

Total Program Costs		(All costs allocated)					
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 5.41	\$ 6.85	\$ 8.19	\$ 13.10	\$ 14.49	\$ 10.98	\$ 59.02
Demand Response	\$ 5.54	\$ 7.27	\$ 9.38	\$ 11.56	\$ 13.30	\$ -	\$ 47.05
Residential	\$ 22.30	\$ 23.64	\$ 23.76	\$ 18.76	\$ 19.94	\$ -	\$ 108.40
Business	\$ 16.89	\$ 29.06	\$ 37.15	\$ 27.08	\$ 26.92	\$ -	\$ 137.10
Portfolio Total	\$ 50.14	\$ 66.83	\$ 78.48	\$ 70.50	\$ 74.65	\$ 10.98	\$ 351.57
Low Income							
Multifamily Low Income	\$ 1.54	\$ 2.27	\$ 3.47	\$ 6.49	\$ 6.23	\$ 6.68	\$ 26.68
Single Family Low Income	\$ 3.53	\$ 3.98	\$ 4.09	\$ 3.06	\$ 3.05	\$ 3.85	\$ 21.57
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 1.45	\$ 2.64	\$ -	\$ 4.09
Business Social Services	\$ 0.34	\$ 0.60	\$ 0.63	\$ 2.09	\$ 2.57	\$ 0.45	\$ 6.67
Low Income Total	\$ 5.41	\$ 6.85	\$ 8.19	\$ 13.10	\$ 14.49	\$ 10.98	\$ 59.02
Demand Response							
Residential Demand Response	\$ 4.28	\$ 4.75	\$ 5.60	\$ 6.58	\$ 7.74	\$ -	\$ 28.95
Business Demand Response	\$ 1.26	\$ 2.52	\$ 3.78	\$ 4.98	\$ 5.56	\$ -	\$ 18.10
Demand Response Total	\$ 5.54	\$ 7.27	\$ 9.38	\$ 11.56	\$ 13.30	\$ -	\$ 47.05
Residential							
Appliance Recycling	\$ 0.52	\$ 0.59	\$ 0.60	\$ -	\$ -	\$ -	\$ 1.71
Energy Efficient Kits	\$ 1.38	\$ 1.30	\$ 1.15	\$ -	\$ -	\$ -	\$ 3.83
Home Energy Report	\$ 1.90	\$ 1.97	\$ 1.97	\$ -	\$ -	\$ -	\$ 5.84
Lighting	\$ 1.93	\$ 2.11	\$ 1.67	\$ -	\$ -	\$ -	\$ 5.71
Efficient Products	\$ 2.09	\$ 2.03	\$ 2.14	\$ 2.20	\$ 2.15	\$ -	\$ 10.61
HVAC	\$ 12.67	\$ 13.32	\$ 13.73	\$ 11.75	\$ 12.82	\$ -	\$ 64.29
Multifamily Market Rate	\$ 0.97	\$ 1.32	\$ 1.49	\$ 1.56	\$ 1.91	\$ -	\$ 7.25
PAYS	\$ -	\$ -	\$ 1.82	\$ 3.24	\$ 3.06	\$ -	\$ 6.30
Residential Education	\$ 0.85	\$ 1.00	\$ 1.00	\$ -	\$ -	\$ -	\$ 2.85
Res Total	\$ 22.30	\$ 23.64	\$ 23.76	\$ 18.76	\$ 19.94	\$ -	\$ 108.40
Business							
Custom	\$ 7.22	\$ 13.15	\$ 17.87	\$ 12.96	\$ 12.87	\$ -	\$ 64.06
New Construction	\$ 0.80	\$ 1.84	\$ 2.46	\$ -	\$ -	\$ -	\$ 5.11
Retro-Commissioning	\$ 0.60	\$ 1.42	\$ 2.29	\$ 1.44	\$ 1.59	\$ -	\$ 7.34
Small Business Direct Install	\$ 2.39	\$ 2.55	\$ 2.75	\$ 2.74	\$ 2.65	\$ -	\$ 13.08
Standard	\$ 5.80	\$ 10.02	\$ 11.70	\$ 9.94	\$ 9.81	\$ -	\$ 47.28
Business Education	\$ 0.08	\$ 0.08	\$ 0.08	\$ -	\$ -	\$ -	\$ 0.24
Biz Total	\$ 16.89	\$ 29.06	\$ 37.15	\$ 27.08	\$ 26.92	\$ -	\$ 137.10

Notes:

