76,029,735 | 80,203,330 | 84,194,940 | 87,934,061 | 91,483,473 | 94,857,755 | 98,073,828 | 101,147,200 |
| Cumulative Net Energy Savings - Therms | 56,049,994 | 60,055,666 | 63,865,693 | 67,515,999 | 71,019,981 | 74,308,695 | 77,436,761 | 80,415,850 | 83,260,298 | 85,983,322 |
| New Net Energy Savings - Therms | 4,196,504 | 4,005,672 | 3,810,027 | 3,650,306 | 3,503,982 | 3,288,714 | 3,128,066 | 2,979,088 | 2,844,448 | 2,723,025 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 2,148,056 | 2,120,723 | 2,087,890 | 2,061,681 | 2,036,642 | 2,005,892 | 1,979,855 | 1,954,933 | 1,931,582 | 1,909,863 |
| Marketing | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 | 1,725,142 |
| Incentives | 10,059,675 | 9,816,392 | 9,514,120 | 9,278,099 | 9,051,863 | 8,764,206 | 8,523,063 | 8,291,292 | 8,073,756 | 7,871,189 |
| Total | 13,932,872 | 13,662,257 | 13,327,152 | 13,064,922 | 12,813,647 | 12,495,240 | 12,228,060 | 11,971,367 | 11,730,480 | 11,506,194 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 23,943,561 | 21,859,980 | 19,869,677 | 18,175,580 | 16,638,666 | 14,894,529 | 13,510,320 | 12,263,298 | 11,149,007 | 10,155,489 |
| PV Annual Program Marketing and Admin Costs | 2,348,681 | 2,218,319 | 2,092,068 | 1,976,313 | 1,867,455 | 1,761,817 | 1,664,160 | 1,572,314 | 1,486,108 | 1,405,201 |
| PV Net Measure Costs | 8,366,902 | 7,752,291 | 7,125,862 | 6,594,618 | 6,105,430 | 5,611,701 | 5,179,235 | 4,781,998 | 4,419,525 | 4,089,482 |
| TRC | 2.23 | 2.19 | 2.16 | 2.12 | 2.09 | 2.02 | 1.97 | 1.93 | 1.89 | 1.85 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $3 32 | $3.41 | $3 50 | $3 58 | $3 66 | $3 80 | $3 91 | $4 02 | $4.12 | $4 23 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 23,943,561 | 21,859,980 | 19,869,677 | 18,175,580 | 16,638,666 | 14,894,529 | 13,510,320 | 12,263,298 | 11,149,007 | 10,155,489 |
| PV Annual Program Costs | 8,448,802 | 7,880,474 | 7,312,110 | 6,818,481 | 6,361,053 | 5,900,330 | 5,492,432 | 5,114,772 | 4,767,315 | 4,448,004 |
| PV Lost Revenue | 32 135 355 | 29 297 741 | 26 598 983 | 24 308 212 | 22 238 241 | 19 893 662 | 18 033 251 | 16 360 646 | 14 870 293 | 13 544 101 |
| RIM | 0.59 | 0.59 | 0.59 | 0.58 | 0.58 | 0.58 | 0.57 | 0.57 | 0.57 | 0.56 |

| |
|---|
| Gas |
| Industrial |
| Total |
| 75% Fixed Incentive |

| Industrial Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 3,909,713 | 7,958,303 | 11,985,135 | 15,875,793 | 19,559,935 | 23,004,551 | 26,205,108 | 29,176,534 | 31,941,957 | 34,535,688 |
| Cumulative Net Energy Savings - Therms | 3,041,436 | 6,260,673 | 9,491,688 | 12,615,445 | 15,557,629 | 18,281,801 | 20,780,454 | 23,065,935 | 25,159,352 | 27,092,797 |
| New Net Energy Savings - Therms | 3,041,436 | 3,219,237 | 3,231,015 | 3,123,757 | 2,942,184 | 2,724,171 | 2,498,654 | 2,285,480 | 2,093,418 | 1,933,444 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 831,513 | 848,639 | 850,644 | 841,781 | 826,080 | 806,946 | 786,978 | 767,958 | 750,436 | 735,844 |
| Marketing | 560,000 | 573,659 | 587,650 | 601,983 | 616,666 | 631,706 | 647,114 | 662,897 | 679,065 | 695,628 |
| Incentives | 3,814,873 | 3,951,716 | 3,944,708 | 3,834,624 | 3,660,116 | 3,453,826 | 3,240,642 | 3,037,611 | 2,851,566 | 2,693,244 |
| Total | 5,206,387 | 5,374,013 | 5,383,002 | 5,278,388 | 5,102,862 | 4,892,479 | 4,674,734 | 4,468,465 | 4,281,067 | 4,124,715 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 27,972,281 | 27,861,630 | 26,461,933 | 24,353,796 | 21,899,702 | 19,417,054 | 17,042,166 | 14,895,500 | 13,050,530 | 11,534,886 |
| PV Annual Program Marketing and Admin Costs | 1,391,513 | 1,352,900 | 1,301,363 | 1,242,575 | 1,181,113 | 1,120,297 | 1,062,257 | 1,008,146 | 958,050 | 912,561 |
| PV Net Measure Costs | 4,956,181 | 4,981,734 | 4,771,528 | 4,417,476 | 3,994,078 | 3,555,842 | 3,138,440 | 2,761,949 | 2,430,744 | 2,153,005 |
| TRC | 4.41 | 4.40 | 4.36 | 4.30 | 4.23 | 4.15 | 4.06 | 3.95 | 3.85 | 3.76 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $1.71 | $1 67 | $1 67 | $1 69 | $1.73 | $1 80 | $1 87 | $1 96 | $2 05 | $2.13 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 27 972 281 | 27 861 630 | 26 461 933 | 24 353 796 | 21 899 702 | 19 417 054 | 17 042 166 | 14 895 500 | 13 050 530 | 11 534 886 |
| PV Annual Program Costs | 5 206 387 | 5 111 804 | 4 870 521 | 4 542 842 | 4 177 492 | 3 809 835 | 3 462 658 | 3 148 376 | 2 869 166 | 2 629 499 |
| PV Lost Revenue | 33 765 265 | 33 965 256 | 32 412 494 | 29 809 397 | 26 714 839 | 23 541 354 | 20 549 112 | 17 885 651 | 15 590 522 | 13 703 545 |
| RIM | 0.72 | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 | 0.71 |

| Industrial Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 36,938,437 | 39,221,319 | 41,411,472 | 43,531,919 | 45,601,577 | 47,580,355 | 49,521,214 | 51,436,417 | 53,333,520 | 55,218,433 |
| Cumulative Net Energy Savings - Therms | 28,848,269 | 30,492,241 | 32,050,528 | 33,544,984 | 34,993,488 | 36,362,045 | 37,696,170 | 39,007,172 | 40,301,945 | 41,585,801 |
| New Net Energy Savings - Therms | 1,755,472 | 1,643,972 | 1,558,287 | 1,494,456 | 1,448,504 | 1,368,557 | 1,334,125 | 1,311,002 | 1,294,773 | 1,283,856 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 716,567 | 705,571 | 696,802 | 689,922 | 684,591 | 672,401 | 667,284 | 663,390 | 660,139 | 657,400 |
| Marketing | 712,594 | 729,975 | 747,779 | 766,017 | 784,701 | 803,840 | 823,446 | 843,530 | 864,104 | 885,179 |
| Incentives | 2,513,698 | 2,396,145 | 2,300,489 | 2,223,388 | 2,161,498 | 2,059,443 | 2,006,373 | 1,963,743 | 1,927,239 | 1,895,565 |
| Total | 3,942,859 | 3,831,691 | 3,745,070 | 3,679,328 | 3,630,789 | 3,535,684 | 3,497,103 | 3,470,663 | 3,451,482 | 3,438,145 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 10,016,016 | 8,971,578 | 8,126,625 | 7,441,185 | 6,878,223 | 6,198,171 | 5,762,172 | 5,396,688 | 5,074,951 | 4,788,127 |
| PV Annual Program Marketing and Admin Costs | 866,634 | 828,032 | 792,588 | 759,843 | 729,397 | 697,090 | 669,586 | 643,832 | 619,459 | 596,322 |
| PV Net Measure Costs | 1,874,059 | 1,675,057 | 1,510,543 | 1,373,984 | 1,259,641 | 1,130,708 | 1,040,203 | 963,430 | 895,814 | 835,588 |
| TRC | 3.65 | 3.58 | 3.53 | 3.49 | 3.46 | 3.39 | 3.37 | 3.36 | 3.35 | 3.34 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 25 | $2 33 | $2.40 | $2.46 | $2 51 | $2 58 | $2 62 | $2 65 | $2 67 | $2 68 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 10,016,016 | 8,971,578 | 8,126,625 | 7,441,185 | 6,878,223 | 6,198,171 | 5,762,172 | 5,396,688 | 5,074,951 | 4,788,127 |
| PV Annual Program Costs | 2,390,924 | 2,210,143 | 2,054,780 | 1,920,212 | 1,802,425 | 1,669,572 | 1,570,781 | 1,482,842 | 1,402,696 | 1,329,100 |
| PV Lost Revenue | 11 840 456 | 10 552 316 | 9 518 043 | 8 685 552 | 8 009 505 | 7 199 874 | 6 677 745 | 6 242 900 | 5 865 298 | 5 532 227 |
| RIM | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 | 0.70 |

| |
|---|
| **Gas** |
| **Residential** |
| **Total** |
| **75% Fixed Incentive** |

