

Program	Measure	Effective Life	Average Customer		Rebate to Cost Ratio	kWh Per Unit Savings	Therm Per Unit Savings	Payback Without Incentive	Payback With Incentive	Payback to Cost Ratio	--- Participation Statistics ---					kWh Savings 2013	kWh Savings 2014	kWh Savings 2015	kWh Savings 2016
			Cost	Average Rebate							2013	2014	2015	2016	2017				
Residential Equipment	CAC	15	\$ 593.83	\$ 526.53	0.89	207.36		33.26	3.77	0.75	39	39	39	39	39	8,087	16,174	24,261	32,348
Residential Equipment	Window Air Conditioner	9	\$ 41.01	\$ 40.00	0.98	23.40		20.97	0.52	0.94	7	7	7	7	7	164	328	491	655
Residential Equipment	Furnace Fan	15	\$ 200.00	\$ 50.00	0.25	469.05		5.26	3.94	0.74	35	35	35	35	35	16,417	32,834	49,250	65,667
Residential Equipment	ASHP	18	\$ 963.21	\$ 726.88	0.75	1,709.94		11.66	2.86	0.84	12	12	12	12	12	20,519	41,039	61,558	82,077
Residential Equipment	Thermostat - Gas Heat	15	\$ 33.29	\$ 25.00	0.75		25.58	0.98	0.24	0.98	348	351	353	356	358	-	-	-	-
Residential Equipment	Thermostat - G.H. + E.C.	15	\$ 33.29	\$ 25.00	0.75	69.03	22.78	1.42	0.35	0.98	21	22	22	22	22	1,450	2,968	4,487	6,006
Residential Equipment	Clothes Washer - E.H.+ E.D.	11	\$ 489.67	\$ 300.00	0.61	502.72		7.18	2.78	0.75	18	18	18	18	18	9,049	18,098	27,147	36,196
Residential Appliance Recycling	Refrigerator - 1st Unit	5	\$ 123.00	\$ 173.00	1.41	1,140.00		1.58	(0.64)	1.13	13	15	18	20	22	14,820	31,920	52,440	75,240
Residential Appliance Recycling	Refrigerator - 2nd Unit	5	\$ 103.00	\$ 153.00	1.49	1,140.00		1.32	(0.64)	1.13	3	4	4	5	6	3,420	7,980	12,540	18,240
Residential Appliance Recycling	Freezer - 1st Unit	5	\$ 123.00	\$ 173.00	1.41	916.00		1.96	(0.80)	1.16	2	3	3	4	4	1,832	4,580	7,328	10,992
Residential Appliance Recycling	Freezer - 2nd Unit	5	\$ 103.00	\$ 153.00	1.49	916.00		1.66	(0.80)	1.16	1	1	1	1	1	916	1,832	2,748	3,664
Residential Appliance Recycling	Window Air Conditioner	3	\$ 37.50	\$ 62.50	1.67	326.33		1.37	(0.92)	1.31	1	1	1	1	1	326	653	979	979
Residential Audit	S.F. Audit	1	\$ 150.25	\$ 150.25	1.00			-	-	1.00	458	458	458	458	458	-	-	-	-
Residential Audit	M.F. Audit	1	\$ 479.93	\$ 479.93	1.00			-	-	1.00	16	16	16	16	16	-	-	-	-
Residential Audit	S.F. Faucet Aerator - Elec	10	\$ 5.83	\$ 5.83	1.00	46.60		0.56	-	1.00	2	2	2	2	2	93	186	280	373
Residential Audit	S.F. Faucet Aerator - Gas	10	\$ 5.83	\$ 5.83	1.00		2.16	0.40	-	1.00	446	446	446	446	446	-	-	-	-
