



**Year 2002 Annual Report  
And Energy Savings Claim**

**Reflecting Adjustments from  
Savings Verification Process**

**September 8, 2003**

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This revised report is submitted September 8, 2003, to the Vermont Public Service Board, the Vermont Department of Public Service, the Efficiency Vermont Contract Administrator, and the Efficiency Vermont Advisory Committee. The tables contained in this report reflect final adjustments to 2002 savings as reported by the Contract Administrator to the Vermont Public Service Board. The tables have been generated directly from adjusted data contained in the Efficiency Vermont data tracking system. The savings adjustments will be reflected in all reports generated by Efficiency Vermont after September 8, 2003.

# Year 2002 Adjusted Annual Report and Energy Savings Claim

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## 1.1. SUMMARY

### SUCCESS THROUGH PARTNERSHIPS

2002 was a year of success for Efficiency Vermont, the nation's first statewide energy efficiency utility. Established by the Vermont Public Service Board in 1999, Efficiency Vermont has helped more than 67,840 Vermont businesses and households lower their energy costs by investing in energy efficiency. We have partnered with design professionals, builders, vendors and many others to decrease barriers to participation in energy efficiency. Together, we've accrued a track record of cost-effectively reducing Vermont's need for electricity supply, lowering energy rates, strengthening the state's economy and protecting our environment.

The economic worth of energy efficiency can be clearly seen when compared to the cost of conventional electricity sources in Vermont's energy resource portfolio. In this report, the economic worth of energy savings is referred to as *lifetime economic value*. This term equals the present value of expenditures for electricity, fossil fuels and water savings that would have been made in the absence of energy efficiency. Further, the term includes the worth of the savings over the lifetime of the efficiency measures. In the data table sections of this report, lifetime economic value is referenced as *Total Resource Benefits*. These terms may be used interchangeably.

The benefits of energy efficiency investments made with Efficiency Vermont assistance in 2002 are summarized in the following six categories:

- Major Accomplishments - 2002 at a Glance
- A Competitive and Proven Source of Electricity
- Putting More Money in the Pockets of Vermonters
- Helping Keep the Green Mountain State Green
- Adding Efficiency Capacity to Vermont's Energy Portfolio
- Providing a Successful National Model

### MAJOR ACCOMPLISHMENTS – 2002 AT A GLANCE

In 2002, Efficiency Vermont helped 32,306 households and businesses complete energy efficiency investments that resulted in:

- 38,363 megawatt-hours (MWh) of annual energy savings, costing ratepayers 52% less than what utilities would have paid to purchase this energy on the wholesale supply market. These energy savings will last an average of 14.4 years;
- \$25 million in lifetime economic value over the 14.4-year average life of the efficiency measures installed in 2002;
- surpassing Efficiency Vermont's 2002 annual energy savings target by 59% and exceeding the three-year contract savings goal by 17%; and,

- the elimination of 411,000 tons of greenhouse gas emissions that would have been created by conventional power generation.

Additional notable indicators of Efficiency Vermont’s achievements in 2002 include:

- clear evidence of significant and lasting effects on Vermont’s consumer and business markets;
- recognition of energy efficiency leadership, both regionally and nationally;
- meeting, and most cases exceeding, seven specific contractual indicators of performance established by the Vermont Public Service Board; and
- verification and validation of Efficiency Vermont’s performance for 2001.

As was true in 2000 and 2001, our success in 2002 was due to the contributions of numerous partners. These partners included Vermont households, businesses, vendors, suppliers, service professionals, and fellow Vermont ratepayers, as well as the state’s regulators and legislators who created Efficiency Vermont and supported its continued operation. Everyone’s efforts were indispensable to Efficiency Vermont’s success in 2002.

## A COMPETITIVE AND PROVEN SOURCE OF ELECTRICITY SUPPLY

### *Efficiency Vermont provides an economical and beneficial energy source*

In 2002, Efficiency Vermont expenditures and customer investments in energy efficiency improvements totaled \$16.8 million.

| <b>2002 Summary of Costs</b>                 |                       |
|--|-----------------------|
| Efficiency Vermont Total Expenditures        | \$10.5 Million        |
| Participant and Third-Party Investments      | \$6.3 Million         |
| <b>Total Investment in Energy Efficiency</b> | <b>\$16.8 Million</b> |
| <b>2002 Summary of Benefits</b>              |                       |
| Lifetime Economic Value                      | \$25.1 Million        |

Figure 1.1.1.

Generating a lifetime savings of 552,705 MWh, the cost of these improvements is 3.0 cents per saved kWh. This is 52% lower than the average 6.3 cents per kWh that Vermont electric utilities would have paid to purchase comparable electricity supply on the New England wholesale market for delivery to Vermont customers over the 14.4-year average life of the savings. Hence, these efficiency investments were significantly more cost-effective than conventional sources of electricity.

Electrical efficiency investments also slow the rise of electricity supply prices and, thereby, lower the cost of electricity for everyone on the system. This is especially true during those times of year when electrical demand is greatest and supply costs are highest. The reduction of electrical demand at peak periods not only helps to reduce the wholesale price on the spot market, but serves as a hedge against long-term price increases, by lowering new contract prices.

Thus, efficiency savings benefit all ratepayers by lowering prices paid for all electricity used, whether or not these customers take direct advantage of Efficiency Vermont's services.

### ***Efficiency Vermont Savings Validated through 2001***

Efficiency Vermont's savings claims were verified and validated in 2002. The Vermont Department of Public Service conducted a rigorous review of our 2001 claim for electricity and other resource savings. This review led to an adjustment in the electrical savings claim by only two percent.

The Vermont Public Service Board also engaged an independent consultant to scrutinize both Efficiency Vermont's estimates and the verification process conducted by the Vermont Department of Public Service. The consultant examined Efficiency Vermont's data tracking system, quality assurance systems, as well as the Technical Reference Manual that documents the basis and algorithms for savings calculations. The independent consultant's report, *Independent Audit of Vermont Energy Efficiency Utility Energy and Capacity Savings for 2000 and 2001*, by Martin Cummings, found that "The EVT [Efficiency Vermont] estimates of annual energy and capacity savings, as verified and adjusted by the Department of Public Service, are reliable and unbiased estimates of program savings," and confirmed that "Efficiency Vermont's programs are highly cost-effective." The report also stated that "the audit has shown that EVT [Efficiency Vermont] and the Department have put appropriate procedures and controls in place to minimize sources of error and bias in the [savings] estimation process."

In 2002, Vermont Energy Investment Corporation continued its successful fulfillment of its fiduciary obligations as the Efficiency Vermont contractor. In addition to maintaining rigorous cost accounting procedures, the contractor participated in regular monthly reviews of Efficiency Vermont expenditures conducted by the Vermont Public Service Board's Contract Administrator for the Energy Efficiency Utility. Vermont Energy Investment Corporation's annual independent financial audit, encompassing all aspects of Efficiency Vermont's operations, established that funds were being managed in accordance with generally accepted accounting principles.

## **PUTTING MORE MONEY IN THE POCKETS OF VERMONTERS**

### ***Efficiency Vermont Cuts Household and Business Energy Costs***

In 2002, we served 31,719 households and 587 businesses in Vermont. Over their lifetimes, the energy efficiency measures installed in these homes and businesses will generate \$25.1 million in lifetime economic value.

| <b>Distribution of Benefits by Sector</b>     |                                    |                    |              |
|---|------------------------------------|--------------------|--------------|
|   | <b>Commercial &amp; Industrial</b> | <b>Residential</b> | <b>Total</b> |
| <b>Benefits Achieved in 2002</b>              |                                    |                    |              |
| Annual MWh Savings                            | 18,436 (48%)                       | 19,927 (52%)       | 38,363       |
| Lifetime Economic Value                       | \$12,000,000 (48%)                 | \$13,100,000 (52%) | \$25,100,000 |
| <b>Cumulative Benefits achieved 2000-2002</b> |                                    |                    |              |
| Annual MWh Savings                            | 48,180 (49%)                       | 49,870 (51%)       | 98,050       |
| Lifetime Economic Value                       | \$32,500,000 (49%)                 | \$33,500,000 (51%) | \$66,000,000 |

Figure 1.1.2.

### ***Serving Vermont, from Bennington to Barton***

A key objective of Efficiency Vermont's efforts is to help as many Vermonters as possible, regardless of where they live or work. It is important, therefore, that participation and benefits be widely distributed. In 2002, Efficiency Vermont successfully reached every corner of our state. As in previous years, efficiency investments and their economic benefits were distributed in each county in roughly the same proportion as the energy efficiency charge that each county's ratepayers paid through their electric bills. The widespread distribution of these benefits has been no accident. Our marketing, business development and service teams have worked to establish a network of partnerships with design professionals, builders, contractors and vendors throughout the state. Additionally, we undertook targeted campaigns to increase participation in those markets where customer activity was previously low.

### ***The Efficiency-Powered Economic Engine***

In addition to direct energy savings benefits, Efficiency Vermont's work in 2002 generated a long-term, positive stimulus to the state's economy. In contrast to the performance of the economy in 2002, Vermont's efficiency investments generated strong returns both for individual investors and for the state's economy as a whole. These investments will continue to pay dividends in the years ahead, in the form of lower expenditures on electricity, fossil fuel and water for Vermont's homes and businesses. The average business that took advantage of Efficiency Vermont services in 2002 will realize a return of 71% on its portion of efficiency investment costs, a rate of return that outperforms all but the riskiest financial market investments.

The lifetime economic value resulting from Efficiency Vermont's first three years of service is \$66 million. As these savings unfold over the next 14.4 years, they act as a time-released stimulus to Vermont's economy. The recurring savings from these efficiency investments will spur Vermont's economic growth in the same way that a sustained decrease in energy prices would lower the cost of living, and of doing business, in the state.

Energy efficiency investments decrease the amount of money leaving the state to pay for imported energy; a significantly more costly power source. Savings generated by Vermonters' energy efficiency investments are spent on goods and services or reinvested in other assets. Most of this spending and reinvesting involves transactions with Vermont businesses, resulting in economic stimulus and job creation. According to an analysis by Skip Laitner, a nationally recognized expert on the economic impacts of energy efficiency investment, the investments catalyzed by Efficiency Vermont's efforts through 2002 can be expected to add an estimated \$26 million to Vermont's economic output. They also will have created more than 100 net new full-time Vermont jobs during the 2000-2002 period. Over the next fifteen years, the ensuing lifetime economic value generated by Efficiency Vermont will create another 46 jobs.

## HELPING KEEP THE GREEN MOUNTAIN STATE GREEN

Efficiency is a clean electricity resource because it reduces the need for the energy production that causes pollution. The table below shows the harmful emissions prevented by Efficiency Vermont's work. Since its inception in 2000, Efficiency Vermont has prevented the amount of pollution that 14,000 cars emit in a year.

| <b>Power Plant Emissions Reduced by Efficiency Vermont Activities</b> |                            |                                  |
|---|----------------------------|----------------------------------|
|   | <b>Year 2002 (in tons)</b> | <b>Years 2000-2002 (in tons)</b> |
| Carbon Dioxide  | 411,213                    | 1,051,990                        |
| Oxides of Nitrogen  | 525                        | 1,343                            |
| Sulphur Dioxide   | 1,713                      | 4,383                            |
| Particulates  | 141                        | 361                              |

Figure 1.1.3.

## ADDING EFFICIENCY CAPACITY TO VERMONT'S ENERGY PORTFOLIO

### *Efficiency Vermont Builds Service Delivery Capacity*

A natural and deliberate outcome of Efficiency Vermont's work has been the creation of an energy efficiency infrastructure throughout Vermont. By cultivating and progressively strengthening relationships with businesses, trade associations, key industries, and with providers of energy efficiency services and products, we have been able to tap additional cost-effective efficiency resources in a reliable and predictable manner. This process has been a key factor in enabling Efficiency Vermont to increase savings and to exceed targets in each contract year. With this infrastructure in place, Vermont can now depend on energy efficiency as a ready, reliable and integral component of our state's portfolio of energy resources.

The signs of the successful creation of this infrastructure can be found in many places. We have increased the average number of monthly leads for business projects by 35% from 2001 to 2002. Customers returning to Efficiency Vermont for help with new efficiency projects provide confirmation that efficiency is becoming an integral part of development planning for increasing numbers of Vermont businesses.

Another sign of growing capacity is the increased attendance at Efficiency Vermont's annual conference on new construction. Planning for the 2003 conference began in June 2002. The 2-day event featured advanced training, energy-efficient products, and nationally renowned presenters. Conference attendance increased by 63% over the previous year, to more than 800 builders, architects, engineers, vendors and other industry professionals.

To meet the challenge of helping greater numbers of customers save more comprehensively, we conducted strategic hiring of qualified personnel to provide expert technical assistance. The result today is a staff comprised of architects, engineers, and energy specialists that represent some of the top talent in the country in the energy efficiency field.

Efficiency Vermont also has succeeded in increasing the comprehensiveness of the efficiency projects we have helped advance. Business new construction projects are increasingly incorporating energy efficiency into all aspects of design and construction. Additionally, these projects are becoming more comprehensive; bringing together all project decision-makers, to consider the whole building and its systems, thereby increasing energy savings. There has been a substantial increase in the number of ENERGY STAR<sup>®</sup> qualified homes built in Vermont this year, as we have made the plan review process significantly easier for participants. We have also developed one of the nation's most comprehensive approaches to providing energy efficiency services to market rate and low-income multifamily housing.

## **PROVIDING A SUCCESSFUL NATIONAL MODEL**

As other states strive to find more affordable and environmentally friendly ways to supply electricity while boosting their economies, Efficiency Vermont is increasingly looked to as a model for the nation. We are honored to have been contacted in 2002 by organizations and governmental entities in states exploring the possible replication of Vermont's approach. We attribute Vermont's national reputation as a leader in the energy efficiency field to the lasting impact that Efficiency Vermont and our partners, statewide, are having on the ways that energy efficiency decisions are made in the marketplace.

A good illustration of this impact can be seen in the air conditioning market. Despite having one of the shortest and mildest summer seasons in the nation, Vermont stands out regionally and nationally for its market share of high-efficiency air conditioner sales. Nationally, Vermont ranks first in the market share of energy-efficient residential room air conditioners sold in 2002. That success is due in no small measure to our partnership with participating retailers in promoting products that qualify for the ENERGY STAR label. Efficiency Vermont met with similar success in the non-residential cooling market. Ninety percent of the commercial heating and cooling system units that qualified for incentives from Efficiency Vermont met the highest efficiency standard, as compared to only 51% for northeast states undertaking similar efforts (Connecticut, Massachusetts, New Jersey and Rhode Island).

Recent data released by the U.S. Environmental Protection Agency for 2002 reveals that Vermont leads the eastern U.S. in market share for ENERGY STAR labeled homes. Vermont ranks third, nationally, in market share for ENERGY STAR labeled clothes washers.

Vermont's pioneering approach to energy efficiency service delivery brought increasing national attention and interest to our state in 2002. Six recent honors exemplify this recognition:

- Efficiency Vermont was selected from among 1,200 nominees as one of the 15 finalists for the Innovations in American Government Award from Harvard's Kennedy School of Government.
- The American Council for an Energy Efficient Economy (ACEEE) selected several of Efficiency Vermont's residential services for their "Exemplary Programs" Award. The awards were for services delivered in the single-family residential new construction market, the multifamily low-income market, and the lighting market (as a part of the Northeast Energy Efficiency Partnerships regional initiatives).
- The U.S. Environmental Protection Agency awarded Efficiency Vermont the New England 2002 Environmental Merit Award for outstanding efforts in preserving New England's environment.
- The U.S. Environmental Protection Agency and Department of Energy awarded Efficiency Vermont:
  - 2002 ENERGY STAR Excellence in Consumer Education for exceptional service to Vermont consumers, as part of a regional energy efficiency partnership with northeast utilities;
  - 2002 ENERGY STAR Partner of the Year, for outstanding commitment to providing expert design assistance and financial incentives to Vermonters building homes that meet or exceed ENERGY STAR standards; and,
  - 2002 ENERGY STAR Labeled Homes Outstanding Achievement Award, for verifying more than 250 ENERGY STAR labeled homes in the past year.

## CONCLUSION

Vermont's unique successes in and contributions to the energy efficiency field are achievements in which Vermonters can take pride. After Efficiency Vermont's first three years of operation, we are pleased and proud to have been a successful part of our state's effort to minimize the long-term costs of electricity supply, to strengthen the economy and to protect the environment. We look forward to our continued service to the people of Vermont.

## 1.2. COMMERCIAL & INDUSTRIAL ENERGY SERVICES

### A YEAR OF PERFORMANCE THROUGH PARTNERSHIP

During 2002, Efficiency Vermont partnered with Vermont commercial and industrial customers to complete 661 projects that cut costs, improved business operations, and saved energy. These relationships enabled us to provide technical assistance and financial incentives of \$4.4 million to 587 Vermont businesses. Participants invested \$3 million of their own capital. Our partnerships in the business community generated \$12 million in lifetime economic value that will be realized throughout the next 15.7 years. Together, we cut 18,436 annual MWh from Vermont's total annual electric consumption, offsetting almost one quarter of the projected growth in commercial and industrial electricity sales forecast by the Vermont Department of Public Service.<sup>1</sup>

In order to build strong customer and strategic partner relationships, we engaged participants in discussions of technical, business and financial issues. Through these discussions, business operators gained a greater understanding of the role of energy efficiency in long-term profitability. As a result, we were able to increase the implementation of energy efficiency measures across different end-uses such as lighting, heating, cooling, and ventilation in current and planned projects. On average, the businesses that partnered with us and installed efficiency measures are now earning returns of 71% on their investments.

In 2002, Efficiency Vermont strengthened our strategic alliances with key associations of design professionals, including local chapters of:

- American Institute for Architects;
- American Society of Heating, Refrigeration, and Air Conditioning Engineers; and,
- Construction Specifications Institute.

We worked with these associations to inform their members of the resources available from Efficiency Vermont. The success of these alliances was evident in our interactions with design professionals. We experienced a high degree of repeat business through referrals from architects and engineers who had worked with us in the past. We became aware of two design firms that have established an internal policy specifying that all of their Vermont projects will include Efficiency Vermont early in the design phase. Each new project with a returning customer proceeded more smoothly than the last. The players knew what to expect from us, and we in turn knew the strengths of the designers and the areas where our expertise would be most beneficial.

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<sup>1</sup> Based on projected Vermont commercial & industrial electric sales growth from 2002 to 2003 of 76,526 MWh: Vermont Department of Public Service forecast 10/29/02.

Our success in establishing Efficiency Vermont as a credible asset to the design community is documented in a market assessment conducted on behalf of the Vermont Department of Public Service<sup>2</sup>. This assessment revealed that, in less than three years, Efficiency Vermont has become widely known among commercial and industrial market participants as the primary resource for energy efficiency knowledge and services in Vermont, as is shown in the table below.

| <b>Results of Market Assessment Survey of Design Professionals</b> |   |  |
|--|---|--|
| <b>Design professional groups</b>                                  | <b>% recognition of Efficiency Vermont name</b> | <b>% recognition of Efficiency Vermont as a “primary resource” without prompting</b> |
| Engineers  | 100%  | 92%  |
| Architects   | 84%   | 53%  |
| All types of contractors   | 73%   | 36%  |

Figure 1.2.1.

Efficiency Vermont also continued outreach to large businesses and related professional associations such as:

- the Association for Facilities Engineering;
- the Vermont Grocers’ Association; and,
- the Vermont Ski Areas Association.

By actively participating with groups such as these, we were able to reach a large number of potential customers. We identified customers with large commercial and industrial projects based on a number of criteria, including electricity usage, industry type, opportunities for efficiency, and geographic location. Our activities resulted in more projects with large businesses and greater collaboration with these associations.

Because of the critical role of farming in Vermont’s economy, Efficiency Vermont also worked closely with Vermont’s agricultural community. We initiated a marketing and business development effort to distribute informational releases encouraging dairy farmers to take advantage of Efficiency Vermont’s services. We coordinated this effort with Cabot Cooperative Creamery, Dairy Herd Improvement Association, HP Hood, the Vermont Department of Agriculture and a number of publications serving dairy farmers, This focus on dairy farms resulted in 94 completed projects in 2002 and savings of 960 MWh.

Our efforts to increase overall awareness of Efficiency Vermont’s services resulted in greater recognition by business customers. The market assessment study<sup>3</sup> indicates that 55% of business property managers and developers recognized Efficiency Vermont as a source of efficiency services and 24% recognized our name without prompting.

<sup>2</sup> GDS Associates Team, *Evaluation of the Commercial & Industrial Sector Markets and Activities of Vermont’s Energy Efficiency Utility*, February 17, 2003.

<sup>3</sup> GDS Associates Team.

## NEW CONSTRUCTION, RENOVATION, AND EQUIPMENT REPLACEMENT

### *Tailoring Services to Customer Needs*

In 2002, Efficiency Vermont completed 597 projects in the new construction, renovation, and equipment replacement markets, providing annual savings of 13,481 MWh. The lifetime economic value is \$9.5 million, as a result of \$5.3 million in total investments (combined Efficiency Vermont and customer investments).

In these markets, Efficiency Vermont worked to integrate energy efficiency at the time of customers' planned modifications to buildings, equipment, ownership, facility use or operations.<sup>4</sup> We addressed all major end uses, including lighting, cooling, ventilation, motors, space heating, service water heating, refrigeration and industrial processes. We also encouraged the implementation of energy efficiency improvements through technical and financial assistance, with three general approaches for incentives geared to specific customer needs, as described below.

- Prescriptive incentives provided fixed dollar amounts for specific eligible efficiency measures.
- Custom incentives were tailored to individual project costs and savings. We provided custom incentives for the majority of our projects, to maximize the electrical and economic savings per dollar invested. This approach enabled us to leverage investments in more comprehensive packages of efficiency measures.
- Comprehensive design incentives were utilized to help customers optimize building performance by fully integrating energy efficiency into building design. Efficiency Vermont completed two comprehensive design projects during the year, and enrolled another 16 active projects that should complete over the next few years. These results exceeded the associated contractual performance target set by the Vermont Public Service Board.<sup>5</sup>

These general approaches, combined with strategic partnerships, resulted in the significant savings cited above. Activity in 2000-2002 in the commercial and industrial new construction and replacement markets achieved savings in excess of the contract savings goal for these markets by 12%.<sup>6</sup>

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<sup>4</sup> Efficiency Vermont tracks and reports savings in these lost-opportunity markets under Commercial Energy Opportunities Program. Efficiency Vermont tracks savings from the new construction market separately from equipment replacement savings, which are reported under the Market Opportunities Program in the tables below.

<sup>5</sup> These quantities are remarkable, considering the size of Vermont's commercial and industrial new construction market. After two years of operation, NSTAR's target for comprehensive projects was 21 for a much larger market, according to *NSTAR 2000 Energy Efficiency Plan Update*.

<sup>6</sup> 2000-2002 MWh savings of 38,703 exceed the three-year goal of 34,521 MWh savings by 12%. 2002 expenditures of \$3.3 million were 94% of the \$3.5 million Efficiency Vermont budget approved by the Vermont Public Service Board.

Efficiency Vermont's 2002 efforts placed Vermont in a leadership role in the region. Vermont led all northeastern states in the quantity of energy-efficient motors installed and in electrical load eliminated, relative to the size of Vermont's commercial and industrial market.<sup>7</sup>

Vermont also led the region in market share for energy-efficient commercial heating, ventilation, and air conditioning equipment. Ninety percent of the equipment for which Efficiency Vermont paid incentives met the highest efficiency standard. This was the highest percentage of top efficiency equipment achieved by any state in the region that offered these incentives, (Connecticut, Massachusetts, New Jersey, and Rhode Island), and far exceeded the 51% average percentage for top efficiency equipment that the other states achieved.<sup>8</sup> This was particularly remarkable due to the fact that Vermont had the fewest cooling hours among these states.

## **COMMERCIAL AND INDUSTRIAL RETROFIT<sup>9</sup>**

In 2002, Efficiency Vermont assisted commercial and industrial ratepayers with the successful completion of 64 retrofit projects, providing annual savings of 4,955 MWh. The lifetime economic value is \$2.5 million, as a result of \$2.2 million in total investments (\$1.1 million in Efficiency Vermont expenditures and customer investments of \$1.1 million).

Efficiency Vermont offered customized technical assistance and financial incentives to spur cost-effective efficiency retrofit investments by commercial and industrial customers.<sup>10</sup> Typical measures included compressed air system upgrades, lighting wattage reduction and/or output enhancements, industrial process improvements, and fuel switches from electricity to alternative fuels. While we promoted cost-effective retrofit savings across all end-uses, the greatest savings came from industrial process, lighting, heating, ventilation, and air conditioning, and compressed air system improvements. Savings in 2000-2002 in the commercial and industrial retrofit markets exceeded the contract savings goal by 31%.<sup>11</sup>

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<sup>7</sup> 2002 MotorUp program tracking data provided by Applied Proactive Technology.

<sup>8</sup> These figures do not include customized cooling efficiency improvements, which are beyond the scope of the regional initiative.

<sup>9</sup> Retrofit efficiency measures are those improvements which are not part of other planned facility upgrades and which are undertaken primarily to save energy and cut costs.

<sup>10</sup> Efficiency Vermont tracks and reports savings from large retrofit projects under the Commercial and Industrial Emerging Markets Program.

<sup>11</sup> 2000-2002 MWh savings of 7,232 exceed the three-year goal of 5,500 MWh savings by 31%. 2002 expenditures of \$1.1 million were 65% of the \$1.7 million Efficiency Vermont budget approved by the Vermont Public Service Board for 2002.

### *Sample Commercial and Industrial Efficiency Activities*

The table below provides a sampling of the types of facilities and efficiency measures installed, as well as savings and benefits that the businesses received from their investments.

| Facility Type  | Efficiency Measures Installed                       | Customer Investment | Annual Savings (MWh) | Weighted Lifetime of Investment | Rate of Return on Customer Investment <sup>12</sup> |
|--|---|---------------------|----------------------|---------------------------------|---|
| <b>Commercial and Industrial New Construction, Renovation, and Replacement</b> |   |                     |                      |                                 |   |
| Dairy farm   | Variable frequency drives, lighting, ventilation    | \$14,678            | 86                   | 13 years                        | 51%   |
| Mineral manufacturing  | Variable frequency drives                           | \$67,549            | 886                  | 10 years                        | 58%   |
| Household furniture manufacturing  | Transformer   | \$5,255             | 33                   | 40 years                        | 42%   |
| Ski resort   | Process snowmaking                                  | \$140,430           | 624                  | 20 years                        | 30%   |
| Stone products manufacturing   | Compressed air system                               | \$15,782            | 81                   | 20 years                        | 44%   |
| Daycare / school   | Lighting, HVAC, Act 250 comprehensive measures      | \$3,076             | 27                   | 20 years                        | 74%   |
| <b>Commercial and Industrial Retrofit</b>                                      |   |                     |                      |                                 |   |
| Furniture manufacturing  | Variable frequency drives on dust collection system | \$52,392            | 325                  | 10 years                        | 36%   |
| Wood products manufacturing  | Improved process equipment                          | \$60,250            | 154                  | 30 years                        | 23%   |
| High school  | Transformer, lighting upgrade                       | \$86,528            | 215                  | 35 years                        | 18%   |

Figure 1.2.2.

## MARKET INITIATIVES

Market initiatives are strategies designed to help specific sectors overcome unique barriers to participation in energy efficiency. In 2002, we devoted special attention to two of Vermont's critical market segments: Schools and water/wastewater treatment facilities. These market segments offered, and continue to offer, significant untapped potential for the delivery of cost-effective efficiency services to an economically and geographically diverse population.

<sup>12</sup> Rate of Return on Customer Investment is the rate that discounts future customer savings to a present value equal to the customer's investment. Future savings are level over the weighted lifetime of the measures. That is, no inflation is applied to future savings.