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

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

Total Program Costs (EM&V + Other Portfolio Costs unallocated)							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 5.05	\$ 6.45	\$ 7.71	\$ 12.44	\$ 14.00	\$ 10.45	\$ 56.10
Demand Response	\$ 5.24	\$ 6.94	\$ 8.96	\$ 11.14	\$ 12.90	\$ -	\$ 45.18
Residential	\$ 19.15	\$ 20.57	\$ 20.65	\$ 16.44	\$ 17.75	\$ -	\$ 94.55
Business	\$ 14.19	\$ 26.26	\$ 33.84	\$ 24.75	\$ 25.00	\$ -	\$ 124.05
Portfolio Costs	\$ 6.51	\$ 6.61	\$ 7.32	\$ 5.73	\$ 5.00	\$ 0.52	\$ 31.69
Portfolio Total	\$ 50.14	\$ 66.83	\$ 78.48	\$ 70.50	\$ 74.65	\$ 10.98	\$ 351.57
Low Income							
Multifamily Low Income	\$ 1.50	\$ 2.20	\$ 3.35	\$ 6.00	\$ 6.00	\$ 6.40	\$ 25.45
Single Family Low Income	\$ 3.24	\$ 3.67	\$ 3.76	\$ 3.00	\$ 3.00	\$ 3.63	\$ 20.29
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 1.44	\$ 2.50	\$ -	\$ 3.94
Business Social Services	\$ 0.32	\$ 0.57	\$ 0.60	\$ 2.00	\$ 2.50	\$ 0.43	\$ 6.42
Low Income Total	\$ 5.05	\$ 6.45	\$ 7.71	\$ 12.44	\$ 14.00	\$ 10.45	\$ 56.10
Demand Response							
Residential Demand Response	\$ 4.04	\$ 4.54	\$ 5.36	\$ 6.34	\$ 7.50	\$ -	\$ 27.78
Business Demand Response	\$ 1.20	\$ 2.40	\$ 3.60	\$ 4.80	\$ 5.40	\$ -	\$ 17.40
Demand Response Total	\$ 5.24	\$ 6.94	\$ 8.96	\$ 11.14	\$ 12.90	\$ -	\$ 45.18
Residential							
Appliance Recycling	\$ 0.48	\$ 0.55	\$ 0.55	\$ -	\$ -	\$ -	\$ 1.59
Energy Efficient Kits	\$ 1.19	\$ 1.14	\$ 1.04	\$ -	\$ -	\$ -	\$ 3.37
Home Energy Report	\$ 1.80	\$ 1.88	\$ 1.88	\$ -	\$ -	\$ -	\$ 5.55
Lighting	\$ 1.53	\$ 1.74	\$ 1.36	\$ -	\$ -	\$ -	\$ 4.64
Efficient Products	\$ 1.88	\$ 1.82	\$ 1.91	\$ 1.91	\$ 2.00	\$ -	\$ 9.53
HVAC	\$ 10.52	\$ 11.21	\$ 11.52	\$ 10.52	\$ 11.50	\$ -	\$ 55.26
Multifamily Market Rate	\$ 0.90	\$ 1.22	\$ 1.38	\$ 1.38	\$ 1.75	\$ -	\$ 6.63
PAYS	\$ -	\$ -	\$ 1.82	\$ 2.64	\$ 2.50	\$ -	\$ 5.14
Residential Education	\$ 0.85	\$ 1.00	\$ 1.00	\$ -	\$ -	\$ -	\$ 2.85
Res Total	\$ 19.15	\$ 20.57	\$ 20.65	\$ 16.44	\$ 17.75	\$ -	\$ 94.55
Business							
Custom	\$ 5.87	\$ 11.67	\$ 16.04	\$ 11.67	\$ 12.00	\$ -	\$ 57.25
New Construction	\$ 0.67	\$ 1.67	\$ 2.25	\$ -	\$ -	\$ -	\$ 4.59
Retro-Commissioning	\$ 0.49	\$ 1.28	\$ 2.08	\$ 1.31	\$ 1.50	\$ -	\$ 6.67
Small Business Direct Install	\$ 2.14	\$ 2.39	\$ 2.60	\$ 2.60	\$ 2.50	\$ -	\$ 12.23
Standard	\$ 4.94	\$ 9.17	\$ 10.80	\$ 9.17	\$ 9.00	\$ -	\$ 43.08
Business Education	\$ 0.08	\$ 0.08	\$ 0.08	\$ -	\$ -	\$ -	\$ 0.24
Biz Total	\$ 14.19	\$ 26.26	\$ 33.84	\$ 24.75	\$ 25.00	\$ -	\$ 124.05
EM&V & Other Portfolio Costs							
EM&V ³	\$ 2.22	\$ 3.00	\$ 3.53	\$ 2.83	\$ 2.00	\$ 0.52	\$ 14.10
Portfolio Marketing	\$ 1.94	\$ 2.26	\$ 2.44	\$ 2.20	\$ 2.50	\$ -	\$ 11.33
Other (Potential Study, Data Tracking, Incremental Labor)	\$ 2.35	\$ 1.35	\$ 1.35	\$ 0.70	\$ 0.50	\$ -	\$ 6.25
Portfolio Total	\$ 6.51	\$ 6.61	\$ 7.32	\$ 5.73	\$ 5.00	\$ 0.52	\$ 31.69

Notes:

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

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

[3] The PY2023 filing includes the addition of \$400,000 in EM&V research to occur in PY2022 and \$100K to fund a Urban Heat Island (UHI) Study.

