

**BEFORE THE PUBLIC UTILITIES COMMISSION  
OF THE STATE OF COLORADO**

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IN THE MATTER OF THE APPLICATION )  
OF PUBLIC SERVICE COMPANY OF )  
COLORADO FOR APPROVAL OF ITS )  
ELECTRIC AND NATURAL GAS ) PROCEEDING NO. 20A-0287EG  
DEMAND-SIDE MANAGEMENT (DSM) )  
PLAN FOR CALENDAR YEARS 2021 AND )  
2022 )

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**UNOPPOSED COMPREHENSIVE SETTLEMENT AGREEMENT**

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**INTRODUCTION AND IDENTIFICATION OF PARTIES**

This Settlement Agreement is intended to resolve, on a comprehensive basis, all issues raised in this Proceeding, which was initiated by Public Service Company of Colorado’s (“Public Service” or the “Company”) Application for Approval of its Electric and Natural Gas Demand Side Management (“DSM”) Plan for Calendar Years 2021 and 2022.

Public Service, Trial Staff (“Staff”) of the Colorado Public Utilities Commission (“Commission”), the Office of Consumer Counsel (“OCC”), Colorado Energy Office (“CEO”), the City of Boulder (“Boulder”), the City and County of Denver (“Denver”), Sierra Club, the Natural Resources Defense Council (“NRDC”), Southwest Energy Efficiency Project (“SWEEP”), ChargePoint, Inc. (“ChargePoint”), Energy Efficiency Business Coalition (“EEBC”), Energy Outreach Colorado (“EOC”), and Western Resource Advocates (“WRA”) (collectively, the “Settling Parties”) represent all parties to this Proceeding with the exception of Colorado Energy Consumers (“CEC”), who does not oppose this Settlement Agreement.

## **SETTLEMENT AGREEMENT**

The following terms comprise the Settlement Agreement reached by the Settling Parties in this Proceeding.

### **I. DSM Budget**

The Company shall maintain a filed electric energy efficiency (“EE”) budget of approximately \$90 million each year of the 2021-2022 DSM Plan to retain operational flexibility under the \$93.6 million spend cap.

The Company commits to adhering to an annual natural gas budget limit of \$18.5 million for the duration of the 2021-2022 DSM Plan. Revised gas budget adjustments emphasize Income-Qualified, Weatherization, Health & Safety, Beneficial Electrification, and high-efficiency, market-transformational products such as heat pumps, with reduced emphasis on rebates for new natural gas appliances. Within the agreed upon budget, the Company will strive to achieve the natural gas energy savings levels consistent with the proposals in its Direct case.

### **II. Income-Qualified Program**

The Company shall rename its “Low-Income” Program to the “Income-Qualified” (“IQ”) Program.

The Settling Parties agree the Company shall increase the IQ electric DSM budget by approximately \$150,000 in 2021 and approximately \$150,000 in 2022 and the IQ gas budget by approximately \$1.4 million in 2021 and \$1.4 million in 2022, primarily through increased rebates contained in Appendix 1.

The Company will periodically evaluate opportunities to increase IQ budgets with EOC during the 2021-2022 DSM Plan cycle in response to changing market conditions.

The Settling Parties agree the Company shall offer stronger incentives for building shell measures.

The Company shall target Income-Qualified Electric Resistance (“IQ ER”) heating customers for heat pump installations.

The Settling Parties agree the Company shall expand “Health and Safety Measures” to include range hoods and bath fans.

The Company shall discuss Percentage of Income Payment Plan (“PIPP”) enrollment options within its Beneficial Electrification offerings.

The Settling Parties agree that going forward, the Company shall include reporting on participation by customers in arrears and the impact of weatherization within its DSM Annual Status Reports.

The Company shall implement an IQ Beneficial Electrification Pilot through a 60-Day Notice in 2021.

The Company shall commit \$250,000 per year towards multi-family heat pump offerings to fund the full actual cost of mini-split heat pumps in projects qualified under its Multi-Family Weatherization (“MFWx”) product or the Non-Profit Energy Efficiency Program (“NEEP”).

