

Year **2016**

Program	Tier	Measure	Units	Measure Life	NTG	Net Annual Savings w/ Line Loss			Costs per Unit Incremental Cost	Total Costs		B/C Ratio -- Cost Tests				
						Therm	kWh	Peak Coincident kW		Total Incentives	Admin	TRC	RIM	Utility	Societal	Participant
<b>Total</b>						<b>96,223</b>	<b>17,955,082</b>	<b>5,225</b>		<b>\$2,580,493</b>	<b>\$3,379,633</b>	<b>2.77</b>	<b>1.42</b>	<b>3.81</b>	<b>2.87</b>	<b>3.12</b>
						<b>48,818</b>	<b>6,407,449</b>	<b>1,536</b>		<b>\$471,298</b>	<b>\$856,680</b>	<b>2.19</b>	<b>0.95</b>	<b>3.37</b>	<b>2.27</b>	<b>3.65</b>
High Efficiency Lighting						-	2,992,511	345		\$317,175	\$198,843	1.37	0.64	2.88	1.46	2.68
Appliance Recycling						587	181,867	24		\$8,500	\$39,255	1.57	0.50	1.29	1.67	n/a
Appliance Recycling	App					-	131,131	18		\$8,500	\$30,855	1.08	0.48	1.09	1.15	8.49
Appliance Recycling	Kits					587	50,736	6		\$0	\$8,400	2.21	0.57	2.21	2.34	n/a
On-Site Energy Evaluation						48,231	277,504	95		\$52,473	\$261,313	1.69	0.70	2.15	1.72	4.80
On-Site Energy Evaluation	Level 1					19,869	126,283	16		\$0	\$148,313	0.94	0.40	0.94	0.96	n/a
On-Site Energy Evaluation	Level 2					28,361	151,221	79		\$52,473	\$113,000	2.13	0.87	3.24	2.17	3.43
High Efficiency Cooling						-	550,248	572		\$93,150	\$72,310	8.76	2.70	11.93	8.90	6.40
Home Energy Comparison Report						-	2,405,318	500		\$0	\$284,960	0.79	0.44	0.79	0.84	n/a
Online Home Energy Evaluation						-	-	-		\$0	\$0	n/a	n/a	n/a	n/a	n/a
						<b>(6,098)</b>	<b>9,462,706</b>	<b>2,675</b>		<b>\$2,109,195</b>	<b>\$836,112</b>	<b>3.30</b>	<b>1.51</b>	<b>4.99</b>	<b>3.43</b>	<b>2.53</b>
C&I New Construction						-	152,635	43		\$15,300	\$31,989	3.47	1.54	5.38	3.61	3.34
C&I Custom						-	2,011,121	339		\$551,000	\$81,130	2.65	1.17	4.04	2.79	2.68
C&I Self Direct						-	105,848	18		\$31,900	\$1,370	2.81	1.17	4.04	2.96	2.75
C&I Prescriptive						-	290,674	250		\$124,770	\$23,120	2.85	2.98	6.41	2.89	1.05
C&I Lighting						(6,098)	6,902,428	2,025		\$1,386,225	\$698,503	3.56	1.55	5.18	3.70	2.64
C&I Lighting	Prescriptive					(6,098)	1,566,730	435		\$263,025	\$77,318	2.89	1.45	4.76	3.02	2.44
C&I Lighting	SBDI					-	5,335,698	1,591		\$1,123,200	\$621,185	3.71	1.57	5.26	3.85	2.70
						<b>53,502</b>	<b>2,084,927</b>	<b>1,014</b>		<b>\$0</b>	<b>\$1,028,026</b>	<b>3.41</b>	<b>1.72</b>	<b>3.41</b>	<b>3.48</b>	<b>n/a</b>
Low-Income Assistance						20,070	930,708	882		\$0	\$840,776	3.67	1.67	3.67	3.73	n/a
Low-Income Assistance	Non-Kit					-	797,311	865		\$0	\$692,463	4.25	1.96	4.25	4.31	n/a
Low-Income Assistance	Kit					20,070	133,396	17		\$0	\$148,313	0.96	0.41	0.96	0.99	n/a
School Based Energy Education						13,362	1,154,219	132		\$0	\$187,250	2.25	0.58	2.25	2.39	n/a
<b>General Administration</b>										<b>\$0</b>	<b>\$187,500</b>					<b>n/a</b>
<b>General Marketing/Education</b>										<b>\$0</b>	<b>\$187,500</b>					<b>n/a</b>
<b>Evaluation</b>										<b>\$0</b>	<b>\$283,816</b>					<b>n/a</b>