Contractor Administrative Costs							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 2.36	\$ 2.63	\$ 3.17	\$ 4.40	\$ 4.89	\$ 4.35	\$ 21.80
Demand Response	\$ 5.24	\$ 6.94	\$ 8.96	\$ 11.14	\$ 12.90	\$ -	\$ 45.18
Residential	\$ 7.51	\$ 7.79	\$ 7.78	\$ 5.46	\$ 5.98	\$ -	\$ 34.52
Business	\$ 4.99	\$ 8.52	\$ 10.34	\$ 7.44	\$ 6.81	\$ -	\$ 38.10
Portfolio Total	\$ 20.10	\$ 25.87	\$ 30.25	\$ 28.44	\$ 30.59	\$ 4.35	\$ 139.60
Low Income							
Multifamily Low Income	\$ 0.82	\$ 0.88	\$ 1.44	\$ 1.47	\$ 1.64	\$ 2.60	\$ 8.85
Single Family Low Income	\$ 1.47	\$ 1.63	\$ 1.61	\$ 1.54	\$ 1.53	\$ 1.67	\$ 9.45
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 1.00	\$ 1.33	\$ -	\$ 2.33
Business Social Services	\$ 0.07	\$ 0.13	\$ 0.12	\$ 0.39	\$ 0.39	\$ 0.09	\$ 1.18
Low Income Total	\$ 2.36	\$ 2.63	\$ 3.17	\$ 4.40	\$ 4.89	\$ 4.35	\$ 21.80
Demand Response							
Residential Demand Response	\$ 4.04	\$ 4.54	\$ 5.36	\$ 6.34	\$ 7.50	\$ -	\$ 27.78
Business Demand Response	\$ 1.20	\$ 2.40	\$ 3.60	\$ 4.80	\$ 5.40	\$ -	\$ 17.40
Demand Response Total	\$ 5.24	\$ 6.94	\$ 8.96	\$ 11.14	\$ 12.90	\$ -	\$ 45.18
Residential							
Appliance Recycling	\$ 0.33	\$ 0.33	\$ 0.34	\$ -	\$ -	\$ -	\$ 0.99
Energy Efficient Kits	\$ 0.37	\$ 0.32	\$ 0.29	\$ -	\$ -	\$ -	\$ 0.97
Home Energy Report	\$ 0.42	\$ 0.40	\$ 0.40	\$ -	\$ -	\$ -	\$ 1.22
Lighting	\$ 0.57	\$ 0.62	\$ 0.46	\$ -	\$ -	\$ -	\$ 1.65
Efficient Products	\$ 0.76	\$ 0.54	\$ 0.55	\$ 0.82	\$ 0.86	\$ -	\$ 3.53
HVAC	\$ 3.61	\$ 3.78	\$ 3.89	\$ 3.40	\$ 4.11	\$ -	\$ 18.79
Multifamily Market Rate	\$ 0.62	\$ 0.79	\$ 0.86	\$ 0.73	\$ 0.74	\$ -	\$ 3.74
PAYS	\$ -	\$ -	\$ 0.76	\$ 0.51	\$ 0.27	\$ -	\$ 0.78
Residential Education	\$ 0.85	\$ 1.00	\$ 1.00	\$ -	\$ -	\$ -	\$ 2.85
Res Total	\$ 7.51	\$ 7.79	\$ 7.78	\$ 5.46	\$ 5.98	\$ -	\$ 34.52
Business							
Custom	\$ 2.12	\$ 3.86	\$ 5.01	\$ 3.65	\$ 3.02	\$ -	\$ 17.65
New Construction	\$ 0.26	\$ 0.60	\$ 0.75	\$ -	\$ -	\$ -	\$ 1.61
Retro-Commissioning	\$ 0.17	\$ 0.41	\$ 0.63	\$ 0.40	\$ 0.39	\$ -	\$ 2.00
Small Business Direct Install	\$ 0.73	\$ 0.76	\$ 0.77	\$ 0.77	\$ 0.60	\$ -	\$ 3.62
Standard	\$ 1.63	\$ 2.81	\$ 3.10	\$ 2.63	\$ 2.81	\$ -	\$ 12.98
Business Education	\$ 0.08	\$ 0.08	\$ 0.08	\$ -	\$ -	\$ -	\$ 0.24
Biz Total	\$ 4.99	\$ 8.52	\$ 10.34	\$ 7.44	\$ 6.81	\$ -	\$ 38.10

Notes:

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

Incentive Costs							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 2.69	\$ 3.81	\$ 4.54	\$ 8.04	\$ 9.11	\$ 6.10	\$ 34.30
Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential	\$ 11.64	\$ 12.78	\$ 12.86	\$ 10.98	\$ 11.77	\$ -	\$ 60.03
Business	\$ 9.20	\$ 17.75	\$ 23.50	\$ 17.31	\$ 18.19	\$ -	\$ 85.95
Portfolio Total	\$ 23.53	\$ 34.34	\$ 40.91	\$ 36.33	\$ 39.06	\$ 6.10	\$ 180.28
Low Income							
Multifamily Low Income	\$ 0.68	\$ 1.32	\$ 1.91	\$ 4.53	\$ 4.36	\$ 3.80	\$ 16.60
Single Family Low Income	\$ 1.76	\$ 2.05	\$ 2.15	\$ 1.46	\$ 1.47	\$ 1.96	\$ 10.85
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 0.44	\$ 1.17	\$ -	\$ 1.61
Business Social Services	\$ 0.25	\$ 0.45	\$ 0.49	\$ 1.61	\$ 2.11	\$ 0.34	\$ 5.24
Low Income Total	\$ 2.69	\$ 3.81	\$ 4.54	\$ 8.04	\$ 9.11	\$ 6.10	\$ 34.30
Demand Response							
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Demand Response Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential							
Appliance Recycling	\$ 0.15	\$ 0.22	\$ 0.22	\$ -	\$ -	\$ -	\$ 0.59
Energy Efficient Kits	\$ 0.82	\$ 0.82	\$ 0.76	\$ -	\$ -	\$ -	\$ 2.41
Home Energy Report	\$ 1.38	\$ 1.48	\$ 1.48	\$ -	\$ -	\$ -	\$ 4.34
Lighting	\$ 0.96	\$ 1.12	\$ 0.90	\$ -	\$ -	\$ -	\$ 2.99
Efficient Products	\$ 1.12	\$ 1.28	\$ 1.36	\$ 1.09	\$ 1.14	\$ -	\$ 6.00
HVAC	\$ 6.91	\$ 7.43	\$ 7.62	\$ 7.12	\$ 7.39	\$ -	\$ 36.47
Multifamily Market Rate	\$ 0.28	\$ 0.43	\$ 0.52	\$ 0.65	\$ 1.01	\$ -	\$ 2.89
PAYS	\$ -	\$ -	\$ 1.06	\$ 2.12	\$ 2.23	\$ -	\$ 4.35
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res Total	\$ 11.64	\$ 12.78	\$ 12.86	\$ 10.98	\$ 11.77	\$ -	\$ 60.03
Business							
Custom	\$ 3.75	\$ 7.82	\$ 11.03	\$ 8.02	\$ 8.98	\$ -	\$ 39.60
New Construction	\$ 0.41	\$ 1.07	\$ 1.49	\$ -	\$ -	\$ -	\$ 2.98
Retro-Commissioning	\$ 0.32	\$ 0.87	\$ 1.45	\$ 0.92	\$ 1.11	\$ -	\$ 4.67
Small Business Direct Install	\$ 1.41	\$ 1.63	\$ 1.83	\$ 1.83	\$ 1.90	\$ -	\$ 8.61
Standard	\$ 3.31	\$ 6.35	\$ 7.70	\$ 6.54	\$ 6.19	\$ -	\$ 30.10
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Biz Total	\$ 9.20	\$ 17.75	\$ 23.50	\$ 17.31	\$ 18.19	\$ -	\$ 85.95

Notes:

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

EM&V Costs							
(In Millions of Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 0.12	\$ 0.16	\$ 0.19	\$ 0.28	\$ 0.16	\$ 0.52	\$ 1.43
Demand Response	\$ 0.30	\$ 0.34	\$ 0.42	\$ 0.42	\$ 0.40	\$ -	\$ 1.88
Residential	\$ 1.08	\$ 1.18	\$ 1.21	\$ 0.95	\$ 0.69	\$ -	\$ 5.10
Business	\$ 0.72	\$ 1.33	\$ 1.71	\$ 1.19	\$ 0.75	\$ -	\$ 5.70
Portfolio Total³	\$ 2.22	\$ 3.00	\$ 3.53	\$ 2.83	\$ 2.00	\$ 0.52	\$ 14.10
Low Income							
Multifamily Low Income	\$ 0.01	\$ 0.03	\$ 0.05	\$ 0.20	\$ 0.07	\$ 0.28	\$ 0.64
Single Family Low Income	\$ 0.10	\$ 0.12	\$ 0.13	\$ 0.03	\$ 0.02	\$ 0.22	\$ 0.61
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 0.01	\$ 0.04	\$ -	\$ 0.05
Business Social Services	\$ 0.01	\$ 0.01	\$ 0.01	\$ 0.04	\$ 0.03	\$ 0.02	\$ 0.12
Low Income Total	\$ 0.12	\$ 0.16	\$ 0.19	\$ 0.28	\$ 0.16	\$ 0.52	\$ 1.43
Demand Response							
Residential Demand Response	\$ 0.24	\$ 0.22	\$ 0.24	\$ 0.24	\$ 0.24	\$ -	\$ 1.17
Business Demand Response	\$ 0.06	\$ 0.12	\$ 0.18	\$ 0.18	\$ 0.16	\$ -	\$ 0.70
Demand Response Total	\$ 0.30	\$ 0.34	\$ 0.42	\$ 0.42	\$ 0.40	\$ -	\$ 1.88
Residential							
Appliance Recycling	\$ 0.01	\$ 0.02	\$ 0.02	\$ -	\$ -	\$ -	\$ 0.05
Energy Efficient Kits	\$ 0.06	\$ 0.06	\$ 0.04	\$ -	\$ -	\$ -	\$ 0.17
Home Energy Report	\$ 0.03	\$ 0.04	\$ 0.04	\$ -	\$ -	\$ -	\$ 0.11
Lighting	\$ 0.14	\$ 0.14	\$ 0.12	\$ -	\$ -	\$ -	\$ 0.40
Efficient Products	\$ 0.07	\$ 0.08	\$ 0.09	\$ 0.12	\$ 0.05	\$ -	\$ 0.41
HVAC	\$ 0.74	\$ 0.81	\$ 0.86	\$ 0.51	\$ 0.42	\$ -	\$ 3.32
Multifamily Market Rate	\$ 0.02	\$ 0.04	\$ 0.04	\$ 0.07	\$ 0.05	\$ -	\$ 0.23
PAYS	\$ -	\$ -	\$ -	\$ 0.25	\$ 0.18	\$ -	\$ 0.42
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res Total	\$ 1.08	\$ 1.18	\$ 1.21	\$ 0.95	\$ 0.69	\$ -	\$ 5.10
Business							
Custom	\$ 0.36	\$ 0.70	\$ 0.94	\$ 0.65	\$ 0.34	\$ -	\$ 3.00
New Construction	\$ 0.03	\$ 0.08	\$ 0.11	\$ -	\$ -	\$ -	\$ 0.23
Retro-Commissioning	\$ 0.03	\$ 0.07	\$ 0.11	\$ 0.07	\$ 0.03	\$ -	\$ 0.31
Small Business Direct Install	\$ 0.07	\$ 0.07	\$ 0.08	\$ 0.07	\$ 0.06	\$ -	\$ 0.35
Standard	\$ 0.23	\$ 0.41	\$ 0.47	\$ 0.39	\$ 0.32	\$ -	\$ 1.81
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Biz Total	\$ 0.72	\$ 1.33	\$ 1.71	\$ 1.19	\$ 0.75	\$ -	\$ 5.70