Residential Audit	S.F. Kitchen Aerator - Gas	10	\$ 6.36	\$ 6.36	1.00		2.16	0.44	-	1.00	186	186	186	186	186	-	-	-	-
Residential Audit	S.F. Showerheads - Elec	10	\$ 9.54	\$ 9.54	1.00	222.13		0.19	-	1.00	2	2	2	2	2	444	889	1,333	1,777
Residential Audit	S.F. Showerheads - Gas	10	\$ 9.54	\$ 9.54	1.00		10.30	0.14	-	1.00	379	379	379	379	379	-	-	-	-
Residential Audit	S.F. Pipe Insulation - Elec	13	\$ 5.30	\$ 5.30	1.00	69.31		1.14	-	1.00	2	2	2	2	2	139	277	416	554
Residential Audit	S.F. Pipe Insulation - Gas	13	\$ 5.30	\$ 5.30	1.00		3.09	2.32	-	1.00	350	350	350	350	350	-	-	-	-
Residential Audit	S.F. W.H. Blanket - Gas	13	\$ 25.44	\$ 25.44	1.00		11.95	2.88	-	1.00	29	29	29	29	29	-	-	-	-
Residential Audit	M.F. Faucet Aerator - Gas	10	\$ 3.03	\$ 3.03	1.00		2.07	0.22	-	1.00	55	55	55	55	55	-	-	-	-
Residential Audit	M.F. Kitchen Aerator - Gas	10	\$ 4.71	\$ 4.71	1.00		2.07	0.35	-	1.00	52	52	52	52	52	-	-	-	-
Residential Audit	M.F. Showerhead - Gas	10	\$ 14.56	\$ 14.56	1.00		14.82	0.21	-	1.00	63	63	63	63	63	-	-	-	-
Residential Audit	M.F. Pipe Insulation - Gas	13	\$ 5.30	\$ 5.30	1.00		3.09	2.32	-	1.00	9	9	9	9	9	-	-	-	-
Residential Audit	Thermostat - Gas Heat	15	\$ 106.00	\$ 106.00	1.00		25.58	3.15	-	1.00	90	90	90	90	90	-	-	-	-
Residential Audit	Thermostat - G.H. + E.C.	15	\$ 106.00	\$ 106.00	1.00	69.03	22.78	4.61	-	1.00	4	4	4	4	4	276	552	828	1,104
Residential Audit	Attic - Gas Heat	20	\$ 916.02	\$ 529.20	0.58		93.63	10.03	4.24	0.79	196	196	196	196	196	-	-	-	-
Residential Audit	Attic - Electric Heat	20	\$ 792.49	\$ 475.49	0.60	2,111.28		6.43	2.57	0.87	1	1	1	1	1	2,111	4,223	6,334	8,445
Residential Audit	Attic - G.H. + E.C.	20	\$ 999.85	\$ 599.91	0.60	92.22	92.15	12.71	5.08	0.75	2	2	2	2	2	184	369	553	738
Residential Audit	Wall - Gas Heat	20	\$ 1,033.01	\$ 308.32	0.30		191.84	5.60	3.93	0.80	49	49	49	49	49	-	-	-	-
Residential Audit	Wall - G.H. + E.C.	20	\$ 605.80	\$ 181.74	0.30	175.85	168.40	4.20	2.94	0.85	1	1	1	1	1	176	352	528	703
Residential Audit	R-B-J - Gas Heat	20	\$ 123.25	\$ 32.39	0.26		27.72	5.78	4.26	0.79	19	19	19	19	19	-	-	-	-
Nonresidential Equipment	VFD	15	\$ 4,292.77	\$ 1,373.33	0.32	33,019.08		2.59	1.76	0.88	2	2	2	2	2	66,038	132,076	198,114	264,153
Nonresidential Equipment	VFD - HVAC	15	\$ 3,654.88	\$ 1,000.00	0.27	51,898.41		1.41	1.03	0.93	1	1	1	1	1	51,898	103,797	155,695	207,594
Nonresidential Equipment	CAC Small	15	\$ 509.57	\$ 427.50	0.84	190.12		36.01	5.80	0.61	1	1	1	1	1	190	380	570	760