| Residential Total | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 17,920,794 | 35,392,351 | 51,990,472 | 67,445,840 | 81,672,865 | 94,719,073 | 106,710,512 | 117,807,806 | 128,176,091 | 137,967,456 |
| Cumulative Net Energy Savings - Therms | 10,770,699 | 21,852,315 | 32,715,682 | 43,029,579 | 52,650,000 | 61,593,257 | 69,919,737 | 77,727,521 | 85,125,624 | 92,217,514 |
| New Net Energy Savings - Therms | 10,770,699 | 11,081,616 | 10,863,367 | 10,313,897 | 9,620,422 | 8,943,256 | 8,326,480 | 7,807,783 | 7,398,103 | 7,091,891 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 9,930,000 | 9,854,232 | 9,747,439 | 9,589,234 | 9,398,961 | 9,196,214 | 8,995,969 | 8,808,243 | 8,638,875 | 8,490,556 |
| Marketing | 997,065 | 998,895 | 1,000,769 | 1,002,688 | 1,004,655 | 1,006,669 | 1,008,732 | 1,010,846 | 1,013,012 | 1,015,230 |
| Incentives | 39,385,984 | 38,585,009 | 37,414,138 | 35,802,232 | 33,930,262 | 31,968,922 | 30,046,371 | 28,247,458 | 26,620,991 | 25,188,766 |
| Total | 50,313,050 | 49,438,136 | 48,162,345 | 46,394,155 | 44,333,878 | 42,171,806 | 40,051,073 | 38,066,547 | 36,272,878 | 34,694,551 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 99,058,815 | 95,908,399 | 88,970,711 | 80,410,407 | 71,608,148 | 63,744,777 | 56,791,095 | 50,886,833 | 46,120,352 | 42,310,067 |
| PV Annual Program Marketing and Admin Costs | 10,927,065 | 10,323,580 | 9,724,940 | 9,115,933 | 8,516,989 | 7,945,114 | 7,410,658 | 6,918,299 | 6,468,682 | 6,059,922 |
| PV Net Measure Costs | 49,648,746 | 47,525,491 | 44,292,296 | 40,398,672 | 36,303,584 | 32,330,942 | 28,666,424 | 25,403,547 | 22,568,628 | 20,146,098 |
| TRC | 1.64 | 1.66 | 1.65 | 1.62 | 1.60 | 1.58 | 1.57 | 1.57 | 1.59 | 1.61 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 67 | $4.46 | $4.43 | $4 50 | $4 61 | $4.72 | $4 81 | $4 88 | $4 90 | $4 89 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 99 058 815 | 95 908 399 | 88 970 711 | 80 410 407 | 71 608 148 | 63 744 777 | 56 791 095 | 50 886 833 | 46 120 352 | 42 310 067 |
| PV Annual Program Costs | 50 313 050 | 47 025 945 | 43 577 120 | 39 929 108 | 36 294 223 | 32 839 718 | 29 666 535 | 26 820 793 | 24 310 035 | 22 117 716 |
| PV Lost Revenue | 200 343 287 | 195 032 106 | 181 400 999 | 163 883 806 | 145 670 051 | 129 234 309 | 114 789 109 | 102 618 308 | 92 745 789 | 84 824 855 |
| RIM | 0.40 | 0.40 | 0.40 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.40 |

| Residential Total | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 146,325,930 | 154,107,597 | 161,411,675 | 168,319,141 | 174,895,610 | 181,119,236 | 187,092,231 | 192,850,540 | 198,423,191 | 203,829,664 |
| Cumulative Net Energy Savings - Therms | 98,234,465 | 103,870,363 | 109,195,584 | 114,267,094 | 119,130,480 | 123,751,196 | 128,213,159 | 132,540,460 | 136,752,119 | 140,859,082 |
| New Net Energy Savings - Therms | 6,016,951 | 5,635,898 | 5,325,220 | 5,071,510 | 4,863,387 | 4,620,716 | 4,461,963 | 4,327,301 | 4,211,659 | 4,106,963 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 8,210,098 | 8,066,187 | 7,943,074 | 7,838,833 | 7,751,348 | 7,648,773 | 7,582,227 | 7,526,840 | 7,480,758 | 7,439,974 |
| Marketing | 1,017,502 | 1,019,830 | 1,022,214 | 1,024,657 | 1,027,159 | 1,029,723 | 1,032,348 | 1,035,038 | 1,037,794 | 1,040,616 |
| Incentives | 23,016,875 | 21,740,185 | 20,647,789 | 19,721,865 | 18,943,267 | 18,111,770 | 17,533,453 | 17,051,639 | 16,650,590 | 16,300,583 |
| Total | 32,244,475 | 30,826,202 | 29,613,078 | 28,585,354 | 27,721,775 | 26,790,265 | 26,148,028 | 25,613,517 | 25,169,142 | 24,781,174 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 34,330,298 | 30,756,541 | 27,771,568 | 25,252,032 | 23,093,801 | 20,927,139 | 19,271,509 | 17,813,163 | 16,507,883 | 15,316,870 |
| PV Annual Program Marketing and Admin Costs | 5,595,555 | 5,240,870 | 4,918,919 | 4,625,786 | 4,357,897 | 4,098,039 | 3,869,377 | 3,658,067 | 3,461,974 | 3,278,382 |
| PV Net Measure Costs | 17,209,270 | 15,295,286 | 13,688,246 | 12,338,703 | 11,202,209 | 10,124,583 | 9,285,610 | 8,565,475 | 7,941,284 | 7,386,331 |
| TRC | 1.51 | 1.50 | 1.49 | 1.49 | 1.48 | 1.47 | 1.46 | 1.46 | 1.45 | 1.44 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 36 | $5.47 | $5 56 | $5 64 | $5.70 | $5 80 | $5 86 | $5 92 | $5 98 | $6 03 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 34,330,298 | 30,756,541 | 27,771,568 | 25,252,032 | 23,093,801 | 20,927,139 | 19,271,509 | 17,813,163 | 16,507,883 | 15,316,870 |
| PV Annual Program Costs | 19,552,836 | 17,780,744 | 16,247,588 | 14,918,473 | 13,761,864 | 12,650,529 | 11,744,812 | 10,943,388 | 10,228,841 | 9,579,776 |
| PV Lost Revenue | 68 641 022 | 61 326 302 | 55 246 834 | 50 141 583 | 45 797 364 | 41 445 369 | 38 118 069 | 35 199 123 | 32 603 596 | 30 246 643 |
| RIM | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.38 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Existing Retrofit** |
| **75% Fixed Incentive** |

| **Commercial Existing Retrofit** | **2011** | **2012** | **2013** | **2014** | **2015** | **2016** | **2017** | **2018** | **2019** | **2020** |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - Therms** | 5,374,677 | 10,784,327 | 16,064,760 | 21,095,983 | 25,798,544 | 30,127,241 | 34,063,813 | 37,609,808 | 40,780,296 | 43,598,753 |
| **Cumulative Net Energy Savings - Therms** | 4,152,787 | 8,415,622 | 12,628,123 | 16,671,417 | 20,465,018 | 23,961,060 | 27,138,034 | 29,993,021 | 32,535,897 | 34,784,807 |
| **New Net Energy Savings - Therms** | 4,152,787 | 4,262,835 | 4,212,501 | 4,043,293 | 3,793,602 | 3,496,041 | 3,176,974 | 2,854,987 | 2,542,876 | 2,248,911 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 1,582,940 | 1,598,528 | 1,596,541 | 1,580,693 | 1,554,509 | 1,521,115 | 1,483,136 | 1,442,678 | 1,401,358 | 1,360,368 |
| **Marketing** | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| **Incentives** | 7,390,442 | 7,535,994 | 7,517,436 | 7,369,459 | 7,124,965 | 6,813,140 | 6,458,506 | 6,080,725 | 5,694,900 | 5,312,145 |
| **Total** | 9,973,382 | 10,134,522 | 10,113,977 | 9,950,152 | 9,679,475 | 9,334,255 | 8,941,642 | 8,523,403 | 8,096,258 | 7,672,512 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 38,193,448 | 36,893,690 | 34,500,282 | 31,522,796 | 28,237,098 | 24,918,705 | 21,668,681 | 18,607,232 | 15,852,486 | 13,416,953 |
| **PV Annual Program Marketing and Admin Costs** | 2,582,940 | 2,471,740 | 2,349,341 | 2,221,072 | 2,091,266 | 1,963,224 | 1,839,302 | 1,721,053 | 1,609,387 | 1,504,730 |
| **PV Net Measure Costs** | 10,148,207 | 9,943,572 | 9,505,024 | 8,911,387 | 8,227,552 | 7,504,040 | 6,778,153 | 6,075,673 | 5,413,212 | 4,800,370 |
| **TRC** | 3.00 | 2.97 | 2.91 | 2.83 | 2.74 | 2.63 | 2.51 | 2.39 | 2.26 | 2.13 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $2.40 | $2 38 | $2.40 | $2.46 | $2 55 | $2 67 | $2 81 | $2 99 | $3.18 | $3.41 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 38 193 448 | 36 893 690 | 34 500 282 | 31 522 796 | 28 237 098 | 24 918 705 | 21 668 681 | 18 607 232 | 15 852 486 | 13 416 953 |
| **PV Annual Program Costs** | 9 973 382 | 9 640 037 | 9 151 090 | 8 563 594 | 7 924 166 | 7 268 703 | 6 623 232 | 6 005 389 | 5 426 102 | 4 891 213 |
| **PV Lost Revenue** | 51 561 759 | 49 946 708 | 46 769 810 | 42 724 872 | 38 234 575 | 33 682 469 | 29 244 041 | 25 082 670 | 21 338 610 | 18 032 127 |
| **RIM** | 0.62 | 0.62 | 0.62 | 0.61 | 0.61 | 0.61 | 0.60 | 0.60 | 0.59 | 0.59 |

| **Commercial Existing Retrofit** | **2021** | **2022** | **2023** | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
|---|---|---|---|---|---|---|---|---|---|---|
| **Cumulative Gross Energy - Therms** | 46,093,171 | 48,293,258 | 50,228,553 | 51,927,248 | 53,415,525 | 54,717,241 | 55,853,859 | 56,844,512 | 57,706,150 | 58,453,734 |
| **Cumulative Net Energy Savings - Therms** | 36,762,488 | 38,493,616 | 40,003,014 | 41,314,526 | 42,450,370 | 43,430,827 | 44,274,154 | 44,996,623 | 45,612,648 | 46,134,938 |
| **New Net Energy Savings - Therms** | 1,977,681 | 1,731,127 | 1,509,398 | 1,311,512 | 1,135,844 | 980,457 | 843,326 | 722,469 | 616,025 | 522,290 |
| **Program Costs - Real** | | | | | | | | | | |
| **Administration** | 1,320,542 | 1,282,436 | 1,246,391 | 1,212,585 | 1,181,086 | 1,151,878 | 1,124,895 | 1,100,037 | 1,077,181 | 1,056,196 |
| **Marketing** | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 |
| **Incentives** | 4,940,268 | 4,584,453 | 4,247,872 | 3,932,210 | 3,638,079 | 3,365,351 | 3,113,396 | 2,881,273 | 2,667,853 | 2,471,912 |
| **Total** | 7,260,810 | 6,866,889 | 6,494,263 | 6,144,795 | 5,819,165 | 5,517,229 | 5,238,292 | 4,981,310 | 4,745,033 | 4,528,109 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefits** | 11,283,852 | 9,447,205 | 7,871,665 | 6,530,273 | 5,393,556 | 4,440,474 | 3,642,382 | 2,974,016 | 2,414,552 | 1,947,876 |
| **PV Annual Program Marketing and Admin Costs** | 1,407,161 | 1,316,523 | 1,232,511 | 1,154,731 | 1,082,752 | 1,016,130 | 954,431 | 897,242 | 844,175 | 794,874 |
| **PV Net Measure Costs** | 4,241,582 | 3,737,679 | 3,287,110 | 2,886,845 | 2,533,042 | 2,221,496 | 1,947,945 | 1,708,262 | 1,498,572 | 1,315,306 |
| **TRC** | 2.00 | 1.87 | 1.74 | 1.62 | 1.49 | 1.37 | 1.25 | 1.14 | 1.03 | 0.92 |
| | | | | | | | | | | |
| **Cost per First-Year Net Therms** | $3 67 | $3 97 | $4 30 | $4 69 | $5.12 | $5 63 | $6 21 | $6 89 | $7.70 | $8 67 |
| | | | | | | | | | | |
| **PV Net Avoided Cost Benefit** | 11,283,852 | 9,447,205 | 7,871,665 | 6,530,273 | 5,393,556 | 4,440,474 | 3,642,382 | 2,974,016 | 2,414,552 | 1,947,876 |
| **PV Annual Program Costs** | 4,402,907 | 3,960,864 | 3,563,159 | 3,206,921 | 2,888,796 | 2,605,270 | 2,352,864 | 2,128,267 | 1,928,401 | 1,750,452 |
| **PV Lost Revenue** | 15 144 388 | 12 661 575 | 10 537 578 | 8 733 656 | 7 208 703 | 5 930 854 | 4 861 763 | 3 967 679 | 3 220 475 | 2 597 829 |
| **RIM** | 0.58 | 0.57 | 0.56 | 0.55 | 0.53 | 0.52 | 0.50 | 0.49 | 0.47 | 0.45 |