### ***School Facilities***

The schools initiative continued the work that Efficiency Vermont began in 2001, addressing all 300+ Vermont K-12 public and private schools, regardless of size. We focused on developing strategic partnerships with numerous market actors, to discover if they were considering facility construction or renovation, equipment replacement projects, and whether and how they were considering discretionary retrofit investments. As a result of these efforts, Efficiency Vermont developed an effective network of decision-makers involved in school construction. Efficiency Vermont is now routinely involved in many schools' project decision processes and frequently engaged by third parties. We worked with numerous strategic partners in these efforts, including:

- Vermont Superintendents' Association and its School Energy Management Program (SEMP);
- Vermont Department of Education;
- Vermont Association of School Business Officials; and,
- Vermont School Board Insurance Trust.

With the assistance of these partners, we completed 24 schools projects, providing net annual savings of 2,536 MWh in 2002. The lifetime economic value is \$1.7 million, as a result of total investments of \$884,000 (\$390,000 in Efficiency Vermont expenditures and customer investments of \$494,000).<sup>13</sup> At year-end, Efficiency Vermont was involved in an additional 80 active projects. Combined with the 52 projects completed in 2000 and 2001, the total number of Efficiency Vermont's completed and active school projects was 156 at the close of 2002.

### ***Water and Wastewater Facilities***

This initiative investigates efficiency opportunities in municipal, industrial, and private water and wastewater treatment facilities across the state. Through this initiative we served the approximately 100 municipal and 100 private wastewater systems, as well as 700 public and private water systems in Vermont in 2002. We targeted municipal systems as an important sub-market because they typically are larger and have more savings opportunities than private systems.

In 2002, we continued to develop a network with water and wastewater facility decision-makers, enabling us to increase our involvement whenever systems investments were contemplated. Our strategic partners in this initiative included:

- Green Mountain Water Environment Association;
- Northeast Rural Water Association;
- Vermont Technical College; and,
- Vermont Agency of Natural Resources.

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<sup>13</sup> These school savings represent new construction, equipment replacement and retrofit efficiency measures and are reported in Commercial Energy Opportunities or Commercial and Industrial Emerging Markets programs, as appropriate.

With these partners, Efficiency Vermont sponsored a facility operator training seminar called “Basics of Motor, Drives and Energy Efficiency”. Held at Vermont Technical College, this highly successful seminar was booked to capacity (22 attendees), and has since generated several new projects that utilized variable frequency drives (VFDs). Efficiency Vermont previously had funded the school’s purchase of VFDs to enhance their training facility and to encourage efficient motors training.

We also strengthened our partnership with the water and wastewater market through trade show displays and presentations targeting facility operators, engineers, and other decision-makers, to inform them about our services and the benefits of energy efficiency. Efficiency Vermont helped facilities overcome market barriers through data collection -- such as metering of efficiency upgrade projects and pilot testing technologies -- to validate savings estimates before customers committed to installing new equipment.

Efficiency Vermont completed 12 water and wastewater projects in 2002, which more than doubles the completions from previous years. At year-end, Efficiency Vermont was working on another 25 projects. In all, Efficiency Vermont has engaged with 46 completed or active waste/wastewater facility projects since our inception in 2000. This project count is particularly notable in view of the nationally low participation in energy efficiency by wastewater facilities.<sup>14</sup>

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<sup>14</sup> The Consortium for Energy Efficiency reported in Market Transformation News, winter 2003, that nationally, the wastewater industry “...is paying little attention to [energy efficiency]”.

### **1.3. RESIDENTIAL ENERGY SERVICES**

Efficiency Vermont delivered services in the following four residential efficiency markets during 2002:

- Products and appliances;
- New construction;
- Single-family retrofit; and
- Low-income multifamily housing.

Efficiency Vermont succeeded in helping to broaden and deepen the transformation of Vermont's residential efficiency markets while raising the yield of electricity and other resource savings. Electricity savings from Efficiency Vermont's residential services in 2002 totaled 19,927 MWh. Total expenditures (Efficiency Vermont, participant and third party) of \$9 million for residential energy efficiency measures in 2002 will return an estimated \$13.2 million in lifetime economic value for the efficiency measures installed during the year. Since its inception in 2000, Efficiency Vermont has served 66,567 Vermont households, saving an average of \$81 per participant annually.

Efficiency Vermont's residential services continued to garner national recognition as models for the rest of the nation. The American Council for an Energy Efficient Economy (ACEEE) selected several of Efficiency Vermont's residential programs for their Exemplary Programs Award. The awards recognized services delivered in the residential new construction market, the multifamily low-income market, and the lighting market (as a part of the Northeast Energy Efficiency Partnerships regional initiatives).

Below, we highlight Efficiency Vermont's accomplishments in each residential efficiency market.

#### **PRODUCTS AND APPLIANCES**

Efficiency Vermont's efforts to increase market share for ENERGY STAR<sup>®</sup> products and appliances met with continued success in 2002. Signs of progress were particularly strong in the residential lighting market. ENERGY STAR lighting products continued to sell extremely well in Vermont retail stores in 2002, despite a 25% reduction in bulb and fixture rebates from the prior year. Vermont retailers demonstrated increasing commitment to stocking, selling, and promoting a wider variety of high-efficiency lighting products. Retailers held a larger portion of sales events promoting efficient lighting on their premises in 2002, as opposed to the special events that Efficiency Vermont conducted in previous years at home shows and county fairs. Aubuchon Hardware stores throughout Vermont began an ongoing torchiere turn-in program in 2002, following the turn-in model we developed and implemented around the state in previous years. Efficiency Vermont supported these 2002 retailer events with co-op advertising, point of purchase materials, and banners.

Market assessments<sup>15</sup> conducted in 2002 indicate that sales of compact fluorescent lighting products in Vermont stores were 50 to 100 times higher than sales by counterpart stores in Maine (which has no turn-in program) in 2000 and 2001.

Efficiency Vermont's efforts met with similar success in the residential appliance market. At the close of 2002, as a result of these efforts, Efficiency Vermont was well positioned to meet two contractual performance indicators established by the Vermont Public Service Board for this market. The first such indicator specified a 6% increase in the number of ENERGY STAR labeled refrigerators and dishwashers on showroom floors. In 2002, the actual increase was 19.5%. According to sales data from national retail chains, Vermont's market share of ENERGY STAR labeled refrigerators ranked seventh in the nation.

The second indicator specified the achievement of a 27% market share of ENERGY STAR clothes washers in 2002 in Vermont. In 2002, actual the market share at national chain stores in Vermont was 34%. Vermont had the third highest market share of ENERGY STAR qualified clothes washers in the country.<sup>16</sup>

Other signs of Efficiency Vermont's success in transforming our efficient appliance market are evidenced by the following occurrences in 2002:

- A major retail chain approached Efficiency Vermont with an offer to match the \$25 rebate we offered during the second half of 2002 for ENERGY STAR labeled refrigerators.
- Vermont ranked first, nationwide, in market share for ENERGY STAR labeled room air-conditioners.
- For the third year in a row, Efficiency Vermont, along with the other regional sponsors of efficient lighting and appliance initiatives, received a national ENERGY STAR award for "Excellence in Consumer Education" from the U.S. Environmental Protection Agency and the Department of Energy.

All of Vermont's 280,000+ residential customers are eligible for Efficiency Vermont's efficient product and appliance services. While virtually all electricity users purchase lighting products each year, fewer people purchase new appliances. Our best current estimate of the number of annual appliance purchases made in the state is based on 2001 data from the American Home Appliance Manufacturers (AHAM), which reports Vermont sales as:

- 12,600 clothes washers;
- 13,100 refrigerators;
- 8,500 dishwashers; and
- 6,100 room air conditioners.<sup>17</sup>

As was the case in 2001, the lighting and appliance markets proved to be the largest combined source of residential electricity savings for Efficiency Vermont in 2002. A total of 25,688

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<sup>15</sup> Xenergy, Inc., Final Report of the Phase 1 Evaluation of Efficiency Vermont's Products Program, submitted to the Vermont Department of Public Service, December 2002.

<sup>16</sup> Provided by U.S. Environmental Protection Agency, ENERGY STAR 2002 sales data at national chain stores.

<sup>17</sup> This is based on sales data provided by the Association of Home Appliance Manufacturers.

Vermont residential customers purchased one or more efficient lighting products or appliances in 2002, excluding the significant number of individuals who purchased qualifying products or appliances without claiming a rebate.<sup>18</sup> These participants collectively produced net annualized savings of 12,292 MWh, providing an estimated \$6.2 million in lifetime economic value.<sup>19</sup>

## NEW CONSTRUCTION

2002 was the first full year in which Efficiency Vermont offered completely redesigned services under the Vermont ENERGY STAR Homes label. Introduced in November 2001, this approach was designed to integrate Vermont Gas Systems services, and to combine lighting and appliances into a single offering. It has been so successful that it is now considered a national model for services incorporating efficient lighting and appliances with home energy ratings in ENERGY STAR labeled homes.<sup>20</sup>

To help ensure that high-efficiency housing construction extends beyond the high growth area of Vermont’s northwest region, the Vermont Public Service Board established contractual performance indicators for participating new homes built outside of Chittenden County. Efficiency Vermont completed projects for 75 new homes outside of Chittenden County, nine more than the contractual performance indicator of 66.

Efficiency Vermont’s efforts to reach more of the multifamily new construction market met with tangible success. To encourage participating builder/developers to achieve ENERGY STAR building performance ratings, we began offering customized incentives for comprehensive energy efficiency upgrades. In 2002, we provided services for eight completed market-rate new construction projects, with a combined total of 163 housing units.

Nationwide, preliminary data shows that Vermont achieved the fourth highest market share for ENERGY STAR labeled new homes. Vermont’s market share of ENERGY STAR labeled homes was between five and six times the national average.<sup>21</sup> The table below presents the results for 2002.

| <b>ENERGY STAR Qualified Homes Constructed in 2002 with Efficiency Vermont Assistance</b> |     |
|---|-----|
| Single-family homes   | 234 |
| Market rate multifamily dwellings   | 163 |
| Subsidized multifamily dwellings  | 150 |
| Total ENERGY STAR qualified homes   | 547 |

**Figure 1.3.1.**

<sup>18</sup> Xenergy Inc.

<sup>19</sup> 2000-2002 MWh savings of 34,207 exceed the three-year MWh savings goal by 22%. 2002 expenditures of \$1.6 million were 10% higher than the \$1.5 million Efficiency Vermont budget approved by the Vermont Public Service Board for 2002

<sup>20</sup> Efficiency Vermont received recognition from the U.S. Department of Energy and the U.S. Environmental Protection Agency’s ENERGY STAR program for our efforts in the residential new construction market. Vermont Energy Investment Corporation, the non-profit organization under contract to the Vermont Public Service Board to administer Efficiency Vermont, was named ENERGY STAR Partner of the Year in March 2002.

<sup>21</sup> Estimates for the number of new homes built in Vermont in 2002 vary. The U.S. Environmental Protection Agency reports 1,958 units through September 2002. A January 22, 2003 Burlington Free Press article cites 2,798 residential permits issued through November 2002.

Efficiency Vermont achieved total electricity savings in the residential new construction market of 1,334 MWh in 2002. Efficiency Vermont's expenditures of \$1.1 million and customer expenditures of \$500,000 in 2002 will produce an estimated \$2.3 million in lifetime economic value.<sup>22</sup>

## **SINGLE-FAMILY RETROFIT**

In 2002, Efficiency Vermont helped residents of single-family homes pursue cost-effective efficiency retrofit investments. We targeted our efforts to the following segments of Vermont's single-family retrofit market:

- Low-income retrofit;
- Customer driven retrofit;
- Vendor driven retrofit; and
- Targeted high use retrofit.

2002 was the first full year of operation for our efforts in the last three of the above segments.<sup>23</sup>

### ***Low-Income Single-Family Retrofit***

In partnership with Vermont's statewide low-income Weatherization Assistance Program (WAP), Efficiency Vermont helped improve the efficiency of 3,136 low-income Vermont homes in 2002 through the installation of a comprehensive set of electrical efficiency measures.<sup>24</sup> Whereas WAP services traditionally focus on the thermal shell of the customer's home and the reduction of fossil fuel energy use, Efficiency Vermont provides financial and technical assistance for electrical efficiency improvements recommended as cost-effective. Qualifying measures include efficient lighting, electric water heating conservation, conversion of electric space and/or water heating equipment to less costly fuels, and early replacement of inefficient refrigerators with high-efficiency ENERGY STAR labeled models.

In 2002, Efficiency Vermont began a partnership with Rutland West Neighborhood Housing Services, Inc. to provide services similar to those offered through WAP. This effort served Vermonters at or below 80% of the median income level in Rutland County who failed to meet WAP income guidelines.

Total annual electricity savings among low-income single-family households was 2,262 MWh from our expenditures of \$1.2 million in 2002. For customers who had both audits performed and efficiency measures installed, the average annual savings generated per household was 1,639 gross kWh. This is 1.6 times the associated contractual performance indicator set for Efficiency

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<sup>22</sup> 2000-2002 MWh savings of 3,026 exceed the three-year MWh savings goal by 39%. 2002 expenditures of \$1.1 million were 84% of the \$1.3 million Efficiency Vermont budget approved by the Vermont Public Service Board for 2002

<sup>23</sup> Results from these three efforts are reported in the tables for the Residential Emerging Markets Initiative.

<sup>24</sup> The eligible market is estimated to be 63,300 households, as was reported in the Efficient Vermont Annual Report 2001, page 92.

Vermont by the Vermont Public Service Board. Combined with water and fossil fuel savings, the \$1.3 million in efficiency investments made in participating homes in 2002 produced \$952,508 in lifetime economic value.<sup>25</sup>

### ***Customer Driven Retrofit***

Using software customized for Vermont by Nexus, Inc., Efficiency Vermont enabled Vermonters to assess the potential for cost-effective efficiency opportunities in their homes. We distributed this software on compact discs through our web site, at special events, and by mail. In total, we distributed 1,800 compact discs to Vermont households.

### ***Vendor Driven Retrofit***

Efficiency Vermont completed planning to serve more Vermonters through cooperative agreements with residential insulation and air sealing contractors as well as energy specialists. The contractors will offer cost-effective electrical efficiency products at no cost to their customers and will be reimbursed by Efficiency Vermont. During 2002, we launched a pilot of this concept with the Vermont Consumer Energy Cooperative, which served 72 households with electrical efficiency measures.

### ***Targeted High Use Retrofit***

To yield maximum value from its budget, Efficiency Vermont offered a comprehensive retrofit service to Vermonters with historically high electric usage. During 2002, we served 465 customers, of whom 46% (213) replaced electric space heating or electric water heating equipment. These customers received an on-site assessment of a home's efficiency potential, financial incentives for qualifying measures, and were eligible to arrange for loans for the balance of measure costs through the Vermont Development Credit Union.

In aggregate, Efficiency Vermont customer, vendor, and targeted high use retrofit efforts produced total savings of 1,784 annualized MWh and \$848,754 of lifetime economic value<sup>26</sup>.

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<sup>25</sup> 2000-2002 MWh savings of 4,345 exceed the three-year MWh savings goal by 16%. Year 2002 expenditures of \$1.2 million were 97% of the \$1.3 million Efficiency Vermont budget approved by the Vermont Public Service Board for 2002.

<sup>26</sup> 2000-2002 MWh savings of 2,049 exceed the three-year MWh savings goal by 31%. 2002 expenditures of \$602,434 were 96% of the \$630,714 Efficiency Vermont budget approved by the Vermont Public Service Board for 2002.

## LOW-INCOME MULTIFAMILY HOUSING

Efficiency Vermont strives to lower the operating costs of Vermont's subsidized multifamily housing through comprehensive energy efficiency services.<sup>27</sup> We provide customized financial incentives as well as recommendations on efficient lighting applications, appliances, fuel use, water conservation and building envelope measures. Efficiency Vermont's efforts target efficiency investments in major rehabilitation or renovation, and discretionary retrofit projects in multi-unit rental properties, condominiums and townhouses. We also provide rebates for the purchase of energy efficient appliances.

We help housing developers, owners and managers to identify cost-effective efficiency measures in end uses involving all energy sources. By including all efficiency opportunities, we are able to optimally leverage owner investment and thus maximize electricity savings and lifetime economic value generated by each dollar of Efficiency Vermont expenditure.

In 2002, we completed 69 projects serving 1,657 individual housing units, including properties in every Vermont county. We also successfully increased participation in the non-subsidized affordable housing market. By the end of 2002, Efficiency Vermont provided energy audits for a total of 23 private, non-subsidized housing projects.

We continued our successful role as a leveraging agent in the affordable housing market. Our expenditures in 2002 of \$1.1 million leveraged \$1.1 million in additional investment on the part of property owners and third parties, resulting in more than \$2.2 million in energy improvements to Vermont's affordable housing stock. Building owners contributed 45%, while third parties - the state Weatherization Assistance Program and Vermont Gas Systems- provided 5% of the total investment. These investments will yield an estimated \$2.9 million in lifetime economic value and 2,253 MWh in annual electrical savings.<sup>28</sup>

In addition, Efficiency Vermont helped three public housing projects include major efficiency improvements in their capital investment plans submitted to the U.S. Department of Housing and Urban Development. Through these efforts, we exceeded the multifamily performance target that the Vermont Public Service Board established for Efficiency Vermont in 2002, which specified that two such projects would be completed.

By the close of the year, we had 18 efficiency projects under contract in the low-income multifamily market involving 419 dwelling units scheduled for future completion, including two new construction projects with 25 units. Upon completion, these projects will offer total estimated electricity savings of 1,645 MWh annually.

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<sup>27</sup> Based on the 1990 U.S. Census, multifamily housing units in Vermont total approximately 80,000, of which approximately 25,000 are in buildings with five or more units. Census data also indicates that approximately 35% of all Vermont households can be classified as low-income; defined as a household at or below 80% of median income. Published census data does not, however, quantify the number of multifamily units that are occupied by low-income tenants.

<sup>28</sup> 2000-2002 MWh savings of 6,234 exceed the three-year MWh savings goal by 4%. 2002 expenditures of \$1.1 million were 73% of the \$1.5 million Efficiency Vermont budget approved by the Vermont Public Service Board for 2002

## 2.0. ENERGY SAVINGS AND EXPENDITURES TABLES

### 2.1. ORGANIZATION OF TABLES

This report presents detailed information about expenditures and savings for Efficiency Vermont activities in 2002. Data is provided in a series of tables that follow this section. Aggregate data for Efficiency Vermont activities is provided in tables 2.2. through 2.3.6.4. Activity totals for the Commercial & Industrial sector are provided in tables 2.4.1. and 2.4.2. Residential sector totals are provided in tables 2.5.1. and 2.5.2.

The remaining tables are organized by the programs that Efficiency Vermont offered in 2002. These programs relate to the markets addressed in the narrative sections of this report, as follows:

| Sector                             | Market  | Program Name                             | Tables            |
|------------------------------------|---|--|-------------------|
| <b>Commercial &amp; Industrial</b> | New Construction, Renovation, and Equipment Replacement | Commercial Energy Opportunities          | 3.0.2. – 3.0.5.   |
|                                    |   | CEO New Construction                     | 3.1.2. – 3.1.6.2. |
|                                    |   | CEO Market Opportunities                 | 3.2.2. – 3.3.6.1. |
|                                    | Commercial and Industrial Retrofit                      | Commercial & Industrial Emerging Markets | 3.4.2. – 3.4.5.   |
| <b>Residential</b>                 | Products and Appliances                                 | Efficient Products                       | 3.6.2. – 3.6.6.2. |
|                                    | New Construction  | Residential New Construction             | 3.5.2. – 3.5.6.3. |
|                                    | Single-Family Retrofit                                  | Low-Income Single-Family                 | 3.8.2. – 3.8.5.   |
|                                    |   | Residential Emerging Markets             | 3.9.2. – 3.9.5.   |
|                                    | Low-Income Multifamily Housing                          | Low-Income Multifamily                   | 3.7.2. – 3.7.6.3. |

Figure 2.1.1.

## 2.2. Progress Report<sup>[a]</sup>

| Program                       | MWh Savings (Net at Generation) |                      |                                 |   |
|-------------------------------|---------------------------------|----------------------|---------------------------------|---|
|                               | Year 2002                       | Program to Date      | Projected savings through 2002  | Actual Savings to Date/Total Projected Savings through 2002 |
| CEO New Construction          | 2,873                           | 12,632               | MOP/CINC have a combined target |   |
| CEO Market Opportunities      | 10,608                          | 26,071               | 34,521                          | 112%  |
| Dairy Farms                   | nap                             | 2,246                | 2,246                           | 100%  |
| C&I Emerging Markets          | 4,955                           | 7,232                | 5,500                           | 131%  |
| <b>Subtotal C&amp;I</b>       | <u>18,436</u>                   | <u>48,180</u>        | <u>42,267</u>                   | <u>114%</u>   |
| Residential New Construction  | 1,334                           | 3,026                | 2,170                           | 139%  |
| Efficient Products            | 12,292                          | 34,207               | 28,054                          | 122%  |
| Low Income MultiFamily (REEP) | 2,253                           | 6,234                | 5,979                           | 104%  |
| Low Income Single-Family      | 2,262                           | 4,345                | 3,731                           | 116%  |
| Residential Emerging Markets  | 1,784                           | 2,049                | 1,565                           | 131%  |
| <b>Subtotal Residential</b>   | <u>19,926</u>                   | <u>49,870</u>        | <u>41,499</u>                   | <u>120%</u>   |
| <b>TOTAL</b>                  | <u><b>38,361</b></u>            | <u><b>98,051</b></u> | <u><b>83,766</b></u>            | <u><b>117%</b></u>  |

| Program                       | Total Resource Benefits (2001 Dollars, Present Worth) |                            |                                |   |
|-------------------------------|---|----------------------------|--------------------------------|---|
|                               | Year 2002   | Program to Date            | Projected savings through 2002 | Actual Savings to Date/Total Projected Savings through 2002 |
| CEO New Construction          | \$1,667,489   | \$8,963,325                | nav                            | nav   |
| CEO Market Opportunities      | 7,837,636   | 18,143,284                 | nav                            | nav   |
| Dairy Farms                   | nap   | 1,160,839                  | nav                            | nav   |
| C&I Emerging Markets          | 2,454,798   | 4,187,242                  | nav                            | nav   |
| <b>Subtotal C&amp;I</b>       | <u>\$11,959,923</u>                                   | <u>\$32,454,689</u>        | nav                            | nav   |
| Residential New Construction  | \$2,316,056   | \$5,061,087                | nav                            | nav   |
| Efficient Products            | 6,182,048   | 18,216,431                 | nav                            | nav   |
| Low Income MultiFamily (REEP) | 2,867,867   | 7,332,331                  | nav                            | nav   |
| Low Income Single-Family      | 952,508   | 1,977,594                  | nav                            | nav   |
| Residential Emerging Markets  | 848,754   | 950,442                    | nav                            | nav   |
| <b>Subtotal Residential</b>   | <u>\$13,167,233</u>                                   | <u>\$33,561,716</u>        | nav                            | nav   |
| <b>TOTAL</b>                  | <u><b>\$25,127,156</b></u>                            | <u><b>\$66,016,406</b></u> | <u><b>\$36,162,000</b></u>     | <u><b>183%</b></u>  |

| Program                       | Program Costs and Budgets  |                            |                                 |   |
|-------------------------------|----------------------------|----------------------------|---------------------------------|---|
|                               | Year 2002                  | Program to Date            | Budgeted Costs through 2002     | Program to Date Costs as % of Budgeted Costs through 2002 |
| CEO New Construction          | \$1,040,839                | \$2,866,245                | MOP/CINC have a combined budget |   |
| CEO Market Opportunities      | 2,220,152                  | 4,629,022                  |                                 |   |
| <b>Subtotal CEO</b>           | <u>\$3,260,991</u>         | <u>\$7,495,267</u>         | <u>\$7,683,541</u>              | 98%   |
| Dairy Farms                   | \$0                        | \$822,620                  | \$822,620                       | 100%  |
| C&I Emerging Markets          | 1,107,631                  | 1,694,254                  | 2,289,068                       | 74%   |
| <b>Subtotal C&amp;I</b>       | <u>\$4,368,623</u>         | <u>\$10,012,141</u>        | <u>\$10,795,229</u>             | <u>93%</u>  |
| Residential New Construction  | \$1,113,459                | \$2,558,902                | \$2,766,523                     | 92%   |
| Efficient Products            | 1,645,049                  | 5,271,968                  | 5,121,168                       | 103%  |
| Low Income Multifamily (REEP) | 1,134,019                  | 2,706,110                  | 3,118,607                       | 87%   |
| Low Income Single Family      | 1,235,119                  | 2,128,274                  | 2,169,583                       | 98%   |
| Residential Emerging Markets  | 602,434                    | 750,266                    | 778,546                         | 96%   |
| <b>Subtotal Residential</b>   | <u>\$5,730,079</u>         | <u>\$13,415,520</u>        | <u>\$13,954,428</u>             | <u>96%</u>  |
| <b>TOTAL<sup>[b]</sup></b>    | <u><b>\$10,098,702</b></u> | <u><b>\$23,427,661</b></u> | <u><b>\$24,749,657</b></u>      | <u><b>95%</b></u>   |

## 2.3.1. Efficiency Vermont Annual Summary 2002

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Estimated<br/>Year 2003</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|--------------------------------|----------------------------|
| # participants with installations        | 30,971            | 32,306                      | nav                            | nap                            | 67,840                     |
| # participants with audit/analysis       | 3,482             | 3,555                       | nav                            | nap                            | 11,022                     |
| # of audits/analyses with pending action | 2,250             | 2,004                       | nav                            | nap                            | 2,084                      |
| # of audits/analyses with installations  | 3,139             | 3,678                       | nav                            | nap                            | 8,487                      |

| <u>Program Costs</u>                                 |                            |                            |                            |                     |                            |
|--|----------------------------|----------------------------|----------------------------|---------------------|----------------------------|
| <b>Administration</b>                                |                            |                            |                            |                     |                            |
| General  | \$91,044                   | \$94,751                   | \$205,080                  | \$136,902           | \$275,412                  |
| Implementation                                       | 1,822,514                  | 2,270,975                  | 2,499,883                  | nap                 | 5,464,157                  |
| Program Planning                                     | 357,180                    | 315,656                    | 330,812                    | nap                 | 977,110                    |
| Marketing  | 949,524                    | 1,367,073                  | 1,736,534                  | nap                 | 2,842,028                  |
| IT Development                                       | <u>256,431</u>             | <u>300,327</u>             | <u>370,076</u>             | <u>397,082</u>      | <u>695,248</u>             |
| <b>Subtotal Administration</b>                       | <b>\$3,476,692</b>         | <b>\$4,348,782</b>         | <b>\$5,142,385</b>         | <b>\$533,984</b>    | <b>\$10,253,954</b>        |
| <b>Implementation Costs</b>                          |                            |                            |                            |                     |                            |
| Services to Participants                             | \$1,199,898                | \$1,682,223                | \$1,965,608                | nap                 | \$3,606,623                |
| Services to Trade Allies                             | <u>250,072</u>             | <u>255,827</u>             | <u>219,623</u>             | <u>nap</u>          | <u>700,909</u>             |
| <b>Subtotal Implementation Costs</b>                 | <b>\$1,449,971</b>         | <b>\$1,938,050</b>         | <b>\$2,185,231</b>         | <b>nap</b>          | <b>\$4,307,533</b>         |
| <b>Incentive Costs</b>                               |                            |                            |                            |                     |                            |
| Incentives to Participants                           | \$3,581,362                | \$4,206,339                | \$4,631,003                | nap                 | \$9,836,225                |
| Incentives to Trade Allies                           | 0                          | 609                        | 41,595                     | nap                 | 609                        |
| <b>Subtotal Incentive Costs</b>                      | <b><u>\$3,581,362</u></b>  | <b><u>\$4,206,947</u></b>  | <b><u>\$4,672,597</u></b>  | <b><u>nap</u></b>   | <b><u>\$9,836,834</u></b>  |
| <b>Total Efficiency Vermont Costs <sup>[a]</sup></b> | <b>\$8,508,025</b>         | <b>\$10,493,780</b>        | <b>\$12,000,213</b>        | <b>\$13,039,983</b> | <b>\$24,398,321</b>        |
| <b>Total Participant Costs</b>                       | \$5,122,443                | \$5,831,679                | nav                        | nap                 | \$14,495,202               |
| <b>Total Third Party Costs</b>                       | \$383,656                  | \$513,229                  | nav                        | nap                 | \$955,819                  |
| <b>Evaluation Costs</b>                              | \$0                        | \$0                        | nav                        | <u>nap</u>          | <u>\$0</u>                 |
| <b>Total Program Costs</b>                           | <b><u>\$14,014,125</u></b> | <b><u>\$16,838,688</u></b> | <b><u>\$12,000,213</u></b> | <b><u>nap</u></b>   | <b><u>\$39,849,342</u></b> |

|   |             |              |             |        |              |
|---|-------------|--------------|-------------|--------|--------------|
| <b>Total Measure Costs</b>                                  | \$9,087,462 | \$10,551,856 | \$4,672,597 | nap    | \$25,287,855 |
| <b>Total Cost of Services</b>                               | \$1,449,971 | \$1,938,050  | \$2,185,231 | nap    | \$4,307,533  |
| <b>Annualized MWh Savings</b>                               | 36,894      | 38,363       | 24,078      | 37,792 | 98,051       |
| <b>Lifetime MWh Savings</b>                                 | 531,042     | 552,705      | nav         | nap    | 1,413,965    |
| <b>Winter Coincident Peak KW Savings</b>                    | 6,399       | 7,215        | nav         | nap    | 18,892       |
| <b>Summer Coincident Peak KW Savings</b>                    | 4,161       | 4,745        | nav         | nap    | 10,926       |
| <b>Annualized MWh Savings/Participant Weighted Lifetime</b> | 1.191       | 1.187        | nav         | nap    | 1.445        |
| <b>Loan Activity</b>  | \$0         | \$0          | \$0         | nap    | \$0          |

Budget and MWh Savings projections for 2003 include MultiFamily in Commercial & Industrial Energy Services. Costs and MWh Savings for 2000, 2001 and 2002 include Multifamily in Residential Energy Services.

