

KEEGAN WERLIN LLP

ATTORNEYS AT LAW  
265 FRANKLIN STREET  
BOSTON, MASSACHUSETTS 02110-3113  
\_\_\_\_\_  
(617) 951-1400

TELECOPIERS:  
(617) 951-1354  
(617) 951-0586

June 24, 2014

Mark D. Marini, Secretary  
Department of Public Utilities  
One South Station, 5<sup>th</sup> Floor  
Boston, Massachusetts 02110

Re: NSTAR Electric Company/Western Massachusetts Electric Company, – D.P.U. 14-87  
2013 Energy Efficiency Plan-Year Report

Dear Secretary Marini:

On behalf of the Massachusetts operating companies of Northeast Utilities, NSTAR Electric Company and Western Massachusetts Electric Company (together, “Northeast Utilities”), enclosed is the Northeast Utilities’ 2013 Energy Efficiency Plan-Year Report for filing with the Department of Public Utilities (the “Department”). This report is being submitted pursuant to the Hearing Officer’s Memorandum dated May 2, 2014 adopting the Energy Efficiency Plan-Year Report Template in D.P.U. 11-120-A, Phase II.

Plan Year 2013 was the first year of implementation under the *2013-2015 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan*, as reviewed and approved by the Department in D.P.U. 12-100 through D.P.U. 12-111. During 2013, the Massachusetts Energy Efficiency Program Administrators<sup>1</sup> (the “Program Administrators” or “PAs”) continued to build on the nationally acclaimed successes of plan years 2010 through 2012. Among the many awards and accomplishments achieved during 2013, the American Council for an Energy-Efficient Economy (“ACEEE”) ranked Massachusetts number one in the nation for its energy efficiency efforts for the third year in a row.

Most notably in 2013, the PAs successfully delivered on very ambitious energy savings for the year - attaining historic levels of energy savings while maintaining budgetary control and complying with the directive of the Green Communities Act to seek all available cost-effective energy efficiency opportunities. The 2013 goals were intentionally designed to be very challenging goals, and achievements in savings and benefits reached unprecedented levels in

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<sup>1</sup> The Massachusetts Program Administrators are: Bay State Gas Company d/b/a Columbia Gas of Massachusetts, The Berkshire Gas Company, Blackstone Gas Company, Boston Gas Company and Colonial Gas Company d/b/a National Grid, Cape Light Compact, Fitchburg Gas and Electric Light Company d/b/a Unitil, Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty Utilities, Massachusetts Electric Company and Nantucket Company d/b/a National Grid, NSTAR Electric Company, NSTAR Gas Company, and Western Massachusetts Electric Company.

Massachusetts for residential, low-income, and commercial and industrial (“C&I”) programs. The PAs successfully implemented their programs in the field while also continuing to manage an unprecedented ramp-up of their energy efficiency programs to meet goals not just for 2013, but for the full life of the three-year plans and beyond.

The accomplishments of 2013 were achieved despite anticipated challenges meeting electric and gas savings goals in the C&I sector. In the wake of these challenges, the PAs engaged in numerous and varied efforts to increase C&I savings, including a particular focus on CHP, segmentation, seeking deeper savings and new technologies, hiring additional staff and vendors, improving productivity and developing new delivery methods to reach more customers and to encourage current customers to move forward with greater commitments and investments in energy efficiency.

In the residential sector, 2013 was a strong year for Home Energy Services, with most PAs meeting or exceeding savings goals. Over the course of the year, the PAs were able to incorporate many new program enhancements as well as implement various new initiatives, including LEDs and advanced power strips. The ENERGY STAR Lighting initiative also ended the year strong, with all PAs surpassing lighting goals.

The PAs also continued to participate in the Low-Income Best Practices Working Group convened by the Low-Income Energy Affordability Network and implemented standardized, statewide client education materials. The PAs also implemented their strategic marketing plans targeting hard to reach/challenged communities across the Commonwealth.

Also in 2013, the Program Administrators continued the successful implementation of the Evaluation Management Committee (“EMC”). Under the guidance of the EMC, the PAs engaged in numerous studies across a wide span of program sectors in 2013, 11 of which were completed in 2013, underscoring the fact that the evaluation, measurement and verification of these program offerings remains a critical and vital tool for both Program Administrators and interested stakeholders in an ever-changing marketplace. In addition, the EMC, as the result of a productive collaboration among the PAs, the Energy Efficiency Advisory Council (“EEAC”) consultants, and the evaluation contractors also completed work on the 2013-2014 Evaluation Strategic Plan.

In addition, the PAs were at the forefront of creating a culture of sustainability through public education and outreach. The PAs participated in a number of events throughout the state including the Worcester Business Journal Energy Summit, the Massachusetts Association of School Committees Annual Conference, Architecture Boston Exposition, and the Massachusetts Green Career Conference.

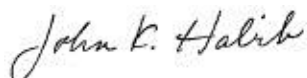
Simultaneously with the activities and achievements noted above, the Program Administrators also devoted considerable time and resources to regulatory matters in 2013 including responding to discovery and participating in hearings in their 2011 and 2012 Energy Efficiency Annual Report dockets and in the D.P.U. 11-120 proceeding to update the Department’s Energy Efficiency Guidelines.

These accomplishments demonstrate the PAs' continued commitment throughout 2013 to building on the experience of their initial three-year plans and leveraging their good working relationships to better coordinate their efforts and share ideas and best practices. The PAs' management committees have continued to meet regularly to facilitate the process of enhanced integration and coordination between electric and gas programs.

Given the unprecedented nature of these efforts, and the ambitious goals established in the 2013-2015 plans, plan year 2013 performance has been an outright success for energy efficiency in Massachusetts. During 2013, the Program Administrators achieved unprecedented levels of savings and benefits within budget, and look forward to continuing these efforts and achieving additional successes going forward.

Thank you for your time and attention to this matter. If you have any questions, please do not hesitate to contact me.

Very truly yours,



John K. Habib

Enclosures

cc: Jeffrey Leupold, Department of Public Utilities  
Matthew Saunders, Office of the Attorney General  
Steven Venezia, Department of Energy Resources  
Jerrold Oppenheim, Low-Income Energy Affordability Network  
Members of the Energy Efficiency Advisory Council (via e-mail only)

**KEEGAN WERLIN LLP**

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BOSTON, MASSACHUSETTS 02110-3113  
\_\_\_\_\_  
(617) 951-1400

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(617) 951-1354  
(617) 951-0586

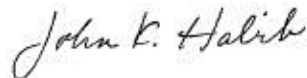
**COMMONWEALTH OF MASSACHUSETTS**

**DEPARTMENT OF PUBLIC UTILITIES**

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)  
NSTAR Electric Company/ ) D.P.U. 14-87  
Western Massachusetts Electric Company )  
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**APPEARANCE OF COUNSEL**

In the above-referenced proceeding, I hereby appear for and on behalf of NSTAR  
Electric Company and Western Massachusetts Electric Company.



John K. Habib, Esq.  
Keegan Werlin LLP  
265 Franklin Street  
Boston, Massachusetts 02110  
(617) 951-1400

Dated: June 24, 2014

2013



# Energy Efficiency Plan-Year Report

D.P.U. 14-87

June 24, 2014

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**NSTAR Electric/WMECo  
2013 Energy Efficiency Plan-Year Report**

**D.P.U. 14-87**

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<sup>1</sup> NSTAR Electric Company (“NSTAR Electric”) and Western Massachusetts Electric Company (“WMECo”) (together, “Northeast Utilities”), have not included a Northeast Utilities Benefit-Cost Ratio (“BCR”) Screening Tool combining NSTAR Electric and Western Massachusetts Electric Company data with Northeast Utilities’ filing. Such a model would need to combine company-specific evaluations that were completed in NSTAR Electric and WMECo service territories weighted by production or savings achieved. It is possible to combine these impacts in the next planning cycle, but currently the numbers would not match the Technical Resource Manual or the original evaluation study. Also, combining the BCR Screening Tools would not be consistent with how NSTAR Electric and WMECo planned.

<sup>2</sup> As directed by the Department, Northeast Utilities did not include a combined performance incentive model. While Northeast Utilities could combine the savings and value components of the two performance incentive models, Northeast Utilities does not have approved combined performance metrics targets and therefore could not meaningfully demonstrate combined achievement of metrics in such a performance incentive model.

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**NSTAR Electric/WMECo  
D.P.U. 14-87**

**2013 PLAN YEAR REPORT DATA TABLES**

**Plan-Year Report**

- The Plan-Year Report is a PA-specific, data driven document with appendices.
  
- The Plan-Year Report is in a pivot table format with set outputs and the ability to be manipulated by users. Data is provided at the core initiative level.
  
- This report includes Planned, Preliminary (using the evaluation factors used in planning), and Evaluated (using the evaluation factors updated in this report) data.
  
- The evaluated results from each Plan-Year Report are locked-in for use in subsequent Plan-Year Reports and the Term Report. Evaluated values, once reported, will remain unchanged in subsequent years, and will not be amended by new factors. This will allow for consistency with results already disseminated to both internal and external parties and will promote study/program parity. Evaluations will be designed to study specific program years.
  
- This report includes percent variances between planned and preliminary, preliminary and evaluated, and planned and evaluated.
  
- The plan-year reports include data for the plan-year just ended as well as cumulative data in the second and third years.
  
- Benefits presented in this report are in 2013\$. Costs are in nominal dollars, unless noted as 2013\$.

**Accompanying Appendices:**

1. Program Administrator-Specific Narrative Explanations
2. Benefit-Cost Ratio Screening Tool
3. Statewide Technical Reference Manual -- Report Version
4. Statewide Evaluation Studies Annual Summary
5. Statewide Performance Incentive Model

***PA-specific information.***

<b>Distribution Company</b>	Electric
<b>Program Administrator</b>	NU (Combined)
<b>Date of Filing</b>	June 23, 2014

<b>Filings</b>	<b>Filing Date</b>	<b>DPU Docket #</b>
2013 Plan or MTM	2/28/2014	14-05
2014 Plan or MTM	2/28/2014	14-05
2015 Plan or MTM	2/28/2014	14-05
2013 Preliminary & Evaluated	6/23/2014	14-87
2014 Preliminary & Evaluated	n/a	n/a
2015 Preliminary & Evaluated	n/a	n/a

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2013 Plan-Year Report Data Tables  
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Year	Reporting Period	Sector	Program	Initiative	Sales, Technical Assistance & Evaluation and Market Research										Participant Costs		Benefit Burden		Total Resource Costs		
					Program Planning and Administration	Marketing and Advertising	Participant Incentive	Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Total Program Costs (2013)	Performance Incentive	Performance Incentive (2013)	Participant Costs (2013)	Participant Costs (2013)	Benefit Burden	Benefit Burden (2013)	Total Resource Costs	Total Resource Costs (2013)		
2013	Planned	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	\$ 121,653	\$ 178,690	\$ 1,197,107	\$ 394,767	\$ 162,485	\$ 2,054,702	\$ 2,054,702	\$ 89,766	\$ 89,766	\$ 5,413,143	\$ 5,413,143	\$	\$	\$ 7,557,610	\$ 7,557,610		
2013	Planned	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	\$ 427,754	\$ 98,334	\$ 5,107,450	\$ 1,018,113	\$ 308,921	\$ 6,961,571	\$ 6,961,571	\$ 83,734	\$ 83,734	\$ 145,406	\$ 145,406	\$	\$	\$ 7,206,711	\$ 7,206,711		
2013	Planned	Residential	1. Residential Whole House	Residential Home Energy Services	\$ 1,708,240	\$ 1,294,834	\$ 20,982,713	\$ 7,147,666	\$ 1,193,759	\$ 31,407,212	\$ 31,407,212	\$ 2,465,503	\$ 2,465,503	\$ 4,621,310	\$ 4,621,310	\$	\$	\$ 38,494,025	\$ 38,494,025		
2013	Planned	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	\$ 80,212	\$ 150,950	\$ 126,800	\$ 1,748,100	\$ 51,065	\$ 2,157,127	\$ 2,157,127	\$ 40,813	\$ 40,813	\$	\$	\$	\$	\$ 2,197,940	\$ 2,197,940		
2013	Planned	Residential	2. Residential Products	Residential Cooling & Heating Equipment	\$ 220,786	\$ 138,394	\$ 2,300,925	\$ 485,308	\$ 55,521	\$ 3,200,934	\$ 3,200,934	\$ 109,718	\$ 109,718	\$ 1,434,134	\$ 1,434,134	\$	\$	\$ 4,744,786	\$ 4,744,786		
2013	Planned	Residential	2. Residential Products	Residential Lighting	\$ 761,108	\$ 1,330,865	\$ 8,900,165	\$ 1,124,954	\$ 455,540	\$ 12,572,630	\$ 12,572,630	\$ 923,721	\$ 923,721	\$ 5,059,919	\$ 5,059,919	\$	\$	\$ 18,556,270	\$ 18,556,270		
2013	Planned	Residential	2. Residential Products	Residential Consumer Products	\$ 210,460	\$ 457,145	\$ 1,274,325	\$ 1,034,921	\$ 164,492	\$ 3,121,041	\$ 3,121,041	\$ 73,802	\$ 73,802	\$ 710,941	\$ 710,941	\$	\$	\$ 4,101,686	\$ 4,101,686		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	\$ -	\$ 889,133	\$ -	\$ -	\$ -	\$ 889,133	\$ 889,133	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 889,133	\$ 889,133		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential DOE Assessment	\$ 433,730	\$ -	\$ -	\$ -	\$ 56,005	\$ 489,735	\$ 489,735	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 489,735	\$ 489,735		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ -	\$ -			
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$ 96,845	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 96,845	\$ 96,845		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	\$ -	\$ 5,295	\$ 3,591,904	\$ 403,168	\$ -	\$ 4,000,367	\$ 4,000,367	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 4,000,367	\$ 4,000,367		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	\$ 15,767	\$ -	\$ -	\$ 174,230	\$ -	\$ 189,997	\$ 189,997	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 189,997	\$ 189,997		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	\$ 4,346	\$ -	\$ -	\$ 125,000	\$ -	\$ 129,346	\$ 129,346	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 129,346	\$ 129,346		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Education	\$ 78,155	\$ 142,668	\$ -	\$ 970,000	\$ -	\$ 1,190,823	\$ 1,190,823	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 1,190,823	\$ 1,190,823		
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income New Construction	\$ 43,192	\$ 7,985	\$ 456,306	\$ 88,821	\$ 22,514	\$ 618,818	\$ 618,818	\$ 152,680	\$ 152,680	\$ 1,338,545	\$ 1,338,545	\$	\$	\$ 2,110,054	\$ 2,110,054		
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	\$ 580,734	\$ 100,908	\$ 7,881,636	\$ 1,982,889	\$ 242,995	\$ 10,789,162	\$ 10,789,162	\$ 561,196	\$ 561,196	\$ -	\$ -	\$	\$	\$ 11,350,358	\$ 11,350,358		
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	\$ 762,578	\$ 118,902	\$ 8,876,179	\$ 7,755,597	\$ 523,627	\$ 12,026,882	\$ 12,026,882	\$ 294,445	\$ 294,445	\$ -	\$ -	\$	\$	\$ 12,321,328	\$ 12,321,328		
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	\$ -	\$ 99,181	\$ -	\$ -	\$ -	\$ 99,181	\$ 99,181	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 99,181	\$ 99,181		
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DOE Assessment	\$ 158,893	\$ -	\$ -	\$ -	\$ 20,015	\$ 178,908	\$ 178,908	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 178,908	\$ 178,908		
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	\$ 538,835	\$ -	\$ -	\$ -	\$ -	\$ 538,835	\$ 538,835	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 538,835	\$ 538,835		
2013	Planned	Commercial & Industrial	6. C&I New Construction	C&I New Construction	\$ 3,549,123	\$ 1,301,490	\$ 20,577,615	\$ 5,443,961	\$ 1,159,030	\$ 32,081,219	\$ 32,081,219	\$ 2,535,585	\$ 2,535,585	\$ 12,612,087	\$ 12,612,087	\$	\$	\$ 47,178,890	\$ 47,178,890		
2013	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	\$ 8,494,009	\$ 2,558,946	\$ 49,043,645	\$ 7,089,509	\$ 2,509,602	\$ 69,695,111	\$ 69,695,111	\$ 5,377,722	\$ 5,377,722	\$ 38,293,075	\$ 38,293,075	\$	\$	\$ 113,365,907	\$ 113,365,907		
2013	Planned	Commercial & Industrial	7. C&I Direct Install	C&I Direct Install	\$ 1,894,970	\$ 394,776	\$ 31,758,670	\$ 9,271,780	\$ 811,173	\$ 44,131,569	\$ 44,131,569	\$ 1,696,968	\$ 1,696,968	\$ 10,586,223	\$ 10,586,223	\$	\$	\$ 56,414,761	\$ 56,414,761		
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	\$ -	\$ 582,541	\$ -	\$ -	\$ -	\$ 582,541	\$ 582,541	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 582,541	\$ 582,541		
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DOE Assessment	\$ 888,933	\$ -	\$ -	\$ -	\$ 114,030	\$ 1,002,963	\$ 1,002,963	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 1,002,963	\$ 1,002,963		
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ -	\$ -			
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	\$ 682,136	\$ -	\$ -	\$ -	\$ -	\$ 682,136	\$ 682,136	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 682,136	\$ 682,136		
2013	Planned	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	\$ 125,183	\$ 163,947	\$ 1,321,161	\$ 256,179	\$ 177,011	\$ 2,113,481	\$ 2,113,481	\$ 83,413	\$ 83,413	\$ 7,414,439	\$ 7,414,439	\$ 2,211,893	\$ 2,211,893	\$ 9,611,331	\$ 9,611,331		
2013	Planned	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	\$ 441,892	\$ 114,341	\$ 5,584,813	\$ 1,056,518	\$ 335,677	\$ 7,653,241	\$ 7,653,241	\$ 7,399,482	\$ 7,399,482	\$ 134,611	\$ 134,611	\$	\$	\$ 130,970	\$ 130,970		
2013	Planned	Residential	1. Residential Whole House	Residential Home Energy Services	\$ 1,746,198	\$ 1,365,844	\$ 22,738,474	\$ 7,637,134	\$ 1,295,798	\$ 34,784,488	\$ 34,784,488	\$ 2,239,299	\$ 2,239,299	\$ 4,861,898	\$ 4,861,898	\$	\$	\$ 48,287,688	\$ 48,287,688		
2013	Planned	Residential	2. Residential Products	Residential Behavior/Feedback Program	\$ 88,118	\$ 160,950	\$ 170,300	\$ 2,083,100	\$ 54,854	\$ 2,557,322	\$ 2,557,322	\$ 26,590	\$ 26,590	\$ -	\$ -	\$	\$	\$ 2,583,912	\$ 2,583,912		
2013	Planned	Residential	2. Residential Products	Residential Cooling & Heating Equipment	\$ 226,681	\$ 150,791	\$ 2,398,653	\$ 505,708	\$ 60,861	\$ 3,340,294	\$ 3,340,294	\$ 3,252,281	\$ 3,252,281	\$ 88,297	\$ 88,297	\$ 1,433,217	\$ 1,433,217	\$	\$	\$ 4,856,663	\$ 4,856,663
2013	Planned	Residential	2. Residential Products	Residential Lighting	\$ 780,683	\$ 1,464,865	\$ 9,703,365	\$ 1,236,424	\$ 497,010	\$ 13,671,347	\$ 13,671,347	\$ 13,301,563	\$ 13,301,563	\$ 751,790	\$ 751,790	\$ 5,993,028	\$ 5,993,028	\$	\$	\$ 20,416,165	\$ 20,416,165
2013	Planned	Residential	2. Residential Products	Residential Consumer Products	\$ 216,217	\$ 480,145	\$ 1,479,375	\$ 923,289	\$ 180,004	\$ 3,279,030	\$ 3,279,030	\$ 68,540	\$ 68,540	\$ 66,686	\$ 66,686	\$ 1,126,331	\$ 1,126,331	\$	\$	\$ 4,473,901	\$ 4,473,901
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	\$ -	\$ 892,698	\$ -	\$ -	\$ -	\$ 892,698	\$ 892,698	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 892,698	\$ 892,698		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential DOE Assessment	\$ 433,730	\$ -	\$ -	\$ -	\$ 56,005	\$ 489,735	\$ 489,735	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 489,735	\$ 489,735		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ -	\$ -			
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$ 96,845	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 96,845	\$ 96,845		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	\$ -	\$ 5,018	\$ 3,782,659	\$ 413,541	\$ -	\$ 4,201,218	\$ 4,201,218	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 4,201,218	\$ 4,201,218		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	\$ 15,917	\$ -	\$ -	\$ 221,691	\$ -	\$ 237,608	\$ 237,608	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 237,608	\$ 237,608		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	\$ 4,541	\$ -	\$ -	\$ 125,000	\$ -	\$ 129,541	\$ 129,541	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 129,541	\$ 129,541		
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Education	\$ 80,193	\$ 148,860	\$ -	\$ 1,010,000	\$ -	\$ 1,239,053	\$ 1,239,053	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 1,239,053	\$ 1,239,053		
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income New Construction	\$ 44,284	\$ 12,185	\$ 477,388	\$ 89,998	\$ 24,200	\$ 648,055	\$ 648,055	\$ 67,648	\$ 67,648	\$ 1,476,152	\$ 1,476,152	\$ 1,436,225	\$ 1,436,225	\$ 2,191,855	\$ 2,191,855		
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	\$ 592,157	\$ 144,983	\$ 8,355,786	\$ 2,079,512	\$ 393,608	\$ 13,466,040	\$ 13,466,040	\$ 11,555,912	\$ 11,555,912	\$ 275,654	\$ 275,654	\$	\$	\$ 13,741,717	\$ 13,741,717		
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	\$ 782,615	\$ 123,058	\$ 9,133,576	\$ 1,810,080	\$ 551,786	\$ 12,401,116	\$ 12,401,116	\$ 12,065,680	\$ 12,065,680	\$ 186,124	\$ 186,124	\$	\$	\$ 12,587,239	\$ 12,587,239		
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	\$ -	\$ 99,948	\$ -	\$ -	\$ -	\$ 99,948	\$ 99,948	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 99,948	\$ 99,948		
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DOE Assessment	\$ 158,893	\$ -	\$ -	\$ -	\$ 20,015	\$ 178,908	\$ 178,908	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 178,908	\$ 178,908		
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	\$ 507,904	\$ -	\$ -	\$ -	\$ -	\$ 507,904	\$ 507,904	\$ -	\$ -	\$ -	\$ -	\$	\$	\$ 507,904	\$ 507,904		
2013	Planned	Commercial & Industrial	6. C&I New Construction	C&I New Construction	\$ 3,380,839	\$ 1,293,171	\$ 17,097,376	\$ 4,455,114	\$ 1,176,998	\$ 28,405,458	\$ 28,405,458	\$ 2,735,238	\$ 2,735,238	\$ 1,856,650	\$ 1,856,650	\$ 10,479,037	\$ 10,479,037	\$ 40,739,185	\$ 40,739,185		
2013	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	\$ 8,551,705	\$ 2,545,646	\$ 53,297,102	\$ 7,112,265	\$ 2,542,622	\$ 74,049,340	\$ 74,049,340	\$ 5,157,124	\$ 5,157,124	\$ 5,017,634	\$ 5,017,634	\$ 45,649,714	\$ 45,649,				

Year	Reporting Period	Sector	Program	Initiative	Participants	Winter	Summer	Energy	Annual		Annual	Annual	Lifetime	Annual	Annual	Water (Gallons)	Energy Benefits	DRPE Energy Benefits
						Capacity (kW)	Capacity (kW)	Annual (MWh)	Energy (Lifetime MWh)	Natural Gas, MMBTU	Natural Gas, MMBTU	Therms		Oil (MMBTU)	Propane (MMBTU)			
2013	Planned	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	1,525	369	347	1,924	20,697	2,156	21,259		231,428	415	2,413	278,350	\$ 1,788,161	\$ 435,082
2013	Planned	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	11,981	1,165	319	6,886	58,784							1,711,900	\$ 4,688,214	\$ 1,526,528
2013	Planned	Residential	1. Residential Whole House	Residential Home Energy Services	22,500	4,081	1,715	15,160	123,895	1,026	10,258		82,841	149,102	8,762	6,920,023	\$ 10,503,443	\$ 3,125,053
2013	Planned	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	162,680	6,736	4,775	31,522	31,522								\$ 2,165,214	\$ 911,966
2013	Planned	Residential	2. Residential Products	Residential Cooling & Heating Equipment	5,317	2,665	1,748	2,938	41,123	(1,000)	(9,995)		(140,973)				\$ 3,487,780	\$ 816,236
2013	Planned	Residential	2. Residential Products	Residential Lighting	539,793	15,003	7,400	69,363	494,043								\$ 38,653,892	\$ 13,917,595
2013	Planned	Residential	2. Residential Products	Residential Consumer Products	45,746	994	854	6,484	50,150								\$ 3,980,677	\$ 1,446,746
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential DDER Assessment	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Education	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income New Construction	712	81	44	503	5,827	4,316	43,157		502,219	65	109	161,929	\$ 488,737	\$ 128,541
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	5,261	1,356	556	5,392	52,314	25	250		2,215	23,602		5,035,000	\$ 4,243,664	\$ 1,297,417
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	9,250	2,122	798	7,763	73,803								\$ 5,936,355	\$ 1,848,779
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DDER Assessment	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Commercial & Industrial	6. C&I New Construction	C&I New Construction	1,912	8,677	16,206	96,566	1,361,571	(14,576)	(145,761)		(2,055,903)				\$ 133,511,410	\$ 31,904,958
2013	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	1,644	22,767	31,457	264,021	3,734,998	(697,693)	(6,976,930)		(99,847,838)				\$ 318,924,067	\$ 81,338,976
2013	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Direct Install	4,554	8,430	13,150	78,101	871,952	(74,266)	(742,661)		(8,291,139)				\$ 72,416,914	\$ 22,712,887
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DDER Assessment	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	1,999	317	305	1,731	20,046	2,734	27,344		316,274	384	2,252	323,857	\$ 1,556,087	\$ 451,122
2014	Planned	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	12,581	1,235	352	7,388	63,873							1,797,495	\$ 4,404,479	\$ 1,933,832
2014	Planned	Residential	1. Residential Whole House	Residential Home Energy Services	24,684	4,168	1,973	15,775	139,440	2,808	28,076		242,629	159,563	9,112	7,556,891	\$ 10,034,899	\$ 3,860,653
2014	Planned	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	167,603	7,630	2,872	38,844	38,844								\$ 2,576,513	\$ 447,820
2014	Planned	Residential	2. Residential Products	Residential Cooling & Heating Equipment	5,347	2,641	1,755	2,943	40,760	(1,044)	(10,436)		(145,604)				\$ 3,060,498	\$ 865,570
2014	Planned	Residential	2. Residential Products	Residential Lighting	598,166	14,857	7,326	69,452	506,359								\$ 33,616,480	\$ 17,004,916
2014	Planned	Residential	2. Residential Products	Residential Consumer Products	55,098	1,172	986	7,471	56,703								\$ 3,756,087	\$ 1,929,419
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential DDER Assessment	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Residential	3. Residential Hard-to-Measure	Residential Education	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Low-Income	4. Low-Income Whole House	Low-Income New Construction	773	79	40	426	5,334	4,026	40,259		503,167	59	102	152,939	\$ 400,107	\$ 123,518
2014	Planned	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	5,261	1,275	535	4,926	49,370	25	250		2,242	26,629		5,035,000	\$ 3,464,070	\$ 1,334,891
2014	Planned	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	8,650	2,052	768	7,637	73,538								\$ 5,122,434	\$ 2,036,319
2014	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DDER Assessment	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Commercial & Industrial	6. C&I New Construction	C&I New Construction	1,441	7,212	13,317	81,821	1,190,615	(14,828)	(148,283)		(2,158,480)			2,354,948	\$ 91,040,648	\$ 29,966,631
2014	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	1,799	21,617	32,443	278,791	3,822,389	(588,239)	(5,882,387)		(80,865,421)				\$ 279,014,481	\$ 93,622,711
2014	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Direct Install	4,946	9,101	14,196	84,313	961,804	(80,176)	(801,762)		(9,146,100)				\$ 67,717,073	\$ 25,690,919
2014	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DDER Assessment	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
2014	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	



Year	Reporting Period	Sector	Program	Initiative	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs	Total Program Costs (2013)	Performance Incentive	Performance Incentive (2013)	Participant Costs (2013)	Benefit Burden	Benefit Burden (2013)	Total Resource Costs	Total Resource Costs (2013)
2013	Planned	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	\$ 122,331	\$ 157,109	\$ 1,495,953	\$ 296,668	\$ 189,258	\$ 2,261,379	\$ 2,140,702	\$ 85,795	\$ 81,217	\$ 8,965,557	\$ 8,487,114	\$	\$ 11,312,732	\$ 10,709,033
2013	Planned	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	\$ 426,162	\$ 315,839	\$ 6,002,544	\$ 1,093,974	\$ 358,814	\$ 7,996,343	\$ 7,969,632	\$ 92,363	\$ 87,434	\$ 9,858,868	\$ 8,898,859	\$	\$ 8,182,564	\$ 7,745,905
2013	Planned	Residential	1. Residential Whole House	Residential Home Energy Services	\$ 1,678,131	\$ 1,439,952	\$ 25,700,034	\$ 8,124,651	\$ 1,396,500	\$ 38,300,268	\$ 36,332,323	\$ 2,451,987	\$ 2,321,138	\$ 5,407,655	\$ 5,114,242	\$	\$ 46,234,969	\$ 43,767,626
2013	Planned	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	\$ 82,941	\$ 170,950	\$ 206,300	\$ 2,088,100	\$ 56,573	\$ 2,599,864	\$ 2,461,124	\$ 32,816	\$ 31,065	\$ 3,065	\$ 2,952	\$	\$ 2,632,561	\$ 2,492,189
2013	Planned	Residential	2. Residential Products	Residential Cooling & Heating Equipment	\$ 217,828	\$ 156,668	\$ 2,501,102	\$ 526,101	\$ 64,835	\$ 3,465,534	\$ 3,281,544	\$ 93,649	\$ 88,651	\$ 1,481,777	\$ 1,402,703	\$	\$ 5,034,980	\$ 4,772,898
2013	Planned	Residential	2. Residential Products	Residential Lighting	\$ 749,897	\$ 1,614,965	\$ 10,314,915	\$ 1,249,545	\$ 531,226	\$ 14,500,962	\$ 13,727,116	\$ 785,770	\$ 743,838	\$ 6,187,604	\$ 5,853,405	\$	\$ 21,474,327	\$ 20,324,359
2013	Planned	Residential	2. Residential Products	Residential Consumer Products	\$ 208,092	\$ 498,945	\$ 1,520,153	\$ 877,316	\$ 192,453	\$ 3,296,911	\$ 3,121,011	\$ 72,399	\$ 68,532	\$ 676,604	\$ 640,591	\$	\$ 4,060,039	\$ 3,826,124
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	\$ -	\$ 895,479	\$ -	\$ -	\$ -	\$ 895,479	\$ 847,692	\$ -	\$ -	\$ -	\$ -	\$	\$ 895,479	\$ 847,692
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential DOE Assessment	\$ 433,730	\$ -	\$ -	\$ -	\$ 56,005	\$ 489,735	\$ 463,601	\$ -	\$ -	\$ -	\$ -	\$	\$ 489,735	\$ 463,601
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$	\$	\$	\$
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$ 96,845	\$ 91,677	\$ -	\$ -	\$ -	\$ -	\$	\$ 96,845	\$ 91,677
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	\$ -	\$ 5,072	\$ 3,971,740	\$ 421,482	\$ -	\$ 4,400,294	\$ 4,165,474	\$ -	\$ -	\$ -	\$ -	\$	\$ 4,400,294	\$ 4,165,474
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	\$ 15,153	\$ -	\$ -	\$ 219,226	\$ -	\$ 234,379	\$ 221,871	\$ -	\$ -	\$ -	\$ -	\$	\$ 234,379	\$ 221,871
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	\$ 4,496	\$ -	\$ -	\$ 123,500	\$ -	\$ 128,496	\$ 122,586	\$ -	\$ -	\$ -	\$ -	\$	\$ 128,496	\$ 122,586
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Education	\$ 77,038	\$ 154,154	\$ -	\$ 1,025,000	\$ -	\$ 1,256,192	\$ 1,189,156	\$ -	\$ -	\$ -	\$ -	\$	\$ 1,256,192	\$ 1,189,156
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income New Construction	\$ 42,888	\$ 24,633	\$ 510,602	\$ 90,620	\$ 29,597	\$ 698,340	\$ 665,074	\$ 72,234	\$ 68,379	\$ 1,360,831	\$ 1,288,211	\$	\$ 2,131,405	\$ 2,017,664
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	\$ 573,503	\$ 176,209	\$ 8,428,443	\$ 2,071,518	\$ 289,978	\$ 11,539,650	\$ 10,923,842	\$ 294,294	\$ 278,589	\$ -	\$ -	\$	\$ 11,833,945	\$ 11,202,432
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	\$ 756,465	\$ 489,973	\$ 9,569,032	\$ 1,866,719	\$ 699,881	\$ 13,387,069	\$ 12,667,941	\$ 157,510	\$ 149,105	\$ -	\$ -	\$	\$ 13,535,580	\$ 12,817,046
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	\$ -	\$ 100,546	\$ -	\$ -	\$ -	\$ 100,546	\$ 95,180	\$ -	\$ -	\$ -	\$	\$ 100,546	\$ 95,180	
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DOE Assessment	\$ 158,893	\$ -	\$ -	\$ -	\$ 20,015	\$ 178,908	\$ 169,361	\$ -	\$ -	\$ -	\$	\$ 178,908	\$ 169,361	
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	\$ 543,354	\$ -	\$ -	\$ -	\$ -	\$ 543,354	\$ 514,358	\$ -	\$ -	\$ -	\$	\$ 543,354	\$ 514,358	
2013	Planned	Commercial & Industrial	6. C&I New Construction	C&I New Construction	\$ 3,222,973	\$ 1,189,122	\$ 18,759,755	\$ 5,473,419	\$ 1,172,508	\$ 29,817,687	\$ 28,226,481	\$ 2,067,487	\$ 1,957,157	\$ 11,497,914	\$ 10,884,233	\$	\$ 40,380,089	\$ 41,067,973
2013	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	\$ 8,631,140	\$ 2,304,710	\$ 55,519,227	\$ 7,141,531	\$ 2,529,163	\$ 76,125,771	\$ 72,063,355	\$ 4,754,691	\$ 4,500,960	\$ 45,743,292	\$ 43,302,223	\$	\$ 126,623,754	\$ 119,866,537
2013	Planned	Commercial & Industrial	7. C&I Direct Install	C&I Direct Install	\$ 1,666,963	\$ 381,362	\$ 36,783,609	\$ 10,599,847	\$ 813,918	\$ 50,246,699	\$ 47,565,308	\$ 1,808,534	\$ 1,712,022	\$ 12,261,536	\$ 11,607,205	\$	\$ 64,316,769	\$ 60,884,535
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	\$ -	\$ 588,418	\$ -	\$ -	\$ -	\$ 588,418	\$ 557,017	\$ -	\$ -	\$ -	\$	\$ 588,418	\$ 557,017	
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DOE Assessment	\$ 888,933	\$ -	\$ -	\$ -	\$ 114,030	\$ 1,002,963	\$ 949,440	\$ -	\$ -	\$ -	\$	\$ 1,002,963	\$ 949,440	
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$	\$	\$	\$
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	\$ 682,136	\$ -	\$ -	\$ -	\$ -	\$ 682,136	\$ 645,734	\$ -	\$ -	\$ -	\$	\$ 682,136	\$ 645,734	
2013	Evaluated	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	\$ 73,012	\$ 79,061	\$ 1,491,647	\$ 441,191	\$ 38,226	\$ 2,123,188	\$ 2,123,188	\$ 211,419	\$ 211,419	\$ 6,317,612	\$ 6,311,512	\$	\$ 6,652,068	\$ 6,652,068
2013	Evaluated	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	\$ 241,032	\$ 27,332	\$ 5,922,987	\$ 760,064	\$ 81,174	\$ 7,093,588	\$ 7,032,588	\$ 69,322	\$ 69,322	\$ (450,770)	\$ (450,770)	\$	\$ 6,651,141	\$ 6,651,141
2013	Evaluated	Residential	1. Residential Whole House	Residential Home Energy Services	\$ 1,120,550	\$ 1,461,862	\$ 19,419,321	\$ 6,610,571	\$ 354,106	\$ 28,966,409	\$ 28,966,409	\$ 2,653,434	\$ 2,653,436	\$ 5,560,432	\$ 5,560,632	\$	\$ 37,180,477	\$ 37,180,477
2013	Evaluated	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	\$ 56,739	\$ 126,833	\$ 106,755	\$ 1,759,330	\$ 61,460	\$ 2,111,118	\$ 2,111,118	\$ 20,553	\$ 20,553	\$ -	\$ -	\$	\$ 2,131,671	\$ 2,131,671
2013	Evaluated	Residential	2. Residential Products	Residential Cooling & Heating Equipment	\$ 127,992	\$ 53,944	\$ 3,406,129	\$ 551,219	\$ 11,694	\$ 4,150,978	\$ 4,150,978	\$ 85,274	\$ 85,274	\$ 1,586,872	\$ 1,586,872	\$	\$ 5,743,121	\$ 5,743,121
2013	Evaluated	Residential	2. Residential Products	Residential Lighting	\$ 462,408	\$ 1,387,905	\$ 10,953,415	\$ 924,487	\$ 278,181	\$ 14,006,396	\$ 14,006,396	\$ 1,326,402	\$ 1,326,402	\$ 15,629,118	\$ 15,629,118	\$	\$ 30,961,916	\$ 30,961,916
2013	Evaluated	Residential	2. Residential Products	Residential Consumer Products	\$ 124,042	\$ 451,912	\$ 1,298,794	\$ 739,117	\$ 66,581	\$ 2,680,448	\$ 2,680,448	\$ 72,676	\$ 72,676	\$ 890,831	\$ 890,831	\$	\$ 3,643,955	\$ 3,643,955
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	\$ -	\$ 688,220	\$ -	\$ -	\$ -	\$ 688,220	\$ 688,220	\$ -	\$ -	\$ -	\$	\$ 688,220	\$ 688,220	
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential DOE Assessment	\$ 463,351	\$ -	\$ -	\$ -	\$ 1,383	\$ 464,734	\$ 464,734	\$ -	\$ -	\$ -	\$	\$ 464,734	\$ 464,734	
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$	\$	\$	\$
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	\$ 56,259	\$ -	\$ -	\$ -	\$ -	\$ 56,259	\$ 56,259	\$ -	\$ -	\$ -	\$	\$ 56,259	\$ 56,259	
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	\$ -	\$ -	\$ 6,455,302	\$ 644,712	\$ -	\$ 7,100,014	\$ 7,100,014	\$ -	\$ -	\$ -	\$	\$ 7,100,014	\$ 7,100,014	
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	\$ 11,507	\$ -	\$ -	\$ 40,341	\$ -	\$ 51,847	\$ 51,847	\$ -	\$ -	\$ -	\$	\$ 51,847	\$ 51,847	
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	\$ 2,370	\$ -	\$ -	\$ 25,203	\$ -	\$ 27,573	\$ 27,573	\$ -	\$ -	\$ -	\$	\$ 27,573	\$ 27,573	
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Education	\$ 49,621	\$ 164,132	\$ -	\$ 721,576	\$ -	\$ 935,329	\$ 935,329	\$ -	\$ -	\$ -	\$	\$ 935,329	\$ 935,329	
2013	Evaluated	Low-Income	4. Low-Income Whole House	Low-Income New Construction	\$ 25,407	\$ 1,863	\$ 193,842	\$ 35,887	\$ 6,718	\$ 263,718	\$ 263,718	\$ 66,522	\$ 66,522	\$ 221,994	\$ 221,994	\$	\$ 552,235	\$ 552,235
2013	Evaluated	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	\$ 365,544	\$ 62,485	\$ 7,763,881	\$ 1,525,801	\$ 117,841	\$ 9,835,551	\$ 9,835,551	\$ 721,030	\$ 721,030	\$ -	\$ -	\$	\$ 10,556,581	\$ 10,556,581
2013	Evaluated	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	\$ 439,229	\$ 45,367	\$ 10,169,246	\$ 2,031,076	\$ 158,264	\$ 12,843,082	\$ 12,843,082	\$ 359,873	\$ 359,873	\$ -	\$ -	\$	\$ 13,202,955	\$ 13,202,955
2013	Evaluated	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	\$ -	\$ 108,276	\$ -	\$ -	\$ -	\$ 108,276	\$ 108,276	\$ -	\$ -	\$ -	\$	\$ 108,276	\$ 108,276	
2013	Evaluated	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DOE Assessment	\$ 167,050	\$ -	\$ -	\$ -	\$ 523	\$ 167,573	\$ 167,573	\$ -	\$ -	\$ -	\$	\$ 167,573	\$ 167,573	
2013	Evaluated	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	\$ 160,162	\$ -	\$ -	\$ -	\$ -	\$ 160,162	\$ 160,162	\$ -	\$ -	\$ -	\$	\$ 160,162	\$ 160,162	
2013	Evaluated	Commercial & Industrial	6. C&I New Construction	C&I New Construction	\$ 1,767,936	\$ 151,121	\$ 22,363,648	\$ 2,010,333	\$ 421,485	\$ 26,714,523	\$ 26,714,523	\$ 3,211,261	\$ 3,211,261	\$ 17,005,765	\$ 17,005,765	\$	\$ 46,931,549	\$ 46,931,549
2013	Evaluated	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	\$ 4,845,251	\$ 235,102	\$ 34,127,106	\$ 4,388,670	\$ 831,524	\$ 44,428,254	\$ 44,428,254	\$ 5,283,772	\$ 5,283,772	\$ 44,812,652	\$ 44,812,652	\$	\$ 94,524,678	\$ 94,524,678
2013	Evaluated	Commercial & Industrial	7. C&I Direct Install	C&I Direct Install	\$ 834,708	\$ 190,787	\$ 28,968,700	\$ 9,017,474	\$ 83,949	\$ 39,115,616	\$ 39,115,616	\$ 1,449,365	\$ 1,449,365	\$ 8,949,727	\$ 8,949,727	\$	\$ 49,414,709	\$ 49,414,709
2013	Evaluated	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	\$ -	\$ 477,523	\$ -	\$ -	\$ -	\$ 477,523	\$ 477,523	\$ -	\$ -	\$ -	\$	\$ 477,523	\$ 477,523	
2013	Evaluated	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DOE Assessment	\$ 945,600	\$ -	\$ -	\$ -	\$ 2,885	\$ 948,486	\$ 948,4							