The Company shall sponsor up to 400 audits for IQ customers per year, at an approximate cost of \$300 for dual fuel customers and \$150 for single fuel customers.

The Company shall commit to increase participation in heat pump water heaters from five homes to 50 homes, with an incentive level of \$1200. Installed heat pump water heaters shall meet the technical requirements to qualify for participation in the Company’s Demand Response (“DR”) product to the extent practicable.

### **III. Beneficial Electrification**

The Settling Parties agree the Company shall increase its budget and incentives to: (1) dedicate \$1 million of budget annually to Beneficial Electrification offerings; (2) evaluate tiered incentives based on heating efficiency; (3) evaluate the expansion of current commercial heat pump offerings; (4) offer cold climate heat pumps with tiered incentives; (5) offer Trade Partner or Distributor incentives; and (6) offer substantial market transformation and workforce training activities and associated budget contained within Appendix 1.

The Company shall allow commercial Beneficial Electrification projects through the Custom Efficiency product.

The Company shall support the development community through technical trainings, technical design review, design charrettes focused on all-electric construction, cost-benefit analysis tools, or Request for Proposals (“RFP”) language adjustments support in its Energy Star New Home (“ESNH”) and Business New Construction offerings.

The Company shall offer increased incentives for all-electric new homes in ESNH as shown in Appendix 1.

The Company shall adopt clarifying language in its revised 2021-2022 DSM Plan compliance filing regarding Beneficial Electrification customer eligibility, including clarifying the use of the terms “electric-only” and “all-electric” in the program overview write-ups within its DSM Plan and distinguishing customer eligibility for Beneficial Electrification products.

The Settling Parties agree that equipment that provides gas savings through Beneficial Electrification may also provide additional electric savings over baseline-efficiency electric equipment. The Settling Parties further agree that any dekatherm or

kilowatt-hour savings may be counted towards the Company's savings achievements used to calculate its performance incentive. The Settling Parties agree that any net economic benefits or costs associated with fuel switching will be excluded from the performance incentive calculation for the period of this DSM Plan in order to provide time for the Company and parties to evaluate the net benefits corresponding to these new measures. Exclusion of these benefits or costs from the performance incentive calculation in this Proceeding does not establish a precedent as to the potential treatment of fuel switching measures in future DSM proceedings.

#### **IV. Demand Response**

The Company shall increase its Residential DR budget forecast by 15 percent to increase participation in Saver's Switch and AC Rewards utilizing increased rebates and additional marketing efforts.

The Company shall solicit engagement from interested stakeholders and implement a DR working group in 2021 that will discuss various topics, including but not limited to: (1) challenges to broader adoption of DR offerings; and (2) opportunities to enhance DR offerings to achieve greater peak load reduction for all customer classes, including integrated EE-DR product concepts raised in this Proceeding, focusing on the residential class. The objective of the DR working group will be to examine the effectiveness of current products and determine the feasibility and benefits of launching one or more residential DR pilots in 2022.

The Settling Parties agree that a near-term opportunity to enhance DR offerings to achieve greater peak load reduction for all customer classes is to increase the maximum annual Measured Demands for customers eligible to take service under the Company's Critical Peak Pricing ("CPP") service option pilot tariff from 30 MW to 65 MW. To

accomplish this, the Settling Parties agree to include in the Motion to Approve Settlement Agreement a motion for variance from Public Service's CPP Pilot tariff pages, which the Settling Parties agree to either support or not oppose. Further, the Settling Parties agree that it is reasonable for the Company to file a stand-alone Advice Letter in 2021 with testimony and analysis supporting its request to expand and make the CPP offering a permanent offering. The Settling Parties reserve their right to take any position in that Advice Letter filing.

The Company shall document its decision-making procedure through its written testimony, explaining how and when DR resources are utilized in the Company's next DSM Strategic Issues filing.