## 2.3.2. Total Resource Benefits, overall

|                             | 2002             | Lifetime (Present Value) |
|-----------------------------|------------------|--------------------------|
| Avoided Cost of Electricity | nap              | \$21,645,819             |
| Fossil Fuel Savings (Costs) | \$202,922        | \$1,596,487              |
| Water Savings (Costs)       | <u>\$245,864</u> | <u>\$1,888,008</u>       |
| Total                       | \$448,786        | \$25,129,989             |

|  | Savings at meter |        | Savings at Generation |
|--|------------------|--------|-----------------------|
|  | Gross            | Net    | Net                   |
| Annualized Energy Savings (MWh): Total | 33,127           | 32,764 | 38,363                |
| Winter on peak                         | 9,514            | 9,421  | 11,294                |
| Winter off peak                        | 3,472            | 3,411  | 3,916                 |
| Summer on peak                         | 11,970           | 11,833 | 13,960                |
| Summer off peak                        | 8,170            | 8,098  | 9,195                 |
| Coincident Demand Savings (kW)         |                  |        |                       |
| Winter                                 | 6,370            | 6,318  | 7,215                 |
| Shoulder                               | 5,780            | 5,747  | 6,483                 |
| Summer                                 | 4,259            | 4,188  | 4,745                 |

|  | Gross     | Net       | Net Lifetime Savings <sup>[a]</sup> |
|--|-----------|-----------|-------------------------------------|
| Annualized Water Savings (ccf)           | 30,226    | 32,983    | 414,700                             |
| Annualized fuel savings (increase) MMBtu | 23,795    | 26,545    | 309,245                             |
| LP                                       | 2,955     | 3,432     | 62,196                              |
| NG                                       | 11,736    | 12,583    | 200,654                             |
| Oil/Kerosene                             | 9,104     | 10,537    | 46,428                              |
| Wood                                     | 0         | 0         | 0                                   |
| Solar                                    | 0         | 0         | 0                                   |
| Other                                    | 0         | 0         | 0                                   |
| Annualized savings (increase) in O&M(\$) | \$339,869 | \$349,014 | \$2,922,860                         |

### 2.3.3. Overall - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid    | Participant Costs  |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|--------------------|--------------------|
| Air Conditioning Eff.   | 1,468             | 865           | 760             | 12,926                 | 56                  | 651                 | 0                    | 0                   | \$128,795          | \$101,763          |
| Cooking and Laundry     | 3,437             | 1,226         | 912             | 17,029                 | 243                 | 178                 | 4,764                | 22,702              | \$144,451          | \$669,937          |
| Design Assistance       | 8                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$25,417           | \$6,703            |
| Hot Water Efficiency    | 1,496             | 344           | 296             | 2,716                  | 59                  | 43                  | 7,468                | 9,727               | \$25,872           | \$240,712          |
| Hot Water Fuel Switch   | 420               | 2,077         | 1,871           | 60,978                 | 363                 | 350                 | -7,600               | 182                 | \$301,413          | \$299,599          |
| Industrial Process Eff. | 20                | 3,568         | 3,137           | 59,654                 | 1,844               | 234                 | -756                 | 321                 | \$302,970          | \$826,612          |
| Lighting                | 27,459            | 20,145        | 17,163          | 219,223                | 3,115               | 2,277               | -4,937               | 0                   | \$1,813,122        | \$1,225,428        |
| Motors                  | 148               | 4,209         | 3,642           | 52,208                 | 520                 | 587                 | 12,128               | 0                   | \$329,882          | \$459,824          |
| Other Efficiency        | 6                 | 267           | 251             | 9,650                  | 30                  | 29                  | 0                    | 0                   | \$41,420           | \$97,608           |
| Other Fuel Switch       | 207               | 361           | 310             | 9,622                  | 70                  | 59                  | -1,104               | 37                  | \$30,121           | \$47,689           |
| Other Indirect Activity | 638               | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$183,526          | -\$81,227          |
| Refrigeration           | 2,096             | 2,334         | 2,079           | 33,240                 | 223                 | 227                 | 0                    | 0                   | \$414,975          | \$348,208          |
| Space Heat Efficiency   | 997               | 94            | 82              | 2,221                  | 25                  | 1                   | 19,024               | 0                   | \$1,709            | \$844,488          |
| Space Heat Fuel Switch  | 178               | 2,243         | 2,079           | 66,022                 | 617                 | 2                   | -7,816               | 0                   | \$333,951          | \$609,692          |
| Ventilation             | 989               | 630           | 544             | 7,215                  | 52                  | 105                 | 5,374                | 0                   | \$123,655          | \$135,565          |
| Water Conservation      | 6                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 14                  | \$0                | \$7                |
| <b>Totals</b>           |                   | <b>38,363</b> | <b>33,127</b>   | <b>552,705</b>         | <b>7,215</b>        | <b>4,745</b>        | <b>26,545</b>        | <b>32,983</b>       | <b>\$4,201,280</b> | <b>\$5,832,608</b> |

### 2.3.4. Overall - Utility Breakdown

| Utility             | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid    | Participant Costs  |
|---------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|--------------------|--------------------|
| Barton              | 136               | 133           | 114             | 2,490                  | 22                  | 13                  | -229                 | 67                  | \$26,656           | \$11,636           |
| Burlington          | 139               | 1,465         | 1,381           | 27,020                 | 109                 | 42                  | -1,574               | 0                   | \$89,408           | \$185,051          |
| Citizens            | 1,651             | 2,309         | 1,997           | 37,092                 | 510                 | 211                 | -57                  | 1,330               | \$353,421          | \$398,317          |
| CVPS                | 14,659            | 16,149        | 13,875          | 226,297                | 2,880               | 2,133               | 7,176                | 15,736              | \$1,735,717        | \$2,897,210        |
| Enosburg Falls      | 237               | 217           | 181             | 3,218                  | 34                  | 21                  | -147                 | 130                 | \$33,116           | \$15,581           |
| Green Mountain      | 9,512             | 11,414        | 9,823           | 167,041                | 1,713               | 1,535               | 21,560               | 11,487              | \$1,225,706        | \$1,391,233        |
| Hardwick            | 540               | 314           | 258             | 3,523                  | 49                  | 36                  | -30                  | 279                 | \$47,539           | \$21,738           |
| Hyde Park           | 162               | 310           | 287             | 5,082                  | 49                  | 84                  | -111                 | 31                  | \$44,353           | \$46,494           |
| Jacksonville        | 29                | 165           | 153             | 4,725                  | 27                  | 37                  | 6                    | 30                  | \$16,856           | \$61,526           |
| Johnson             | 97                | 165           | 149             | 4,028                  | 37                  | 8                   | -411                 | 17                  | \$25,711           | \$69,813           |
| Ludlow              | 207               | 669           | 599             | 7,598                  | 100                 | 94                  | -236                 | 44                  | \$50,208           | \$77,523           |
| Lyndonville         | 426               | 340           | 292             | 4,318                  | 54                  | 41                  | -330                 | 165                 | \$49,216           | \$20,972           |
| Morrisville         | 460               | 672           | 609             | 7,765                  | 102                 | 95                  | 14                   | 298                 | \$60,530           | \$87,881           |
| Northfield          | 244               | 188           | 163             | 2,354                  | 30                  | 24                  | -86                  | 56                  | \$22,046           | \$7,522            |
| Orleans             | 60                | 102           | 92              | 2,102                  | 19                  | 8                   | -166                 | 12                  | \$16,650           | \$23,160           |
| Readsboro           | 4                 | 1             | 1               | 9                      | 0                   | 0                   | 1                    | 7                   | \$76               | \$220              |
| Rochester           | 41                | 39            | 33              | 620                    | 6                   | 5                   | 60                   | 44                  | \$9,860            | \$4,326            |
| Stowe               | 264               | 1,205         | 1,037           | 17,619                 | 1,072               | 82                  | 297                  | 290                 | \$106,440          | \$233,049          |
| Swanton             | 395               | 544           | 485             | 8,080                  | 76                  | 60                  | -295                 | 263                 | \$39,076           | \$39,594           |
| VT Electric Coop    | 1,664             | 1,198         | 990             | 13,633                 | 204                 | 137                 | 1,072                | 1,815               | \$174,956          | \$163,355          |
| VT Marble           | 58                | 62            | 53              | 1,185                  | 13                  | 5                   | -103                 | 44                  | \$5,278            | \$20,288           |
| Washington Electric | 1,321             | 703           | 556             | 6,906                  | 109                 | 74                  | 134                  | 837                 | \$68,463           | \$56,118           |
| <b>Totals</b>       | <b>32,306</b>     | <b>38,363</b> | <b>33,127</b>   | <b>552,705</b>         | <b>7,215</b>        | <b>4,745</b>        | <b>26,545</b>        | <b>32,983</b>       | <b>\$4,201,280</b> | <b>\$5,832,608</b> |

### 2.3.5. Overall - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid    | Participant Costs  |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|--------------------|--------------------|
| Addison       | 1,947             | 2,384         | 2,042           | 31,054                 | 340                 | 381                 | 162                  | 1,793               | \$288,921          | \$489,520          |
| Bennington    | 1,911             | 2,846         | 2,459           | 44,407                 | 850                 | 214                 | -307                 | 1,915               | \$300,973          | \$510,769          |
| Caledonia     | 1,748             | 1,984         | 1,802           | 29,476                 | 306                 | 257                 | 623                  | 1,189               | \$235,382          | \$410,097          |
| Chittenden    | 6,018             | 8,549         | 7,530           | 141,295                | 1,132               | 1,112               | 10,085               | 9,533               | \$907,820          | \$1,134,317        |
| Essex         | 241               | 151           | 127             | 2,161                  | 24                  | 16                  | 60                   | 73                  | \$37,815           | \$20,911           |
| Franklin      | 2,531             | 2,733         | 2,334           | 39,173                 | 427                 | 310                 | 592                  | 2,139               | \$369,869          | \$333,319          |
| Grand Isle    | 391               | 189           | 153             | 2,387                  | 31                  | 22                  | 164                  | 370                 | \$25,335           | \$22,363           |
| Lamoille      | 1,524             | 2,727         | 2,390           | 38,885                 | 1,334               | 310                 | 183                  | 1,132               | \$307,214          | \$495,400          |
| Orange        | 1,457             | 1,014         | 845             | 12,293                 | 151                 | 132                 | 296                  | 1,057               | \$112,004          | \$97,987           |
| Orleans       | 1,126             | 1,845         | 1,619           | 28,230                 | 421                 | 178                 | -1,492               | 765                 | \$245,824          | \$302,079          |
| Rutland       | 3,942             | 2,716         | 2,248           | 34,070                 | 453                 | 329                 | -131                 | 2,758               | \$291,937          | \$271,668          |
| Washington    | 4,159             | 4,284         | 3,637           | 57,426                 | 661                 | 544                 | 11,490               | 3,217               | \$429,773          | \$490,545          |
| Windham       | 2,323             | 2,663         | 2,292           | 42,625                 | 447                 | 310                 | 4,509                | 4,733               | \$260,498          | \$859,681          |
| Windsor       | 2,995             | 4,277         | 3,648           | 49,224                 | 640                 | 630                 | 312                  | 2,308               | \$387,915          | \$393,952          |
| <b>Totals</b> | <b>32,313</b>     | <b>38,363</b> | <b>33,127</b>   | <b>552,705</b>         | <b>7,215</b>        | <b>4,745</b>        | <b>26,545</b>        | <b>32,983</b>       | <b>\$4,201,280</b> | <b>\$5,832,608</b> |

### 2.3.6.2. Cumulative Distributions by Customer Sector [a]

|                         | Total Resource Benefits Program to Date |             | Annualized MWh Energy Savings Program to Date |             | Sector Allocation PSB Approved Five-Year Budget |             | Sector Allocation by Customer Rate Revenue |             |
|-------------------------|---|-------------|---|-------------|---|-------------|--|-------------|
|                         | Total                                   | %           | Total   | %           | Total   | %           | Total                                      | %           |
| Commercial & Industrial | \$32,454,689                            | 49%         | 48,180  | 49%         | 48,180  | 50%         | 48,180                                     | 57%         |
| Residential             | \$33,561,716                            | 51%         | 49,870  | 51%         | 49,870  | 50%         | 49,870                                     | 43%         |
| <b>Total</b>            | <b>\$66,016,406</b>                     | <b>100%</b> | <b>98,051</b>                                 | <b>100%</b> | <b>98,051</b>                                   | <b>100%</b> | <b>98,051</b>                              | <b>100%</b> |

### 2.3.6.3. Cumulative Distributions by County <sup>[a]</sup>

| County       | % of Statewide Population | Number of Participants Program to Date |        | Total Resource Benefits Program to Date |        | Annualized MWh Energy Savings Program to Date |        |
|--------------|---------------------------|--|--------|---|--------|---|--------|
|              |                           | Total                                  | %      | Total                                   | %      | Total   | %      |
| Addison      | 5.9%                      | 4,335                                  | 6.4%   | \$3,131,977                             | 4.6%   | 5,482   | 5.4%   |
| Bennington   | 6.1%                      | 3,921                                  | 5.8%   | 9,197,948                               | 13.5%  | 11,357  | 11.2%  |
| Caledonia    | 4.9%                      | 3,452                                  | 5.1%   | 2,757,223                               | 4.1%   | 4,161   | 4.1%   |
| Chittenden   | 24.1%                     | 15,007                                 | 22.1%  | 16,528,917                              | 24.3%  | 24,288  | 23.9%  |
| Essex        | 1.1%                      | 471                                    | 0.7%   | 188,207                                 | 0.3%   | 343   | 0.3%   |
| Franklin     | 7.5%                      | 5,448                                  | 8.0%   | 3,771,918                               | 5.5%   | 6,454   | 6.4%   |
| Grand Isle   | 1.1%                      | 951                                    | 1.4%   | 401,382                                 | 0.6%   | 631   | 0.6%   |
| Lamoille     | 3.8%                      | 3,383                                  | 5.0%   | 4,223,793                               | 6.2%   | 5,041   | 5.0%   |
| Orange       | 4.6%                      | 2,727                                  | 4.0%   | 1,322,858                               | 1.9%   | 2,333   | 2.3%   |
| Orleans      | 4.3%                      | 2,539                                  | 3.7%   | 3,175,077                               | 4.7%   | 4,768   | 4.7%   |
| Rutland      | 10.4%                     | 7,977                                  | 11.8%  | 5,849,399                               | 8.6%   | 9,710   | 9.6%   |
| Washington   | 9.5%                      | 7,917                                  | 11.7%  | 5,712,756                               | 8.4%   | 9,197   | 9.1%   |
| Windham      | 7.3%                      | 4,187                                  | 6.2%   | 6,384,766                               | 9.4%   | 8,904   | 8.8%   |
| Windsor      | 9.4%                      | 5,564                                  | 8.2%   | 5,355,228                               | 7.9%   | 8,915   | 8.8%   |
| <b>Total</b> | 100.0%                    | 67,879                                 | 100.0% | \$68,001,449                            | 100.0% | 101,586                                       | 100.0% |

### 2.3.6.4. Cumulative Distributions by Utility Service Territory<sup>[a]</sup>

| Utility                  | Statewide Electric Customers | MWh Sales Subject to EEC | Number of Participants Program to Date |                | Annualized MWh Energy Savings Program to Date |                | Total Resource Benefits Program to Date |                | EE Charges Paid through December 31, 2002 <sup>[b]</sup> |                | EVT Program and Administration Expenditures Program to Date |                |
|--------------------------|------------------------------|--------------------------|--|----------------|---|----------------|---|----------------|--|----------------|---|----------------|
|                          | %                            | %                        | Total                                  | %              | Total   | %              | Total                                   | %              | Total  | %              | Total   | %              |
| Barton                   | 0.62%                        | 0.28%                    | 320                                    | 0.47%          | 320   | 0.32%          | \$189,643                               | 0.28%          | \$110,199  | 0.37%          | \$111,598   | 0.44%          |
| Citizens                 | 6.28%                        | 6.05%                    | 3,614                                  | 5.33%          | 5,563   | 5.48%          | \$3,749,319                             | 5.51%          | \$2,044,158  | 6.92%          | \$1,539,776   | 6.07%          |
| CVPS                     | 43.71%                       | 42.79%                   | 29,326                                 | 43.23%         | 45,517  | 44.81%         | \$30,898,435                            | 45.44%         | \$13,228,052   | 44.77%         | \$10,956,231  | 43.16%         |
| Enosburg Falls           | 0.46%                        | 0.40%                    | 456                                    | 0.67%          | 677   | 0.67%          | \$340,509                               | 0.50%          | \$135,061  | 0.46%          | \$200,587   | 0.79%          |
| GMP                      | 26.16%                       | 38.73%                   | 20,923                                 | 30.84%         | 32,571  | 32.06%         | \$21,920,009                            | 32.23%         | \$9,715,894  | 32.88%         | \$8,515,138   | 33.55%         |
| Hardwick                 | 1.21%                        | 0.60%                    | 1,219                                  | 1.80%          | 857   | 0.84%          | \$411,136                               | 0.60%          | \$223,955  | 0.76%          | \$194,536   | 0.77%          |
| Hyde Park                | 0.36%                        | 0.21%                    | 372                                    | 0.55%          | 496   | 0.49%          | \$277,391                               | 0.41%          | \$79,089   | 0.27%          | \$114,837   | 0.45%          |
| Jacksonville             | 0.19%                        | 0.11%                    | 67                                     | 0.10%          | 187   | 0.18%          | \$158,015                               | 0.23%          | \$44,481   | 0.15%          | \$45,657  | 0.18%          |
| Johnson                  | 0.25%                        | 0.31%                    | 203                                    | 0.30%          | 273   | 0.27%          | \$150,250                               | 0.22%          | \$124,630  | 0.42%          | \$71,566  | 0.28%          |
| Ludlow                   | 1.06%                        | 0.87%                    | 316                                    | 0.47%          | 2,388   | 2.35%          | \$1,677,446                             | 2.47%          | \$337,896  | 1.14%          | \$525,683   | 2.07%          |
| Lyndonville              | 1.54%                        | 1.31%                    | 824                                    | 1.21%          | 762   | 0.75%          | \$350,591                               | 0.52%          | \$495,130  | 1.68%          | \$212,523   | 0.84%          |
| Morrisville              | 1.06%                        | 0.85%                    | 941                                    | 1.39%          | 1,212   | 1.19%          | \$656,660                               | 0.97%          | \$313,086  | 1.06%          | \$289,993   | 1.14%          |
| Northfield               | 0.68%                        | 0.51%                    | 463                                    | 0.68%          | 368   | 0.36%          | \$172,433                               | 0.25%          | \$188,334  | 0.64%          | \$79,642  | 0.31%          |
| Orleans                  | 0.21%                        | 0.34%                    | 106                                    | 0.16%          | 512   | 0.50%          | \$344,521                               | 0.51%          | \$121,531  | 0.41%          | \$117,404   | 0.46%          |
| Readsboro                | 0.12%                        | 0.04%                    | 24                                     | 0.04%          | 35  | 0.03%          | \$23,574                                | 0.03%          | \$18,102   | 0.06%          | \$6,639   | 0.03%          |
| Rochester                | 0.25%                        | 0.12%                    | 120                                    | 0.18%          | 113   | 0.11%          | \$78,085                                | 0.11%          | \$45,765   | 0.15%          | \$30,886  | 0.12%          |
| Stowe                    | 1.04%                        | 1.12%                    | 548                                    | 0.81%          | 1,702   | 1.68%          | \$2,126,488                             | 3.13%          | \$416,180  | 1.41%          | \$356,338   | 1.40%          |
| Swanton                  | 0.98%                        | 1.17%                    | 897                                    | 1.32%          | 1,209   | 1.19%          | \$645,490                               | 0.95%          | \$401,953  | 1.36%          | \$308,193   | 1.21%          |
| VT Elec Coop             | 4.82%                        | 2.80%                    | 4,238                                  | 6.25%          | 3,391   | 3.34%          | \$2,245,195                             | 3.30%          | \$995,214  | 3.37%          | \$922,525   | 3.63%          |
| Vt Marble                | 0.27%                        | 0.20%                    | 142                                    | 0.21%          | 127   | 0.13%          | \$66,856                                | 0.10%          | \$66,568   | 0.23%          | \$24,276  | 0.10%          |
| WEC                      | 2.83%                        | 1.19%                    | 2,471                                  | 3.64%          | 1,551   | 1.53%          | \$779,216                               | 1.15%          | \$136,754  | 0.46%          | \$293,261   | 1.16%          |
| sub-Total                | 94.10%                       | 100.00%                  | 67,590                                 | 99.63%         | 99,831  | 98.27%         | \$67,261,262                            | 98.91%         | \$29,242,032   | 98.97%         | \$24,917,288  | 98.16%         |
| <b>BED<sup>[c]</sup></b> | <b>5.90%</b>                 | <b>0.00%</b>             | <b>251</b>                             | <b>0.37%</b>   | <b>1,755</b>                                  | <b>1.73%</b>   | <b>\$740,186</b>                        | <b>1.09%</b>   | <b>\$305,676</b>   | <b>1.03%</b>   | <b>\$466,207</b>  | <b>1.84%</b>   |
| <b>Total</b>             | <b>100.00%</b>               | <b>100.00%</b>           | <b>67,841</b>                          | <b>100.00%</b> | <b>101,586</b>                                | <b>100.00%</b> | <b>\$68,001,449</b>                     | <b>100.00%</b> | <b>\$29,547,708</b>                                      | <b>100.00%</b> | <b>\$25,383,495</b>   | <b>100.00%</b> |

#### EEU Expenditures

|   |                     |
|---|---------------------|
| EVT program and administration expenditures         | \$25,383,495        |
| Contract Administrator, Fiscal Agent, DPS Eval.     | \$1,635,860         |
| EVT Performance-based Fee                           | \$795,000           |
| EEU charges collected but not expended in Year 2002 | \$1,733,353         |
| <b>Total EEU Expenditures</b>                       | <b>\$29,547,708</b> |

## 2.4.1. Commercial & Industrial Energy Services Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Estimated<br/>Year 2003</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|--------------------------------|----------------------------|
| # participants with installations        | 470               | 587                         | nav                            | nap                            | 1,273                      |
| # participants with audit/analysis       | 522               | 324                         | nav                            | nap                            | 1,156                      |
| # of audits/analyses with pending action | 235               | 168                         | nav                            | nap                            | 229                        |
| # of audits/analyses with installations  | 324               | 238                         | nav                            | nap                            | 666                        |

| <u>Program Costs</u>                  |                           |                           |                           |                    |                            |
|---------------------------------------|---------------------------|---------------------------|---------------------------|--------------------|----------------------------|
| <b>Administration</b>                 |                           |                           |                           |                    |                            |
| Implementation                        | \$946,043                 | \$1,062,159               | \$1,177,379               | nap                | \$2,689,201                |
| Program Planning                      | 174,489                   | 146,008                   | 143,878                   | nap                | 476,542                    |
| Marketing                             | <u>356,516</u>            | <u>669,776</u>            | <u>867,974</u>            | <u>nap</u>         | <u>1,192,512</u>           |
| <b>Subtotal Administration</b>        | <b>\$1,477,048</b>        | <b>\$1,877,943</b>        | <b>\$2,189,231</b>        | <b>nap</b>         | <b>\$4,358,255</b>         |
| <b>Implementation Costs</b>           |                           |                           |                           |                    |                            |
| Services to Participants              | \$691,904                 | \$826,661                 | \$1,199,858               | nap                | \$2,010,572                |
| Services to Trade Allies              | <u>15,418</u>             | <u>9,084</u>              | <u>11,790</u>             | <u>nap</u>         | <u>39,070</u>              |
| <b>Subtotal Implementation Costs</b>  | <b>\$707,322</b>          | <b>\$835,745</b>          | <b>\$1,211,648</b>        | <b>nap</b>         | <b>\$2,049,642</b>         |
| <b>Incentive Costs</b>                |                           |                           |                           |                    |                            |
| Incentives to Participants            | \$1,302,448               | \$1,654,935               | \$1,753,056               | nap                | \$3,604,244                |
| Incentives to Trade Allies            | <u>0</u>                  | <u>0</u>                  | <u>0</u>                  | <u>nap</u>         | <u>0</u>                   |
| <b>Subtotal Incentive Costs</b>       | <b><u>\$1,302,448</u></b> | <b><u>\$1,654,935</u></b> | <b><u>\$1,753,056</u></b> | <b><u>nap</u></b>  | <b><u>\$3,604,244</u></b>  |
| <b>Total Efficiency Vermont Costs</b> | <b>\$3,486,817</b>        | <b>\$4,368,623</b>        | <b>\$5,153,935</b>        | <b>\$7,271,098</b> | <b>\$10,012,141</b>        |
| <b>Total Participant Costs</b>        | <b>\$2,595,021</b>        | <b>\$2,966,272</b>        | <b>nav</b>                | <b>nap</b>         | <b>\$7,318,171</b>         |
| <b>Total Third Party Costs</b>        | <b>\$117,495</b>          | <b>\$124,752</b>          | <b>nav</b>                | <b>nap</b>         | <b>\$242,247</b>           |
| <b>Evaluation Costs</b>               | <b>\$0</b>                | <b>\$0</b>                | <b>nav</b>                | <b>nap</b>         | <b>\$0</b>                 |
| <b>Total Program Costs</b>            | <b><u>\$6,199,333</u></b> | <b><u>\$7,459,647</u></b> | <b><u>\$5,153,935</u></b> | <b><u>nap</u></b>  | <b><u>\$17,572,559</u></b> |

|   |             |             |             |        |              |
|---|-------------|-------------|-------------|--------|--------------|
| <b>Total Measure Costs</b>                | \$4,014,964 | \$4,745,960 | \$1,753,056 | nap    | \$11,164,663 |
| <b>Total Cost of Services</b>             | \$707,322   | \$835,745   | \$1,211,648 | nap    | \$2,049,642  |
| <b>Annualized MWh Savings</b>             | 17,978      | 18,436      | 12,522      | 22,105 | 48,180       |
| <b>Lifetime MWh Savings</b>               | 292,807     | 288,803     | nav         | nap    | 757,971      |
| <b>Winter Coincident Peak KW Savings</b>  | 3,225       | 3,915       | nav         | nap    | 10,318       |
| <b>Summer Coincident Peak KW Savings</b>  | 2,306       | 2,460       | nav         | nap    | 5,716        |
| <b>Annualized MWh Savings/Participant</b> | 38.251      | 31.406      | nav         | nap    | 37.848       |
| <b>Weighted Lifetime</b>                  | 16          | 16          | nav         | nap    | 16           |
| <b>Loan Activity</b>                      | \$0         | \$0         | \$0         | nap    | \$0          |

Budget and MWh Savings projections for 2003 include MultiFamily in Commercial & Industrial Energy Services. Costs and MWh Savings for 2000, 2001 and 2002 include Multifamily in Residential Energy Services.