Year	Reporting Period	Sector	Program	Initiative	Participants	Winter	Summer	Energy	Annual		Annual		Lifetime	Annual Oil	Annual Propane	Water (Gallons)	Energy Benefits	DRPE Energy Benefits	
						Capacity (kW)	Capacity (kW)	(Annual MWh)	Energy (Lifetime MWh)	Natural Gas, MMBTU	Natural Gas, Therms								
2013	Planned	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	2,413	311	270	1,655	18,959	2,770	27,701		316,305	314	1,877	303,954	\$ 1,511,324	\$ 384,762	
2013	Planned	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	13,116	1,464	430	7,296	65,863								1,886,514	\$ 4,696,886	\$ 1,739,264
2013	Planned	Residential	1. Residential Whole House	Residential Home Energy Services	26,662	3,897	1,957	15,576	149,998	3,101	31,010		286,933		172,694	9,405	8,311,766	\$ 11,249,632	\$ 3,581,030
2013	Planned	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	171,504	8,033	3,135	42,153	42,153									\$ 2,749,121	\$ 485,823
2013	Planned	Residential	2. Residential Products	Residential Cooling & Heating Equipment	5,575	2,689	1,838	2,862	38,622	(1,090)	(10,900)	(148,184)						\$ 2,972,911	\$ 715,377
2013	Planned	Residential	2. Residential Products	Residential Lighting	626,818	15,300	7,568	71,454	527,240									\$ 36,065,950	\$ 16,045,371
2013	Planned	Residential	2. Residential Products	Residential Consumer Products	50,975	1,247	1,036	7,551	55,717									\$ 3,853,836	\$ 3,763,743
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential DOE Assessment	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Residential	3. Residential Hard-to-Measure	Residential Education	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income New Construction	883	79	36	399	4,979	3,383	33,826	424,218	46	82	124,617	\$ 386,278	\$ 98,933		
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	5,261	1,217	654	4,560	47,938	25	250	2,291	26,784			5,035,000	\$ 3,499,362	\$ 1,094,024	
2013	Planned	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	7,950	2,165	625	7,456	70,978								\$ 5,067,847	\$ 3,747,484	
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DOE Assessment	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Commercial & Industrial	6. C&I New Construction	C&I New Construction	1,139	6,087	12,125	86,305	1,349,981	(14,406)	(144,063)	(2,259,940)				12,333,485	\$ 108,664,425	\$ 26,930,669	
2013	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	1,822	20,268	30,527	276,990	3,885,368	(661,201)	(6,612,009)	(91,685,827)						\$ 295,567,221	\$ 79,690,056
2013	Planned	Commercial & Industrial	7. C&I Retrofit	C&I Direct Install	5,245	9,658	15,065	89,476	1,046,778	(85,066)	(850,659)	(9,951,865)						\$ 76,626,773	\$ 26,867,492
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DOE Assessment	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Planned	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	1,689	1,142	1,287	4,574	53,255	774	7,740		85,951	658	6,379		\$ 4,677,164	\$ 1,066,688	
2013	Evaluated	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	6,793	2,325	439	7,561	58,756								621,177	\$ 4,622,172	\$ 1,610,318
2013	Evaluated	Residential	1. Residential Whole House	Residential Home Energy Services	18,311	6,319	3,998	23,438	176,873	1,207	12,072		90,700	177,975	4,957	20,318,806	\$ 14,957,850	\$ 4,880,185	
2013	Evaluated	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	183,945	4,176	3,049	19,543	19,543									\$ 1,349,613	\$ 568,478
2013	Evaluated	Residential	2. Residential Products	Residential Cooling & Heating Equipment	7,692	393	723	4,288	59,983	(1,347)	(13,473)	(190,799)						\$ 5,128,296	\$ 1,235,115
2013	Evaluated	Residential	2. Residential Products	Residential Lighting	731,304	15,417	11,961	90,712	748,505									\$ 62,308,174	\$ 20,789,011
2013	Evaluated	Residential	2. Residential Products	Residential Consumer Products	51,236	1,178	1,086	6,954	49,995									\$ 3,939,334	\$ 1,480,021
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential DOE Assessment	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Residential	3. Residential Hard-to-Measure	Residential Education	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Low-Income	4. Low-Income Whole House	Low-Income New Construction	193	74	143	291	3,828	1,530	15,301	203,888	30	71		\$ 345,718	\$ 78,846		
2013	Evaluated	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	5,577	1,070	778	5,149	50,398	77	765	7,656	32,336			820,512	\$ 4,311,181	\$ 1,216,365	
2013	Evaluated	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	13,248	3,480	801	12,685	108,034	(2,255)	(22,555)	(24,964)						\$ 8,625,578	\$ 2,832,205
2013	Evaluated	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DOE Assessment	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Commercial & Industrial	6. C&I New Construction	C&I New Construction	6,862	14,062	21,401	118,989	1,604,981	(70,020)	(700,195)	(9,418,235)						\$ 144,302,316	\$ 38,403,993
2013	Evaluated	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	865	24,491	23,353	220,710	3,234,021	(384,448)	(3,844,481)	(56,439,380)						\$ 283,727,980	\$ 71,004,227
2013	Evaluated	Commercial & Industrial	7. C&I Retrofit	C&I Direct Install	2,645	6,567	10,427	62,426	723,148	(65,781)	(657,811)	(7,620,047)						\$ 60,282,998	\$ 18,443,776
2013	Evaluated	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DOE Assessment	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -
2013	Evaluated	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -





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2013 Plan-Year Report Data Tables  
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Year	Reporting Period	Sector	Program	Initiative	Sales, Technical										Participant Costs		Benefit Burden		Total Resource	
					Program Planning and Administration	Marketing and Advertising	Participant Incentive	Assistance & Training	Evaluation and Market Research	Total Program Costs	Total Program Costs (2013)	Performance Incentive	Performance Incentive (2013)	Participant Costs (2013)	Benefit Burden (2013)	Total Resource Costs	Total Resource Costs (2013)			
2011	Preliminary	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	\$ 73,012	\$ 79,061	\$ 1,491,647	\$ 441,191	\$ 38,226	\$ 2,123,138	\$ 2,123,138	\$ 211,419	\$ 211,419	\$ 6,317,512	\$ 6,317,512	\$ -	\$ -	\$ 8,652,068	\$ 8,652,068	
2011	Preliminary	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	\$ 241,032	\$ 27,332	\$ 5,922,987	\$ 760,064	\$ 81,174	\$ 7,032,588	\$ 7,032,588	\$ 69,322	\$ 69,322	\$ 450,770	\$ 450,770	\$ -	\$ -	\$ 6,653,141	\$ 6,653,141	
2011	Preliminary	Residential	1. Residential Whole House	Residential Home Energy Services	\$ 1,120,550	\$ 1,401,892	\$ 19,449,321	\$ 6,610,571	\$ 354,106	\$ 28,966,409	\$ 28,966,409	\$ 2,653,436	\$ 2,653,436	\$ 5,560,632	\$ 5,560,632	\$ -	\$ -	\$ 37,180,477	\$ 37,180,477	
2011	Preliminary	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	\$ 56,739	\$ 126,833	\$ 106,795	\$ 1,759,330	\$ 61,460	\$ 2,111,118	\$ 2,111,118	\$ 20,553	\$ 20,553	\$ -	\$ -	\$ -	\$ -	\$ 2,131,671	\$ 2,131,671	
2011	Preliminary	Residential	2. Residential Products	Residential Cooling & Heating Equipment	\$ 127,992	\$ 53,944	\$ 3,406,129	\$ 551,219	\$ 11,694	\$ 4,150,978	\$ 4,150,978	\$ 85,271	\$ 85,271	\$ 1,285,508	\$ 1,285,508	\$ -	\$ -	\$ 5,521,757	\$ 5,521,757	
2011	Preliminary	Residential	2. Residential Products	Residential Lighting	\$ 462,408	\$ 1,387,805	\$ 10,959,315	\$ 924,487	\$ 276,181	\$ 14,006,396	\$ 14,006,396	\$ 1,326,402	\$ 1,326,402	\$ 15,629,118	\$ 15,629,118	\$ -	\$ -	\$ 30,961,916	\$ 30,961,916	
2011	Preliminary	Residential	2. Residential Products	Residential Consumer Products	\$ 124,042	\$ 451,912	\$ 1,298,796	\$ 739,117	\$ 66,381	\$ 2,680,448	\$ 2,680,448	\$ 72,676	\$ 72,676	\$ 890,831	\$ 890,831	\$ -	\$ -	\$ 3,643,955	\$ 3,643,955	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	\$ -	\$ 688,220	\$ -	\$ -	\$ -	\$ 688,220	\$ 688,220	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 688,220	\$ 688,220	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential DDER Assessment	\$ 463,351	\$ -	\$ -	\$ -	\$ 1,383	\$ 464,734	\$ 464,734	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 464,734	\$ 464,734	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential EEC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	\$ 56,259	\$ -	\$ -	\$ -	\$ -	\$ 56,259	\$ 56,259	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56,259	\$ 56,259	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	\$ -	\$ -	\$ 6,455,302	\$ 644,712	\$ -	\$ 7,100,014	\$ 7,100,014	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 7,100,014	\$ 7,100,014	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	\$ 11,507	\$ -	\$ -	\$ 40,341	\$ -	\$ 51,847	\$ 51,847	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 51,847	\$ 51,847	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	\$ 2,370	\$ -	\$ -	\$ 23,203	\$ -	\$ 27,573	\$ 27,573	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 27,573	\$ 27,573	
2011	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Education	\$ 49,621	\$ 164,132	\$ -	\$ 721,576	\$ -	\$ 935,329	\$ 935,329	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 935,329	\$ 935,329	
2011	Preliminary	Low-Income	4. Low-Income Whole House	Low-Income New Construction	\$ 25,407	\$ 1,863	\$ 193,842	\$ 35,887	\$ 6,718	\$ 263,718	\$ 263,718	\$ 66,522	\$ 66,522	\$ 221,994	\$ 221,994	\$ -	\$ -	\$ 552,235	\$ 552,235	
2011	Preliminary	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	\$ 365,544	\$ 62,485	\$ 7,763,881	\$ 1,525,801	\$ 117,841	\$ 9,835,553	\$ 9,835,553	\$ 723,030	\$ 723,030	\$ -	\$ -	\$ -	\$ -	\$ 10,558,583	\$ 10,558,583	
2011	Preliminary	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	\$ 439,329	\$ 45,267	\$ 10,169,246	\$ 2,031,076	\$ 156,264	\$ 12,843,082	\$ 12,843,082	\$ 959,873	\$ 959,873	\$ -	\$ -	\$ -	\$ -	\$ 13,202,955	\$ 13,202,955	
2011	Preliminary	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	\$ -	\$ 108,276	\$ -	\$ -	\$ -	\$ 108,276	\$ 108,276	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 108,276	\$ 108,276	
2011	Preliminary	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DDER Assessment	\$ 167,050	\$ -	\$ -	\$ -	\$ 523	\$ 167,573	\$ 167,573	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 167,573	\$ 167,573	
2011	Preliminary	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	\$ 160,162	\$ -	\$ -	\$ -	\$ -	\$ 160,162	\$ 160,162	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 160,162	\$ 160,162	
2011	Preliminary	Commercial & Industrial	6. C&I New Construction	C&I New Construction	\$ 1,767,936	\$ 151,121	\$ 22,363,648	\$ 2,010,232	\$ 421,485	\$ 26,734,523	\$ 26,734,523	\$ 3,211,261	\$ 3,211,261	\$ 17,005,765	\$ 17,005,765	\$ -	\$ -	\$ 46,931,549	\$ 46,931,549	
2011	Preliminary	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	\$ 4,845,251	\$ 235,702	\$ 34,127,106	\$ 4,388,670	\$ 831,524	\$ 44,428,254	\$ 44,428,254	\$ 5,283,772	\$ 5,283,772	\$ 44,812,652	\$ 44,812,652	\$ -	\$ -	\$ 94,524,678	\$ 94,524,678	
2011	Preliminary	Commercial & Industrial	7. C&I Direct Install	C&I Direct Install	\$ 834,708	\$ 190,787	\$ 28,968,700	\$ 9,037,473	\$ 83,949	\$ 39,115,616	\$ 39,115,616	\$ 1,349,365	\$ 1,349,365	\$ 8,949,727	\$ 8,949,727	\$ -	\$ -	\$ 49,414,709	\$ 49,414,709	
2011	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	\$ -	\$ 477,523	\$ -	\$ -	\$ -	\$ 477,523	\$ 477,523	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 477,523	\$ 477,523	
2011	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I DDER Assessment	\$ 945,600	\$ -	\$ -	\$ -	\$ 2,885	\$ 948,485	\$ 948,485	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 948,485	\$ 948,485	
2011	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
2011	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	\$ 667,919	\$ -	\$ -	\$ -	\$ -	\$ 667,919	\$ 667,919	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 667,919	\$ 667,919	

Year	Reporting Period	Sector	Program	Initiative	Participants	Winter	Summer	Energy	Annual		Lifetime	Annual		Water (Gallons)	DRPE Energy				
						Capacity (kW)	Capacity (kW)	(Annual MWh)	Energy (Lifetime MWh)	Avoided Natural Gas, MMBTU		Avoided Natural Gas, Therms	Propane (MMBTU)		Benefits	Benefits			
2013	Preliminary	Residential	1. Residential Whole House	Residential New Construction & Major Renovation	1,689	1,332	3,223	4,654	53,772	774	7,740	86,040	658	6,379	\$	4,685,585	\$	1,045,016	
2013	Preliminary	Residential	1. Residential Whole House	Residential Multi-Family Retrofit	6,793	2,330	493	7,546	63,892	(1,050)	(10,609)	(85,092)	-	-	\$	4,915,085	\$	1,626,300	
2013	Preliminary	Residential	1. Residential Whole House	Residential Home Energy Services	18,313	5,069	7,013	18,147	148,576	53	533	4,072	39,936	3,113	20,318,006	\$	12,453,269	\$	3,660,085
2013	Preliminary	Residential	1. Residential Whole House	Residential Behavior/Feedback Program	183,945	5,540	4,045	25,924	25,924	1,302	13,016	13,016	167,232	3,512	-	\$	1,782,313	\$	750,700
2013	Preliminary	Residential	2. Residential Products	Residential Cooling & Heating Equipment	7,692	798	681	4,210	59,462	(287)	(2,870)	(35,293)	-	-	\$	5,074,574	\$	1,193,338	
2013	Preliminary	Residential	2. Residential Products	Residential Lighting	731,304	18,632	9,146	86,143	712,842	-	-	-	-	-	\$	59,003,773	\$	18,672,180	
2013	Preliminary	Residential	2. Residential Products	Residential Consumer Products	51,236	1,178	1,286	6,954	49,995	-	-	-	-	-	\$	3,929,334	\$	1,480,022	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Statewide Marketing	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential DOER Assessment	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Sponsorship & Subscriptions	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential HEAT Loan	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Workforce Development	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential R&D and Demonstration	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Residential	3. Residential Hard-to-Measure	Residential Education	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Low-Income	4. Low-Income Whole House	Low-Income New Construction	193	71	136	353	4,516	1,530	15,301	197,612	30	71	\$	397,138	\$	93,615	
2013	Preliminary	Low-Income	4. Low-Income Whole House	Low-Income Single Family Retrofit	5,577	1,245	555	4,702	46,928	77	765	7,992	32,336	-	820,512	\$	3,807,237	\$	1,096,409
2013	Preliminary	Low-Income	4. Low-Income Whole House	Low-Income Multi-Family Retrofit	13,248	3,437	703	32,343	105,745	(236)	(2,255)	(25,236)	-	-	\$	8,409,410	\$	2,738,477	
2013	Preliminary	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Statewide Marketing	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Low-Income	5. Low-Income Hard-to-Measure	Low-Income DOER Assessment	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Low-Income	5. Low-Income Hard-to-Measure	Low-Income Energy Affordability Network	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Commercial & Industrial	6. C&I New Construction	C&I New Construction	6,862	14,919	23,066	117,974	1,591,045	(73,320)	(732,302)	(9,842,275)	-	-	\$	142,046,389	\$	38,060,142	
2013	Preliminary	Commercial & Industrial	7. C&I Retrofit	C&I Retrofit	865	24,539	21,673	219,269	3,237,201	(361,795)	(3,617,561)	(51,503,429)	-	-	\$	284,362,130	\$	70,589,464	
2013	Preliminary	Commercial & Industrial	7. C&I Retrofit	C&I Direct Install	2,645	6,489	10,346	62,054	717,978	(65,781)	(657,811)	(7,610,936)	-	-	\$	59,938,661	\$	18,332,491	
2013	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Statewide Marketing	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Assessment	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	
2013	Preliminary	Commercial & Industrial	8. C&I Hard-to-Measure	C&I Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-	\$	\$	\$	-	



### Significant Variances Summary

Date of Filing	June 23, 2014
Distribution Company	Electric
Program Administrator	NU (Combined)

Is a Significant Variance explanation required?	Significant Lifetime Savings Variances: Planned v Preliminary (15% Decrease)	Significant Total Benefits Variances (2013\$): Planned v Preliminary (15% Decrease)	Significant Resource Benefits Variances (2013\$): Preliminary v Evaluated (15% Decrease)	Significant Planned Budget v Actual Expenditures Variances (nominal\$) (15% Increase or Decrease)
<b>Residential</b>				
<b>1. Residential Whole House</b>				
Residential New Construction & Major Renovation	160%	122%	1%	3%
Residential Multi-Family Retrofit	5%	-13%	-4%	1%
Residential Home Energy Services	18%	26%	-10%	-8%
Residential Behavior/Feedback Program	-18%	-17%	-25%	-2%
<b>2. Residential Products</b>				
Residential Cooling & Heating Equipment	45%	-2%	3%	30%
Residential Lighting	48%	48%	10%	11%
Residential Consumer Products	0%	4%	0%	-14%
<b>Low-Income</b>				
<b>4. Low-Income Whole House</b>				
Low-Income New Construction	-22%	-60%	-3%	-57%
Low-Income Single Family Retrofit	-10%	9%	3%	-9%
Low-Income Multi-Family Retrofit	43%	-3%	4%	7%
<b>Commercial &amp; Industrial</b>				
<b>6. C&amp;I New Construction</b>				
C&I New Construction	17%	26%	-1%	-17%
<b>7. C&amp;I Retrofit</b>				
C&I Retrofit	-13%	-3%	1%	-36%
C&I Direct Install	-18%	-18%	1%	-11%
<b>Grand Total</b>				

Significant variances, which require explanation, are defined as:

- (1) variances between *planned and actual* core initiative budget of 15 percent or greater;
- (2) variances between *planned and preliminary* core initiative total lifetime savings showing a decrease of 15 percent or greater;
- (3) variances between *planned and preliminary* core initiative total benefits showing a decrease of 15 percent or greater; and
- (4) variances between *preliminary and evaluated* core initiative total resource benefits showing a decrease of 15 percent or greater.

Cells highlighted in the above table indicate that a variance is significant enough to require explanation. Refer to Appendix 1 for explanations of significant variances.

**Planned v Preliminary Savings: Plan-Year Analysis**

Savings Table 1

Date of Filing	June 23, 2014			
Distribution Company	Electric			
Program Administrator	NU (Combined)			
Year	2013			
	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
<b>Planned</b>	812,895	586,624	6,922,687	79,368
Residential	789,562	134,276	822,223	17,157
<b>1. Residential Whole House</b>	<b>198,686</b>	<b>55,491</b>	<b>236,898</b>	<b>7,156</b>
Residential New Construction & Major Renovation	1,525	1,924	20,697	347
Residential Multi-Family Retrofit	11,981	6,886	58,784	319
Residential Home Energy Services	22,500	15,160	125,895	1,715
Residential Behavior/Feedback Program	162,680	31,522	31,522	4,775
<b>2. Residential Products</b>	<b>590,876</b>	<b>78,785</b>	<b>585,325</b>	<b>10,001</b>
Residential Cooling & Heating Equipment	5,317	2,938	41,123	1,748
Residential Lighting	539,793	69,363	494,043	7,400
Residential Consumer Products	45,766	6,484	50,159	854
Low-Income	15,223	13,659	131,943	1,397
<b>4. Low-Income Whole House</b>	<b>15,223</b>	<b>13,659</b>	<b>131,943</b>	<b>1,397</b>
Low-Income New Construction	712	503	5,827	44
Low-Income Single Family Retrofit	5,261	5,392	52,314	556
Low-Income Multi-Family Retrofit	9,250	7,763	73,803	798
Commercial & Industrial	8,110	438,689	5,968,520	60,813
<b>6. C&amp;I New Construction</b>	<b>1,912</b>	<b>96,566</b>	<b>1,361,571</b>	<b>16,206</b>
C&I New Construction	1,912	96,566	1,361,571	16,206
<b>7. C&amp;I Retrofit</b>	<b>6,198</b>	<b>342,123</b>	<b>4,606,949</b>	<b>44,608</b>
C&I Retrofit	1,644	264,021	3,734,998	31,457
C&I Direct Install	4,554	78,101	871,952	13,150
<b>Preliminary</b>	1,030,362	570,273	6,835,866	75,103
Residential	1,000,972	153,578	1,132,453	18,625
<b>1. Residential Whole House</b>	<b>210,740</b>	<b>56,271</b>	<b>290,153</b>	<b>7,712</b>
Residential New Construction & Major Renovation	1,689	4,654	53,772	1,223
Residential Multi-Family Retrofit	6,793	7,546	61,882	433
Residential Home Energy Services	18,313	18,147	148,576	2,011
Residential Behavior/Feedback Program	183,945	25,924	25,924	4,045
<b>2. Residential Products</b>	<b>790,232</b>	<b>97,307</b>	<b>842,300</b>	<b>10,913</b>
Residential Cooling & Heating Equipment	7,692	4,210	59,462	681
Residential Lighting	731,304	86,143	732,842	9,146
Residential Consumer Products	51,236	6,954	49,995	1,086
Low-Income	19,018	17,398	157,189	1,393
<b>4. Low-Income Whole House</b>	<b>19,018</b>	<b>17,398</b>	<b>157,189</b>	<b>1,393</b>
Low-Income New Construction	193	353	4,516	136
Low-Income Single Family Retrofit	5,577	4,702	46,928	555
Low-Income Multi-Family Retrofit	13,248	12,343	105,745	703
Commercial & Industrial	10,372	399,297	5,546,224	55,085
<b>6. C&amp;I New Construction</b>	<b>6,862</b>	<b>117,974</b>	<b>1,591,045</b>	<b>23,066</b>
C&I New Construction	6,862	117,974	1,591,045	23,066
<b>7. C&amp;I Retrofit</b>	<b>3,510</b>	<b>281,323</b>	<b>3,955,179</b>	<b>32,019</b>
C&I Retrofit	865	219,269	3,237,201	21,673
C&I Direct Install	2,645	62,054	717,978	10,346

Planned v Preliminary Variances: (Prelim - Plan) / Plan	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
<b>Total Annual Variance</b>	<b>27%</b>	<b>-3%</b>	<b>-1%</b>	<b>-5%</b>
<b>Residential</b>	<b>27%</b>	<b>14%</b>	<b>38%</b>	<b>9%</b>
<b>1. Residential Whole House</b>	<b>6%</b>	<b>1%</b>	<b>22%</b>	<b>8%</b>
Residential New Construction & Major Renovation	11%	142%	160%	253%
Residential Multi-Family Retrofit	-43%	10%	5%	36%
Residential Home Energy Services	-19%	20%	18%	17%
Residential Behavior/Feedback Program	13%	-18%	-18%	-15%
<b>2. Residential Products</b>	<b>34%</b>	<b>24%</b>	<b>44%</b>	<b>9%</b>
Residential Cooling & Heating Equipment	45%	43%	45%	-61%
Residential Lighting	35%	24%	48%	24%
Residential Consumer Products	12%	7%	0%	27%
<b>Low-Income</b>	<b>25%</b>	<b>27%</b>	<b>19%</b>	<b>0%</b>
<b>4. Low-Income Whole House</b>	<b>25%</b>	<b>27%</b>	<b>19%</b>	<b>0%</b>
Low-Income New Construction	-73%	-30%	-22%	209%
Low-Income Single Family Retrofit	6%	-13%	-10%	0%
Low-Income Multi-Family Retrofit	43%	59%	43%	-12%
<b>Commercial &amp; Industrial</b>	<b>28%</b>	<b>-9%</b>	<b>-7%</b>	<b>-9%</b>
<b>6. C&amp;I New Construction</b>	<b>259%</b>	<b>22%</b>	<b>17%</b>	<b>42%</b>
C&I New Construction	259%	22%	17%	42%
<b>7. C&amp;I Retrofit</b>	<b>-43%</b>	<b>-18%</b>	<b>-14%</b>	<b>-28%</b>
C&I Retrofit	-47%	-17%	-13%	-31%
C&I Direct Install	-42%	-21%	-18%	-21%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Planned v Evaluated Savings: Plan-Year Analysis**

Savings Table 2

Date of Filing	June 23, 2014			
Distribution Company	Electric			
Program Administrator	NU (Combined)			
Year	2013			
	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
<b>Planned</b>	<b>812,895</b>	<b>586,624</b>	<b>6,922,687</b>	<b>79,368</b>
Residential	789,562	134,276	822,223	17,157
<b>1. Residential Whole House</b>	<b>198,686</b>	<b>55,491</b>	<b>236,898</b>	<b>7,156</b>
Residential New Construction & Major Renovation	1,525	1,924	20,697	347
Residential Multi-Family Retrofit	11,981	6,886	58,784	319
Residential Home Energy Services	22,500	15,160	125,895	1,715
Residential Behavior/Feedback Program	162,680	31,522	31,522	4,775
<b>2. Residential Products</b>	<b>590,876</b>	<b>78,785</b>	<b>585,325</b>	<b>10,001</b>
Residential Cooling & Heating Equipment	5,317	2,938	41,123	1,748
Residential Lighting	539,793	69,363	494,043	7,400
Residential Consumer Products	45,766	6,484	50,159	854
Low-Income	15,223	13,659	131,943	1,397
<b>4. Low-Income Whole House</b>	<b>15,223</b>	<b>13,659</b>	<b>131,943</b>	<b>1,397</b>
Low-Income New Construction	712	503	5,827	44
Low-Income Single Family Retrofit	5,261	5,392	52,314	556
Low-Income Multi-Family Retrofit	9,250	7,763	73,803	798
Commercial & Industrial	8,110	438,689	5,968,520	60,813
<b>6. C&amp;I New Construction</b>	<b>1,912</b>	<b>96,566</b>	<b>1,361,571</b>	<b>16,206</b>
C&I New Construction	1,912	96,566	1,361,571	16,206
<b>7. C&amp;I Retrofit</b>	<b>6,198</b>	<b>342,123</b>	<b>4,606,949</b>	<b>44,608</b>
C&I Retrofit	1,644	264,021	3,734,998	31,457
C&I Direct Install	4,554	78,101	871,952	13,150
<b>Evaluated</b>	<b>1,030,362</b>	<b>577,320</b>	<b>6,890,889</b>	<b>79,487</b>
Residential	1,000,972	157,071	1,166,479	22,583
<b>1. Residential Whole House</b>	<b>210,740</b>	<b>55,117</b>	<b>307,997</b>	<b>8,783</b>
Residential New Construction & Major Renovation	1,689	4,574	52,825	1,297
Residential Multi-Family Retrofit	6,793	7,561	58,756	439
Residential Home Energy Services	18,313	23,438	176,873	3,998
Residential Behavior/Feedback Program	183,945	19,543	19,543	3,049
<b>2. Residential Products</b>	<b>790,232</b>	<b>101,954</b>	<b>858,483</b>	<b>13,801</b>
Residential Cooling & Heating Equipment	7,692	4,288	59,983	723
Residential Lighting	731,304	90,712	748,505	11,991
Residential Consumer Products	51,236	6,954	49,995	1,086
Low-Income	19,018	18,125	162,259	1,722
<b>4. Low-Income Whole House</b>	<b>19,018</b>	<b>18,125</b>	<b>162,259</b>	<b>1,722</b>
Low-Income New Construction	193	291	3,828	143
Low-Income Single Family Retrofit	5,577	5,149	50,398	778
Low-Income Multi-Family Retrofit	13,248	12,685	108,034	801
Commercial & Industrial	10,372	402,124	5,562,150	55,181
<b>6. C&amp;I New Construction</b>	<b>6,862</b>	<b>118,989</b>	<b>1,604,981</b>	<b>21,401</b>
C&I New Construction	6,862	118,989	1,604,981	21,401
<b>7. C&amp;I Retrofit</b>	<b>3,510</b>	<b>283,135</b>	<b>3,957,169</b>	<b>33,781</b>
C&I Retrofit	865	220,710	3,234,021	23,353
C&I Direct Install	2,645	62,426	723,148	10,427

Planned v Evaluated Variances: (Eval - Plan) / Plan	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
<b>Total Annual Variance</b>	<b>27%</b>	<b>-2%</b>	<b>0%</b>	<b>0%</b>
<b>Residential</b>	<b>27%</b>	<b>17%</b>	<b>42%</b>	<b>32%</b>
<b>1. Residential Whole House</b>	<b>6%</b>	<b>-1%</b>	<b>30%</b>	<b>23%</b>
Residential New Construction & Major Renovation	11%	138%	155%	274%
Residential Multi-Family Retrofit	-43%	10%	0%	37%
Residential Home Energy Services	-19%	55%	40%	133%
Residential Behavior/Feedback Program	13%	-38%	-38%	-36%
<b>2. Residential Products</b>	<b>34%</b>	<b>29%</b>	<b>47%</b>	<b>38%</b>
Residential Cooling & Heating Equipment	45%	46%	46%	-59%
Residential Lighting	35%	31%	52%	62%
Residential Consumer Products	12%	7%	0%	27%
<b>Low-Income</b>	<b>25%</b>	<b>33%</b>	<b>23%</b>	<b>23%</b>
<b>4. Low-Income Whole House</b>	<b>25%</b>	<b>33%</b>	<b>23%</b>	<b>23%</b>
Low-Income New Construction	-73%	-42%	-34%	227%
Low-Income Single Family Retrofit	6%	-5%	-4%	40%
Low-Income Multi-Family Retrofit	43%	63%	46%	0%
<b>Commercial &amp; Industrial</b>	<b>28%</b>	<b>-8%</b>	<b>-7%</b>	<b>-9%</b>
<b>6. C&amp;I New Construction</b>	<b>259%</b>	<b>23%</b>	<b>18%</b>	<b>32%</b>
C&I New Construction	259%	23%	18%	32%
<b>7. C&amp;I Retrofit</b>	<b>-43%</b>	<b>-17%</b>	<b>-14%</b>	<b>-24%</b>
C&I Retrofit	-47%	-16%	-13%	-26%
C&I Direct Install	-42%	-20%	-17%	-21%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Preliminary v Evaluated Savings: Plan-Year Analysis**

Savings Table 3

Date of Filing	June 23, 2014			
Distribution Company	Electric			
Program Administrator	NU (Combined)			
Year	2013			
	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
Preliminary	1,030,362	570,273	6,835,866	75,103
Residential	1,000,972	153,578	1,132,453	18,625
<b>1. Residential Whole House</b>	<b>210,740</b>	<b>56,271</b>	<b>290,153</b>	<b>7,712</b>
Residential New Construction & Major Renovation	1,689	4,654	53,772	1,223
Residential Multi-Family Retrofit	6,793	7,546	61,882	433
Residential Home Energy Services	18,313	18,147	148,576	2,011
Residential Behavior/Feedback Program	183,945	25,924	25,924	4,045
<b>2. Residential Products</b>	<b>790,232</b>	<b>97,307</b>	<b>842,300</b>	<b>10,913</b>
Residential Cooling & Heating Equipment	7,692	4,210	59,462	681
Residential Lighting	731,304	86,143	732,842	9,146
Residential Consumer Products	51,236	6,954	49,995	1,086
Low-Income	19,018	17,398	157,189	1,393
<b>4. Low-Income Whole House</b>	<b>19,018</b>	<b>17,398</b>	<b>157,189</b>	<b>1,393</b>
Low-Income New Construction	193	353	4,516	136
Low-Income Single Family Retrofit	5,577	4,702	46,928	555
Low-Income Multi-Family Retrofit	13,248	12,343	105,745	703
Commercial & Industrial	10,372	399,297	5,546,224	55,085
<b>6. C&amp;I New Construction</b>	<b>6,862</b>	<b>117,974</b>	<b>1,591,045</b>	<b>23,066</b>
C&I New Construction	6,862	117,974	1,591,045	23,066
<b>7. C&amp;I Retrofit</b>	<b>3,510</b>	<b>281,323</b>	<b>3,955,179</b>	<b>32,019</b>
C&I Retrofit	865	219,269	3,237,201	21,673
C&I Direct Install	2,645	62,054	717,978	10,346
Evaluated	1,030,362	577,320	6,890,889	79,487
Residential	1,000,972	157,071	1,166,479	22,583
<b>1. Residential Whole House</b>	<b>210,740</b>	<b>55,117</b>	<b>307,997</b>	<b>8,783</b>
Residential New Construction & Major Renovation	1,689	4,574	52,825	1,297
Residential Multi-Family Retrofit	6,793	7,561	58,756	439
Residential Home Energy Services	18,313	23,438	176,873	3,998
Residential Behavior/Feedback Program	183,945	19,543	19,543	3,049
<b>2. Residential Products</b>	<b>790,232</b>	<b>101,954</b>	<b>858,483</b>	<b>13,801</b>
Residential Cooling & Heating Equipment	7,692	4,288	59,983	723
Residential Lighting	731,304	90,712	748,505	11,991
Residential Consumer Products	51,236	6,954	49,995	1,086
Low-Income	19,018	18,125	162,259	1,722
<b>4. Low-Income Whole House</b>	<b>19,018</b>	<b>18,125</b>	<b>162,259</b>	<b>1,722</b>
Low-Income New Construction	193	291	3,828	143
Low-Income Single Family Retrofit	5,577	5,149	50,398	778
Low-Income Multi-Family Retrofit	13,248	12,685	108,034	801
Commercial & Industrial	10,372	402,124	5,562,150	55,181
<b>6. C&amp;I New Construction</b>	<b>6,862</b>	<b>118,989</b>	<b>1,604,981</b>	<b>21,401</b>
C&I New Construction	6,862	118,989	1,604,981	21,401
<b>7. C&amp;I Retrofit</b>	<b>3,510</b>	<b>283,135</b>	<b>3,957,169</b>	<b>33,781</b>
C&I Retrofit	865	220,710	3,234,021	23,353
C&I Direct Install	2,645	62,426	723,148	10,427

Preliminary v Evaluated Variances: (Eval - Prelim) / Prelim	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
<b>Total Annual Variance</b>	<b>0%</b>	<b>1%</b>	<b>1%</b>	<b>6%</b>
<b>Residential</b>	<b>0%</b>	<b>2%</b>	<b>3%</b>	<b>21%</b>
<b>1. Residential Whole House</b>	<b>0%</b>	<b>-2%</b>	<b>6%</b>	<b>14%</b>
Residential New Construction & Major Renovation	0%	-2%	-2%	6%
Residential Multi-Family Retrofit	0%	0%	-5%	1%
Residential Home Energy Services	0%	29%	19%	99%
Residential Behavior/Feedback Program	0%	-25%	-25%	-25%
<b>2. Residential Products</b>	<b>0%</b>	<b>5%</b>	<b>2%</b>	<b>26%</b>
Residential Cooling & Heating Equipment	0%	2%	1%	6%
Residential Lighting	0%	5%	2%	31%
Residential Consumer Products	0%	0%	0%	0%
<b>Low-Income</b>	<b>0%</b>	<b>4%</b>	<b>3%</b>	<b>24%</b>
<b>4. Low-Income Whole House</b>	<b>0%</b>	<b>4%</b>	<b>3%</b>	<b>24%</b>
Low-Income New Construction	0%	-18%	-15%	6%
Low-Income Single Family Retrofit	0%	10%	7%	40%
Low-Income Multi-Family Retrofit	0%	3%	2%	14%
<b>Commercial &amp; Industrial</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>0%</b>
<b>6. C&amp;I New Construction</b>	<b>0%</b>	<b>1%</b>	<b>1%</b>	<b>-7%</b>
C&I New Construction	0%	1%	1%	-7%
<b>7. C&amp;I Retrofit</b>	<b>0%</b>	<b>1%</b>	<b>0%</b>	<b>6%</b>
C&I Retrofit	0%	1%	0%	8%
C&I Direct Install	0%	1%	1%	1%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Savings for the Three-Year Term**  
Savings Table 4

Date of Filing	June 23, 2014			
Distribution Company	Electric			
Program Administrator	NU (Combined)			
	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
<b>2013</b>				
Planned	812,895	586,624	6,922,687	79,368
Residential	789,562	134,276	822,223	17,157
1. Residential Whole House	198,686	55,491	236,898	7,156
Residential New Construction & Major Renovation	1,525	1,924	20,697	347
Residential Multi-Family Retrofit	11,981	6,886	58,784	319
Residential Home Energy Services	22,500	15,160	125,895	1,715
Residential Behavior/Feedback Program	162,680	31,522	31,522	4,775
2. Residential Products	590,876	78,785	585,325	10,001
Residential Cooling & Heating Equipment	5,317	2,938	41,123	1,748
Residential Lighting	539,793	69,363	494,043	7,400
Residential Consumer Products	45,766	6,484	50,159	854
Low-Income	15,223	13,659	131,943	1,397
4. Low-Income Whole House	15,223	13,659	131,943	1,397
Low-Income New Construction	712	503	5,827	44
Low-Income Single Family Retrofit	5,261	5,392	52,314	556
Low-Income Multi-Family Retrofit	9,250	7,763	73,803	798
Commercial & Industrial	8,110	438,689	5,968,520	60,813
6. C&I New Construction	1,912	96,566	1,361,571	16,206
C&I New Construction	1,912	96,566	1,361,571	16,206
7. C&I Retrofit	6,198	342,123	4,606,949	44,608
C&I Retrofit	1,644	264,021	3,734,998	31,457
C&I Direct Install	4,554	78,101	871,952	13,150
Evaluated	1,030,362	577,320	6,890,889	79,487
Residential	1,000,972	157,071	1,166,479	22,583
1. Residential Whole House	210,740	55,117	307,997	8,783
Residential New Construction & Major Renovation	1,689	4,574	52,825	1,297
Residential Multi-Family Retrofit	6,793	7,561	58,756	439
Residential Home Energy Services	18,313	23,438	176,873	3,998
Residential Behavior/Feedback Program	183,945	19,543	19,543	3,049
2. Residential Products	790,232	101,954	858,483	13,801
Residential Cooling & Heating Equipment	7,692	4,288	59,983	723
Residential Lighting	731,304	90,712	748,505	11,991
Residential Consumer Products	51,236	6,954	49,995	1,086
Low-Income	19,018	18,125	162,259	1,722
4. Low-Income Whole House	19,018	18,125	162,259	1,722
Low-Income New Construction	193	291	3,828	143
Low-Income Single Family Retrofit	5,577	5,149	50,398	778
Low-Income Multi-Family Retrofit	13,248	12,685	108,034	801
Commercial & Industrial	10,372	402,124	5,562,150	55,181
6. C&I New Construction	6,862	118,989	1,604,981	21,401
C&I New Construction	6,862	118,989	1,604,981	21,401
7. C&I Retrofit	3,510	283,135	3,957,169	33,781
C&I Retrofit	865	220,710	3,234,021	23,353
C&I Direct Install	2,645	62,426	723,148	10,427
<b>2014</b>				
Planned	888,348	601,521	6,969,084	76,869
Residential	865,478	143,603	866,034	15,569
1. Residential Whole House	206,867	63,738	262,202	5,502
Residential New Construction & Major Renovation	1,999	1,731	20,046	305
Residential Multi-Family Retrofit	12,581	7,388	63,873	352
Residential Home Energy Services	24,684	15,775	139,440	1,973
Residential Behavior/Feedback Program	167,603	38,844	38,844	2,872
2. Residential Products	658,611	79,866	603,832	10,067
Residential Cooling & Heating Equipment	5,347	2,943	40,760	1,755
Residential Lighting	598,166	69,452	506,369	7,326
Residential Consumer Products	55,098	7,471	56,703	986
Low-Income	14,684	12,992	128,242	1,343
4. Low-Income Whole House	14,684	12,992	128,242	1,343
Low-Income New Construction	773	428	5,334	40
Low-Income Single Family Retrofit	5,261	4,926	49,370	535
Low-Income Multi-Family Retrofit	8,650	7,637	73,538	768
Commercial & Industrial	8,186	444,926	5,974,808	59,957
6. C&I New Construction	1,441	81,821	1,190,615	13,317
C&I New Construction	1,441	81,821	1,190,615	13,317
7. C&I Retrofit	6,745	363,105	4,784,193	46,640
C&I Retrofit	1,799	278,791	3,822,389	32,443
C&I Direct Install	4,946	84,313	961,804	14,196
<b>2015</b>				
Planned	917,364	613,950	7,305,573	75,242
Residential	895,064	148,966	899,551	16,210
1. Residential Whole House	213,695	67,089	276,972	5,768
Residential New Construction & Major Renovation	2,413	1,655	18,959	270
Residential Multi-Family Retrofit	13,116	7,356	65,863	410
Residential Home Energy Services	26,662	15,926	149,998	1,952
Residential Behavior/Feedback Program	171,504	42,153	42,153	3,135
2. Residential Products	681,369	81,877	622,579	10,442
Residential Cooling & Heating Equipment	5,575	2,862	38,622	1,838
Residential Lighting	624,818	71,454	527,240	7,568
Residential Consumer Products	50,975	7,561	56,717	1,036
Low-Income	14,094	12,414	123,895	1,315
4. Low-Income Whole House	14,094	12,414	123,895	1,315
Low-Income New Construction	883	399	4,979	36
Low-Income Single Family Retrofit	5,261	4,560	47,938	654
Low-Income Multi-Family Retrofit	7,950	7,456	70,978	625
Commercial & Industrial	8,206	452,571	6,282,127	57,717
6. C&I New Construction	1,139	86,105	1,349,981	12,125
C&I New Construction	1,139	86,105	1,349,981	12,125
7. C&I Retrofit	7,067	366,466	4,932,145	45,592
C&I Retrofit	1,822	276,990	3,885,368	30,527
C&I Direct Install	5,245	89,476	1,046,778	15,065