**V. Social Cost of Carbon**

The Company shall provide product-level Modified Total Resource Cost Test ("mTRC") ratios both including and excluding social cost of carbon impacts and lifetime emissions reduction data for its electric portfolio offerings in the DSM Plan tables provided with its final, approved 2021-2022 DSM Plan, to be filed in this Proceeding concurrently with the Company's testimony in support of the Settlement Agreement.

The Settling Parties agree that Public Service shall propose an approach for applying the social cost of carbon to the mTRC and the calculation of net economic benefits for the Electric DSM Portfolio in the next DSM Strategic Issues filing. Public Service's proposed calculation will be consistent with the Commission's approach for calculating the social cost of carbon, including the escalation rate, based on the Commission's ruling in Public Service's next-filed 2021 Electric Resource Plan. Notwithstanding this commitment, the Settling Parties reserve their rights to take positions as their interests may appear regarding the Company's next DSM Strategic Issues filing.

The Company agrees to provide 12x24 public data on emissions, load, and load net renewables.

**VI. Oil and Gas Customers**

The Settling Parties agree that the Company shall expand its engagement with existing Oil and Gas customers by: (1) Marketing the Strategic Energy Management product to each existing customer who meets the program requirements; (2) engaging regularly with existing customers and non-grid connected customers to identify efficiency opportunities; (3) engaging a third-party implementer to assist the Company personnel with all activities listed above and to help simplify the DSM process for Oil and Gas customers; and (4) reporting on these efforts in the Company's DSM Annual Status Reports.

**VII. DSM and Electric Vehicles**

The Company commits to propose the transfer of its Electric Vehicle ("EV") Optimization program to the Transportation Electrification Plan ("TEP") within the next planning cycle of the TEP.

The Company shall modify the Static Optimization participation requirements to allow for participation by customers on Time of Use ("TOU") rates.

The Company shall ensure that the Static Optimization offering will, at minimum, provide participants with a charging window of at least eight hours. The charging window will fall during hours outside of the Company's system peak and will exclude hours during the Company's system peak from 3 p.m. to 7 p.m.

The Company shall offer Static Optimization customers at least two charging window options for their consideration. Charging windows may overlap.

The Company shall ensure that customers participating in the Static Optimization offering and sharing their charging data through a networked charging station will not be responsible for the cost of any additional hardware, software, or network services needed to collect the customer's charging data for the Static Optimization program. Customers participating in the Static Optimization offering and sharing their charging data through means other than a networked charging station will not be responsible for any hardware, software, or network services needed to collect the customer's charging data.

The Company confirms that a customer will not be removed from Static Optimization for lack of performance before a year of participation.

The Company confirms that both the Static and Dynamic Optimization offerings are designed to allow for participation by Level 2 chargers and plug-in hybrid electric vehicles ("PHEVs"), and the Company will seek out vendors that can accommodate Level 2 chargers and PHEV drivers. Program participation for these customers will still depend on the vendor composition of the pilot or program.

The Company shall promote the Electric Vehicle-CPP ("EV-CPP") product to eligible entities serving IQ customers.

#### **VIII. Codes and Standards**

The Company shall evaluate Codes and Standards savings attribution in its evaluation plan to validate claimed savings, and further, shall provide a summary of its evaluation methodology and results in its DSM Annual Status Report.

The Settling Parties agree that the Company shall evaluate Green Codes/Stretch Codes that support electrification and the transition to net-zero carbon emissions, as well as the potential opportunities for influencing the adoption of these codes.

The Company shall discuss the Green Codes/Stretch Codes evaluation findings during the quarterly DSM Roundtable beginning in 2021, and agrees to work with stakeholders to encourage participation by eligible and interested stakeholders.

**IX. Residential HVAC**

The Company shall increase rebates for heat pumps contained within Appendix 1.

The Company shall reduce rebates for standard AC with Quality Installation measures as outlined in Appendix 1.

The Company shall allow Variable Speed (“VS”) multi-split systems to participate within the Residential Heating, Ventilation, and Air Conditioning (“HVAC”) product subject to minimum qualifying efficiency standards.