## 2.4.2. Commercial & Industrial Energy Services - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| Air Conditioning Eff.   | 50                | 777           | 686             | 11,533                 | 56                  | 241                 | 0                    | 0                   | \$92,581        | \$80,493          |
| Cooking and Laundry     | 2                 | 9             | 8               | 12                     | 3                   | 3                   | 9                    | 26                  | \$228           | \$1,599           |
| Design Assistance       | 8                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$22,171        | \$6,703           |
| Hot Water Efficiency    | 2                 | 16            | 14              | 159                    | 1                   | 2                   | 0                    | 0                   | \$3,104         | \$2,040           |
| Hot Water Fuel Switch   | 35                | 438           | 403             | 11,919                 | 86                  | 174                 | -1,635               | 182                 | \$52,509        | \$139,957         |
| Industrial Process Eff. | 20                | 3,568         | 3,137           | 59,654                 | 1,844               | 234                 | -756                 | 321                 | \$302,970       | \$826,612         |
| Lighting                | 360               | 6,000         | 5,740           | 78,187                 | 931                 | 946                 | -4,931               | 0                   | \$474,638       | \$671,410         |
| Motors                  | 108               | 4,202         | 3,636           | 52,108                 | 518                 | 587                 | 12,128               | 0                   | \$326,293       | \$458,636         |
| Other Efficiency        | 6                 | 267           | 251             | 9,650                  | 30                  | 29                  | 0                    | 0                   | \$41,420        | \$97,608          |
| Other Fuel Switch       | 7                 | 137           | 120             | 2,903                  | 26                  | 26                  | -392                 | 37                  | \$18,476        | \$46,418          |
| Other Indirect Activity | 2                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$5,267         | -\$5,117          |
| Refrigeration           | 64                | 1,646         | 1,488           | 27,603                 | 139                 | 147                 | 0                    | 0                   | \$167,948       | \$293,227         |
| Space Heat Efficiency   | 6                 | 27            | 27              | 545                    | 4                   | 1                   | 201                  | 0                   | \$1,319         | \$21,478          |
| Space Heat Fuel Switch  | 30                | 990           | 933             | 29,157                 | 256                 | 2                   | -3,469               | 0                   | \$90,338        | \$271,360         |
| Ventilation             | 14                | 358           | 317             | 5,374                  | 22                  | 68                  | 4,603                | 0                   | \$55,672        | \$53,850          |
| <b>Totals</b>           |                   | 18,436        | 16,760          | 288,803                | 3,915               | 2,460               | 5,758                | 566                 | \$1,654,935     | \$2,966,272       |

## 2.5.1. Residential Energy Services Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Estimated<br/>Year 2003</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|--------------------------------|----------------------------|
| # participants with installations        | 30,501            | 31,719                      | nav                            | nap                            | 66,567                     |
| # participants with audit/analysis       | 2,960             | 3,231                       | nav                            | nap                            | 9,866                      |
| # of audits/analyses with pending action | 2,015             | 1,836                       | nav                            | nap                            | 1,855                      |
| # of audits/analyses with installations  | 2,815             | 3,440                       | nav                            | nap                            | 7,821                      |

| <u>Program Costs</u>                  |                           |                           |                           |                    |                            |
|---------------------------------------|---------------------------|---------------------------|---------------------------|--------------------|----------------------------|
| <b>Administration</b>                 |                           |                           |                           |                    |                            |
| Implementation                        | \$876,471                 | \$1,208,816               | \$1,322,504               | nap                | \$2,774,956                |
| Program Planning                      | 182,691                   | 169,649                   | 186,933                   | nap                | 500,567                    |
| Marketing                             | <u>593,008</u>            | <u>697,297</u>            | <u>868,560</u>            | <u>nap</u>         | <u>1,649,516</u>           |
| <b>Subtotal Administration</b>        | <b>\$1,652,170</b>        | <b>\$2,075,762</b>        | <b>\$2,377,998</b>        | <b>nap</b>         | <b>\$4,925,040</b>         |
| <b>Implementation Costs</b>           |                           |                           |                           |                    |                            |
| Services to Participants              | \$507,994                 | \$855,562                 | \$765,750                 | nap                | \$1,596,051                |
| Services to Trade Allies              | <u>234,655</u>            | <u>246,743</u>            | <u>207,832</u>            | <u>nap</u>         | <u>661,840</u>             |
| <b>Subtotal Implementation Costs</b>  | <b>\$742,649</b>          | <b>\$1,102,305</b>        | <b>\$973,583</b>          | <b>nap</b>         | <b>\$2,257,891</b>         |
| <b>Incentive Costs</b>                |                           |                           |                           |                    |                            |
| Incentives to Participants            | \$2,278,914               | \$2,551,403               | \$2,877,947               | nap                | \$6,231,981                |
| Incentives to Trade Allies            | \$0                       | \$609                     | \$41,595                  | nap                | \$609                      |
| <b>Subtotal Incentive Costs</b>       | <b><u>\$2,278,914</u></b> | <b><u>\$2,552,012</u></b> | <b><u>\$2,919,541</u></b> | <b><u>nap</u></b>  | <b><u>\$6,232,589</u></b>  |
| <b>Total Efficiency Vermont Costs</b> | <b>\$4,673,733</b>        | <b>\$5,730,079</b>        | <b>\$6,271,122</b>        | <b>\$5,234,901</b> | <b>\$13,415,520</b>        |
| <b>Total Participant Costs</b>        | <b>\$2,527,422</b>        | <b>\$2,865,407</b>        | <b>nav</b>                | <b>nap</b>         | <b>\$7,177,031</b>         |
| <b>Total Third Party Costs</b>        | <b>\$266,161</b>          | <b>\$388,477</b>          | <b>nav</b>                | <b>nap</b>         | <b>\$713,572</b>           |
| <b>Evaluation Costs</b>               | <b>\$0</b>                | <b>\$0</b>                | <b>nav</b>                | <b>nap</b>         | <b>\$0</b>                 |
| <b>Total Program Costs</b>            | <b><u>\$7,467,317</u></b> | <b><u>\$8,983,963</u></b> | <b><u>\$6,271,122</u></b> | <b><u>nap</u></b>  | <b><u>\$21,306,123</u></b> |

|   |                    |                    |                    |            |                     |
|---|--------------------|--------------------|--------------------|------------|---------------------|
| <b>Total Measure Costs</b>                | <b>\$5,072,498</b> | <b>\$5,805,896</b> | <b>\$2,919,541</b> | <b>nap</b> | <b>\$14,123,192</b> |
| <b>Total Cost of Services</b>             | <b>\$742,649</b>   | <b>\$1,102,305</b> | <b>\$973,583</b>   | <b>nap</b> | <b>\$2,257,891</b>  |
| <b>Annualized MWh Savings</b>             | 18,916             | 19,927             | 11,556             | 15,686     | 49,870              |
| <b>Lifetime MWh Savings</b>               | 238,236            | 263,902            | nav                | nap        | 655,994             |
| <b>Winter Coincident Peak KW Savings</b>  | 3,175              | 3,300              | nav                | nap        | 8,573               |
| <b>Summer Coincident Peak KW Savings</b>  | 1,855              | 2,285              | nav                | nap        | 5,210               |
| <b>Annualized MWh Savings/Participant</b> | 0.620              | 0.628              | nav                | nap        | 0.749               |
| <b>Weighted Lifetime</b>                  | 13                 | 13                 | nav                | nap        | 13                  |
| <b>Loan Activity</b>                      | \$0                | \$0                | \$0                | nap        | \$0                 |

Budget and MWh Savings projections for 2003 include MultiFamily in Commercial & Industrial Energy Services. Costs and MWh Savings for 2000, 2001 and 2002 include Multifamily in Residential Energy Services.

## 2.5.2. Residential Energy Services - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| Air Conditioning Eff.   | 1,418             | 87            | 75              | 1,393                  | 0                   | 410                 | 0                    | 0                   | \$36,214        | \$21,270          |
| Cooking and Laundry     | 3,435             | 1,217         | 904             | 17,018                 | 240                 | 175                 | 4,755                | 22,676              | \$144,223       | \$668,338         |
| Design Assistance       | 0                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$3,246         | \$0               |
| Hot Water Efficiency    | 1,494             | 328           | 282             | 2,558                  | 58                  | 41                  | 7,468                | 9,727               | \$22,768        | \$238,672         |
| Hot Water Fuel Switch   | 385               | 1,639         | 1,467           | 49,059                 | 276                 | 177                 | -5,965               | 0                   | \$248,904       | \$159,642         |
| Lighting                | 27,099            | 14,145        | 11,423          | 141,036                | 2,184               | 1,331               | -6                   | 0                   | \$1,338,484     | \$554,018         |
| Motors                  | 40                | 7             | 6               | 100                    | 2                   | 0                   | 0                    | 0                   | \$3,589         | \$1,189           |
| Other Fuel Switch       | 200               | 224           | 190             | 6,719                  | 44                  | 32                  | -712                 | 0                   | \$11,645        | \$1,271           |
| Other Indirect Activity | 636               | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$178,259       | -\$76,110         |
| Refrigeration           | 2,032             | 688           | 591             | 5,637                  | 84                  | 80                  | 0                    | 0                   | \$247,027       | \$54,981          |
| Space Heat Efficiency   | 991               | 67            | 55              | 1,676                  | 21                  | 0                   | 18,823               | 0                   | \$390           | \$823,010         |
| Space Heat Fuel Switch  | 148               | 1,253         | 1,146           | 36,865                 | 361                 | 0                   | -4,346               | 0                   | \$243,614       | \$338,332         |
| Ventilation             | 975               | 272           | 228             | 1,841                  | 30                  | 37                  | 770                  | 0                   | \$67,983        | \$81,716          |
| Water Conservation      | 6                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 14                  | \$0             | \$7               |
| <b>Totals</b>           |                   | 19,927        | 16,367          | 263,902                | 3,300               | 2,285               | 20,787               | 32,417              | \$2,546,345     | \$2,866,336       |

### 3.0.2. Commercial Energy Opportunities Program Summary<sup>[a]</sup>

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations        | 364               | 518                         | nav                            | 1,013                      |
| # participants with audit/analysis       | 393               | 253                         | nav                            | 873                        |
| # of audits/analyses with pending action | 214               | 144                         | nav                            | 197                        |
| # of audits/analyses with installations  | 245               | 187                         | nav                            | 502                        |

#### Program Costs

|                                       |                    |                    |                    |                     |
|---------------------------------------|--------------------|--------------------|--------------------|---------------------|
| <b>Administration</b>                 |                    |                    |                    |                     |
| Implementation                        | \$638,801          | \$777,458          | \$626,678          | \$1,966,689         |
| Program Planning                      | 137,247            | 95,459             | 94,879             | 372,278             |
| Marketing                             | <u>307,988</u>     | <u>539,995</u>     | <u>625,160</u>     | <u>1,014,155</u>    |
| <b>Subtotal Administration</b>        | <b>\$1,084,036</b> | <b>\$1,412,912</b> | <b>\$1,346,718</b> | <b>\$3,353,123</b>  |
| <b>Implementation Costs</b>           |                    |                    |                    |                     |
| Services to Participants              | \$498,519          | \$663,113          | \$847,950          | \$1,568,046         |
| Services to Trade Allies              | <u>12,691</u>      | <u>9,012</u>       | <u>11,525</u>      | <u>36,271</u>       |
| <b>Subtotal Implementation Costs</b>  | <b>\$511,210</b>   | <b>\$672,125</b>   | <b>\$859,474</b>   | <b>\$1,604,317</b>  |
| <b>Incentive Costs</b>                |                    |                    |                    |                     |
| Incentives to Participants            | \$907,306          | \$1,175,954        | \$1,245,299        | \$2,537,827         |
| Incentives to Trade Allies            | <u>0</u>           | <u>0</u>           | <u>0</u>           | <u>0</u>            |
| <b>Subtotal Incentive Costs</b>       | <b>\$907,306</b>   | <b>\$1,175,954</b> | <b>\$1,245,299</b> | <b>\$2,537,827</b>  |
| <b>Total Efficiency Vermont Costs</b> | <b>\$2,502,553</b> | <b>\$3,260,991</b> | <b>\$3,451,491</b> | <b>\$7,495,267</b>  |
| <b>Total Participant Costs</b>        | <b>\$2,114,041</b> | <b>\$1,894,235</b> | nav                | <b>\$5,545,027</b>  |
| <b>Total Third Party Costs</b>        | <b>\$117,495</b>   | <b>\$117,952</b>   | nav                | <b>\$235,447</b>    |
| <b>Evaluation Costs</b>               | <b>\$0</b>         | <b>\$0</b>         | nav                | <b>\$0</b>          |
| <b>Total Program Costs</b>            | <b>\$4,734,089</b> | <b>\$5,273,178</b> | <b>\$3,451,491</b> | <b>\$13,275,741</b> |

|   |                    |                    |                    |                    |
|---|--------------------|--------------------|--------------------|--------------------|
| <b>Total Measure Costs</b>                | <b>\$3,138,843</b> | <b>\$3,188,140</b> | <b>\$1,245,299</b> | <b>\$8,318,301</b> |
| <b>Total Cost of Services</b>             | <b>\$511,210</b>   | <b>\$672,125</b>   | <b>\$859,474</b>   | <b>\$1,604,317</b> |
| <b>Annualized MWh Savings</b>             | <b>14,724</b>      | <b>13,481</b>      | <b>9,300</b>       | <b>38,703</b>      |
| <b>Lifetime MWh Savings</b>               | <b>239,655</b>     | <b>195,551</b>     | nav                | <b>595,515</b>     |
| <b>Winter Coincident Peak KW Savings</b>  | <b>2,500</b>       | <b>3,299</b>       | nav                | <b>8,785</b>       |
| <b>Summer Coincident Peak KW Savings</b>  | <b>2,004</b>       | <b>1,845</b>       | nav                | <b>4,680</b>       |
| <b>Annualized MWh Savings/Participant</b> | <b>40.452</b>      | <b>26.025</b>      | nav                | <b>38.206</b>      |
| <b>Weighted Lifetime</b>                  | <b>16</b>          | <b>15</b>          | nav                | <b>15</b>          |
| <b>Loan Activity</b>                      | <b>\$0</b>         | <b>\$0</b>         | <b>\$0</b>         | <b>\$0</b>         |

### 3.0.3. Commercial Energy Opportunities - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid    | Participant Costs  |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|--------------------|--------------------|
| Air Conditioning Eff.   | 48                | 737           | 648             | 10,927                 | 56                  | 229                 | 0                    | 0                   | \$88,974           | \$72,394           |
| Cooking and Laundry     | 2                 | 9             | 8               | 12                     | 3                   | 3                   | 9                    | 26                  | \$228              | \$1,599            |
| Design Assistance       | 3                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$4,565            | \$0                |
| Hot Water Efficiency    | 2                 | 16            | 14              | 159                    | 1                   | 2                   | 0                    | 0                   | \$3,104            | \$2,040            |
| Hot Water Fuel Switch   | 19                | 242           | 217             | 6,041                  | 50                  | 32                  | -950                 | 0                   | \$32,204           | \$44,026           |
| Industrial Process Eff. | 10                | 2,605         | 2,226           | 43,962                 | 1,775               | 98                  | 0                    | 0                   | \$205,985          | \$587,298          |
| Lighting                | 342               | 4,632         | 4,452           | 58,562                 | 748                 | 747                 | -4,380               | 0                   | \$367,779          | \$478,525          |
| Motors                  | 103               | 3,442         | 2,915           | 42,340                 | 463                 | 512                 | 12,128               | 0                   | \$249,919          | \$335,110          |
| Other Efficiency        | 3                 | 53            | 47              | 2,103                  | 6                   | 6                   | 0                    | 0                   | \$8,801            | \$8,670            |
| Other Fuel Switch       | 3                 | 108           | 93              | 2,162                  | 20                  | 21                  | -303                 | 0                   | \$15,477           | \$42,193           |
| Refrigeration           | 59                | 1,173         | 1,037           | 20,511                 | 127                 | 131                 | 0                    | 0                   | \$142,704          | \$244,663          |
| Space Heat Efficiency   | 5                 | 27            | 27              | 545                    | 4                   | 1                   | 197                  | 0                   | \$1,319            | \$21,428           |
| Space Heat Fuel Switch  | 7                 | 117           | 105             | 3,411                  | 29                  | 0                   | -422                 | 0                   | \$4,295            | \$7,772            |
| Ventilation             | 13                | 321           | 281             | 4,816                  | 17                  | 64                  | 4,603                | 0                   | \$50,600           | \$48,518           |
| <b>Totals</b>           |                   | <b>13,481</b> | <b>12,070</b>   | <b>195,551</b>         | <b>3,299</b>        | <b>1,845</b>        | <b>10,881</b>        | <b>26</b>           | <b>\$1,175,953</b> | <b>\$1,894,235</b> |

### 3.0.4. Commercial Energy Opportunities - Utility Breakdown

| Utility             | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid    | Participant Costs  |
|---------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|--------------------|--------------------|
| Barton              | 3                 | 18            | 16              | 229                    | 3                   | 1                   | -13                  | 0                   | \$2,006            | \$4,852            |
| Citizens            | 36                | 759           | 656             | 11,862                 | 232                 | 35                  | -415                 | 0                   | \$59,967           | \$175,051          |
| CVPS                | 218               | 6,195         | 5,551           | 90,387                 | 1,295               | 846                 | -1,851               | 26                  | \$551,766          | \$919,675          |
| Enosburg Falls      | 4                 | 46            | 40              | 587                    | 6                   | 3                   | 0                    | 0                   | \$5,346            | \$7,643            |
| Green Mountain      | 155               | 4,387         | 3,950           | 63,454                 | 550                 | 715                 | 13,499               | 0                   | \$332,369          | \$446,349          |
| Hardwick            | 7                 | 39            | 37              | 578                    | 6                   | 5                   | -44                  | 0                   | \$8,836            | \$5,710            |
| Hyde Park           | 1                 | 226           | 219             | 4,114                  | 36                  | 72                  | -109                 | 0                   | \$33,716           | \$42,428           |
| Johnson             | 4                 | 2             | 2               | 35                     | 0                   | 0                   | -2                   | 0                   | \$893              | -\$185             |
| Ludlow              | 2                 | 222           | 193             | 2,065                  | 34                  | 36                  | -39                  | 0                   | \$9,491            | \$9,096            |
| Lyndonville         | 16                | 112           | 100             | 1,194                  | 18                  | 16                  | -133                 | 0                   | \$11,702           | \$10,548           |
| Morrisville         | 5                 | 28            | 32              | 404                    | 5                   | 5                   | -37                  | 0                   | \$3,624            | \$349              |
| Northfield          | 2                 | 34            | 38              | 623                    | 6                   | 7                   | -45                  | 0                   | \$3,860            | \$760              |
| Orleans             | 2                 | 31            | 27              | 479                    | 3                   | 3                   | 0                    | 0                   | \$3,044            | \$2,892            |
| Rochester           | 1                 | 12            | 10              | 177                    | 2                   | 1                   | 0                    | 0                   | \$3,511            | \$109              |
| Stowe               | 15                | 953           | 830             | 13,994                 | 1,023               | 51                  | 225                  | 0                   | \$82,729           | \$189,823          |
| Swanton             | 6                 | 78            | 67              | 1,166                  | 11                  | 8                   | 0                    | 0                   | \$11,514           | \$14,513           |
| VT Electric Coop    | 35                | 330           | 294             | 4,070                  | 66                  | 38                  | -153                 | 0                   | \$50,009           | \$63,917           |
| Washington Electric | 6                 | 9             | 8               | 133                    | 1                   | 1                   | -2                   | 0                   | \$1,570            | \$703              |
| <b>Totals</b>       | <b>518</b>        | <b>13,481</b> | <b>12,070</b>   | <b>195,551</b>         | <b>3,299</b>        | <b>1,845</b>        | <b>10,881</b>        | <b>26</b>           | <b>\$1,175,953</b> | <b>\$1,894,235</b> |

### 3.0.5. Commercial Energy Opportunities - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid    | Participant Costs  |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|--------------------|--------------------|
| Addison       | 47                | 1,058         | 933             | 15,573                 | 164                 | 181                 | -279                 | 26                  | \$127,421          | \$220,417          |
| Bennington    | 29                | 1,430         | 1,247           | 23,713                 | 615                 | 51                  | -96                  | 0                   | \$123,464          | \$292,533          |
| Caledonia     | 30                | 992           | 976             | 16,749                 | 145                 | 146                 | -896                 | 0                   | \$101,110          | \$163,606          |
| Chittenden    | 100               | 2,626         | 2,385           | 40,942                 | 302                 | 415                 | 2,621                | 0                   | \$167,943          | \$220,048          |
| Essex         | 2                 | 12            | 11              | 232                    | 2                   | 1                   | -50                  | 0                   | \$3,023            | \$1,826            |
| Franklin      | 62                | 861           | 758             | 11,487                 | 114                 | 114                 | -170                 | 0                   | \$107,835          | \$136,241          |
| Grand Isle    | 2                 | 6             | 5               | 111                    | 1                   | 1                   | -1                   | 0                   | \$1,319            | \$1,412            |
| Lamoille      | 32                | 1,311         | 1,170           | 19,875                 | 1,096               | 139                 | 54                   | 0                   | \$138,002          | \$264,915          |
| Orange        | 15                | 272           | 252             | 4,766                  | 36                  | 47                  | -170                 | 0                   | \$31,371           | \$30,306           |
| Orleans       | 37                | 726           | 637             | 11,056                 | 231                 | 32                  | -483                 | 0                   | \$54,805           | \$176,500          |
| Rutland       | 34                | 218           | 198             | 2,690                  | 38                  | 46                  | -281                 | 0                   | \$24,365           | \$23,018           |
| Washington    | 52                | 1,145         | 1,045           | 15,316                 | 156                 | 197                 | 11,399               | 0                   | \$119,764          | \$140,532          |
| Windham       | 46                | 617           | 542             | 9,701                  | 83                  | 82                  | -123                 | 0                   | \$39,402           | \$68,516           |
| Windsor       | 30                | 2,208         | 1,912           | 23,340                 | 316                 | 393                 | -643                 | 0                   | \$136,130          | \$154,365          |
| <b>Totals</b> | <b>518</b>        | <b>13,481</b> | <b>12,070</b>   | <b>195,551</b>         | <b>3,299</b>        | <b>1,845</b>        | <b>10,881</b>        | <b>26</b>           | <b>\$1,175,953</b> | <b>\$1,894,235</b> |

### 3.1.2. CEO New Construction Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations        | 77                | 56                          | nav                            | 169                        |
| # participants with audit/analysis       | 130               | 76                          | nav                            | 313                        |
| # of audits/analyses with pending action | 116               | 78                          | nav                            | 94                         |
| # of audits/analyses with installations  | 61                | 48                          | nav                            | 121                        |

#### Program Costs

|                                       |                    |                    |            |                    |
|---------------------------------------|--------------------|--------------------|------------|--------------------|
| <b>Administration</b>                 |                    |                    |            |                    |
| Implementation                        | \$291,515          | \$260,040          | nav        | \$772,073          |
| Program Planning                      | 62,632             | 31,929             | nav        | 168,562            |
| Marketing                             | <u>140,549</u>     | <u>180,615</u>     | <u>nav</u> | <u>382,962</u>     |
| Subtotal Administration               | \$494,696          | \$472,583          | nav        | \$1,323,597        |
| <b>Implementation Costs</b>           |                    |                    |            |                    |
| Services to Participants              | \$227,498          | \$293,426          | nav        | \$680,279          |
| Services to Trade Allies              | <u>5,791</u>       | <u>0</u>           | <u>nav</u> | <u>11,309</u>      |
| Subtotal Implementation Costs         | \$233,289          | \$293,426          | nav        | \$691,588          |
| <b>Incentive Costs</b>                |                    |                    |            |                    |
| Incentives to Participants            | \$390,088          | \$274,829          | nav        | \$851,060          |
| Incentives to Trade Allies            | <u>0</u>           | <u>0</u>           | <u>nav</u> | <u>0</u>           |
| Subtotal Incentive Costs              | <u>\$390,088</u>   | <u>\$274,829</u>   | <u>nav</u> | <u>\$851,060</u>   |
| <b>Total Efficiency Vermont Costs</b> | \$1,118,073        | \$1,040,839        | nav        | \$2,866,245        |
| <b>Total Participant Costs</b>        | \$1,138,034        | \$365,708          | nav        | \$2,194,381        |
| <b>Total Third Party Costs</b>        | \$8,416            | \$37,053           | nav        | \$45,469           |
| <b>Evaluation Costs</b>               | <u>\$0</u>         | <u>\$0</u>         | <u>nav</u> | <u>\$0</u>         |
| <b>Total Program Costs</b>            | <u>\$2,264,524</u> | <u>\$1,443,601</u> | <u>nav</u> | <u>\$5,106,095</u> |

|   |             |           |     |             |
|---|-------------|-----------|-----|-------------|
| <b>Total Measure Costs</b>                | \$1,536,539 | \$677,591 | nav | \$3,090,910 |
| <b>Total Cost of Services</b>             | \$233,289   | \$293,426 | nav | \$691,588   |
| <b>Annualized MWh Savings</b>             | 5,467       | 2,873     | nav | 12,632      |
| <b>Lifetime MWh Savings</b>               | 94,186      | 44,486    | nav | 203,117     |
| <b>Winter Coincident Peak KW Savings</b>  | 1,021       | 348       | nav | 3,124       |
| <b>Summer Coincident Peak KW Savings</b>  | 693         | 483       | nav | 1,291       |
| <b>Annualized MWh Savings/Participant</b> | 71.002      | 51.306    | nav | 74.744      |
| <b>Weighted Lifetime</b>                  | 17          | 15        | nav | 16          |
| <b>Loan Activity</b>                      | \$0         | \$0       | \$0 | \$0         |

### 3.1.3. CEO New Construction - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|-------------------|
| Air Conditioning Eff.   | 24                | 292           | 255             | 4,178                  | 6                   | 103                 | 0                    | 0                   | \$36,285         | \$6,236           |
| Cooking and Laundry     | 1                 | 9             | 8               | 12                     | 3                   | 3                   | 0                    | 0                   | \$228            | \$265             |
| Design Assistance       | 3                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$4,565          | \$0               |
| Hot Water Fuel Switch   | 3                 | 30            | 27              | 898                    | 11                  | 11                  | -95                  | 0                   | \$4,327          | \$22,960          |
| Industrial Process Eff. | 1                 | 37            | 34              | 738                    | 0                   | 27                  | 0                    | 0                   | \$2,130          | \$2,100           |
| Lighting                | 50                | 1,328         | 1,298           | 20,329                 | 201                 | 203                 | -1,323               | 0                   | \$145,287        | \$194,900         |
| Motors                  | 13                | 694           | 593             | 9,045                  | 70                  | 78                  | 0                    | 0                   | \$30,063         | \$54,083          |
| Other Fuel Switch       | 1                 | 93            | 79              | 1,860                  | 17                  | 18                  | -257                 | 0                   | \$13,812         | \$40,843          |
| Refrigeration           | 6                 | 240           | 206             | 4,683                  | 24                  | 29                  | 0                    | 0                   | \$16,279         | \$17,891          |
| Space Heat Efficiency   | 3                 | 3             | 5               | 60                     | 0                   | 0                   | 15                   | 0                   | \$0              | \$4,136           |
| Space Heat Fuel Switch  | 2                 | 32            | 29              | 968                    | 8                   | 0                   | -113                 | 0                   | \$599            | \$597             |
| Ventilation             | 6                 | 114           | 99              | 1,717                  | 8                   | 11                  | 3,801                | 0                   | \$21,254         | \$21,697          |
| <b>Totals</b>           |                   | <b>2,873</b>  | <b>2,633</b>    | <b>44,486</b>          | <b>348</b>          | <b>483</b>          | <b>2,029</b>         | <b>0</b>            | <b>\$274,829</b> | <b>\$365,708</b>  |