**Savings for the Three-Year Term**

Savings Table 4

Date of Filing	June 23, 2014
Distribution Company	Electric
Program Administrator	NU (Combined)

Savings for the Three-Year Term: Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Participants	Sum of Energy (annual MWh)	Sum of Energy (Lifetime MWh)	Sum of Summer Capacity (kW)
<b>Total</b>	<b>2,836,073</b>	<b>1,792,791</b>	<b>21,165,546</b>	<b>231,598</b>
<b>Residential</b>	<b>2,761,513</b>	<b>449,640</b>	<b>2,932,064</b>	<b>54,362</b>
<b>1. Residential Whole House</b>	<b>631,302</b>	<b>185,944</b>	<b>847,171</b>	<b>20,053</b>
Residential New Construction & Major Renovation	6,101	7,959	91,829	1,872
Residential Multi-Family Retrofit	32,490	22,306	188,491	1,201
Residential Home Energy Services	69,659	55,139	466,311	7,924
Residential Behavior/Feedback Program	523,052	100,539	100,539	9,056
<b>2. Residential Products</b>	<b>2,130,211</b>	<b>263,697</b>	<b>2,084,893</b>	<b>34,310</b>
Residential Cooling & Heating Equipment	18,615	10,092	139,365	4,316
Residential Lighting	1,954,287	231,618	1,782,114	26,885
Residential Consumer Products	157,309	21,986	163,415	3,108
<b>Low-Income</b>	<b>47,796</b>	<b>43,530</b>	<b>414,397</b>	<b>4,380</b>
<b>4. Low-Income Whole House</b>	<b>47,796</b>	<b>43,530</b>	<b>414,397</b>	<b>4,380</b>
Low-Income New Construction	1,849	1,118	14,140	219
Low-Income Single Family Retrofit	16,099	14,635	147,706	1,966
Low-Income Multi-Family Retrofit	29,848	27,777	252,551	2,194
<b>Commercial &amp; Industrial</b>	<b>26,764</b>	<b>1,299,621</b>	<b>17,819,085</b>	<b>172,855</b>
<b>6. C&amp;I New Construction</b>	<b>9,442</b>	<b>286,915</b>	<b>4,145,577</b>	<b>46,843</b>
C&I New Construction	9,442	286,915	4,145,577	46,843
<b>7. C&amp;I Retrofit</b>	<b>17,322</b>	<b>1,012,705</b>	<b>13,673,508</b>	<b>126,012</b>
C&I Retrofit	4,486	776,491	10,941,778	86,323
C&I Direct Install	12,836	236,215	2,731,730	39,689

## Significant Lifetime Savings Variances: Planned v Preliminary

Savings Table 5

Date of Filing	June 23, 2014				
Distribution Company	Electric				
Program Administrator	NU (Combined)				
Sum of Energy (Lifetime MWh)	Planned			Planned Total Preliminary	
	2013	2014	2015		2013
<b>Residential</b>	822,223	866,034	899,551	2,587,808	1,132,453
1. Residential Whole House	236,898	262,202	276,972	776,072	290,153
Residential New Construction & Major Renovation	20,697	20,046	18,959	59,701	53,772
Residential Multi-Family Retrofit	58,784	63,873	65,863	188,520	61,882
Residential Home Energy Services	125,895	139,440	149,998	415,333	148,576
Residential Behavior/Feedback Program	31,522	38,844	42,153	112,518	25,924
2. Residential Products	585,325	603,832	622,579	1,811,736	842,300
Residential Cooling & Heating Equipment	41,123	40,760	38,622	120,505	59,462
Residential Lighting	494,043	506,369	527,240	1,527,652	732,842
Residential Consumer Products	50,159	56,703	56,717	163,579	49,995
<b>Low-Income</b>	131,943	128,242	123,895	384,081	157,189
4. Low-Income Whole House	131,943	128,242	123,895	384,081	157,189
Low-Income New Construction	5,827	5,334	4,979	16,140	4,516
Low-Income Single Family Retrofit	52,314	49,370	47,938	149,622	46,928
Low-Income Multi-Family Retrofit	73,803	73,538	70,978	218,319	105,745
<b>Commercial &amp; Industrial</b>	5,968,520	5,974,808	6,282,127	18,225,455	5,546,224
6. C&I New Construction	1,361,571	1,190,615	1,349,981	3,902,167	1,591,045
C&I New Construction	1,361,571	1,190,615	1,349,981	3,902,167	1,591,045
7. C&I Retrofit	4,606,949	4,784,193	4,932,145	14,323,288	3,955,179
C&I Retrofit	3,734,998	3,822,389	3,885,368	11,442,754	3,237,201
C&I Direct Install	871,952	961,804	1,046,778	2,880,534	717,978
<b>Grand Total</b>	<b>6,922,687</b>	<b>6,969,084</b>	<b>7,305,573</b>	<b>21,197,343</b>	<b>6,835,866</b>

Planned v Preliminary Savings Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
<b>Residential</b>	<b>32%</b>	<b>65%</b>	<b>100%</b>	<b>44%</b>	<b>38%</b>
1. Residential Whole House	31%	64%	100%	37%	22%
Residential New Construction & Major Renovation	35%	68%	100%	90%	160%
Residential Multi-Family Retrofit	31%	65%	100%	33%	5%
Residential Home Energy Services	30%	64%	100%	36%	18%
Residential Behavior/Feedback Program	28%	63%	100%	23%	-18%
2. Residential Products	32%	66%	100%	46%	44%
Residential Cooling & Heating Equipment	34%	68%	100%	49%	45%
Residential Lighting	32%	65%	100%	48%	48%
Residential Consumer Products	31%	65%	100%	31%	0%
<b>Low-Income</b>	<b>34%</b>	<b>68%</b>	<b>100%</b>	<b>41%</b>	<b>19%</b>
4. Low-Income Whole House	34%	68%	100%	41%	19%
Low-Income New Construction	36%	69%	100%	28%	-22%
Low-Income Single Family Retrofit	35%	68%	100%	31%	-10%
Low-Income Multi-Family Retrofit	34%	67%	100%	48%	43%
<b>Commercial &amp; Industrial</b>	<b>33%</b>	<b>66%</b>	<b>100%</b>	<b>30%</b>	<b>-7%</b>
6. C&I New Construction	35%	65%	100%	41%	17%
C&I New Construction	35%	65%	100%	41%	17%
7. C&I Retrofit	32%	66%	100%	28%	-14%
C&I Retrofit	33%	66%	100%	28%	-13%
C&I Direct Install	30%	64%	100%	25%	-18%
<b>Grand Total</b>	<b>33%</b>	<b>66%</b>	<b>100%</b>	<b>32%</b>	<b>-1%</b>

Plan-year core initiative significant variance explanations are required for: (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

**Planned v Evaluated Benefits (2013\$): Plan-Year Analysis**  
Benefits Table 2

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Planned	\$ 752,210,922	\$ 203,047,774	\$ (117,419,008)	\$ 94,119,188	\$ 931,958,876	\$ 171,835,810	\$ 1,103,794,686	\$ 1,146
Residential	\$ 87,458,216	\$ 24,351,141	\$ 396,466	\$ 81,850,253	\$ 194,056,075	\$ 84,577,061	\$ 278,633,136	\$ 246
<b>1. Residential Whole House</b>	\$ <b>25,157,291</b>	\$ <b>8,464,372</b>	\$ <b>563,980</b>	\$ <b>81,850,253</b>	\$ <b>116,035,895</b>	\$ <b>79,630,016</b>	\$ <b>195,665,911</b>	\$ <b>584</b>
Residential New Construction & Major Renovation	\$ 2,223,243	\$ 1,257,268	\$ 343,221	\$ 2,386,451	\$ 6,210,183	\$ 3,536,128	\$ 9,746,311	\$ 4,072
Residential Multi-Family Retrofit	\$ 6,227,773	\$ 561,790	\$ -	\$ 133,399	\$ 6,922,963	\$ 2,882,915	\$ 9,805,878	\$ 578
Residential Home Energy Services	\$ 13,629,095	\$ 5,988,013	\$ 220,759	\$ 79,330,402	\$ 99,168,269	\$ 73,210,973	\$ 172,379,242	\$ 4,407
Residential Behavior/Feedback Program	\$ 3,077,180	\$ 657,300	\$ -	\$ -	\$ 3,734,480	\$ -	\$ 3,734,480	\$ 23
<b>2. Residential Products</b>	\$ <b>62,300,925</b>	\$ <b>15,886,769</b>	\$ <b>(167,514)</b>	\$ <b>-</b>	\$ <b>78,020,180</b>	\$ <b>4,947,045</b>	\$ <b>82,967,225</b>	\$ <b>132</b>
Residential Cooling & Heating Equipment	\$ 4,304,015	\$ 4,435,743	\$ (167,514)	\$ -	\$ 8,572,244	\$ 798,278	\$ 9,370,522	\$ 1,612
Residential Lighting	\$ 52,571,487	\$ 10,208,790	\$ -	\$ -	\$ 62,780,278	\$ 4,148,767	\$ 66,929,045	\$ 116
Residential Consumer Products	\$ 5,425,423	\$ 1,242,236	\$ -	\$ -	\$ 6,667,658	\$ -	\$ 6,667,658	\$ 146
Low-Income	\$ 13,943,494	\$ 3,311,382	\$ 880,526	\$ 12,268,935	\$ 30,404,338	\$ 20,721,396	\$ 51,125,733	\$ 1,997
<b>4. Low-Income Whole House</b>	\$ <b>13,943,494</b>	\$ <b>3,311,382</b>	\$ <b>880,526</b>	\$ <b>12,268,935</b>	\$ <b>30,404,338</b>	\$ <b>20,721,396</b>	\$ <b>51,125,733</b>	\$ <b>1,997</b>
Low-Income New Construction	\$ 617,278	\$ 155,360	\$ 879,234	\$ 154,122	\$ 1,805,994	\$ 4,080,304	\$ 5,886,298	\$ 2,537
Low-Income Single Family Retrofit	\$ 5,541,081	\$ 1,237,589	\$ 1,293	\$ 11,877,143	\$ 18,657,106	\$ 6,548,967	\$ 25,206,073	\$ 3,546
Low-Income Multi-Family Retrofit	\$ 7,785,134	\$ 1,918,433	\$ -	\$ 237,671	\$ 9,941,238	\$ 10,092,125	\$ 20,033,363	\$ 1,075
Commercial & Industrial	\$ 650,809,212	\$ 175,385,251	\$ (118,696,000)	\$ -	\$ 707,498,463	\$ 66,537,354	\$ 774,035,817	\$ 87,238
<b>6. C&amp;I New Construction</b>	\$ <b>155,416,368</b>	\$ <b>45,723,898</b>	\$ <b>(1,840,429)</b>	\$ <b>-</b>	\$ <b>199,299,836</b>	\$ <b>-</b>	\$ <b>199,299,836</b>	\$ <b>104,236</b>
C&I New Construction	\$ 155,416,368	\$ 45,723,898	\$ (1,840,429)	\$ -	\$ 199,299,836	\$ -	\$ 199,299,836	\$ 104,236
<b>7. C&amp;I Retrofit</b>	\$ <b>495,392,844</b>	\$ <b>129,661,354</b>	\$ <b>(116,855,571)</b>	\$ <b>-</b>	\$ <b>508,198,627</b>	\$ <b>66,537,354</b>	\$ <b>574,735,980</b>	\$ <b>81,994</b>
C&I Retrofit	\$ 400,263,043	\$ 96,547,943	\$ (109,356,773)	\$ -	\$ 387,454,213	\$ 41,933,098	\$ 429,387,311	\$ 235,678
C&I Direct Install	\$ 95,129,801	\$ 33,113,411	\$ (7,498,798)	\$ -	\$ 120,744,414	\$ 24,604,256	\$ 145,348,670	\$ 26,514
Evaluated	\$ 762,089,107	\$ 210,627,992	\$ (86,299,476)	\$ 114,774,284	\$ 1,001,191,907	\$ 197,050,522	\$ 1,198,242,429	\$ 972
Residential	\$ 128,594,023	\$ 39,270,282	\$ 173,891	\$ 98,296,641	\$ 266,336,915	\$ 91,796,335	\$ 358,133,250	\$ 266
<b>1. Residential Whole House</b>	\$ <b>33,732,465</b>	\$ <b>15,349,813</b>	\$ <b>400,958</b>	\$ <b>98,296,641</b>	\$ <b>147,779,877</b>	\$ <b>86,247,978</b>	\$ <b>234,027,855</b>	\$ <b>701</b>
Residential New Construction & Major Renovation	\$ 5,743,852	\$ 5,335,409	\$ 173,891	\$ 5,946,564	\$ 17,199,716	\$ 1,933,822	\$ 19,133,538	\$ 10,183
Residential Multi-Family Retrofit	\$ 6,232,488	\$ 637,310	\$ -	\$ 48,405	\$ 6,918,203	\$ 1,265,749	\$ 8,183,952	\$ 1,018
Residential Home Energy Services	\$ 19,838,035	\$ 8,962,866	\$ 227,067	\$ 92,301,672	\$ 121,329,640	\$ 83,048,408	\$ 204,378,047	\$ 6,625
Residential Behavior/Feedback Program	\$ 1,918,091	\$ 414,227	\$ -	\$ -	\$ 2,332,318	\$ -	\$ 2,332,318	\$ 13
<b>2. Residential Products</b>	\$ <b>94,861,558</b>	\$ <b>23,920,468</b>	\$ <b>(224,989)</b>	\$ <b>-</b>	\$ <b>118,557,038</b>	\$ <b>5,548,357</b>	\$ <b>124,105,394</b>	\$ <b>150</b>
Residential Cooling & Heating Equipment	\$ 6,363,411	\$ 2,358,284	\$ (224,989)	\$ -	\$ 8,496,706	\$ 348,229	\$ 8,844,935	\$ 1,105
Residential Lighting	\$ 83,088,791	\$ 20,059,040	\$ -	\$ -	\$ 103,147,831	\$ 5,200,128	\$ 108,347,959	\$ 141
Residential Consumer Products	\$ 5,409,356	\$ 1,503,145	\$ -	\$ -	\$ 6,912,500	\$ -	\$ 6,912,500	\$ 135
Low-Income	\$ 17,229,794	\$ 3,803,034	\$ 303,627	\$ 16,477,643	\$ 37,814,098	\$ 13,837,735	\$ 51,651,833	\$ 1,988
<b>4. Low-Income Whole House</b>	\$ <b>17,229,794</b>	\$ <b>3,803,034</b>	\$ <b>303,627</b>	\$ <b>16,477,643</b>	\$ <b>37,814,098</b>	\$ <b>13,837,735</b>	\$ <b>51,651,833</b>	\$ <b>1,988</b>
Low-Income New Construction	\$ 424,564	\$ 717,175	\$ 337,470	\$ 77,980	\$ 1,557,188	\$ 736,404	\$ 2,293,591	\$ 8,068
Low-Income Single Family Retrofit	\$ 5,347,448	\$ 1,708,993	\$ 3,956	\$ 16,399,663	\$ 23,460,060	\$ 5,371,442	\$ 28,831,502	\$ 4,207
Low-Income Multi-Family Retrofit	\$ 11,457,783	\$ 1,376,866	\$ (37,799)	\$ -	\$ 12,796,850	\$ 7,729,890	\$ 20,526,740	\$ 966
Commercial & Industrial	\$ 166,265,290	\$ 167,554,676	\$ (86,779,071)	\$ -	\$ 697,040,894	\$ 91,416,452	\$ 788,457,346	\$ 67,204
<b>6. C&amp;I New Construction</b>	\$ <b>182,706,309</b>	\$ <b>59,858,540</b>	\$ <b>(6,407,396)</b>	\$ <b>-</b>	\$ <b>236,157,452</b>	\$ <b>19,499,386</b>	\$ <b>249,656,838</b>	\$ <b>34,415</b>
C&I New Construction	\$ 182,706,309	\$ 59,858,540	\$ (6,407,396)	\$ -	\$ 236,157,452	\$ 19,499,386	\$ 249,656,838	\$ 34,415
<b>7. C&amp;I Retrofit</b>	\$ <b>433,558,981</b>	\$ <b>107,696,136</b>	\$ <b>(80,371,675)</b>	\$ <b>-</b>	\$ <b>460,883,442</b>	\$ <b>77,917,066</b>	\$ <b>538,800,507</b>	\$ <b>131,306</b>
C&I Retrofit	\$ 354,732,207	\$ 80,508,422	\$ (73,581,929)	\$ -	\$ 361,658,699	\$ 57,399,011	\$ 419,057,709	\$ 418,103
C&I Direct Install	\$ 78,826,774	\$ 27,187,714	\$ (6,789,746)	\$ -	\$ 99,224,743	\$ 20,518,055	\$ 119,742,798	\$ 37,514

Planned v Evaluated Variances: (Eval - Plan) / Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
<b>Total Annual Variance</b>	<b>1%</b>	<b>4%</b>	<b>-27%</b>	<b>22%</b>	<b>7%</b>	<b>15%</b>	<b>9%</b>	<b>-15%</b>
Residential	47%	61%	-56%	20%	37%	9%	29%	8%
<b>1. Residential Whole House</b>	<b>34%</b>	<b>81%</b>	<b>-29%</b>	<b>20%</b>	<b>27%</b>	<b>8%</b>	<b>20%</b>	<b>20%</b>
Residential New Construction & Major Renovation	158%	324%	-49%	149%	177%	-45%	96%	150%
Residential Multi-Family Retrofit	0%	13%	0%	-64%	0%	-56%	-17%	76%
Residential Home Energy Services	46%	50%	3%	16%	22%	13%	19%	50%
Residential Behavior/Feedback Program	-38%	-37%	0%	0%	-38%	0%	-38%	-45%
<b>2. Residential Products</b>	<b>52%</b>	<b>51%</b>	<b>34%</b>	<b>0%</b>	<b>52%</b>	<b>12%</b>	<b>50%</b>	<b>14%</b>
Residential Cooling & Heating Equipment	48%	-47%	34%	0%	-1%	-56%	-6%	-31%
Residential Lighting	58%	96%	0%	0%	64%	25%	62%	21%
Residential Consumer Products	0%	21%	0%	0%	4%	0%	4%	-7%
Low-Income	24%	15%	-66%	34%	24%	-33%	1%	0%
<b>4. Low-Income Whole House</b>	<b>24%</b>	<b>15%</b>	<b>-66%</b>	<b>34%</b>	<b>24%</b>	<b>-33%</b>	<b>1%</b>	<b>0%</b>
Low-Income New Construction	-31%	362%	-62%	-49%	-14%	-82%	-61%	218%
Low-Income Single Family Retrofit	-3%	38%	206%	38%	26%	-18%	14%	19%
Low-Income Multi-Family Retrofit	47%	-28%	0%	-100%	29%	-23%	2%	-10%
Commercial & Industrial	-5%	-4%	-27%	0%	-1%	37%	2%	-23%
<b>6. C&amp;I New Construction</b>	<b>18%</b>	<b>31%</b>	<b>248%</b>	<b>0%</b>	<b>18%</b>	<b>0%</b>	<b>25%</b>	<b>-67%</b>
C&I New Construction	18%	31%	248%	0%	18%	0%	25%	-67%
<b>7. C&amp;I Retrofit</b>	<b>-12%</b>	<b>-17%</b>	<b>-31%</b>	<b>0%</b>	<b>-9%</b>	<b>17%</b>	<b>-6%</b>	<b>60%</b>
C&I Retrofit	-11%	-17%	-33%	0%	-7%	37%	-2%	77%
C&I Direct Install	-17%	-18%	-9%	0%	-18%	-17%	-18%	41%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Preliminary v Evaluated Benefits (2013\$): Plan-Year Analysis**

Benefits Table 3

Date of Filing	June 23, 2014
Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013

	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
Preliminary	\$ 751,143,140	\$ 198,461,803	#####	\$ 133,592,208	\$ 1,002,806,108	\$ 197,145,839	\$ 1,199,951,947	\$ 973
Residential	\$ 120,271,574	\$ 32,915,703	\$ 210,036	\$ 117,114,565	\$ 270,511,879	\$ 94,996,194	\$ 365,508,072	\$ 270
<b>1. Residential Whole House</b>	<b>\$ 30,918,353</b>	<b>\$ 13,280,701</b>	<b>\$ 435,025</b>	<b>\$ 117,114,565</b>	<b>\$ 161,748,644</b>	<b>\$ 88,858,818</b>	<b>\$ 250,607,462</b>	<b>\$ 768</b>
Residential New Construction & Major Renovation	\$ 5,730,601	\$ 5,258,166	\$ 173,891	\$ 5,946,564	\$ 17,109,222	\$ 4,544,661	\$ 21,653,883	\$ 10,130
Residential Multi-Family Retrofit	\$ 6,541,384	\$ 653,460	\$ -	\$ 48,405	\$ 7,243,249	\$ 1,265,749	\$ 8,508,998	\$ 1,066
Residential Home Energy Services	\$ 16,113,355	\$ 6,812,709	\$ 261,134	\$ 111,119,596	\$ 134,306,794	\$ 83,048,408	\$ 217,355,201	\$ 7,334
Residential Behavior/Feedback Program	\$ 2,533,013	\$ 556,366	\$ -	\$ -	\$ 3,089,379	\$ -	\$ 3,089,379	\$ 13
<b>2. Residential Products</b>	<b>\$ 89,353,221</b>	<b>\$ 19,635,003</b>	<b>(\$ 224,989)</b>	<b>\$ -</b>	<b>\$ 108,763,235</b>	<b>\$ 6,137,376</b>	<b>\$ 114,900,611</b>	<b>\$ 138</b>
Residential Cooling & Heating Equipment	\$ 6,267,912	\$ 2,236,902	(\$ 224,989)	\$ -	\$ 8,279,825	\$ 937,248	\$ 9,217,073	\$ 1,076
Residential Lighting	\$ 77,675,953	\$ 15,894,957	\$ -	\$ -	\$ 93,570,910	\$ 5,200,128	\$ 98,771,037	\$ 128
Residential Consumer Products	\$ 5,409,356	\$ 1,503,145	\$ -	\$ -	\$ 6,912,500	\$ -	\$ 6,912,500	\$ 135
Low-Income	\$ 16,542,286	\$ 3,363,921	\$ 303,627	\$ 16,477,643	\$ 36,687,476	\$ 12,703,889	\$ 49,391,365	\$ 1,929
<b>4. Low-Income Whole House</b>	<b>\$ 16,542,286</b>	<b>\$ 3,363,921</b>	<b>\$ 303,627</b>	<b>\$ 16,477,643</b>	<b>\$ 36,687,476</b>	<b>\$ 12,703,889</b>	<b>\$ 49,391,365</b>	<b>\$ 1,929</b>
Low-Income New Construction	\$ 490,752	\$ 700,066	\$ 337,470	\$ 77,980	\$ 1,606,268	\$ 732,333	\$ 2,338,601	\$ 8,323
Low-Income Single Family Retrofit	\$ 4,903,646	\$ 1,449,970	\$ 3,956	\$ 16,399,663	\$ 22,757,236	\$ 4,835,975	\$ 27,593,210	\$ 4,901
Low-Income Multi-Family Retrofit	\$ 11,147,887	\$ 1,213,884	\$ (37,799)	\$ -	\$ 12,323,972	\$ 7,135,581	\$ 19,459,554	\$ 8,323
Commercial & Industrial	\$ 614,329,280	\$ 162,182,179	#####	\$ -	\$ 695,606,753	\$ 89,445,756	\$ 785,052,509	\$ 67,066
<b>6. C&amp;I New Construction</b>	<b>\$ 181,106,534</b>	<b>\$ 63,561,261</b>	<b>(\$ 6,857,051)</b>	<b>\$ -</b>	<b>\$ 237,810,745</b>	<b>\$ 13,247,680</b>	<b>\$ 251,058,425</b>	<b>\$ 34,656</b>
C&I New Construction	\$ 181,106,534	\$ 63,561,261	(\$ 6,857,051)	\$ -	\$ 237,810,745	\$ 13,247,680	\$ 251,058,425	\$ 34,656
<b>7. C&amp;I Retrofit</b>	<b>\$ 433,222,746</b>	<b>\$ 98,620,918</b>	<b>#####</b>	<b>\$ -</b>	<b>\$ 457,796,008</b>	<b>\$ 76,198,076</b>	<b>\$ 533,994,085</b>	<b>\$ 130,426</b>
C&I Retrofit	\$ 354,951,594	\$ 71,687,735	#####	\$ -	\$ 359,381,419	\$ 55,680,021	\$ 415,061,440	\$ 415,470
C&I Direct Install	\$ 78,271,152	\$ 26,933,183	(\$ 6,789,746)	\$ -	\$ 98,414,589	\$ 20,518,055	\$ 118,932,644	\$ 37,208
Evaluated	\$ 762,089,107	\$ 210,627,992	#####	\$ 114,774,284	\$ 1,001,191,907	\$ 197,050,522	\$ 1,198,242,429	\$ 972
Residential	\$ 128,594,023	\$ 32,720,282	\$ 175,969	\$ 98,296,641	\$ 266,336,915	\$ 91,796,335	\$ 358,133,250	\$ 266
<b>1. Residential Whole House</b>	<b>\$ 33,732,465</b>	<b>\$ 15,349,813</b>	<b>\$ 400,958</b>	<b>\$ 98,296,641</b>	<b>\$ 147,779,877</b>	<b>\$ 86,247,978</b>	<b>\$ 234,027,855</b>	<b>\$ 701</b>
Residential New Construction & Major Renovation	\$ 5,743,852	\$ 5,335,409	\$ 173,891	\$ 5,946,564	\$ 17,199,716	\$ 1,933,822	\$ 19,133,538	\$ 10,183
Residential Multi-Family Retrofit	\$ 6,232,488	\$ 637,310	\$ -	\$ 48,405	\$ 6,918,203	\$ 1,265,749	\$ 8,183,952	\$ 1,018
Residential Home Energy Services	\$ 19,838,035	\$ 8,962,866	\$ 227,067	\$ 92,301,672	\$ 121,329,640	\$ 83,048,408	\$ 204,378,047	\$ 6,625
Residential Behavior/Feedback Program	\$ 1,918,091	\$ 414,227	\$ -	\$ -	\$ 2,332,318	\$ -	\$ 2,332,318	\$ 13
<b>2. Residential Products</b>	<b>\$ 94,861,558</b>	<b>\$ 23,220,468</b>	<b>(\$ 224,989)</b>	<b>\$ -</b>	<b>\$ 118,557,038</b>	<b>\$ 5,548,357</b>	<b>\$ 124,105,394</b>	<b>\$ 150</b>
Residential Cooling & Heating Equipment	\$ 6,363,411	\$ 2,358,284	(\$ 224,989)	\$ -	\$ 8,496,706	\$ 348,229	\$ 8,844,935	\$ 1,105
Residential Lighting	\$ 83,088,791	\$ 20,059,040	\$ -	\$ -	\$ 103,147,831	\$ 5,200,128	\$ 108,347,959	\$ 141
Residential Consumer Products	\$ 5,409,356	\$ 1,503,145	\$ -	\$ -	\$ 6,912,500	\$ -	\$ 6,912,500	\$ 135
Low-Income	\$ 17,229,794	\$ 3,803,034	\$ 303,627	\$ 16,477,643	\$ 37,814,098	\$ 13,837,735	\$ 51,651,833	\$ 1,988
<b>4. Low-Income Whole House</b>	<b>\$ 17,229,794</b>	<b>\$ 3,803,034</b>	<b>\$ 303,627</b>	<b>\$ 16,477,643</b>	<b>\$ 37,814,098</b>	<b>\$ 13,837,735</b>	<b>\$ 51,651,833</b>	<b>\$ 1,988</b>
Low-Income New Construction	\$ 424,564	\$ 717,175	\$ 337,470	\$ 77,980	\$ 1,557,188	\$ 736,404	\$ 2,293,591	\$ 8,068
Low-Income Single Family Retrofit	\$ 5,347,448	\$ 1,708,993	\$ 3,956	\$ 16,399,663	\$ 23,460,060	\$ 5,371,442	\$ 28,831,502	\$ 4,207
Low-Income Multi-Family Retrofit	\$ 11,457,783	\$ 1,376,866	(\$ 37,799)	\$ -	\$ 12,796,850	\$ 7,729,890	\$ 20,526,740	\$ 966
Commercial & Industrial	\$ 616,265,290	\$ 167,554,676	#####	\$ -	\$ 697,040,894	\$ 91,416,452	\$ 788,457,346	\$ 67,204
<b>6. C&amp;I New Construction</b>	<b>\$ 182,706,309</b>	<b>\$ 59,858,540</b>	<b>(\$ 6,407,396)</b>	<b>\$ -</b>	<b>\$ 236,157,452</b>	<b>\$ 13,499,386</b>	<b>\$ 249,656,838</b>	<b>\$ 34,415</b>
C&I New Construction	\$ 182,706,309	\$ 59,858,540	(\$ 6,407,396)	\$ -	\$ 236,157,452	\$ 13,499,386	\$ 249,656,838	\$ 34,415
<b>7. C&amp;I Retrofit</b>	<b>\$ 433,558,981</b>	<b>\$ 107,696,136</b>	<b>#####</b>	<b>\$ -</b>	<b>\$ 460,883,442</b>	<b>\$ 77,917,066</b>	<b>\$ 538,800,507</b>	<b>\$ 131,306</b>
C&I Retrofit	\$ 354,732,207	\$ 80,508,422	#####	\$ -	\$ 361,658,699	\$ 57,399,011	\$ 419,057,709	\$ 418,103
C&I Direct Install	\$ 78,826,774	\$ 27,187,714	(\$ 6,789,746)	\$ -	\$ 99,224,743	\$ 20,518,055	\$ 119,742,798	\$ 37,514

Preliminary v Evaluated Variances: (Eval - Prelim) / Prelim	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant
<b>Total Annual Variance</b>	<b>1%</b>	<b>6%</b>	<b>7%</b>	<b>-14%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
Residential	7%	19%	-16%	-16%	-2%	-3%	-2%	-2%
<b>1. Residential Whole House</b>	<b>9%</b>	<b>16%</b>	<b>-8%</b>	<b>-16%</b>	<b>-9%</b>	<b>-3%</b>	<b>-7%</b>	<b>-9%</b>
Residential New Construction & Major Renovation	0%	1%	0%	0%	1%	-57%	-12%	1%
Residential Multi-Family Retrofit	-5%	-2%	0%	0%	-4%	0%	-4%	-4%
Residential Home Energy Services	23%	32%	-13%	-17%	-10%	0%	-6%	-10%
Residential Behavior/Feedback Program	-24%	-26%	0%	0%	-25%	0%	-25%	-25%
<b>2. Residential Products</b>	<b>6%</b>	<b>22%</b>	<b>0%</b>	<b>0%</b>	<b>9%</b>	<b>-10%</b>	<b>8%</b>	<b>9%</b>
Residential Cooling & Heating Equipment	2%	5%	0%	0%	3%	-63%	-4%	3%
Residential Lighting	7%	26%	0%	0%	10%	0%	10%	10%
Residential Consumer Products	0%	0%	0%	0%	0%	0%	0%	0%
Low-Income	4%	13%	0%	0%	3%	9%	5%	3%
<b>4. Low-Income Whole House</b>	<b>4%</b>	<b>13%</b>	<b>0%</b>	<b>0%</b>	<b>3%</b>	<b>9%</b>	<b>5%</b>	<b>3%</b>
Low-Income New Construction	-13%	2%	0%	0%	-3%	1%	-2%	-3%
Low-Income Single Family Retrofit	9%	18%	0%	0%	3%	11%	4%	3%
Low-Income Multi-Family Retrofit	3%	13%	0%	0%	4%	8%	5%	4%
Commercial & Industrial	0%	3%	7%	0%	0%	2%	0%	0%
<b>6. C&amp;I New Construction</b>	<b>1%</b>	<b>-6%</b>	<b>-7%</b>	<b>0%</b>	<b>-1%</b>	<b>2%</b>	<b>-1%</b>	<b>-1%</b>
C&I New Construction	1%	-6%	-7%	0%	-1%	2%	-1%	-1%
<b>7. C&amp;I Retrofit</b>	<b>0%</b>	<b>9%</b>	<b>9%</b>	<b>0%</b>	<b>1%</b>	<b>2%</b>	<b>1%</b>	<b>1%</b>
C&I Retrofit	0%	12%	9%	0%	1%	3%	1%	1%
C&I Direct Install	1%	1%	0%	0%	1%	0%	1%	1%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Planned v Preliminary Benefits (2013\$): Plan-Year Analysis**

Benefits Table 1

Date of Filing	June 23, 2014								
Distribution Company	Electric								
Program Administrator	NU (Combined)								
Year	2013								
	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant	
Planned	\$ 752,210,922	\$ 203,047,774	\$ (117,419,008)	\$ 94,119,188	\$ 171,835,810	\$ 931,958,876	\$ 1,103,794,686	\$ 1,146	
Residential	\$ 87,458,216	\$ 24,351,141	\$ 396,466	\$ 81,850,253	\$ 84,577,061	\$ 194,056,075	\$ 278,633,136	\$ 246	
<b>1. Residential Whole House</b>	<b>\$ 25,157,291</b>	<b>\$ 8,464,372</b>	<b>\$ 563,980</b>	<b>\$ 81,850,253</b>	<b>\$ 79,630,016</b>	<b>\$ 116,035,895</b>	<b>\$ 195,665,911</b>	<b>\$ 584</b>	
Residential New Construction & Major Renovation	\$ 2,223,243	\$ 1,257,268	\$ 343,221	\$ 2,386,451	\$ 3,536,128	\$ 6,210,183	\$ 9,746,311	\$ 4,072	
Residential Multi-Family Retrofit	\$ 6,227,773	\$ 561,790	\$ -	\$ 133,399	\$ 2,882,915	\$ 6,922,963	\$ 9,805,878	\$ 578	
Residential Home Energy Services	\$ 13,629,095	\$ 5,988,013	\$ 220,759	\$ 79,330,402	\$ 73,210,973	\$ 99,168,269	\$ 172,379,242	\$ 4,407	
Residential Behavior/Feedback Program	\$ 3,077,180	\$ 657,300	\$ -	\$ -	\$ -	\$ 3,734,480	\$ 3,734,480	\$ 23	
<b>2. Residential Products</b>	<b>\$ 62,300,925</b>	<b>\$ 15,886,769</b>	<b>\$ (167,514)</b>	<b>\$ -</b>	<b>\$ 4,947,045</b>	<b>\$ 78,020,180</b>	<b>\$ 82,967,225</b>	<b>\$ 132</b>	
Residential Cooling & Heating Equipment	\$ 4,304,015	\$ 4,435,743	\$ (167,514)	\$ -	\$ 798,278	\$ 8,572,244	\$ 9,370,522	\$ 1,612	
Residential Lighting	\$ 52,571,487	\$ 10,208,790	\$ -	\$ -	\$ 4,148,767	\$ 62,780,278	\$ 66,929,045	\$ 116	
Residential Consumer Products	\$ 5,425,423	\$ 1,242,236	\$ -	\$ -	\$ -	\$ 6,667,658	\$ 6,667,658	\$ 146	
Low-Income	\$ 13,943,494	\$ 3,311,382	\$ 880,526	\$ 12,268,935	\$ 20,721,396	\$ 30,404,338	\$ 51,125,733	\$ 1,997	
<b>4. Low-Income Whole House</b>	<b>\$ 13,943,494</b>	<b>\$ 3,311,382</b>	<b>\$ 880,526</b>	<b>\$ 12,268,935</b>	<b>\$ 20,721,396</b>	<b>\$ 30,404,338</b>	<b>\$ 51,125,733</b>	<b>\$ 1,997</b>	
Low-Income New Construction	\$ 617,278	\$ 155,360	\$ 154,122	\$ -	\$ 4,080,304	\$ 5,886,994	\$ 5,886,994	\$ 2,537	
Low-Income Single Family Retrofit	\$ 5,541,081	\$ 1,237,589	\$ 1,293	\$ 11,877,143	\$ 6,548,967	\$ 18,657,106	\$ 25,206,073	\$ 3,546	
Low-Income Multi-Family Retrofit	\$ 7,785,134	\$ 1,918,433	\$ -	\$ -	\$ 10,092,125	\$ 9,941,238	\$ 20,033,363	\$ 1,075	
Commercial & Industrial	\$ 650,809,212	\$ 175,385,251	\$ (118,696,000)	\$ -	\$ 66,537,354	\$ 707,498,463	\$ 774,035,817	\$ 87,238	
<b>6. C&amp;I New Construction</b>	<b>\$ 155,416,368</b>	<b>\$ 45,723,898</b>	<b>\$ (1,840,429)</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 199,299,836</b>	<b>\$ 199,299,836</b>	<b>\$ 104,236</b>	
C&I New Construction	\$ 155,416,368	\$ 45,723,898	\$ (1,840,429)	\$ -	\$ -	\$ 199,299,836	\$ 199,299,836	\$ 104,236	
<b>7. C&amp;I Retrofit</b>	<b>\$ 495,392,844</b>	<b>\$ 129,661,354</b>	<b>\$ (116,855,571)</b>	<b>\$ -</b>	<b>\$ 66,537,354</b>	<b>\$ 508,198,627</b>	<b>\$ 574,735,980</b>	<b>\$ 81,994</b>	
C&I Retrofit	\$ 400,263,043	\$ 96,547,943	\$ (109,356,773)	\$ -	\$ 41,933,098	\$ 387,454,213	\$ 429,387,311	\$ 235,678	
C&I Direct Install	\$ 95,129,801	\$ 33,113,411	\$ (7,498,798)	\$ -	\$ 24,604,256	\$ 24,604,414	\$ 145,348,670	\$ 26,514	
Preliminary	\$ 751,143,140	\$ 198,461,803	\$ (80,391,043)	\$ 133,592,208	\$ 197,145,839	\$ 1,002,806,108	\$ 1,199,951,947	\$ 973	
Residential	\$ 120,271,574	\$ 32,915,703	\$ 210,036	\$ 117,114,565	\$ 94,996,194	\$ 270,511,879	\$ 365,508,072	\$ 270	
<b>1. Residential Whole House</b>	<b>\$ 30,918,353</b>	<b>\$ 13,280,701</b>	<b>\$ 435,025</b>	<b>\$ 117,114,565</b>	<b>\$ 88,858,818</b>	<b>\$ 161,748,644</b>	<b>\$ 250,607,462</b>	<b>\$ 768</b>	
Residential New Construction & Major Renovation	\$ 5,730,601	\$ 5,258,166	\$ 173,891	\$ 5,946,564	\$ 4,544,661	\$ 17,109,222	\$ 21,653,883	\$ 10,130	
Residential Multi-Family Retrofit	\$ 6,541,384	\$ 653,460	\$ -	\$ 48,405	\$ 1,265,749	\$ 7,243,249	\$ 8,508,998	\$ 1,066	
Residential Home Energy Services	\$ 16,113,355	\$ 6,812,709	\$ 261,134	\$ -	\$ 83,048,408	\$ 134,306,794	\$ 217,355,201	\$ 7,334	
Residential Behavior/Feedback Program	\$ 2,533,013	\$ 556,366	\$ -	\$ -	\$ -	\$ 3,089,379	\$ 3,089,379	\$ 17	
<b>2. Residential Products</b>	<b>\$ 89,353,221</b>	<b>\$ 19,635,003</b>	<b>\$ (224,989)</b>	<b>\$ -</b>	<b>\$ 6,137,376</b>	<b>\$ 108,763,235</b>	<b>\$ 114,900,611</b>	<b>\$ 138</b>	
Residential Cooling & Heating Equipment	\$ 6,267,912	\$ 2,236,902	\$ (224,989)	\$ -	\$ 937,248	\$ 8,279,825	\$ 9,217,073	\$ 1,076	
Residential Lighting	\$ 77,675,953	\$ 15,894,957	\$ -	\$ -	\$ 5,200,128	\$ 93,570,910	\$ 98,771,037	\$ 128	
Residential Consumer Products	\$ 5,409,356	\$ 1,503,145	\$ -	\$ -	\$ -	\$ 6,912,500	\$ 6,912,500	\$ 135	
Low-Income	\$ 16,542,286	\$ 3,363,921	\$ 303,627	\$ 16,477,643	\$ 12,703,889	\$ 36,687,476	\$ 49,391,365	\$ 1,929	
<b>4. Low-Income Whole House</b>	<b>\$ 16,542,286</b>	<b>\$ 3,363,921</b>	<b>\$ 303,627</b>	<b>\$ 16,477,643</b>	<b>\$ 12,703,889</b>	<b>\$ 36,687,476</b>	<b>\$ 49,391,365</b>	<b>\$ 1,929</b>	
Low-Income New Construction	\$ 490,752	\$ 700,066	\$ 337,470	\$ 77,980	\$ 732,333	\$ 1,606,268	\$ 2,338,601	\$ 8,323	
Low-Income Single Family Retrofit	\$ 4,903,646	\$ 1,449,970	\$ 3,956	\$ 16,399,663	\$ 4,835,975	\$ 22,757,236	\$ 27,593,210	\$ 4,081	
Low-Income Multi-Family Retrofit	\$ 11,147,887	\$ 1,213,884	\$ (37,799)	\$ -	\$ 7,135,581	\$ 12,323,972	\$ 19,459,554	\$ 930	
Commercial & Industrial	\$ 614,329,280	\$ 162,182,179	\$ (80,904,706)	\$ -	\$ 89,445,756	\$ 695,606,753	\$ 785,052,509	\$ 67,066	
<b>6. C&amp;I New Construction</b>	<b>\$ 181,106,534</b>	<b>\$ 63,561,261</b>	<b>\$ (6,857,051)</b>	<b>\$ -</b>	<b>\$ 13,247,680</b>	<b>\$ 237,810,745</b>	<b>\$ 251,058,425</b>	<b>\$ 34,656</b>	
C&I New Construction	\$ 181,106,534	\$ 63,561,261	\$ (6,857,051)	\$ -	\$ 13,247,680	\$ 237,810,745	\$ 251,058,425	\$ 34,656	
<b>7. C&amp;I Retrofit</b>	<b>\$ 433,222,746</b>	<b>\$ 98,620,918</b>	<b>\$ (74,047,655)</b>	<b>\$ -</b>	<b>\$ 76,198,076</b>	<b>\$ 457,796,008</b>	<b>\$ 533,994,085</b>	<b>\$ 130,426</b>	
C&I Retrofit	\$ 354,951,594	\$ 71,687,735	\$ (67,257,910)	\$ -	\$ 55,680,021	\$ 359,381,419	\$ 415,061,440	\$ 415,470	
C&I Direct Install	\$ 78,271,152	\$ 26,933,183	\$ (6,789,746)	\$ -	\$ 20,518,055	\$ 98,414,589	\$ 118,932,644	\$ 37,208	