The Company shall evaluate a duct sealing rebate for potential addition to the DSM Plan through a 60-Day Notice and discuss findings through the quarterly DSM Roundtable beginning in 2021.

The Company shall work with smart thermostats manufacturers to identify additional products compatible with the DR portfolio and eligible for inclusion in DSM offerings.

The Company shall evaluate the potential for a targeted heat pump installation demonstration project within an all-electric neighborhood in 2021.

The Company shall develop or identify a set of Quality Installation guidelines relevant to heat pump installations.

**X. Commercial HVAC**

The Settling Parties agree that the Company shall continue gathering data on both free cooling measures and variable refrigerant flow under the Custom Product and periodically report on measure cost-effectiveness during the DSM Roundtable with the

goal of developing prescriptive rebates for these measures when a reasonable expectation of cost effectiveness exists in the broad application of the measures.

The Company shall continue to support commercial heat pumps as part of the Custom Efficiency product, and shall continue to gather data on these projects and periodically measure and report on cost-effectiveness during the DSM Roundtable to evaluate the potential for developing prescriptive rebates for these measures when a reasonable expectation of cost-effectiveness exists in the broad application of the measures.

**XI. Battery Demand Response**

The Company shall continue to evaluate the Residential Battery DR Pilot in order to determine if modifications to the rebate structure and levels are necessary to increase success of the Pilot. Any necessary modifications will be implemented through the 60-Day Notice process or future DSM Plans.

The Company shall evaluate a Commercial Battery DR offering and update Stakeholders through the quarterly DSM Roundtable beginning in 2021.

The Company shall include the Residential Battery DR Pilot as a measure available through the Company's Geo-Targeting Pilot.

**XII. Benchmarking**

The Company shall commit to: (1) responding to a building owner's inquiry within two business days; (2) maintaining communication through issue resolution; and (3) enhancing data checks to improve accuracy of benchmarking reports.

**XIII. Community Energy Reports**

The Company shall include data reporting concerning: (1) DSM program participation as agreed to in the 2017 DSM Strategic Issues Settlement Agreement

approved in Proceeding No. 17A-0462EG (to the extent there are no conflicts with the Commission's data privacy rules), which will include EV Optimization and EV-CPP participation and more granular DR participation by product; and (2) TOU usage data for Residential and Small Commercial customers when technologically available, to the extent there are no conflicts with the Commission's data privacy rules.

The Company commits to a comprehensive evaluation of reporting through the Distribution System Planning rulemaking, in Proceeding No. 20R-0516E, concerning other topics raised within Answer Testimony that are outside the scope of this Proceeding.

**XIV. Agricultural Energy Efficiency**

The Company shall market DSM opportunities bi-annually as agreed to in Proceeding No. 18A-0606EG.

The Company shall offer to conduct audits for customers in its service territory beginning in 2021.

**XV. Small Business**

The Company shall include audits and direct install measures in the Small Business Energy Services offering beginning in 2021.

**XVI. Natural Gas DSM**

The Company shall use the most recent weighted average cost of capital ("WACC") approved by Decision No. R20-0673 in Proceeding No. 20AL-0049G for cost-effectiveness analysis in its 2021-2022 DSM Plan. This entails using a 6.84% Before-Tax WACC to calculate the After-Tax WACC (6.41% as of the date of this filing).

**XVII. Weatherization Product Modifications**

The Company shall evaluate the potential for streamlined weatherization upgrades, including, but not limited to, developing standardized pricing options and

participating contractor lists. The Company shall discuss pay-per-performance incentive levels during the DSM Roundtable beginning in 2021 and evaluate the potential to launch a new offering through the 60-Day Notice process as a result of that discussion, if a viable design can be identified.

#### **XVIII. Business Energy Assessments**

The Company shall identify gas EE and Beneficial Electrification opportunities for Natural Gas Transportation customers as part of the Business Energy Analysis (“BEA”) and Strategic Energy Management (“SEM”) offerings.