Year 2017

Program	Tier	Measure	Units	Measure Life	Net Annual Savings with Line Losses			Total Costs		B/C Ratio -- Cost Tests					
					NTG	Therm	kWh	Peak Coincident kW	Incentives	Admin	TRC	RIM	Utility	Societal	Participant
<b>Total</b>						<b>79,683</b>	<b>19,768,870</b>	<b>5,599</b>	<b>\$2,756,772</b>	<b>\$3,420,258</b>	<b>2.90</b>	<b>1.45</b>	<b>4.01</b>	<b>3.00</b>	<b>3.17</b>
						<b>52,870</b>	<b>7,574,675</b>	<b>1,751</b>	<b>\$508,037</b>	<b>\$845,469</b>	<b>2.35</b>	<b>0.98</b>	<b>3.70</b>	<b>2.43</b>	<b>3.71</b>
High Efficiency Lighting						-	3,115,404	359	\$336,175	\$205,353	1.43	0.66	3.03	1.52	2.68
Appliance Recycling						-	214,427	27	\$10,000	\$46,200	1.65	0.52	1.36	1.75	n/a
Appliance Recycling	App					-	154,631	21	\$10,000	\$36,300	1.14	0.63	1.15	1.21	8.69
Appliance Recycling	Kits					692	59,796	7	\$0	\$9,900	2.33	0.81	2.33	2.47	n/a
On-Site Energy Evaluation						52,870	306,857	105	\$57,462	\$287,444	1.75	0.71	2.22	1.78	4.93
On-Site Energy Evaluation	Level 1					21,856	138,911	18	\$0	\$163,144	0.97	0.41	0.97	1.00	n/a
On-Site Energy Evaluation	Level 2					31,014	167,945	87	\$57,462	\$124,300	2.20	0.88	3.35	2.24	3.52
High Efficiency Cooling						-	579,259	600	\$104,400	\$77,672	8.30	2.69	11.71	8.42	5.92
Home Energy Comparison Report						-	3,358,728	660	\$0	\$228,800	1.40	0.58	1.40	1.48	n/a
Online Home Energy Evaluation						-	-	-	\$0	\$0	n/a	n/a	n/a	n/a	n/a
						<b>(6,619)</b>	<b>10,050,811</b>	<b>2,828</b>	<b>\$2,248,735</b>	<b>\$877,619</b>	<b>3.41</b>	<b>1.53</b>	<b>5.16</b>	<b>3.55</b>	<b>2.58</b>
C&I New Construction						-	152,635	43	\$15,300	\$31,989	3.60	1.57	5.58	3.74	3.41
C&I Custom						-	2,275,742	384	\$623,500	\$91,805	2.76	1.20	4.20	2.90	2.74
C&I Self Direct						-	105,848	18	\$31,900	\$1,370	2.93	1.20	4.20	3.08	2.80
C&I Prescriptive						-	298,701	266	\$130,520	\$24,328	3.00	3.08	6.66	3.04	1.07
C&I Lighting						(6,619)	7,217,885	2,117	\$1,447,515	\$728,128	3.69	1.58	5.37	3.83	2.70
C&I Lighting	Prescriptive					(6,619)	1,690,649	470	\$283,995	\$84,644	3.04	1.48	4.95	3.17	2.51
C&I Lighting	SBDI					-	5,527,236	1,648	\$1,163,520	\$643,484	3.84	1.60	5.46	3.99	2.75
						<b>33,432</b>	<b>2,143,384</b>	<b>1,020</b>	<b>\$0</b>	<b>\$1,028,026</b>	<b>3.56</b>	<b>1.75</b>	<b>3.56</b>	<b>3.64</b>	<b>n/a</b>
Low-Income Assistance						-	-	-	\$0	\$840,776	3.83	1.67	3.83	3.89	n/a
Low-Income Assistance	Non-Kit					-	855,768	872	\$0	\$692,463	4.43	1.96	4.43	4.50	n/a
Low-Income Assistance	Kit					20,070	133,396	17	\$0	\$148,313	0.99	0.42	0.99	1.02	n/a
School Based Energy Education						13,362	1,154,219	132	\$0	\$187,250	2.38	0.60	2.38	2.52	n/a
General Administration						-	-	-	\$0	\$187,500	-	-	-	-	n/a
General Marketing/Education						-	-	-	\$0	\$187,500	-	-	-	-	n/a
Evaluation						-	-	-	\$0	\$294,144	-	-	-	-	n/a