Planned v Preliminary Variances: (Prelim - Plan) / Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant	
<b>Total Annual Variance</b>	<b>0%</b>	<b>-2%</b>	<b>-32%</b>	<b>42%</b>	<b>15%</b>	<b>8%</b>	<b>9%</b>	<b>-15%</b>	
<b>Residential</b>	<b>38%</b>	<b>35%</b>	<b>-47%</b>	<b>43%</b>	<b>12%</b>	<b>3%</b>	<b>31%</b>	<b>10%</b>	
<b>1. Residential Whole House</b>	<b>23%</b>	<b>57%</b>	<b>-23%</b>	<b>43%</b>	<b>12%</b>	<b>3%</b>	<b>28%</b>	<b>31%</b>	
Residential New Construction & Major Renovation	158%	318%	-49%	149%	29%	176%	122%	149%	
Residential Multi-Family Retrofit	5%	16%	0%	-64%	-56%	5%	-13%	85%	
Residential Home Energy Services	18%	14%	18%	40%	13%	35%	26%	66%	
Residential Behavior/Feedback Program	-18%	-15%	0%	0%	0%	-17%	-17%	-27%	
<b>2. Residential Products</b>	<b>43%</b>	<b>24%</b>	<b>34%</b>	<b>0%</b>	<b>24%</b>	<b>3%</b>	<b>38%</b>	<b>4%</b>	
Residential Cooling & Heating Equipment	46%	-50%	34%	0%	17%	-3%	-2%	-33%	
Residential Lighting	48%	56%	0%	0%	25%	49%	48%	10%	
Residential Consumer Products	0%	21%	0%	0%	0%	4%	4%	-7%	
Low-Income	<b>19%</b>	<b>2%</b>	<b>-66%</b>	<b>34%</b>	<b>-3%</b>	<b>21%</b>	<b>-3%</b>	<b>-3%</b>	
<b>4. Low-Income Whole House</b>	<b>19%</b>	<b>2%</b>	<b>-66%</b>	<b>34%</b>	<b>-3%</b>	<b>21%</b>	<b>-3%</b>	<b>-3%</b>	
Low-Income New Construction	-20%	351%	-62%	-49%	-82%	-11%	-60%	228%	
Low-Income Single Family Retrofit	-12%	17%	206%	38%	-26%	22%	9%	15%	
Low-Income Multi-Family Retrofit	43%	-37%	0%	-100%	-29%	24%	-3%	-13%	
Commercial & Industrial	<b>-6%</b>	<b>-8%</b>	<b>-32%</b>	<b>0%</b>	<b>34%</b>	<b>-2%</b>	<b>1%</b>	<b>-23%</b>	
<b>6. C&amp;I New Construction</b>	<b>17%</b>	<b>3%</b>	<b>27%</b>	<b>0%</b>	<b>0%</b>	<b>1%</b>	<b>26%</b>	<b>-67%</b>	
C&I New Construction	17%	3%	27%	0%	0%	1%	26%	-67%	
<b>7. C&amp;I Retrofit</b>	<b>-13%</b>	<b>-24%</b>	<b>-37%</b>	<b>0%</b>	<b>15%</b>	<b>-10%</b>	<b>-7%</b>	<b>59%</b>	
C&I Retrofit	-11%	-26%	-38%	0%	33%	-7%	-3%	76%	
C&I Direct Install	-18%	-19%	-9%	0%	-17%	-18%	-18%	40%	

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Benefits for the Three-Year Term (2013\$)

Benefits Table 4

Date of Filing	June 23, 2014									
Distribution Company	Electric									
Program Administrator	NU (Combined)									
	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Sum of Resource Benefits per Participant		
<b>2013</b>										
Planned	\$ 752,210,922	\$ 203,047,774	\$ (117,419,008)	\$ 94,119,188	\$ 931,958,876	\$ 171,835,810	\$ 1,103,794,686	\$ 1,146		
Residential	\$ 87,458,216	\$ 24,351,141	\$ 396,466	\$ 81,850,253	\$ 194,056,075	\$ 84,577,061	\$ 278,633,136	\$ 246		
1. Residential Whole House	\$ 25,157,291	\$ 8,464,372	\$ 563,980	\$ 81,850,253	\$ 116,035,895	\$ 79,630,016	\$ 195,665,911	\$ 584		
Residential New Construction & Major Renovation	\$ 2,223,243	\$ 1,257,268	\$ 343,221	\$ 2,386,451	\$ 6,210,183	\$ 3,536,128	\$ 9,746,311	\$ 4,072		
Residential Multi-Family Retrofit	\$ 6,227,773	\$ 561,790	\$ -	\$ 133,399	\$ 6,922,963	\$ 2,882,915	\$ 9,805,878	\$ 578		
Residential Home Energy Services	\$ 13,629,095	\$ 5,988,013	\$ 220,759	\$ 79,330,402	\$ 99,168,269	\$ 73,210,973	\$ 172,379,242	\$ 4,407		
Residential Behavior/Feedback Program	\$ 3,077,180	\$ 657,300	\$ -	\$ -	\$ 3,734,480	\$ -	\$ 3,734,480	\$ 23		
2. Residential Products	\$ 62,300,925	\$ 15,886,769	\$ (167,514)	\$ -	\$ 78,020,180	\$ 4,947,045	\$ 82,967,225	\$ 132		
Residential Cooling & Heating Equipment	\$ 4,304,015	\$ 4,435,743	\$ (167,514)	\$ -	\$ 8,572,244	\$ 798,278	\$ 9,370,522	\$ 1,612		
Residential Lighting	\$ 52,571,487	\$ 10,208,790	\$ -	\$ -	\$ 62,780,278	\$ 4,148,767	\$ 66,929,045	\$ 116		
Residential Consumer Products	\$ 5,425,423	\$ 1,242,236	\$ -	\$ -	\$ 6,667,658	\$ -	\$ 6,667,658	\$ 146		
Low-Income	\$ 13,943,494	\$ 3,311,382	\$ 880,526	\$ 12,268,935	\$ 30,404,338	\$ 20,721,396	\$ 51,125,733	\$ 1,997		
4. Low-Income Whole House	\$ 13,943,494	\$ 3,311,382	\$ 880,526	\$ 12,268,935	\$ 30,404,338	\$ 20,721,396	\$ 51,125,733	\$ 1,997		
Low-Income New Construction	\$ 617,278	\$ 155,360	\$ 879,234	\$ 154,122	\$ 1,805,994	\$ 4,080,304	\$ 5,886,298	\$ 2,537		
Low-Income Single Family Retrofit	\$ 5,541,081	\$ 1,237,589	\$ 1,293	\$ 11,877,143	\$ 18,657,106	\$ 6,548,967	\$ 25,206,073	\$ 3,546		
Low-Income Multi-Family Retrofit	\$ 7,785,134	\$ 1,918,433	\$ -	\$ 237,671	\$ 9,941,238	\$ 10,092,125	\$ 20,033,363	\$ 1,075		
Commercial & Industrial	\$ 650,809,212	\$ 175,385,251	\$ (118,696,000)	\$ -	\$ 707,498,463	\$ 66,537,354	\$ 774,035,817	\$ 87,238		
6. C&I New Construction	\$ 155,416,368	\$ 45,723,898	\$ (1,840,429)	\$ -	\$ 199,299,836	\$ -	\$ 199,299,836	\$ 104,236		
C&I New Construction	\$ 155,416,368	\$ 45,723,898	\$ (1,840,429)	\$ -	\$ 199,299,836	\$ -	\$ 199,299,836	\$ 104,236		
7. C&I Retrofit	\$ 495,392,844	\$ 129,661,354	\$ (116,855,571)	\$ -	\$ 508,198,627	\$ 66,537,354	\$ 574,735,980	\$ 81,994		
C&I Retrofit	\$ 400,263,043	\$ 96,547,943	\$ (109,356,773)	\$ -	\$ 387,454,213	\$ 41,933,098	\$ 429,387,311	\$ 235,678		
C&I Direct Install	\$ 95,129,801	\$ 33,113,411	\$ (7,498,798)	\$ -	\$ 120,744,414	\$ 24,604,256	\$ 145,348,670	\$ 26,514		
Evaluated	\$ 762,089,107	\$ 210,627,992	\$ (86,299,476)	\$ 114,774,284	\$ 1,001,191,907	\$ 197,050,522	\$ 1,198,242,429	\$ 972		
Residential	\$ 128,594,023	\$ 39,270,282	\$ 175,669	\$ 98,296,641	\$ 266,336,915	\$ 91,796,335	\$ 358,133,250	\$ 266		
1. Residential Whole House	\$ 33,732,465	\$ 15,349,813	\$ 400,958	\$ 98,296,641	\$ 147,779,877	\$ 86,247,978	\$ 234,027,855	\$ 701		
Residential New Construction & Major Renovation	\$ 5,743,852	\$ 5,335,409	\$ 173,891	\$ 5,946,564	\$ 17,199,716	\$ 1,933,822	\$ 19,133,538	\$ 10,183		
Residential Multi-Family Retrofit	\$ 6,232,488	\$ 637,310	\$ -	\$ 48,405	\$ 6,918,203	\$ 1,265,749	\$ 8,183,952	\$ 1,018		
Residential Home Energy Services	\$ 19,838,035	\$ 8,962,866	\$ 227,067	\$ 92,301,672	\$ 121,329,640	\$ 83,048,408	\$ 204,378,047	\$ 6,625		
Residential Behavior/Feedback Program	\$ 1,918,091	\$ 414,227	\$ -	\$ -	\$ 2,332,318	\$ -	\$ 2,332,318	\$ 13		
2. Residential Products	\$ 94,861,558	\$ 23,920,468	\$ (224,989)	\$ -	\$ 118,557,038	\$ 5,548,357	\$ 124,105,394	\$ 150		
Residential Cooling & Heating Equipment	\$ 6,363,411	\$ 2,358,284	\$ (224,989)	\$ -	\$ 8,496,706	\$ 348,229	\$ 8,844,935	\$ 1,105		
Residential Lighting	\$ 83,088,791	\$ 20,059,040	\$ -	\$ -	\$ 103,147,831	\$ 5,200,128	\$ 108,347,959	\$ 141		
Residential Consumer Products	\$ 5,409,356	\$ 1,503,145	\$ -	\$ -	\$ 6,912,500	\$ -	\$ 6,912,500	\$ 135		
Low-Income	\$ 17,229,794	\$ 3,803,034	\$ 303,627	\$ 16,477,643	\$ 37,814,098	\$ 13,837,735	\$ 51,651,833	\$ 1,988		
4. Low-Income Whole House	\$ 17,229,794	\$ 3,803,034	\$ 303,627	\$ 16,477,643	\$ 37,814,098	\$ 13,837,735	\$ 51,651,833	\$ 1,988		
Low-Income New Construction	\$ 424,564	\$ 717,175	\$ 337,470	\$ 77,980	\$ 1,557,188	\$ 736,404	\$ 2,293,591	\$ 8,068		
Low-Income Single Family Retrofit	\$ 5,347,448	\$ 1,708,993	\$ 3,956	\$ 16,399,663	\$ 23,460,060	\$ 5,371,442	\$ 28,831,502	\$ 4,207		
Low-Income Multi-Family Retrofit	\$ 11,457,783	\$ 1,376,866	\$ (37,799)	\$ -	\$ 12,796,850	\$ 7,729,890	\$ 20,526,740	\$ 966		
Commercial & Industrial	\$ 616,265,290	\$ 167,554,676	\$ (86,779,071)	\$ -	\$ 697,040,894	\$ 91,416,452	\$ 788,457,346	\$ 67,204		
6. C&I New Construction	\$ 182,706,309	\$ 59,858,540	\$ (6,407,396)	\$ -	\$ 236,157,452	\$ 13,499,386	\$ 249,656,838	\$ 34,415		
C&I New Construction	\$ 182,706,309	\$ 59,858,540	\$ (6,407,396)	\$ -	\$ 236,157,452	\$ 13,499,386	\$ 249,656,838	\$ 34,415		
7. C&I Retrofit	\$ 433,558,981	\$ 107,696,136	\$ (80,371,675)	\$ -	\$ 460,883,442	\$ 77,917,066	\$ 538,800,507	\$ 131,306		
C&I Retrofit	\$ 354,732,207	\$ 80,508,422	\$ (73,581,929)	\$ -	\$ 361,658,699	\$ 57,399,011	\$ 419,057,709	\$ 418,103		
C&I Direct Install	\$ 78,826,774	\$ 27,187,714	\$ (6,789,746)	\$ -	\$ 99,224,743	\$ 20,518,055	\$ 119,742,798	\$ 37,514		
<b>2014</b>										
Planned	\$ 689,032,603	\$ 200,265,869	\$ (115,521,155)	\$ 104,362,461	\$ 878,139,779	\$ 221,045,325	\$ 1,099,185,104	\$ 989		
Residential	\$ 85,498,800	\$ 26,075,233	\$ 1,007,134	\$ 89,701,557	\$ 202,282,723	\$ 93,767,972	\$ 296,050,695	\$ 234		
1. Residential Whole House	\$ 25,265,420	\$ 9,274,534	\$ 1,216,879	\$ 89,701,557	\$ 125,458,389	\$ 88,466,660	\$ 213,925,050	\$ 606		
Residential New Construction & Major Renovation	\$ 2,007,224	\$ 1,168,585	\$ 528,138	\$ 1,812,186	\$ 5,516,134	\$ 5,121,256	\$ 10,637,389	\$ 2,759		
Residential Multi-Family Retrofit	\$ 6,338,310	\$ 648,019	\$ -	\$ 134,057	\$ 7,120,387	\$ 3,040,550	\$ 10,160,937	\$ 566		
Residential Home Energy Services	\$ 13,895,553	\$ 7,094,556	\$ 688,740	\$ 87,755,313	\$ 109,434,162	\$ 80,304,854	\$ 189,739,017	\$ 4,433		
Residential Behavior/Feedback Program	\$ 3,024,332	\$ 363,374	\$ -	\$ -	\$ 3,387,706	\$ -	\$ 3,387,706	\$ 20		
2. Residential Products	\$ 60,233,380	\$ 16,800,698	\$ (209,744)	\$ -	\$ 76,824,334	\$ 5,301,311	\$ 82,125,645	\$ 117		
Residential Cooling & Heating Equipment	\$ 3,926,468	\$ 4,536,508	\$ (209,744)	\$ -	\$ 8,253,232	\$ 776,801	\$ 9,030,032	\$ 1,543		
Residential Lighting	\$ 50,621,396	\$ 10,777,953	\$ -	\$ -	\$ 61,399,349	\$ 4,524,511	\$ 65,923,860	\$ 103		
Residential Consumer Products	\$ 5,685,516	\$ 1,486,237	\$ -	\$ -	\$ 7,171,753	\$ -	\$ 7,171,753	\$ 130		
Low-Income	\$ 12,481,340	\$ 3,252,931	\$ 944,543	\$ 14,524,492	\$ 31,203,306	\$ 21,343,896	\$ 52,547,201	\$ 2,125		
4. Low-Income Whole House	\$ 12,481,340	\$ 3,252,931	\$ 944,543	\$ 14,524,492	\$ 31,203,306	\$ 21,343,896	\$ 52,547,201	\$ 2,125		
Low-Income New Construction	\$ 523,625	\$ 147,890	\$ 942,303	\$ 125,361	\$ 1,739,179	\$ 4,388,989	\$ 6,128,168	\$ 2,250		
Low-Income Single Family Retrofit	\$ 4,798,962	\$ 1,219,817	\$ 2,239	\$ 14,180,580	\$ 20,201,598	\$ 6,542,241	\$ 26,743,839	\$ 3,840		
Low-Income Multi-Family Retrofit	\$ 7,158,753	\$ 1,885,224	\$ -	\$ 218,551	\$ 9,262,529	\$ 10,412,666	\$ 19,675,195	\$ 1,071		
Commercial & Industrial	\$ 591,052,463	\$ 170,937,705	\$ (117,472,832)	\$ 136,413	\$ 644,653,750	\$ 105,933,458	\$ 750,587,208	\$ 78,751		
6. C&I New Construction	\$ 121,007,280	\$ 38,796,615	\$ (2,276,806)	\$ 136,413	\$ 157,663,502	\$ -	\$ 157,663,502	\$ 109,413		
C&I New Construction	\$ 121,007,280	\$ 38,796,615	\$ (2,276,806)	\$ 136,413	\$ 157,663,502	\$ -	\$ 157,663,502	\$ 109,413		
7. C&I Retrofit	\$ 470,045,183	\$ 132,141,090	\$ (115,196,026)	\$ -	\$ 486,990,248	\$ 105,933,458	\$ 592,923,706	\$ 72,200		
C&I Retrofit	\$ 372,637,191	\$ 95,947,813	\$ (104,556,444)	\$ -	\$ 364,028,561	\$ 78,868,253	\$ 442,896,814	\$ 202,351		
C&I Direct Install	\$ 97,407,992	\$ 36,193,276	\$ (10,639,582)	\$ -	\$ 122,961,687	\$ 27,065,205	\$ 150,026,892	\$ 24,861		
<b>2015</b>										
Planned	\$ 714,053,770	\$ 209,968,030	\$ (121,045,317)	\$ 113,623,785	\$ 916,600,268	\$ 203,054,716	\$ 1,119,654,984	\$ 999		
Residential	\$ 87,813,205	\$ 28,505,187	\$ 1,009,760	\$ 97,981,112	\$ 215,309,264	\$ 102,218,142	\$ 317,527,407	\$ 241		
1. Residential Whole House	\$ 26,398,015	\$ 9,738,625	\$ 1,211,989	\$ 97,981,112	\$ 135,329,741	\$ 96,626,925	\$ 231,956,666	\$ 633		
Residential New Construction & Major Renovation	\$ 1,896,087	\$ 1,010,321	\$ 496,941	\$ 1,529,297	\$ 4,932,646	\$ 6,500,135	\$ 11,432,781	\$ 2,044		
Residential Multi-Family Retrofit	\$ 6,435,950	\$ 797,690	\$ -	\$ 140,696	\$ 7,374,337	\$ 3,195,162	\$ 10,569,499	\$ 562		
Residential Home Energy Services	\$ 14,831,031	\$ 7,529,289	\$ 715,048	\$ 96,311,118	\$ 119,386,487	\$ 86,931,628	\$ 206,318,115	\$ 4,478		
Residential Behavior/Feedback Program	\$ 3,234,947	\$ 401,325	\$ -	\$ -	\$ 3,636,271	\$ -	\$ 3,636,271	\$ 21		
2. Residential Products	\$ 61,415,190	\$ 18,766,562	\$ (202,228)	\$ -	\$ 79,979,523	\$ 5,591,218	\$ 85,570,741	\$ 117		
Residential Cooling & Heating Equipment	\$ 3,688,288	\$ 5,013,498	\$ (202,228)	\$ -	\$ 8,499,558	\$ 804,448	\$ 9,304,006	\$ 1,525		
Residential Lighting	\$ 52,111,321	\$ 12,109,792	\$ -	\$ -	\$ 64,221,113	\$ 4,786,770	\$ 69,007,883	\$ 103		
Residential Consumer Products	\$ 5,615,581	\$ 1,643,271	\$ -	\$ -	\$ 7,258,852	\$ -	\$ 7,258,852	\$ 142		
Low-Income	\$ 11,893,929	\$ 3,466,745	\$ 740,358	\$ 14,928,243	\$ 31,029,275	\$ 20,706,446	\$ 51,735,721	\$ 2,202		
4. Low-Income Whole House	\$ 11,893,929	\$ 3,466,745	\$ 740,358	\$ 14,928,243	\$ 31,029,275	\$ 20,706,446	\$ 51,735,721	\$ 2,202		
Low-Income New Construction	\$ 485,211	\$ 131,870	\$ 738,470	\$ 101,914	\$ 1,457,465	\$ 4,960,504	\$ 6,417,968	\$ 1,651		
Low-Income Single Family Retrofit	\$ 4,593,387	\$ 1,939,713	\$ 1,888	\$ 14,464,527	\$ 20,999,515	\$ 6,499,776	\$ 27,499,291	\$ 3,992		
Low-Income Multi-Family Retrofit	\$ 6,815,331	\$ 1,395,161	\$ -	\$ 361,802	\$ 8,572,294	\$ 9,246,167	\$ 17,818,461	\$ 1,078		
Commercial & Industrial	\$ 614,346,636	\$ 177,996,098	\$ (122,795,436)	\$ 714,430	\$ 670,261,729	\$ 80,130,127	\$ 750,391,857	\$ 81,679		
6. C&I New Construction	\$ 135,595,094	\$ 39,863,414	\$ (2,040,810)	\$ 714,430	\$ 174,132,128	\$ -	\$ 174,132,128	\$ 152,882		
C&I New Construction	\$ 135,595,094	\$ 39,863,414	\$ (2,040,810)	\$ 7						

**Benefits for the Three-Year Term (2013\$)**

Benefits Table 4

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)

Benefits for the Three-Year Term (2013\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Total Energy Benefits	Sum of Total Capacity Benefits	Sum of Total Gas Benefits	Sum of Total Other Resource Benefits	Sum of Total Resource Benefits	Sum of Total Non Resource Benefits	Sum of Total Benefits	Average Resource Benefit per Participant
<b>Total</b>	\$ 2,165,175,480	\$ 620,861,890	\$ (322,865,947)	\$ 332,760,531	\$ 2,795,931,954	\$ 621,150,563	\$ 3,417,082,517	\$ -
<b>Residential</b>	\$ 301,906,028	\$ 93,850,701	\$ 2,192,864	\$ 285,979,309	\$ 683,928,902	\$ 287,782,449	\$ 971,711,351	\$ -
<b>1. Residential Whole House</b>	\$ 85,395,900	\$ 34,362,973	\$ 2,829,825	\$ 285,979,309	\$ 408,568,007	\$ 271,341,563	\$ 679,909,570	\$ -
Residential New Construction & Major Renovation	\$ 9,647,163	\$ 7,514,315	\$ 1,198,970	\$ 9,288,047	\$ 27,648,495	\$ 13,555,212	\$ 41,203,708	\$ -
Residential Multi-Family Retrofit	\$ 19,006,749	\$ 2,083,020	\$ -	\$ 323,159	\$ 21,412,927	\$ 7,501,461	\$ 28,914,388	\$ -
Residential Home Energy Services	\$ 48,564,619	\$ 23,586,712	\$ 1,630,855	\$ 276,368,103	\$ 350,150,289	\$ 250,284,890	\$ 600,435,179	\$ -
Residential Behavior/Feedback Program	\$ 8,177,370	\$ 1,178,926	\$ -	\$ -	\$ 9,356,296	\$ -	\$ 9,356,296	\$ -
<b>2. Residential Products</b>	\$ 216,510,128	\$ 59,487,728	\$ (636,961)	\$ -	\$ 275,360,895	\$ 16,440,886	\$ 291,801,781	\$ -
Residential Cooling & Heating Equipment	\$ 13,978,167	\$ 11,908,290	\$ (636,961)	\$ -	\$ 25,249,496	\$ 1,929,478	\$ 27,178,974	\$ -
Residential Lighting	\$ 185,821,509	\$ 42,946,785	\$ -	\$ -	\$ 228,768,294	\$ 14,511,408	\$ 243,279,702	\$ -
Residential Consumer Products	\$ 16,710,452	\$ 4,632,653	\$ -	\$ -	\$ 21,343,105	\$ -	\$ 21,343,105	\$ -
<b>Low-Income</b>	\$ 41,605,063	\$ 10,522,710	\$ 1,988,528	\$ 45,930,378	\$ 100,046,679	\$ 55,888,077	\$ 155,934,755	\$ -
<b>4. Low-Income Whole House</b>	\$ 41,605,063	\$ 10,522,710	\$ 1,988,528	\$ 45,930,378	\$ 100,046,679	\$ 55,888,077	\$ 155,934,755	\$ -
Low-Income New Construction	\$ 1,433,400	\$ 996,934	\$ 2,018,243	\$ 305,255	\$ 4,753,832	\$ 10,085,896	\$ 14,839,728	\$ -
Low-Income Single Family Retrofit	\$ 14,739,796	\$ 4,868,524	\$ 8,083	\$ 45,044,770	\$ 64,661,173	\$ 18,413,459	\$ 83,074,632	\$ -
Low-Income Multi-Family Retrofit	\$ 25,431,867	\$ 4,657,252	\$ (37,799)	\$ 580,353	\$ 30,631,674	\$ 27,388,722	\$ 58,020,396	\$ -
<b>Commercial &amp; Industrial</b>	\$ 1,821,664,389	\$ 516,488,479	\$ (327,047,339)	\$ 850,843	\$ 2,011,956,373	\$ 277,480,037	\$ 2,289,436,410	\$ -
<b>6. C&amp;I New Construction</b>	\$ 439,308,683	\$ 138,518,569	\$ (10,725,012)	\$ 850,843	\$ 567,953,083	\$ 13,499,386	\$ 581,452,469	\$ -
C&I New Construction	\$ 439,308,683	\$ 138,518,569	\$ (10,725,012)	\$ 850,843	\$ 567,953,083	\$ 13,499,386	\$ 581,452,469	\$ -
<b>7. C&amp;I Retrofit</b>	\$ 1,382,355,706	\$ 377,969,910	\$ (316,322,326)	\$ -	\$ 1,444,003,290	\$ 263,980,651	\$ 1,707,983,941	\$ -
C&I Retrofit	\$ 1,102,626,674	\$ 273,161,609	\$ (288,570,337)	\$ -	\$ 1,087,217,947	\$ 187,044,662	\$ 1,274,262,610	\$ -
C&I Direct Install	\$ 279,729,031	\$ 104,808,301	\$ (27,751,990)	\$ -	\$ 356,785,343	\$ 76,935,989	\$ 433,721,332	\$ -

**Significant Total Benefits Variances (2013\$): Planned v Preliminary**

Benefits Table 5

Date of Filing	June 23, 2014
Distribution Company	Electric
Program Administrator	NU (Combined)

Sum of Total Benefits

	Planned			Planned Total		Preliminary	
	2013	2014	2015		2013		
Residential	\$ 278,633,136	\$ 296,050,695	\$ 317,527,407	\$ 892,211,238	\$ 365,508,072		
1. Residential Whole House	\$ 195,665,911	\$ 213,925,050	\$ 231,956,666	\$ 641,547,626	\$ 250,607,462		
Residential New Construction & Major Renovation	\$ 9,746,311	\$ 10,637,389	\$ 11,432,781	\$ 31,816,481	\$ 21,653,883		
Residential Multi-Family Retrofit	\$ 9,805,878	\$ 10,160,937	\$ 10,569,499	\$ 30,536,314	\$ 8,508,998		
Residential Home Energy Services	\$ 172,379,242	\$ 189,739,017	\$ 206,318,115	\$ 568,436,373	\$ 217,355,201		
Residential Behavior/Feedback Program	\$ 3,734,480	\$ 3,387,706	\$ 3,636,271	\$ 10,758,458	\$ 3,089,379		
2. Residential Products	\$ 82,967,225	\$ 82,125,645	\$ 85,570,741	\$ 250,663,612	\$ 114,900,611		
Residential Cooling & Heating Equipment	\$ 9,370,522	\$ 9,030,032	\$ 9,304,006	\$ 27,704,561	\$ 9,217,073		
Residential Lighting	\$ 66,929,045	\$ 65,923,860	\$ 69,007,883	\$ 201,860,788	\$ 98,771,037		
Residential Consumer Products	\$ 6,667,658	\$ 7,171,753	\$ 7,258,852	\$ 21,098,264	\$ 6,912,500		
Low-Income	\$ 51,125,733	\$ 52,547,201	\$ 51,735,721	\$ 155,408,655	\$ 49,391,365		
4. Low-Income Whole House	\$ 51,125,733	\$ 52,547,201	\$ 51,735,721	\$ 155,408,655	\$ 49,391,365		
Low-Income New Construction	\$ 5,886,298	\$ 6,128,168	\$ 6,417,968	\$ 18,432,434	\$ 2,338,601		
Low-Income Single Family Retrofit	\$ 25,206,073	\$ 26,743,839	\$ 27,499,291	\$ 79,449,203	\$ 27,593,210		
Low-Income Multi-Family Retrofit	\$ 20,033,363	\$ 19,675,195	\$ 17,818,461	\$ 57,527,019	\$ 19,459,554		
Commercial & Industrial	\$ 774,035,817	\$ 750,587,208	\$ 750,391,857	\$ 2,275,014,881	\$ 785,052,509		
6. C&I New Construction	\$ 199,299,836	\$ 157,663,502	\$ 174,132,128	\$ 531,095,467	\$ 251,058,425		
C&I New Construction	\$ 199,299,836	\$ 157,663,502	\$ 174,132,128	\$ 531,095,467	\$ 251,058,425		
7. C&I Retrofit	\$ 574,735,980	\$ 592,923,706	\$ 576,259,728	\$ 1,743,919,414	\$ 533,994,085		
C&I Retrofit	\$ 429,387,311	\$ 442,896,814	\$ 412,308,087	\$ 1,284,592,211	\$ 415,061,440		
C&I Direct Install	\$ 145,348,670	\$ 150,026,892	\$ 163,951,642	\$ 459,327,203	\$ 118,932,644		
Grand Total	\$ 1,103,794,686	\$ 1,099,185,104	\$ 1,119,654,984	\$ 3,322,634,774	\$ 1,199,951,947		

Planned v Preliminary Benefit Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
<b>Residential</b>	<b>31%</b>	<b>64%</b>	<b>100%</b>	<b>41%</b>	<b>31%</b>
<b>1. Residential Whole House</b>	<b>30%</b>	<b>64%</b>	<b>100%</b>	<b>39%</b>	<b>28%</b>
Residential New Construction & Major Renovation	31%	64%	100%	68%	122%
Residential Multi-Family Retrofit	32%	65%	100%	28%	-13%
Residential Home Energy Services	30%	64%	100%	38%	26%
Residential Behavior/Feedback Program	35%	66%	100%	29%	-17%
<b>2. Residential Products</b>	<b>33%</b>	<b>66%</b>	<b>100%</b>	<b>46%</b>	<b>38%</b>
Residential Cooling & Heating Equipment	34%	66%	100%	33%	-2%
Residential Lighting	33%	66%	100%	49%	48%
Residential Consumer Products	32%	66%	100%	33%	4%
<b>Low-Income</b>	<b>33%</b>	<b>67%</b>	<b>100%</b>	<b>32%</b>	<b>-3%</b>
<b>4. Low-Income Whole House</b>	<b>33%</b>	<b>67%</b>	<b>100%</b>	<b>32%</b>	<b>-3%</b>
Low-Income New Construction	32%	65%	100%	13%	-60%
Low-Income Single Family Retrofit	32%	65%	100%	35%	9%
Low-Income Multi-Family Retrofit	35%	69%	100%	34%	-3%
<b>Commercial &amp; Industrial</b>	<b>34%</b>	<b>67%</b>	<b>100%</b>	<b>35%</b>	<b>1%</b>
<b>6. C&amp;I New Construction</b>	<b>38%</b>	<b>67%</b>	<b>100%</b>	<b>47%</b>	<b>26%</b>
C&I New Construction	38%	67%	100%	47%	26%
<b>7. C&amp;I Retrofit</b>	<b>33%</b>	<b>67%</b>	<b>100%</b>	<b>31%</b>	<b>-7%</b>
C&I Retrofit	33%	68%	100%	32%	-3%
C&I Direct Install	32%	64%	100%	26%	-18%
<b>Grand Total</b>	<b>33%</b>	<b>66%</b>	<b>100%</b>	<b>36%</b>	<b>9%</b>

Plan-year core initiative significant variance explanations are required for: (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).



**Significant Resource Benefits Variances (2013\$): Preliminary v Evaluated**

Benefits Table 6

Date of Filing	June 23, 2014
Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013

Sum of Total Resource Benefits	Preliminary	Evaluated	Preliminary v Evaluated Benefit Variances
Residential	\$ 270,511,879	\$ 266,336,915	-2%
1. Residential Whole House	\$ 161,748,644	\$ 147,779,877	-9%
Residential New Construction & Major Renovation	\$ 17,109,222	\$ 17,199,716	1%
Residential Multi-Family Retrofit	\$ 7,243,249	\$ 6,918,203	-4%
Residential Home Energy Services	\$ 134,306,794	\$ 121,329,640	-10%
Residential Behavior/Feedback Program	\$ 3,089,379	\$ 2,332,318	-25%
2. Residential Products	\$ 108,763,235	\$ 118,557,038	9%
Residential Cooling & Heating Equipment	\$ 8,279,825	\$ 8,496,706	3%
Residential Lighting	\$ 93,570,910	\$ 103,147,831	10%
Residential Consumer Products	\$ 6,912,500	\$ 6,912,500	0%
Low-Income	\$ 36,687,476	\$ 37,814,098	3%
4. Low-Income Whole House	\$ 36,687,476	\$ 37,814,098	3%
Low-Income New Construction	\$ 1,606,268	\$ 1,557,188	-3%
Low-Income Single Family Retrofit	\$ 22,757,236	\$ 23,460,060	3%
Low-Income Multi-Family Retrofit	\$ 12,323,972	\$ 12,796,850	4%
Commercial & Industrial	\$ 695,606,753	\$ 697,040,894	0%
6. C&I New Construction	\$ 237,810,745	\$ 236,157,452	-1%
C&I New Construction	\$ 237,810,745	\$ 236,157,452	-1%
7. C&I Retrofit	\$ 457,796,008	\$ 460,883,442	1%
C&I Retrofit	\$ 359,381,419	\$ 361,658,699	1%
C&I Direct Install	\$ 98,414,589	\$ 99,224,743	1%
Grand Total	\$ 1,002,806,108	\$ 1,001,191,907	0%

Plan-year core initiative significant variance explanations are required for: (4) variances between preliminary and evaluated core initiative total resource benefits showing a decrease of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent change between preliminary and evaluated benefits for the Plan-Year (i.e., variance calculated as the percentage difference between the Plan-Year's preliminary total benefits compared to the Plan-Year's evaluated total benefits).