#### **XIX. On-Bill Financing**

Public Service shall work with stakeholders in 2021 to evaluate the potential for an on-bill financing offering (tariffed on-bill financing, or other model) that could potentially expand customer adoption of various technologies, including EE and Beneficial Electrification technologies, across a number of customer types, specifically focusing on solutions aimed at credit-constrained customers and tenants and landlords facing a split incentive challenge. The Settling Parties agree that Public Service shall bring an on-bill financing proposal forward to the Commission for approval if the Company and the parties reach a general agreement on an approach through the stakeholder meetings. The Settling Parties reserve their right to take any position on that future filing.

Public Service shall solicit engagement on this issue from DSM Roundtable participants and/or other stakeholders. All interested stakeholders shall be given the opportunity to participate in a series of focused discussions in the evaluation of such an offering. Summaries of the focused discussions shall be shared with all interested stakeholders.

Discussion topics shall include, but are not limited to: (1) source of capital; (2) loan loss reserve establishment; (3) program design and structure; (4) consumer protections; (5) applicable market sectors; (5) underwriting criteria; (6) inclusive design (IQ and moderate-income customer accessibility); and (6) how such an offering may be implemented and brought forward to the Commission.

**XX. 60-/90-Day Notice Processes**

The Company agrees to modify its 60-/90-Day Notice processes to issue 60-/90-Day Notices on a scheduled basis, once per quarter, to allow for a streamlined consideration of various mid-Plan DSM proposals.

The Company shall track and report on budgetary impacts of 60-/90-Day Notices during quarterly DSM Roundtables.

**XXI. Other Stipulations**

The Settling Parties agree and stipulate to the following requested approvals or authorizations, as listed in the Company's Application, Direct Testimony, and/or Supplemental Direct Testimony, including:

- Savings targets;
- Demand Reduction targets;
- DR targets;
- All other products/measures/pilots not otherwise addressed herein;
- The marginal energy cost output from the Company's PLEXOS modeling;
- The avoided cost assumptions of capacity, transmission, and distribution;
- Technical assumptions, including the deemed savings and net-to-gross ("NTG") factors for DSM products set forth in the Technical Reference Manual included as Appendix H to Attachment SMW-1 in this Proceeding;
- Budget proposals not specifically referenced herein; and,

- Motions for rule variances.

This Settlement Agreement does not represent any agreement among parties with regard to the “equitable attribution” of emissions reductions in this DSM Plan proceeding. The Settling Parties reserve their right to take divergent positions with respect to equitable attribution in other proceedings before the Commission or in other fora or venues.

With respect to any other requested approvals or authorizations not identified herein, unless otherwise set forth in testimony, it is presumed individual parties take no position.

The Settling Parties stipulate to continue the Company’s 2019-2020 DSM Plan until its final 2021-2022 DSM Plan is approved and in place.

**XXII. General Provisions**

This Settlement Agreement is made for settlement purposes only. No Settling Party concedes the validity or correctness of any regulatory principle or methodology directly or indirectly incorporated in this Settlement Agreement. Furthermore, this Settlement Agreement does not constitute agreement, by any Settling Party, that any principle or methodology contained within or used to reach this Settlement Agreement may be applied to any situation other than the Proceedings defined in this Settlement Agreement, except as expressly set forth herein. No binding precedential effect or other significance, except as may be necessary to enforce this Settlement Agreement or a Commission order concerning the Settlement Agreement, shall attach to any principle or methodology contained in or used to reach this Settlement Agreement, except as expressly set forth herein.

Each Settling Party understands and agrees that this Settlement Agreement represents a negotiated resolution of all issues the Settling Party either raised or could

have raised in the Proceedings. The Settling Parties agree this Settlement Agreement, as well as the negotiation process undertaken to reach this Settlement Agreement, are just, reasonable, and consistent with and not contrary to the public interest and should be approved and authorized by the Commission.

The discussions among the Settling Parties that produced this Settlement Agreement have been conducted in accordance with Rule 408 of the Colorado Rules of Evidence ("CRE").