Nonresidential Equipment	CAC Large	15	\$ 310.82	\$ 226.25	0.73	433.00		9.73	2.65	0.82	1	1	1	1	1	433	866	1,299	1,732
Nonresidential Equipment	Window AC	9	\$ 41.62	\$ 40.00	0.96	84.77		6.60	0.26	0.97	3	3	3	3	3	254	509	763	1,017
Nonresidential Equipment	Furnace	20	\$ 2,236.43	\$ 1,085.89	0.49		336.63	9.01	4.63	0.77	26	26	26	26	26	-	-	-	-
Nonresidential Equipment	Boiler	20	\$ 8,107.68	\$ 2,288.50	0.28		4,448.50	2.46	1.77	0.91	3	3	3	3	3	-	-	-	-
Nonresidential Equipment	Thermostat - Gas Heat	15	\$ 53.29	\$ 25.00	0.47		194.16	0.21	0.11	0.99	15	15	15	15	15	-	-	-	-
Nonresidential Equipment	Thermostat - G.H. + E.C.	15	\$ 53.29	\$ 25.00	0.47	546.06	172.90	0.32	0.17	0.99	14	14	14	14	14	7,645	15,290	22,935	30,579
Nonresidential Equipment	Natural Gas Water Heater	13	\$ 46.25	\$ 15.00	0.32		116.49	0.55	0.37	0.97	1	1	1	1	1	-	-	-	-
Nonresidential Equipment	Metal Halide Pulse	15	\$ 111.48	\$ 30.00	0.27	349.44		5.11	3.74	0.75	32	32	32	32	32	11,182	22,364	33,546	44,728
Nonresidential Equipment	LED Exit Sign	11	\$ 68.22	\$ 40.00	0.59	175.20		6.24	2.58	0.77	8	8	8	8	8	1,402	2,803	4,205	5,606
Nonresidential Equipment	T-5 High Bay	15	\$ 179.16	\$ 69.00	0.39	467.38		6.14	3.78	0.75	4	4	4	4	4	1,870	3,739	5,609	7,478
Nonresidential Equipment	T-8	13	\$ 50.89	\$ 32.13	0.63	97.92		8.33	3.07	0.76	6	6	6	6	6	588	1,175	1,763	2,350
Nonresidential Equipment	T-8 High Bay	15	\$ 179.16	\$ 69.00	0.39	954.81		3.01	1.85	0.88	53	53	53	53	53	50,605	101,210	151,815	202,420
Small Commercial Audit	S.C. Audit	1	\$ 262.03	\$ 262.03	1.00			-	-	1.00	29	29	29	29	29	-	-	-	-
Small Commercial Audit	M.F. Audit	1	\$ 479.93	\$ 479.93	1.00			-	-	1.00	28	28	28	28	28	-	-	-	-
Small Commercial Audit	S.C. Faucet Aerator - Elec	10	\$ 3.03	\$ 3.03	1.00	139.67		0.09	-	1.00	5	5	5	5	5	698	1,397	2,095	2,793
Small Commercial Audit	S.C. Faucet Aerator - Gas	10	\$ 3.03	\$ 3.03	1.00		25.29	0.05	-	1.00	28	28	28	28	28	-	-	-	-
Small Commercial Audit	S.C. Kitchen Aerator - Elec	10	\$ 4.71	\$ 4.71	1.00	139.67		0.14	-	1.00	1	1	1	1	1	140	279	419	559
Small Commercial Audit	S.C. Kitchen Aerator - Gas	10	\$ 4.71	\$ 4.71	1.00		25.29	0.08	-	1.00	12	12	12	12	12	-	-	-	-
Small Commercial Audit	S.C. Pipe Insulation - Elec	13	\$ 5.30	\$ 5.30	1.00	111.85		0.77	-	1.00	2	2	2	2	2	224	447	671	895
Small Commercial Audit	S.C. Pipe Insulation - Gas	13	\$ 5.30	\$ 5.30	1.00		23.50	0.32	-	1.00	3	3	3	3	3	-	-	-	-
Small Commercial Audit	S.C. Showerhead - Gas	10	\$ 9.54	\$ 9.54	1.00		20.57	0.21	-	1.00	9	9	9	9	9	-	-	-	-