**Planned Budget v Actual Expenditures (nominal\$): Plan-Year Analysis**

Budget Table 1

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013

Planned v Actual Variances: (Actual - Plan) / Plan	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
<b>Total Annual Variance</b>	<b>-40%</b>	<b>-42%</b>	<b>-5%</b>	<b>-20%</b>	<b>-68%</b>	<b>-14%</b>	<b>7%</b>	<b>25%</b>	<b>-4%</b>	<b>-32%</b>	<b>26%</b>
<b>Residential</b>	<b>-33%</b>	<b>-5%</b>	<b>15%</b>	<b>-10%</b>	<b>-64%</b>	<b>3%</b>	<b>17%</b>	<b>67%</b>	<b>16%</b>	<b>-19%</b>	<b>33%</b>
<b>1. Residential Whole House</b>	<b>-36%</b>	<b>-2%</b>	<b>2%</b>	<b>-7%</b>	<b>-69%</b>	<b>-6%</b>	<b>10%</b>	<b>12%</b>	<b>-2%</b>	<b>-11%</b>	<b>35%</b>
Residential New Construction & Major Renovation	-40%	-56%	25%	12%	-76%	3%	136%	17%	14%	-7%	168%
Residential Multi-Family Retrofit	-44%	-72%	16%	-25%	-74%	1%	-26%	-410%	-8%	78%	-1%
Residential Home Energy Services	-34%	13%	-3%	-8%	-70%	-8%	8%	20%	-3%	13%	33%
Residential Behavior/Feedback Program	-29%	-16%	-16%	1%	20%	-2%	-50%	0%	-3%	-13%	-36%
<b>2. Residential Products</b>	<b>-40%</b>	<b>-2%</b>	<b>26%</b>	<b>-16%</b>	<b>-47%</b>	<b>10%</b>	<b>34%</b>	<b>143%</b>	<b>47%</b>	<b>-18%</b>	<b>38%</b>
Residential Cooling & Heating Equipment	-42%	-61%	48%	14%	-79%	30%	-22%	5%	21%	-10%	-24%
Residential Lighting	-39%	4%	23%	-18%	-39%	11%	44%	209%	67%	-18%	47%
Residential Consumer Products	-41%	-1%	2%	-27%	-60%	-14%	1%	-2%	-11%	-23%	21%
<b>3. Residential Hard-to-Measure</b>	<b>-7%</b>	<b>-18%</b>	<b>80%</b>	<b>-14%</b>	<b>-98%</b>	<b>33%</b>	<b>0%</b>	<b>0%</b>	<b>33%</b>	<b>0%</b>	<b>0%</b>
Residential Statewide Marketing	0%	-23%	0%	0%	0%	-23%	0%	0%	-23%	0%	0%
Residential DOER Assessment	7%	0%	0%	0%	-98%	-5%	0%	0%	-5%	0%	0%
Residential EEAC Consultants	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Residential Sponsorship & Subscriptions	-42%	0%	0%	0%	0%	-42%	0%	0%	-42%	0%	0%
Residential HEAT Loan	0%	-100%	80%	60%	0%	77%	0%	0%	77%	0%	0%
Residential Workforce Development	-27%	0%	0%	-77%	0%	-73%	0%	0%	-73%	0%	0%
Residential R&D and Demonstration	-45%	0%	0%	-80%	0%	-79%	0%	0%	-79%	0%	0%
Residential Education	-37%	15%	0%	-26%	0%	-21%	0%	0%	-21%	0%	0%
<b>Low-Income</b>	<b>-44%</b>	<b>-33%</b>	<b>5%</b>	<b>-6%</b>	<b>-65%</b>	<b>-4%</b>	<b>14%</b>	<b>-83%</b>	<b>-7%</b>	<b>-23%</b>	<b>29%</b>
<b>4. Low-Income Whole House</b>	<b>-40%</b>	<b>-52%</b>	<b>5%</b>	<b>-6%</b>	<b>-64%</b>	<b>-2%</b>	<b>14%</b>	<b>-83%</b>	<b>-6%</b>	<b>-22%</b>	<b>27%</b>
Low-Income New Construction	-41%	-77%	-58%	-60%	-70%	-57%	-56%	-83%	-74%	57%	102%
Low-Income Single Family Retrofit	-37%	-38%	-1%	-23%	-52%	-9%	29%	0%	-7%	-14%	38%
Low-Income Multi-Family Retrofit	-42%	-62%	15%	16%	-70%	7%	22%	0%	7%	-26%	21%
<b>5. Low-Income Hard-to-Measure</b>	<b>-53%</b>	<b>9%</b>	<b>0%</b>	<b>0%</b>	<b>-97%</b>	<b>-47%</b>	<b>0%</b>	<b>0%</b>	<b>-47%</b>	<b>0%</b>	<b>0%</b>
Low-Income Statewide Marketing	0%	9%	0%	0%	0%	9%	0%	0%	9%	0%	0%
Low-Income DOER Assessment	5%	0%	0%	0%	-97%	-6%	0%	0%	-6%	0%	0%
Low-Income Energy Affordability Network	-70%	0%	0%	0%	0%	-70%	0%	0%	-70%	0%	0%
<b>Commercial &amp; Industrial</b>	<b>-42%</b>	<b>-78%</b>	<b>-16%</b>	<b>-29%</b>	<b>-71%</b>	<b>-24%</b>	<b>2%</b>	<b>15%</b>	<b>-12%</b>	<b>-41%</b>	<b>30%</b>
<b>6. C&amp;I New Construction</b>	<b>-50%</b>	<b>-88%</b>	<b>9%</b>	<b>-63%</b>	<b>-64%</b>	<b>-17%</b>	<b>27%</b>	<b>35%</b>	<b>-1%</b>	<b>-77%</b>	<b>42%</b>
C&I New Construction	-50%	-88%	9%	-63%	-64%	-17%	27%	35%	-1%	-77%	42%
<b>7. C&amp;I Retrofit</b>	<b>-45%</b>	<b>-86%</b>	<b>-22%</b>	<b>-18%</b>	<b>-72%</b>	<b>-27%</b>	<b>-6%</b>	<b>10%</b>	<b>-15%</b>	<b>30%</b>	<b>24%</b>
C&I Retrofit	-43%	-91%	-30%	-38%	-67%	-36%	-2%	17%	-17%	21%	46%
C&I Direct Install	-56%	-52%	-9%	-3%	-90%	-11%	-20%	-15%	-12%	53%	-7%
<b>8. C&amp;I Hard-to-Measure</b>	<b>3%</b>	<b>-18%</b>	<b>0%</b>	<b>0%</b>	<b>-97%</b>	<b>-8%</b>	<b>0%</b>	<b>0%</b>	<b>-8%</b>	<b>0%</b>	<b>0%</b>
C&I Statewide Marketing	0%	-18%	0%	0%	0%	-18%	0%	0%	-18%	0%	0%
C&I DOER Assessment	6%	0%	0%	0%	-97%	-5%	0%	0%	-5%	0%	0%
C&I EEAC Consultants	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
C&I Sponsorships & Subscriptions	-2%	0%	0%	0%	0%	-2%	0%	0%	-2%	0%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Planned Budget v Actual Expenditures (nominal\$): Plan-Year Analysis**

Budget Table 1

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
<b>Planned</b>	\$ 21,752,459	\$ 9,851,037	\$ 161,154,840	\$ 40,239,481	\$ 7,850,975	\$ 240,848,792	\$ 14,413,664	\$ 80,414,681	\$ 335,677,137	\$ 296	\$ 3.87
<b>Residential</b>	\$ 4,159,056	\$ 4,686,308	\$ 42,561,389	\$ 14,606,924	\$ 2,447,788	\$ 68,461,465	\$ 3,795,058	\$ 17,584,751	\$ 89,841,275	\$ 87	\$ 2.83
<b>1. Residential Whole House</b>	\$ 2,337,859	\$ 1,722,808	\$ 26,494,070	\$ 10,309,645	\$ 1,716,230	\$ 42,580,612	\$ 2,689,817	\$ 10,179,858	\$ 55,450,287	\$ 214	\$ 2.73
Residential New Construction & Major Renovation	\$ 121,653	\$ 178,690	\$ 1,197,107	\$ 394,767	\$ 162,485	\$ 2,054,702	\$ 89,766	\$ 5,413,143	\$ 7,557,610	\$ 1,347	\$ 3.02
Residential Multi-Family Retrofit	\$ 427,754	\$ 98,334	\$ 5,107,450	\$ 1,019,112	\$ 308,921	\$ 6,961,571	\$ 93,734	\$ 145,406	\$ 7,200,711	\$ 581	\$ 0.99
Residential Home Energy Services	\$ 1,708,240	\$ 1,294,834	\$ 20,062,713	\$ 7,147,666	\$ 1,193,759	\$ 31,407,212	\$ 2,465,503	\$ 4,621,310	\$ 38,044,025	\$ 1,396	\$ 3.16
Residential Behavior/Feedback Program	\$ 80,212	\$ 150,950	\$ 126,800	\$ 1,748,100	\$ 51,065	\$ 2,157,127	\$ 40,813	\$ -	\$ 2,197,940	\$ 13	\$ 1.73
<b>2. Residential Products</b>	\$ 1,192,354	\$ 1,926,404	\$ 12,475,415	\$ 2,624,881	\$ 675,553	\$ 18,894,607	\$ 1,105,242	\$ 7,404,893	\$ 27,404,742	\$ 32	\$ 4.13
Residential Cooling & Heating Equipment	\$ 220,786	\$ 138,394	\$ 2,300,925	\$ 485,308	\$ 55,521	\$ 3,200,934	\$ 109,718	\$ 1,434,134	\$ 4,744,786	\$ 602	\$ 2.68
Residential Lighting	\$ 761,108	\$ 1,330,865	\$ 8,900,165	\$ 1,124,952	\$ 455,540	\$ 12,572,630	\$ 923,721	\$ 5,059,919	\$ 18,556,270	\$ 23	\$ 4.99
Residential Consumer Products	\$ 210,460	\$ 457,145	\$ 1,274,325	\$ 1,014,621	\$ 164,492	\$ 3,121,043	\$ 71,802	\$ 910,841	\$ 4,030,686	\$ 68	\$ 2.14
<b>3. Residential Hard-to-Measure</b>	\$ 628,843	\$ 1,037,096	\$ 3,591,904	\$ 1,672,398	\$ 56,005	\$ 6,986,246	\$ -	\$ -	\$ 6,986,246	\$ -	\$ -
Residential Statewide Marketing	\$ -	\$ 889,133	\$ -	\$ -	\$ -	\$ 889,133	\$ -	\$ -	\$ 889,133	\$ -	\$ -
Residential DOER Assessment	\$ 433,730	\$ -	\$ -	\$ -	\$ 56,005	\$ 489,735	\$ -	\$ -	\$ 489,735	\$ -	\$ -
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$ 96,845	\$ -	\$ -	\$ 96,845	\$ -	\$ -
Residential HEAT Loan	\$ -	\$ 5,295	\$ 3,591,904	\$ 403,168	\$ -	\$ 4,000,367	\$ -	\$ -	\$ 4,000,367	\$ -	\$ -
Residential Workforce Development	\$ 15,767	\$ -	\$ -	\$ 174,230	\$ -	\$ 189,997	\$ -	\$ -	\$ 189,997	\$ -	\$ -
Residential R&D and Demonstration	\$ 4,346	\$ -	\$ -	\$ 125,000	\$ -	\$ 129,346	\$ -	\$ -	\$ 129,346	\$ -	\$ -
Residential Education	\$ 78,155	\$ 142,668	\$ -	\$ 970,000	\$ -	\$ 1,190,823	\$ -	\$ -	\$ 1,190,823	\$ -	\$ -
<b>Low-Income</b>	\$ 2,084,232	\$ 326,976	\$ 17,214,121	\$ 3,827,307	\$ 809,152	\$ 24,261,788	\$ 1,008,331	\$ 1,338,545	\$ 26,608,664	\$ 1,594	\$ 1.25
<b>4. Low-Income Whole House</b>	\$ 1,386,504	\$ 227,795	\$ 17,214,121	\$ 3,827,307	\$ 789,137	\$ 23,444,864	\$ 1,008,331	\$ 1,338,545	\$ 25,791,740	\$ 1,540	\$ 1.30
Low-income New Construction	\$ 43,192	\$ 7,985	\$ 456,306	\$ 88,221	\$ 22,514	\$ 618,818	\$ 152,690	\$ 1,338,545	\$ 2,110,054	\$ 869	\$ 2.92
Low-income Single Family Retrofit	\$ 580,734	\$ 100,908	\$ 7,881,636	\$ 1,982,889	\$ 242,995	\$ 10,789,162	\$ 561,196	\$ -	\$ 11,350,358	\$ 2,051	\$ 1.73
Low-income Multi-Family Retrofit	\$ 762,578	\$ 118,902	\$ 8,876,179	\$ 1,755,597	\$ 523,627	\$ 12,036,883	\$ 294,445	\$ -	\$ 12,331,328	\$ 1,301	\$ 0.83
<b>5. Low-Income Hard-to-Measure</b>	\$ 697,728	\$ 99,181	\$ -	\$ -	\$ 20,015	\$ 816,924	\$ -	\$ -	\$ 816,924	\$ -	\$ -
Low-income Statewide Marketing	\$ -	\$ 99,181	\$ -	\$ -	\$ -	\$ 99,181	\$ -	\$ -	\$ 99,181	\$ -	\$ -
Low-income DOER Assessment	\$ 158,893	\$ -	\$ -	\$ -	\$ 20,015	\$ 178,908	\$ -	\$ -	\$ 178,908	\$ -	\$ -
Low-income Energy Affordability Network	\$ 538,835	\$ -	\$ -	\$ -	\$ -	\$ 538,835	\$ -	\$ -	\$ 538,835	\$ -	\$ -
<b>Commercial &amp; Industrial</b>	\$ 15,509,171	\$ 4,837,753	\$ 101,379,330	\$ 21,805,250	\$ 4,594,035	\$ 148,125,539	\$ 9,610,274	\$ 61,491,385	\$ 219,227,198	\$ 18,265	\$ 4.78
<b>6. C&amp;I New Construction</b>	\$ 3,549,123	\$ 1,301,490	\$ 20,577,615	\$ 5,443,961	\$ 1,159,030	\$ 32,031,219	\$ 2,535,585	\$ 12,612,087	\$ 47,178,890	\$ 16,753	\$ 6.22
C&I New Construction	\$ 3,549,123	\$ 1,301,490	\$ 20,577,615	\$ 5,443,961	\$ 1,159,030	\$ 32,031,219	\$ 2,535,585	\$ 12,612,087	\$ 47,178,890	\$ 16,753	\$ 6.22
<b>7. C&amp;I Retrofit</b>	\$ 10,388,979	\$ 2,953,722	\$ 80,801,715	\$ 16,361,289	\$ 3,320,975	\$ 113,826,680	\$ 7,074,690	\$ 48,879,298	\$ 169,780,668	\$ 18,365	\$ 4.46
C&I Retrofit	\$ 8,494,009	\$ 2,558,946	\$ 49,043,045	\$ 7,089,509	\$ 2,509,602	\$ 69,695,111	\$ 5,377,722	\$ 38,293,075	\$ 113,365,907	\$ 42,394	\$ 5.56
C&I Direct Install	\$ 1,894,970	\$ 394,776	\$ 31,758,670	\$ 9,271,780	\$ 811,373	\$ 44,131,569	\$ 1,696,968	\$ 10,586,223	\$ 56,414,761	\$ 9,691	\$ 2.74
<b>8. C&amp;I Hard-to-Measure</b>	\$ 1,571,069	\$ 582,541	\$ -	\$ -	\$ 114,030	\$ 2,267,640	\$ -	\$ -	\$ 2,267,640	\$ -	\$ -
C&I Statewide Marketing	\$ -	\$ 582,541	\$ -	\$ -	\$ -	\$ 582,541	\$ -	\$ -	\$ 582,541	\$ -	\$ -
C&I DOER Assessment	\$ 888,933	\$ -	\$ -	\$ -	\$ 114,030	\$ 1,002,963	\$ -	\$ -	\$ 1,002,963	\$ -	\$ -
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 682,136	\$ -	\$ -	\$ -	\$ -	\$ 682,136	\$ -	\$ -	\$ 682,136	\$ -	\$ -
<b>Evaluated</b>	\$ 13,007,690	\$ 5,714,227	\$ 152,640,774	\$ 32,247,049	\$ 2,515,995	\$ 206,125,735	\$ 15,432,902	\$ 8,222,002,971	\$ 322,002,971	\$ 200	\$ 4.86
<b>Residential</b>	\$ 2,788,882	\$ 4,441,201	\$ 49,054,351	\$ 13,217,810	\$ 892,806	\$ 70,395,050	\$ 4,439,079	\$ 29,545,195	\$ 104,288,324	\$ 70	\$ 3.78
<b>1. Residential Whole House</b>	\$ 1,491,333	\$ 1,695,088	\$ 26,940,709	\$ 9,571,156	\$ 534,967	\$ 40,233,253	\$ 2,954,730	\$ 11,427,374	\$ 54,615,357	\$ 191	\$ 3.67
Residential New Construction & Major Renovation	\$ 73,012	\$ 79,061	\$ 1,491,647	\$ 441,191	\$ 38,226	\$ 2,123,138	\$ 211,419	\$ 6,317,512	\$ 8,652,068	\$ 1,257	\$ 8.10
Residential Multi-Family Retrofit	\$ 241,032	\$ 27,332	\$ 5,922,987	\$ 760,064	\$ 81,174	\$ 7,032,588	\$ 69,322	\$ (450,770)	\$ 6,651,141	\$ 1,035	\$ 0.98
Residential Home Energy Services	\$ 1,120,550	\$ 1,461,862	\$ 19,419,321	\$ 6,610,571	\$ 354,106	\$ 28,966,409	\$ 2,653,436	\$ 5,560,632	\$ 37,180,477	\$ 1,582	\$ 4.19
Residential Behavior/Feedback Program	\$ 56,739	\$ 126,833	\$ 106,755	\$ 1,759,330	\$ 61,460	\$ 2,111,118	\$ 20,553	\$ -	\$ 2,131,671	\$ 11	\$ 1.10
<b>2. Residential Products</b>	\$ 714,442	\$ 1,893,761	\$ 15,658,340	\$ 2,214,823	\$ 356,456	\$ 20,837,821	\$ 1,484,349	\$ 18,026,821	\$ 40,348,991	\$ 26	\$ 5.69
Residential Cooling & Heating Equipment	\$ 127,992	\$ 53,944	\$ 3,406,129	\$ 551,219	\$ 11,694	\$ 4,150,978	\$ 85,271	\$ 1,506,872	\$ 5,743,121	\$ 540	\$ 2.05
Residential Lighting	\$ 462,408	\$ 1,387,905	\$ 10,953,415	\$ 924,487	\$ 278,181	\$ 14,006,396	\$ 1,326,402	\$ 5,162,918	\$ 30,961,916	\$ 19	\$ 7.36
Residential Consumer Products	\$ 124,042	\$ 451,912	\$ 1,298,796	\$ 739,117	\$ 66,581	\$ 2,680,448	\$ 72,676	\$ 890,831	\$ 3,643,955	\$ 52	\$ 2.58
<b>3. Residential Hard-to-Measure</b>	\$ 583,107	\$ 852,353	\$ 6,455,302	\$ 1,431,831	\$ 1,383	\$ 9,323,976	\$ -	\$ -	\$ 9,323,976	\$ -	\$ -
Residential Statewide Marketing	\$ -	\$ 688,220	\$ -	\$ -	\$ -	\$ 688,220	\$ -	\$ -	\$ 688,220	\$ -	\$ -
Residential DOER Assessment	\$ 463,351	\$ -	\$ -	\$ -	\$ 1,383	\$ 464,734	\$ -	\$ -	\$ 464,734	\$ -	\$ -
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 56,259	\$ -	\$ 6,455,302	\$ 644,712	\$ -	\$ 7,100,014	\$ -	\$ -	\$ 7,100,014	\$ -	\$ -
Residential HEAT Loan	\$ -	\$ -	\$ -	\$ 40,341	\$ -	\$ 51,847	\$ -	\$ -	\$ 51,847	\$ -	\$ -
Residential Workforce Development	\$ 11,507	\$ -	\$ -	\$ 25,203	\$ -	\$ 27,573	\$ -	\$ -	\$ 27,573	\$ -	\$ -
Residential R&D and Demonstration	\$ 2,370	\$ -	\$ -	\$ 721,576	\$ -	\$ 935,329	\$ -	\$ -	\$ 935,329	\$ -	\$ -
Residential Education	\$ 49,621	\$ 164,132	\$ -	\$ -	\$ -	\$ 217,753	\$ -	\$ -	\$ 217,753	\$ -	\$ -
<b>Low-Income</b>	\$ 1,157,392	\$ 217,892	\$ 18,126,969	\$ 3,592,765	\$ 283,346	\$ 23,378,364	\$ 1,149,425	\$ 221,994	\$ 24,749,783	\$ 1,229	\$ 1.62
<b>4. Low-Income Whole House</b>	\$ 830,181	\$ 109,616	\$ 18,126,969	\$ 3,592,765	\$ 282,823	\$ 22,942,353	\$ 1,149,425	\$ 221,994	\$ 24,313,772	\$ 1,206	\$ 1.65
Low-income New Construction	\$ 25,407	\$ 1,863	\$ 193,842	\$ 35,887	\$ 6,718	\$ 263,718	\$ 66,522	\$ 221,994	\$ 552,235	\$ 1,366	\$ 5.90
Low-income Single Family Retrofit	\$ 365,544	\$ 62,485	\$ 7,763,881	\$ 1,525,801	\$ 117,841	\$ 9,835,553	\$ 723,030	\$ -	\$ 10,558,583	\$ 1,764	\$ 2.39
Low-income Multi-Family Retrofit	\$ 439,229	\$ 45,267	\$ 10,169,246	\$ 2,031,076	\$ 158,264	\$ 12,843,082	\$ 359,873	\$ -	\$ 13,202,955	\$ 969	\$ 1.00
<b>5. Low-Income Hard-to-Measure</b>	\$ 327,212	\$ 108,276	\$ -	\$ -	\$ 523	\$ 436,011	\$ -	\$ -	\$ 436,011	\$ -	\$ -
Low-income Statewide Marketing	\$ -	\$ 108,276	\$ -	\$ -	\$ -	\$ 108,276	\$ -	\$ -	\$ 108,276	\$ -	\$ -
Low-income DOER Assessment	\$ 167,050	\$ -	\$ -	\$ -	\$ 523	\$ 167,573	\$ -	\$ -	\$ 167,573	\$ -	\$ -
Low-income Energy Affordability Network	\$ 160,162	\$ -	\$ -	\$ -	\$ -	\$ 160,162	\$ -	\$ -	\$ 160,162	\$ -	\$ -
<b>Commercial &amp; Industrial</b>	\$ 9,061,415	\$ 1,055,134	\$ 85,459,454	\$ 15,436,475	\$ 1,339,844	\$ 112,352,321	\$ 9,844,398	\$ 70,768,144	\$ 192,964,863	\$ 10,832	\$ 6.20
<b>6. C&amp;I New Construction</b>	\$ 1,767,936	\$ 151,121	\$ 22,363,648	\$ 2,010,332	\$ 421,485	\$ 26,714,523	\$ 3,211,261	\$ 17,005,765	\$ 46,931,549	\$ 3,893	\$ 8.84
C&I New Construction	\$ 1,767,936	\$ 151,121	\$ 22,363,648	\$ 2,010,332	\$ 421,485	\$ 26,714,523	\$ 3,211,261	\$ 17,005,765	\$ 46,931,549	\$ 3,893	\$ 8.84
<b>7. C&amp;I Retrofit</b>	\$ 5,679,959	\$ 426,489	\$ 63,095,806	\$ 13,421,443	\$ 915,473	\$ 83,543,870	\$ 6,633,137	\$ 53,762,379	\$ 143,939,386	\$ 23,802	\$ 5.52
C&I Retrofit	\$ 4,845,251	\$ 235,702	\$ 34,127,106	\$ 4,388,670	\$ 831,524	\$ 44,428,254	\$ 5,283,772	\$ 44,812,652	\$ 94,524,678	\$ 51,262	\$ 8.14
C&I Direct Install	\$ 834,708	\$ 190,787	\$ 28,968,700	\$ 9,037,473	\$ 83,949	\$ 39,115,616	\$ 1,349,365	\$ 8,949,727	\$ 49,414,709	\$ 14,789	\$ 2.54
<b>8. C&amp;I Hard-to-Measure</b>	\$ 1,613,519	\$ 477,523	\$ -	\$ -	\$ 2,885	\$ 2,093,928	\$ -	\$ -	\$ 2,093,928	\$ -	\$ -

Budget for the Three-Year Term (nominal\$)

Budget Table 2

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
<b>2013</b>											
<b>Planned</b>											
Residential	\$ 21,752,459	\$ 9,851,037	\$ 161,154,840	\$ 40,239,481	\$ 7,850,975	\$ 240,848,792	\$ 14,413,664	\$ 80,414,681	\$ 335,677,137	\$ 296	3.87
1. Residential Whole House	\$ 4,159,056	\$ 4,686,308	\$ 42,561,389	\$ 14,606,924	\$ 2,447,788	\$ 68,461,465	\$ 3,795,058	\$ 17,584,751	\$ 89,841,275	\$ 87	2.83
Residential New Construction & Major Renovation	\$ 2,337,859	\$ 1,722,808	\$ 26,494,070	\$ 10,309,645	\$ 1,716,230	\$ 42,580,612	\$ 2,689,817	\$ 10,179,858	\$ 55,450,287	\$ 214	2.73
Residential Multi-Family Retrofit	\$ 121,653	\$ 178,690	\$ 1,197,107	\$ 394,767	\$ 162,485	\$ 2,054,702	\$ 89,766	\$ 5,413,143	\$ 7,557,610	\$ 1,347	3.02
Residential Home Energy Services	\$ 427,754	\$ 98,334	\$ 5,107,450	\$ 1,019,112	\$ 308,921	\$ 6,961,571	\$ 93,734	\$ 145,406	\$ 7,200,711	\$ 581	0.99
Residential Behavior/Feedback Program	\$ 1,708,240	\$ 1,294,834	\$ 20,662,713	\$ 7,147,656	\$ 1,193,759	\$ 31,407,212	\$ 2,465,503	\$ 4,621,310	\$ 38,494,025	\$ 1,396	3.16
Residential Cooling & Heating Equipment	\$ 80,212	\$ 150,950	\$ 126,800	\$ 1,748,100	\$ 51,065	\$ 2,157,127	\$ 40,813	\$ -	\$ 2,197,940	\$ 13	1.73
Residential Lighting	\$ 1,192,354	\$ 1,926,404	\$ 12,475,415	\$ 2,624,881	\$ 675,553	\$ 18,894,607	\$ 1,105,242	\$ 7,404,893	\$ 27,404,742	\$ 32	4.13
Residential Consumer Products	\$ 220,786	\$ 138,394	\$ 2,300,925	\$ 485,308	\$ 55,521	\$ 3,200,934	\$ 109,718	\$ 1,434,134	\$ 4,744,786	\$ 602	2.68
Residential Hard-to-Measure	\$ 761,108	\$ 1,330,865	\$ 8,900,165	\$ 1,124,952	\$ 455,540	\$ 12,572,630	\$ 923,721	\$ 5,059,919	\$ 18,556,270	\$ 23	4.99
Residential Statewide Marketing	\$ 210,460	\$ 457,145	\$ 1,274,325	\$ 1,014,621	\$ 164,492	\$ 3,121,043	\$ 71,802	\$ 910,841	\$ 4,103,686	\$ 68	2.14
Residential DOER Assessment	\$ 628,843	\$ 1,037,096	\$ 3,591,904	\$ 1,672,398	\$ 56,005	\$ 6,986,246	\$ -	\$ -	\$ 6,986,246	\$ -	-
Residential EEAC Consultants	\$ -	\$ 889,133	\$ -	\$ -	\$ -	\$ 889,133	\$ -	\$ -	\$ 889,133	\$ -	-
Residential Sponsorship & Subscriptions	\$ 433,730	\$ -	\$ -	\$ -	\$ 56,005	\$ 489,735	\$ -	\$ -	\$ 489,735	\$ -	-
Residential HEAT Loan	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$ 96,845	\$ -	\$ -	\$ 96,845	\$ -	-
Residential Workforce Development	\$ -	\$ 5,295	\$ 3,591,904	\$ 403,168	\$ -	\$ 4,000,367	\$ -	\$ -	\$ 4,000,367	\$ -	-
Residential R&D and Demonstration	\$ 15,767	\$ -	\$ -	\$ 174,230	\$ -	\$ 189,997	\$ -	\$ -	\$ 189,997	\$ -	-
Residential Education	\$ 4,346	\$ -	\$ -	\$ 125,000	\$ -	\$ 129,346	\$ -	\$ -	\$ 129,346	\$ -	-
Low-Income	\$ 78,155	\$ 142,668	\$ -	\$ 970,000	\$ -	\$ 1,190,823	\$ -	\$ -	\$ 1,190,823	\$ -	-
4. Low-Income Whole House	\$ 2,084,232	\$ 326,976	\$ 17,214,121	\$ 3,827,307	\$ 809,152	\$ 24,261,788	\$ 1,008,331	\$ 1,338,545	\$ 26,608,664	\$ 1,594	1.25
Low-Income New Construction	\$ 1,386,504	\$ 227,795	\$ 17,214,121	\$ 3,827,307	\$ 789,137	\$ 23,444,864	\$ 1,008,331	\$ 1,338,545	\$ 25,791,740	\$ 1,540	1.30
Low-Income Multi-Family Retrofit	\$ 43,192	\$ 7,985	\$ 456,306	\$ 88,821	\$ 22,514	\$ 618,818	\$ 152,690	\$ 1,338,545	\$ 2,110,054	\$ 869	2.92
Low-Income Single Family Retrofit	\$ 580,734	\$ 100,908	\$ 7,881,636	\$ 1,982,889	\$ 242,995	\$ 10,789,162	\$ 561,196	\$ -	\$ 11,350,358	\$ 2,051	1.73
Low-Income Multi-Family Retrofit	\$ 662,578	\$ 118,902	\$ 8,876,179	\$ 1,755,597	\$ 523,627	\$ 12,036,883	\$ 294,445	\$ -	\$ 12,331,328	\$ 1,301	0.83
Low-Income Hard-to-Measure	\$ 797,728	\$ 99,181	\$ -	\$ -	\$ 20,015	\$ 816,924	\$ -	\$ -	\$ 816,924	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 99,181	\$ -	\$ -	\$ -	\$ 99,181	\$ -	\$ -	\$ 99,181	\$ -	-
Low-Income DOER Assessment	\$ 158,893	\$ -	\$ -	\$ -	\$ 20,015	\$ 178,908	\$ -	\$ -	\$ 178,908	\$ -	-
Low-Income Energy Affordability Network	\$ 538,835	\$ -	\$ -	\$ -	\$ -	\$ 538,835	\$ -	\$ -	\$ 538,835	\$ -	-
Commercial & Industrial	\$ 15,509,171	\$ 4,837,753	\$ 101,379,330	\$ 21,805,250	\$ 4,594,035	\$ 148,125,539	\$ 9,610,274	\$ 61,491,385	\$ 219,227,198	\$ 18,265	4.78
6. C&I New Construction	\$ 3,549,123	\$ 1,301,490	\$ 20,577,615	\$ 5,443,961	\$ 1,159,030	\$ 32,031,219	\$ 2,535,585	\$ 12,612,087	\$ 47,178,890	\$ 16,753	6.22
C&I New Construction	\$ 3,549,123	\$ 1,301,490	\$ 20,577,615	\$ 5,443,961	\$ 1,159,030	\$ 32,031,219	\$ 2,535,585	\$ 12,612,087	\$ 47,178,890	\$ 16,753	6.22
7. C&I Retrofit	\$ 10,388,979	\$ 2,953,722	\$ 80,801,715	\$ 16,361,289	\$ 3,320,975	\$ 113,826,680	\$ 7,074,690	\$ 48,879,298	\$ 169,780,668	\$ 18,365	4.46
C&I Retrofit	\$ 8,494,009	\$ 2,588,946	\$ 49,043,045	\$ 7,089,509	\$ 2,509,602	\$ 69,695,111	\$ 5,377,722	\$ 38,293,075	\$ 113,365,907	\$ 42,394	5.56
C&I Direct Install	\$ 1,894,970	\$ 394,776	\$ 31,758,670	\$ 9,271,780	\$ 811,373	\$ 44,131,569	\$ 1,696,968	\$ 10,586,223	\$ 56,414,761	\$ 9,691	2.74
8. C&I Hard-to-Measure	\$ 1,571,069	\$ 582,541	\$ -	\$ -	\$ 114,030	\$ 2,267,640	\$ -	\$ -	\$ 2,267,640	\$ -	-
C&I Statewide Marketing	\$ -	\$ 582,541	\$ -	\$ -	\$ -	\$ 582,541	\$ -	\$ -	\$ 582,541	\$ -	-
C&I DOER Assessment	\$ 888,933	\$ -	\$ -	\$ -	\$ 114,030	\$ 1,002,963	\$ -	\$ -	\$ 1,002,963	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ 682,136	\$ -	\$ -	\$ -	\$ -	\$ 682,136	\$ -	\$ -	\$ 682,136	\$ -	-
<b>Evaluated</b>											
Residential	\$ 13,007,690	\$ 5,714,227	\$ 152,640,774	\$ 32,247,049	\$ 2,515,995	\$ 206,125,735	\$ 15,432,902	\$ 100,444,333	\$ 322,002,971	\$ 200	4.86
1. Residential Whole House	\$ 2,788,882	\$ 4,441,201	\$ 49,054,351	\$ 13,217,810	\$ 892,806	\$ 70,950,050	\$ 4,439,079	\$ 29,454,195	\$ 104,288,324	\$ 70	3.78
Residential New Construction & Major Renovation	\$ 1,491,333	\$ 1,695,088	\$ 26,940,709	\$ 9,571,156	\$ 534,967	\$ 40,233,253	\$ 2,954,730	\$ 11,427,374	\$ 54,615,357	\$ 191	3.67
Residential Multi-Family Retrofit	\$ 73,012	\$ 79,061	\$ 1,491,647	\$ 441,191	\$ 38,226	\$ 2,123,138	\$ 211,419	\$ 6,317,512	\$ 8,652,068	\$ 1,257	8.10
Residential Home Energy Services	\$ 210,550	\$ 27,332	\$ 5,922,987	\$ 760,064	\$ 81,174	\$ 7,032,588	\$ 69,322	\$ (450,770)	\$ 6,651,141	\$ 1,035	0.98
Residential Behavior/Feedback Program	\$ 1,120,550	\$ 1,461,862	\$ 19,419,321	\$ 6,610,571	\$ 354,106	\$ 28,966,409	\$ 2,653,436	\$ 5,560,632	\$ 37,180,477	\$ 1,582	4.19
Residential Cooling & Heating Equipment	\$ 56,739	\$ 126,833	\$ 1,066,755	\$ 1,759,330	\$ 61,460	\$ 2,111,118	\$ 20,553	\$ -	\$ 2,131,671	\$ 11	1.10
Residential Lighting	\$ 714,442	\$ 1,893,761	\$ 15,658,340	\$ 2,214,833	\$ 356,456	\$ 20,837,821	\$ 1,484,349	\$ 18,026,821	\$ 40,348,991	\$ 26	5.69
Residential Consumer Products	\$ 127,992	\$ 53,944	\$ 3,406,129	\$ 551,219	\$ 11,694	\$ 4,150,978	\$ 85,271	\$ 1,506,872	\$ 5,743,121	\$ 540	2.05
Residential Hard-to-Measure	\$ 462,408	\$ 1,387,905	\$ 10,553,415	\$ 924,487	\$ 278,181	\$ 14,006,396	\$ 1,326,402	\$ 15,629,118	\$ 30,961,916	\$ 19	7.36
Residential Statewide Marketing	\$ 124,042	\$ 451,912	\$ 1,298,796	\$ 739,117	\$ 66,581	\$ 2,680,448	\$ 72,676	\$ 890,831	\$ 3,643,955	\$ 52	2.58
Residential DOER Assessment	\$ 583,107	\$ 852,353	\$ 6,455,302	\$ 1,431,831	\$ 1,383	\$ 9,323,976	\$ -	\$ -	\$ 9,323,976	\$ -	-
Residential EEAC Consultants	\$ -	\$ 688,220	\$ -	\$ -	\$ -	\$ 688,220	\$ -	\$ -	\$ 688,220	\$ -	-
Residential Sponsorship & Subscriptions	\$ 463,351	\$ -	\$ -	\$ -	\$ 1,383	\$ 464,734	\$ -	\$ -	\$ 464,734	\$ -	-
Residential HEAT Loan	\$ 56,259	\$ -	\$ -	\$ -	\$ -	\$ 56,259	\$ -	\$ -	\$ 56,259	\$ -	-
Residential Workforce Development	\$ -	\$ -	\$ 6,455,302	\$ 644,712	\$ -	\$ 7,100,014	\$ -	\$ -	\$ 7,100,014	\$ -	-
Residential R&D and Demonstration	\$ 11,507	\$ -	\$ -	\$ 40,341	\$ -	\$ 51,847	\$ -	\$ -	\$ 51,847	\$ -	-
Residential Education	\$ 2,370	\$ -	\$ -	\$ 25,203	\$ -	\$ 27,573	\$ -	\$ -	\$ 27,573	\$ -	-
Low-Income	\$ 49,621	\$ 164,132	\$ -	\$ 721,576	\$ -	\$ 935,329	\$ -	\$ -	\$ 935,329	\$ -	-
4. Low-Income Whole House	\$ 1,157,392	\$ 217,892	\$ 18,126,969	\$ 3,592,765	\$ 283,346	\$ 23,378,364	\$ 1,149,425	\$ 221,994	\$ 24,749,783	\$ 1,229	1.62
Low-Income New Construction	\$ 830,181	\$ 109,616	\$ 18,126,969	\$ 3,592,765	\$ 282,823	\$ 22,942,353	\$ 1,149,425	\$ 221,994	\$ 24,313,772	\$ 1,206	1.65
Low-Income Multi-Family Retrofit	\$ 25,407	\$ 1,863	\$ 193,842	\$ 35,887	\$ 6,718	\$ 263,718	\$ 66,522	\$ 221,994	\$ 552,235	\$ 1,366	5.90
Low-Income Single Family Retrofit	\$ 365,544	\$ 62,485	\$ 7,763,881	\$ 1,525,801	\$ 117,841	\$ 9,835,553	\$ 723,030	\$ -	\$ 10,558,583	\$ 1,764	2.39
Low-Income Multi-Family Retrofit	\$ 439,229	\$ 45,267	\$ 10,169,246	\$ 2,031,076	\$ 158,264	\$ 12,843,082	\$ 359,873	\$ -	\$ 13,202,955	\$ 969	1.00
Low-Income Hard-to-Measure	\$ 327,212	\$ 108,276	\$ -	\$ -	\$ 523	\$ 436,011	\$ -	\$ -	\$ 436,011	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 108,276	\$ -	\$ -	\$ -	\$ 108,276	\$ -	\$ -	\$ 108,276	\$ -	-
Low-Income DOER Assessment	\$ 167,050	\$ -	\$ -	\$ -	\$ 523	\$ 167,573	\$ -	\$ -	\$ 167,573	\$ -	-
Low-Income Energy Affordability Network	\$ 160,162	\$ -	\$ -	\$ -	\$ -	\$ 160,162	\$ -	\$ -	\$ 160,162	\$ -	-
Commercial & Industrial	\$ 9,061,415	\$ 1,055,134	\$ 85,459,454	\$ 15,436,475	\$ 1,339,844	\$ 112,352,321	\$ 9,844,398	\$ 70,768,144	\$ 192,964,863	\$ 10,832	6.20
6. C&I New Construction	\$ 1,767,936	\$ 151,121	\$ 22,363,648	\$ 2,010,332	\$ 421,485	\$ 26,714,523	\$ 3,211,261	\$ 17,005,765	\$ 46,931,549	\$ 3,893	8.84
C&I New Construction	\$ 1,767,936	\$ 151,121	\$ 22,363,648	\$ 2,010,332	\$ 421,485	\$ 26,714,523	\$ 3,211,261	\$ 17,005,765	\$ 46,931,549	\$ 3,893	8.84
7. C&I Retrofit	\$ 5,679,959	\$ 426,489	\$ 63,095,806	\$ 13,426,143	\$ 915,473	\$ 83,543,970	\$ 6,633,137	\$ 53,762,379	\$ 143,939,386	\$ 23,802	5.52
C&I Retrofit	\$ 4,845,251	\$ 235,702	\$ 34,127,106	\$ 4,388,670	\$ 831,524	\$ 44,428,254	\$ 5,283,772	\$ 44,812,652	\$ 94,524,678	\$ 51,362	8.14
C&I Direct Install	\$ 834,708	\$ 190,787	\$ 28,968,700	\$ 9,037,473	\$ 83,949	\$ 39,115,616	\$ 1,349,365	\$ 8,949,727	\$ 49,414,709	\$ 14,789	2.54
8. C&I Hard-to-Measure	\$ 1,613,519	\$ 477,523	\$ -	\$ -	\$ 2,885	\$ 2,093,928	\$ -	\$ -	\$ 2,093,928	\$ -	-
C&I Statewide Marketing	\$ -	\$ 477,523	\$ -	\$ -	\$ -	\$ 477,523	\$ -	\$ -	\$ 477,523	\$ -	-
C&I DOER Assessment	\$ 945										

Budget for the Three-Year Term (nominal\$)