### 3.1.4. CEO New Construction - Utility Breakdown

| Utility                    | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|----------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Citizens</b>            | 1                 | 1             | 1               | 15                     | 0                   | 0                   | -1                   | 0                   | \$0             | \$262             |
| <b>CVPS</b>                | 16                | 490           | 481             | 7,455                  | 71                  | 81                  | -31                  | 0                   | \$61,342        | \$53,370          |
| <b>Green Mountain</b>      | 25                | 2,028         | 1,806           | 30,841                 | 226                 | 303                 | 2,247                | 0                   | \$159,591       | \$260,628         |
| Hardwick                   | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$254           | \$0               |
| Hyde Park                  | 1                 | 226           | 219             | 4,114                  | 36                  | 72                  | -109                 | 0                   | \$33,716        | \$42,428          |
| Johnson                    | 1                 | 1             | 1               | 18                     | 0                   | 0                   | -1                   | 0                   | \$325           | \$25              |
| Morrisonville              | 2                 | 12            | 15              | 205                    | 2                   | 2                   | -15                  | 0                   | \$1,999         | \$0               |
| Stowe                      | 3                 | 39            | 39              | 580                    | 4                   | 10                  | -13                  | 0                   | \$8,883         | \$4,247           |
| <b>VT Electric Coop</b>    | 3                 | 68            | 64              | 1,143                  | 8                   | 14                  | -48                  | 0                   | \$7,351         | \$4,154           |
| <b>Washington Electric</b> | 3                 | 8             | 7               | 116                    | 1                   | 1                   | -1                   | 0                   | \$1,370         | \$595             |
| <b>Totals</b>              | 56                | 2,873         | 2,633           | 44,486                 | 348                 | 483                 | 2,029                | 0                   | \$274,829       | \$365,708         |

### 3.1.5. CEO New Construction - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|-------------------|
| Addison       | 5                 | 233           | 206             | 3,520                  | 32                  | 34                  | -114                 | 0                   | \$26,588         | \$68,907          |
| Bennington    | 2                 | 73            | 63              | 1,075                  | 8                   | 8                   | 434                  | 0                   | \$9,433          | \$8,681           |
| Caledonia     | 3                 | 144           | 161             | 2,434                  | 24                  | 24                  | -176                 | 0                   | \$23,740         | \$3,072           |
| Chittenden    | 16                | 1,106         | 978             | 17,415                 | 102                 | 168                 | 2,762                | 0                   | \$56,457         | \$93,182          |
| Franklin      | 3                 | 37            | 42              | 588                    | 5                   | 9                   | -29                  | 0                   | \$6,990          | \$1,404           |
| Grand Isle    | 1                 | 1             | 1               | 15                     | 0                   | 0                   | -1                   | 0                   | \$0              | \$262             |
| Lamoille      | 9                 | 307           | 299             | 5,468                  | 45                  | 93                  | -161                 | 0                   | \$50,112         | \$49,858          |
| Orange        | 3                 | 61            | 60              | 546                    | 9                   | 8                   | -68                  | 0                   | \$5,881          | \$5,112           |
| Orleans       | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$254            | \$0               |
| Rutland       | 1                 | 28            | 24              | 425                    | 5                   | 7                   | -35                  | 0                   | \$0              | \$6,978           |
| Washington    | 9                 | 786           | 716             | 11,348                 | 102                 | 113                 | -465                 | 0                   | \$88,239         | \$104,403         |
| Windham       | 1                 | 17            | 15              | 243                    | 2                   | 1                   | -19                  | 0                   | \$0              | \$3,386           |
| Windsor       | 2                 | 80            | 68              | 1,411                  | 14                  | 18                  | -99                  | 0                   | \$7,136          | \$20,464          |
| <b>Totals</b> | <b>56</b>         | <b>2,873</b>  | <b>2,633</b>    | <b>44,486</b>          | <b>348</b>          | <b>483</b>          | <b>2,029</b>         | <b>0</b>            | <b>\$274,829</b> | <b>\$365,708</b>  |

### 3.1.6.1. CEO New Construction Committed Projects Summary

| Committed MWh as of 12/31/02 | Committed Measure Incentive as of 12/31/02 | Participants with Committed Projects |
|------------------------------|--|--------------------------------------|
| 4,063                        | \$912,642                                  | 24                                   |

### 3.1.6.2. CEO New Construction Project Counts by Track

| Track                            | Committed Projects as of 12/31/02 | Completed Projects Year 2002 | Completed Projects Program to Date |
|----------------------------------|-----------------------------------|------------------------------|------------------------------------|
| <b>Act 250</b>                   | 10                                | 58                           | 172                                |
| <b>New Construction</b>          | 8                                 | 27                           | 77                                 |
| <b>Comprehensive Act 250</b>     | 6                                 | 2                            | 2                                  |
| <b>Comprehensive Non-Act 250</b> | 0                                 | 0                            | 0                                  |

### 3.2.2. CEO Market Opportunities Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations        | 287               | 462                         | nav                            | 844                        |
| # participants with audit/analysis       | 263               | 177                         | nav                            | 560                        |
| # of audits/analyses with pending action | 98                | 66                          | nav                            | 103                        |
| # of audits/analyses with installations  | 184               | 139                         | nav                            | 381                        |

| <u>Program Costs</u>                  |                    |                    |            |                    |
|---------------------------------------|--------------------|--------------------|------------|--------------------|
| <b>Administration</b>                 |                    |                    |            |                    |
| Implementation                        | \$347,287          | \$517,418          | nav        | \$1,194,616        |
| Program Planning                      | 74,615             | 63,530             | nav        | 203,716            |
| Marketing                             | <u>167,439</u>     | <u>359,380</u>     | <u>nav</u> | <u>631,194</u>     |
| Subtotal Administration               | \$589,340          | \$940,329          | nav        | \$2,029,526        |
| <b>Implementation Costs</b>           |                    |                    |            |                    |
| Services to Participants              | \$271,022          | \$369,687          | nav        | \$887,768          |
| Services to Trade Allies              | <u>6,899</u>       | <u>9,012</u>       | <u>nav</u> | <u>24,962</u>      |
| Subtotal Implementation Costs         | \$277,921          | \$378,699          | nav        | \$912,730          |
| <b>Incentive Costs</b>                |                    |                    |            |                    |
| Incentives to Participants            | \$517,218          | \$901,124          | nav        | \$1,686,767        |
| Incentives to Trade Allies            | <u>0</u>           | <u>0</u>           | <u>nav</u> | <u>0</u>           |
| Subtotal Incentive Costs              | <u>\$517,218</u>   | <u>\$901,124</u>   | <u>nav</u> | <u>\$1,686,767</u> |
| <b>Total Efficiency Vermont Costs</b> | \$1,384,479        | \$2,220,152        | nav        | \$4,629,022        |
| <b>Total Participant Costs</b>        | \$976,007          | \$1,528,527        | nav        | \$3,350,646        |
| <b>Total Third Party Costs</b>        | \$109,079          | \$80,899           | nav        | \$189,977          |
| <b>Evaluation Costs</b>               | <u>\$0</u>         | <u>\$0</u>         | <u>nav</u> | <u>\$0</u>         |
| <b>Total Program Costs</b>            | <u>\$2,469,565</u> | <u>\$3,829,577</u> | <u>nav</u> | <u>\$8,169,646</u> |

|   |             |             |     |             |
|---|-------------|-------------|-----|-------------|
| <b>Total Measure Costs</b>                | \$1,602,304 | \$2,510,549 | nav | \$5,227,390 |
| <b>Total Cost of Services</b>             | \$277,921   | \$378,699   | nav | \$912,730   |
| <b>Annualized MWh Savings</b>             | 9,257       | 10,608      | nav | 26,071      |
| <b>Lifetime MWh Savings</b>               | 145,469     | 151,065     | nav | 392,399     |
| <b>Winter Coincident Peak KW Savings</b>  | 1,479       | 2,951       | nav | 5,661       |
| <b>Summer Coincident Peak KW Savings</b>  | 1,311       | 1,362       | nav | 3,389       |
| <b>Annualized MWh Savings/Participant</b> | 32.256      | 22.961      | nav | 30.890      |
| <b>Weighted Lifetime</b>                  | 16          | 14          | nav | 15          |
| <b>Loan Activity</b>                      | \$0         | \$0         | \$0 | \$0         |

### 3.2.3. CEO Market Opportunities - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| Air Conditioning Eff.   | 24                | 445           | 392             | 6,749                  | 50                  | 126                 | 0                    | 0                   | \$52,689        | \$66,158          |
| Cooking and Laundry     | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 9                    | 26                  | \$0             | \$1,334           |
| Hot Water Efficiency    | 2                 | 16            | 14              | 159                    | 1                   | 2                   | 0                    | 0                   | \$3,104         | \$2,040           |
| Hot Water Fuel Switch   | 16                | 212           | 191             | 5,143                  | 40                  | 21                  | -855                 | 0                   | \$27,877        | \$21,066          |
| Industrial Process Eff. | 9                 | 2,568         | 2,192           | 43,224                 | 1,775               | 71                  | 0                    | 0                   | \$203,855       | \$585,198         |
| Lighting                | 292               | 3,304         | 3,154           | 38,233                 | 547                 | 544                 | -3,058               | 0                   | \$222,491       | \$283,625         |
| Motors                  | 90                | 2,748         | 2,323           | 33,296                 | 393                 | 434                 | 12,128               | 0                   | \$219,856       | \$281,027         |
| Other Efficiency        | 3                 | 53            | 47              | 2,103                  | 6                   | 6                   | 0                    | 0                   | \$8,801         | \$8,670           |
| Other Fuel Switch       | 2                 | 15            | 14              | 302                    | 3                   | 2                   | -47                  | 0                   | \$1,665         | \$1,350           |
| Refrigeration           | 53                | 933           | 831             | 15,829                 | 103                 | 102                 | 0                    | 0                   | \$126,425       | \$226,772         |
| Space Heat Efficiency   | 2                 | 24            | 22              | 485                    | 4                   | 1                   | 182                  | 0                   | \$1,319         | \$17,292          |
| Space Heat Fuel Switch  | 5                 | 84            | 76              | 2,444                  | 21                  | 0                   | -310                 | 0                   | \$3,696         | \$7,175           |
| Ventilation             | 7                 | 207           | 182             | 3,098                  | 9                   | 53                  | 803                  | 0                   | \$29,346        | \$26,821          |
| <b>Totals</b>           |                   | 10,608        | 9,437           | 151,065                | 2,951               | 1,362               | 8,852                | 26                  | \$901,124       | \$1,528,527       |

### 3.2.4. CEO Market Opportunities - Utility Breakdown

| Utility             | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs  |
|---------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|--------------------|
| Barton              | 3                 | 18            | 16              | 229                    | 3                   | 1                   | -13                  | 0                   | \$2,006          | \$4,852            |
| Citizens            | 35                | 758           | 655             | 11,846                 | 232                 | 34                  | -414                 | 0                   | \$59,967         | \$174,789          |
| CVPS                | 202               | 5,706         | 5,070           | 82,932                 | 1,225               | 765                 | -1,820               | 26                  | \$490,424        | \$866,306          |
| Enosburg Falls      | 4                 | 46            | 40              | 587                    | 6                   | 3                   | 0                    | 0                   | \$5,346          | \$7,643            |
| Green Mountain      | 130               | 2,359         | 2,145           | 32,613                 | 324                 | 412                 | 11,251               | 0                   | \$172,778        | \$185,722          |
| Hardwick            | 6                 | 39            | 37              | 578                    | 6                   | 5                   | -44                  | 0                   | \$8,583          | \$5,710            |
| Johnson             | 3                 | 1             | 1               | 18                     | 0                   | 0                   | -1                   | 0                   | \$568            | -\$210             |
| Ludlow              | 2                 | 222           | 193             | 2,065                  | 34                  | 36                  | -39                  | 0                   | \$9,491          | \$9,096            |
| Lyndonville         | 16                | 112           | 100             | 1,194                  | 18                  | 16                  | -133                 | 0                   | \$11,702         | \$10,548           |
| Morrisville         | 3                 | 16            | 17              | 200                    | 3                   | 3                   | -22                  | 0                   | \$1,625          | \$349              |
| Northfield          | 2                 | 34            | 38              | 623                    | 6                   | 7                   | -45                  | 0                   | \$3,860          | \$760              |
| Orleans             | 2                 | 31            | 27              | 479                    | 3                   | 3                   | 0                    | 0                   | \$3,044          | \$2,892            |
| Rochester           | 1                 | 12            | 10              | 177                    | 2                   | 1                   | 0                    | 0                   | \$3,511          | \$109              |
| Stowe               | 12                | 914           | 791             | 13,415                 | 1,020               | 41                  | 238                  | 0                   | \$73,845         | \$185,577          |
| Swanton             | 6                 | 78            | 67              | 1,166                  | 11                  | 8                   | 0                    | 0                   | \$11,514         | \$14,513           |
| VT Electric Coop    | 32                | 262           | 230             | 2,928                  | 57                  | 24                  | -105                 | 0                   | \$42,658         | \$59,763           |
| Washington Electric | 3                 | 1             | 1               | 17                     | 0                   | 0                   | -2                   | 0                   | \$201            | \$108              |
| <b>Totals</b>       | <b>462</b>        | <b>10,608</b> | <b>9,437</b>    | <b>151,065</b>         | <b>2,951</b>        | <b>1,362</b>        | <b>8,852</b>         | <b>26</b>           | <b>\$901,124</b> | <b>\$1,528,527</b> |

### 3.2.5. CEO Market Opportunities - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs  |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|--------------------|
| Addison       | 42                | 825           | 726             | 12,053                 | 133                 | 147                 | -165                 | 26                  | \$100,833        | \$151,510          |
| Bennington    | 27                | 1,357         | 1,184           | 22,638                 | 608                 | 44                  | -530                 | 0                   | \$114,031        | \$283,852          |
| Caledonia     | 27                | 849           | 815             | 14,316                 | 121                 | 122                 | -720                 | 0                   | \$77,370         | \$160,534          |
| Chittenden    | 84                | 1,519         | 1,407           | 23,527                 | 200                 | 246                 | -141                 | 0                   | \$111,485        | \$126,866          |
| Essex         | 2                 | 12            | 11              | 232                    | 2                   | 1                   | -50                  | 0                   | \$3,023          | \$1,826            |
| Franklin      | 59                | 824           | 716             | 10,899                 | 108                 | 105                 | -141                 | 0                   | \$100,845        | \$134,837          |
| Grand Isle    | 1                 | 5             | 4               | 96                     | 0                   | 1                   | 0                    | 0                   | \$1,319          | \$1,150            |
| Lamoille      | 23                | 1,003         | 871             | 14,408                 | 1,050               | 46                  | 215                  | 0                   | \$87,890         | \$215,058          |
| Orange        | 12                | 211           | 192             | 4,220                  | 28                  | 39                  | -102                 | 0                   | \$25,490         | \$25,194           |
| Orleans       | 36                | 726           | 637             | 11,056                 | 231                 | 32                  | -483                 | 0                   | \$54,551         | \$176,500          |
| Rutland       | 33                | 189           | 174             | 2,265                  | 33                  | 39                  | -246                 | 0                   | \$24,365         | \$16,040           |
| Washington    | 43                | 359           | 329             | 3,968                  | 54                  | 83                  | 11,864               | 0                   | \$31,525         | \$36,130           |
| Windham       | 45                | 601           | 527             | 9,458                  | 81                  | 81                  | -104                 | 0                   | \$39,402         | \$65,130           |
| Windsor       | 28                | 2,128         | 1,844           | 21,930                 | 302                 | 375                 | -544                 | 0                   | \$128,994        | \$133,902          |
| <b>Totals</b> | <b>462</b>        | <b>10,608</b> | <b>9,437</b>    | <b>151,065</b>         | <b>2,951</b>        | <b>1,362</b>        | <b>8,852</b>         | <b>26</b>           | <b>\$901,124</b> | <b>\$1,528,527</b> |

### 3.2.6.1. CEO Market Opportunities Committed Projects Summary

| Committed MWh as of<br>12/31/02 | Committed Measure<br>Incentive as of 12/31/02 | Participants with<br>Committed Projects |
|---------------------------------|---|---|
| 2,719                           | \$259,267                                     | 28                                      |

### 3.2.6.2. CEO Market Opportunities Project Counts by Track

| Track        | Committed Projects as<br>of 12/31/02 | Completed Projects<br>Year 2002 | Completed Projects<br>Program to Date |
|--------------|--------------------------------------|---------------------------------|---------------------------------------|
| Custom       | 25                                   | 92                              | 222                                   |
| Farm         | 3                                    | 93                              | 93                                    |
| Prescriptive | 0                                    | 324                             | 717                                   |

### 3.2.6.3. CEO Market Opportunities Participating Vendors <sup>[a]</sup>

| Vendor Type                    | Lighting | Motors | HVAC      | Total     |
|--------------------------------|----------|--------|-----------|-----------|
| Electrical Supplier/Contractor | 70       |        |           | 70        |
| Motor Supplier/Contractor      |          | 15     |           | 15        |
| HVAC Supplier/Contractor       |          |        | <u>25</u> | <u>25</u> |
| Total                          | 70       | 15     | 25        | 110       |

### 3.3.2. Dairy Farms Program Summary

|   | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|---|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations                       | 81                | nap                         | nap                            | 169                        |
| # participants with audit/analysis <sup>[a]</sup>       | 87                | nap                         | nap                            | 171                        |
| # of audits/analyses with pending action <sup>[a]</sup> | 0                 | nap                         | nap                            | 0                          |
| # of audits/analyses with installations                 | 60                | nap                         | nap                            | 94                         |

| <u>Program Costs</u>                  |                  |            |            |                    |
|---------------------------------------|------------------|------------|------------|--------------------|
| <b>Administration</b>                 |                  |            |            |                    |
| Implementation                        | \$94,940         | nap        | nap        | \$225,509          |
| Program Planning                      | 11,600           | nap        | nap        | 24,649             |
| Marketing                             | <u>0</u>         | <u>nap</u> | <u>nap</u> | <u>0</u>           |
| Subtotal Administration               | \$106,540        | nap        | nap        | \$250,158          |
| <b>Implementation Costs</b>           |                  |            |            |                    |
| Services to Participants              | \$81,201         | nap        | nap        | \$166,795          |
| Services to Trade Allies              | <u>0</u>         | <u>nap</u> | <u>nap</u> | <u>0</u>           |
| Subtotal Implementation Costs         | \$81,201         | nap        | nap        | \$166,795          |
| <b>Incentive Costs</b>                |                  |            |            |                    |
| Incentives to Participants            | \$213,373        | nap        | nap        | \$405,667          |
| Incentives to Trade Allies            | <u>0</u>         | <u>nap</u> | <u>nap</u> | <u>0</u>           |
| Subtotal Incentive Costs              | <u>\$213,373</u> | <u>nap</u> | <u>nap</u> | <u>\$405,667</u>   |
| <b>Total Efficiency Vermont Costs</b> | \$401,114        | nap        | nap        | \$822,620          |
| <b>Total Participant Costs</b>        | \$159,312        | nap        | nap        | \$379,438          |
| <b>Total Third Party Costs</b>        | \$0              | nap        | nap        | \$0                |
| <b>Evaluation Costs</b>               | <u>\$0</u>       | nap        | nap        | <u>\$0</u>         |
| <b>Total Program Costs</b>            | <u>\$560,426</u> | <u>nap</u> | <u>nap</u> | <u>\$1,202,058</u> |

|   |           |     |     |           |
|---|-----------|-----|-----|-----------|
| <b>Total Measure Costs</b>                | \$372,685 | nap | nap | \$785,105 |
| <b>Total Cost of Services</b>             | \$81,201  | nap | nap | \$166,795 |
| <b>Annualized MWh Savings</b>             | 976       | nap | nap | 2,246     |
| <b>Lifetime MWh Savings</b>               | 13,481    | nap | nap | 29,533    |
| <b>Winter Coincident Peak KW Savings</b>  | 150       | nap | nap | 343       |
| <b>Summer Coincident Peak KW Savings</b>  | 100       | nap | nap | 220       |
| <b>Annualized MWh Savings/Participant</b> | 12.053    | nap | nap | 13.289    |
| <b>Weighted Lifetime</b>                  | 14        | nap | nap | 13        |
| <b>Loan Activity</b>                      | \$0       | nap | nap | nap       |

Starting in Year 2002, Dairy Farm projects are reported under the CEO Market Opportunities Program.

### 3.3.6.1. Dairy Farms Project Counts by Track <sup>[a]</sup>

| Track            | Committed Projects as of 12/31/02 | Completed Projects Year 2002 | Completed Projects Program to Date |
|------------------|-----------------------------------|------------------------------|------------------------------------|
| New Construction | 0                                 | 0                            | 16                                 |
| Retrofit         | 0                                 | 0                            | 158                                |

### 3.4.2. C&I Emerging Markets Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations        | 25                | 69                          | nav                            | 91                         |
| # participants with audit/analysis       | 42                | 71                          | nav                            | 112                        |
| # of audits/analyses with pending action | 21                | 24                          | nav                            | 32                         |
| # of audits/analyses with installations  | 19                | 51                          | nav                            | 70                         |

| <u>Program Costs</u>                  |                  |                    |                    |                    |
|---------------------------------------|------------------|--------------------|--------------------|--------------------|
| <b>Administration</b>                 |                  |                    |                    |                    |
| Implementation                        | \$212,302        | \$284,701          | \$550,701          | \$497,003          |
| Program Planning                      | 25,642           | 50,548             | 48,999             | 79,615             |
| Marketing                             | <u>48,528</u>    | <u>129,781</u>     | <u>242,813</u>     | <u>178,356</u>     |
| <b>Subtotal Administration</b>        | <b>\$286,472</b> | <b>\$465,030</b>   | <b>\$842,513</b>   | <b>\$754,974</b>   |
| <b>Implementation Costs</b>           |                  |                    |                    |                    |
| Services to Participants              | \$112,183        | \$163,548          | \$351,908          | \$275,731          |
| Services to Trade Allies              | <u>2,727</u>     | <u>72</u>          | <u>266</u>         | <u>2,799</u>       |
| <b>Subtotal Implementation Costs</b>  | <b>\$114,910</b> | <b>\$163,619</b>   | <b>\$352,174</b>   | <b>\$278,530</b>   |
| <b>Incentive Costs</b>                |                  |                    |                    |                    |
| Incentives to Participants            | \$181,769        | \$478,981          | \$507,757          | \$660,751          |
| Incentives to Trade Allies            | <u>0</u>         | <u>0</u>           | <u>0</u>           | <u>0</u>           |
| <b>Subtotal Incentive Costs</b>       | <b>\$181,769</b> | <b>\$478,981</b>   | <b>\$507,757</b>   | <b>\$660,751</b>   |
| <b>Total Efficiency Vermont Costs</b> | <b>\$583,151</b> | <b>\$1,107,631</b> | <b>\$1,702,445</b> | <b>\$1,694,254</b> |
| <b>Total Participant Costs</b>        | <b>\$321,668</b> | <b>\$1,072,038</b> | nav                | <b>\$1,393,706</b> |
| <b>Total Third Party Costs</b>        | <b>\$0</b>       | <b>\$6,800</b>     | nav                | <b>\$6,800</b>     |
| <b>Evaluation Costs</b>               | <b>\$0</b>       | <b>\$0</b>         | nav                | <b>\$0</b>         |
| <b>Total Program Costs</b>            | <b>\$904,819</b> | <b>\$2,186,469</b> | <b>\$1,702,445</b> | <b>\$3,094,760</b> |

|   |              |              |           |              |
|---|--------------|--------------|-----------|--------------|
| <b>Total Measure Costs</b>                                      | \$503,437    | \$1,557,819  | \$507,757 | \$2,061,256  |
| <b>Total Cost of Services</b>                                   | \$114,910    | \$163,619    | \$352,174 | \$278,530    |
| <b>Annualized MWh Savings</b>                                   | 2,277        | 4,955        | 3,223     | 7,232        |
| <b>Lifetime MWh Savings</b>                                     | 39,671       | 93,252       | nav       | 132,923      |
| <b>Winter Coincident Peak KW Savings</b>                        | 574          | 616          | nav       | 1,191        |
| <b>Summer Coincident Peak KW Savings</b>                        | 201          | 615          | nav       | 816          |
| <b>Annualized MWh Savings/Participant<br/>Weighted Lifetime</b> | 91.090<br>17 | 71.807<br>19 | nav       | 79.472<br>18 |
| <b>Loan Activity</b>  | \$0          | \$0          | \$0       | \$0          |

### 3.4.3. C&I Emerging Markets Initiatives - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs  |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|--------------------|
| Air Conditioning Eff.   | 2                 | 41            | 38              | 606                    | 0                   | 12                  | 0                    | 0                   | \$3,607          | \$8,099            |
| Design Assistance       | 5                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$17,605         | \$6,703            |
| Hot Water Fuel Switch   | 16                | 196           | 186             | 5,878                  | 36                  | 142                 | -684                 | 182                 | \$20,305         | \$95,931           |
| Industrial Process Eff. | 10                | 964           | 911             | 15,692                 | 69                  | 136                 | -756                 | 321                 | \$96,985         | \$239,314          |
| Lighting                | 18                | 1,368         | 1,289           | 19,625                 | 183                 | 199                 | -551                 | 0                   | \$106,860        | \$192,885          |
| Motors                  | 5                 | 760           | 721             | 9,768                  | 56                  | 75                  | 0                    | 0                   | \$76,375         | \$123,526          |
| Other Efficiency        | 3                 | 214           | 203             | 7,547                  | 24                  | 24                  | 0                    | 0                   | \$32,620         | \$88,938           |
| Other Fuel Switch       | 4                 | 29            | 27              | 741                    | 6                   | 6                   | -89                  | 37                  | \$2,999          | \$4,225            |
| Other Indirect Activity | 2                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$5,267          | -\$5,117           |
| Refrigeration           | 5                 | 473           | 451             | 7,091                  | 12                  | 16                  | 0                    | 0                   | \$25,244         | \$48,564           |
| Space Heat Efficiency   | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 4                    | 0                   | \$0              | \$50               |
| Space Heat Fuel Switch  | 23                | 873           | 828             | 25,746                 | 227                 | 2                   | -3,047               | 0                   | \$86,043         | \$263,588          |
| Ventilation             | 1                 | 37            | 36              | 559                    | 4                   | 4                   | 0                    | 0                   | \$5,073          | \$5,332            |
| <b>Totals</b>           |                   | <b>4,955</b>  | <b>4,690</b>    | <b>93,252</b>          | <b>616</b>          | <b>615</b>          | <b>-5,123</b>        | <b>540</b>          | <b>\$478,981</b> | <b>\$1,072,038</b> |