Small Commercial Audit	M.F. Faucet Aerator - Gas	10	\$ 3.03	\$ 3.03	1.00		2.07	0.22	-	1.00	571	571	571	571	571	-	-	-	-
Small Commercial Audit	M.F. Kitchen Aerator - Gas	10	\$ 4.71	\$ 4.71	1.00		2.07	0.35	-	1.00	403	403	403	403	403	-	-	-	-
Small Commercial Audit	M.F. Showerhead - Gas	10	\$ 14.56	\$ 14.56	1.00		14.82	0.64	-	1.00	474	474	474	474	474	-	-	-	-
Small Commercial Audit	LED Exit Sign	11	\$ 46.77	\$ 46.77	1.00	175.20		4.49	-	1.00	3	3	3	3	3	526	1,051	1,577	2,102
Custom	Boiler Stack Controls	20	\$ 7,197.00	\$ 1,900.00	0.26		1,068.00	9.14	6.72	0.66	0	0	0	0	0	-	-	-	-

Program	Measure	Effective Life	Average Customer Cost	Average Rebate	Rebate to Cost Ratio	kWh Per Unit Savings	Therm Per Unit Savings	Payback Without Incentive	Payback With Incentive	Payback to Cost Ratio	--- Participation Statistics ---					kWh Savings 2013	kWh Savings 2014	kWh Savings 2015	kWh Savings 2016
											2013	2014	2015	2016	2017				
Custom	Boiler Systems	20	\$ 22,000.00	\$ 9,800.00	0.45		5,922.00	5.02	2.78	0.86	1	1	1	1	1	-	-	-	-
Custom	EMS - Electric	11	\$ 15,500.00	\$ 8,100.00	0.52	58,180.00		3.84	1.83	0.83	0	0	0	0	0	19,199	38,399	57,598	76,798
Custom	Fryer	12	\$ 925.00	\$ 500.00	0.54		459.00	2.81	1.29	0.89	0	0	0	0	0	-	-	-	-
Custom	Heat Exchanger	25	\$ 100,000.00	\$ 15,000.00	0.15	115,800.00		13.84	11.77	0.53	0	0	0	0	0	38,214	76,428	114,642	152,856
Custom	Heat Recovery - Electric + Gas	15	\$ 50,800.00	\$ 16,500.00	0.32	(17,371.00)	12,800.00	6.01	4.06	0.73	0	0	0	0	0	(5,732)	(11,465)	(17,197)	(22,930)
Custom	In Floor Heating	15	\$ 70,000.00	\$ 16,500.00	0.24	17,890.00	7,654.00	10.54	8.05	0.46	0	0	0	0	0	5,904	11,807	17,711	23,615
Custom	Insulation - G.H. + E.C.	25	\$ 3,128.51	\$ 491.28	0.16	283.36	458.33	8.70	7.34	0.71	1	1	1	1	1	283	567	850	1,133
Custom	Windows - G.H. + E.C.	25	\$ 163.64	\$ 29.09	0.18	74.55	7.76	14.55	11.97	0.52	18	18	18	18	18	1,342	2,684	4,026	5,368
Residential Load Management	Residential Load Management	1		\$ 32.10	#DIV/0!	5.81		-	(64.76)	65.76	99	149	174	199	224	575	846	967	1,083

Program	Measure	kWh Savings 2017	Therm Savings 2013	Therm Savings 2014	Therm Savings 2015	Therm Savings 2016	Therm Savings 2017	Net System Benefits
Residential Equipment	CAC	40,435	-	-	-	-	-	\$ 8,321.95
Residential Equipment	Window Air Conditioner	819	-	-	-	-	-	\$ 236.63
Residential Equipment	Furnace Fan	82,084	-	-	-	-	-	\$ 8,445.88
Residential Equipment	ASHP	102,596	-	-	-	-	-	\$ 51,202.37