Notes:

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

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

[3] The PY2023 filing includes the addition of \$400,000 in EM&V research to occur in PY2022 and \$100K to fund a Urban Heat Island (UHI) Study .

Other Portfolio Costs							
(Marketing, Potential Study, Data Tracking & Incremental Labor)							
(In Dollars)							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	\$ 239,318	\$ 246,140	\$ 286,821	\$ 380,481	\$ 332,644	\$ -	\$ 1,485,404
Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential	\$ 2,074,430	\$ 1,894,150	\$ 1,905,045	\$ 1,368,262	\$ 1,499,432	\$ -	\$ 8,741,319
Business	\$ 1,977,472	\$ 1,468,591	\$ 1,598,114	\$ 1,148,371	\$ 1,164,644	\$ -	\$ 7,357,192
Portfolio Total	\$ 4,291,220	\$ 3,608,881	\$ 3,789,981	\$ 2,897,114	\$ 2,996,720	\$ -	\$ 17,583,915
Low Income							
Multifamily Low Income	\$ 28,322	\$ 43,405	\$ 71,550	\$ 291,426	\$ 156,624	\$ -	\$ 591,327
Single Family Low Income	\$ 191,435	\$ 189,494	\$ 203,751	\$ 38,370	\$ 37,193	\$ -	\$ 660,243
Targeted Community LED Lighting	\$ -	\$ -	\$ -	\$ 7,452	\$ 97,104	\$ -	\$ 104,556
Business Social Services	\$ 19,560	\$ 13,241	\$ 11,520	\$ 43,233	\$ 41,724	\$ -	\$ 129,278
Low Income Total	\$ 239,318	\$ 246,140	\$ 286,821	\$ 380,481	\$ 332,644	\$ -	\$ 1,485,404
Demand Response							
Residential Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Demand Response	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Demand Response Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential							
Appliance Recycling	\$ 23,125	\$ 27,453	\$ 28,226	\$ -	\$ -	\$ -	\$ 78,803
Energy Efficient Kits	\$ 123,186	\$ 102,345	\$ 63,254	\$ -	\$ -	\$ -	\$ 288,785
Home Energy Report	\$ 66,745	\$ 57,054	\$ 59,220	\$ -	\$ -	\$ -	\$ 183,018
Lighting	\$ 261,894	\$ 224,929	\$ 191,881	\$ -	\$ -	\$ -	\$ 678,704
Efficient Products	\$ 135,418	\$ 128,034	\$ 140,449	\$ 172,759	\$ 103,073	\$ -	\$ 679,734
HVAC	\$ 1,416,225	\$ 1,296,622	\$ 1,351,636	\$ 731,939	\$ 906,120	\$ -	\$ 5,702,542
Multifamily Market Rate	\$ 47,838	\$ 57,713	\$ 70,379	\$ 104,195	\$ 107,203	\$ -	\$ 387,328
PAYS	\$ -	\$ -	\$ -	\$ 359,368	\$ 383,037	\$ -	\$ 742,405
Residential Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Res Total	\$ 2,074,430	\$ 1,894,150	\$ 1,905,045	\$ 1,368,262	\$ 1,499,432	\$ -	\$ 8,741,319
Business							
Custom	\$ 988,499	\$ 773,195	\$ 881,297	\$ 633,275	\$ 528,929	\$ -	\$ 3,805,195
New Construction	\$ 95,109	\$ 91,511	\$ 103,419	\$ -	\$ -	\$ -	\$ 290,039
Retro-Commissioning	\$ 74,337	\$ 75,218	\$ 102,930	\$ 64,714	\$ 53,681	\$ -	\$ 370,881
Small Business Direct Install	\$ 186,241	\$ 80,616	\$ 73,330	\$ 72,162	\$ 89,049	\$ -	\$ 501,398
Standard	\$ 633,286	\$ 448,052	\$ 437,138	\$ 378,220	\$ 492,985	\$ -	\$ 2,389,680
Business Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Biz Total	\$ 1,977,472	\$ 1,468,591	\$ 1,598,114	\$ 1,148,371	\$ 1,164,644	\$ -	\$ 7,357,192