Nothing in this Settlement Agreement shall constitute a waiver by any Settling Party with respect to any matter not specifically addressed in this Settlement Agreement. In the event this Settlement Agreement becomes null and void or in the event the Commission does not approve this Settlement Agreement, then this Settlement Agreement, as well as the negotiations or discussions undertaken in conjunction with this Settlement Agreement, shall remain inadmissible into evidence in these or any other proceedings in accordance with CRE 408.

The Settling Parties will support all aspects of this Settlement Agreement embodied in this document in any hearing conducted to determine whether the Commission should approve this Settlement Agreement, and/or in any other hearing, proceeding, or judicial review relating to this Settlement Agreement or the implementation or enforcement of its terms and conditions. Each Settling Party also agrees that, except as expressly provided in this Settlement Agreement, it will take no action in any administrative or judicial proceeding, or otherwise, which would have the effect, directly or indirectly, of contravening the provisions or purposes of this Settlement Agreement. However, each Settling Party expressly reserves the right to advocate positions different

from those stated in this Settlement Agreement in any proceeding other than one necessary to obtain approval of, or to implement or enforce, this Settlement Agreement or its terms and conditions. Each Settling Party agrees to submit pre-filed Testimony in support of this Settlement Agreement if the Commission or assigned Administrative Law Judge approves a procedural schedule that allows for the filing of testimony in support of this Settlement Agreement, or alternatively, to file a statement in support of the Settlement Agreement.

No waiver or variance of Commission Rules is required to effectuate this Settlement Agreement, but the Settling Parties agree jointly to apply to the Commission for a waiver of compliance with any requirements of the Commission's current Rules and Regulations if necessary to permit all provisions of this Settlement Agreement to be approved, carried out and effectuated.

This Settlement Agreement is an integrated agreement that may not be altered by the unilateral determination of any Settling Party. There are no terms, representations or agreements among the parties which are not set forth in this Settlement Agreement (including attachments).

This Settlement Agreement shall not become effective until the Commission issues a final decision addressing the Settlement Agreement. In the event the Commission modifies this Settlement Agreement in a manner unacceptable to any Settling Party, that Settling Party may withdraw from the Settlement Agreement and shall so notify the Commission and the other Settling Parties in writing within ten (10) days of the date of the Commission order. In the event a Settling Party exercises its right to withdraw from

the Settlement Agreement, this Settlement Agreement shall be null and void and of no effect in this Proceeding or any other proceeding.

All Settling Parties have had the opportunity to participate in the drafting of this Settlement Agreement and the term sheet upon which it was based. There shall be no legal presumption that any specific Settling Party was the drafter of this Settlement Agreement.

This Settlement Agreement may be executed in counterparts, all of which when taken together shall constitute the entire Settlement Agreement with respect to the issues addressed by this Settlement Agreement. This Settlement Agreement may be executed and delivered electronically and the Settling Parties agree that such electronic execution and delivery, whether executed in counterparts or collectively, shall have the same force and effect as delivery of an original document with original signatures, and that each Settling Party may use such facsimile signatures as evidence of the execution and delivery of this Settlement Agreement by the Settling Parties to the same extent that an original signature could be used.

Dated this 3<sup>rd</sup> day of December, 2020.

Agreed on behalf of:

**PUBLIC SERVICE COMPANY OF COLORADO**

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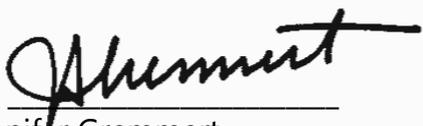
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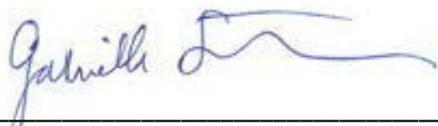
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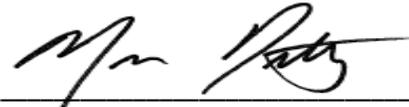
**ATTORNEYS FOR ENERGY OUTREACH COLORADO**