| |
|---|
| **Gas** |
| **Commercial** |
| **Existing Replace on Burnout** |
| **75% Fixed Incentive** |

| Commercial Existing Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 790,748 | 1,753,897 | 2,871,529 | 4,127,424 | 5,506,904 | 6,996,683 | 8,584,739 | 10,260,194 | 12,013,206 | 13,834,871 |
| Cumulative Net Energy Savings - Therms | 648,447 | 1,470,772 | 2,449,040 | 3,567,016 | 4,810,005 | 6,164,708 | 7,619,088 | 9,162,254 | 10,784,349 | 12,476,456 |
| New Net Energy Savings - Therms | 648,447 | 822,325 | 978,268 | 1,117,976 | 1,242,989 | 1,354,703 | 1,454,380 | 1,543,165 | 1,622,095 | 1,692,107 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 227,821 | 251,952 | 273,940 | 293,970 | 312,209 | 328,811 | 343,918 | 357,659 | 370,151 | 381,502 |
| Marketing | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 |
| Incentives | 1,178,455 | 1,428,097 | 1,655,576 | 1,862,791 | 2,051,483 | 2,223,242 | 2,379,530 | 2,521,680 | 2,650,915 | 2,768,354 |
| Total | 1,861,418 | 2,135,190 | 2,384,658 | 2,611,903 | 2,818,834 | 3,007,196 | 3,178,590 | 3,334,480 | 3,476,208 | 3,604,999 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 5,963,812 | 7,117,001 | 8,011,990 | 8,716,094 | 9,252,002 | 9,655,905 | 9,919,658 | 10,057,501 | 10,112,265 | 10,095,075 |
| PV Annual Program Marketing and Admin Costs | 682,963 | 672,593 | 659,671 | 644,723 | 628,197 | 610,474 | 591,878 | 572,680 | 553,110 | 533,359 |
| PV Net Measure Costs | 1,440,425 | 1,707,980 | 1,917,561 | 2,077,889 | 2,196,496 | 2,279,878 | 2,333,634 | 2,362,584 | 2,370,870 | 2,362,050 |
| TRC | 2.81 | 2.99 | 3.11 | 3.20 | 3.28 | 3.34 | 3.39 | 3.43 | 3.46 | 3.49 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 87 | $2 60 | $2.44 | $2 34 | $2 27 | $2 22 | $2.19 | $2.16 | $2.14 | $2.13 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 5 963 812 | 7 117 001 | 8 011 990 | 8 716 094 | 9 252 002 | 9 655 905 | 9 919 658 | 10 057 501 | 10 112 265 | 10 095 075 |
| PV Annual Program Costs | 1 861 418 | 2 031 010 | 2 157 630 | 2 247 933 | 2 307 657 | 2 341 742 | 2 354 438 | 2 349 396 | 2 329 750 | 2 298 181 |
| PV Lost Revenue | 8 051 241 | 9 635 002 | 10 861 338 | 11 813 482 | 12 527 716 | 13 051 831 | 13 387 566 | 13 557 577 | 13 611 851 | 13 567 587 |
| RIM | 0.60 | 0.61 | 0.62 | 0.62 | 0.62 | 0.63 | 0.63 | 0.63 | 0.63 | 0.64 |

| Commercial Existing Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 15,701,780 | 17,618,054 | 19,554,117 | 21,522,185 | 23,513,532 | 25,433,856 | 27,324,536 | 29,181,081 | 31,003,521 | 32,792,466 |
| Cumulative Net Energy Savings - Therms | 14,215,499 | 16,005,221 | 17,816,072 | 19,660,218 | 21,528,925 | 23,333,046 | 25,109,023 | 26,852,327 | 28,562,954 | 30,241,482 |
| New Net Energy Savings - Therms | 1,739,043 | 1,789,722 | 1,810,850 | 1,844,147 | 1,868,707 | 1,804,121 | 1,775,977 | 1,743,304 | 1,710,628 | 1,678,527 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 389,899 | 398,770 | 400,096 | 405,823 | 410,437 | 407,069 | 406,214 | 404,372 | 402,122 | 399,654 |
| Marketing | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 | 455,142 |
| Incentives | 2,855,224 | 2,946,997 | 2,960,709 | 3,019,962 | 3,067,698 | 3,032,856 | 3,024,004 | 3,004,946 | 2,981,675 | 2,956,145 |
| Total | 3,700,265 | 3,800,909 | 3,815,947 | 3,880,927 | 3,933,277 | 3,895,068 | 3,885,360 | 3,864,460 | 3,838,939 | 3,810,941 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 9,922,280 | 9,766,972 | 9,443,770 | 9,182,364 | 8,873,558 | 8,170,832 | 7,670,559 | 7,176,240 | 6,704,920 | 6,260,049 |
| PV Annual Program Marketing and Admin Costs | 512,427 | 492,542 | 469,237 | 449,331 | 429,698 | 407,142 | 386,892 | 367,228 | 348,396 | 330,443 |
| PV Net Measure Costs | 2,318,501 | 2,280,048 | 2,173,939 | 2,110,267 | 2,039,805 | 1,920,217 | 1,821,628 | 1,722,186 | 1,625,360 | 1,532,446 |
| TRC | 3.50 | 3.52 | 3.57 | 3.59 | 3.59 | 3.51 | 3.47 | 3.43 | 3.40 | 3.36 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.13 | $2.12 | $2.11 | $2.10 | $2.10 | $2.16 | $2.19 | $2 22 | $2 24 | $2 27 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 9,922,280 | 9,766,972 | 9,443,770 | 9,182,364 | 8,873,558 | 8,170,832 | 7,670,559 | 7,176,240 | 6,704,920 | 6,260,049 |
| PV Annual Program Costs | 2,243,816 | 2,192,388 | 2,093,667 | 2,025,426 | 1,952,589 | 1,839,275 | 1,745,173 | 1,651,092 | 1,560,160 | 1,473,214 |
| PV Lost Revenue | 13 316 982 | 13 090 140 | 12 642 111 | 12 280 591 | 11 859 864 | 10 913 253 | 10 238 478 | 9 573 927 | 8 942 871 | 8 348 858 |
| RIM | 0.64 | 0.64 | 0.64 | 0.64 | 0.64 | 0.64 | 0.64 | 0.64 | 0.64 | 0.64 |

| |
|---|
| Gas |
| Commercial |
| New Construction |
| 75% Fixed Incentive |

| Commercial New | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 533,913 | 1,004,157 | 1,462,951 | 1,921,014 | 2,381,867 | 2,846,938 | 3,316,867 | 3,791,953 | 4,272,330 | 4,758,043 |
| Cumulative Net Energy Savings - Therms | 489,814 | 936,771 | 1,378,792 | 1,823,029 | 2,271,576 | 2,725,150 | 3,183,989 | 3,648,143 | 4,117,578 | 4,592,227 |
| New Net Energy Savings - Therms | 489,814 | 446,957 | 442,022 | 444,236 | 448,547 | 453,574 | 458,840 | 464,154 | 469,435 | 474,649 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 460,286 | 432,323 | 426,944 | 426,205 | 426,993 | 428,401 | 430,091 | 431,913 | 433,797 | 435,704 |
| Marketing | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 |
| Incentives | 2,511,600 | 2,206,432 | 2,147,735 | 2,139,672 | 2,148,266 | 2,163,635 | 2,182,073 | 2,201,962 | 2,222,518 | 2,243,333 |
| Total | 3,241,886 | 2,908,755 | 2,844,679 | 2,835,877 | 2,845,259 | 2,862,036 | 2,882,164 | 2,903,875 | 2,926,315 | 2,949,037 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 4,504,846 | 3,868,293 | 3,620,147 | 3,463,408 | 3,338,690 | 3,232,936 | 3,129,534 | 3,025,097 | 2,926,495 | 2,831,744 |
| PV Annual Program Marketing and Admin Costs | 730,286 | 668,055 | 630,593 | 599,189 | 570,598 | 543,854 | 518,569 | 494,551 | 471,684 | 449,885 |
| PV Net Measure Costs | 3,140,234 | 2,695,946 | 2,522,941 | 2,403,787 | 2,302,842 | 2,210,404 | 2,123,099 | 2,039,563 | 1,959,184 | 1,881,658 |
| TRC | 1.16 | 1.15 | 1.15 | 1.15 | 1.16 | 1.17 | 1.18 | 1.19 | 1.20 | 1.21 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6 62 | $6 51 | $6.44 | $6 38 | $6 34 | $6 31 | $6 28 | $6 26 | $6 23 | $6 21 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 4 504 846 | 3 868 293 | 3 620 147 | 3 463 408 | 3 338 690 | 3 232 936 | 3 129 534 | 3 025 097 | 2 926 495 | 2 831 744 |
| PV Annual Program Costs | 3 241 886 | 2 766 830 | 2 573 856 | 2 440 697 | 2 329 290 | 2 228 703 | 2 134 869 | 2 046 002 | 1 961 212 | 1 880 006 |
| PV Lost Revenue | 6 081 614 | 5 236 898 | 4 907 600 | 4 694 179 | 4 520 770 | 4 369 941 | 4 223 617 | 4 077 851 | 3 939 277 | 3 805 809 |
| RIM | 0.48 | 0.48 | 0.48 | 0.49 | 0.49 | 0.49 | 0.49 | 0.49 | 0.50 | 0.50 |