### 3.4.4. C&I Emerging Markets Initiatives - Utility Breakdown

| Utility               | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-----------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Burlington</b>     | 6                 | 992           | 944             | 14,149                 | 8                   | 8                   | 0                    | 0                   | \$54,242        | \$125,551         |
| <b>Citizens</b>       | 7                 | 389           | 366             | 5,151                  | 63                  | 65                  | -214                 | 0                   | \$66,875        | \$80,221          |
| <b>CVPS</b>           | 26                | 1,574         | 1,488           | 36,798                 | 232                 | 291                 | -2,232               | 55                  | \$203,577       | \$437,368         |
| <b>Enosburg Falls</b> | 1                 | 5             | 4               | 139                    | 1                   | 1                   | -14                  | 0                   | \$446           | \$960             |
| <b>Green Mountain</b> | 16                | 718           | 676             | 14,696                 | 122                 | 86                  | -1,772               | 485                 | \$59,718        | \$138,275         |
| <b>Jacksonville</b>   | 2                 | 154           | 145             | 4,635                  | 26                  | 36                  | 0                    | 0                   | \$14,964        | \$60,250          |
| <b>Johnson</b>        | 1                 | 93            | 88              | 2,792                  | 24                  | 0                   | -331                 | 0                   | \$8,953         | \$68,575          |
| <b>Ludlow</b>         | 2                 | 273           | 259             | 2,885                  | 30                  | 39                  | 0                    | 0                   | \$23,579        | \$42,368          |
| <b>Morrisville</b>    | 4                 | 415           | 393             | 5,151                  | 60                  | 59                  | -42                  | 0                   | \$33,175        | \$71,421          |
| <b>Orleans</b>        | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$1,065         | \$1,050           |
| <b>Stowe</b>          | 1                 | 55            | 52              | 1,642                  | 15                  | 2                   | -174                 | 0                   | \$4,159         | \$23,900          |
| <b>Swanton</b>        | 1                 | 255           | 243             | 4,269                  | 29                  | 28                  | -234                 | 0                   | \$5,083         | \$3,774           |
| <b>VT Marble</b>      | 1                 | 31            | 30              | 945                    | 8                   | 0                   | -112                 | 0                   | \$3,145         | \$18,335          |
| <b>Totals</b>         | 69                | 4,955         | 4,690           | 93,252                 | 616                 | 615                 | -5,123               | 540                 | \$478,981       | \$1,072,038       |

### 3.4.5. C&I Emerging Markets Initiatives - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs  |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|--------------------|
| Addison       | 4                 | 361           | 340             | 6,014                  | 20                  | 81                  | -21                  | 0                   | \$63,679         | \$189,048          |
| Bennington    | 5                 | 361           | 342             | 7,144                  | 57                  | 42                  | -455                 | 0                   | \$43,123         | \$51,830           |
| Caledonia     | 2                 | 53            | 48              | 795                    | 10                  | 11                  | -71                  | 0                   | \$5,797          | \$3,620            |
| Chittenden    | 17                | 1,386         | 1,317           | 25,330                 | 64                  | 154                 | -409                 | 0                   | \$108,425        | \$238,177          |
| Essex         | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$10,145         | \$5,000            |
| Franklin      | 4                 | 321           | 305             | 6,140                  | 46                  | 33                  | -446                 | 55                  | \$16,254         | \$30,724           |
| Lamoille      | 6                 | 563           | 534             | 9,585                  | 99                  | 62                  | -546                 | 0                   | \$46,288         | \$163,896          |
| Orleans       | 6                 | 345           | 325             | 3,853                  | 49                  | 65                  | -68                  | 0                   | \$50,312         | \$54,142           |
| Rutland       | 9                 | 217           | 206             | 6,360                  | 54                  | 4                   | -731                 | 0                   | \$21,516         | \$68,614           |
| Washington    | 6                 | 540           | 507             | 11,135                 | 88                  | 71                  | -1,489               | 485                 | \$41,231         | \$112,177          |
| Windham       | 6                 | 416           | 393             | 12,220                 | 90                  | 42                  | -887                 | 0                   | \$41,108         | \$100,070          |
| Windsor       | 3                 | 392           | 373             | 4,676                  | 40                  | 51                  | 0                    | 0                   | \$31,104         | \$54,740           |
| <b>Totals</b> | <b>69</b>         | <b>4,955</b>  | <b>4,690</b>    | <b>93,252</b>          | <b>616</b>          | <b>615</b>          | <b>-5,123</b>        | <b>540</b>          | <b>\$478,981</b> | <b>\$1,072,038</b> |

### 3.5.2. Residential New Construction Program Summary

|   | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|---|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations <sup>[a]</sup>  | 622               | 700                         | 640                            | 1,898                      |
| # participants with audit/analysis <sup>[b]</sup> | 783               | 858                         | 594                            | 3,222                      |
| # of audits/analyses with pending action          | 52                | 812                         | nap                            | 812                        |
| # of audits/analyses with installations           | 729               | 538                         | 594                            | 2,480                      |

| <u>Program Costs</u>                  |                           |                           |                           |                           |
|---------------------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| <b>Administration</b>                 |                           |                           |                           |                           |
| Implementation                        | \$132,359                 | \$178,597                 | \$210,187                 | \$435,330                 |
| Program Planning                      | 46,753                    | 47,807                    | 39,282                    | 118,824                   |
| Marketing                             | <u>261,456</u>            | <u>218,730</u>            | <u>389,611</u>            | <u>579,082</u>            |
| <b>Subtotal Administration</b>        | <b>\$440,568</b>          | <b>\$445,134</b>          | <b>\$639,080</b>          | <b>\$1,133,236</b>        |
| <b>Implementation Costs</b>           |                           |                           |                           |                           |
| Services to Participants              | \$124,586                 | \$208,152                 | \$160,439                 | \$392,123                 |
| Services to Trade Allies              | <u>34,157</u>             | <u>70,689</u>             | <u>54,486</u>             | <u>115,689</u>            |
| <b>Subtotal Implementation Costs</b>  | <b>\$158,743</b>          | <b>\$278,841</b>          | <b>\$214,925</b>          | <b>\$507,812</b>          |
| <b>Incentive Costs</b>                |                           |                           |                           |                           |
| Incentives to Participants            | \$321,148                 | \$389,484                 | \$467,567                 | \$917,854                 |
| Incentives to Trade Allies            | <u>0</u>                  | <u>0</u>                  | <u>0</u>                  | <u>0</u>                  |
| <b>Subtotal Incentive Costs</b>       | <b><u>\$321,148</u></b>   | <b><u>\$389,484</u></b>   | <b><u>\$467,567</u></b>   | <b><u>\$917,854</u></b>   |
| <b>Total Efficiency Vermont Costs</b> | <b>\$920,459</b>          | <b>\$1,113,459</b>        | <b>\$1,321,572</b>        | <b>\$2,558,902</b>        |
| <b>Total Participant Costs</b>        | \$381,793                 | \$363,632                 | nav                       | \$986,749                 |
| <b>Total Third Party Costs</b>        | \$27,367                  | \$134,411                 | nav                       | \$161,779                 |
| <b>Evaluation Costs</b>               | <u>\$0</u>                | <u>\$0</u>                | nav                       | <u>\$0</u>                |
| <b>Total Program Costs</b>            | <b><u>\$1,329,619</u></b> | <b><u>\$1,611,502</u></b> | <b><u>\$1,321,572</u></b> | <b><u>\$3,707,430</u></b> |

|   |           |           |           |             |
|---|-----------|-----------|-----------|-------------|
| <b>Total Measure Costs</b>                | \$730,308 | \$887,527 | \$467,567 | \$2,066,382 |
| <b>Total Cost of Services</b>             | \$158,743 | \$278,841 | \$214,925 | \$507,812   |
| <b>Annualized MWh Savings</b>             | 974       | 1,334     | 470       | 3,026       |
| <b>Lifetime MWh Savings</b>               | 17,969    | 24,339    | nav       | 55,429      |
| <b>Winter Coincident Peak KW Savings</b>  | 148       | 199       | nav       | 456         |
| <b>Summer Coincident Peak KW Savings</b>  | 130       | 178       | nav       | 386         |
| <b>Annualized MWh Savings/Participant</b> | 1.565     | 1.906     | 0.736     | 1.594       |
| <b>Weighted Lifetime</b>                  | 18        | 18        | nav       | 18          |
| <b>Loan Activity</b>                      | \$0       | \$0       | \$0       | \$0         |

### 3.5.3. Residential New Construction - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|-------------------|
| Air Conditioning Eff.   | 114               | 22            | 18              | 540                    | 0                   | 64                  | 0                    | 0                   | \$127            | \$75              |
| Cooking and Laundry     | 452               | 59            | 46              | 796                    | 12                  | 8                   | 371                  | 1,084               | \$1,775          | \$38,922          |
| Design Assistance       | 0                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$3,246          | \$0               |
| Hot Water Efficiency    | 537               | 0             | 0               | 0                      | 0                   | 0                   | 3,090                | 493                 | \$0              | \$177,866         |
| Lighting                | 668               | 1,016         | 889             | 19,183                 | 147                 | 85                  | 0                    | 0                   | \$166,891        | \$33,120          |
| Other Fuel Switch       | 82                | 22            | 19              | 672                    | 4                   | 3                   | -76                  | 0                   | \$3,354          | \$69              |
| Other Indirect Activity | 511               | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$177,143        | -\$97,360         |
| Refrigeration           | 401               | 24            | 20              | 404                    | 3                   | 3                   | 0                    | 0                   | \$4,639          | \$7,787           |
| Space Heat Efficiency   | 593               | 55            | 45              | 1,377                  | 17                  | 0                   | 9,468                | 0                   | \$0              | \$186,800         |
| Ventilation             | 480               | 137           | 112             | 1,368                  | 15                  | 15                  | 44                   | 0                   | \$33,944         | \$16,352          |
| <b>Totals</b>           |                   | <b>1,334</b>  | <b>1,149</b>    | <b>24,339</b>          | <b>199</b>          | <b>178</b>          | <b>12,897</b>        | <b>1,578</b>        | <b>\$391,119</b> | <b>\$363,632</b>  |

### 3.5.4. Residential New Construction - Utility Breakdown

| Utility                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Citizens</b>         | 18                | 31            | 27              | 574                    | 5                   | 3                   | 381                  | 2                   | \$12,291        | \$7,185           |
| <b>CVPS</b>             | 276               | 522           | 451             | 9,476                  | 76                  | 75                  | 4,505                | 341                 | \$129,363       | \$161,357         |
| <b>Enosburg Falls</b>   | 2                 | 4             | 3               | 74                     | 1                   | 0                   | 34                   | 0                   | \$796           | \$1,025           |
| <b>Green Mountain</b>   | 332               | 648           | 558             | 11,886                 | 97                  | 87                  | 6,424                | 1,093               | \$192,455       | \$160,342         |
| <b>Hardwick</b>         | 1                 | 2             | 2               | 42                     | 0                   | 0                   | 34                   | 0                   | \$1,329         | \$460             |
| <b>Hyde Park</b>        | 1                 | 2             | 2               | 34                     | 0                   | 0                   | 34                   | 0                   | \$994           | \$380             |
| <b>Morrisville</b>      | 2                 | 4             | 4               | 71                     | 1                   | 0                   | 69                   | 0                   | \$2,384         | \$905             |
| <b>Northfield</b>       | 1                 | 2             | 2               | 49                     | 0                   | 0                   | 18                   | 0                   | \$609           | \$640             |
| <b>Rochester</b>        | 2                 | 3             | 3               | 65                     | 0                   | 2                   | 68                   | 0                   | \$918           | \$1,955           |
| <b>Stowe</b>            | 7                 | 15            | 13              | 283                    | 2                   | 2                   | 209                  | 23                  | \$8,965         | \$3,136           |
| <b>Swanton</b>          | 2                 | 2             | 2               | 35                     | 0                   | 0                   | 27                   | 0                   | \$1,030         | \$749             |
| <b>VT Electric Coop</b> | 56                | 97            | 83              | 1,750                  | 15                  | 8                   | 1,094                | 117                 | \$39,986        | \$25,498          |
| <b>Totals</b>           | 700               | 1,334         | 1,149           | 24,339                 | 199                 | 178                 | 12,897               | 1,578               | \$391,119       | \$363,632         |

### 3.5.5. Residential New Construction - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|-------------------|
| Addison       | 21                | 35            | 30              | 627                    | 5                   | 3                   | 307                  | 24                  | \$9,272          | \$10,810          |
| Bennington    | 8                 | 14            | 12              | 247                    | 2                   | 1                   | 75                   | 1                   | \$3,031          | \$3,499           |
| Caledonia     | 4                 | 7             | 6               | 131                    | 1                   | 1                   | 69                   | 0                   | \$3,146          | \$1,107           |
| Chittenden    | 341               | 656           | 564             | 11,953                 | 99                  | 89                  | 6,789                | 1,132               | \$196,461        | \$173,086         |
| Essex         | 1                 | 3             | 2               | 53                     | 0                   | 0                   | 0                    | 0                   | \$304            | \$150             |
| Franklin      | 35                | 56            | 48              | 991                    | 9                   | 5                   | 740                  | 18                  | \$22,927         | \$15,656          |
| Grand Isle    | 7                 | 14            | 12              | 255                    | 2                   | 1                   | 172                  | 1                   | \$5,170          | \$2,754           |
| Lamoille      | 29                | 60            | 51              | 1,091                  | 10                  | 6                   | 658                  | 108                 | \$32,178         | \$11,256          |
| Orange        | 5                 | 8             | 7               | 150                    | 1                   | 1                   | 87                   | 0                   | \$1,808          | \$2,895           |
| Orleans       | 6                 | 8             | 7               | 147                    | 1                   | 1                   | 87                   | 0                   | \$3,614          | \$1,596           |
| Rutland       | 61                | 228           | 198             | 4,012                  | 31                  | 22                  | 958                  | 179                 | \$32,943         | \$43,272          |
| Washington    | 18                | 27            | 23              | 487                    | 4                   | 2                   | 383                  | 16                  | \$9,816          | \$10,085          |
| Windham       | 65                | 100           | 86              | 1,967                  | 14                  | 36                  | 1,132                | 24                  | \$13,666         | \$57,815          |
| Windsor       | 99                | 119           | 102             | 2,227                  | 19                  | 11                  | 1,441                | 73                  | \$56,785         | \$29,651          |
| <b>Totals</b> | <b>700</b>        | <b>1,334</b>  | <b>1,149</b>    | <b>24,339</b>          | <b>199</b>          | <b>178</b>          | <b>12,897</b>        | <b>1,578</b>        | <b>\$391,119</b> | <b>\$363,632</b>  |

### 3.5.6.1. Residential New Construction Home Counts

| Indicator   | Quantity - Year 2002 |
|---|----------------------|
| Number of homes enrolled:   | 2,321                |
| Number of Vermont Energy Star Homes enrolled:                             | 2,021                |
| Number of completed homes:  | 700                  |
| Number of completed Vermont Star and completed Vermont Energy Star Homes: | 397                  |

### 3.5.6.2. Residential New Construction Builder Counts

| Indicator                                      | Quantity - Year 2002 |
|--|----------------------|
| Number of different builders who participated: | 72                   |
| Number of new builders who participated:       | 34                   |

### 3.5.6.3. Residential New Construction Lighting Fixtures Installed

| Indicator  | Quantity - Year 2002 |
|--|----------------------|
| Average number of efficient fixtures installed in Vermont Star and Vermont Energy Star Homes:        | 11.66                |
| Average number of efficient fixtures installed in non-Vermont Star or non-Vermont Energy Star Homes: | 5.50                 |

### 3.6.2. Efficient Products Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations        | 27,596            | 25,688                      | nav                            | 57,084                     |
| # participants with audit/analysis       | nap               | nap                         | nap                            | nap                        |
| # of audits/analyses with pending action | nap               | nap                         | nap                            | nap                        |
| # of audits/analyses with installations  | nap               | nap                         | nap                            | nap                        |

#### Program Costs

|                                       |                           |                           |                           |                           |
|---------------------------------------|---------------------------|---------------------------|---------------------------|---------------------------|
| <b>Administration</b>                 |                           |                           |                           |                           |
| Implementation                        | \$280,839                 | \$297,519                 | \$340,135                 | \$893,877                 |
| Program Planning                      | 64,099                    | 61,035                    | 70,046                    | 191,210                   |
| Marketing                             | <u>214,798</u>            | <u>263,736</u>            | <u>233,716</u>            | <u>683,760</u>            |
| <b>Subtotal Administration</b>        | <b>\$559,736</b>          | <b>\$622,290</b>          | <b>\$643,897</b>          | <b>\$1,768,847</b>        |
| <b>Implementation Costs</b>           |                           |                           |                           |                           |
| Services to Participants              | \$0                       | \$0                       | \$0                       | \$0                       |
| Services to Trade Allies              | <u>197,713</u>            | <u>175,152</u>            | <u>152,303</u>            | <u>539,784</u>            |
| <b>Subtotal Implementation Costs</b>  | <b>\$197,713</b>          | <b>\$175,152</b>          | <b>\$152,303</b>          | <b>\$539,784</b>          |
| <b>Incentive Costs</b>                |                           |                           |                           |                           |
| Incentives to Participants            | \$1,270,658               | \$846,998                 | \$657,469                 | \$2,962,728               |
| Incentives to Trade Allies            | <u>0</u>                  | <u>609</u>                | <u>41,595</u>             | <u>609</u>                |
| <b>Subtotal Incentive Costs</b>       | <b>\$1,270,658</b>        | <b>\$847,606</b>          | <b>\$699,064</b>          | <b>\$2,963,337</b>        |
| <b>Total Efficiency Vermont Costs</b> | <b>\$2,028,108</b>        | <b>\$1,645,049</b>        | <b>\$1,495,263</b>        | <b>\$5,271,968</b>        |
| <b>Total Participant Costs</b>        | <b>\$1,311,447</b>        | <b>\$1,087,851</b>        | nav                       | <b>\$3,174,179</b>        |
| <b>Total Third Party Costs</b>        | <b>\$42,628</b>           | <b>\$51,089</b>           | nav                       | <b>\$93,717</b>           |
| <b>Evaluation Costs</b>               | <b>\$0</b>                | <b>\$0</b>                | nav                       | <b>\$0</b>                |
| <b>Total Program Costs</b>            | <b><u>\$3,382,183</u></b> | <b><u>\$2,783,988</u></b> | <b><u>\$1,495,263</u></b> | <b><u>\$8,539,864</u></b> |

|   |                    |                    |                  |                    |
|---|--------------------|--------------------|------------------|--------------------|
| <b>Total Measure Costs</b>                | <b>\$2,624,733</b> | <b>\$1,986,546</b> | <b>\$699,064</b> | <b>\$6,231,233</b> |
| <b>Total Cost of Services</b>             | <b>\$197,713</b>   | <b>\$175,152</b>   | <b>\$152,303</b> | <b>\$539,784</b>   |
| <b>Annualized MWh Savings</b>             | 14,168             | 12,292             | 6,139            | 34,207             |
| <b>Lifetime MWh Savings</b>               | 143,015            | 109,320            | nav              | 335,277            |
| <b>Winter Coincident Peak KW Savings</b>  | 2,314              | 1,971              | nav              | 5,660              |
| <b>Summer Coincident Peak KW Savings</b>  | 1,403              | 1,592              | nav              | 3,788              |
| <b>Annualized MWh Savings/Participant</b> | 0.513              | 0.479              | nav              | 0.599              |
| <b>Weighted Lifetime</b>                  | 10                 | 9                  | nav              | 10                 |
| <b>Loan Activity</b>                      | \$0                | \$0                | \$0              | \$0                |

### 3.6.3. Efficient Products - End Use Breakdown

| End Use               | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-----------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| Air Conditioning Eff. | 1,203             | 65            | 56              | 842                    | 0                   | 344                 | 0                    | 0                   | \$35,834        | \$21,195          |
| Cooking and Laundry   | 2,767             | 1,155         | 854             | 16,164                 | 227                 | 167                 | 3,881                | 20,513              | \$140,773       | \$607,690         |
| Lighting              | 21,784            | 11,039        | 8,681           | 91,731                 | 1,740               | 1,074               | 0                    | 0                   | \$655,147       | \$444,712         |
| Refrigeration         | 545               | 33            | 28              | 563                    | 4                   | 4                   | 0                    | 0                   | \$13,847        | \$855             |
| Ventilation           | 87                | 1             | 1               | 20                     | 0                   | 4                   | 0                    | 0                   | \$2,359         | \$13,399          |
| <b>Totals</b>         |                   | 12,292        | 9,621           | 109,320                | 1,971               | 1,592               | 3,881                | 20,513              | \$847,960       | \$1,087,851       |

### 3.6.4. Efficient Products - Utility Breakdown

| Utility                    | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|----------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Barton</b>              | 70                | 21            | 17              | 170                    | 3                   | 3                   | 7                    | 37                  | \$1,474         | \$2,001           |
| <b>Burlington</b>          | 51                | 63            | 50              | 666                    | 9                   | 5                   | 0                    | 0                   | \$4,171         | \$3,616           |
| <b>Citizens</b>            | 1,126             | 442           | 346             | 4,133                  | 69                  | 59                  | 154                  | 814                 | \$32,434        | \$44,327          |
| <b>CVPS</b>                | 11,484            | 5,439         | 4,254           | 46,541                 | 877                 | 713                 | 1,772                | 9,368               | \$365,392       | \$455,186         |
| <b>Enosburg Falls</b>      | 189               | 83            | 65              | 687                    | 13                  | 9                   | 13                   | 67                  | \$5,504         | \$3,715           |
| <b>Green Mountain</b>      | 7,753             | 3,784         | 2,961           | 34,837                 | 607                 | 501                 | 1,245                | 6,579               | \$267,650       | \$369,201         |
| <b>Hardwick</b>            | 450               | 202           | 159             | 1,872                  | 32                  | 24                  | 39                   | 207                 | \$14,277        | \$14,956          |
| <b>Hyde Park</b>           | 140               | 60            | 47              | 530                    | 9                   | 10                  | 4                    | 22                  | \$4,177         | \$2,966           |
| <b>Jacksonville</b>        | 17                | 6             | 4               | 62                     | 1                   | 1                   | 6                    | 30                  | \$515           | \$1,276           |
| <b>Johnson</b>             | 57                | 25            | 20              | 192                    | 4                   | 4                   | 1                    | 7                   | \$1,676         | \$1,123           |
| <b>Ludlow</b>              | 180               | 110           | 87              | 849                    | 18                  | 16                  | 8                    | 44                  | \$6,224         | \$5,224           |
| <b>Lyndonville</b>         | 289               | 104           | 82              | 876                    | 16                  | 11                  | 13                   | 67                  | \$7,191         | \$6,520           |
| <b>Morrisville</b>         | 375               | 196           | 154             | 1,753                  | 31                  | 27                  | 55                   | 289                 | \$13,807        | \$14,884          |
| <b>Northfield</b>          | 210               | 116           | 91              | 962                    | 18                  | 14                  | 10                   | 52                  | \$7,162         | \$4,709           |
| <b>Orleans</b>             | 31                | 12            | 9               | 103                    | 2                   | 1                   | 0                    | 0                   | \$756           | \$606             |
| <b>Readsboro</b>           | 3                 | 1             | 1               | 8                      | 0                   | 0                   | 1                    | 7                   | \$70            | \$220             |
| <b>Rochester</b>           | 32                | 13            | 10              | 139                    | 2                   | 1                   | 8                    | 44                  | \$1,102         | \$1,637           |
| <b>Stowe</b>               | 235               | 175           | 137             | 1,561                  | 30                  | 27                  | 50                   | 266                 | \$9,361         | \$15,279          |
| <b>Swanton</b>             | 327               | 149           | 116             | 1,319                  | 24                  | 19                  | 42                   | 222                 | \$10,226        | \$9,762           |
| <b>VT Electric Coop</b>    | 1,399             | 623           | 487             | 5,633                  | 100                 | 76                  | 293                  | 1,547               | \$45,876        | \$73,277          |
| <b>VT Marble</b>           | 51                | 30            | 23              | 236                    | 5                   | 5                   | 8                    | 44                  | \$1,834         | \$1,953           |
| <b>Washington Electric</b> | 1,219             | 640           | 502             | 6,191                  | 100                 | 67                  | 151                  | 799                 | \$47,080        | \$55,415          |
| <b>Totals</b>              | 25,688            | 12,292        | 9,621           | 109,320                | 1,971               | 1,592               | 3,881                | 20,513              | \$847,960       | \$1,087,851       |

### 3.6.5. Efficient Products - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs  |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|--------------------|
| Addison       | 1,701             | 782           | 612             | 6,646                  | 126                 | 100                 | 263                  | 1,391               | \$52,592         | \$65,974           |
| Bennington    | 1,429             | 634           | 496             | 5,353                  | 103                 | 94                  | 237                  | 1,251               | \$43,153         | \$54,272           |
| Caledonia     | 1,243             | 562           | 442             | 4,973                  | 89                  | 64                  | 80                   | 422                 | \$37,761         | \$33,431           |
| Chittenden    | 4,767             | 2,068         | 1,613           | 18,561                 | 337                 | 316                 | 1,037                | 5,483               | \$151,315        | \$261,696          |
| Essex         | 138               | 57            | 45              | 484                    | 9                   | 6                   | 7                    | 37                  | \$3,509          | \$3,563            |
| Franklin      | 2,012             | 923           | 722             | 8,342                  | 146                 | 115                 | 300                  | 1,584               | \$66,359         | \$74,964           |
| Grand Isle    | 335               | 128           | 100             | 1,212                  | 20                  | 17                  | 60                   | 318                 | \$9,694          | \$15,635           |
| Lamoille      | 1,212             | 630           | 493             | 5,623                  | 102                 | 89                  | 183                  | 969                 | \$42,140         | \$51,889           |
| Orange        | 1,200             | 599           | 470             | 5,873                  | 95                  | 71                  | 162                  | 858                 | \$43,976         | \$51,636           |
| Orleans       | 694               | 265           | 207             | 2,340                  | 43                  | 38                  | 98                   | 518                 | \$18,574         | \$28,320           |
| Rutland       | 3,068             | 1,609         | 1,259           | 13,089                 | 261                 | 216                 | 427                  | 2,257               | \$101,819        | \$108,043          |
| Washington    | 3,599             | 2,051         | 1,609           | 19,793                 | 323                 | 229                 | 389                  | 2,057               | \$144,580        | \$160,332          |
| Windham       | 1,760             | 818           | 640             | 6,839                  | 133                 | 92                  | 241                  | 1,273               | \$51,915         | \$78,097           |
| Windsor       | 2,536             | 1,168         | 914             | 10,191                 | 187                 | 146                 | 396                  | 2,094               | \$80,572         | \$100,000          |
| <b>Totals</b> | <b>25,694</b>     | <b>12,292</b> | <b>9,621</b>    | <b>109,320</b>         | <b>1,971</b>        | <b>1,592</b>        | <b>3,881</b>         | <b>20,513</b>       | <b>\$847,960</b> | <b>\$1,087,851</b> |

### 3.6.6.1. Efficient Products Product Counts

| Indicator   | Quantity |
|---|----------|
| Number of rebates for efficient clothes washers:    | 2,772    |
| Number of rebates for CFLs:                         | 95,665   |
| Number of rebates for efficient hardwired fixtures: | 10,329   |
| Number of rebates for torchieres:                   | 4,890    |

### 3.6.6.2. Efficient Products Retailer Counts

| Indicator                                  | Quantity |
|--|----------|
| Number of participating lighting dealers:  | 140      |
| Number of participating appliance dealers: | 60       |