**ENERGY EFFICIENCY BUSINESS COALITION**



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**ATTORNEYS FOR ENERGY EFFICIENCY BUSINESS  
COALITION**

## Appendix 1

Approximate Budget and Achievement Updates	Electric EE Spend (Million \$)	Gas Spend (Million \$)	Electric DR Spend (Million \$)	EE savings (Net Gen GWh)	DR savings (Net Gen MW)	EE savings (Net 1,000 Dth)
<b>2021 Plan Year As Filed</b>	\$ 89.90	\$ 17.80	\$ 21.10	539	84.6	823.9
Income Qualified	\$ 0.15	\$ 1.40				
Residential HVAC - Standard Air Conditioner w/ Quality Installation Rebate Reduction	\$ (0.25)	\$ (0.10)		-0.1		-1.8
Agriculture Energy Efficiency Program	\$ 0.05					
Beneficial Electrification Offerings		\$ 0.50				21.2
Residential Demand Response			\$ 2.20		3.8	
Business New Construction		\$ (0.06)				-8.2
EnergyStar New Homes		\$ (0.56)				-22.6
Residential HVAC		\$ (0.29)				-17.8
Energy Efficient Showerheads		\$ (0.04)				-3.6
School Kits		\$ (0.08)				-6
Multi-family		\$ (0.09)				-3
<b>Settlement total</b>	<b>\$ 89.85</b>	<b>\$ 18.48</b>	<b>\$ 23.30</b>	<b>538.9</b>	<b>88.4</b>	<b>782.1</b>

## Appendix 1

Product	Measure	Filed Incentive	Stakeholder Proposals	Adjusted Incentive
IQ SFWx	Air Sealing	\$300	Up to \$3,000	\$660 Average, Up to \$3,000
IQ SFWx	Attic Insulation	\$850	Up to \$3,500	\$1400 Average, Up to \$3,500
IQ SFWx	Crawlspace Insulation	\$500	Up to \$3,500	\$1400 Average, Up to \$3,500
IQ SFWx	Storm Windows	\$900	Up to \$3,000	\$1,000 Average, Up to \$3,000
IQ SFWx	Wall Insulation	\$850	Up to \$3,500	\$1,200 Average, Up to \$3,500
IQ SFWx	Energy Audit	\$0	\$150	\$150
IQ SFWx	Heat Pump Water Heater	\$600	\$1,200	\$1,200
IQ SFWx	Air-source Heat Pump (Electric Back Up)	\$1,500	\$6,500	\$6,500
IQ SFWx	Mini-split Heat Pump (Electric Back Up)	\$3,500	\$6,500	\$6,500
Residential HVAC	Heat Pump Water Heater	\$400	\$800 + \$100 Contractor	\$600 + \$50 Contractor
Residential HVAC	Connected Heat Pump Water Heater	\$500	\$1,000 + \$100 Contractor	\$800 + \$150 contractor for enrollment in DR program
Residential HVAC	Ducted and Ductless Air-source Heat Pump	\$600 ducted, \$300 ductless	\$500-\$1,700 + \$100-\$500 Contractor	\$800 ducted, \$500 ductless; +\$100 contractor
Residential HVAC	Cold-Climate Heat Pump	n/a	\$1,500-\$1,900 + \$200 Contractor	\$1,000 ducted, \$600 ductless; +\$100 contractor
Residential HVAC	Standard Air Conditioner w/ Quality Install	\$300	\$0 - \$100	\$200 + \$100 contractor
Residential HVAC	High Efficiency Air Conditioner w/ Quality Install	\$500	\$0 - \$300	\$500 + \$50 contractor
ESNH	All electric w/Air-source Heat Pump and Heat Pump Water Heater	10-15: 500	Up to 50% of incremental Costs	10-15: 500
		15-20: 800		15-20: 800
		20-25: 1200		20-25: 1200
		25-30: 1800		25-30: 2800
		30-35: 2600		30-35: 3900
		35-40: 4000		35-40: 5200
		40+: 5100		40+: 6700
ESNH	Dual-fuel homes	10-15: 250	Reduced incentives	10-15: 250
		15-20: 400		15-20: 400
		20-25: 600		20-25: 600
		25-30: 900		25-30: 900
		30-35: 1300		30-35: 1300
		35-40: 2000		35-40: 2000
		40+: 2550		40+: 2550
ESNH	Cold-Climate Heat Pump	n/a	Bonus Incentive	Make requirement for all-electric incentive
Insulation & Air Sealing	Air Sealing	30% of project cost up to \$150		30% of project cost up to \$200
Insulation & Air Sealing	Attic Insulation	30% of project cost up to \$300	At least 50% of incremental costs as outlined	30% of project cost up to \$400
			(\$/sqft):	
			R-19 - \$0.875	
			R-30 - \$1.000	
			R-38 - \$1.155	
Insulation & Air Sealing	Wall Insulation	30% of project cost up to \$300	R-49 - \$1.400	30% of project cost up to \$350
			R-60 - \$1.630	
Residential DR	AC Rewards	\$75 upfront + \$25 annual		\$100 upfront + \$25 annual