| Commercial New | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 5,249,091 | 5,745,446 | 6,247,066 | 6,753,897 | 7,265,883 | 7,782,964 | 8,305,078 | 8,832,163 | 9,364,157 | 9,900,999 |
| Cumulative Net Energy Savings - Therms | 5,072,006 | 5,556,829 | 6,046,607 | 6,541,254 | 7,040,686 | 7,544,822 | 8,053,585 | 8,566,900 | 9,084,696 | 9,606,902 |
| New Net Energy Savings - Therms | 479,780 | 484,823 | 489,778 | 494,647 | 499,432 | 504,136 | 508,763 | 513,315 | 517,796 | 522,207 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 437,614 | 439,517 | 441,404 | 443,272 | 445,119 | 446,944 | 448,746 | 450,524 | 452,280 | 454,012 |
| Marketing | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 | 270,000 |
| Incentives | 2,264,183 | 2,284,943 | 2,305,538 | 2,325,927 | 2,346,086 | 2,366,000 | 2,385,663 | 2,405,072 | 2,424,228 | 2,443,132 |
| Total | 2,971,798 | 2,994,459 | 3,016,942 | 3,039,199 | 3,061,205 | 3,082,944 | 3,104,409 | 3,125,597 | 3,146,508 | 3,167,144 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 2,737,430 | 2,645,803 | 2,554,243 | 2,462,942 | 2,371,553 | 2,283,223 | 2,197,380 | 2,113,041 | 2,029,535 | 1,947,564 |
| PV Annual Program Marketing and Admin Costs | 429,093 | 409,254 | 390,321 | 372,251 | 355,005 | 338,545 | 322,836 | 307,844 | 293,537 | 279,885 |
| PV Net Measure Costs | 1,806,820 | 1,734,563 | 1,664,813 | 1,597,506 | 1,532,583 | 1,469,987 | 1,409,662 | 1,351,550 | 1,295,592 | 1,241,730 |
| TRC | 1.22 | 1.23 | 1.24 | 1.25 | 1.26 | 1.26 | 1.27 | 1.27 | 1.28 | 1.28 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $6.19 | $6.18 | $6.16 | $6.14 | $6.13 | $6.12 | $6.10 | $6 09 | $6 08 | $6 06 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 2,737,430 | 2,645,803 | 2,554,243 | 2,462,942 | 2,371,553 | 2,283,223 | 2,197,380 | 2,113,041 | 2,029,535 | 1,947,564 |
| PV Annual Program Costs | 1,802,078 | 1,727,223 | 1,655,283 | 1,586,134 | 1,519,668 | 1,455,785 | 1,394,396 | 1,335,413 | 1,278,754 | 1,224,338 |
| PV Lost Revenue | 3 673 984 | 3 546 026 | 3 419 293 | 3 293 965 | 3 169 675 | 3 049 554 | 2 933 010 | 2 819 039 | 2 706 947 | 2 597 414 |
| RIM | 0.50 | 0.50 | 0.50 | 0.50 | 0.51 | 0.51 | 0.51 | 0.51 | 0.51 | 0.51 |

| |
|---|
| Gas |
| Commercial |
| Existing |
| 75% Fixed Incentive |

| Commercial Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 6,165,426 | 12,538,224 | 18,936,289 | 25,223,407 | 31,305,448 | 37,123,923 | 42,648,552 | 47,870,003 | 52,793,502 | 57,433,624 |
| Cumulative Net Energy Savings - Therms | 4,801,234 | 9,886,395 | 15,077,164 | 20,238,433 | 25,275,024 | 30,125,768 | 34,757,122 | 39,155,275 | 43,320,245 | 47,261,263 |
| New Net Energy Savings - Therms | 4,801,234 | 5,085,161 | 5,190,769 | 5,161,269 | 5,036,591 | 4,850,744 | 4,631,354 | 4,398,152 | 4,164,971 | 3,941,018 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,810,761 | 1,850,480 | 1,870,481 | 1,874,663 | 1,866,718 | 1,849,926 | 1,827,054 | 1,800,336 | 1,771,509 | 1,741,870 |
| Marketing | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 |
| Incentives | 8,568,897 | 8,964,091 | 9,173,012 | 9,232,250 | 9,176,448 | 9,036,383 | 8,838,036 | 8,602,405 | 8,345,815 | 8,080,499 |
| Total | 11,834,800 | 12,269,712 | 12,498,635 | 12,562,055 | 12,498,308 | 12,341,451 | 12,120,232 | 11,857,884 | 11,572,466 | 11,277,511 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 44,157,260 | 44,010,691 | 42,512,272 | 40,238,890 | 37,489,099 | 34,574,610 | 31,588,339 | 28,664,733 | 25,964,751 | 23,512,028 |
| PV Annual Program Marketing and Admin Costs | 3,265,904 | 3,144,334 | 3,009,012 | 2,865,795 | 2,719,463 | 2,573,699 | 2,431,180 | 2,293,733 | 2,162,497 | 2,038,090 |
| PV Net Measure Costs | 11,588,632 | 11,651,552 | 11,422,585 | 10,989,277 | 10,424,047 | 9,783,919 | 9,111,788 | 8,438,256 | 7,784,082 | 7,162,420 |
| TRC | 2.97 | 2.97 | 2.95 | 2.90 | 2.85 | 2.80 | 2.74 | 2.67 | 2.61 | 2.56 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.46 | $2.41 | $2.41 | $2.43 | $2.48 | $2 54 | $2 62 | $2.70 | $2.78 | $2 86 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 44 157 260 | 44 010 691 | 42 512 272 | 40 238 890 | 37 489 099 | 34 574 610 | 31 588 339 | 28 664 733 | 25 964 751 | 23 512 028 |
| PV Annual Program Costs | 11 834 800 | 11 671 047 | 11 308 721 | 10 811 527 | 10 231 823 | 9 610 444 | 8 977 669 | 8 354 785 | 7 755 851 | 7 189 394 |
| PV Lost Revenue | 59 613 000 | 59 581 710 | 57 631 148 | 54 538 355 | 50 762 291 | 46 734 300 | 42 631 607 | 38 640 248 | 34 950 461 | 31 599 715 |
| RIM | 0.62 | 0.62 | 0.62 | 0.62 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 | 0.61 |

| Commercial Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 61,794,951 | 65,911,312 | 69,782,669 | 73,449,433 | 76,929,057 | 80,151,098 | 83,178,396 | 86,025,592 | 88,709,671 | 91,246,200 |
| Cumulative Net Energy Savings - Therms | 50,977,987 | 54,498,837 | 57,819,086 | 60,974,744 | 63,979,295 | 66,763,873 | 69,383,176 | 71,848,950 | 74,175,602 | 76,376,420 |
| New Net Energy Savings - Therms | 3,716,724 | 3,520,850 | 3,320,249 | 3,155,659 | 3,004,551 | 2,784,578 | 2,619,303 | 2,465,773 | 2,326,653 | 2,200,818 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,710,441 | 1,681,207 | 1,646,486 | 1,618,408 | 1,591,523 | 1,558,948 | 1,531,109 | 1,504,408 | 1,479,303 | 1,455,851 |
| Marketing | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 | 1,455,142 |
| Incentives | 7,795,491 | 7,531,450 | 7,208,581 | 6,952,172 | 6,705,777 | 6,398,207 | 6,137,400 | 5,886,220 | 5,649,527 | 5,428,057 |
| Total | 10,961,075 | 10,667,798 | 10,310,210 | 10,025,723 | 9,752,442 | 9,412,296 | 9,123,651 | 8,845,770 | 8,583,972 | 8,339,050 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 21,206,132 | 19,214,177 | 17,315,435 | 15,712,638 | 14,267,114 | 12,611,305 | 11,312,940 | 10,150,256 | 9,119,473 | 8,207,924 |
| PV Annual Program Marketing and Admin Costs | 1,919,589 | 1,809,065 | 1,701,747 | 1,604,062 | 1,512,450 | 1,423,272 | 1,341,323 | 1,264,469 | 1,192,570 | 1,125,316 |
| PV Net Measure Costs | 6,560,083 | 6,017,727 | 5,461,048 | 4,997,112 | 4,572,847 | 4,141,713 | 3,769,573 | 3,430,448 | 3,123,933 | 2,847,752 |
| TRC | 2.50 | 2.45 | 2.42 | 2.38 | 2.34 | 2.27 | 2.21 | 2.16 | 2.11 | 2.07 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 95 | $3 03 | $3.11 | $3.18 | $3 25 | $3 38 | $3.48 | $3 59 | $3 69 | $3.79 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 21,206,132 | 19,214,177 | 17,315,435 | 15,712,638 | 14,267,114 | 12,611,305 | 11,312,940 | 10,150,256 | 9,119,473 | 8,207,924 |
| PV Annual Program Costs | 6,646,723 | 6,153,252 | 5,656,826 | 5,232,346 | 4,841,385 | 4,444,545 | 4,098,036 | 3,779,360 | 3,488,561 | 3,223,666 |
| PV Lost Revenue | 28 461 371 | 25 751 716 | 23 179 690 | 21 014 247 | 19 068 567 | 16 844 108 | 15 100 241 | 13 541 606 | 12 163 346 | 10 946 687 |
| RIM | 0.60 | 0.60 | 0.60 | 0.60 | 0.60 | 0.59 | 0.59 | 0.59 | 0.58 | 0.58 |