### 3.7.2. Low Income Multifamily (REEP) Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations <sup>[a]</sup> | 1,254             | 1,657                       | nav                            | 2,579                      |
| # participants with audit/analysis               | 1,126             | 808                         | nav                            | 3,514                      |
| # of audits/analyses with pending action         | 1,963             | 1,024                       | nav                            | 1,043                      |
| # of audits/analyses with installations          | 1,060             | 1,402                       | nav                            | 2,344                      |

| <u>Program Costs</u>                  |                    |                    |                    |                    |
|---------------------------------------|--------------------|--------------------|--------------------|--------------------|
| <b>Administration</b>                 |                    |                    |                    |                    |
| Implementation                        | \$262,368          | \$356,187          | \$364,688          | \$813,615          |
| Program Planning                      | 42,992             | 19,002             | 21,267             | 107,418            |
| Marketing                             | <u>72,577</u>      | <u>88,513</u>      | <u>128,399</u>     | <u>207,678</u>     |
| Subtotal Administration               | \$377,937          | \$463,702          | \$514,353          | \$1,128,711        |
| <b>Implementation Costs</b>           |                    |                    |                    |                    |
| Services to Participants              | \$197,901          | \$269,012          | \$311,265          | \$609,670          |
| Services to Trade Allies              | <u>2,784</u>       | <u>902</u>         | <u>1,044</u>       | <u>6,367</u>       |
| Subtotal Implementation Costs         | \$200,684          | \$269,914          | \$312,309          | \$616,037          |
| <b>Incentive Costs</b>                |                    |                    |                    |                    |
| Incentives to Participants            | \$257,528          | \$400,403          | \$720,295          | \$961,362          |
| Incentives to Trade Allies            | <u>0</u>           | <u>0</u>           | <u>0</u>           | <u>0</u>           |
| Subtotal Incentive Costs              | <u>\$257,528</u>   | <u>\$400,403</u>   | <u>\$720,295</u>   | <u>\$961,362</u>   |
| <b>Total Efficiency Vermont Costs</b> | \$836,149          | \$1,134,019        | \$1,546,957        | \$2,706,110        |
| <b>Total Participant Costs</b>        | \$785,195          | \$1,003,891        | nav                | \$2,556,843        |
| <b>Total Third Party Costs</b>        | \$114,012          | \$117,345          | nav                | \$288,887          |
| <b>Evaluation Costs</b>               | <u>\$0</u>         | <u>\$0</u>         | nav                | <u>\$0</u>         |
| <b>Total Program Costs</b>            | <u>\$1,735,356</u> | <u>\$2,255,256</u> | <u>\$1,546,957</u> | <u>\$5,551,840</u> |

|   |             |             |           |             |
|---|-------------|-------------|-----------|-------------|
| <b>Total Measure Costs</b>                | \$1,156,735 | \$1,521,640 | \$720,295 | \$3,807,092 |
| <b>Total Cost of Services</b>             | \$200,684   | \$269,914   | \$312,309 | \$616,037   |
| <b>Annualized MWh Savings</b>             | 1,822       | 2,253       | 1,998     | 6,234       |
| <b>Lifetime MWh Savings</b>               | 39,488      | 46,484      | nav       | 140,347     |
| <b>Winter Coincident Peak KW Savings</b>  | 334         | 360         | nav       | 1,243       |
| <b>Summer Coincident Peak KW Savings</b>  | 164         | 201         | nav       | 525         |
| <b>Annualized MWh Savings/Participant</b> | 1.453       | 1.360       | nav       | 2.417       |
| <b>Weighted Lifetime</b>                  | 22          | 21          | nav       | 23          |
| <b>Loan Activity</b>                      | \$0         | \$0         | \$0       | \$0         |

### 3.7.3. Low Income Multi-Family (REEP) - End Use Breakdown

| End Use                 | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| Air Conditioning Eff.   | 100               | 1             | 1               | 6                      | 0                   | 2                   | 0                    | 0                   | \$254           | \$0               |
| Cooking and Laundry     | 216               | 4             | 4               | 58                     | 1                   | 1                   | 504                  | 1,079               | \$1,674         | \$21,726          |
| Hot Water Efficiency    | 409               | 54            | 46              | 483                    | 12                  | 7                   | 4,304                | 6,978               | \$754           | \$60,486          |
| Hot Water Fuel Switch   | 108               | 297           | 253             | 8,791                  | 49                  | 31                  | -1,070               | 0                   | \$38,148        | \$31,397          |
| Lighting                | 1,145             | 1,196         | 1,070           | 21,815                 | 160                 | 101                 | -6                   | 0                   | \$221,394       | \$76,007          |
| Motors                  | 40                | 7             | 6               | 100                    | 2                   | 0                   | 0                    | 0                   | \$3,589         | \$1,189           |
| Other Fuel Switch       | 118               | 202           | 171             | 6,048                  | 40                  | 29                  | -635                 | 0                   | \$8,291         | \$1,202           |
| Other Indirect Activity | 124               | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$1,015         | \$21,000          |
| Refrigeration           | 753               | 126           | 108             | 2,145                  | 15                  | 15                  | 0                    | 0                   | \$34,346        | \$42,691          |
| Space Heat Efficiency   | 396               | 8             | 7               | 242                    | 3                   | 0                   | 9,342                | 0                   | \$288           | \$633,668         |
| Space Heat Fuel Switch  | 47                | 228           | 194             | 6,362                  | 65                  | 0                   | -773                 | 0                   | \$59,365        | \$62,554          |
| Ventilation             | 407               | 133           | 114             | 435                    | 15                  | 15                  | 726                  | 0                   | \$31,191        | \$51,964          |
| Water Conservation      | 6                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 14                  | \$0             | \$7               |
| <b>Totals</b>           |                   | 2,253         | 1,972           | 46,484                 | 360                 | 201                 | 12,393               | 8,071               | \$400,309       | \$1,003,891       |

### 3.7.4. Low Income Multi-Family (REEP) - Utility Breakdown

| Utility               | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-----------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Citizens</b>       | 62                | 245           | 209             | 6,170                  | 53                  | 15                  | 951                  | 178                 | \$74,118        | \$55,943          |
| <b>CVPS</b>           | 988               | 945           | 829             | 16,213                 | 135                 | 90                  | 7,364                | 4,938               | \$114,828       | \$775,442         |
| <b>Green Mountain</b> | 565               | 1,056         | 928             | 24,003                 | 172                 | 94                  | 4,077                | 2,955               | \$209,318       | \$172,314         |
| <b>Johnson</b>        | 19                | 4             | 4               | 83                     | 1                   | 0                   | 0                    | 0                   | \$1,775         | \$192             |
| <b>Morrisville</b>    | 23                | 2             | 2               | 15                     | 0                   | 0                   | 0                    | 0                   | \$270           | \$0               |
| <b>Totals</b>         | 1,657             | 2,253         | 1,972           | 46,484                 | 360                 | 201                 | 12,392               | 8,071               | \$400,309       | \$1,003,891       |

### 3.7.5. Low Income Multi-Family (REEP) - County Breakdown

| County            | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|-------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Addison</b>    | 6                 | 4             | 3               | 63                     | 0                   | 0                   | 4                    | 14                  | \$1,116         | \$828             |
| <b>Bennington</b> | 189               | 137           | 118             | 2,391                  | 16                  | 11                  | 538                  | 664                 | \$17,536        | \$62,296          |
| <b>Caledonia</b>  | 152               | 121           | 110             | 2,365                  | 19                  | 12                  | 1,834                | 486                 | \$25,090        | \$195,406         |
| <b>Chittenden</b> | 373               | 808           | 714             | 17,671                 | 121                 | 74                  | 3,241                | 2,745               | \$153,769       | \$100,462         |
| <b>Essex</b>      | 12                | 23            | 19              | 578                    | 4                   | 2                   | 169                  | 0                   | \$4,011         | \$9,905           |
| <b>Franklin</b>   | 82                | 207           | 177             | 5,087                  | 47                  | 11                  | 844                  | 203                 | \$69,137        | \$46,539          |
| <b>Lamoille</b>   | 89                | 13            | 12              | 176                    | 2                   | 1                   | 28                   | 0                   | \$5,554         | \$1,382           |
| <b>Orange</b>     | 53                | 36            | 31              | 676                    | 5                   | 4                   | 230                  | 105                 | \$5,975         | \$13,150          |
| <b>Orleans</b>    | 5                 | 18            | 15              | 529                    | 3                   | 2                   | -53                  | 0                   | \$1,871         | -\$100            |
| <b>Rutland</b>    | 305               | 101           | 86              | 1,901                  | 14                  | 9                   | -39                  | 0                   | \$5,002         | \$16,266          |
| <b>Washington</b> | 175               | 296           | 255             | 7,048                  | 56                  | 24                  | 1,106                | 576                 | \$49,785        | \$52,398          |
| <b>Windham</b>    | 180               | 420           | 373             | 5,909                  | 62                  | 42                  | 4,697                | 3,279               | \$46,145        | \$488,380         |
| <b>Windsor</b>    | 36                | 70            | 59              | 2,091                  | 12                  | 8                   | -207                 | 0                   | \$15,319        | \$16,980          |
| <b>Totals</b>     | 1,657             | 2,253         | 1,972           | 46,484                 | 360                 | 201                 | 12,392               | 8,071               | \$400,309       | \$1,003,891       |

### 3.7.6.1. Low Income Multifamily Committed Projects Summary

| Committed MWh as of<br>12/31/02 | Committed Measure<br>Incentive as of 12/31/02 | Participants with<br>Committed Projects |
|---------------------------------|---|---|
| 1,645                           | \$356,558                                     | 18                                      |

### 3.7.6.2. Low Income Multifamily Project Counts

| Track            | Committed Projects as of<br>12/31/02 | Completed Projects Year<br>2002 | Completed Projects<br>Program to Date |
|------------------|--------------------------------------|---------------------------------|---------------------------------------|
| New Construction | 2                                    | 7                               | 9                                     |
| Retrofit/Rehab   | 16                                   | 62                              | 108                                   |

### 3.7.6.3. Low Income Multifamily Utility Account Counts

| Unique Utility Account Number Year 2002 | Unique Utility Account Number Program to Date |
|---|---|
| 571                                     | 1,019   |

### 3.8.2. Low Income Single Family Program Summary

|   | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|---|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations                       | 941               | 3,136                       | 1,053                          | 4,385                      |
| # participants with audit/analysis <sup>[a]</sup>       | 953               | 1,048                       | nap                            | 2,515                      |
| # of audits/analyses with pending action <sup>[b]</sup> | nap               | nap                         | nap                            | nap                        |
| # of audits/analyses with installations                 | 938               | 1,032                       | nap                            | 2,450                      |

| <u>Program Costs</u>                  |                  |                    |                    |                    |
|---------------------------------------|------------------|--------------------|--------------------|--------------------|
| <b>Administration</b>                 |                  |                    |                    |                    |
| Implementation                        | \$139,179        | \$230,573          | \$266,974          | \$424,468          |
| Program Planning                      | 21,163           | 27,716             | 34,006             | 57,853             |
| Marketing                             | 36,094           | 85,723             | 76,098             | 130,318            |
| <b>Subtotal Administration</b>        | <b>\$196,435</b> | <b>\$344,012</b>   | <b>\$377,078</b>   | <b>\$612,639</b>   |
| <b>Implementation Costs</b>           |                  |                    |                    |                    |
| Services to Participants              | \$152,895        | \$207,523          | \$168,535          | \$390,770          |
| Services to Trade Allies              | 0                | 0                  | 0                  | 0                  |
| <b>Subtotal Implementation Costs</b>  | <b>\$152,895</b> | <b>\$207,523</b>   | <b>\$168,535</b>   | <b>\$390,770</b>   |
| <b>Incentive Costs</b>                |                  |                    |                    |                    |
| Incentives to Participants            | \$395,344        | \$683,584          | \$731,003          | \$1,124,865        |
| Incentives to Trade Allies            | 0                | 0                  | 0                  | 0                  |
| <b>Subtotal Incentive Costs</b>       | <b>\$395,344</b> | <b>\$683,584</b>   | <b>\$731,003</b>   | <b>\$1,124,865</b> |
| <b>Total Efficiency Vermont Costs</b> | <b>\$744,674</b> | <b>\$1,235,119</b> | <b>\$1,276,616</b> | <b>\$2,128,274</b> |
| <i>Total Participant Costs</i>        | \$0              | \$9,324            | nav                | \$9,324            |
| <i>Total Third Party Costs</i>        | \$76,094         | \$71,641           | nav                | \$149,139          |
| <i>Evaluation Costs</i>               | \$0              | \$0                | nav                | \$0                |
| <b>Total Program Costs</b>            | <b>\$820,768</b> | <b>\$1,316,084</b> | <b>\$1,276,616</b> | <b>\$2,286,737</b> |

|   |           |           |           |             |
|---|-----------|-----------|-----------|-------------|
| <b>Total Measure Costs</b>                | \$471,438 | \$764,549 | \$731,003 | \$1,283,328 |
| <b>Total Cost of Services</b>             | \$152,895 | \$207,523 | \$168,535 | \$390,770   |
| <b>Annualized MWh Savings</b>             | 1,689     | 2,262     | 1,647     | 4,345       |
| <b>Lifetime MWh Savings</b>               | 31,152    | 35,444    | nav       | 69,850      |
| <b>Winter Coincident Peak KW Savings</b>  | 320       | 366       | nav       | 751         |
| <b>Summer Coincident Peak KW Savings</b>  | 145       | 215       | nav       | 399         |
| <b>Annualized MWh Savings/Participant</b> | 1.794     | 0.721     | 1.565     | 0.991       |
| <b>Weighted Lifetime</b>                  | 18        | 16        | nav       | 16          |
| <b>Loan Activity</b>                      | \$0       | \$0       | \$0       | \$0         |

### 3.8.3. Low Income Single Family - End Use Breakdown

| End Use                | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| Hot Water Efficiency   | 475               | 255           | 218             | 1,944                  | 43                  | 32                  | 64                   | 2,169               | \$20,199        | \$70              |
| Hot Water Fuel Switch  | 106               | 606           | 517             | 18,190                 | 102                 | 65                  | -2,108               | 0                   | \$140,368       | \$9,254           |
| Lighting               | 3,084             | 718           | 614             | 7,252                  | 110                 | 58                  | 0                    | 0                   | \$255,115       | \$0               |
| Refrigeration          | 326               | 496           | 425             | 2,480                  | 61                  | 58                  | 0                    | 0                   | \$192,963       | \$0               |
| Space Heat Fuel Switch | 18                | 185           | 158             | 5,560                  | 51                  | 0                   | -649                 | 0                   | \$71,410        | \$0               |
| Ventilation            | 1                 | 1             | 1               | 18                     | 0                   | 3                   | 0                    | 0                   | \$488           | \$0               |
| <b>Totals</b>          |                   | 2,262         | 1,934           | 35,444                 | 366                 | 215                 | -2,692               | 2,169               | \$680,544       | \$9,324           |

### 3.8.4. Low Income Single Family - Utility Breakdown

| Utility                    | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|----------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Barton</b>              | 53                | 75            | 64              | 1,621                  | 13                  | 7                   | -164                 | 30                  | \$19,656        | \$1,228           |
| <b>Burlington</b>          | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$6             | \$0               |
| <b>Citizens</b>            | 359               | 298           | 254             | 5,254                  | 54                  | 27                  | -456                 | 324                 | \$86,027        | \$1,648           |
| <b>CVPS</b>                | 1,499             | 1,032         | 883             | 15,886                 | 161                 | 98                  | -1,179               | 994                 | \$310,308       | \$3,114           |
| <b>Enosburg Falls</b>      | 35                | 67            | 57              | 1,426                  | 11                  | 7                   | -144                 | 59                  | \$19,142        | \$481             |
| <b>Green Mountain</b>      | 547               | 296           | 253             | 3,757                  | 50                  | 27                  | -227                 | 356                 | \$94,235        | \$346             |
| <b>Hardwick</b>            | 72                | 62            | 53              | 985                    | 10                  | 6                   | -60                  | 65                  | \$21,472        | \$612             |
| <b>Hyde Park</b>           | 17                | 16            | 14              | 273                    | 3                   | 2                   | -27                  | 5                   | \$4,531         | \$0               |
| <b>Jacksonville</b>        | 10                | 4             | 4               | 28                     | 1                   | 0                   | 0                    | 0                   | \$1,377         | \$0               |
| <b>Johnson</b>             | 16                | 41            | 35              | 926                    | 9                   | 3                   | -80                  | 9                   | \$12,414        | \$109             |
| <b>Ludlow</b>              | 18                | 5             | 4               | 30                     | 1                   | 0                   | 0                    | 0                   | \$1,112         | \$0               |
| <b>Lyndonville</b>         | 92                | 85            | 73              | 1,465                  | 13                  | 9                   | -121                 | 87                  | \$24,116        | \$0               |
| <b>Morrisville</b>         | 48                | 19            | 16              | 155                    | 3                   | 2                   | 0                    | 9                   | \$6,893         | \$0               |
| <b>Northfield</b>          | 30                | 28            | 24              | 500                    | 4                   | 3                   | -41                  | 0                   | \$9,697         | \$499             |
| <b>Orleans</b>             | 14                | 5             | 4               | 23                     | 1                   | 0                   | 0                    | 0                   | \$1,284         | \$0               |
| <b>Readsboro</b>           | 1                 | 0             | 0               | 0                      | 0                   | 0                   | 0                    | 0                   | \$6             | \$0               |
| <b>Rochester</b>           | 6                 | 11            | 10              | 239                    | 2                   | 1                   | -17                  | 0                   | \$4,329         | \$625             |
| <b>Stowe</b>               | 4                 | 1             | 1               | 6                      | 0                   | 0                   | 0                    | 0                   | \$314           | \$0               |
| <b>Swanton</b>             | 42                | 16            | 14              | 112                    | 2                   | 2                   | 0                    | 41                  | \$4,635         | \$0               |
| <b>VT Electric Coop</b>    | 170               | 146           | 125             | 2,172                  | 23                  | 15                  | -162                 | 151                 | \$38,879        | \$663             |
| <b>VT Marble</b>           | 6                 | 0             | 0               | 4                      | 0                   | 0                   | 0                    | 0                   | \$299           | \$0               |
| <b>Washington Electric</b> | 96                | 54            | 46              | 581                    | 8                   | 5                   | -15                  | 38                  | \$19,813        | \$0               |
| <b>Totals</b>              | 3,136             | 2,262         | 1,934           | 35,444                 | 366                 | 215                 | -2,692               | 2,169               | \$680,544       | \$9,324           |

### 3.8.5. Low Income Single Family - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|-------------------|
| Addison       | 160               | 129           | 110             | 1,802                  | 20                  | 16                  | -76                  | 337                 | \$33,332         | \$819             |
| Bennington    | 230               | 137           | 117             | 2,003                  | 23                  | 12                  | -171                 | 0                   | \$54,050         | \$409             |
| Caledonia     | 251               | 163           | 139             | 2,840                  | 26                  | 17                  | -222                 | 255                 | \$48,977         | \$612             |
| Chittenden    | 211               | 160           | 137             | 2,541                  | 22                  | 13                  | -193                 | 165                 | \$43,632         | \$288             |
| Essex         | 72                | 49            | 42              | 764                    | 8                   | 5                   | -67                  | 36                  | \$14,871         | \$467             |
| Franklin      | 287               | 253           | 217             | 4,231                  | 41                  | 25                  | -361                 | 267                 | \$68,984         | \$1,286           |
| Grand Isle    | 43                | 28            | 24              | 459                    | 5                   | 3                   | -32                  | 50                  | \$7,081          | \$0               |
| Lamoille      | 140               | 127           | 109             | 2,026                  | 21                  | 11                  | -138                 | 51                  | \$39,768         | \$109             |
| Orange        | 182               | 98            | 84              | 821                    | 14                  | 10                  | -14                  | 94                  | \$28,646         | \$0               |
| Orleans       | 328               | 320           | 274             | 5,960                  | 57                  | 29                  | -559                 | 231                 | \$90,322         | \$2,408           |
| Rutland       | 435               | 270           | 231             | 4,182                  | 40                  | 27                  | -275                 | 322                 | \$95,206         | \$1,457           |
| Washington    | 297               | 170           | 145             | 2,102                  | 25                  | 17                  | -115                 | 76                  | \$55,909         | \$845             |
| Windham       | 232               | 182           | 156             | 3,132                  | 36                  | 13                  | -258                 | 154                 | \$51,417         | \$0               |
| Windsor       | 269               | 177           | 151             | 2,582                  | 27                  | 16                  | -212                 | 129                 | \$48,351         | \$625             |
| <b>Totals</b> | <b>3,137</b>      | <b>2,262</b>  | <b>1,934</b>    | <b>35,444</b>          | <b>366</b>          | <b>215</b>          | <b>-2,692</b>        | <b>2,169</b>        | <b>\$680,544</b> | <b>\$9,324</b>    |

### 3.9.2. Residential Emerging Markets Program Summary

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|----------------------------|
| # participants with installations        | 88                | 537                         | 540                            | 617                        |
| # participants with audit/analysis       | 98                | 517                         | nap                            | 615                        |
| # of audits/analyses with pending action | nap               | nap                         | nap                            | nap                        |
| # of audits/analyses with installations  | 88                | 468                         | nap                            | 547                        |

| <u>Program Costs</u>                  |                         |                           |                         |                           |
|---------------------------------------|-------------------------|---------------------------|-------------------------|---------------------------|
| <b>Administration</b>                 |                         |                           |                         |                           |
| Implementation                        | \$61,726                | \$145,940                 | \$140,520               | \$207,665                 |
| Program Planning                      | 7,685                   | 14,089                    | 22,333                  | 25,263                    |
| Marketing                             | <u>8,083</u>            | <u>40,596</u>             | <u>40,737</u>           | <u>48,679</u>             |
| <b>Subtotal Administration</b>        | <b>\$77,493</b>         | <b>\$200,624</b>          | <b>\$203,590</b>        | <b>\$281,607</b>          |
| <b>Implementation Costs</b>           |                         |                           |                         |                           |
| Services to Participants              | \$32,613                | \$170,875                 | \$125,511               | \$203,488                 |
| Services to Trade Allies              | <u>0</u>                | 0                         | <u>0</u>                | <u>0</u>                  |
| <b>Subtotal Implementation Costs</b>  | <b>\$32,613</b>         | <b>\$170,875</b>          | <b>\$125,511</b>        | <b>\$203,488</b>          |
| <b>Incentive Costs</b>                |                         |                           |                         |                           |
| Incentives to Participants            | \$34,237                | \$230,934                 | \$301,613               | \$265,171                 |
| Incentives to Trade Allies            | <u>0</u>                | 0                         | 0                       | <u>0</u>                  |
| <b>Subtotal Incentive Costs</b>       | <b><u>\$34,237</u></b>  | <b><u>\$230,934</u></b>   | <b><u>\$301,613</u></b> | <b><u>\$265,171</u></b>   |
| <b>Total Efficiency Vermont Costs</b> | <b>\$144,343</b>        | <b>\$602,434</b>          | <b>\$630,714</b>        | <b>\$750,266</b>          |
| <b>Total Participant Costs</b>        | \$48,987                | \$400,709                 | nav                     | \$449,936                 |
| <b>Total Third Party Costs</b>        | \$6,060                 | \$13,990                  | nav                     | \$20,050                  |
| <b>Evaluation Costs</b>               | <u>\$0</u>              | <u>\$0</u>                | nav                     | <u>\$0</u>                |
| <b>Total Program Costs</b>            | <b><u>\$199,391</u></b> | <b><u>\$1,017,133</u></b> | <b><u>\$630,714</u></b> | <b><u>\$1,220,253</u></b> |

|   |          |           |           |           |
|---|----------|-----------|-----------|-----------|
| <b>Total Measure Costs</b>                | \$89,285 | \$645,633 | \$301,613 | \$735,158 |
| <b>Total Cost of Services</b>             | \$32,613 | \$170,875 | \$125,511 | \$203,488 |
| <b>Annualized MWh Savings</b>             | 265      | 1,784     | 1,300     | 2,049     |
| <b>Lifetime MWh Savings</b>               | 6611     | 48,286    | nav       | 54,897    |
| <b>Winter Coincident Peak KW Savings</b>  | 59       | 403       | nav       | 462       |
| <b>Summer Coincident Peak KW Savings</b>  | 12       | 98        | nav       | 110       |
| <b>Annualized MWh Savings/Participant</b> | 3.010    | 3.322     | 2.408     | 3.321     |
| <b>Weighted Lifetime</b>                  | 25       | 27        | nav       | 27        |
| <b>Loan Activity</b>                      | \$0      | \$0       | \$0       | \$0       |

### 3.9.3. Residential Emerging Markets Initiatives - End Use Breakdown

| End Use                | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|------------------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| Hot Water Efficiency   | 72                | 20            | 19              | 131                    | 3                   | 2                   | 7                    | 87                  | \$1,815         | \$0               |
| Hot Water Fuel Switch  | 171               | 736           | 697             | 22,078                 | 126                 | 80                  | -2,788               | 0                   | \$70,388        | \$118,992         |
| Lighting               | 417               | 176           | 167             | 1,034                  | 27                  | 14                  | 0                    | 0                   | \$39,926        | \$0               |
| Refrigeration          | 7                 | 9             | 9               | 45                     | 1                   | 1                   | 0                    | 0                   | \$1,233         | \$3,648           |
| Space Heat Efficiency  | 1                 | 4             | 4               | 56                     | 1                   | 0                   | 0                    | 0                   | \$101           | \$2,291           |
| Space Heat Fuel Switch | 83                | 840           | 794             | 24,943                 | 245                 | 0                   | -2,925               | 0                   | \$112,838       | \$275,778         |
| <b>Totals</b>          |                   | 1,784         | 1,689           | 48,286                 | 403                 | 98                  | -5,706               | 87                  | \$226,301       | \$400,709         |



### 3.9.5. Residential Emerging Markets Initiatives - County Breakdown

| County        | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid  | Participant Costs |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|------------------|-------------------|
| Addison       | 8                 | 14            | 14              | 329                    | 4                   | 0                   | -35                  | 0                   | \$1,510          | \$1,624           |
| Bennington    | 21                | 134           | 127             | 3,556                  | 34                  | 3                   | -434                 | 0                   | \$16,616         | \$45,932          |
| Caledonia     | 66                | 86            | 82              | 1,623                  | 16                  | 7                   | -170                 | 25                  | \$13,501         | \$12,315          |
| Chittenden    | 209               | 846           | 801             | 24,296                 | 188                 | 51                  | -3,002               | 8                   | \$86,276         | \$140,562         |
| Essex         | 15                | 8             | 8               | 49                     | 1                   | 1                   | 0                    | 0                   | \$1,952          | \$0               |
| Franklin      | 49                | 112           | 106             | 2,896                  | 25                  | 7                   | -315                 | 12                  | \$18,373         | \$27,909          |
| Grand Isle    | 4                 | 13            | 12              | 351                    | 3                   | 1                   | -35                  | 0                   | \$2,071          | \$2,562           |
| Lamoille      | 16                | 23            | 22              | 507                    | 4                   | 2                   | -57                  | 4                   | \$3,283          | \$1,953           |
| Orange        | 2                 | 1             | 1               | 6                      | 0                   | 0                   | 0                    | 0                   | \$229            | \$0               |
| Orleans       | 50                | 163           | 154             | 4,344                  | 36                  | 11                  | -514                 | 16                  | \$26,326         | \$39,213          |
| Rutland       | 30                | 74            | 70              | 1,837                  | 15                  | 5                   | -190                 | 0                   | \$11,087         | \$10,998          |
| Washington    | 12                | 57            | 54              | 1,545                  | 9                   | 3                   | -184                 | 6                   | \$8,688          | \$14,176          |
| Windham       | 33                | 109           | 103             | 2,829                  | 30                  | 3                   | -308                 | 4                   | \$16,735         | \$65,874          |
| Windsor       | 22                | 144           | 136             | 4,117                  | 39                  | 4                   | -463                 | 12                  | \$19,653         | \$37,590          |
| <b>Totals</b> | <b>537</b>        | <b>1,784</b>  | <b>1,689</b>    | <b>48,286</b>          | <b>403</b>          | <b>98</b>           | <b>-5,706</b>        | <b>87</b>           | <b>\$226,301</b> | <b>\$400,709</b>  |



# **Appendices**



## 4.2. CUSTOMER CREDIT PROGRAM

### 4.2.1. NARRATIVE

The Customer Credit program (CCP) provides an alternative program path for large businesses that meet program eligibility criteria. The program enables customers with the capability and resources to identify, analyze, and undertake efficiency projects to self-implement energy efficiency measures with financial assistance from Efficiency Vermont (EVT). CCP customers can apply for financial incentives for any retrofit or market-driven project that saves electrical energy and passes the Vermont societal cost-effectiveness test. Once a customer elects to participate in CCP, it is no longer eligible to participate in other EVT programs.