Notes:

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

Incremental Gross MWh Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	10,506	13,973	15,310	17,858	15,563	12,995	86,204
Demand Response	1,630	1,811	1,971	3,135	-	-	8,547
Residential	128,198	101,037	97,924	56,301	52,506	-	435,966
Business	83,188	162,071	217,599	158,681	123,250	-	744,790
Portfolio Total	223,522	278,892	332,804	235,975	191,319	12,995	1,275,507
Low Income							
Multifamily Low Income	900	1,650	2,680	9,754	5,853	5,760	26,597
Single Family Low Income	8,556	10,415	10,822	1,622	1,087	5,891	38,392
Targeted Community LED Lighting	-	-	-	565	3,610	-	4,175
Business Social Services	1,049	1,908	1,808	5,918	5,012	1,344	17,040
Low Income Total	10,506	13,973	15,310	17,858	15,563	12,995	86,204
Demand Response							
Residential Demand Response	1,130	1,311	1,471	2,635	-	-	6,547
Business Demand Response	500	500	500	500	-	-	2,000
Demand Response Total	1,630	1,811	1,971	3,135	-	-	8,547
Residential							
Appliance Recycling	3,063	4,329	4,344	-	-	-	11,736
Energy Efficient Kits	7,279	7,279	4,666	-	-	-	19,223
Home Energy Report	35,250	-	-	-	-	-	35,250
Lighting	19,762	20,542	17,388	-	-	-	57,691.75
Efficient Products	11,335	12,660	13,527	10,161	5,180	-	52,863
HVAC	48,963	52,594	53,484	33,087	35,433	-	223,560
Multifamily Market Rate	2,547	3,633	4,515	4,319	4,181	-	19,195
PAYS	-	-	4,367	8,735	7,713	-	16,447
Res Total	128,198	101,037	97,924	56,301	52,506	-	435,966
Business							
Custom	36,433	74,342	106,856	77,722	44,994	-	340,346
New Construction	3,562	9,213	12,847	-	-	-	25,623
Retro-Commissioning	2,850	7,678	12,847	8,111	5,137	-	36,622
Small Business Direct Install	9,258	10,764	12,063	11,777	12,279	-	56,141
Standard	31,085	60,075	72,986	61,072	60,841	-	286,058
Biz Total	83,188	162,071	217,599	158,681	123,250	-	744,790

Notes:

[1] Pay As You Save totals for PY2021 are shown for informational purposes only, and are not included in Residential or Portfolio totals. The PY2021 PAYS program does not apply to portfolio targets or portfolio earnings opportunity. In PY2021, the total Portfolio savings (including PAYS) is equal to 337,171 (332,804 + 4,367 in PAYS).

Incremental Net MWh Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	10,443	13,858	15,201	17,632	15,563	12,915	85,612
Demand Response	1,630	1,811	1,971	3,135	-	-	8,547
Residential	111,693	83,139	80,996	45,689	41,793	-	363,309
Business	78,196	152,347	204,544	142,813	104,286	-	682,186
Portfolio Total	201,962	251,155	302,712	209,268	161,641	12,915	1,139,654
Low Income							
Multifamily Low Income	900	1,650	2,680	9,754	5,853	5,760	26,597
Single Family Low Income	8,556	10,415	10,822	1,622	1,087	5,891	38,392
Targeted Community LED Lighting	-	-	-	339	3,610	-	3,949
Business Social Services	987	1,793	1,700	5,918	5,012	1,263	16,673
Low Income Total	10,443	13,858	15,201	17,632	15,563	12,915	85,612
Demand Response							
Residential Demand Response	1,130	1,311	1,471	2,635	-	-	6,547
Business Demand Response	500	500	500	500	-	-	2,000
Demand Response Total	1,630	1,811	1,971	3,135	-	-	8,547
Residential							
Appliance Recycling	2,358	3,333	3,345	-	-	-	9,037
Energy Efficient Kits	6,551	6,551	4,199	-	-	-	17,301
Home Energy Report	35,250	-	-	-	-	-	35,250
Lighting	12,659	13,203	11,238	-	-	-	37,100.47
Efficient Products	8,222	9,188	9,800	8,252	3,747	-	39,208
HVAC	44,361	47,594	48,350	24,815	26,571	-	191,691
Multifamily Market Rate	2,292	3,270	4,064	3,887	3,763	-	17,275
PAYS	-	-	4,367	8,735	7,713	-	16,447
Res Total	111,693	83,139	80,996	45,689	41,793	-	363,309
Business							
Custom	34,247	69,882	100,445	69,949	37,075	-	311,597
New Construction	3,349	8,660	12,076	-	-	-	24,085
Retro-Commissioning	2,679	7,217	12,076	7,300	4,715	-	33,987
Small Business Direct Install	8,702	10,118	11,340	10,599	10,781	-	51,540
Standard	29,220	56,470	68,607	54,965	51,715	-	260,976
Biz Total	78,196	152,347	204,544	142,813	104,286	-	682,186