| |
|---|
| Gas |
| Industrial |
| Existing Retrofit |
| 75% Fixed Incentive |

| Industrial Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 3,587,228 | 7,259,531 | 10,859,131 | 14,274,148 | 17,436,490 | 20,315,133 | 22,907,294 | 25,229,430 | 27,309,327 | 29,179,862 |
| Cumulative Net Energy Savings - Therms | 2,860,902 | 5,844,382 | 8,787,655 | 11,574,570 | 14,133,381 | 16,429,924 | 18,458,705 | 20,233,841 | 21,781,087 | 23,131,551 |
| New Net Energy Savings - Therms | 2,860,902 | 2,983,480 | 2,943,272 | 2,786,915 | 2,558,811 | 2,296,543 | 2,028,781 | 1,775,136 | 1,547,246 | 1,350,464 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 712,343 | 720,607 | 714,304 | 697,632 | 674,570 | 648,479 | 621,914 | 596,620 | 573,630 | 553,418 |
| Marketing | 320,000 | 327,805 | 335,800 | 343,990 | 352,380 | 360,975 | 369,779 | 378,798 | 388,037 | 397,502 |
| Incentives | 3,429,822 | 3,509,396 | 3,448,699 | 3,288,151 | 3,066,078 | 2,814,827 | 2,559,014 | 2,315,443 | 2,094,058 | 1,899,424 |
| Total | 4,462,166 | 4,557,807 | 4,498,803 | 4,329,773 | 4,093,029 | 3,824,281 | 3,550,708 | 3,290,861 | 3,055,726 | 2,850,344 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 26,311,902 | 25,821,213 | 24,105,329 | 21,727,675 | 19,046,122 | 16,369,047 | 13,837,382 | 11,569,361 | 9,645,650 | 8,056,839 |
| PV Annual Program Marketing and Admin Costs | 1,032,343 | 997,257 | 950,130 | 896,471 | 840,720 | 786,075 | 734,565 | 687,257 | 644,508 | 606,210 |
| PV Net Measure Costs | 4,601,488 | 4,552,600 | 4,281,977 | 3,879,493 | 3,417,888 | 2,950,160 | 2,510,676 | 2,118,393 | 1,780,817 | 1,497,820 |
| TRC | 4.67 | 4.65 | 4.61 | 4.55 | 4.47 | 4.38 | 4.26 | 4.12 | 3.98 | 3.83 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $1 56 | $1 53 | $1 53 | $1 55 | $1 60 | $1 67 | $1.75 | $1 85 | $1 97 | $2.11 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 26 311 902 | 25 821 213 | 24 105 329 | 21 727 675 | 19 046 122 | 16 369 047 | 13 837 382 | 11 569 361 | 9 645 650 | 8 056 839 |
| PV Annual Program Costs | 4 462 166 | 4 335 422 | 4 070 501 | 3 726 417 | 3 350 785 | 2 978 016 | 2 630 072 | 2 318 663 | 2 047 943 | 1 817 089 |
| PV Lost Revenue | 31 761 026 | 31 477 846 | 29 525 954 | 26 594 987 | 23 233 836 | 19 845 931 | 16 684 846 | 13 891 816 | 11 522 959 | 9 571 595 |
| RIM | 0.73 | 0.72 | 0.72 | 0.72 | 0.72 | 0.72 | 0.72 | 0.71 | 0.71 | 0.71 |
| | | | | | | | | | | |
| Industrial Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
| Cumulative Gross Energy - Therms | 30,874,568 | 32,424,820 | 33,858,314 | 35,198,486 | 36,464,536 | 37,671,815 | 38,832,364 | 39,955,506 | 41,048,399 | 42,116,524 |
| Cumulative Net Energy Savings - Therms | 24,317,224 | 25,368,133 | 26,310,791 | 27,167,593 | 27,956,824 | 28,693,022 | 29,387,512 | 30,048,979 | 30,684,012 | 31,297,584 |
| New Net Energy Savings - Therms | 1,185,673 | 1,050,909 | 942,658 | 856,802 | 789,231 | 736,198 | 694,490 | 661,467 | 635,033 | 613,571 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 536,061 | 521,383 | 509,074 | 498,769 | 490,106 | 482,757 | 476,440 | 470,926 | 466,034 | 461,623 |
| Marketing | 407,197 | 417,128 | 427,302 | 437,724 | 448,400 | 459,337 | 470,540 | 482,017 | 493,774 | 505,817 |
| Incentives | 1,732,279 | 1,590,937 | 1,472,400 | 1,373,166 | 1,289,746 | 1,218,977 | 1,158,149 | 1,105,052 | 1,057,937 | 1,015,466 |
| Total | 2,675,537 | 2,529,449 | 2,408,776 | 2,309,659 | 2,228,253 | 2,161,071 | 2,105,130 | 2,057,995 | 2,017,745 | 1,982,906 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 6,764,975 | 5,735,077 | 4,916,057 | 4,266,184 | 3,747,664 | 3,334,229 | 2,999,548 | 2,722,901 | 2,489,056 | 2,288,308 |
| PV Annual Program Marketing and Admin Costs | 571,985 | 541,339 | 513,755 | 488,748 | 465,901 | 444,863 | 425,352 | 407,146 | 390,070 | 373,988 |
| PV Net Measure Costs | 1,264,796 | 1,075,013 | 921,190 | 796,434 | 694,713 | 611,025 | 541,369 | 482,637 | 432,463 | 389,063 |
| TRC | 3.68 | 3.55 | 3.43 | 3.32 | 3.23 | 3.16 | 3.10 | 3.06 | 3.03 | 3.00 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 26 | $2.41 | $2 56 | $2.70 | $2 82 | $2 94 | $3 03 | $3.11 | $3.18 | $3 23 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 6,764,975 | 5,735,077 | 4,916,057 | 4,266,184 | 3,747,664 | 3,334,229 | 2,999,548 | 2,722,901 | 2,489,056 | 2,288,308 |
| PV Annual Program Costs | 1,622,428 | 1,459,002 | 1,321,606 | 1,205,393 | 1,106,167 | 1,020,471 | 945,553 | 879,279 | 820,020 | 766,541 |
| PV Lost Revenue | 7 997 230 | 6 745 564 | 5 757 771 | 4 979 604 | 4 364 054 | 3 873 083 | 3 476 157 | 3 149 858 | 2 876 689 | 2 643 923 |
| RIM | 0.70 | 0.70 | 0.69 | 0.69 | 0.69 | 0.68 | 0.68 | 0.68 | 0.67 | 0.67 |

| |
|---|
| **Gas** |
| **Industrial** |
| **Existing Replace on Burnout** |
| **75% Fixed Incentive** |

| Industrial Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 322,485 | 698,772 | 1,126,004 | 1,601,645 | 2,123,445 | 2,689,418 | 3,297,814 | 3,947,104 | 4,632,630 | 5,355,826 |
| Cumulative Net Energy Savings - Therms | 180,534 | 416,291 | 704,034 | 1,040,875 | 1,424,248 | 1,851,877 | 2,321,750 | 2,832,093 | 3,378,266 | 3,961,246 |
| New Net Energy Savings - Therms | 180,534 | 235,758 | 287,743 | 336,841 | 383,373 | 427,629 | 469,873 | 510,344 | 546,172 | 582,980 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 119,170 | 128,032 | 136,340 | 144,149 | 151,510 | 158,467 | 165,064 | 171,337 | 176,806 | 182,425 |
| Marketing | 240,000 | 245,854 | 251,850 | 257,993 | 264,285 | 270,731 | 277,334 | 284,099 | 291,028 | 298,126 |
| Incentives | 385,051 | 442,320 | 496,008 | 546,473 | 594,038 | 638,999 | 681,628 | 722,168 | 757,507 | 793,820 |
| Total | 744,221 | 816,206 | 884,199 | 948,615 | 1,009,833 | 1,068,198 | 1,124,026 | 1,177,605 | 1,225,341 | 1,274,371 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 1,660,379 | 2,040,418 | 2,356,605 | 2,626,121 | 2,853,580 | 3,048,007 | 3,204,784 | 3,326,139 | 3,404,880 | 3,478,047 |
| PV Annual Program Marketing and Admin Costs | 359,170 | 355,643 | 351,233 | 346,103 | 340,393 | 334,222 | 327,692 | 320,890 | 313,542 | 306,351 |
| PV Net Measure Costs | 354,693 | 429,134 | 489,551 | 537,984 | 576,190 | 605,682 | 627,764 | 643,556 | 649,927 | 655,185 |
| TRC | 2.33 | 2.60 | 2.80 | 2.97 | 3.11 | 3.24 | 3.35 | 3.45 | 3.53 | 3.62 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4.12 | $3.46 | $3 07 | $2 82 | $2 63 | $2 50 | $2 39 | $2 31 | $2 24 | $2.19 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 1 660 379 | 2 040 418 | 2 356 605 | 2 626 121 | 2 853 580 | 3 048 007 | 3 204 784 | 3 326 139 | 3 404 880 | 3 478 047 |
| PV Annual Program Costs | 744 221 | 776 381 | 800 020 | 816 425 | 826 706 | 831 819 | 832 586 | 829 712 | 821 222 | 812 409 |
| PV Lost Revenue | 2 004 239 | 2 487 410 | 2 886 541 | 3 214 410 | 3 481 003 | 3 695 423 | 3 864 266 | 3 993 835 | 4 067 563 | 4 131 950 |
| RIM | 0.60 | 0.63 | 0.64 | 0.65 | 0.66 | 0.67 | 0.68 | 0.69 | 0.70 | 0.70 |

| Industrial Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 6,063,869 | 6,796,499 | 7,553,158 | 8,333,433 | 9,137,041 | 9,908,541 | 10,688,850 | 11,480,911 | 12,285,121 | 13,101,909 |
| Cumulative Net Energy Savings - Therms | 4,531,044 | 5,124,108 | 5,739,737 | 6,377,391 | 7,036,664 | 7,669,023 | 8,308,657 | 8,958,193 | 9,617,933 | 10,288,218 |
| New Net Energy Savings - Therms | 569,799 | 593,064 | 615,629 | 637,654 | 659,273 | 632,359 | 639,635 | 649,535 | 659,740 | 670,285 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 180,506 | 184,188 | 187,728 | 191,153 | 194,485 | 189,644 | 190,844 | 192,464 | 194,106 | 195,777 |
| Marketing | 305,398 | 312,846 | 320,477 | 328,293 | 336,300 | 344,503 | 352,905 | 361,513 | 370,330 | 379,363 |
| Incentives | 781,419 | 805,208 | 828,089 | 850,223 | 871,751 | 840,467 | 848,224 | 858,691 | 869,301 | 880,100 |
| Total | 1,267,322 | 1,302,242 | 1,336,293 | 1,369,669 | 1,402,536 | 1,374,613 | 1,391,973 | 1,412,668 | 1,433,737 | 1,455,239 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 3,251,042 | 3,236,500 | 3,210,568 | 3,175,002 | 3,130,559 | 2,863,942 | 2,762,624 | 2,673,787 | 2,585,895 | 2,499,819 |
| PV Annual Program Marketing and Admin Costs | 294,649 | 286,692 | 278,833 | 271,095 | 263,497 | 252,227 | 244,234 | 236,687 | 229,389 | 222,334 |
| PV Net Measure Costs | 609,264 | 600,045 | 589,353 | 577,550 | 564,927 | 519,683 | 498,835 | 480,793 | 463,351 | 446,525 |
| TRC | 3.60 | 3.65 | 3.70 | 3.74 | 3.78 | 3.71 | 3.72 | 3.73 | 3.73 | 3.74 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2 22 | $2 20 | $2.17 | $2.15 | $2.13 | $2.17 | $2.18 | $2.17 | $2.17 | $2.17 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 3,251,042 | 3,236,500 | 3,210,568 | 3,175,002 | 3,130,559 | 2,863,942 | 2,762,624 | 2,673,787 | 2,585,895 | 2,499,819 |
| PV Annual Program Costs | 768,496 | 751,141 | 733,174 | 714,820 | 696,258 | 649,101 | 625,227 | 603,563 | 582,677 | 562,559 |
| PV Lost Revenue | 3 843 226 | 3 806 752 | 3 760 272 | 3 705 948 | 3 645 451 | 3 326 791 | 3 201 588 | 3 093 042 | 2 988 610 | 2 888 304 |
| RIM | 0.70 | 0.71 | 0.71 | 0.72 | 0.72 | 0.72 | 0.72 | 0.72 | 0.72 | 0.72 |