Budget Table 2

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
<b>2014</b>											
Planned	\$ 21,751,573	\$ 10,176,113	\$ 170,314,448	\$ 42,067,007	\$ 8,203,564	\$ 252,512,705	\$ 12,534,519	\$ 90,249,900	\$ 355,297,124	\$ 284	3.48
Residential	\$ 4,256,198	\$ 4,947,499	\$ 47,178,800	\$ 15,528,584	\$ 2,657,221	\$ 74,568,302	\$ 3,356,058	\$ 21,053,524	\$ 98,977,884	\$ 86	2.71
1. Residential Whole House	\$ 2,401,391	\$ 1,805,122	\$ 29,815,748	\$ 11,102,931	\$ 1,863,341	\$ 46,988,533	\$ 2,444,976	\$ 12,510,948	\$ 61,944,457	\$ 227	2.67
Residential New Construction & Major Renovation	\$ 125,183	\$ 163,947	\$ 1,321,161	\$ 326,179	\$ 177,011	\$ 2,113,481	\$ 83,413	\$ 7,414,439	\$ 9,611,333	\$ 1,057	2.61
Residential Multi-Family Retrofit	\$ 441,892	\$ 114,341	\$ 5,584,813	\$ 1,056,518	\$ 335,677	\$ 7,533,241	\$ 95,674	\$ 134,611	\$ 7,763,526	\$ 599	0.95
Residential Home Energy Services	\$ 1,746,198	\$ 1,365,884	\$ 22,739,474	\$ 7,637,134	\$ 1,295,798	\$ 34,794,488	\$ 2,239,239	\$ 4,961,898	\$ 43,985,685	\$ 1,409	3.15
Residential Behavior/Feedback Program	\$ 88,118	\$ 160,950	\$ 170,300	\$ 2,083,100	\$ 54,854	\$ 2,557,322	\$ 26,590	\$ -	\$ 2,583,912	\$ 15	1.32
2. Residential Products	\$ 1,223,581	\$ 2,095,801	\$ 13,580,993	\$ 2,655,421	\$ 737,875	\$ 20,293,071	\$ 911,081	\$ 8,542,576	\$ 29,746,729	\$ 31	3.79
Residential Cooling & Heating Equipment	\$ 226,681	\$ 150,791	\$ 2,398,653	\$ 505,708	\$ 60,861	\$ 3,342,694	\$ 90,752	\$ 1,423,217	\$ 4,856,663	\$ 625	2.47
Residential Lighting	\$ 780,683	\$ 1,464,865	\$ 9,702,365	\$ 1,226,424	\$ 497,010	\$ 13,671,347	\$ 751,790	\$ 5,993,028	\$ 20,146,165	\$ 23	4.49
Residential Consumer Products	\$ 216,217	\$ 480,145	\$ 1,479,375	\$ 923,289	\$ 180,004	\$ 3,279,030	\$ 68,540	\$ 1,126,331	\$ 4,473,901	\$ 60	2.19
3. Residential Hard-to-Measure	\$ 631,226	\$ 1,046,576	\$ 3,782,659	\$ 1,770,232	\$ 56,005	\$ 7,286,698	\$ -	\$ -	\$ 7,286,698	\$ -	-
Residential Statewide Marketing	\$ -	\$ 892,698	\$ -	\$ -	\$ -	\$ 892,698	\$ -	\$ -	\$ 892,698	\$ -	-
Residential DOER Assessment	\$ 433,730	\$ -	\$ -	\$ -	\$ 56,005	\$ 489,735	\$ -	\$ -	\$ 489,735	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$ 96,845	\$ -	\$ -	\$ 96,845	\$ -	-
Residential HEAT Loan	\$ -	\$ 5,018	\$ 3,782,659	\$ 413,541	\$ -	\$ 4,201,218	\$ -	\$ -	\$ 4,201,218	\$ -	-
Residential Workforce Development	\$ 15,917	\$ -	\$ -	\$ 221,691	\$ -	\$ 237,608	\$ -	\$ -	\$ 237,608	\$ -	-
Residential R&D and Demonstration	\$ 4,541	\$ -	\$ -	\$ 125,000	\$ -	\$ 129,541	\$ -	\$ -	\$ 129,541	\$ -	-
Residential Education	\$ 80,193	\$ 148,860	\$ -	\$ 1,010,000	\$ -	\$ 1,239,053	\$ -	\$ -	\$ 1,239,053	\$ -	-
Low-Income	\$ 2,085,753	\$ 380,174	\$ 17,966,750	\$ 3,979,590	\$ 889,610	\$ 25,301,877	\$ 536,472	\$ 1,476,152	\$ 27,314,501	\$ 1,723	1.23
4. Low-Income Whole House	\$ 1,419,056	\$ 280,226	\$ 17,966,750	\$ 3,979,590	\$ 899,595	\$ 24,515,217	\$ 536,472	\$ 1,476,152	\$ 26,527,841	\$ 1,670	1.27
Low-Income New Construction	\$ 44,284	\$ 12,185	\$ 477,388	\$ 89,998	\$ 24,200	\$ 648,055	\$ 67,648	\$ 1,476,152	\$ 2,191,855	\$ 838	2.68
Low-Income Single Family Retrofit	\$ 592,157	\$ 144,983	\$ 8,355,786	\$ 2,079,512	\$ 293,608	\$ 11,466,046	\$ 282,701	\$ -	\$ 11,748,747	\$ 2,179	1.76
Low-Income Multi-Family Retrofit	\$ 782,615	\$ 123,058	\$ 9,133,576	\$ 1,810,080	\$ 551,786	\$ 12,401,116	\$ 186,124	\$ -	\$ 12,587,239	\$ 1,434	0.75
5. Low-Income Hard-to-Measure	\$ 666,697	\$ 99,948	\$ -	\$ -	\$ 20,015	\$ 786,660	\$ -	\$ -	\$ 786,660	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 99,948	\$ -	\$ -	\$ -	\$ 99,948	\$ -	\$ -	\$ 99,948	\$ -	-
Low-Income DOER Assessment	\$ 158,893	\$ -	\$ -	\$ -	\$ 20,015	\$ 178,908	\$ -	\$ -	\$ 178,908	\$ -	-
Low-Income Energy Affordability Network	\$ 507,804	\$ -	\$ -	\$ -	\$ -	\$ 507,804	\$ -	\$ -	\$ 507,804	\$ -	-
Commercial & Industrial	\$ 15,409,622	\$ 4,848,440	\$ 105,168,898	\$ 22,558,833	\$ 4,656,733	\$ 152,642,526	\$ 8,641,989	\$ 67,720,224	\$ 229,004,739	\$ 18,647	4.22
6. C&I New Construction	\$ 3,380,839	\$ 1,293,171	\$ 17,097,376	\$ 5,455,114	\$ 1,176,998	\$ 28,403,498	\$ 1,856,650	\$ 10,479,037	\$ 40,739,185	\$ 19,711	5.55
C&I New Construction	\$ 3,380,839	\$ 1,293,171	\$ 17,097,376	\$ 5,455,114	\$ 1,176,998	\$ 28,403,498	\$ 1,856,650	\$ 10,479,037	\$ 40,739,185	\$ 19,711	5.55
7. C&I Retrofit	\$ 10,457,714	\$ 2,969,426	\$ 88,071,522	\$ 17,103,719	\$ 3,465,705	\$ 121,968,086	\$ 6,785,339	\$ 57,241,187	\$ 185,994,612	\$ 18,083	3.99
C&I Retrofit	\$ 8,551,705	\$ 2,545,646	\$ 53,297,102	\$ 7,112,265	\$ 2,542,622	\$ 74,049,340	\$ 5,157,124	\$ 45,649,714	\$ 124,856,178	\$ 41,611	4.92
C&I Direct Install	\$ 1,906,009	\$ 423,780	\$ 34,774,420	\$ 9,991,454	\$ 823,083	\$ 47,918,746	\$ 1,628,215	\$ 11,591,473	\$ 61,138,434	\$ 9,688	2.57
8. C&I Hard-to-Measure	\$ 1,571,069	\$ 585,843	\$ -	\$ -	\$ 114,030	\$ 2,270,942	\$ -	\$ -	\$ 2,270,942	\$ -	-
C&I Statewide Marketing	\$ -	\$ 585,843	\$ -	\$ -	\$ -	\$ 585,843	\$ -	\$ -	\$ 585,843	\$ -	-
C&I DOER Assessment	\$ 888,933	\$ -	\$ -	\$ -	\$ 114,030	\$ 1,002,963	\$ -	\$ -	\$ 1,002,963	\$ -	-
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
C&I Sponsorships & Subscriptions	\$ 682,136	\$ -	\$ -	\$ -	\$ -	\$ 682,136	\$ -	\$ -	\$ 682,136	\$ -	-
<b>2015</b>											
Planned	\$ 21,280,782	\$ 10,464,176	\$ 181,334,411	\$ 43,326,720	\$ 8,505,155	\$ 264,911,244	\$ 12,769,527	\$ 93,671,726	\$ 371,352,498	\$ 289	3.46
Residential	\$ 4,113,634	\$ 5,209,193	\$ 51,762,743	\$ 16,083,067	\$ 2,836,065	\$ 80,004,702	\$ 3,614,776	\$ 22,808,153	\$ 106,427,631	\$ 89	2.69
1. Residential Whole House	\$ 2,310,565	\$ 1,883,910	\$ 33,454,831	\$ 11,597,393	\$ 1,991,145	\$ 51,237,844	\$ 2,662,961	\$ 14,462,080	\$ 68,362,885	\$ 240	2.64
Residential New Construction & Major Renovation	\$ 122,331	\$ 157,169	\$ 1,495,953	\$ 296,668	\$ 189,258	\$ 2,261,379	\$ 85,795	\$ 8,965,557	\$ 11,312,732	\$ 937	2.18
Residential Multi-Family Retrofit	\$ 426,162	\$ 115,839	\$ 6,002,544	\$ 1,092,974	\$ 358,814	\$ 7,996,333	\$ 92,363	\$ 93,868	\$ 8,182,564	\$ 610	0.92
Residential Home Energy Services	\$ 1,679,131	\$ 1,439,952	\$ 25,750,034	\$ 8,124,651	\$ 1,386,500	\$ 38,380,268	\$ 2,451,987	\$ 5,402,655	\$ 46,234,909	\$ 1,440	3.11
Residential Behavior/Feedback Program	\$ 82,941	\$ 170,950	\$ 206,300	\$ 2,083,100	\$ 56,573	\$ 2,599,864	\$ 32,816	\$ -	\$ 2,632,681	\$ 15	1.40
2. Residential Products	\$ 1,175,807	\$ 2,270,578	\$ 14,336,172	\$ 2,692,966	\$ 788,915	\$ 21,264,438	\$ 951,815	\$ 8,346,073	\$ 30,562,326	\$ 31	3.76
Residential Cooling & Heating Equipment	\$ 217,828	\$ 156,668	\$ 2,501,102	\$ 526,101	\$ 64,835	\$ 3,466,534	\$ 93,649	\$ 1,481,777	\$ 5,041,960	\$ 622	2.45
Residential Lighting	\$ 749,897	\$ 1,614,965	\$ 10,314,915	\$ 1,289,549	\$ 531,626	\$ 14,500,952	\$ 785,770	\$ 6,187,604	\$ 21,474,327	\$ 23	4.43
Residential Consumer Products	\$ 208,082	\$ 498,945	\$ 1,520,155	\$ 877,316	\$ 192,453	\$ 3,296,951	\$ 72,395	\$ 676,692	\$ 4,046,039	\$ 65	2.20
3. Residential Hard-to-Measure	\$ 627,262	\$ 1,054,705	\$ 3,971,740	\$ 1,792,708	\$ 56,005	\$ 7,502,420	\$ -	\$ -	\$ 7,502,420	\$ -	-
Residential Statewide Marketing	\$ -	\$ 895,479	\$ -	\$ -	\$ -	\$ 895,479	\$ -	\$ -	\$ 895,479	\$ -	-
Residential DOER Assessment	\$ 433,730	\$ -	\$ -	\$ -	\$ 56,005	\$ 489,735	\$ -	\$ -	\$ 489,735	\$ -	-
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	-
Residential Sponsorship & Subscriptions	\$ 96,845	\$ -	\$ -	\$ -	\$ -	\$ 96,845	\$ -	\$ -	\$ 96,845	\$ -	-
Residential HEAT Loan	\$ -	\$ 5,072	\$ 3,971,740	\$ 423,482	\$ -	\$ 4,400,294	\$ -	\$ -	\$ 4,400,294	\$ -	-
Residential Workforce Development	\$ 15,153	\$ -	\$ -	\$ 219,226	\$ -	\$ 234,379	\$ -	\$ -	\$ 234,379	\$ -	-
Residential R&D and Demonstration	\$ 4,496	\$ -	\$ -	\$ 125,000	\$ -	\$ 129,496	\$ -	\$ -	\$ 129,496	\$ -	-
Residential Education	\$ 77,038	\$ 154,154	\$ -	\$ 1,025,000	\$ -	\$ 1,256,192	\$ -	\$ -	\$ 1,256,192	\$ -	-
Low-Income	\$ 2,075,103	\$ 791,361	\$ 18,508,077	\$ 4,028,856	\$ 1,039,471	\$ 26,442,868	\$ 524,039	\$ 1,360,831	\$ 28,327,737	\$ 1,876	1.17
4. Low-Income Whole House	\$ 1,372,856	\$ 690,815	\$ 18,508,077	\$ 4,028,856	\$ 1,019,456	\$ 25,620,060	\$ 524,039	\$ 1,360,831	\$ 27,504,930	\$ 1,818	1.21
Low-Income New Construction	\$ 42,808	\$ 24,633	\$ 510,602	\$ 90,630	\$ 29,597	\$ 698,340	\$ 72,234	\$ 1,360,831	\$ 2,131,405	\$ 791	2.09
Low-Income Single Family Retrofit	\$ 573,503	\$ 176,209	\$ 8,428,443	\$ 2,071,518	\$ 289,978	\$ 11,539,650	\$ 294,294	\$ -	\$ 11,833,945	\$ 2,193	1.82
Low-Income Multi-Family Retrofit	\$ 756,465	\$ 489,973	\$ 9,569,032	\$ 1,866,718	\$ 699,881	\$ 13,382,069	\$ 157,510	\$ -	\$ 13,539,580	\$ 1,683	0.64
5. Low-Income Hard-to-Measure	\$ 702,247	\$ 100,546	\$ -	\$ -	\$ 20,015	\$ 822,808	\$ -	\$ -	\$ 822,808	\$ -	-
Low-Income Statewide Marketing	\$ -	\$ 100,546	\$ -	\$ -	\$ -	\$ 100,546	\$ -	\$ -	\$ 100,546	\$ -	-
Low-Income DOER Assessment	\$ 158,893	\$ -	\$ -	\$ -	\$ 20,015	\$ 178,908	\$ -	\$ -	\$ 178,908	\$ -	-
Low-Income Energy Affordability Network	\$ 543,354	\$ -	\$ -	\$ -	\$ -	\$ 543,354	\$ -	\$ -	\$ 543,354	\$ -	-
Commercial & Industrial	\$ 15,092,045	\$ 4,463,622	\$ 111,063,591	\$ 23,214,797	\$ 4,629,619	\$ 158,463,674	\$ 8,630,713	\$ 69,502,742	\$ 236,599,129	\$ 19,311	4.23
6. C&I New Construction	\$ 3,222,873	\$ 1,189,132	\$ 18,759,755	\$ 5,473,419	\$ 1,172,508	\$ 29,817,687	\$ 2,067,487	\$ 11,497,914	\$ 43,383,089	\$ 26,179	5.84
C&I New Construction	\$ 3,222,873	\$ 1,189,132	\$ 18,759,755	\$ 5,473,419	\$ 1,172,508	\$ 29,817,687	\$ 2,067,487	\$ 11,497,914	\$ 43,383,089	\$ 26,179	5.84
7. C&I Retrofit	\$ 10,298,103	\$ 2,686,072	\$ 92,303,836	\$ 17,741,378	\$ 3,343,081	\$ 126,372,470	\$ 6,565,225	\$ 58,004,828	\$ 190,940,523	\$ 17,882	3.93
C&I Retrofit	\$ 8,631,140	\$ 2,304,710	\$ 55,519,227	\$ 7,141,531	\$ 2,529,163	\$ 76,125,771	\$ 4,754,691	\$ 45,743,292	\$ 126,623,754	\$ 41,781	4.75
C&I Direct Install	\$ 1,666,963	\$ 381,362	\$ 36,784,609	\$ 10,599,847	\$ 813,918	\$ 50,246,699	\$ 1,808,534	\$ 12,261,536	\$ 64,316,769	\$ 9,580	2.68
8. C&I Hard-to-Measure	\$ 1,571,069	\$ 588,418	\$ -	\$ -	\$ 114,030	\$ 2,273,517					

**Budget for the Three-Year Term (nominal\$)**

Budget Table 2

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)

	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
	Sum of Program Planning and Administration	Sum of Marketing and Advertising	Sum of Participant Incentive	Sum of Sales, Technical Assistance & Training	Sum of Evaluation and Market Research	Sum of Total Program Costs	Sum of Performance Incentive	Sum of Participant Costs	Sum of Total Resource Costs	Sum of Cost per Participant	Sum of Resource Benefit per Dollar Spent
<b>Budget for the Three-Year Term (nominal\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>											
<b>Total</b>	\$ 56,040,045	\$ 26,354,516	\$ 504,289,633	\$ 117,640,777	\$ 19,224,714	\$ 723,549,685	\$ 40,736,948	\$ 284,365,959	\$ 1,048,652,592	\$ -	\$ -
<b>Residential</b>	\$ 11,158,714	\$ 14,597,894	\$ 147,995,894	\$ 44,829,461	\$ 6,386,092	\$ 224,568,054	\$ 11,409,913	\$ 73,315,872	\$ 309,693,840	\$ -	\$ -
1. Residential Whole House	\$ 6,203,289	\$ 5,384,120	\$ 90,211,288	\$ 32,271,480	\$ 4,389,452	\$ 138,459,630	\$ 8,062,668	\$ 38,400,402	\$ 184,922,700	\$ -	\$ -
Residential New Construction & Major Renovation	\$ 320,526	\$ 400,177	\$ 4,308,761	\$ 1,064,038	\$ 404,496	\$ 6,497,998	\$ 380,627	\$ 22,697,508	\$ 29,576,133	\$ -	\$ -
Residential Multi-Family Retrofit	\$ 1,109,086	\$ 257,512	\$ 17,510,344	\$ 2,909,556	\$ 775,665	\$ 22,562,162	\$ 257,360	\$ (222,291)	\$ 22,597,231	\$ -	\$ -
Residential Home Energy Services	\$ 4,545,879	\$ 4,267,698	\$ 67,908,829	\$ 22,372,356	\$ 3,036,404	\$ 102,131,165	\$ 7,344,722	\$ 15,925,185	\$ 125,401,072	\$ -	\$ -
Residential Behavior/Feedback Program	\$ 227,798	\$ 458,733	\$ 483,355	\$ 5,925,530	\$ 172,888	\$ 7,268,304	\$ 79,959	\$ -	\$ 7,348,263	\$ -	\$ -
2. Residential Products	\$ 3,113,830	\$ 6,260,140	\$ 43,574,905	\$ 7,563,210	\$ 1,883,246	\$ 62,395,331	\$ 3,347,245	\$ 34,915,471	\$ 100,658,046	\$ -	\$ -
Residential Cooling & Heating Equipment	\$ 572,501	\$ 361,403	\$ 8,305,884	\$ 1,583,028	\$ 137,391	\$ 10,960,206	\$ 269,672	\$ 4,411,866	\$ 15,641,744	\$ -	\$ -
Residential Lighting	\$ 1,992,988	\$ 4,467,735	\$ 30,970,695	\$ 3,440,461	\$ 1,306,817	\$ 42,178,695	\$ 2,863,962	\$ 27,809,750	\$ 72,852,407	\$ -	\$ -
Residential Consumer Products	\$ 548,341	\$ 1,431,002	\$ 4,298,326	\$ 2,539,722	\$ 439,038	\$ 9,256,429	\$ 213,611	\$ 2,693,854	\$ 12,163,895	\$ -	\$ -
3. Residential Hard-to-Measure	\$ 1,841,595	\$ 2,953,634	\$ 14,209,701	\$ 4,994,771	\$ 113,393	\$ 24,113,094	\$ -	\$ -	\$ 28,113,094	\$ -	\$ -
Residential Statewide Marketing	\$ -	\$ 2,476,397	\$ -	\$ -	\$ -	\$ 2,476,397	\$ -	\$ -	\$ 2,476,397	\$ -	\$ -
Residential DOER Assessment	\$ 1,330,811	\$ -	\$ -	\$ -	\$ 113,393	\$ 1,444,204	\$ -	\$ -	\$ 1,444,204	\$ -	\$ -
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Residential Sponsorship & Subscriptions	\$ 249,949	\$ -	\$ -	\$ -	\$ -	\$ 249,949	\$ -	\$ -	\$ 249,949	\$ -	\$ -
Residential HEAT Loan	\$ -	\$ 10,090	\$ 14,209,701	\$ 1,481,735	\$ -	\$ 15,701,526	\$ -	\$ -	\$ 15,701,526	\$ -	\$ -
Residential Workforce Development	\$ 42,577	\$ -	\$ -	\$ 481,258	\$ -	\$ 523,834	\$ -	\$ -	\$ 523,834	\$ -	\$ -
Residential R&D and Demonstration	\$ 11,407	\$ -	\$ -	\$ 275,203	\$ -	\$ 286,610	\$ -	\$ -	\$ 286,610	\$ -	\$ -
Residential Education	\$ 206,852	\$ 467,146	\$ -	\$ 2,756,576	\$ -	\$ 3,430,574	\$ -	\$ -	\$ 3,430,574	\$ -	\$ -
<b>Low-Income</b>	\$ 5,318,248	\$ 1,389,427	\$ 54,601,796	\$ 11,601,211	\$ 2,212,427	\$ 75,123,109	\$ 2,209,936	\$ 3,058,977	\$ 80,392,022	\$ -	\$ -
4. Low-Income Whole House	\$ 3,622,093	\$ 1,080,657	\$ 54,601,796	\$ 11,601,211	\$ 2,171,873	\$ 73,077,630	\$ 2,209,936	\$ 3,058,977	\$ 78,346,543	\$ -	\$ -
Low-Income New Construction	\$ 112,579	\$ 38,681	\$ 1,181,832	\$ 216,505	\$ 60,516	\$ 1,610,114	\$ 206,404	\$ 3,058,977	\$ 4,875,495	\$ -	\$ -
Low-Income Single Family Retrofit	\$ 1,531,204	\$ 383,677	\$ 24,548,110	\$ 5,676,831	\$ 701,427	\$ 32,841,250	\$ 1,300,025	\$ -	\$ 34,141,274	\$ -	\$ -
Low-Income Multi-Family Retrofit	\$ 1,978,310	\$ 658,298	\$ 28,871,854	\$ 5,707,874	\$ 1,409,931	\$ 38,626,267	\$ 703,507	\$ -	\$ 39,329,774	\$ -	\$ -
5. Low-Income Hard-to-Measure	\$ 1,696,155	\$ 308,770	\$ -	\$ -	\$ 40,553	\$ 2,045,479	\$ -	\$ -	\$ 2,045,479	\$ -	\$ -
Low-Income Statewide Marketing	\$ -	\$ 308,770	\$ -	\$ -	\$ -	\$ 308,770	\$ -	\$ -	\$ 308,770	\$ -	\$ -
Low-Income DOER Assessment	\$ 484,836	\$ -	\$ -	\$ -	\$ 40,553	\$ 525,389	\$ -	\$ -	\$ 525,389	\$ -	\$ -
Low-Income Energy Affordability Network	\$ 1,211,319	\$ -	\$ -	\$ -	\$ -	\$ 1,211,319	\$ -	\$ -	\$ 1,211,319	\$ -	\$ -
<b>Commercial &amp; Industrial</b>	\$ 39,563,082	\$ 10,367,196	\$ 301,691,943	\$ 61,210,105	\$ 10,626,196	\$ 423,458,521	\$ 27,117,100	\$ 207,991,110	\$ 658,566,731	\$ -	\$ -
6. C&I New Construction	\$ 8,371,648	\$ 2,633,424	\$ 58,220,779	\$ 12,938,865	\$ 2,770,992	\$ 84,935,709	\$ 7,135,399	\$ 38,982,716	\$ 131,053,823	\$ -	\$ -
C&I New Construction	\$ 8,371,648	\$ 2,633,424	\$ 58,220,779	\$ 12,938,865	\$ 2,770,992	\$ 84,935,709	\$ 7,135,399	\$ 38,982,716	\$ 131,053,823	\$ -	\$ -
7. C&I Retrofit	\$ 26,435,776	\$ 6,081,987	\$ 243,471,164	\$ 48,271,240	\$ 7,624,259	\$ 331,884,426	\$ 19,981,701	\$ 169,008,394	\$ 520,874,522	\$ -	\$ -
C&I Retrofit	\$ 22,028,096	\$ 5,086,058	\$ 142,943,435	\$ 18,642,466	\$ 5,903,309	\$ 194,603,364	\$ 15,195,587	\$ 136,205,658	\$ 346,004,610	\$ -	\$ -
C&I Direct Install	\$ 4,407,680	\$ 995,929	\$ 100,527,729	\$ 29,628,774	\$ 1,720,950	\$ 137,281,062	\$ 4,786,114	\$ 32,802,736	\$ 174,869,912	\$ -	\$ -
8. C&I Hard-to-Measure	\$ 4,755,657	\$ 1,651,784	\$ -	\$ -	\$ 230,945	\$ 6,638,387	\$ -	\$ -	\$ 6,638,387	\$ -	\$ -
C&I Statewide Marketing	\$ -	\$ 1,651,784	\$ -	\$ -	\$ -	\$ 1,651,784	\$ -	\$ -	\$ 1,651,784	\$ -	\$ -
C&I DOER Assessment	\$ 2,723,466	\$ -	\$ -	\$ -	\$ 230,945	\$ 2,954,412	\$ -	\$ -	\$ 2,954,412	\$ -	\$ -
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
C&I Sponsorships & Subscriptions	\$ 2,032,191	\$ -	\$ -	\$ -	\$ -	\$ 2,032,191	\$ -	\$ -	\$ 2,032,191	\$ -	\$ -

**Significant Planned Budget v Actual Expenditures Variances (nominal\$)**

Budget Table 3

Date of Filing	June 23, 2014					
Distribution Company	Electric					
Program Administrator	NU (Combined)					
Sum of Total Program Costs	Planned			Planned Total		Preliminary
	2013	2014	2015		2013	
Residential	\$ 68,461,465	\$ 74,568,302	\$ 80,004,702	\$ 223,034,469	\$ 70,395,050	
1. Residential Whole House	\$ 42,580,612	\$ 46,988,533	\$ 51,237,844	\$ 140,806,989	\$ 40,233,253	
Residential New Construction & Major Renovation	\$ 2,054,702	\$ 2,113,481	\$ 2,261,379	\$ 6,429,562	\$ 2,123,138	
Residential Multi-Family Retrofit	\$ 6,961,571	\$ 7,533,241	\$ 7,996,333	\$ 22,491,145	\$ 7,032,588	
Residential Home Energy Services	\$ 31,407,212	\$ 34,784,488	\$ 38,380,268	\$ 104,571,967	\$ 28,966,409	
Residential Behavior/Feedback Program	\$ 2,157,127	\$ 2,557,322	\$ 2,599,864	\$ 7,314,314	\$ 2,111,118	
2. Residential Products	\$ 18,894,607	\$ 20,293,071	\$ 21,264,438	\$ 60,452,116	\$ 20,837,821	
Residential Cooling & Heating Equipment	\$ 3,200,934	\$ 3,342,694	\$ 3,466,534	\$ 10,010,163	\$ 4,150,978	
Residential Lighting	\$ 12,572,630	\$ 13,671,347	\$ 14,500,952	\$ 40,744,929	\$ 14,006,396	
Residential Consumer Products	\$ 3,121,043	\$ 3,279,030	\$ 3,296,951	\$ 9,697,025	\$ 2,680,448	
3. Residential Hard-to-Measure	\$ 6,986,246	\$ 7,286,698	\$ 7,502,420	\$ 21,775,364	\$ 9,323,976	
Residential Statewide Marketing	\$ 889,133	\$ 892,698	\$ 895,479	\$ 2,677,310	\$ 688,220	
Residential DOER Assessment	\$ 489,735	\$ 489,735	\$ 489,735	\$ 1,469,205	\$ 464,734	
Residential EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	
Residential Sponsorship & Subscriptions	\$ 96,845	\$ 96,845	\$ 96,845	\$ 290,535	\$ 56,259	
Residential HEAT Loan	\$ 4,000,367	\$ 4,201,218	\$ 4,400,294	\$ 12,601,879	\$ 7,100,014	
Residential Workforce Development	\$ 189,997	\$ 237,608	\$ 234,379	\$ 661,984	\$ 51,847	
Residential R&D and Demonstration	\$ 129,346	\$ 129,541	\$ 129,496	\$ 388,383	\$ 27,573	
Residential Education	\$ 1,190,823	\$ 1,239,053	\$ 1,256,192	\$ 3,686,068	\$ 935,329	
Low-Income	\$ 24,261,788	\$ 25,301,877	\$ 26,442,868	\$ 76,006,533	\$ 23,378,364	
4. Low-Income Whole House	\$ 23,444,864	\$ 24,515,217	\$ 25,620,060	\$ 73,580,141	\$ 22,942,353	
Low-Income New Construction	\$ 618,818	\$ 648,055	\$ 698,340	\$ 1,965,214	\$ 263,718	
Low-Income Single Family Retrofit	\$ 10,789,162	\$ 11,466,046	\$ 11,539,650	\$ 33,794,859	\$ 9,835,553	
Low-Income Multi-Family Retrofit	\$ 12,036,883	\$ 12,401,116	\$ 13,382,069	\$ 37,820,068	\$ 12,843,082	
5. Low-Income Hard-to-Measure	\$ 816,924	\$ 786,660	\$ 822,808	\$ 2,426,392	\$ 436,011	
Low-Income Statewide Marketing	\$ 99,181	\$ 99,948	\$ 100,546	\$ 299,675	\$ 108,276	
Low-Income DOER Assessment	\$ 178,908	\$ 178,908	\$ 178,908	\$ 536,724	\$ 167,573	
Low-Income Energy Affordability Network	\$ 538,835	\$ 507,804	\$ 543,354	\$ 1,589,993	\$ 160,162	
Commercial & Industrial	\$ 148,125,539	\$ 152,642,526	\$ 158,463,674	\$ 459,231,740	\$ 112,352,321	
6. C&I New Construction	\$ 32,031,219	\$ 28,403,498	\$ 29,817,687	\$ 90,252,404	\$ 26,714,523	
C&I New Construction	\$ 32,031,219	\$ 28,403,498	\$ 29,817,687	\$ 90,252,404	\$ 26,714,523	
7. C&I Retrofit	\$ 113,826,680	\$ 121,968,086	\$ 126,372,470	\$ 362,167,236	\$ 83,543,870	
C&I Retrofit	\$ 69,695,111	\$ 74,049,340	\$ 76,125,771	\$ 219,870,222	\$ 44,428,254	
C&I Direct Install	\$ 44,131,569	\$ 47,918,746	\$ 50,246,699	\$ 142,297,015	\$ 39,115,616	
8. C&I Hard-to-Measure	\$ 2,267,640	\$ 2,270,942	\$ 2,273,517	\$ 6,812,099	\$ 2,093,928	
C&I Statewide Marketing	\$ 582,541	\$ 585,843	\$ 588,418	\$ 1,756,802	\$ 477,523	
C&I DOER Assessment	\$ 1,002,963	\$ 1,002,963	\$ 1,002,963	\$ 3,008,889	\$ 948,486	
C&I EEAC Consultants	\$ -	\$ -	\$ -	\$ -	\$ -	
C&I Sponsorships & Subscriptions	\$ 682,136	\$ 682,136	\$ 682,136	\$ 2,046,408	\$ 667,919	
Grand Total	\$ 240,848,792	\$ 252,512,705	\$ 264,911,244	\$ 758,272,742	\$ 206,125,735	

Planned v Actual Budget Variances	Planned Three-Year Goal Cumulative Achievement by Year			Actual Plan-Year Three-Year Goal Cumulative Achievement	Difference in Plan-Year Three-Year Goal Cumulative Achievement
	2013	2014	2015		
<b>Residential</b>	<b>31%</b>	<b>64%</b>	<b>100%</b>	<b>32%</b>	<b>3%</b>
<b>1. Residential Whole House</b>	<b>30%</b>	<b>64%</b>	<b>100%</b>	<b>29%</b>	<b>-6%</b>
Residential New Construction & Major Renovation	32%	65%	100%	33%	3%
Residential Multi-Family Retrofit	31%	64%	100%	31%	1%
Residential Home Energy Services	30%	63%	100%	28%	-8%
Residential Behavior/Feedback Program	29%	64%	100%	29%	-2%
<b>2. Residential Products</b>	<b>31%</b>	<b>65%</b>	<b>100%</b>	<b>34%</b>	<b>10%</b>
Residential Cooling & Heating Equipment	32%	65%	100%	41%	30%
Residential Lighting	31%	64%	100%	34%	11%
Residential Consumer Products	32%	66%	100%	28%	-14%
<b>3. Residential Hard-to-Measure</b>	<b>32%</b>	<b>66%</b>	<b>100%</b>	<b>43%</b>	<b>33%</b>
Residential Statewide Marketing	33%	67%	100%	26%	-23%
Residential DOER Assessment	33%	67%	100%	32%	-5%
Residential EEAC Consultants	0%	0%	0%	0%	0%
Residential Sponsorship & Subscriptions	33%	67%	100%	19%	-42%
Residential HEAT Loan	32%	65%	100%	56%	77%
Residential Workforce Development	29%	65%	100%	8%	-73%
Residential R&D and Demonstration	33%	67%	100%	7%	-79%
Residential Education	32%	66%	100%	25%	-21%
<b>Low-Income</b>	<b>32%</b>	<b>65%</b>	<b>100%</b>	<b>31%</b>	<b>-4%</b>
<b>4. Low-Income Whole House</b>	<b>32%</b>	<b>65%</b>	<b>100%</b>	<b>31%</b>	<b>-2%</b>
Low-Income New Construction	31%	64%	100%	13%	-57%
Low-Income Single Family Retrofit	32%	66%	100%	29%	-9%
Low-Income Multi-Family Retrofit	32%	65%	100%	34%	7%
<b>5. Low-Income Hard-to-Measure</b>	<b>34%</b>	<b>66%</b>	<b>100%</b>	<b>18%</b>	<b>-47%</b>
Low-Income Statewide Marketing	33%	66%	100%	36%	9%
Low-Income DOER Assessment	33%	67%	100%	31%	-6%
Low-Income Energy Affordability Network	34%	66%	100%	10%	-70%
<b>Commercial &amp; Industrial</b>	<b>32%</b>	<b>65%</b>	<b>100%</b>	<b>24%</b>	<b>-24%</b>
<b>6. C&amp;I New Construction</b>	<b>35%</b>	<b>67%</b>	<b>100%</b>	<b>30%</b>	<b>-17%</b>
C&I New Construction	35%	67%	100%	30%	-17%
<b>7. C&amp;I Retrofit</b>	<b>31%</b>	<b>65%</b>	<b>100%</b>	<b>23%</b>	<b>-27%</b>
C&I Retrofit	32%	65%	100%	20%	-36%
C&I Direct Install	31%	65%	100%	27%	-11%
<b>8. C&amp;I Hard-to-Measure</b>	<b>33%</b>	<b>67%</b>	<b>100%</b>	<b>31%</b>	<b>-8%</b>
C&I Statewide Marketing	33%	67%	100%	27%	-18%
C&I DOER Assessment	33%	67%	100%	32%	-5%
C&I EEAC Consultants	0%	0%	0%	0%	0%
C&I Sponsorships & Subscriptions	33%	67%	100%	33%	-2%
<b>Grand Total</b>	<b>32%</b>	<b>65%</b>	<b>100%</b>	<b>27%</b>	<b>-14%</b>

Plan-year core initiative significant variance explanations are required for: (1) variances between planned and actual core initiative budget of 15 percent or greater. See Appendix 1 for more information.

Variances are calculated by percent of three-year goal (i.e., variance calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan-Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan-Year Report year).

**Cost-Effectiveness (2013\$): Plan-Year Analysis**

Cost-Effectiveness Table 1

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013

	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Sum of Benefit Cost Ratio
Planned	\$ 240,848,792	\$ 14,413,664	\$ 80,414,681	\$ 335,677,137	\$ 1,103,794,686	\$ 768,117,549	3.29
Residential	\$ 68,461,465	\$ 3,795,058	\$ 17,584,751	\$ 89,841,275	\$ 278,633,136	\$ 188,791,861	3.10
<b>1. Residential Whole House</b>	<b>\$ 42,580,612</b>	<b>\$ 2,689,817</b>	<b>\$ 10,179,858</b>	<b>\$ 55,450,287</b>	<b>\$ 195,665,911</b>	<b>\$ 140,215,624</b>	<b>3.53</b>
Residential New Construction & Major Renovation	\$ 2,054,702	\$ 89,766	\$ 5,413,143	\$ 7,557,610	\$ 9,746,311	\$ 2,188,701	1.29
Residential Multi-Family Retrofit	\$ 6,961,571	\$ 93,734	\$ 145,406	\$ 7,200,711	\$ 9,805,878	\$ 2,605,166	1.36
Residential Home Energy Services	\$ 31,407,212	\$ 2,465,503	\$ 4,621,310	\$ 38,494,025	\$ 172,379,242	\$ 133,885,217	4.48
Residential Behavior/Feedback Program	\$ 2,157,127	\$ 40,813	\$ -	\$ 2,197,940	\$ 3,734,480	\$ 1,536,540	1.70
<b>2. Residential Products</b>	<b>\$ 18,894,607</b>	<b>\$ 1,105,242</b>	<b>\$ 7,404,893</b>	<b>\$ 27,404,742</b>	<b>\$ 82,967,225</b>	<b>\$ 55,562,484</b>	<b>3.03</b>
Residential Cooling & Heating Equipment	\$ 3,200,934	\$ 109,718	\$ 1,434,134	\$ 4,744,786	\$ 9,370,522	\$ 4,625,736	1.97
Residential Lighting	\$ 12,572,630	\$ 923,721	\$ 5,059,919	\$ 18,556,270	\$ 66,929,045	\$ 48,372,775	3.61
Residential Consumer Products	\$ 3,121,043	\$ 71,802	\$ 910,841	\$ 4,103,686	\$ 6,667,658	\$ 2,563,972	1.62
<b>3. Residential Hard-to-Measure</b>	<b>\$ 6,986,246</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,986,246</b>	<b>\$ -</b>	<b>\$ (6,986,246)</b>	<b>-</b>
Low-Income	\$ 24,261,788	\$ 1,008,331	\$ 1,338,545	\$ 26,608,664	\$ 51,125,733	\$ 24,517,069	1.92
<b>4. Low-Income Whole House</b>	<b>\$ 23,444,864</b>	<b>\$ 1,008,331</b>	<b>\$ 1,338,545</b>	<b>\$ 25,791,740</b>	<b>\$ 51,125,733</b>	<b>\$ 25,333,993</b>	<b>1.98</b>
Low-Income New Construction	\$ 618,818	\$ 152,690	\$ 1,338,545	\$ 2,110,054	\$ 5,886,298	\$ 3,776,243	2.79
Low-Income Single Family Retrofit	\$ 10,789,162	\$ 561,196	\$ -	\$ 11,350,358	\$ 25,206,073	\$ 13,855,715	2.22
Low-Income Multi-Family Retrofit	\$ 12,036,883	\$ 294,445	\$ -	\$ 12,331,328	\$ 20,033,363	\$ 7,702,034	1.62
<b>5. Low-Income Hard-to-Measure</b>	<b>\$ 816,924</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 816,924</b>	<b>\$ -</b>	<b>\$ (816,924)</b>	<b>-</b>
Commercial & Industrial	\$ 148,125,539	\$ 9,610,274	\$ 61,491,385	\$ 219,227,198	\$ 774,035,817	\$ 554,808,619	3.53
<b>6. C&amp;I New Construction</b>	<b>\$ 32,031,219</b>	<b>\$ 2,535,585</b>	<b>\$ 12,612,087</b>	<b>\$ 47,178,890</b>	<b>\$ 199,299,836</b>	<b>\$ 152,120,946</b>	<b>4.22</b>
C&I New Construction	\$ 32,031,219	\$ 2,535,585	\$ 12,612,087	\$ 47,178,890	\$ 199,299,836	\$ 152,120,946	4.22
<b>7. C&amp;I Retrofit</b>	<b>\$ 113,826,680</b>	<b>\$ 7,074,690</b>	<b>\$ 48,879,298</b>	<b>\$ 169,780,668</b>	<b>\$ 574,735,980</b>	<b>\$ 404,955,313</b>	<b>3.39</b>
C&I Retrofit	\$ 69,695,111	\$ 5,377,722	\$ 38,293,075	\$ 113,365,907	\$ 429,387,311	\$ 316,021,403	3.79
C&I Direct Install	\$ 44,131,569	\$ 1,696,968	\$ 10,586,223	\$ 56,414,761	\$ 145,348,670	\$ 88,933,909	2.58
<b>8. C&amp;I Hard-to-Measure</b>	<b>\$ 2,267,640</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,267,640</b>	<b>\$ -</b>	<b>\$ (2,267,640)</b>	<b>-</b>
Evaluated	\$ 206,125,735	\$ 15,432,902	\$ 100,444,333	\$ 322,002,971	\$ 1,198,242,429	\$ 876,239,458	3.72
Residential	\$ 70,395,050	\$ 4,439,079	\$ 29,454,195	\$ 104,288,324	\$ 358,133,250	\$ 253,844,925	3.43
<b>1. Residential Whole House</b>	<b>\$ 40,233,253</b>	<b>\$ 2,954,730</b>	<b>\$ 11,427,374</b>	<b>\$ 54,615,357</b>	<b>\$ 234,027,855</b>	<b>\$ 179,412,498</b>	<b>4.29</b>
Residential New Construction & Major Renovation	\$ 2,123,138	\$ 211,419	\$ 6,317,512	\$ 8,652,068	\$ 19,133,538	\$ 10,481,469	2.21
Residential Multi-Family Retrofit	\$ 7,032,588	\$ 69,322	\$ (450,770)	\$ 6,651,141	\$ 8,183,952	\$ 1,532,811	1.23
Residential Home Energy Services	\$ 28,966,409	\$ 2,653,436	\$ 5,560,632	\$ 37,180,477	\$ 204,378,047	\$ 167,197,570	5.50
Residential Behavior/Feedback Program	\$ 2,111,118	\$ 20,553	\$ -	\$ 2,131,671	\$ 2,332,318	\$ 200,648	1.09
<b>2. Residential Products</b>	<b>\$ 20,837,821</b>	<b>\$ 1,484,349</b>	<b>\$ 18,026,821</b>	<b>\$ 40,348,991</b>	<b>\$ 124,105,394</b>	<b>\$ 83,756,403</b>	<b>3.08</b>
Residential Cooling & Heating Equipment	\$ 4,150,978	\$ 85,271	\$ 1,506,872	\$ 5,743,121	\$ 8,844,935	\$ 3,101,814	1.54
Residential Lighting	\$ 14,006,396	\$ 1,326,402	\$ 15,629,118	\$ 30,961,916	\$ 108,347,959	\$ 77,386,044	3.50
Residential Consumer Products	\$ 2,680,448	\$ 72,676	\$ 890,831	\$ 3,643,955	\$ 6,912,500	\$ 3,268,546	1.90
<b>3. Residential Hard-to-Measure</b>	<b>\$ 9,323,976</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 9,323,976</b>	<b>\$ -</b>	<b>\$ (9,323,976)</b>	<b>-</b>
Low-Income	\$ 23,378,364	\$ 1,149,425	\$ 221,994	\$ 24,749,783	\$ 51,651,833	\$ 26,902,050	2.09
<b>4. Low-Income Whole House</b>	<b>\$ 22,942,353</b>	<b>\$ 1,149,425</b>	<b>\$ 221,994</b>	<b>\$ 24,313,772</b>	<b>\$ 51,651,833</b>	<b>\$ 27,338,061</b>	<b>2.12</b>
Low-Income New Construction	\$ 263,718	\$ 66,522	\$ 221,994	\$ 552,235	\$ 2,293,591	\$ 1,741,357	4.15
Low-Income Single Family Retrofit	\$ 9,835,553	\$ 723,030	\$ -	\$ 10,558,583	\$ 28,831,502	\$ 18,272,919	2.73
Low-Income Multi-Family Retrofit	\$ 12,843,082	\$ 359,873	\$ -	\$ 13,202,955	\$ 20,526,740	\$ 7,323,785	1.55
<b>5. Low-Income Hard-to-Measure</b>	<b>\$ 436,011</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 436,011</b>	<b>\$ -</b>	<b>\$ (436,011)</b>	<b>-</b>
Commercial & Industrial	\$ 112,352,321	\$ 9,844,398	\$ 70,768,144	\$ 192,964,863	\$ 788,457,346	\$ 595,492,483	4.09
<b>6. C&amp;I New Construction</b>	<b>\$ 26,714,523</b>	<b>\$ 3,211,261</b>	<b>\$ 17,005,765</b>	<b>\$ 46,931,549</b>	<b>\$ 249,656,838</b>	<b>\$ 202,725,289</b>	<b>5.32</b>
C&I New Construction	\$ 26,714,523	\$ 3,211,261	\$ 17,005,765	\$ 46,931,549	\$ 249,656,838	\$ 202,725,289	5.32
<b>7. C&amp;I Retrofit</b>	<b>\$ 83,543,870</b>	<b>\$ 6,633,137</b>	<b>\$ 53,762,379</b>	<b>\$ 143,939,386</b>	<b>\$ 538,800,507</b>	<b>\$ 394,861,121</b>	<b>3.74</b>
C&I Retrofit	\$ 44,428,254	\$ 5,283,772	\$ 44,812,652	\$ 94,524,678	\$ 419,057,709	\$ 324,533,032	4.43
C&I Direct Install	\$ 39,115,616	\$ 1,349,365	\$ 8,949,727	\$ 49,414,709	\$ 119,742,798	\$ 70,328,089	2.42
<b>8. C&amp;I Hard-to-Measure</b>	<b>\$ 2,093,928</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 2,093,928</b>	<b>\$ -</b>	<b>\$ (2,093,928)</b>	<b>-</b>

Planned v Evaluated Variances	Sum of Total Program Costs (2013\$)	Sum of Performance Incentive (2013\$)	Sum of Participant Costs (2013\$)	Sum of Total Resource Costs (2013\$)	Sum of Total Benefits	Sum of Total Net Benefits	Sum of Benefit Cost Ratio
<b>Total Annual Variance</b>	<b>-14%</b>	<b>7%</b>	<b>25%</b>	<b>-4%</b>	<b>9%</b>	<b>14%</b>	<b>13%</b>
<b>Residential</b>	<b>3%</b>	<b>17%</b>	<b>67%</b>	<b>16%</b>	<b>29%</b>	<b>34%</b>	<b>11%</b>
<b>1. Residential Whole House</b>	<b>-6%</b>	<b>10%</b>	<b>12%</b>	<b>-2%</b>	<b>20%</b>	<b>28%</b>	<b>21%</b>
Residential New Construction & Major Renovation	3%	136%	17%	14%	96%	379%	71%
Residential Multi-Family Retrofit	1%	-26%	-410%	-8%	-17%	-41%	-10%
Residential Home Energy Services	-8%	8%	20%	-3%	19%	25%	23%
Residential Behavior/Feedback Program	-2%	-50%	0%	-3%	-38%	-87%	-36%
<b>2. Residential Products</b>	<b>10%</b>	<b>34%</b>	<b>143%</b>	<b>47%</b>	<b>50%</b>	<b>51%</b>	<b>2%</b>
Residential Cooling & Heating Equipment	30%	-22%	5%	21%	-6%	-33%	-22%
Residential Lighting	11%	44%	209%	67%	62%	60%	-3%
Residential Consumer Products	-14%	1%	-2%	-11%	4%	27%	17%
<b>3. Residential Hard-to-Measure</b>	<b>33%</b>	<b>0%</b>	<b>0%</b>	<b>33%</b>	<b>0%</b>	<b>33%</b>	<b>0%</b>
Low-Income	-4%	14%	-83%	-7%	1%	10%	9%
<b>4. Low-Income Whole House</b>	<b>-2%</b>	<b>14%</b>	<b>-83%</b>	<b>-6%</b>	<b>1%</b>	<b>8%</b>	<b>7%</b>
Low-Income New Construction	-57%	-56%	-83%	-74%	-61%	-54%	49%
Low-Income Single Family Retrofit	-9%	29%	0%	-7%	14%	32%	23%
Low-Income Multi-Family Retrofit	7%	22%	0%	7%	2%	-5%	-4%
<b>5. Low-Income Hard-to-Measure</b>	<b>-47%</b>	<b>0%</b>	<b>0%</b>	<b>-47%</b>	<b>0%</b>	<b>-47%</b>	<b>0%</b>
Commercial & Industrial	-24%	2%	15%	-12%	2%	7%	16%
<b>6. C&amp;I New Construction</b>	<b>-17%</b>	<b>27%</b>	<b>35%</b>	<b>-1%</b>	<b>25%</b>	<b>33%</b>	<b>26%</b>
C&I New Construction	-17%	27%	35%	-1%	25%	33%	26%
<b>7. C&amp;I Retrofit</b>	<b>-27%</b>	<b>-6%</b>	<b>10%</b>	<b>-15%</b>	<b>-6%</b>	<b>-2%</b>	<b>11%</b>
C&I Retrofit	-36%	-2%	17%	-17%	-2%	3%	17%
C&I Direct Install	-11%	-20%	-15%	-12%	-18%	-21%	-6%
<b>8. C&amp;I Hard-to-Measure</b>	<b>-8%</b>	<b>0%</b>	<b>0%</b>	<b>-8%</b>	<b>0%</b>	<b>-8%</b>	<b>0%</b>

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.