Residential Equipment	Thermostat - Gas Heat	-	8,902	17,880	26,910	36,017	45,174	\$ 473,853.90
Residential Equipment	Thermostat - G.H. + E.C.	7,524	478	980	1,481	1,982	2,483	\$ 34,448.61
Residential Equipment	Clothes Washer - E.H.+ E.D.	45,245	-	-	-	-	-	\$ 7,128.45
Residential Appliance Recycling	Refrigerator - 1st Unit	100,320	-	-	-	-	-	\$ 15,888.61
Residential Appliance Recycling	Refrigerator - 2nd Unit	25,080	-	-	-	-	-	\$ 4,353.20
Residential Appliance Recycling	Freezer - 1st Unit	14,656	-	-	-	-	-	\$ 1,994.32
Residential Appliance Recycling	Freezer - 2nd Unit	4,580	-	-	-	-	-	\$ 702.06
Residential Appliance Recycling	Window Air Conditioner	979	-	-	-	-	-	\$ 914.72
Residential Audit	S.F. Audit	-	-	-	-	-	-	\$ (315,683.63)
Residential Audit	M.F. Audit	-	-	-	-	-	-	\$ (35,028.83)
Residential Audit	S.F. Faucet Aerator - Elec	466	-	-	-	-	-	\$ 658.20
Residential Audit	S.F. Faucet Aerator - Gas	-	963	1,927	2,890	3,853	4,817	\$ 199,245.92
Residential Audit	S.F. Kitchen Aerator - Gas	-	402	804	1,205	1,607	2,009	\$ 82,660.02
Residential Audit	S.F. Showerheads - Elec	2,221	-	-	-	-	-	\$ 3,299.13
Residential Audit	S.F. Showerheads - Gas	-	3,904	7,807	11,711	15,615	19,519	\$ 838,562.09
Residential Audit	S.F. Pipe Insulation - Elec	693	-	-	-	-	-	\$ 383.27
Residential Audit	S.F. Pipe Insulation - Gas	-	1,082	2,163	3,245	4,326	5,408	\$ 22,201.91
Residential Audit	S.F. W.H. Blanket - Gas	-	347	693	1,040	1,386	1,733	\$ 6,481.45
Residential Audit	M.F. Faucet Aerator - Gas	-	114	228	342	455	569	\$ 24,297.03
Residential Audit	M.F. Kitchen Aerator - Gas	-	108	215	323	431	538	\$ 22,574.11
Residential Audit	M.F. Showerhead - Gas	-	934	1,867	2,801	3,735	4,668	\$ 139,900.19
Residential Audit	M.F. Pipe Insulation - Gas	-	28	56	83	111	139	\$ 570.91
Residential Audit	Thermostat - Gas Heat	-	2,302	4,604	6,907	9,209	11,511	\$ 91,749.05
Residential Audit	Thermostat - G.H. + E.C.	1,381	91	182	273	364	456	\$ 5,033.78
Residential Audit	Attic - Gas Heat	-	18,351	36,703	55,054	73,406	91,757	\$ 168,937.93
Residential Audit	Attic - Electric Heat	10,556	-	-	-	-	-	\$ 2,697.85
Residential Audit	Attic - G.H. + E.C.	922	184	369	553	737	922	\$ 2,024.16
Residential Audit	Wall - Gas Heat	-	9,400	18,800	28,200	37,601	47,001	\$ 260,180.34
Residential Audit	Wall - G.H. + E.C.	879	168	337	505	674	842	\$ 7,286.97
Residential Audit	R-B-J - Gas Heat	-	527	1,053	1,580	2,107	2,633	\$ 11,917.68