| |
|---|
| Gas |
| Residential |
| Existing Retrofit |
| 75% Fixed Incentive |

| Residential existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 13,865,813 | 26,909,247 | 38,644,491 | 48,830,645 | 57,420,607 | 64,499,534 | 70,228,027 | 74,797,866 | 78,402,142 | 81,218,026 |
| Cumulative Net Energy Savings - Therms | 8,231,446 | 16,270,550 | 23,602,258 | 29,943,399 | 35,196,782 | 39,420,846 | 42,713,346 | 45,205,456 | 47,035,579 | 48,333,372 |
| New Net Energy Savings - Therms | 8,231,446 | 8,039,104 | 7,331,708 | 6,341,141 | 5,253,383 | 4,224,064 | 3,292,500 | 2,492,111 | 1,830,122 | 1,297,793 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 7,020,000 | 6,896,208 | 6,686,870 | 6,423,707 | 6,133,832 | 5,838,354 | 5,552,296 | 5,285,302 | 5,042,727 | 4,826,757 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 30,104,100 | 29,042,378 | 27,246,954 | 24,989,898 | 22,503,732 | 19,969,518 | 17,516,089 | 15,226,178 | 13,145,688 | 11,293,389 |
| Total | 37,624,100 | 36,438,586 | 34,433,824 | 31,913,605 | 29,137,564 | 26,307,873 | 23,568,384 | 21,011,480 | 18,688,415 | 16,620,147 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 75,705,142 | 69,576,273 | 60,046,515 | 49,437,542 | 39,102,757 | 30,107,824 | 22,456,631 | 16,242,205 | 11,409,126 | 7,742,607 |
| PV Annual Program Marketing and Admin Costs | 7,520,000 | 7,035,332 | 6,502,654 | 5,958,886 | 5,430,830 | 4,935,757 | 4,483,042 | 4,076,188 | 3,714,728 | 3,395,799 |
| PV Net Measure Costs | 40,000,861 | 37,247,186 | 33,391,778 | 29,044,163 | 24,651,473 | 20,511,833 | 16,786,867 | 13,549,812 | 10,810,308 | 8,539,138 |
| TRC | 1.59 | 1.57 | 1.51 | 1.41 | 1.30 | 1.18 | 1.06 | 0.92 | 0.79 | 0.65 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 57 | $4 53 | $4.70 | $5 03 | $5 55 | $6 23 | $7.16 | $8.43 | $10.21 | $12.81 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 75 705 142 | 69 576 273 | 60 046 515 | 49 437 542 | 39 102 757 | 30 107 824 | 22 456 631 | 16 242 205 | 11 409 126 | 7 742 607 |
| PV Annual Program Costs | 37 624 100 | 34 660 671 | 31 155 602 | 27 466 429 | 23 853 659 | 20 486 273 | 17 457 517 | 14 804 194 | 12 524 951 | 10 595 315 |
| PV Lost Revenue | 153 111 231 | 141 485 076 | 122 427 906 | 100 758 259 | 79 545 426 | 61 039 729 | 45 390 507 | 32 754 005 | 22 943 198 | 15 522 677 |
| RIM | 0.40 | 0.39 | 0.39 | 0.39 | 0.38 | 0.37 | 0.36 | 0.34 | 0.32 | 0.30 |

| Residential existing Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 83,398,937 | 85,072,771 | 86,343,516 | 87,294,389 | 87,991,359 | 88,486,470 | 88,820,708 | 89,026,354 | 89,128,868 | 89,148,366 |
| Cumulative Net Energy Savings - Therms | 49,211,941 | 49,765,430 | 50,069,742 | 50,184,752 | 50,156,996 | 50,022,285 | 49,808,002 | 49,534,982 | 49,219,032 | 48,872,099 |
| New Net Energy Savings - Therms | 878,569 | 553,489 | 304,313 | 115,010 | -27,757 | -134,710 | -214,284 | -273,019 | -315,951 | -346,933 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,637,422 | 4,473,390 | 4,332,566 | 4,212,504 | 4,110,677 | 4,024,642 | 3,952,141 | 3,891,140 | 3,839,845 | 3,796,701 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 9,669,522 | 8,262,675 | 7,054,878 | 6,025,146 | 5,151,803 | 4,413,915 | 3,792,098 | 3,268,907 | 2,828,969 | 2,458,936 |
| Total | 14,806,944 | 13,236,065 | 11,887,444 | 10,737,650 | 9,762,480 | 8,938,558 | 8,244,239 | 7,660,047 | 7,168,813 | 6,755,637 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 5,012,759 | 3,020,531 | 1,587,021 | 572,658 | -131,802 | -610,100 | -925,505 | -1,123,873 | -1,238,390 | -1,293,882 |
| PV Annual Program Marketing and Admin Costs | 3,115,299 | 2,868,682 | 2,651,448 | 2,459,419 | 2,288,869 | 2,136,564 | 1,999,752 | 1,876,117 | 1,763,730 | 1,660,996 |
| PV Net Measure Costs | 6,686,642 | 5,195,221 | 4,007,137 | 3,068,876 | 2,333,224 | 1,759,907 | 1,315,391 | 972,261 | 708,421 | 506,263 |
| TRC | 0.51 | 0.37 | 0.24 | 0.10 | -0.03 | -0.16 | -0.28 | -0.39 | -0.50 | -0.60 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $16.85 | $23.91 | $39.06 | $93.36 | -$351.72 | -$66.35 | -$38.47 | -$28.06 | -$22.69 | -$19.47 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 5,012,759 | 3,020,531 | 1,587,021 | 572,658 | -131,802 | -610,100 | -925,505 | -1,123,873 | -1,238,390 | -1,293,882 |
| PV Annual Program Costs | 8,978,833 | 7,634,644 | 6,522,196 | 5,603,896 | 4,846,368 | 4,220,842 | 3,703,034 | 3,272,759 | 2,913,435 | 2,611,559 |
| PV Lost Revenue | 10 022 659 | 6 022 719 | 3 157 110 | 1 137 095 | -261 377 | -1 208 279 | -1 830 603 | -2 220 793 | -2 445 860 | -2 555 064 |
| RIM | 0.26 | 0.22 | 0.16 | 0.08 | -0.03 | -0.20 | -0.49 | -1.07 | -2.65 | -22 90 |

| |
|---|
| Gas |
| Residential |
| Existing Retrofit |
| 75% Fixed Incentive |

| Residential existing Retrofit | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 13,865,813 | 26,909,247 | 38,644,491 | 48,830,645 | 57,420,607 | 64,499,534 | 70,228,027 | 74,797,866 | 78,402,142 | 81,218,026 |
| Cumulative Net Energy Savings - Therms | 8,231,446 | 16,270,550 | 23,602,258 | 29,943,399 | 35,196,782 | 39,420,846 | 42,713,346 | 45,205,456 | 47,035,579 | 48,333,372 |
| New Net Energy Savings - Therms | 8,231,446 | 8,039,104 | 7,331,708 | 6,341,141 | 5,253,383 | 4,224,064 | 3,292,500 | 2,492,111 | 1,830,122 | 1,297,793 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 7,020,000 | 6,896,208 | 6,686,870 | 6,423,707 | 6,133,832 | 5,838,354 | 5,552,296 | 5,285,302 | 5,042,727 | 4,826,757 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 30,104,100 | 29,042,378 | 27,246,954 | 24,989,898 | 22,503,732 | 19,969,518 | 17,516,089 | 15,226,178 | 13,145,688 | 11,293,389 |
| Total | 37,624,100 | 36,438,586 | 34,433,824 | 31,913,605 | 29,137,564 | 26,307,873 | 23,568,384 | 21,011,480 | 18,688,415 | 16,620,147 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 75,705,142 | 69,576,273 | 60,046,515 | 49,437,542 | 39,102,757 | 30,107,824 | 22,456,631 | 16,242,205 | 11,409,126 | 7,742,607 |
| PV Annual Program Marketing and Admin Costs | 7,520,000 | 7,035,332 | 6,502,654 | 5,958,886 | 5,430,830 | 4,935,757 | 4,483,042 | 4,076,188 | 3,714,728 | 3,395,799 |
| PV Net Measure Costs | 40,000,861 | 37,247,186 | 33,391,778 | 29,044,163 | 24,651,473 | 20,511,833 | 16,786,867 | 13,549,812 | 10,810,308 | 8,539,138 |
| TRC | 1.59 | 1.57 | 1.51 | 1.41 | 1.30 | 1.18 | 1.06 | 0.92 | 0.79 | 0.65 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 57 | $4 53 | $4.70 | $5 03 | $5 55 | $6 23 | $7.16 | $8.43 | $10.21 | $12.81 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 75 705 142 | 69 576 273 | 60 046 515 | 49 437 542 | 39 102 757 | 30 107 824 | 22 456 631 | 16 242 205 | 11 409 126 | 7 742 607 |
| PV Annual Program Costs | 37 624 100 | 34 660 671 | 31 155 602 | 27 466 429 | 23 853 659 | 20 486 273 | 17 457 517 | 14 804 194 | 12 524 951 | 10 595 315 |
| PV Lost Revenue | 153 111 231 | 141 485 076 | 122 427 906 | 100 758 259 | 79 545 426 | 61 039 729 | 45 390 507 | 32 754 005 | 22 943 198 | 15 522 677 |
| RIM | 0.40 | 0.39 | 0.39 | 0.39 | 0.38 | 0.37 | 0.36 | 0.34 | 0.32 | 0.30 |