All projects must be customer initiated. In addition, the customer or its contractors must complete all technical analysis. Customers can receive cash incentives capped at 70% of their projected two-year contribution to the statewide energy efficiency fund at any time. Customers can draw on contributions from the current year and either the previous or ensuing year. Market-driven projects are eligible for incentives equal to 100% of the incremental measure cost. For retrofit projects, customers can receive incentives that reduce the customer payback time to 18 months.

#### *Eligible Market*

To be eligible for CCP, customers must:

- never have accepted cash incentives from any Vermont utility Demand Side Management (DSM) program;
- show a corporate commitment to energy efficiency by participation in the United States Environmental Protection Agency's Climate Wise program, or currently active similar program as determined by the PSB; and
- have ISO 14001 certification.

## 4.2.2. Customer Credit Program Summary

|                                       | <u>Prior Year</u>       | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Program to<br/>Date</u> |
|---------------------------------------|-------------------------|-----------------------------|--------------------------------|----------------------------|
| <b><u>Program Costs</u></b>           |                         |                             |                                |                            |
| <b>Administration</b>                 |                         |                             |                                |                            |
| Implementation                        | \$27,214                | \$53,209                    | \$70,735                       | \$104,075                  |
| Program Planning                      | 11,406                  | 8,500                       | 7,405                          | 29,217                     |
| Marketing                             | <u>0</u>                | <u>0</u>                    | <u>0</u>                       | <u>0</u>                   |
| <b>sub-Total Administration</b>       | <b>\$38,620</b>         | <b>\$61,709</b>             | <b>\$78,140</b>                | <b>\$133,292</b>           |
| <b>Implementation Costs</b>           |                         |                             |                                |                            |
| Services to Participants              | \$0                     | \$0                         | \$0                            | \$0                        |
| Services to Trade Allies              | <u>0</u>                | <u>0</u>                    | <u>0</u>                       | <u>0</u>                   |
| <b>sub-Total Implementation Costs</b> | <b>\$0</b>              | <b>\$0</b>                  | <b>\$0</b>                     | <b>\$0</b>                 |
| <b>Incentive Costs</b>                |                         |                             |                                |                            |
| Incentives to Participants            | \$256,009               | \$426,893                   | \$556,503                      | \$851,883                  |
| Incentives to Trade Allies            | <u>0</u>                | <u>0</u>                    | <u>0</u>                       | <u>0</u>                   |
| <b>sub-Total Incentive Costs</b>      | <b><u>\$256,009</u></b> | <b><u>\$426,893</u></b>     | <b><u>\$556,503</u></b>        | <b><u>\$851,883</u></b>    |
| <b>Total Efficiency Vermont Costs</b> | <b>\$294,629</b>        | <b>\$488,602</b>            | <b>\$634,643</b>               | <b>\$985,174</b>           |
| <i>Total Participant Costs</i>        | \$0                     | \$0                         | nav                            | \$0                        |
| <i>Total Third Party Costs</i>        | \$0                     | \$0                         | nav                            | \$0                        |
| <i>Evaluation Costs</i>               | <u>\$0</u>              | <u>\$0</u>                  | nav                            | <u>\$0</u>                 |
| <b>Total Program Costs</b>            | <b><u>\$294,629</u></b> | <b><u>\$488,602</u></b>     | <b><u>\$634,643</u></b>        | <b><u>\$985,174</u></b>    |

|   |           |           |           |           |
|---|-----------|-----------|-----------|-----------|
| <b>Total # Participants</b>               | 1         | 1         | nav       | 1         |
| <b>Total Measure Costs</b>                | \$256,009 | \$426,893 | \$556,503 | \$851,883 |
| <b>Total Cost of Services</b>             | \$0       | \$0       | \$0       | \$0       |
| <b>Annualized MWh Savings</b>             | 595       | 2,194     | 2,016     | 3,536     |
| <b>Lifetime MWh Savings</b>               | 8,923     | 28,603    | nav       | 48,721    |
| <b>Winter Coincident Peak KW Savings</b>  |           | 252       | nav       | 511       |
| <b>Summer Coincident Peak KW Savings</b>  | 118       | 251       | nav       | 509       |
| <b>Annualized MWh Savings/Participant</b> | 595       | 2,194     | nav       | 3,536     |
| <b>Weighted Lifetime</b>                  | 15        | 13        | nav       | 14        |

### 4.2.3. Customer Credit - End Use Breakdown

| End Use       | # of Participants | Net MWH Saved | Gross MWH Saved | Net Lifetime MWH Saved | Net Winter KW Saved | Net Summer KW Saved | Net Other Fuel MMBTU | Net Water CCF Saved | Incentives Paid | Participant Costs |
|---------------|-------------------|---------------|-----------------|------------------------|---------------------|---------------------|----------------------|---------------------|-----------------|-------------------|
| <b>Motors</b> | 1                 | 2,194         | 1,884           | 28,603                 | 252                 | 251                 | 0                    | 0                   | \$426,893       | \$0               |
| <b>Totals</b> |                   | 2,194         | 1,884           | 28,603                 | 252                 | 251                 | 0                    | 0                   | \$426,893       | \$0               |

## 4.2.4. Customer Credit Total Resource Benefits

|                             | 2002       | Lifetime<br>(Present Value) |
|-----------------------------|------------|-----------------------------|
| Avoided Cost of Electricity | nap        | \$1,024,714                 |
| Fossil Fuel Savings (Costs) | \$0        | \$0                         |
| Water Savings (Costs)       | \$0        | \$0                         |
| <b>Total</b>                | <b>\$0</b> | <b>\$1,024,714</b>          |

|  | Savings at meter |       | Savings at Generation |
|--|------------------|-------|-----------------------|
|  | Gross            | Net   | Net                   |
| Annualized Energy Savings (MWh): Total | 1,884            | 1,884 | 2,194                 |
| Winter on peak                         | 415              | 415   | 497                   |
| Winter off peak                        | 208              | 208   | 239                   |
| Summer on peak                         | 601              | 601   | 709                   |
| Summer off peak                        | 660              | 660   | 750                   |
| Coincident Demand Savings (kW)         |                  |       |                       |
| Winter                                 | 221              | 221   | 252                   |
| Shoulder                               | 221              | 221   | 249                   |
| Summer                                 | 221              | 221   | 251                   |

|   | Gross | Net | Net Lifetime Savings |
|---|-------|-----|----------------------|
| Annualized Water Savings (ccf)            | 0     | 0   | 0                    |
| Annualized fuel savings (increase) MMBtu  | 0     | 0   | 0                    |
| LP  | 0     | 0   | 0                    |
| NG  | 0     | 0   | 0                    |
| Oil/Kerosene                              | 0     | 0   | 0                    |
| Wood                                      | 0     | 0   | 0                    |
| Solar                                     | 0     | 0   | 0                    |
| Other                                     | 0     | 0   | 0                    |
| Annualized savings (increase) in O&M (\$) | \$0   | \$0 | \$0                  |

## 4.2.5. Efficiency Vermont Annual Summary 2002 plus Customer Credit

|  | <u>Prior Year</u> | <u>Actual Year<br/>2002</u> | <u>Projected<br/>Year 2002</u> | <u>Estimated<br/>Year 2003</u> | <u>Program to<br/>Date</u> |
|--|-------------------|-----------------------------|--------------------------------|--------------------------------|----------------------------|
| # participants with installations        | 30,972            | 32,307                      | nav                            | nap                            | 67,841                     |
| # participants with audit/analysis       | 3,482             | 3,555                       | nav                            | nap                            | 11,022                     |
| # of audits/analyses with pending action | 2,250             | 2,004                       | nav                            | nap                            | 2,084                      |
| # of audits/analyses with installations  | 3,139             | 3,678                       | nav                            | nap                            | 8,487                      |

| <u>Program Costs</u>                                 |                            |                            |                            |                     |                            |
|--|----------------------------|----------------------------|----------------------------|---------------------|----------------------------|
| <b>Administration</b>                                |                            |                            |                            |                     |                            |
| General  | \$91,044                   | \$94,751                   | \$205,080                  | \$136,902           | \$275,412                  |
| Implementation                                       | 1,849,728                  | 2,324,184                  | 2,570,618                  | nap                 | 5,568,232                  |
| Program Planning                                     | 368,585                    | 324,156                    | 338,217                    | nap                 | 1,006,327                  |
| Marketing  | 949,524                    | 1,367,073                  | 1,736,534                  | nap                 | 2,842,028                  |
| IT Development                                       | <u>256,431</u>             | <u>300,327</u>             | <u>370,076</u>             | <u>397,082</u>      | <u>695,248</u>             |
| <b>Subtotal Administration</b>                       | <b>\$3,515,312</b>         | <b>\$4,410,491</b>         | <b>\$5,220,526</b>         | <b>\$533,984</b>    | <b>\$10,387,246</b>        |
| <b>Implementation Costs</b>                          |                            |                            |                            |                     |                            |
| Services to Participants                             | \$1,199,898                | \$1,682,223                | \$1,965,608                | nap                 | \$3,606,623                |
| Services to Trade Allies                             | <u>250,072</u>             | <u>255,827</u>             | <u>219,623</u>             | <u>nap</u>          | <u>700,909</u>             |
| <b>Subtotal Implementation Costs</b>                 | <b>\$1,449,971</b>         | <b>\$1,938,050</b>         | <b>\$2,185,231</b>         | <b>nap</b>          | <b>\$4,307,533</b>         |
| <b>Incentive Costs</b>                               |                            |                            |                            |                     |                            |
| Incentives to Participants                           | \$3,837,371                | \$4,633,232                | \$5,187,506                | nap                 | \$10,688,108               |
| Incentives to Trade Allies                           | <u>0</u>                   | <u>609</u>                 | <u>41,595</u>              | <u>nap</u>          | <u>609</u>                 |
| <b>Subtotal Incentive Costs</b>                      | <b>\$3,837,371</b>         | <b>\$4,633,841</b>         | <b>\$5,229,100</b>         | <b>nap</b>          | <b>\$10,688,717</b>        |
| <b>Total Efficiency Vermont Costs <sup>[a]</sup></b> | <b>\$8,802,654</b>         | <b>\$10,982,382</b>        | <b>\$12,634,857</b>        | <b>\$13,310,461</b> | <b>\$25,383,495</b>        |
| <b>Total Participant Costs</b>                       | \$5,122,443                | \$5,831,679                | nav                        | nap                 | \$14,495,202               |
| <b>Total Third Party Costs</b>                       | \$383,656                  | \$513,229                  | nav                        | nap                 | \$955,819                  |
| <b>Evaluation Costs</b>                              | <u>\$0</u>                 | <u>\$0</u>                 | nav                        | <u>nap</u>          | <u>\$0</u>                 |
| <b>Total Program Costs</b>                           | <b><u>\$14,308,754</u></b> | <b><u>\$17,327,291</u></b> | <b><u>\$12,634,857</u></b> | <b><u>nap</u></b>   | <b><u>\$40,834,516</u></b> |

|   |             |              |             |     |              |
|---|-------------|--------------|-------------|-----|--------------|
| <b>Total Measure Costs</b>                | \$9,343,470 | \$10,978,749 | \$5,229,100 | nap | \$26,139,738 |
| <b>Total Cost of Services</b>             | \$1,449,971 | \$1,938,050  | \$2,185,231 | nap | \$4,307,533  |
| <b>Annualized MWh Savings</b>             | 37,489      | 40,557       | 26,094      | nap | 101,586      |
| <b>Lifetime MWh Savings</b>               | 539,965     | 581,308      | nav         | nap | 1,462,686    |
| <b>Winter Coincident Peak KW Savings</b>  | 6,489       | 7,467        | nav         | nap | 19,403       |
| <b>Summer Coincident Peak KW Savings</b>  | 4,278       | 4,996        | nav         | nap | 11,435       |
| <b>Annualized MWh Savings/Participant</b> | 1.210       | 1.255        | nav         | nap | 1.497        |
| <b>Weighted Lifetime</b>                  | 14          | 14           | nav         | nap | 14           |
| <b>Loan Activity</b>                      | \$0         | \$0          | \$0         | nap | \$0          |

Budget and MWh Savings projections for 2003 include MultiFamily in Commercial & Industrial Energy Services. Costs and MWh Savings for 2000, 2001 and 2002 include Multifamily in Residential Energy Services.

## **4.3. DEFINITIONS AND END NOTES**

### **4.3.1. ANNUAL REPORT TABLES OVERVIEW**

Definitions for items in the Annual Report tables are provided in section 4.3.2. below. End notes for specific items in the tables are provided by table in section 4.3.3. below.

Data items in which the data is not available is indicated by “nav”. Data items in which the data is not applicable is indicated by “nap”.

Efficiency Vermont (EVT) expenditure, budget and savings values provided in Section 3 do not include the Customer Credit program, which is discussed separately in Section 4.2.

Except where noted, EVT expenditure data in this report were incurred during the period January 1, 2002 through December 31, 2002. Measures savings data is primarily for measures installed during the same period.

The count of cumulative participants is not the sum of participants in 2000, 2001 and 2002. This is because the count of participants is the count of unique premises. If the same customer participates in all three years or in more than one program, this customer is only counted once.

In the Annual Report 2002 tables, total Efficiency Vermont costs include a non-performance-based fee of 1.45% as specified by the EVT contract.

Where “Incentives to Participants” appears in program summary Tables 2.3.1., 3.0.1., 3.1.2., 3.2.2., 3.3.2., 3.4.2., 3.5.2., 3.6.2., 3.7.2., 3.8.2., 3.9.2., and 4.2.2., it is based on financial data from Vermont Energy Investment Corporation's accounting system, MAS90. “Incentives Paid”, as it appears in all other tables, is based on data entered into EVT's FastTrack tracking system and adjusted for the non-performance-based fee cited above. Where there are differences, they are due to year-end timing differences.

### **4.3.2. DEFINITIONS**

The tables that appear in EVT Annual Report 2002 were developed as a collaborative effort between EVT, the Vermont Department of Public Service, the Energy Efficiency Utility Contract Administrator and Burlington Electric Department. Two major table formats, program summary and breakdown tables are used throughout the report. The definitions of the data reported in these tables are provided on the pages that follow. Data items identified with a number and parenthesis are identified in the narrative that follows.

|  |      | Prior<br>Year | Actual<br>2002<br>(1) | Projected<br>2002<br>(2) | Estimated<br>2003<br>(3) | Program<br>to Date<br>(4) |
|--|------|---------------|-----------------------|--------------------------|--------------------------|---------------------------|
| # participants with installations        | (5)  |               |                       |                          |                          |                           |
| # participants with audit/analysis       | (6)  |               |                       |                          |                          |                           |
| # of audits/analyses with pending action | (7)  |               |                       |                          |                          |                           |
| # of audits/analyses with installations  | (8)  |               |                       |                          |                          |                           |
| <b>Program Costs</b>                     |      |               |                       |                          |                          |                           |
| Administration                           |      |               |                       |                          |                          |                           |
| General                                  | (11) |               |                       |                          |                          |                           |
| Implementation                           | (12) |               |                       |                          |                          |                           |
| Program Planning                         | (13) |               |                       |                          |                          |                           |
| Marketing                                | (14) |               |                       |                          |                          |                           |
| IT Development                           | (15) |               |                       |                          |                          |                           |
| sub-Total Administration                 | (10) |               |                       |                          |                          |                           |
| Implementation Costs                     |      |               |                       |                          |                          |                           |
| Services to Participants                 | (17) |               |                       |                          |                          |                           |
| Services to Trade Allies                 | (18) |               |                       |                          |                          |                           |
| sub-Total Implementation Costs           | (16) |               |                       |                          |                          |                           |
| Incentive Costs                          |      |               |                       |                          |                          |                           |
| Incentives to Participants               | (20) |               |                       |                          |                          |                           |
| Incentives to Trade Allies               | (21) |               |                       |                          |                          |                           |
| sub-Total Incentive Costs                | (19) |               |                       |                          |                          |                           |
| <i>Total Efficiency Vermont Costs</i>    | (9)  |               |                       |                          |                          |                           |
| <i>Total Participant Costs</i>           | (22) |               |                       |                          |                          |                           |
| <i>Total Third Party Costs</i>           | (23) |               |                       |                          |                          |                           |
| <i>Evaluation Costs</i>                  | (24) |               |                       |                          |                          |                           |
| <b>Total Program Costs</b>               | (25) |               |                       |                          |                          |                           |
| Total Measure Costs                      | (26) |               |                       |                          |                          |                           |
| Total Cost of Services                   | (27) |               |                       |                          |                          |                           |
| Annualized MWh Savings                   | (28) |               |                       |                          |                          |                           |
| Lifetime MWh Savings                     | (29) |               |                       |                          |                          |                           |
| Winter Coincident Peak KW Savings        | (30) |               |                       |                          |                          |                           |
| Summer Coincident Peak KW Savings        | (31) |               |                       |                          |                          |                           |
| Annualized MWh Savings/Participant       | (32) |               |                       |                          |                          |                           |
| Weighted Lifetime                        | (33) |               |                       |                          |                          |                           |
| Loan Activity                            | (44) |               |                       |                          |                          |                           |

Figure 4.3.2.1. – Template for Program Summary Report

## X.X.X. Breakdown Template

| # of<br>Participants<br>(34) | Net<br>MWH<br>Saved<br>(35) | Gross<br>MWH<br>Saved<br>(36) | Net<br>Lifetime<br>MWH<br>Saved<br>(37) | Net<br>Winter<br>KW<br>Saved<br>(38) | Net<br>Summer<br>KW<br>Saved<br>(39) | Net Other<br>Fuel<br>MMBTU<br>Saved<br>(40) | Net<br>Water<br>CCF<br>Saved<br>(41) | Participant<br>Incentives<br>Paid<br>(42) | Participant<br>Costs<br>(43) |
|------------------------------|-----------------------------|-------------------------------|---|--------------------------------------|--------------------------------------|---|--------------------------------------|---|------------------------------|
|------------------------------|-----------------------------|-------------------------------|---|--------------------------------------|--------------------------------------|---|--------------------------------------|---|------------------------------|

**Figure 4.3.2.2. – Breakdown Report Template**

### Footnotes for the report table templates:

(1) Activity for the current reporting year. For savings this figure will be the estimated savings for measures actually implemented and verified for the current report period. Savings are reported in MWh, at generation and net of all approved adjustment factors, except as otherwise noted.

(2) Estimated portion of the three year savings and costs projected for the current report year. Projections for categories identified as (5) to (8), (22) to (27) and (29) to (33) will be provided if available.

(3) Estimated Year 2003 data is presented for informational purposes only. The 2003-2005 Efficiency Vermont contract is based on three-year cumulative budget and savings goals, therefore EVT does not have annual budget or annual contract goals.

Estimated Year 2003 data is available only on the following reports: Program Summary plus CC; Program Summary, overall (no CC); Program Summary, C&I (no CC); Program Summary, Residential. Estimated Year 2003 is not available on individual program summary reports. Since EVT Services under the 2003-2005 Contract do not correspond with EVT Programs under the 2000-2002 Contract, 2003 estimates at the program level will not be provided in the 2002 Annual Report.

(4) Program to date activity. For participation [(5) to (8)], the program-to-date column counts each customer (premise) only once, regardless of participation in previous years. The executive summary counts each customer (premise) only once, even if a customer was served by more than one program.

(5) Number of customers with verified installations during the current report period. “Customer” is defined as a unique premise as defined by the utility, with one exception. For master-metered, multifamily buildings, “customer” is defined as a dwelling unit.

(6) Number of customers who had analyses or audits completed during the current report period.

(7) Number of customers who had analyses or audits during the current report period and are actively involved in the process of selecting and installing efficiency measures, but have not actually completed any installations. The number of customers reported in this category should be a subset of the customers counted in (6) above. The “program to date” column should reflect activity related to all participants with analyses/audits, regardless of when the analysis was conducted.

(8) Number of customers who had analyses or audits during the current report period and have completed one or more installations during the current report period. The number of customers reported in this category should be a subset of the customers counted in (6) above. The “program to date” column should reflect activity related to all participants with analyses/audits, regardless of when the analysis was conducted.

(9) Total costs incurred by Efficiency Vermont during the current report period. All costs in nominal dollars, (10) + (16) + (19).

- (10) Subtotal of all administrative costs detailed in the categories below, (11) + (12) + (13) + (14)+(15).
- (11) Costs include general management, budgeting, financial management and management of the requirements of the EVT contract.
- (12) Implementation management and administrative costs include program management and administrative costs directly related to implementation.
- (13) Costs related to program design and planning, program screening and other similar functions.
- (14) Costs related to marketing, outreach and business development.
- (15) IT development and maintenance costs are not broken out by program. This category will be included only in Table 2.3.1.
- (16) Subtotal reflecting total implementation costs, (17) + (18).
- (17) Costs related to conducting audits or analyses, preparing the package of efficiency measures, contract management and post-project follow-up.
- (18) Costs related to educational or other support services provided to entities other than individual program participants, such as trade allies, manufacturers, wholesalers, builders, and architects.
- (19) Subtotal reflecting total incentive costs, (20) + (21).
- (20) Direct payments made to participants to defray the costs of specific efficiency measures. If a program employs a shared savings mechanism or loan system, this category should include the utility share of the measure and carrying costs projected over the payment period, net of all projected participant payments.
- (21) Incentives paid to manufacturers, wholesalers, builders, or other stakeholders.
- (22) Total costs incurred by participants related to EVT or utility activities during the current report period. This category includes the participant contribution to the capital costs of installed measures and to specific DSM-related services, such as technical assistance or energy ratings.
- (23) Total costs incurred by third parties, i.e., entities other than EVT, utilities and participants, directly related to EVT or utility DSM activities during the current report period. This category includes contributions by third parties to the capital costs of installed measures and to specific DSM-related services, such as technical assistance or energy ratings. Note: The costs reflected in footnotes (16), (19), (22), (23) are equal to the costs in footnotes (26) and (27), i.e., implementation (services) costs plus EVT incentives plus participant costs plus third party costs will be equal to total cost of services plus total cost of measures.
- (24) Evaluation costs, excluding tracking and reporting expenditures.
- (25) Total program costs, (9) + (22) + (23) + (24).
- (26) Total capital expenditures incurred by the installation of DSM measures, including all EVT, utility, participant and third party costs.
- (27) Total expenditures associated with the delivery of direct services to participants and trade allies, including all EVT, utility, participant and third party costs.
- (28) Annualized MWh savings at generation and net of all approved adjustment factors (e.g., free riders, spill over) for measures installed and verified during the current report period.

- (29) The lifetime estimated MWh savings for measures installed and verified during the current reporting year, at generation and net of all approved factors. (Estimated annualized savings times the life of the measure).
- (30) Estimated impact of measures at time of winter system peak, at generation, net of adjustment factors.
- (31) Estimated impact of measures at time of summer system peak, at generation, net of adjustment factors.
- (32) Annualized MWh savings per participant, net at generation, i.e., (28) / (5).
- (33) Average lifetime, in years, of measures in the program weighted by savings, i.e., (29)/(28).
- (34) Number of customers with verified installations of measures within the end use, utility or county grouping.
- (35) The total annualized MWh saved, at generation, net of adjustment factors. This will add up to the savings reported in the line item identified as (28).
- (36) The total annualized MWh saved, *gross at the customer meter*.
- (37) The total lifetime MWh saved, at generation, net of adjustment factors, adds up to the savings reported in the line item identified as (29).
- (38) The total winter coincident KW, at generation, net of adjustment factors, adds up to the savings reported in the line item identified as (30).
- (39) The total summer coincident KW, at generation, net of adjustment factors, adds up to the savings reported in the line item identified as (31).
- (40) Total MMBtu estimated to be saved (positive) or used (negative) for alternative fuels as a result of measures installed in the end use.
- (41) Total water saved (positive) or used (negative) due to measures installed in the end use.
- (42) Total incentive costs for measures installed, are approximately the same as those reported in the line item identified as (20). See paragraph 7 of 4.3.1 for explanation.
- (43) Total participant costs for measures installed, should add up to the costs reported in the line item identified as (22).
- (44) Utility or EVT loans provided to customers. When there are loans, EVT will provide a Utility Loan Activity Summary (a-e) for customer loan (shared savings) activity including :
- a. utility loans made during the current reporting year (dollars).
  - b. utility loans repaid during the current reporting year including interest (dollars).
  - c. (a-b) net cash flow for/from loans during the current reporting year (dollars).
  - d. loans written off during the current reporting year (dollars).
  - e. net loans outstanding as of December 31 of the current reporting year (dollars).

### **4.3.3. TABLE END NOTES**

#### **2.2. PROGRESS REPORT**

[a] See 4.3.1. Annual Report Tables Overview above.

[b] Total program cost does not include general Efficiency Vermont administration or information technology (IT) development costs.

#### **2.3.1. PROGRAM SUMMARY OVERALL**

[a] Total Efficiency Vermont costs include a non-performance-based fee of 1.45% as specified by the EVT contract.

#### **2.3.2. TOTAL RESOURCE BENEFITS, OVERALL**

[a] Net lifetime water and fossil fuel savings are the sum of the product of net annual measure water or fossil fuel savings multiplied by the measure lifetime.

#### **2.3.6.2. CUMULATIVE DISTRIBUTIONS BY CUSTOMER SECTOR**

[a] Data in this table includes EVT program MWh savings and Total Resource Benefit savings.

#### **2.3.6.3. CUMULATIVE DISTRIBUTIONS BY COUNTY**

[a] Data in this table includes EVT programs and Customer Credit MWh savings and Total Resource Benefit savings.

#### **2.3.6.4. CUMULATIVE DISTRIBUTION BY UTILITY SERVICE TERRITORY**

[a] Data in this table includes EVT programs and Customer Credit MWh savings and Total Resource Benefit savings.

[b] The charges shown exclude direct repayment to utilities for uncollectibles, pre-Efficiency Vermont implementation costs and pre-Efficiency Vermont incentive costs.

[c] BED administers its own programs and reports separately to the Vermont Public Service Board. The charges paid by BED in the table represent the amount of funds that BED directs to Efficiency Vermont Emerging Markets programs, the Efficient Products Program (light bulbs) and toward a portion of the Vermont Department of Public Service evaluation costs.

#### **3.0.2. CEO PROGRAM SUMMARY**

[a] Program budgets for the Commercial & Industrial New Construction and Commercial & Industrial Market Opportunities Programs are prepared as a single budget, under the name of Commercial Energy Opportunities (CEO).

#### **3.2.6.3. CEO PARTICIPATING VENDORS**

[a] Participating CEO vendors are defined as trade allies who have received materials from EVT and who distribute prescriptive measure forms for efficient lighting, motors and HVAC equipment to prospective customers.

### **3.3.2. DAIRY FARMS PROGRAM SUMMARY**

[a] In December 2001, Dairy Farm projects that were not complete were transferred to the CEO Market Opportunities Program. Counts of participants with audits or pending action were also transferred to CEO Marketing Opportunities Program in December 2001.

#### **3.3.6.1. DAIRY FARMS PROJECT COUNTS BY TRACK**

[a] In December 2001, Dairy Farm projects that were not complete were transferred to the CEO Market Opportunities Program. Counts of participants with committed projects were also transferred to CEO Marketing Opportunities Program in December 2001

### **3.5.2. RESIDENTIAL NEW CONSTRUCTION PROGRAM SUMMARY**

[a] Participants are defined as the number of completed dwelling units served under the program. Units are considered completed after a final inspection is performed.

[b] Audits for this program are defined as the number of completed dwelling units for which home energy ratings were performed.

### **3.7.2. LOW INCOME MULTIFAMILY (REEP) PROGRAM SUMMARY**

[a] Participants are defined as the number of dwelling units served under the program.

### **3.8.2. LOW INCOME SINGLE FAMILY PROGRAM SUMMARY**

[a] Audit is defined as a site visit in which a walk-through survey or high use analysis survey is conducted.

[b] Pending jobs currently are not reported by weatherization agencies.