## Appendix 1

Product	Measure	Filed Incentive	Stakeholder Proposals	Adjusted Incentive
IQ SFWx	Air Sealing	\$300	Up to \$3,000	\$660 Average, Up to \$3,000
IQ SFWx	Attic Insulation	\$850	Up to \$3,500	\$1400 Average, Up to \$3,500
IQ SFWx	Crawlspace Insulation	\$500	Up to \$3,500	\$1400 Average, Up to \$3,500
IQ SFWx	Storm Windows	\$900	Up to \$3,000	\$1,000 Average, Up to \$3,000
IQ SFWx	Wall Insulation	\$850	Up to \$3,500	\$1,200 Average, Up to \$3,500
IQ SFWx	Energy Audit	\$0	\$150	\$150
IQ SFWx	Heat Pump Water Heater	\$600	\$1,200	\$1,200
IQ SFWx	Air-source Heat Pump (Gas Back Up)	\$1,500	\$6,500	\$6,500
IQ SFWx	Mini-split Heat Pump (Gas Back Up)	\$3,500	\$6,500	\$6,500
Residential HVAC	Heat Pump Water Heater	\$400	\$800 + \$100 Contractor	\$600 + \$50 Contractor
Residential HVAC	Connected Heat Pump Water Heater	\$500	\$1,000 + \$100 Contractor	\$800 + \$150 contractor for enrollment in DR program
Residential HVAC	Ducted and Ductless Air-source Heat Pump	\$600 ducted, \$300 ductless	\$500-\$1,700 + \$100-\$500 Contractor	\$800 ducted, \$500 ductless; +\$100 contractor
Residential HVAC	Cold-Climate Heat Pump	n/a	\$1,500-\$1,900 + \$200 Contractor	\$1,000 ducted, \$600 ductless; +\$100 contractor
ESNH	Gas-Only homes	10-15: 125		10-15: 125
		15-20: 200		15-20: 200
		20-25: 300		20-25: 300
		25-30: 450		25-30: 450
		30-35: 650		30-35: 650
		35-40: 1000		35-40: 1000
		40+: 1275		40+: 1275
ESNH	Dual-fuel homes	10-15: 250	Reduced incentives	10-15: 250
		15-20: 400		15-20: 400
		20-25: 600		20-25: 600
		25-30: 900		25-30: 900
		30-35: 1300		30-35: 1300
		35-40: 2000		35-40: 2000
		40+: 2550		40+: 2550
Insulation & Air Sealing	Air Sealing	30% of project cost up to \$150		30% of project cost up to \$200
Insulation & Air Sealing	Attic Insulation, Wall Insulation, Air Sealing	30% of project cost up to \$300	At least 50% of incremental costs as outlined (\$/sqft): R-19 - \$0.875 R-30 - \$1.000 R-38 - \$1.155 R-49 - \$1.400 R-60 - \$1.630	30% of project cost up to \$400
Insulation & Air Sealing	Wall Insulation	30% of project cost up to \$300		30% of project cost up to \$350
Product level Market Transformation	Heat Pumps	\$100,000 (budget)		\$200,000 (budget)