Notes:

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

Incremental Gross MW Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	2.44	3.43	4.08	5.35	3.58	4.67	23.55
Demand Response	36.50	38.33	39.96	43.62	8.09	-	166.50
Residential	51.58	38.66	39.10	26.18	28.49	-	184.02
Business	20.59	42.01	55.73	39.89	39.77	-	198.01
Portfolio Total	111.11	122.44	138.87	115.05	79.93	4.67	572.08
Low Income							
Multifamily Low Income	0.40	0.73	1.19	3.29	1.60	2.56	9.77
Single Family Low Income	1.83	2.34	2.47	0.59	0.46	1.82	9.52
Targeted Community LED Lighting	-	-	-	0.08	0.54	-	0.62
Business Social Services	0.20	0.36	0.42	1.39	0.98	0.30	3.64
Low Income Total	2.44	3.43	4.08	5.35	3.58	4.67	23.55
Demand Response							
Residential Demand Response	11.50	13.33	14.96	18.62	8.09	-	66.50
Business Demand Response	25.00	25.00	25.00	25.00	-	-	100.00
Demand Response Total	36.50	38.33	39.96	43.62	8.09	-	166.50
Residential							
Appliance Recycling	0.44	0.62	0.63	-	-	-	1.69
Energy Efficient Kits	1.29	1.29	0.90	-	-	-	3.47
Home Energy Report	16.43	-	-	-	-	-	16.43
Lighting	2.95	3.07	2.60	-	-	-	8.61
Efficient Products	2.94	3.33	3.58	3.36	1.80	-	15.01
HVAC	26.79	29.21	30.00	17.23	20.81	-	124.04
Multifamily Market Rate	0.75	1.15	1.40	1.52	2.28	-	7.11
PAYS	-	-	2.04	4.07	3.59	-	7.67
Res Total	51.58	38.66	39.10	26.18	28.49	-	184.02
Business							
Custom	10.52	22.76	31.07	22.60	20.09	-	107.02
New Construction	0.95	2.45	3.41	-	-	-	6.80
Retro-Commissioning	1.05	2.82	4.71	2.97	2.13	-	13.68
Small Business Direct Install	1.60	1.86	2.09	2.12	2.44	-	10.11
Standard	6.48	12.13	14.45	12.20	15.12	-	60.39
Biz Total	20.59	42.01	55.73	39.89	39.77	-	198.01

Notes:

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

[2] For PY2023, business program gross totals assume a 95% realization rate; residential programs assume a 100% realization rate (includes Business Social Services).

Incremental Net MW Savings							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	2.42	3.41	4.06	5.31	3.58	4.66	23.44
Demand Response	36.50	38.33	39.96	43.62	8.09	-	166.50
Residential	45.92	32.47	32.91	21.10	22.57	-	154.98
Business	19.36	39.49	52.39	35.90	33.50	-	180.64
Portfolio Total	104.20	113.71	129.32	105.95	67.74	4.66	525.56
Low Income							
Multifamily Low Income	0.40	0.73	1.19	3.29	1.60	2.56	9.77
Single Family Low Income	1.83	2.34	2.47	0.59	0.46	1.82	9.52
Targeted Community LED Lighting	-	-	-	0.05	0.54	-	0.59
Business Social Services	0.19	0.34	0.39	1.39	0.98	0.28	3.57
Low Income Total	2.42	3.41	4.06	5.31	3.58	4.66	23.44
Demand Response							
Residential Demand Response	11.50	13.33	14.96	18.62	8.09	-	66.50
Business Demand Response	25.00	25.00	25.00	25.00	-	-	100.00
Demand Response Total	36.50	38.33	39.96	43.62	8.09	-	166.50
Residential							
Appliance Recycling	0.34	0.47	0.48	-	-	-	1.30
Energy Efficient Kits	1.16	1.16	0.81	-	-	-	3.13
Home Energy Report	16.43	-	-	-	-	-	16.43
Lighting	1.89	1.97	1.68	-	-	-	5.54
Efficient Products	2.14	2.43	2.61	2.75	1.32	-	11.24
HVAC	23.28	25.40	26.07	12.92	15.61	-	103.29
Multifamily Market Rate	0.67	1.04	1.26	1.37	2.06	-	6.40
PAYS	-	-	2.04	4.07	3.59	-	7.67
Res Total	45.92	32.47	32.91	21.10	22.57	-	154.98
Business							
Custom	9.89	21.39	29.20	20.34	16.55	-	97.37
New Construction	0.89	2.30	3.20	-	-	-	6.39
Retro-Commissioning	0.98	2.65	4.43	2.68	1.96	-	12.69
Small Business Direct Install	1.51	1.75	1.97	1.91	2.14	-	9.27
Standard	6.10	11.40	13.59	10.98	12.85	-	54.92
Biz Total	19.36	39.49	52.39	35.90	33.50	-	180.64

Notes:

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

Total Resource Cost Test							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	1.20	1.30	1.54	1.35	1.12	1.11	1.27
Demand Response	1.39	1.56	1.70	1.63	0.79	-	1.45
Residential	1.73	1.88	1.95	1.46	1.42		1.75
Business	1.57	1.80	1.94	2.02	2.21		1.91
Portfolio Total*	1.48	1.64	1.74	1.58	1.41	1.05	1.58
Low Income							
Multifamily Low Income	0.50	0.66	0.74	1.13	0.60	0.95	0.84
Single Family Low Income	1.49	1.66	1.80	0.34	0.31	1.32	1.24
Targeted Community LED Lighting				0.16	0.96	-	0.60
Business Social Services	1.30	1.43	1.49	1.70	1.26	1.74	1.47
Low Income Total	1.20	1.30	1.54	1.35	1.12	1.11	1.27
Demand Response							
Residential Demand Response	1.09	1.29	1.43	1.29	1.15		1.25
Business Demand Response	1.64	1.81	1.98	2.15	-		1.68
Demand Response Total	1.39	1.56	1.70	1.63	0.79		1.45
Residential							
Appliance Recycling	1.29	1.68	1.78	-	-	-	1.59
Energy Efficient Kits	2.14	2.36	1.69	-	-	-	2.09
Home Energy Report	1.01	1.06	1.14	-	-	-	1.07
Lighting	3.89	3.89	4.35	-	-	-	4.02
Efficient Products	1.14	1.33	1.42	1.27	1.15	-	1.27
HVAC	1.78	1.96	2.07	1.54	1.48	-	1.82
Multifamily Market Rate	1.10	1.21	1.35	1.27	1.29	-	1.25
PAYS	-	-	2.62	3.06	2.92	-	2.62
Res Total	1.73	1.88	1.95	1.46	1.42	-	1.75
Business							
Custom	1.67	1.90	2.02	2.09	2.13	-	1.98
New Construction	1.41	1.58	1.70	-	-	-	1.61
Retro-Commissioning	1.97	2.27	2.48	2.56	2.54	-	2.41
Small Business Direct Install	1.40	1.58	1.71	1.74	2.10	-	1.69
Standard	1.48	1.67	1.81	1.91	2.31	-	1.84
Biz Total	1.57	1.80	1.94	2.02	2.21	-	1.91

Notes:

[1] Includes Earnings Opportunity

Utility Cost Test							
Portfolio	2019	2020	2021	2022	2023	2024	Total
Low Income	1.25	1.37	1.63	1.54	1.19	1.18	1.37
Demand Response	1.39	1.56	1.70	1.63	0.79	-	1.45
Residential	2.67	2.92	3.07	2.00	1.73	-	2.59
Business	2.77	3.40	3.76	3.78	3.36	-	3.47
Portfolio Total*	2.02	2.37	2.57	2.12	1.70	1.11	2.16
Low Income							
Multifamily Low Income	0.53	0.70	0.78	1.38	0.66	1.00	0.92
Single Family Low Income	1.56	1.73	1.89	0.38	0.32	1.40	1.31
Targeted Community LED Lighting				0.16	0.96	-	0.60
Business Social Services	1.35	1.49	1.61	1.85	1.26	1.87	1.54
Low Income Total	1.25	1.37	1.63	1.54	1.19	1.18	1.37
Demand Response							
Residential Demand Response	1.09	1.29	1.43	1.29	1.15	-	1.25
Business Demand Response	1.64	1.81	1.98	2.15	-	-	1.68
Demand Response Total	1.39	1.56	1.70	1.63	0.79		1.45
Residential							
Appliance Recycling	1.29	1.68	1.78	-	-	-	1.59
Energy Efficient Kits	2.57	2.86	2.09	-	-	-	2.53
Home Energy Report	1.01	1.06	1.14	-	-	-	1.07
Lighting	3.89	3.89	4.35	-	-	-	4.02
Efficient Products	1.86	2.30	2.49	2.41	1.25	-	2.07
HVAC	3.21	3.55	3.73	1.91	1.85	-	2.93
Multifamily Market Rate	1.41	1.60	1.79	2.06	1.47	-	1.67
PAYS	-	-	2.84	3.40	3.27	-	
Res Total	2.67	2.92	3.07	2.00	1.73	-	2.59
Business							
Custom	3.24	3.95	4.31	4.36	3.19	-	3.90
New Construction	2.81	3.34	3.68	-	-	-	3.40
Retro-Commissioning	2.95	3.55	3.93	4.00	2.62	-	3.52
Small Business Direct Install	1.84	2.13	2.33	2.34	2.61	-	2.24
Standard	2.59	3.01	3.27	3.39	3.90	-	3.26
Biz Total	2.77	3.40	3.76	3.78	3.36	-	3.47

Notes:

[1] Includes Earnings Opportunity

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

Notes:

[1] Includes Earnings Opportunity

[2] Residential and Business Totals for PY19-21 include demand response savings.

[3] PCT & RIM tests are not provided for PY2022-2023 since filed as single year extensions.

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

Notes:

[1] Includes Earnings Opportunity

[2] Residential and Business Totals for PY19-21 include demand response savings.

[3] PCT & RIM tests are not provided for PY2022-2023 since filed as single year extensions.