| Residential existing Retrofit | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 83,398,937 | 85,072,771 | 86,343,516 | 87,294,389 | 87,991,359 | 88,486,470 | 88,820,708 | 89,026,354 | 89,128,868 | 89,148,366 |
| Cumulative Net Energy Savings - Therms | 49,211,941 | 49,765,430 | 50,069,742 | 50,184,752 | 50,156,996 | 50,022,285 | 49,808,002 | 49,534,982 | 49,219,032 | 48,872,099 |
| New Net Energy Savings - Therms | 878,569 | 553,489 | 304,313 | 115,010 | -27,757 | -134,710 | -214,284 | -273,019 | -315,951 | -346,933 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 4,637,422 | 4,473,390 | 4,332,566 | 4,212,504 | 4,110,677 | 4,024,642 | 3,952,141 | 3,891,140 | 3,839,845 | 3,796,701 |
| Marketing | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 | 500,000 |
| Incentives | 9,669,522 | 8,262,675 | 7,054,878 | 6,025,146 | 5,151,803 | 4,413,915 | 3,792,098 | 3,268,907 | 2,828,969 | 2,458,936 |
| Total | 14,806,944 | 13,236,065 | 11,887,444 | 10,737,650 | 9,762,480 | 8,938,558 | 8,244,239 | 7,660,047 | 7,168,813 | 6,755,637 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 5,012,759 | 3,020,531 | 1,587,021 | 572,658 | -131,802 | -610,100 | -925,505 | -1,123,873 | -1,238,390 | -1,293,882 |
| PV Annual Program Marketing and Admin Costs | 3,115,299 | 2,868,682 | 2,651,448 | 2,459,419 | 2,288,869 | 2,136,564 | 1,999,752 | 1,876,117 | 1,763,730 | 1,660,996 |
| PV Net Measure Costs | 6,686,642 | 5,195,221 | 4,007,137 | 3,068,876 | 2,333,224 | 1,759,907 | 1,315,391 | 972,261 | 708,421 | 506,263 |
| TRC | 0.51 | 0.37 | 0.24 | 0.10 | -0.03 | -0.16 | -0.28 | -0.39 | -0.50 | -0.60 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $16.85 | $23.91 | $39.06 | $93.36 | -$351.72 | -$66.35 | -$38.47 | -$28.06 | -$22.69 | -$19.47 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 5,012,759 | 3,020,531 | 1,587,021 | 572,658 | -131,802 | -610,100 | -925,505 | -1,123,873 | -1,238,390 | -1,293,882 |
| PV Annual Program Costs | 8,978,833 | 7,634,644 | 6,522,196 | 5,603,896 | 4,846,368 | 4,220,842 | 3,703,034 | 3,272,759 | 2,913,435 | 2,611,559 |
| PV Lost Revenue | 10 022 659 | 6 022 719 | 3 157 110 | 1 137 095 | -261 377 | -1 208 279 | -1 830 603 | -2 220 793 | -2 445 860 | -2 555 064 |
| RIM | 0.26 | 0.22 | 0.16 | 0.08 | -0.03 | -0.20 | -0.49 | -1.07 | -2.65 | -22 90 |

| |
|---|
| Gas |
| Residential |
| Existing Replace on Burnout |
| 75% Fixed Incentive |

| Residential Replace on Burnout | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 2,507,265 | 5,508,442 | 8,946,842 | 12,771,895 | 16,938,695 | 21,407,464 | 26,142,963 | 31,113,925 | 36,292,518 | 41,653,878 |
| Cumulative Net Energy Savings - Therms | 1,217,403 | 2,950,172 | 5,140,456 | 7,736,660 | 10,692,971 | 13,968,800 | 17,528,189 | 21,339,222 | 25,373,486 | 29,605,589 |
| New Net Energy Savings - Therms | 1,217,403 | 1,732,769 | 2,190,284 | 2,596,204 | 2,956,311 | 3,275,829 | 3,559,389 | 3,811,033 | 4,034,263 | 4,232,104 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,200,000 | 1,314,748 | 1,418,665 | 1,512,755 | 1,597,944 | 1,675,076 | 1,744,912 | 1,808,140 | 1,865,376 | 1,917,174 |
| Marketing | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 |
| Incentives | 3,658,192 | 4,357,811 | 4,991,387 | 5,565,055 | 6,084,454 | 6,554,723 | 6,980,514 | 7,366,012 | 7,714,980 | 8,030,792 |
| Total | 5,280,258 | 6,094,625 | 6,832,117 | 7,499,876 | 8,104,464 | 8,651,865 | 9,147,491 | 9,596,217 | 10,002,421 | 10,370,031 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 11,196,534 | 14,996,651 | 17,938,374 | 20,240,827 | 22,004,851 | 23,349,103 | 24,276,955 | 24,838,214 | 25,149,912 | 25,248,640 |
| PV Annual Program Marketing and Admin Costs | 1,622,065 | 1,652,071 | 1,665,486 | 1,665,202 | 1,653,694 | 1,633,070 | 1,605,118 | 1,571,350 | 1,533,040 | 1,491,261 |
| PV Net Measure Costs | 3,243,280 | 4,242,299 | 5,020,487 | 5,614,771 | 6,056,931 | 6,373,849 | 6,587,953 | 6,717,778 | 6,778,571 | 6,782,875 |
| TRC | 2.30 | 2.54 | 2.68 | 2.78 | 2.85 | 2.92 | 2.96 | 3.00 | 3.03 | 3.05 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 34 | $3 52 | $3.12 | $2 89 | $2.74 | $2 64 | $2 57 | $2 52 | $2.48 | $2.45 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 11 196 534 | 14 996 651 | 17 938 374 | 20 240 827 | 22 004 851 | 23 349 103 | 24 276 955 | 24 838 214 | 25 149 912 | 25 248 640 |
| PV Annual Program Costs | 5 280 258 | 5 797 255 | 6 181 675 | 6 454 764 | 6 634 773 | 6 737 316 | 6 775 708 | 6 761 269 | 6 703 609 | 6 610 877 |
| PV Lost Revenue | 22 644 631 | 30 496 062 | 36 574 272 | 41 252 668 | 44 763 729 | 47 337 293 | 49 069 842 | 50 088 703 | 50 575 253 | 50 619 448 |
| RIM | 0.40 | 0.41 | 0.42 | 0.42 | 0.43 | 0.43 | 0.43 | 0.44 | 0.44 | 0.44 |

| Residential Replace on Burnout | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 46,188,866 | 50,625,930 | 54,960,546 | 59,190,711 | 63,316,289 | 67,263,592 | 71,094,029 | 74,811,435 | 78,419,531 | 81,923,300 |
| Cumulative Net Energy Savings - Therms | 33,154,368 | 36,620,121 | 39,997,795 | 43,284,885 | 46,480,789 | 49,515,446 | 52,445,653 | 55,274,889 | 58,006,565 | 60,645,332 |
| New Net Energy Savings - Therms | 3,548,778 | 3,465,754 | 3,377,673 | 3,287,090 | 3,195,904 | 3,034,657 | 2,930,207 | 2,829,236 | 2,731,677 | 2,638,767 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,810,339 | 1,814,890 | 1,817,168 | 1,817,685 | 1,816,846 | 1,785,234 | 1,776,220 | 1,766,958 | 1,757,379 | 1,748,013 |
| Marketing | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 | 422,065 |
| Incentives | 7,379,422 | 7,407,166 | 7,421,059 | 7,424,212 | 7,419,096 | 7,226,356 | 7,171,397 | 7,114,927 | 7,056,526 | 6,999,420 |
| Total | 9,611,826 | 9,644,122 | 9,660,293 | 9,663,963 | 9,658,008 | 9,433,656 | 9,369,682 | 9,303,950 | 9,235,971 | 9,169,498 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 20,247,899 | 18,913,507 | 17,614,911 | 16,367,058 | 15,175,757 | 13,743,906 | 12,655,755 | 11,646,436 | 10,706,991 | 9,841,251 |
| PV Annual Program Marketing and Admin Costs | 1,353,715 | 1,290,290 | 1,228,584 | 1,168,908 | 1,111,458 | 1,042,301 | 987,396 | 935,261 | 885,735 | 838,897 |
| PV Net Measure Costs | 5,852,828 | 5,582,537 | 5,313,369 | 5,049,032 | 4,792,024 | 4,428,247 | 4,170,877 | 3,927,420 | 3,697,016 | 3,480,665 |
| TRC | 2.81 | 2.75 | 2.69 | 2.63 | 2.57 | 2.51 | 2.45 | 2.40 | 2.34 | 2.28 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $2.71 | $2.78 | $2 86 | $2 94 | $3 02 | $3.11 | $3 20 | $3 29 | $3 38 | $3.47 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 20,247,899 | 18,913,507 | 17,614,911 | 16,367,058 | 15,175,757 | 13,743,906 | 12,655,755 | 11,646,436 | 10,706,991 | 9,841,251 |
| PV Annual Program Costs | 5,828,548 | 5,562,789 | 5,300,241 | 5,043,547 | 4,794,505 | 4,454,631 | 4,208,545 | 3,975,117 | 3,753,536 | 3,544,696 |
| PV Lost Revenue | 40 484 254 | 37 712 154 | 35 041 885 | 32 499 175 | 30 095 075 | 27 219 262 | 25 032 443 | 23 013 562 | 21 146 649 | 19 433 787 |
| RIM | 0.44 | 0.44 | 0.44 | 0.44 | 0.43 | 0.43 | 0.43 | 0.43 | 0.43 | 0.43 |

| |
|---|
| Gas |
| Residential |
| New Construction |
| 75% Fixed Incentive |

| Residential New Construction | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 1,547,715 | 2,974,662 | 4,399,138 | 5,843,300 | 7,313,563 | 8,812,076 | 10,339,523 | 11,896,015 | 13,481,431 | 15,095,552 |
| Cumulative Net Energy Savings - Therms | 1,321,850 | 2,631,593 | 3,972,967 | 5,349,519 | 6,760,247 | 8,203,611 | 9,678,202 | 11,182,842 | 12,716,559 | 14,278,553 |
| New Net Energy Savings - Therms | 1,321,850 | 1,309,743 | 1,341,374 | 1,376,552 | 1,410,728 | 1,443,363 | 1,474,591 | 1,504,640 | 1,533,717 | 1,561,994 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,710,000 | 1,643,276 | 1,641,904 | 1,652,772 | 1,667,185 | 1,682,784 | 1,698,761 | 1,714,801 | 1,730,773 | 1,746,624 |
| Marketing | 75,000 | 76,829 | 78,703 | 80,623 | 82,589 | 84,604 | 86,667 | 88,781 | 90,946 | 93,164 |
| Incentives | 5,623,692 | 5,184,820 | 5,175,797 | 5,247,279 | 5,342,076 | 5,444,681 | 5,549,769 | 5,655,268 | 5,760,323 | 5,864,585 |
| Total | 7,408,692 | 6,904,925 | 6,896,404 | 6,980,674 | 7,091,850 | 7,212,068 | 7,335,197 | 7,458,850 | 7,582,042 | 7,704,374 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 12,157,139 | 11,335,474 | 10,985,822 | 10,732,037 | 10,500,540 | 10,287,850 | 10,057,509 | 9,806,414 | 9,561,314 | 9,318,820 |
| PV Annual Program Marketing and Admin Costs | 1,785,000 | 1,636,178 | 1,556,799 | 1,491,845 | 1,432,464 | 1,376,287 | 1,322,498 | 1,270,761 | 1,220,914 | 1,172,862 |
| PV Net Measure Costs | 6,404,605 | 6,036,006 | 5,880,030 | 5,739,739 | 5,595,181 | 5,445,261 | 5,291,605 | 5,135,957 | 4,979,749 | 4,824,085 |
| TRC | 1.48 | 1.48 | 1.48 | 1.48 | 1.49 | 1.51 | 1.52 | 1.53 | 1.54 | 1.55 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5 60 | $5 27 | $5.14 | $5 07 | $5 03 | $5 00 | $4 97 | $4 96 | $4 94 | $4 93 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 12 157 139 | 11 335 474 | 10 985 822 | 10 732 037 | 10 500 540 | 10 287 850 | 10 057 509 | 9 806 414 | 9 561 314 | 9 318 820 |
| PV Annual Program Costs | 7 408 692 | 6 568 019 | 6 239 842 | 6 007 914 | 5 805 790 | 5 616 129 | 5 433 310 | 5 255 330 | 5 081 474 | 4 911 525 |
| PV Lost Revenue | 24 587 425 | 23 050 968 | 22 398 822 | 21 872 879 | 21 360 896 | 20 857 288 | 20 328 760 | 19 775 600 | 19 227 338 | 18 682 730 |
| RIM | 0.38 | 0.38 | 0.38 | 0.38 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 |