**Cost-Effectiveness for the Three-Year Term (2013S)**

Cost-Effectiveness Table 2

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)

	Sum of Total Program Costs (2013S)	Sum of Performance Incentive (2013S)	Sum of Participant Costs (2013S)	Sum of Total Resource Costs (2013S)	Sum of Total Benefits	Sum of Total Net Benefits	Sum of Benefit Cost Ratio
<b>2013</b>							
Planned	\$ 240,848,792	\$ 14,413,664	\$ 80,414,681	\$ 335,677,137	\$ 1,103,794,686	\$ 768,117,549	3.29
Residential	\$ 68,461,465	\$ 3,795,058	\$ 17,584,751	\$ 89,841,275	\$ 278,633,136	\$ 188,791,861	3.10
1. Residential Whole House	\$ 42,580,612	\$ 2,689,817	\$ 10,179,858	\$ 55,450,287	\$ 195,665,911	\$ 140,215,624	3.53
Residential New Construction & Major Renovation	\$ 2,054,702	\$ 89,766	\$ 5,413,143	\$ 7,557,610	\$ 9,746,311	\$ 2,188,701	1.29
Residential Multi-Family Retrofit	\$ 6,961,571	\$ 93,734	\$ 145,406	\$ 7,200,711	\$ 9,805,878	\$ 2,605,166	1.36
Residential Home Energy Services	\$ 31,407,212	\$ 2,465,503	\$ 4,621,310	\$ 38,494,025	\$ 172,379,242	\$ 133,885,217	4.48
Residential Behavior/Feedback Program	\$ 2,157,127	\$ 40,813	\$ -	\$ 2,197,940	\$ 3,734,480	\$ 1,536,540	1.70
2. Residential Products	\$ 18,894,607	\$ 1,105,242	\$ 7,404,893	\$ 27,404,742	\$ 82,967,225	\$ 55,562,484	3.03
Residential Cooling & Heating Equipment	\$ 3,200,934	\$ 109,718	\$ 1,434,134	\$ 4,744,786	\$ 9,370,522	\$ 4,625,736	1.97
Residential Lighting	\$ 12,572,630	\$ 923,721	\$ 5,059,919	\$ 18,556,270	\$ 66,929,045	\$ 48,372,775	3.61
Residential Consumer Products	\$ 3,121,043	\$ 71,802	\$ 910,841	\$ 4,103,686	\$ 6,667,658	\$ 2,563,972	1.62
3. Residential Hard-to-Measure	\$ 6,986,246	\$ -	\$ -	\$ 6,986,246	\$ -	\$ (6,986,246)	-
Low-Income	\$ 24,261,788	\$ 1,008,331	\$ 1,338,545	\$ 26,608,664	\$ 51,125,733	\$ 24,517,069	1.92
4. Low-Income Whole House	\$ 23,444,864	\$ 1,008,331	\$ 1,338,545	\$ 25,791,740	\$ 51,125,733	\$ 25,333,993	1.98
Low-Income New Construction	\$ 618,818	\$ 152,690	\$ 1,338,545	\$ 2,110,054	\$ 5,886,298	\$ 3,776,243	2.79
Low-Income Single Family Retrofit	\$ 10,789,162	\$ 561,196	\$ -	\$ 11,350,358	\$ 25,206,073	\$ 13,855,715	2.22
Low-Income Multi-Family Retrofit	\$ 12,036,883	\$ 294,445	\$ -	\$ 12,331,328	\$ 20,033,363	\$ 7,702,034	1.62
5. Low-Income Hard-to-Measure	\$ 816,924	\$ -	\$ -	\$ 816,924	\$ -	\$ (816,924)	-
Commercial & Industrial	\$ 148,125,539	\$ 9,610,274	\$ 61,491,385	\$ 219,227,198	\$ 774,035,817	\$ 554,808,619	3.53
6. C&I New Construction	\$ 32,031,219	\$ 2,535,585	\$ 12,612,087	\$ 47,178,890	\$ 199,299,836	\$ 152,120,946	4.22
C&I New Construction	\$ 32,031,219	\$ 2,535,585	\$ 12,612,087	\$ 47,178,890	\$ 199,299,836	\$ 152,120,946	4.22
7. C&I Retrofit	\$ 113,826,680	\$ 7,074,690	\$ 48,879,298	\$ 169,780,668	\$ 574,735,980	\$ 404,955,313	3.39
C&I Retrofit	\$ 69,695,111	\$ 5,377,722	\$ 38,293,075	\$ 113,365,907	\$ 429,387,311	\$ 316,021,403	3.79
C&I Direct Install	\$ 44,131,569	\$ 1,696,968	\$ 10,586,223	\$ 56,414,761	\$ 145,348,670	\$ 88,933,909	2.58
8. C&I Hard-to-Measure	\$ 2,267,640	\$ -	\$ -	\$ 2,267,640	\$ -	\$ (2,267,640)	-
Evaluated	\$ 206,125,735	\$ 15,432,902	\$ 100,444,333	\$ 322,002,971	\$ 1,198,242,429	\$ 876,239,458	3.72
Residential	\$ 70,395,050	\$ 4,439,079	\$ 29,454,195	\$ 104,288,324	\$ 358,133,250	\$ 253,844,925	3.43
1. Residential Whole House	\$ 40,233,253	\$ 2,954,730	\$ 11,427,374	\$ 54,615,357	\$ 234,027,855	\$ 179,412,498	4.29
Residential New Construction & Major Renovation	\$ 2,123,138	\$ 211,419	\$ 6,317,112	\$ 8,651,668	\$ 19,133,538	\$ 10,481,469	2.21
Residential Multi-Family Retrofit	\$ 7,032,588	\$ 69,322	\$ (450,770)	\$ 6,651,141	\$ 8,183,952	\$ 1,532,811	1.23
Residential Home Energy Services	\$ 28,966,409	\$ 2,653,436	\$ 5,560,632	\$ 37,180,477	\$ 204,378,047	\$ 167,197,570	5.50
Residential Behavior/Feedback Program	\$ 2,111,118	\$ 20,553	\$ -	\$ 2,131,671	\$ 2,332,318	\$ 200,648	1.09
2. Residential Products	\$ 20,837,821	\$ 1,484,349	\$ 18,026,821	\$ 40,348,991	\$ 124,105,394	\$ 83,756,403	3.08
Residential Cooling & Heating Equipment	\$ 4,150,978	\$ 85,271	\$ 1,506,872	\$ 5,743,121	\$ 8,844,935	\$ 3,101,814	1.54
Residential Lighting	\$ 14,006,396	\$ 1,326,402	\$ 15,629,118	\$ 30,961,916	\$ 108,347,959	\$ 77,386,044	3.50
Residential Consumer Products	\$ 2,680,448	\$ 72,676	\$ 890,831	\$ 3,643,955	\$ 6,912,500	\$ 3,268,546	1.90
3. Residential Hard-to-Measure	\$ 9,323,976	\$ -	\$ -	\$ 9,323,976	\$ -	\$ (9,323,976)	-
5. Low-Income	\$ 23,378,364	\$ 1,149,425	\$ 221,994	\$ 24,749,783	\$ 51,651,833	\$ 26,902,050	2.09
4. Low-Income Whole House	\$ 22,942,353	\$ 1,149,425	\$ 221,994	\$ 24,313,772	\$ 51,651,833	\$ 27,338,061	2.12
Low-Income New Construction	\$ 263,718	\$ 65,522	\$ 221,994	\$ 552,235	\$ 2,293,591	\$ 1,741,257	4.15
Low-Income Single Family Retrofit	\$ 9,835,553	\$ 723,030	\$ -	\$ 10,558,583	\$ 28,831,502	\$ 18,272,919	2.73
Low-Income Multi-Family Retrofit	\$ 12,843,082	\$ 359,873	\$ -	\$ 13,202,955	\$ 20,526,740	\$ 7,323,785	1.55
5. Low-Income Hard-to-Measure	\$ 436,011	\$ -	\$ -	\$ 436,011	\$ -	\$ (436,011)	-
Commercial & Industrial	\$ 112,352,321	\$ 9,844,398	\$ 70,768,144	\$ 192,964,863	\$ 788,457,346	\$ 595,492,483	4.09
6. C&I New Construction	\$ 26,714,523	\$ 3,211,261	\$ 17,005,765	\$ 46,931,549	\$ 249,656,838	\$ 202,725,289	5.32
C&I New Construction	\$ 26,714,523	\$ 3,211,261	\$ 17,005,765	\$ 46,931,549	\$ 249,656,838	\$ 202,725,289	5.32
7. C&I Retrofit	\$ 83,543,870	\$ 6,633,137	\$ 53,762,379	\$ 143,939,386	\$ 538,800,507	\$ 394,861,121	3.74
C&I Retrofit	\$ 44,428,254	\$ 5,283,772	\$ 44,812,652	\$ 94,524,678	\$ 419,057,709	\$ 324,533,032	4.43
C&I Direct Install	\$ 39,115,616	\$ 1,349,365	\$ 8,949,727	\$ 49,414,709	\$ 119,742,798	\$ 70,328,089	2.42
8. C&I Hard-to-Measure	\$ 2,093,928	\$ -	\$ -	\$ 2,093,928	\$ -	\$ (2,093,928)	-
<b>2014</b>							
Planned	\$ 245,682,725	\$ 12,195,484	\$ 87,808,815	\$ 345,687,025	\$ 1,099,185,104	\$ 753,498,080	3.18
Residential	\$ 72,551,374	\$ 3,265,283	\$ 20,484,067	\$ 96,300,724	\$ 296,050,695	\$ 199,749,971	3.07
1. Residential Whole House	\$ 45,717,584	\$ 2,378,845	\$ 12,172,551	\$ 60,269,979	\$ 213,925,050	\$ 153,656,070	3.55
Residential New Construction & Major Renovation	\$ 2,056,316	\$ 81,157	\$ 7,213,893	\$ 9,351,365	\$ 10,637,389	\$ 1,286,024	1.14
Residential Multi-Family Retrofit	\$ 7,329,482	\$ 93,086	\$ 130,970	\$ 7,553,538	\$ 10,160,937	\$ 2,607,400	1.35
Residential Home Energy Services	\$ 33,843,635	\$ 2,178,730	\$ 4,827,688	\$ 40,850,054	\$ 189,739,017	\$ 148,888,963	4.64
Residential Behavior/Feedback Program	\$ 2,488,152	\$ 25,871	\$ -	\$ 2,514,022	\$ 3,387,706	\$ 878,684	1.35
2. Residential Products	\$ 19,741,745	\$ 886,438	\$ 8,311,516	\$ 28,941,138	\$ 82,125,645	\$ 53,181,508	3.84
Residential Cooling & Heating Equipment	\$ 3,252,281	\$ 88,297	\$ 1,384,722	\$ 4,725,300	\$ 9,030,032	\$ 4,304,732	1.91
Residential Lighting	\$ 13,301,563	\$ 731,455	\$ 5,830,928	\$ 19,863,947	\$ 65,923,860	\$ 46,059,913	3.32
Residential Consumer Products	\$ 3,190,339	\$ 66,866	\$ 1,095,866	\$ 4,352,891	\$ 7,171,753	\$ 2,818,862	1.65
3. Residential Hard-to-Measure	\$ 7,089,607	\$ -	\$ -	\$ 7,089,607	\$ -	\$ (7,089,607)	-
Low-Income	\$ 24,617,510	\$ 521,962	\$ 1,436,225	\$ 26,575,697	\$ 52,547,201	\$ 25,971,505	1.98
4. Low-Income Whole House	\$ 23,852,128	\$ 521,962	\$ 1,436,225	\$ 25,810,314	\$ 52,547,201	\$ 26,736,887	2.04
Low-Income New Construction	\$ 630,526	\$ 65,818	\$ 1,436,225	\$ 2,132,569	\$ 6,128,168	\$ 3,995,599	2.87
Low-Income Single Family Retrofit	\$ 11,155,912	\$ 275,054	\$ -	\$ 11,430,966	\$ 26,743,839	\$ 15,312,873	2.34
Low-Income Multi-Family Retrofit	\$ 12,065,689	\$ 181,089	\$ -	\$ 12,246,779	\$ 19,675,195	\$ 7,428,416	1.61
5. Low-Income Hard-to-Measure	\$ 765,382	\$ -	\$ -	\$ 765,382	\$ -	\$ (765,382)	-
Commercial & Industrial	\$ 148,513,841	\$ 8,408,240	\$ 65,888,523	\$ 222,810,604	\$ 750,587,208	\$ 527,776,604	3.37
6. C&I New Construction	\$ 27,635,238	\$ 1,806,431	\$ 10,195,599	\$ 39,637,269	\$ 157,663,502	\$ 118,026,233	3.98
C&I New Construction	\$ 27,635,238	\$ 1,806,431	\$ 10,195,599	\$ 39,637,269	\$ 157,663,502	\$ 118,026,233	3.98
7. C&I Retrofit	\$ 118,669,086	\$ 6,601,808	\$ 55,692,924	\$ 180,963,818	\$ 592,923,706	\$ 411,959,888	3.28
C&I Retrofit	\$ 72,046,448	\$ 5,017,634	\$ 44,414,978	\$ 121,479,060	\$ 442,896,814	\$ 321,417,754	3.65
C&I Direct Install	\$ 46,622,637	\$ 1,584,175	\$ 11,277,946	\$ 59,484,758	\$ 150,026,892	\$ 90,542,134	2.52
8. C&I Hard-to-Measure	\$ 2,209,517	\$ -	\$ -	\$ 2,209,517	\$ -	\$ (2,209,517)	-
<b>2015</b>							
Planned	\$ 250,774,380	\$ 12,088,088	\$ 88,672,978	\$ 351,535,446	\$ 1,119,654,984	\$ 768,119,537	3.19
Residential	\$ 75,735,289	\$ 3,421,875	\$ 21,591,007	\$ 100,748,171	\$ 317,537,407	\$ 216,739,236	3.15
1. Residential Whole House	\$ 48,503,561	\$ 2,520,854	\$ 13,690,318	\$ 64,714,732	\$ 221,956,666	\$ 167,241,933	3.58
Residential New Construction & Major Renovation	\$ 2,140,702	\$ 81,217	\$ 8,487,114	\$ 10,709,033	\$ 11,432,781	\$ 733,748	1.07
Residential Multi-Family Retrofit	\$ 7,569,612	\$ 87,434	\$ 88,859	\$ 7,745,905	\$ 10,569,499	\$ 2,823,594	1.36
Residential Home Energy Services	\$ 36,332,123	\$ 2,321,138	\$ 5,114,345	\$ 43,767,605	\$ 206,318,115	\$ 162,550,510	4.71
Residential Behavior/Feedback Program	\$ 2,461,124	\$ 31,065	\$ -	\$ 2,492,189	\$ 3,636,271	\$ 1,144,082	1.46
2. Residential Products	\$ 20,129,671	\$ 901,021	\$ 7,900,689	\$ 28,931,382	\$ 85,570,741	\$ 56,639,360	2.96
Residential Cooling & Heating Equipment	\$ 3,281,544	\$ 88,651	\$ 1,402,703	\$ 4,772,898	\$ 9,304,006	\$ 4,531,108	1.95
Residential Lighting	\$ 13,727,116	\$ 743,838	\$ 5,857,405	\$ 20,328,359	\$ 69,007,883	\$ 48,679,524	3.39
Residential Consumer Products	\$ 3,121,011	\$ 68,532	\$ 640,581	\$ 3,830,124	\$ 7,258,852	\$ 3,428,728	1.90
3. Residential Hard-to-Measure	\$ 7,102,057	\$ -	\$ -	\$ 7,102,057	\$ -	\$ (7,102,057)	-
Low-Income	\$ 25,031,757	\$ 496,074	\$ 1,288,211	\$ 26,816,041	\$ 51,735,721	\$ 24,919,680	1.93
4. Low-Income Whole House	\$ 24,252,857	\$ 496,074	\$ 1,288,211	\$ 26,037,142	\$ 51,735,721	\$ 25,698,579	1.99
Low-Income New Construction	\$ 661,074	\$ 68,379	\$ -	\$ 739,453	\$ 6,417,968	\$ 4,400,304	3.18
Low-Income Single Family Retrofit	\$ 10,923,842	\$ 278,589	\$ -	\$ 11,202,432	\$ 27,499,291	\$ 16,296,859	2.45
Low-Income Multi-Family Retrofit	\$ 12,667,941	\$ 149,105	\$ -	\$ 12,817,046	\$ 17,818,461	\$ 5,001,415	1.39
5. Low-Income Hard-to-Measure	\$ 778,899	\$ -	\$ -	\$ 778,899	\$ -	\$ (778,899)	-
Commercial & Industrial	\$ 150,007,335	\$ 8,170,139	\$ 65,793,761	\$ 223,971,235	\$ 750,391,857	\$ 526,420,622	3.35
6. C&I New Construction	\$ 28,226,481	\$ 1,957,157	\$ 10,884,333	\$ 41,067,971	\$ 174,132,128	\$ 133,064,158	4.24
C&I New Construction	\$ 28,226,481	\$ 1,957,157	\$ 10,884,333	\$ 41,067,971	\$ 174,132,128	\$ 133,064,158	4.24
7. C&I Retrofit	\$ 119,626,663	\$ 6,212,982	\$ 54,909,428	\$			

**Cost-Effectiveness for the Three-Year Term (2013\$)**

Cost-Effectiveness Table 2

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)

Cost-Effectiveness for the Three-Year Term (2013\$): Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Total Program Costs		Sum of Performance Incentive		Sum of Participant Costs		Sum of Total Resource Costs		Sum of Total Benefits		Sum of Total Net Benefits		Sum of Benefit Cost Ratio
	(2013\$)	(2013\$)	(2013\$)	(2013\$)	(2013\$)	(2013\$)	(2013\$)	(2013\$)	(2013\$)	(2013\$)	(2013\$)		
<b>Total Cost-Effectiveness</b>	\$ 702,582,841	\$ 39,716,474	\$ 276,936,127	\$ 1,019,225,442	\$ 3,417,082,517	\$ 2,397,857,075							3.35
<b>Residential</b>	\$ 218,681,713	\$ 11,126,237	\$ 71,529,269	\$ 301,337,219	\$ 971,711,351	\$ 670,374,132							3.22
<b>1. Residential Whole House</b>	\$ 134,454,397	\$ 7,854,429	\$ 37,290,243	\$ 179,599,069	\$ 679,909,570	\$ 500,310,502							3.79
Residential New Construction & Major Renovation	\$ 6,320,155	\$ 373,793	\$ 22,018,519	\$ 28,712,467	\$ 41,203,708	\$ 12,491,241							1.44
Residential Multi-Family Retrofit	\$ 21,931,682	\$ 249,843	\$ (230,941)	\$ 21,950,584	\$ 28,914,388	\$ 6,963,804							1.32
Residential Home Energy Services	\$ 99,142,167	\$ 7,153,304	\$ 15,502,665	\$ 121,798,136	\$ 600,435,179	\$ 478,637,043							4.93
Residential Behavior/Feedback Program	\$ 7,060,393	\$ 77,489	\$ -	\$ 7,137,882	\$ 9,356,296	\$ 2,218,414							1.31
<b>2. Residential Products</b>	\$ 60,711,676	\$ 3,271,809	\$ 34,239,026	\$ 98,222,510	\$ 291,801,781	\$ 193,579,270							2.97
Residential Cooling & Heating Equipment	\$ 10,684,803	\$ 262,220	\$ 4,294,297	\$ 15,241,319	\$ 27,178,974	\$ 11,937,654							1.78
Residential Lighting	\$ 41,035,075	\$ 2,801,695	\$ 27,317,451	\$ 71,154,222	\$ 243,279,702	\$ 172,125,480							3.42
Residential Consumer Products	\$ 8,991,798	\$ 207,894	\$ 2,627,278	\$ 11,826,969	\$ 21,343,105	\$ 9,516,136							1.80
<b>3. Residential Hard-to-Measure</b>	\$ 23,515,640	\$ -	\$ -	\$ 23,515,640	\$ -	\$ -							
<b>Low-Income</b>	\$ 73,027,631	\$ 2,167,460	\$ 2,946,430	\$ 78,141,521	\$ 155,934,755	\$ 77,793,234							2.00
<b>4. Low-Income Whole House</b>	\$ 71,047,338	\$ 2,167,460	\$ 2,946,430	\$ 76,161,228	\$ 155,934,755	\$ 79,773,527							2.05
Low-Income New Construction	\$ 1,555,319	\$ 200,720	\$ 2,946,430	\$ 4,702,468	\$ 14,839,728	\$ 10,137,260							3.16
Low-Income Single Family Retrofit	\$ 31,915,307	\$ 1,276,673	\$ -	\$ 33,191,981	\$ 83,074,632	\$ 49,882,651							2.50
Low-Income Multi-Family Retrofit	\$ 37,576,713	\$ 690,067	\$ -	\$ 38,266,780	\$ 58,020,396	\$ 19,753,616							1.52
<b>5. Low-Income Hard-to-Measure</b>	\$ 1,980,292	\$ -	\$ -	\$ 1,980,292	\$ -	\$ -							
<b>Commercial &amp; Industrial</b>	\$ 410,873,497	\$ 26,422,777	\$ 202,450,428	\$ 699,746,702	\$ 2,289,436,410	\$ 1,649,689,708							3.58
<b>6. C&amp;I New Construction</b>	\$ 82,576,242	\$ 6,974,849	\$ 38,085,697	\$ 127,636,789	\$ 581,452,469	\$ 453,815,680							4.56
C&I New Construction	\$ 82,576,242	\$ 6,974,849	\$ 38,085,697	\$ 127,636,789	\$ 581,452,469	\$ 453,815,680							4.56
<b>7. C&amp;I Retrofit</b>	\$ 321,841,618	\$ 19,447,927	\$ 164,364,731	\$ 505,654,276	\$ 1,707,983,941	\$ 1,202,329,665							3.38
C&I Retrofit	\$ 188,538,057	\$ 14,802,365	\$ 132,529,852	\$ 335,870,275	\$ 1,274,262,610	\$ 938,392,335							3.79
C&I Direct Install	\$ 133,303,561	\$ 4,645,562	\$ 31,834,878	\$ 169,784,001	\$ 433,721,332	\$ 263,937,330							2.55
<b>8. C&amp;I Hard-to-Measure</b>	\$ 6,455,637	\$ -	\$ -	\$ 6,455,637	\$ -	\$ -							

## Residential Whole House Program Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 1

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013  
Initiative Residential New Construction & Major Renovation

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		1,924	4,654	4,574	142%	138%	-2%
Sum of Energy (Lifetime MWh)		20,697	53,772	52,825	160%	155%	-2%
Sum of Total Benefits		9,746,311	21,653,883	19,133,538	122%	96%	-12%
Sum of Total Program Costs (2013\$)	\$	2,054,702	\$ 2,123,138	\$ 2,123,138	3%	3%	0%
Sum of Total Resource Costs (2013\$)	\$	7,557,610	\$ 8,652,068	\$ 8,652,068	14%	14%	0%
Sum of Benefit Cost Ratio		1.29	2.50	2.21	94%	71%	-12%

Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013  
Initiative Residential Multi-Family Retrofit

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		6,886	7,546	7,561	10%	10%	0%
Sum of Energy (Lifetime MWh)		58,784	61,882	58,756	5%	0%	-5%
Sum of Total Benefits		9,805,878	8,508,998	8,183,952	-13%	-17%	-4%
Sum of Total Program Costs (2013\$)	\$	6,961,571	\$ 7,032,588	\$ 7,032,588	1%	1%	0%
Sum of Total Resource Costs (2013\$)	\$	7,200,711	\$ 6,651,141	\$ 6,651,141	-8%	-8%	0%
Sum of Benefit Cost Ratio		1.36	1.28	1.23	-6%	-10%	-4%

Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013  
Initiative Residential Home Energy Services

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		15,160	18,147	23,438	20%	55%	29%
Sum of Energy (Lifetime MWh)		125,895	148,576	176,873	18%	40%	19%
Sum of Total Benefits		172,379,242	217,355,201	204,378,047	26%	19%	-6%
Sum of Total Program Costs (2013\$)	\$	31,407,212	\$ 28,966,409	\$ 28,966,409	-8%	-8%	0%
Sum of Total Resource Costs (2013\$)	\$	38,494,025	\$ 37,180,477	\$ 37,180,477	-3%	-3%	0%
Sum of Benefit Cost Ratio		4.48	5.85	5.50	31%	23%	-6%

Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013  
Initiative Residential Behavior/Feedback Program

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		31,522	25,924	19,543	-18%	-38%	-25%
Sum of Energy (Lifetime MWh)		31,522	25,924	19,543	-18%	-38%	-25%
Sum of Total Benefits		3,734,480	3,089,379	2,332,318	-17%	-38%	-25%
Sum of Total Program Costs (2013\$)	\$	2,157,127	\$ 2,111,118	\$ 2,111,118	-2%	-2%	0%
Sum of Total Resource Costs (2013\$)	\$	2,197,940	\$ 2,131,671	\$ 2,131,671	-3%	-3%	0%
Sum of Benefit Cost Ratio		1.70	1.45	1.09	-15%	-36%	-25%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Residential Products Program Detail: Plan-Year Analysis (2013\$)**

Core Initiative Table 2

Date of Filing June 23, 2014  
Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013  
Initiative Residential Cooling & Heating Equipment

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		2,938	4,210	4,288	43%	46%	2%
Sum of Energy (Lifetime MWh)		41,123	59,462	59,983	45%	46%	1%
Sum of Total Benefits		9,370,522	9,217,073	8,844,935	-2%	-6%	-4%
Sum of Total Program Costs (2013\$)	\$	3,200,934	\$ 4,150,978	\$ 4,150,978	30%	30%	0%
Sum of Total Resource Costs (2013\$)	\$	4,744,786	\$ 5,521,757	\$ 5,743,121	16%	21%	4%
Sum of Benefit Cost Ratio		1.97	1.67	1.54	-15%	-22%	-8%

Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013  
Initiative Residential Lighting

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		69,363	86,143	90,712	24%	31%	5%
Sum of Energy (Lifetime MWh)		494,043	732,842	748,505	48%	52%	2%
Sum of Total Benefits		66,929,045	98,771,037	108,347,959	48%	62%	10%
Sum of Total Program Costs (2013\$)	\$	12,572,630	\$ 14,006,396	\$ 14,006,396	11%	11%	0%
Sum of Total Resource Costs (2013\$)	\$	18,556,270	\$ 30,961,916	\$ 30,961,916	67%	67%	0%
Sum of Benefit Cost Ratio		3.61	3.19	3.50	-12%	-3%	10%

Distribution Company Electric  
Program Administrator NU (Combined)  
Year 2013  
Initiative Residential Consumer Products

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		6,484	6,954	6,954	7%	7%	0%
Sum of Energy (Lifetime MWh)		50,159	49,995	49,995	0%	0%	0%
Sum of Total Benefits		6,667,658	6,912,500	6,912,500	4%	4%	0%
Sum of Total Program Costs (2013\$)	\$	3,121,043	\$ 2,680,448	\$ 2,680,448	-14%	-14%	0%
Sum of Total Resource Costs (2013\$)	\$	4,103,686	\$ 3,643,955	\$ 3,643,955	-11%	-11%	0%
Sum of Benefit Cost Ratio		1.62	1.90	1.90	17%	17%	0%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Low-Income Whole House Program Detail: Plan-Year Analysis (2013\$)**

Core Initiative Table 3

Date of Filing	June 23, 2014
Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013
Initiative	Low-Income New Construction

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		503	353	291	-30%	-42%	-18%
Sum of Energy (Lifetime MWh)		5,827	4,516	3,828	-22%	-34%	-15%
Sum of Total Benefits		5,886,298	2,338,601	2,293,591	-60%	-61%	-2%
Sum of Total Program Costs (2013\$)	\$	618,818	\$ 263,718	\$ 263,718	-57%	-57%	0%
Sum of Total Resource Costs (2013\$)	\$	2,110,054	\$ 552,235	\$ 552,235	-74%	-74%	0%
Sum of Benefit Cost Ratio		2.79	4.23	4.15	52%	49%	-2%

Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013
Initiative	Low-Income Single Family Retrofit

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		5,392	4,702	5,149	-13%	-5%	10%
Sum of Energy (Lifetime MWh)		52,314	46,928	50,398	-10%	-4%	7%
Sum of Total Benefits		25,206,073	27,593,210	28,831,502	9%	14%	4%
Sum of Total Program Costs (2013\$)	\$	10,789,162	\$ 9,835,553	\$ 9,835,553	-9%	-9%	0%
Sum of Total Resource Costs (2013\$)	\$	11,350,358	\$ 10,558,583	\$ 10,558,583	-7%	-7%	0%
Sum of Benefit Cost Ratio		2.22	2.61	2.73	18%	23%	4%

Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013
Sector	(All)
Initiative	Low-Income Multi-Family Retrofit

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		7,763	12,343	12,685	59%	63%	3%
Sum of Energy (Lifetime MWh)		73,803	105,745	108,034	43%	46%	2%
Sum of Total Benefits		20,033,363	19,459,554	20,526,740	-3%	2%	5%
Sum of Total Program Costs (2013\$)	\$	12,036,883	\$ 12,843,082	\$ 12,843,082	7%	7%	0%
Sum of Total Resource Costs (2013\$)	\$	12,331,328	\$ 13,202,955	\$ 13,202,955	7%	7%	0%
Sum of Benefit Cost Ratio		1.62	1.47	1.55	-9%	-4%	5%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

### C&I Programs Detail: Plan-Year Analysis (2013\$)

Core Initiative Table 4

Date of Filing	June 23, 2014
Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013
Initiative	C&I New Construction

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		96,566	117,974	118,989	22%	23%	1%
Sum of Energy (Lifetime MWh)		1,361,571	1,591,045	1,604,981	17%	18%	1%
Sum of Total Benefits		199,299,836	251,058,425	249,656,838	26%	25%	-1%
Sum of Total Program Costs (2013\$)	\$	32,031,219	\$ 26,714,523	\$ 26,714,523	-17%	-17%	0%
Sum of Total Resource Costs (2013\$)	\$	47,178,890	\$ 46,931,549	\$ 46,931,549	-1%	-1%	0%
Sum of Benefit Cost Ratio		4.22	5.35	5.32	27%	26%	-1%

Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013
Initiative	C&I Retrofit

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		264,021	219,269	220,710	-17%	-16%	1%
Sum of Energy (Lifetime MWh)		3,734,998	3,237,201	3,234,021	-13%	-13%	0%
Sum of Total Benefits		429,387,311	415,061,440	419,057,709	-3%	-2%	1%
Sum of Total Program Costs (2013\$)	\$	69,695,111	\$ 44,428,254	\$ 44,428,254	-36%	-36%	0%
Sum of Total Resource Costs (2013\$)	\$	113,365,907	\$ 94,524,678	\$ 94,524,678	-17%	-17%	0%
Sum of Benefit Cost Ratio		3.79	4.39	4.43	16%	17%	1%

Distribution Company	Electric
Program Administrator	NU (Combined)
Year	2013
Initiative	C&I Direct Install

	Planned	Preliminary	Evaluated	Plan v	Plan v	Preliminary v	
				Preliminary	Evaluated	Evaluated	
Sum of Energy (annual MWh)		78,101	62,054	62,426	-21%	-20%	1%
Sum of Energy (Lifetime MWh)		871,952	717,978	723,148	-18%	-17%	1%
Sum of Total Benefits		145,348,670	118,932,644	119,742,798	-18%	-18%	1%
Sum of Total Program Costs (2013\$)	\$	44,131,569	\$ 39,115,616	\$ 39,115,616	-11%	-11%	0%
Sum of Total Resource Costs (2013\$)	\$	56,414,761	\$ 49,414,709	\$ 49,414,709	-12%	-12%	0%
Sum of Benefit Cost Ratio		2.58	2.41	2.42	-7%	-6%	1%

The Plan-Year variances provided above are intended to indicate the Program Administrator's performance in the Plan-Year only. The variances used to determine significant variances are provided later in this report. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Residential Whole House Program Detail: Three-Year Analysis (2013\$)**

Core Initiative Table 5

Date of Filing		June 23, 2014	Date of Filing		June 23, 2014
Distribution Company		Electric	Distribution Company		Electric
Program Administrator		NU (Combined)	Program Administrator		NU (Combined)
Initiative		Residential New Construction & Major R	Initiative		Residential Multi-Family Retrofit
<b>2013</b>					
Planned					
Sum of Energy (annual MWh)		1,924	Sum of Energy (annual MWh)		6,886
Sum of Energy (Lifetime MWh)		20,697	Sum of Energy (Lifetime MWh)		58,784
Sum of Total Program Costs (2013\$)		\$ 2,054,702	Sum of Total Program Costs (2013\$)		\$ 6,961,571
Sum of Total Resource Costs (2013\$)		\$ 7,557,610	Sum of Total Resource Costs (2013\$)		\$ 7,200,711
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated					
Sum of Energy (annual MWh)		4,574	Sum of Energy (annual MWh)		7,561
Sum of Energy (Lifetime MWh)		52,825	Sum of Energy (Lifetime MWh)		58,756
Sum of Total Program Costs (2013\$)		2,123,138	Sum of Total Program Costs (2013\$)		7,032,588
Sum of Total Resource Costs (2013\$)		8,652,068	Sum of Total Resource Costs (2013\$)		6,651,141
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
<b>2014</b>					
Planned					
Sum of Energy (annual MWh)		1,731	Sum of Energy (annual MWh)		7,388
Sum of Energy (Lifetime MWh)		20,046	Sum of Energy (Lifetime MWh)		63,873
Sum of Total Program Costs (2013\$)		\$ 2,056,316	Sum of Total Program Costs (2013\$)		\$ 7,329,482
Sum of Total Resource Costs (2013\$)		\$ 9,351,365	Sum of Total Resource Costs (2013\$)		\$ 7,553,538
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated					
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		\$ 2,140,702	Sum of Total Program Costs (2013\$)		\$ 7,569,612
Sum of Total Resource Costs (2013\$)		\$ 10,709,033	Sum of Total Resource Costs (2013\$)		\$ 7,745,905
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated					
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-
Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-
<b>Three-Year Total</b>					
<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>Residential New Construction &amp; Major Renovation</b>	<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>Residential Multi-Family Retrofit</b>
Sum of Energy (annual MWh)		-	Sum of Energy (annual MWh)		-
Sum of Energy (Lifetime MWh)		11,474,503	Sum of Energy (Lifetime MWh)		14,586,126
Sum of Total Program Costs (2013\$)		\$ -	Sum of Total Program Costs (2013\$)		\$ -
Sum of Total Resource Costs (2013\$)		\$ -	Sum of Total Resource Costs (2013\$)		\$ -
Sum of Benefit Cost Ratio		\$ -	Sum of Benefit Cost Ratio		\$ -
Evaluated		-	Evaluated		-

**Residential Whole House Program Detail: Three-Year Analysis (2013\$)**

Core Initiative Table 5

Date of Filing		June 23, 2014	Date of Filing		June 23, 2014
Distribution Company		Electric	Distribution Company		Electric
Program Administrator		NU (Combined)	Program Administrator		NU (Combined)
Initiative		Residential Home Energy Services	Initiative		Residential Behavior/Feedback Program
<b>2013</b>					
Planned					
Sum of Energy (annual MWh)		15,160	Sum of Energy (annual MWh)		31,522
Sum of Energy (Lifetime MWh)		125,895	Sum of Energy (Lifetime MWh)		31,522
Sum of Total Program Costs (2013\$)		\$ 31,407,212	Sum of Total Program Costs (2013\$)		\$ 2,157,127
Sum of Total Resource Costs (2013\$)		\$ 38,494,025	Sum of Total Resource Costs (2013\$)		\$ 2,197,940
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated					
Sum of Energy (annual MWh)		23,438	Sum of Energy (annual MWh)		19,543
Sum of Energy (Lifetime MWh)		176,873	Sum of Energy (Lifetime MWh)		19,543
Sum of Total Program Costs (2013\$)		28,966,409	Sum of Total Program Costs (2013\$)		2,111,118
Sum of Total Resource Costs (2013\$)		37,180,477	Sum of Total Resource Costs (2013\$)		2,131,671
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
<b>2014</b>					
Planned					
Sum of Energy (annual MWh)		15,775	Sum of Energy (annual MWh)		38,844
Sum of Energy (Lifetime MWh)		139,440	Sum of Energy (Lifetime MWh)		38,844
Sum of Total Program Costs (2013\$)		\$ 33,843,635	Sum of Total Program Costs (2013\$)		\$ 2,488,152
Sum of Total Resource Costs (2013\$)		\$ 40,850,054	Sum of Total Resource Costs (2013\$)		\$ 2,514,022
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated					
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		\$ 36,332,123	Sum of Total Program Costs (2013\$)		\$ 2,461,124
Sum of Total Resource Costs (2013\$)		\$ 43,767,605	Sum of Total Resource Costs (2013\$)		\$ 2,492,189
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated					
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-
Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-
<b>Three-Year Total</b>					
<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>Residential Home Energy Services</b>	<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>Residential Behavior/Feedback Program</b>
Sum of Energy (annual MWh)		-	Sum of Energy (annual MWh)		-
Sum of Energy (Lifetime MWh)		69,816,463	Sum of Energy (Lifetime MWh)		4,625,140
Sum of Total Program Costs (2013\$)		\$ -	Sum of Total Program Costs (2013\$)		\$ -
Sum of Total Resource Costs (2013\$)		\$ -	Sum of Total Resource Costs (2013\$)		\$ -
Sum of Benefit Cost Ratio		\$ -	Sum of Benefit Cost Ratio		\$ -
Evaluated		-	Evaluated		-