## Appendix A - Detailed Benefit-Cost Analysis Results

Year 2018

Program	Tier	Net Annual Savings with Line Losses			Total Costs		B/C Ratio -- Cost Tests				
		Therm	kWh	Peak Coincident kW	Total Incentives	Admin	TRC	RIM	Utility	Societal	Participant
<b>Total</b>		<b>84,358</b>	<b>20,632,820</b>	<b>5,818</b>	<b>\$2,932,659</b>	<b>\$3,553,593</b>	<b>2.98</b>	<b>1.47</b>	<b>4.14</b>	<b>3.08</b>	<b>3.19</b>
		<b>57,950</b>	<b>7,865,243</b>	<b>1,814</b>	<b>\$543,034</b>	<b>\$889,958</b>	<b>2.41</b>	<b>0.99</b>	<b>3.83</b>	<b>2.50</b>	<b>3.72</b>
High Efficiency Lighting		-	3,238,296	374	\$355,175	\$211,863	1.48	0.68	3.18	1.57	2.70
Appliance Recycling		-	246,988	31	\$11,500	\$53,145	1.74	0.54	1.43	1.84	n/a
Appliance Recycling	App	-	178,132	23	\$11,500	\$41,745	1.20	0.65	1.21	1.27	8.89
Appliance Recycling	Kits	797	68,856	8	\$0	\$11,400	2.45	0.84	2.45	2.60	n/a
On-Site Energy Evaluation		57,950	331,971	114	\$62,709	\$313,575	1.79	0.72	2.28	1.83	5.03
On-Site Energy Evaluation	Level 1	23,843	151,540	19	\$0	\$177,975	1.00	0.42	1.00	1.03	n/a
On-Site Energy Evaluation	Level 2	34,107	180,431	94	\$62,709	\$135,600	2.26	0.89	3.42	2.29	3.59
High Efficiency Cooling		-	606,553	625	\$113,650	\$82,575	8.08	2.68	11.67	8.21	5.69
Home Energy Comparison Report		-	3,441,436	671	\$0	\$228,800	1.53	0.62	1.53	1.61	n/a
Online Home Energy Evaluation		-	-	-	\$0	\$0	n/a	n/a	n/a	n/a	n/a
		<b>(7,025)</b>	<b>10,624,193</b>	<b>2,983</b>	<b>\$2,389,625</b>	<b>\$913,646</b>	<b>3.52</b>	<b>1.56</b>	<b>5.33</b>	<b>3.65</b>	<b>2.62</b>
C&I New Construction		-	152,635	43	\$15,300	\$31,989	3.73	1.60	5.78	3.87	3.49
C&I Custom		-	2,540,363	428	\$696,000	\$102,480	2.87	1.22	4.37	3.01	2.79
C&I Self Direct		-	105,848	18	\$31,900	\$1,370	3.04	1.22	4.37	3.19	2.85
C&I Prescriptive		-	339,342	296	\$147,635	\$27,243	3.00	3.10	6.73	3.05	1.07
C&I Lighting		(7,025)	7,486,004	2,198	\$1,498,790	\$750,564	3.82	1.61	5.57	3.97	2.75
C&I Lighting	Prescriptive	(7,025)	1,794,594	502	\$300,710	\$87,967	3.17	1.52	5.18	3.30	2.55
C&I Lighting	SBDI	-	5,691,411	1,697	\$1,198,080	\$662,597	3.98	1.63	5.65	4.13	2.80
		<b>33,432</b>	<b>2,143,384</b>	<b>1,020</b>	<b>\$0</b>	<b>\$1,028,026</b>	<b>3.68</b>	<b>1.78</b>	<b>3.68</b>	<b>3.76</b>	<b>n/a</b>
Low-Income Assistance		-	-	-	\$0	\$840,776	3.94	1.70	3.94	4.00	n/a
Low-Income Assistance	Non-Kit	-	855,768	872	\$0	\$692,463	4.56	1.99	4.56	4.63	n/a
Low-Income Assistance	Kit	20,070	133,396	17	\$0	\$148,313	1.03	0.42	1.03	1.06	n/a
School Based Energy Education		13,362	1,154,219	132	\$0	\$187,250	2.50	0.62	2.50	2.65	n/a
<b>General Administration</b>					<b>\$0</b>	<b>\$187,500</b>	-	-	-	-	n/a
<b>General Marketing/Education</b>					<b>\$0</b>	<b>\$187,500</b>	-	-	-	-	n/a
<b>Evaluation</b>					<b>\$0</b>	<b>\$346,964</b>	-	-	-	-	n/a