| Residential New Construction | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 16,738,127 | 18,408,897 | 20,107,613 | 21,834,041 | 23,587,962 | 25,369,174 | 27,177,494 | 29,012,751 | 30,874,792 | 32,757,997 |
| Cumulative Net Energy Savings - Therms | 15,868,157 | 17,484,812 | 19,128,047 | 20,797,457 | 22,492,696 | 24,213,465 | 25,959,504 | 27,730,589 | 29,526,522 | 31,341,651 |
| New Net Energy Savings - Therms | 1,589,604 | 1,616,656 | 1,643,234 | 1,669,410 | 1,695,239 | 1,720,769 | 1,746,040 | 1,771,085 | 1,795,933 | 1,815,129 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 1,762,337 | 1,777,907 | 1,793,340 | 1,808,643 | 1,823,825 | 1,838,897 | 1,853,866 | 1,868,742 | 1,883,534 | 1,895,260 |
| Marketing | 95,437 | 97,764 | 100,149 | 102,592 | 105,094 | 107,657 | 110,283 | 112,973 | 115,728 | 118,551 |
| Incentives | 5,967,932 | 6,070,344 | 6,171,852 | 6,272,507 | 6,372,368 | 6,471,498 | 6,569,958 | 6,667,805 | 6,765,096 | 6,842,227 |
| Total | 7,825,705 | 7,946,015 | 8,065,341 | 8,183,741 | 8,301,287 | 8,418,052 | 8,534,106 | 8,649,520 | 8,764,358 | 8,856,038 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 9,069,640 | 8,822,504 | 8,569,636 | 8,312,316 | 8,049,846 | 7,793,333 | 7,541,259 | 7,290,600 | 7,039,282 | 6,769,501 |
| PV Annual Program Marketing and Admin Costs | 1,126,541 | 1,081,899 | 1,038,886 | 997,458 | 957,569 | 919,175 | 882,229 | 846,689 | 812,508 | 778,489 |
| PV Net Measure Costs | 4,669,800 | 4,517,527 | 4,367,740 | 4,220,796 | 4,076,961 | 3,936,429 | 3,799,342 | 3,665,794 | 3,535,847 | 3,399,403 |
| TRC | 1.56 | 1.58 | 1.59 | 1.59 | 1.60 | 1.61 | 1.61 | 1.62 | 1.62 | 1.62 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4 92 | $4 92 | $4 91 | $4 90 | $4 90 | $4 89 | $4 89 | $4 88 | $4 88 | $4 88 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 9,069,640 | 8,822,504 | 8,569,636 | 8,312,316 | 8,049,846 | 7,793,333 | 7,541,259 | 7,290,600 | 7,039,282 | 6,769,501 |
| PV Annual Program Costs | 4,745,456 | 4,583,311 | 4,425,151 | 4,271,030 | 4,120,991 | 3,975,056 | 3,833,233 | 3,695,512 | 3,561,870 | 3,423,521 |
| PV Lost Revenue | 18 134 109 | 17 591 429 | 17 047 840 | 16 505 313 | 15 963 666 | 15 434 387 | 14 916 229 | 14 406 353 | 13 902 807 | 13 367 920 |
| RIM | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 | 0.40 |

| |
|---|
| Gas |
| Residential |
| Existing Total |
| 75% Fixed Incentive |

| Residential Existing | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 16,373,079 | 32,417,689 | 47,591,333 | 61,602,540 | 74,359,302 | 85,906,997 | 96,370,990 | 105,911,791 | 114,694,660 | 122,871,904 |
| Cumulative Net Energy Savings - Therms | 9,448,849 | 19,220,722 | 28,742,715 | 37,680,059 | 45,889,753 | 53,389,646 | 60,241,535 | 66,544,679 | 72,409,064 | 77,938,961 |
| New Net Energy Savings - Therms | 9,448,849 | 9,771,873 | 9,521,993 | 8,937,345 | 8,209,694 | 7,499,893 | 6,851,889 | 6,303,144 | 5,864,386 | 5,529,897 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 8,220,000 | 8,210,956 | 8,105,534 | 7,936,462 | 7,731,776 | 7,513,430 | 7,297,208 | 7,093,442 | 6,908,103 | 6,743,931 |
| Marketing | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 |
| Incentives | 33,762,292 | 33,400,189 | 32,238,341 | 30,554,953 | 28,588,186 | 26,524,242 | 24,496,602 | 22,592,190 | 20,860,668 | 19,324,181 |
| Total | 42,904,358 | 42,533,211 | 41,265,941 | 39,413,481 | 37,242,027 | 34,959,737 | 32,715,875 | 30,607,698 | 28,690,836 | 26,990,178 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 86,901,676 | 84,572,924 | 77,984,889 | 69,678,370 | 61,107,608 | 53,456,927 | 46,733,586 | 41,080,418 | 36,559,038 | 32,991,246 |
| PV Annual Program Marketing and Admin Costs | 9,142,065 | 8,687,402 | 8,168,140 | 7,624,088 | 7,084,525 | 6,568,827 | 6,088,160 | 5,647,538 | 5,247,768 | 4,887,060 |
| PV Net Measure Costs | 43,244,141 | 41,489,485 | 38,412,265 | 34,658,933 | 30,708,404 | 26,885,681 | 23,374,819 | 20,267,590 | 17,588,879 | 15,322,013 |
| TRC | 1.66 | 1.69 | 1.67 | 1.65 | 1.62 | 1.60 | 1.59 | 1.59 | 1.60 | 1.63 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $4.54 | $4.35 | $4.33 | $4.41 | $4.54 | $4.66 | $4.77 | $4.86 | $4.89 | $4.88 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 86,901,676 | 84,572,924 | 77,984,889 | 69,678,370 | 61,107,608 | 53,456,927 | 46,733,586 | 41,080,418 | 36,559,038 | 32,991,246 |
| PV Annual Program Costs | 42,904,358 | 40,457,926 | 37,337,278 | 33,921,194 | 30,488,433 | 27,223,590 | 24,233,225 | 21,565,463 | 19,228,560 | 17,206,192 |
| PV Lost Revenue | 175,755,862 | 171,981,138 | 159,002,178 | 142,010,927 | 124,309,155 | 108,377,022 | 94,460,349 | 82,842,708 | 73,518,451 | 66,142,125 |
| RIM | 0.40 | 0.40 | 0.40 | 0.40 | 0.39 | 0.39 | 0.39 | 0.39 | 0.39 | 0.40 |

| Residential Existing | 2021 | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 |
|---|---|---|---|---|---|---|---|---|---|---|
| Cumulative Gross Energy - Therms | 129,587,803 | 135,698,701 | 141,304,062 | 146,485,100 | 151,307,648 | 155,750,062 | 159,914,737 | 163,837,790 | 167,548,399 | 171,071,667 |
| Cumulative Net Energy Savings - Therms | 82,366,308 | 86,385,551 | 90,067,537 | 93,469,637 | 96,637,785 | 99,537,731 | 102,253,655 | 104,809,871 | 107,225,597 | 109,517,431 |
| New Net Energy Savings - Therms | 4,427,347 | 4,019,243 | 3,681,986 | 3,402,100 | 3,168,148 | 2,899,947 | 2,715,923 | 2,556,216 | 2,415,726 | 2,291,834 |
| Program Costs - Real | | | | | | | | | | |
| Administration | 6,447,761 | 6,288,280 | 6,149,735 | 6,030,190 | 5,927,523 | 5,809,876 | 5,728,361 | 5,658,097 | 5,597,224 | 5,544,714 |
| Marketing | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 | 922,065 |
| Incentives | 17,048,944 | 15,669,841 | 14,475,937 | 13,449,358 | 12,570,899 | 11,640,272 | 10,963,495 | 10,383,834 | 9,885,495 | 9,458,356 |
| Total | 24,418,770 | 22,880,187 | 21,547,737 | 20,401,613 | 19,420,488 | 18,372,214 | 17,613,922 | 16,963,997 | 16,404,784 | 15,925,135 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefits | 25,260,658 | 21,934,038 | 19,201,933 | 16,939,716 | 15,043,955 | 13,133,806 | 11,730,250 | 10,522,563 | 9,468,601 | 8,547,369 |
| PV Annual Program Marketing and Admin Costs | 4,469,014 | 4,158,972 | 3,880,032 | 3,628,328 | 3,400,327 | 3,178,865 | 2,987,147 | 2,811,378 | 2,649,466 | 2,499,893 |
| PV Net Measure Costs | 12,539,469 | 10,777,758 | 9,320,506 | 8,117,907 | 7,125,249 | 6,188,154 | 5,486,268 | 4,899,681 | 4,405,437 | 3,986,928 |
| TRC | 1.49 | 1.47 | 1.45 | 1.44 | 1.43 | 1.40 | 1.38 | 1.36 | 1.34 | 1.32 |
| | | | | | | | | | | |
| Cost per First-Year Net Therms | $5.52 | $5.69 | $5.85 | $6.00 | $6.13 | $6.34 | $6.49 | $6.64 | $6.79 | $6.95 |
| | | | | | | | | | | |
| PV Net Avoided Cost Benefit | 25,260,658 | 21,934,038 | 19,201,933 | 16,939,716 | 15,043,955 | 13,133,806 | 11,730,250 | 10,522,563 | 9,468,601 | 8,547,369 |
| PV Annual Program Costs | 14,807,381 | 13,197,433 | 11,822,437 | 10,647,442 | 9,640,873 | 8,675,473 | 7,911,579 | 7,247,876 | 6,666,971 | 6,156,255 |
| PV Lost Revenue | 50,506,913 | 43,734,873 | 38,198,995 | 33,636,270 | 29,833,697 | 26,010,982 | 23,201,840 | 20,792,770 | 18,700,789 | 16,878,723 |
| RIM | 0.39 | 0.39 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.38 | 0.37 | 0.37 |