**Residential Products Program Detail: Three-Year Analysis (2013\$)**

Core Initiative Table 6

Date of Filing		June 23, 2014	Date of Filing		June 23, 2014	Date of Filing		June 23, 2014
Distribution Company		Electric	Distribution Company		Electric	Distribution Company		Electric
Program Administrator		NU (Combined)	Program Administrator		NU (Combined)	Program Administrator		NU (Combined)
Initiative		Residential Cooling & Heating Equipment	Initiative		Residential Lighting	Initiative		Residential Consumer Products
2013			2013			2013		
Planned			Planned			Planned		
Sum of Energy (annual MWh)		2,938	Sum of Energy (annual MWh)		69,363	Sum of Energy (annual MWh)		6,484
Sum of Energy (Lifetime MWh)		41,123	Sum of Energy (Lifetime MWh)		494,043	Sum of Energy (Lifetime MWh)		50,159
Sum of Total Program Costs (2013\$)		\$ 3,200,934	Sum of Total Program Costs (2013\$)		\$ 12,572,630	Sum of Total Program Costs (2013\$)		\$ 3,121,043
Sum of Total Resource Costs (2013\$)		\$ 4,744,786	Sum of Total Resource Costs (2013\$)		\$ 18,556,270	Sum of Total Resource Costs (2013\$)		\$ 4,103,686
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated			Evaluated			Evaluated		
Sum of Energy (annual MWh)		4,288	Sum of Energy (annual MWh)		90,712	Sum of Energy (annual MWh)		6,954
Sum of Energy (Lifetime MWh)		59,983	Sum of Energy (Lifetime MWh)		748,505	Sum of Energy (Lifetime MWh)		49,995
Sum of Total Program Costs (2013\$)		4,150,978	Sum of Total Program Costs (2013\$)		14,006,396	Sum of Total Program Costs (2013\$)		2,680,448
Sum of Total Resource Costs (2013\$)		5,743,121	Sum of Total Resource Costs (2013\$)		30,961,916	Sum of Total Resource Costs (2013\$)		3,643,955
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
2014			2014			2014		
Planned			Planned			Planned		
Sum of Energy (annual MWh)		2,943	Sum of Energy (annual MWh)		69,452	Sum of Energy (annual MWh)		7,471
Sum of Energy (Lifetime MWh)		40,760	Sum of Energy (Lifetime MWh)		506,369	Sum of Energy (Lifetime MWh)		56,703
Sum of Total Program Costs (2013\$)		\$ 3,252,281	Sum of Total Program Costs (2013\$)		\$ 13,301,563	Sum of Total Program Costs (2013\$)		\$ 3,190,339
Sum of Total Resource Costs (2013\$)		\$ 4,725,300	Sum of Total Resource Costs (2013\$)		\$ 19,863,947	Sum of Total Resource Costs (2013\$)		\$ 4,352,891
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated			Evaluated			Evaluated		
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		\$ 3,281,544	Sum of Total Program Costs (2013\$)		\$ 13,727,116	Sum of Total Program Costs (2013\$)		\$ 3,121,011
Sum of Total Resource Costs (2013\$)		\$ 4,772,898	Sum of Total Resource Costs (2013\$)		\$ 20,328,359	Sum of Total Resource Costs (2013\$)		\$ 3,830,124
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated			Evaluated			Evaluated		
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-
Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-
Three-Year Total			Three-Year Total			Three-Year Total		
Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Residential Cooling & Heating Equipment	Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Residential Lighting	Year 1 Evaluated + Year 2 Plan + Year 3 Plan		Residential Consumer Products
Sum of Energy (annual MWh)		-	Sum of Energy (annual MWh)		-	Sum of Energy (annual MWh)		-
Sum of Energy (Lifetime MWh)		8,876,277	Sum of Energy (Lifetime MWh)		33,870,343	Sum of Energy (Lifetime MWh)		7,033,339
Sum of Total Program Costs (2013\$)		\$ -	Sum of Total Program Costs (2013\$)		\$ -	Sum of Total Program Costs (2013\$)		\$ -
Sum of Total Resource Costs (2013\$)		\$ -	Sum of Total Resource Costs (2013\$)		\$ -	Sum of Total Resource Costs (2013\$)		\$ -
Sum of Benefit Cost Ratio		\$ -	Sum of Benefit Cost Ratio		\$ -	Sum of Benefit Cost Ratio		\$ -
Evaluated		-	Evaluated		-	Evaluated		-

**Low-Income Whole House Program Detail: Three-Year Analysis (2013\$)**

Core Initiative Table 7

Date of Filing		June 23, 2014	Date of Filing		June 23, 2014	Date of Filing		June 23, 2014
Distribution Company		Electric	Distribution Company		Electric	Distribution Company		Electric
Program Administrator		NU (Combined)	Program Administrator		NU (Combined)	Program Administrator		NU (Combined)
Initiative		Low-Income New Construction	Initiative		Low-Income Single Family Retrofit	Initiative		Low-Income Multi-Family Retrofit
<b>2013</b>								
Planned								
Sum of Energy (annual MWh)		503	Sum of Energy (annual MWh)		5,392	Sum of Energy (annual MWh)		7,763
Sum of Energy (Lifetime MWh)		5,827	Sum of Energy (Lifetime MWh)		52,314	Sum of Energy (Lifetime MWh)		73,803
Sum of Total Program Costs (2013\$)		\$ 618,818	Sum of Total Program Costs (2013\$)		\$ 10,789,162	Sum of Total Program Costs (2013\$)		\$ 12,036,883
Sum of Total Resource Costs (2013\$)		\$ 2,110,054	Sum of Total Resource Costs (2013\$)		\$ 11,350,358	Sum of Total Resource Costs (2013\$)		\$ 12,331,328
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated								
Sum of Energy (annual MWh)		291	Sum of Energy (annual MWh)		5,149	Sum of Energy (annual MWh)		12,685
Sum of Energy (Lifetime MWh)		3,828	Sum of Energy (Lifetime MWh)		50,398	Sum of Energy (Lifetime MWh)		108,034
Sum of Total Program Costs (2013\$)		263,718	Sum of Total Program Costs (2013\$)		9,835,553	Sum of Total Program Costs (2013\$)		12,843,082
Sum of Total Resource Costs (2013\$)		552,235	Sum of Total Resource Costs (2013\$)		10,558,583	Sum of Total Resource Costs (2013\$)		13,202,955
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
<b>2014</b>								
Planned								
Sum of Energy (annual MWh)		428	Sum of Energy (annual MWh)		4,926	Sum of Energy (annual MWh)		7,637
Sum of Energy (Lifetime MWh)		5,334	Sum of Energy (Lifetime MWh)		49,370	Sum of Energy (Lifetime MWh)		73,538
Sum of Total Program Costs (2013\$)		\$ 630,526	Sum of Total Program Costs (2013\$)		\$ 11,155,912	Sum of Total Program Costs (2013\$)		\$ 12,065,689
Sum of Total Resource Costs (2013\$)		\$ 2,132,569	Sum of Total Resource Costs (2013\$)		\$ 11,430,966	Sum of Total Resource Costs (2013\$)		\$ 12,246,779
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated								
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		\$ 661,074	Sum of Total Program Costs (2013\$)		\$ 10,923,842	Sum of Total Program Costs (2013\$)		\$ 12,667,941
Sum of Total Resource Costs (2013\$)		\$ 2,017,664	Sum of Total Resource Costs (2013\$)		\$ 11,202,432	Sum of Total Resource Costs (2013\$)		\$ 12,817,046
Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?	Sum of Benefit Cost Ratio		#NAME?
Evaluated								
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-
Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-
<b>Three-Year Total</b>								
<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>Low-Income New Construction</b>	<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>Low-Income Single Family Retrofit</b>	<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>Low-Income Multi-Family Retrofit</b>
Sum of Energy (annual MWh)		-	Sum of Energy (annual MWh)		-	Sum of Energy (annual MWh)		-
Sum of Energy (Lifetime MWh)		2,396,288	Sum of Energy (Lifetime MWh)		21,266,519	Sum of Energy (Lifetime MWh)		25,089,860
Sum of Total Program Costs (2013\$)		\$ -	Sum of Total Program Costs (2013\$)		\$ -	Sum of Total Program Costs (2013\$)		\$ -
Sum of Total Resource Costs (2013\$)		\$ -	Sum of Total Resource Costs (2013\$)		\$ -	Sum of Total Resource Costs (2013\$)		\$ -
Sum of Benefit Cost Ratio		\$ -	Sum of Benefit Cost Ratio		\$ -	Sum of Benefit Cost Ratio		\$ -
Evaluated		-	Evaluated		-	Evaluated		-

**C&I New Construction and C&I Retrofit Programs Detail: Three-Year Analysis (2013\$)**

Core Initiative Table 8

Date of Filing		June 23, 2014	Date of Filing		June 23, 2014	Date of Filing		June 23, 2014
Distribution Company		Electric	Distribution Company		Electric	Distribution Company		Electric
Program Administrator		NU (Combined)	Program Administrator		NU (Combined)	Program Administrator		NU (Combined)
Initiative		C&I New Construction	Initiative		C&I Retrofit	Initiative		C&I Direct Install
<b>2013</b>								
Planned								
Sum of Energy (annual MWh)		96,566	Sum of Energy (annual MWh)		264,021	Sum of Energy (annual MWh)		78,101
Sum of Energy (Lifetime MWh)		1,361,571	Sum of Energy (Lifetime MWh)		3,734,998	Sum of Energy (Lifetime MWh)		871,952
Sum of Total Program Costs (2013\$)		\$ 32,031,219	Sum of Total Program Costs (2013\$)		\$ 69,695,111	Sum of Total Program Costs (2013\$)		\$ 44,131,569
Sum of Total Resource Costs (2013\$)		\$ 47,178,890	Sum of Total Resource Costs (2013\$)		\$ 113,365,907	Sum of Total Resource Costs (2013\$)		\$ 56,414,761
Sum of Benefit Cost Ratio		4.22	Sum of Benefit Cost Ratio		3.79	Sum of Benefit Cost Ratio		2.58
Evaluated								
Sum of Energy (annual MWh)		118,989	Sum of Energy (annual MWh)		220,710	Sum of Energy (annual MWh)		62,426
Sum of Energy (Lifetime MWh)		1,604,981	Sum of Energy (Lifetime MWh)		3,234,021	Sum of Energy (Lifetime MWh)		723,148
Sum of Total Program Costs (2013\$)		26,714,523	Sum of Total Program Costs (2013\$)		44,428,254	Sum of Total Program Costs (2013\$)		39,115,616
Sum of Total Resource Costs (2013\$)		46,931,549	Sum of Total Resource Costs (2013\$)		94,524,678	Sum of Total Resource Costs (2013\$)		49,414,709
Sum of Benefit Cost Ratio		5.32	Sum of Benefit Cost Ratio		4.43	Sum of Benefit Cost Ratio		2.42
<b>2014</b>								
Planned								
Sum of Energy (annual MWh)		81,821	Sum of Energy (annual MWh)		278,791	Sum of Energy (annual MWh)		84,313
Sum of Energy (Lifetime MWh)		1,190,615	Sum of Energy (Lifetime MWh)		3,822,389	Sum of Energy (Lifetime MWh)		961,804
Sum of Total Program Costs (2013\$)		\$ 27,635,238	Sum of Total Program Costs (2013\$)		\$ 72,046,448	Sum of Total Program Costs (2013\$)		\$ 46,622,637
Sum of Total Resource Costs (2013\$)		\$ 39,637,269	Sum of Total Resource Costs (2013\$)		\$ 121,479,060	Sum of Total Resource Costs (2013\$)		\$ 59,484,758
Sum of Benefit Cost Ratio		3.98	Sum of Benefit Cost Ratio		3.65	Sum of Benefit Cost Ratio		2.52
Evaluated								
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		\$ 28,226,481	Sum of Total Program Costs (2013\$)		\$ 72,063,355	Sum of Total Program Costs (2013\$)		\$ 47,565,308
Sum of Total Resource Costs (2013\$)		\$ 41,067,971	Sum of Total Resource Costs (2013\$)		\$ 119,866,537	Sum of Total Resource Costs (2013\$)		\$ 60,884,535
Sum of Benefit Cost Ratio		4.24	Sum of Benefit Cost Ratio		3.44	Sum of Benefit Cost Ratio		2.69
Evaluated								
Sum of Energy (annual MWh)			Sum of Energy (annual MWh)			Sum of Energy (annual MWh)		
Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)			Sum of Energy (Lifetime MWh)		
Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-	Sum of Total Program Costs (2013\$)		-
Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-	Sum of Total Resource Costs (2013\$)		-
<b>Three-Year Total</b>								
<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>C&amp;I New Construction</b>	<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>C&amp;I Retrofit</b>	<b>Year 1 Evaluated + Year 2 Plan + Year 3 Plan</b>		<b>C&amp;I Direct Install</b>
Sum of Energy (annual MWh)		29,240,224	Sum of Energy (annual MWh)		75,280,473	Sum of Energy (annual MWh)		47,345,788
Sum of Energy (Lifetime MWh)		66,351,792	Sum of Energy (Lifetime MWh)		165,907,314	Sum of Energy (Lifetime MWh)		98,600,374
Sum of Total Program Costs (2013\$)		\$ 46,931,553	Sum of Total Program Costs (2013\$)		\$ 94,524,681	Sum of Total Program Costs (2013\$)		\$ 49,414,711
Sum of Total Resource Costs (2013\$)		\$ 5	Sum of Total Resource Costs (2013\$)		\$ 4	Sum of Total Resource Costs (2013\$)		\$ 2
Sum of Benefit Cost Ratio		-	Sum of Benefit Cost Ratio		-	Sum of Benefit Cost Ratio		-
Evaluated		-	Evaluated		-	Evaluated		-

## Greenhouse Gas Emission Reductions: Plan-Year Analysis

GHG Table 1

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Date of Filing		June 23, 2014					
Distribution Company		Electric					
Program Administrator		NU (Combined)					
Year		2013					
	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	Annual Emissions Reductions (Short Tons)			
				NO <sub>x</sub>	SO <sub>2</sub>	CO <sub>2</sub>	
Planned	586,624	(7,800,124)	173,804	<b>140.9</b>	<b>370.1</b>	<b>297,232</b>	
Residential	134,276	21,821	149,517	32.2	84.7	69,202	
Low-Income	13,659	43,407	24,286	3.3	8.6	7,068	
Commercial & Industrial	438,689	(7,865,352)	-	105.3	276.7	220,963	
Evaluated	577,320	(5,182,337)	210,999	<b>138.6</b>	<b>364.2</b>	<b>294,101</b>	
Residential	157,071	6,339	178,634	37.7	99.1	80,939	
Low-Income	18,125	13,811	32,365	4.4	11.4	9,351	
Commercial & Industrial	402,124	(5,202,487)	-	96.6	253.7	203,812	
Planned v Evaluated: (Eval - Plan) / Plan				Annual Emissions Reductions (Short Tons)			
Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	NO <sub>x</sub>	SO <sub>2</sub>	CO <sub>2</sub>		
<b>2013-2015 Total</b>	<b>2%</b>	<b>34%</b>	<b>-21%</b>	<b>2%</b>	<b>2%</b>	<b>1%</b>	
Residential	-17%	71%	-19%	-17%	-17%	-17%	
Low-Income	-33%	68%	-33%	-33%	-33%	-32%	
Commercial & Industrial	8%	34%	0%	8%	8%	8%	

Please note that the PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this additional table on Emissions Reductions, based on continuing discussions with the DEP. These reductions are calculated using factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.

## Greenhouse Gas Emission Reductions for the Three-Year Term

GHG Table 2

*GHG reductions are provided for information purposes only. They are not included in the TRC test.*

Date of Filing	June 23, 2014						
Distribution Company	Electric						
Program Administrator	NU (Combined)						
	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	Annual Emissions Reductions (Short Tons)			
				NO <sub>x</sub>	SO <sub>2</sub>	CO <sub>2</sub>	
<b>2013</b>							
Planned	586,624	(7,800,124)	173,804	<b>140.9</b>	<b>370.1</b>	<b>297,232</b>	
Residential	134,276	21,821	149,517	32.2	84.7	69,202	
Low-Income	13,659	43,407	24,286	3.3	8.6	7,068	
Commercial & Industrial	438,689	(7,865,352)	-	105.3	276.7	220,963	
Evaluated	577,320	(5,182,337)	210,999	<b>138.6</b>	<b>364.2</b>	<b>294,101</b>	
Residential	157,071	6,339	178,634	37.7	99.1	80,939	
Low-Income	18,125	13,811	32,365	4.4	11.4	9,351	
Commercial & Industrial	402,124	(5,202,487)	-	96.6	253.7	203,812	
<b>2014</b>							
Planned	601,521	(6,746,940)	187,177	<b>144.5</b>	<b>379.5</b>	<b>305,572</b>	
Residential	143,603	44,984	159,947	34.5	90.6	74,023	
Low-Income	12,992	40,509	27,230	3.1	8.2	6,723	
Commercial & Industrial	444,926	(6,832,433)	-	106.8	280.7	224,827	
<b>2015</b>							
Planned	613,950	(7,524,845)	200,761	<b>147.4</b>	<b>387.3</b>	<b>311,486</b>	
Residential	148,966	47,810	173,008	35.8	94.0	76,789	
Low-Income	12,414	34,076	27,753	3.0	7.8	6,421	
Commercial & Industrial	452,571	(7,606,731)	-	108.7	285.5	228,275	
				Annual Emissions Reductions (Short Tons)			
Greenhouse Gas Emission Reductions for the Three-Year Term: Year 1 Evaluated + Year 2 Plan + Year 3 Plan	Sum of Energy (Annual MWh)	Sum of Annual Avoided Natural Gas, Therms	Sum of Annual Oil (MMBTU)	NO <sub>x</sub>	SO <sub>2</sub>	CO <sub>2</sub>	
<b>2013-2015 Total</b>	<b>1,792,791</b>	<b>(19,454,122)</b>	<b>598,937</b>	<b>431</b>	<b>1,131</b>	<b>911,159</b>	
Residential	449,640	99,133	511,589	108	284	231,750	
Low-Income	43,530	88,396	87,348	10	27	22,495	
Commercial & Industrial	1,299,621	(19,641,651)	-	312	820	656,914	

Please note that the PAs are working with DEP to try to determine the best method for properly and precisely capturing the full impact of energy efficiency measures on GHG emissions. As part of this process, the PAs have included this additional table on Emissions Reductions, based on continuing discussions with the DEP. These reductions are calculated using factors proposed by DEP, which are based on annual gas, oil, and electric savings. The PAs look forward to discussing these proposed factors with DEP and are committed to ensuring that the full impact of energy efficiency measures on GHG emissions are captured.

**Lost Base Revenue (LBR) Dollars: Three-Year Analysis**

LBR Table 1

Date of Filing	June 20, 2014
Distribution Company	Electric
Program Administrator	NSTAR Electric
Year	2013

Calculation of Lost Base Revenue, 2012(1)				
Program	2012 Monthly as Installed Savings (kWh)(6)	Total Savings (kWh) (7)	LBR Rate (¢/kWh) (5)	Lost Base Revenue (\$)
Residential (total)	48,667,454	95,998,526	0.04634	\$2,255,282
Low-Income (total)	7,353,594	16,349,859	0.03474	\$255,473
Commercial & Industrial (total)	112,411,901	340,439,781	0.03205	\$3,603,072
<b>GRAND TOTAL</b>	<b>168,432,949</b>	<b>452,788,166</b>		<b>6,113,826</b>

Calculation of Lost Base Revenue, 2013(2)					
Program	2012 Adjusted Full Year Savings (kWh) (8)	2013 Monthly as Installed Savings (kWh)(9)	Total Savings (kWh)	LBR Rate (¢/kWh) (8)	Lost Base Revenue (\$)
Residential (total)	93,239,643	59,655,899	152,895,542	0.04632	\$7,082,858
Low-Income (total)	15,959,913	7,821,173	23,781,086	0.03478	\$827,129
Commercial & Industrial (total)	340,439,781	101,558,884	441,998,665	0.03072	\$13,579,737
<b>GRAND TOTAL</b>	<b>449,639,337</b>	<b>169,035,956</b>	<b>618,675,293</b>		<b>\$21,489,724</b>

Calculation of Lost Base Revenue, 2014(3)						
Program	2012 Full Year Savings (kWh)	2013 Full Year Savings (kWh)	2014 Monthly as Installed Savings (kWh)(6)	Total Savings (kWh)	LBR Rate (¢/kWh) (9)	Lost Base Revenue (\$)
Residential (total)	95,998,526	157,071,133	57,927,694	310,997,353	0.04632	\$14,406,896
Low-Income (total)	16,349,859	18,124,869	2,661,815	37,136,543	0.03478	\$1,291,644
Commercial & Industrial (total)	340,439,781	402,124,172	88,235,418	830,799,371	0.03072	\$25,525,048
<b>GRAND TOTAL</b>	<b>452,788,166</b>	<b>577,320,174</b>	<b>148,824,926</b>	<b>1,178,933,267</b>		<b>\$41,223,588</b>

Calculation of Lost Base Revenue, 2015(4)							
Program	2012 Full Year Savings (kWh)	2013 Full Year Savings (kWh)	2014 Full Year Savings (kWh)	2015 Monthly as Installed Savings (kWh)(6)	Total Savings (kWh)	LBR Rate (¢/kWh) (9)	Lost Base Revenue (\$)
Residential (total)	95,998,526	157,071,133	109,405,899	59,832,097	422,307,655	0.04632	\$19,563,326
Low-Income (total)	16,349,859	18,124,869	9,289,293	2,542,616	46,306,638	0.03478	\$1,610,589
Commercial & Industrial (total)	340,439,781	402,124,172	384,605,000	89,504,468	1,216,673,421	0.03072	\$37,380,441
<b>GRAND TOTAL</b>	<b>452,788,166</b>	<b>577,320,174</b>	<b>503,300,192</b>	<b>151,879,181</b>	<b>1,685,287,714</b>		<b>\$58,554,356</b>

**Notes:**

- (1) 2012 LBR is collected in the 2013 EERF rates effective July 1, 2013 to June 30, 2014
- (2) 2013 LBR is collected in the 2014 EERF rates effective July 1, 2014 to June 30, 2015
- (3) 2014 LBR is collected in the 2015 EERF rates effective July 1, 2015 to June 30, 2016
- (4) 2015 LBR is collected in the 2016 EERF rates effective July 1, 2016 to June 30, 2017
- (5) Rates per 2012 actuals filed in NSTAR Electric D.P.U. 14-80 (Page 1)
- (6) Annual savings have been annualized based on 2012 savings data filed in NSTAR Electric DPU-14-80 (Page 1)
- (7) Total savings have been annualized based on 2012 savings data filed in NSTAR Electric DPU-14-80 (Page 3)
- (8) Rates per 2013 estimated LBR savings filed in NSTAR Electric DPU-14-80 (Page 4)
- (9) Rates per 2013 estimated monthly LBR savings filed in NSTAR Electric DPU-14-80 (Page 8)

**Lost Base Revenue (LBR) Dollars: Three-Year Analysis**

LBR Table 2

Date of Filing June 20, 2014  
Distribution Company Electric  
Program Administrator NSTAR Electric  
Year 2013

Sector	2013 (1)			2014			2015			Total LBR for 2013-2015		
	Planned	Actual	Variance %	Planned	Actual	Variance %	Planned	Actual	Variance %	Planned	2013 Actual, 2014-2015 Planned	Variance %
Residential	\$ 5,902,086	\$ 7,082,858	16.7%	\$ 10,807,160	\$ -	0.0%	\$ 15,970,845	\$ -	0.0%	\$ 32,680,090	\$ 33,860,863	3.5%
Low Income	\$ 73,901	\$ 827,129	91.1%	\$ 118,143	\$ -	0.0%	\$ 160,142	\$ -	0.0%	\$ 352,186	\$ 1,105,413	68.1%
Commercial & Industrial	\$ 14,873,085	\$ 13,579,737	-9.5%	\$ 27,089,569	\$ -	0.0%	\$ 39,437,538	\$ -	0.0%	\$ 81,400,192	\$ 80,106,844	-1.6%
<b>Total</b>	<b>\$ 20,849,072</b>	<b>\$ 21,489,724</b>	<b>3.0%</b>	<b>\$ 38,014,871</b>	<b>\$ -</b>	<b>0.0%</b>	<b>\$ 55,568,525</b>	<b>\$ -</b>	<b>0.0%</b>	<b>\$ 114,432,468</b>	<b>\$ 115,073,120</b>	<b>0.6%</b>

(1) Actual Numbers are based on EERF filing estimated savings filed in NSTAR Electric DPU 14-80 NSTAR Electric, filed on April 30, 2014

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## APPENDIX 1

### Significant Core Initiative Variances & Cost-Effectiveness

#### I. RESIDENTIAL PROGRAMS

##### A. RESIDENTIAL WHOLE HOUSE

The actual 2013 benefit-cost ratio for the Residential Whole House program is 4.29. The projected benefit-cost ratio for the 2013-2015 plan term is 3.79 after accounting for actual results from 2013.

##### 1. Residential New Construction & Major Renovation

###### a. Significant Variances<sup>1</sup>

There are no significant variances to report for this core initiative.

###### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Residential New Construction & Major Renovation core initiative is 2.21. The projected benefit-cost ratio for the 2013-2015 plan term is 1.44 after accounting for actual results from 2013.

##### 2. Residential Multi-Family

###### a. Significant Variances

There are no significant variances to report for this core initiative.

###### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Residential Multi-Family core initiative is 1.23. The projected benefit-cost ratio for the 2013-2015 plan term is 1.32 after accounting for actual results from 2013.

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<sup>1</sup>

Plan-year core initiative significant variances are defined in the D.P.U. 11-120, Phase II Plan-Year Report Template as: (1) variances between planned and actual core initiative budget of 15 percent or greater; (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater; (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater; and (4) variances between preliminary and evaluated core initiative total resource benefits showing a decrease of 15 percent or greater.

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### Significant Core Initiative Variances & Cost-Effectiveness

#### 3. Residential Home Energy Services

##### a. Significant Variances

There are no significant variances to report for this core initiative.

##### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Residential Home Energy Services core initiative is 5.50. The projected benefit-cost ratio for the 2013-2015 plan term is 4.93 after accounting for actual results from 2013.

#### 4. Residential Behavior/Feedback

##### a. Significant Variances

Because there are several significant variances related to this core initiative, the Company believes it is important to provide some background on the implementation strategies used by each Company. For 2013, NSTAR and WMECo used different approaches, strategies and vendors for the Behavior/Feedback core initiative.

The WMECo core initiative included both an opt-in and an opt-out component. The opt-in element included an online web platform available to all WMECo customers. The intent of the program was to use community-based outreach to help drive participation to this online portal. Additionally, the program also targeted a subset of customers to receive an Energy Savings Report (“ESR”) distributed by mail to randomly assigned treatment customers in order to encourage the customer to access the web portal. To the extent that these customers did not access the web portal, they were referred to as “passive” participants in that, even though they did not access the web portal, they were notified of energy savings information.

The NSTAR core initiative included only a Home Energy Report (“HER”) component. Qualifying customers were randomly assigned to treatment and control groups. The treatment groups received mailer-based reports on an ongoing basis (bi-monthly or quarterly) and had access to an online portal.

Primarily because the WMECo core initiative, though innovative, was not as successful as the Company had hoped, significant variances for the 2013 plan-year exist between: (1) planned and preliminary total lifetime savings; (2) planned and preliminary total benefits; and (3) between preliminary and evaluated total resource benefits. The primary reasons for such variances are:

## APPENDIX 1

### Significant Core Initiative Variances & Cost-Effectiveness

#### (1) Planned and Preliminary Total Lifetime Savings

The lower savings in the Residential Behavior/Feedback core initiative was caused by a couple of different factors. The Energy Savings Reports that were sent to WMECo customers did not reach the full target number of participants due to a larger than expected number of participants that affirmatively refused to participate in the core initiative once they received the initial ESR, moved, or had incorrect addresses. This resulted in fewer savings from the passive participants described above, as well as drove fewer customers to the online portal. And though the Company targeted approximately 13,000 WMECo customers to opt-in to its online web portal, despite aggressive marketing efforts, the program fell short of that target as well, leading to lower savings from the opt-in program component.

#### (2) Planned and Preliminary Total Benefits

The variance between planned and preliminary total benefits aligns with deviations in lifetime savings, and thus is explained above.

#### (3) Preliminary and Evaluated Total Resource Benefits

The benefits variance between preliminary and evaluated was due to the results of the *Massachusetts Cross-Cutting Behavioral Program Evaluation Integrated Report*, which affected both NSTAR Electric and WMECo. The report was filed with the 2012 Annual Report.

The evaluation study estimated a 90% realization rate for the NSTAR Electric program, meaning that the evaluated savings for the program were 10% lower than vendor estimates. This is not uncommon for a relatively new HER type of behavioral program. The Company expects that the realization rate will converge near 100% going forward as the program matures.

In terms of WMECo, it was assumed in the plan that new passive participants would save at the same rate as previous passive participants that had been in the program for over a year. The evaluation study found that the new participants saved at a lower level. As the new participants represent the majority of the passive group for WMECo, the overall savings from the passive component of the program was much lower than expected. The evaluation also showed that savings from the opt-in, web portal component were lower per participant than originally expected. This result was likely due to the fact that the planning assumptions were developed based on a small

## APPENDIX 1

### Significant Core Initiative Variances & Cost-Effectiveness

sample of previous participants in the program who were “early adopters” and not necessarily representative of future participants in the program.

The NSTAR Electric behavioral program is substantially larger than the WMECo program, so the effect of the evaluation on NU behavioral program savings is skewed towards the effect it had on NSTAR Electric savings. The relatively small effect the evaluation had on NSTAR Electric mitigates the portfolio impact caused by the larger effect of the evaluation on the WMECo program.

Largely due to the poor performance of the WMECo core initiative, the Company made a course correction during the 2013 program year and changed both the strategic direction, as well as the implementation vendor associated with this Behavior/Feedback core initiative. Specifically, the Company is now using NSTAR’s vendor for the WMECo core initiative as well during 2014. Additionally, this change also allowed the Company to align the implementation for the Behavior/Feedback core initiative between all of the Northeast Utilities operating companies, including those in CT and NH.

The Company strongly believes this course correction was necessary and is hopeful that, given its experience with the NSTAR core initiative, WMECo will be able to over-achieve savings and benefits in the 2014 and 2015 program years and achieve the three-year targets.

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Residential Behavior/Feedback core initiative is 1.09. The projected benefit-cost ratio for the 2013-2015 plan term is 1.31 after accounting for actual results from 2013.

### B. RESIDENTIAL PRODUCTS

The actual 2013 benefit-cost ratio for the Residential Products program is 3.08. The projected benefit-cost ratio for the 2013-2015 plan term is 2.97 after accounting for actual results from 2013.

#### 1. Residential Cooling & Heating Equipment

##### a. Significant Variances

A significant variance exists between planned and actual budget for the Residential Cooling & Heating Equipment core initiative. The primary reason for the variance

## APPENDIX 1

### Significant Core Initiative Variances & Cost-Effectiveness

was higher than planned spending on participant incentives. Increased production of key measures such as warm air furnaces, heat pump water heaters and ductless mini-split heat pumps were the primary contributors to the higher than expected participant incentives. Mass Save<sup>®</sup> HEAT Loan availability and a growing list of COOL Smart-trained participating contractors also contributed to increased activity across all program measures.

The Company does not believe this variance will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Residential Cooling & Heating core initiative is 1.54. The projected benefit-cost ratio for the 2013-2015 plan term is 1.78 after accounting for actual results from 2013.

### 2. Residential Lighting

#### a. Significant Variances

There are no significant variances to report for this core initiative.

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Residential Lighting core initiative is 3.50. The projected benefit-cost ratio for the 2013-2015 plan term is 3.42 after accounting for actual results from 2013.

### 3. Residential Consumer Products

#### a. Significant Variances

There are no significant variances to report for this core initiative.

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Residential Consumer Products core initiative is 1.90. The projected benefit-cost ratio for the 2013-2015 plan term is 1.80 after accounting for actual results from 2013.

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### Significant Core Initiative Variances & Cost-Effectiveness

#### II. LOW-INCOME PROGRAMS

##### A. LOW-INCOME WHOLE HOUSE

The actual 2013 benefit-cost ratio for the Low-Income Whole House program is 2.12. The projected benefit-cost ratio for the 2013-2015 plan term is 2.05 after accounting for actual results from 2013.

##### 1. Low-Income New Construction

##### a. Significant Variances

Significant variances for the 2013 plan-year exist between: (1) planned and actual budget; (2) planned and preliminary total lifetime savings; and (3) planned and preliminary total benefits. The primary reason for the variances is that very few low-income new construction projects took place in 2013.

##### (1) Planned and Actual Budget

The primary reason for this variance is lower than planned spending in all budget categories but is primarily driven by under spending on participant incentives. As mentioned above, significantly fewer low-income new construction homes participated in the initiative than planned.

##### (2) Planned and Preliminary Total Lifetime Savings

The lower than planned total lifetime savings was also due to fewer homes going through the core initiative than anticipated.

##### (3) Planned and Preliminary Total Benefits

The variance between planned and preliminary total benefits aligns with deviations in lifetime savings and spending, and thus is explained above.

Due to the current low-income new construction market trends, the Company will be closely monitoring its ability to achieve benefit goals in the Low-Income New Construction core initiative by the end of the three-year term. However, the Company is confident in its ability to achieve the savings and benefit goals for the Low-Income Whole House program.

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### Significant Core Initiative Variances & Cost-Effectiveness

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Low-Income New Construction core initiative is 4.15. The projected benefit-cost ratio for the 2013-2015 plan term is 3.16 after accounting for actual results from 2013.

#### 2. Low-Income Single Family Retrofit

##### a. Significant Variances

There are no significant variances to report for this core initiative.

##### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Low-Income Single Family core initiative is 2.73. The projected benefit-cost ratio for the 2013-2015 plan term is 2.50 after accounting for actual results from 2013.

#### 3. Low-Income Multi-Family Retrofit

##### a. Significant Variances

There are no significant variances to report for this core initiative.

##### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the Low-Income Multi-Family core initiative is 1.55. The projected benefit-cost ratio for the 2013-2015 plan term is 1.52 after accounting for actual results from 2013.

## **III. COMMERCIAL & INDUSTRIAL PROGRAMS**

### A. C&I NEW CONSTRUCTION

#### 1. C&I New Construction

##### a. Significant Variances

A significant variance exists between planned and actual budget. The primary reason for the variance is lower than planned spending in all budget categories except for Participant Incentive.

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### Significant Core Initiative Variances & Cost-Effectiveness

#### *Program Planning & Administration:*

Program Planning & Administration was under budget due to a couple of different factors. One, the Company's actual internal overhead expenses were lower than expected, and two, actual internal tracking system expenses were below the budgeted value.

#### *Marketing and Advertising:*

Marketing was under spent but the C&I New Construction program exceeded both its annual savings goal and lifetime savings goal. The Company did not need to spend additional marketing dollars due to strong participation.

#### *Sales, Technical Assistance & Training:*

The Sales, Technical Assistance & Training ("STAT") budget largely went unspent due to a couple of factors. First, the program realized substantially more savings from upstream lighting measures which don't necessitate the same level of analysis and corresponding STAT expenditures given the prescriptive characteristics of both claimed savings and paid incentives. Secondly, the Company has continued to increase utilization of internal engineering resources which has allowed the Company to reduce spending on technical assistance studies.

#### *Evaluation and Market Research:*

In 2013, there was statewide support for focusing on longer-term, strategic evaluation planning in Massachusetts. The outcome of this important and time-consuming effort was the development of the *Statewide 2013-14 Electric & Gas Energy Efficiency Evaluation Plan*. Given the amount of time and resources necessary to complete the first statewide strategic evaluation plan, total evaluation expenditures were less than planned, contributing to the variance.

The Company does not believe these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the C&I New Construction program is 5.32. The projected benefit-cost ratio for the 2013-2015 plan term is 4.56 after accounting for actual results from 2013.

### B. C&I RETROFIT

The actual 2013 benefit-cost ratio for the C&I Retrofit program is 3.74. The projected benefit-cost ratio for the 2013-2015 plan term is 3.38 after accounting for actual results from 2013.



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### Significant Core Initiative Variances & Cost-Effectiveness

#### 1. C&I Retrofit

##### a. Significant Variances

A significant variance exists between planned and actual budget. The primary reason for the variance is lower than planned spending in all budget categories.

##### *Program Planning & Administration:*

Program Planning & Administration was under budget due to a couple of different factors. One, the Company's actual internal overhead expenses were lower than expected, and two, actual internal tracking system expenses were below the budgeted value.

##### *Marketing and Advertising:*

Marketing largely went unspent due to a combination of WMECo achieving their annual and lifetime savings goals and thereby avoiding the need to spend additional marketing dollars, the CHP savings shortfall at NSTAR which the Company deemed would not be solved by expending additional marketing dollars, and the Company's utilization of existing MOU agreements to generate savings without spending excessive marketing dollars for new customer recruitment.

##### *Participant Incentive:*

The planning budget for participant incentives was based on historical expenditures with a percentage being grossed up to account for anticipated, incremental cost to achieve deeper savings as necessitated by the higher savings goals in the Company's 2013 – 2015 Energy Efficiency Plan. The remaining budget was allocated to CHP project execution.

The budget variance is mainly a result of two factors. First, the Company was able to leverage their relationships with customers through MOU agreements and ongoing negotiations to successfully close on a series of cost effective projects which drove their average costs down. While the Company views this as beneficial from a cost to achieve perspective, the Company does not expect this to be repeatable each and every year, mostly because the opportunity to install these measures is limited given the Company's customer characteristics. Secondly, as the closure rate for CHP was lower than expected in 2013 for NSTAR projects, a portion of the planned budget allocated to CHP project execution went unspent.

##### *Sales, Technical Assistance & Training:*

The variance between the STAT budget and the Company's actual expenses is related to the Company utilizing strong existing relationships with MOU customers to close on a series of large projects which allowed the Company to

## APPENDIX 1

### Significant Core Initiative Variances & Cost-Effectiveness

benefit from economies of scale on its STAT costs. Additionally, the variance is somewhat tied to savings shortfalls in CHP for NSTAR. As CHP is a specialized product, the Company deemed that expenditure of additional STAT would not influence the closure rate of CHP projects.

#### *Evaluation and Market Research:*

In 2013, there was statewide support for focusing on longer-term, strategic evaluation planning in MA. The outcome of this important and time-consuming effort was the development of the *Statewide 2013-14 Electric & Gas Energy Efficiency Evaluation Plan*. Given the amount of time and resources necessary to complete the first statewide strategic evaluation plan, total evaluation expenditures were less than planned, contributing to the variance.

The Company does not believe these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the C&I Retrofit core initiative is 4.43. The projected benefit-cost ratio for the 2013-2015 plan term is 3.79 after accounting for actual results from 2013.

### 2. C&I Direct Install

#### a. Significant Variances

Significant variances for the 2013 plan-year exist between: (1) planned and preliminary total lifetime savings and (2) planned and preliminary total benefits. The primary reasons for such variances are:

##### (1) Planned and Preliminary Total Lifetime Savings

This variance is almost entirely due to the fact that opportunities for WMECo Direct Install projects were lower than the Company originally anticipated. The Direct Install core initiative is still ramping up for WMECo as the Company works to find the right balance between spending in the C&I Retrofit and the C&I Direct Install core initiatives. Additionally, to better align implementation strategies between NU Operating Companies, 2013 was a transition year for WMECo as it transitioned to the NSTAR vendor implementation model. As a result, the planned participation and corresponding participant incentive budget were over planned for 2013.

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### **Significant Core Initiative Variances & Cost-Effectiveness**

#### (2) Planned and Preliminary Total Benefits

The variance between planned and preliminary total benefits aligns with deviations in lifetime kWh savings, and thus is explained above.

The Company does not believe these variances will affect its ability to achieve its savings or benefits goals by the end of the three-year term.

#### b. Program Cost-Effectiveness

The actual 2013 benefit-cost ratio for the C&I Direct Install core initiative is 2.42. The projected benefit-cost ratio for the 2013-2015 plan term is 2.55 after accounting for actual results from 2013.

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