## Appendix A - Detailed Benefit-Cost Analysis Results

		2016 - 2018 B/C Ratio -- Cost Tests				
Program	Tier	TRC	RIM	Utility	Societal	Participant
<b>Total</b>		<b>2.88</b>	<b>1.45</b>	<b>3.98</b>	<b>2.98</b>	<b>3.16</b>
		2.32	0.97	3.63	2.40	3.69
High Efficiency Lighting		1.42	0.66	3.03	1.51	2.68
Appliance Recycling		1.66	0.52	1.36	1.76	n/a
Appliance Recycling	App	1.14	0.58	1.15	1.21	8.70
Appliance Recycling	Kits	2.34	0.73	2.34	2.48	n/a
On-Site Energy Evaluation		1.74	0.71	2.22	1.78	4.92
On-Site Energy Evaluation	Level 1	0.97	0.41	0.97	1.00	n/a
On-Site Energy Evaluation	Level 2	2.20	0.88	3.34	2.24	3.52
High Efficiency Cooling		8.37	2.69	11.77	8.50	5.99
Home Energy Comparison Report		1.19	0.55	1.19	1.25	n/a
Online Home Energy Evaluation		n/a	n/a	n/a	n/a	n/a
		3.41	1.53	5.16	3.54	2.58
C&I New Construction		3.59	1.57	5.57	3.73	3.41
C&I Custom		2.76	1.20	4.21	2.90	2.74
C&I Self Direct		2.92	1.20	4.19	3.07	2.80
C&I Prescriptive		2.95	3.05	6.60	2.99	1.06
C&I Lighting		3.69	1.58	5.37	3.83	2.70
C&I Lighting	Prescriptive	3.03	1.49	4.96	3.16	2.50
C&I Lighting	SBDI	3.84	1.60	5.45	3.98	2.75
		3.54	1.75	3.54	3.62	n/a
Low-Income Assistance		3.81	1.68	3.81	3.87	n/a
Low-Income Assistance	Non-Kit	4.41	1.97	4.41	4.48	n/a
Low-Income Assistance	Kit	0.99	0.42	0.99	1.02	n/a
School Based Energy Education		2.37	0.60	2.37	2.52	n/a
<b>General Administration</b>		-	-	-	-	n/a
<b>General Marketing/Education</b>		-	-	-	-	n/a
<b>Evaluation</b>		-	-	-	-	n/a