Nonresidential Equipment	VFD	330,191	-	-	-	-	-	\$ 196,787.21
Nonresidential Equipment	VFD - HVAC	259,492	-	-	-	-	-	\$ 109,610.52
Nonresidential Equipment	CAC Small	951	-	-	-	-	-	\$ 292.15
Nonresidential Equipment	CAC Large	2,165	-	-	-	-	-	\$ 3,068.08
Nonresidential Equipment	Window AC	1,272	-	-	-	-	-	\$ 1,712.61
Nonresidential Equipment	Furnace	-	8,752	17,505	26,257	35,010	43,762	\$ 115,688.89
Nonresidential Equipment	Boiler	-	13,346	26,691	40,037	53,382	66,728	\$ 491,669.22
Nonresidential Equipment	Thermostat - Gas Heat	-	2,912	5,825	8,737	11,650	14,562	\$ 167,137.39
Nonresidential Equipment	Thermostat - G.H. + E.C.	38,224	2,421	4,841	7,262	9,682	12,103	\$ 182,461.22
Nonresidential Equipment	Natural Gas Water Heater	-	116	233	349	466	582	\$ 3,085.22
Nonresidential Equipment	Metal Halide Pulse	55,910	-	-	-	-	-	\$ 27,334.97
Nonresidential Equipment	LED Exit Sign	7,008	-	-	-	-	-	\$ 1,824.47
Nonresidential Equipment	T-5 High Bay	9,348	-	-	-	-	-	\$ 4,046.61
Nonresidential Equipment	T-8	2,938	-	-	-	-	-	\$ 687.43
Nonresidential Equipment	T-8 High Bay	253,025	-	-	-	-	-	\$ 152,658.02
Small Commercial Audit	S.C. Audit	-	-	-	-	-	-	\$ (33,531.85)
Small Commercial Audit	M.F. Audit	-	-	-	-	-	-	\$ (61,300.46)
Small Commercial Audit	S.C. Faucet Aerator - Elec	3,492	-	-	-	-	-	\$ 6,120.66
Small Commercial Audit	S.C. Faucet Aerator - Gas	-	708	1,416	2,124	2,832	3,541	\$ 57,450.35
Small Commercial Audit	S.C. Kitchen Aerator - Elec	698	-	-	-	-	-	\$ 1,216.49
Small Commercial Audit	S.C. Kitchen Aerator - Gas	-	303	607	910	1,214	1,517	\$ 24,529.82
Small Commercial Audit	S.C. Pipe Insulation - Elec	1,119	-	-	-	-	-	\$ 721.23
Small Commercial Audit	S.C. Pipe Insulation - Gas	-	71	141	212	282	353	\$ 1,918.91
Small Commercial Audit	S.C. Showerhead - Gas	-	185	370	555	741	926	\$ 12,795.91
Small Commercial Audit	M.F. Faucet Aerator - Gas	-	1,182	2,364	3,546	4,728	5,910	\$ 252,247.37
Small Commercial Audit	M.F. Kitchen Aerator - Gas	-	834	1,668	2,503	3,337	4,171	\$ 174,949.37
Small Commercial Audit	M.F. Showerhead - Gas	-	7,025	14,049	21,074	28,099	35,123	\$ 322,092.99
Small Commercial Audit	LED Exit Sign	2,628	-	-	-	-	-	\$ 935.31
Custom	Boiler Stack Controls	-	352	705	1,057	1,410	1,762	\$ 4,512.47

Program	Measure	kWh Savings 2017	Therm Savings 2013	Therm Savings 2014	Therm Savings 2015	Therm Savings 2016	Therm Savings 2017	Net System Benefits
Custom	Boiler Systems	-	5,922	11,844	17,766	23,688	29,610	\$ 169,374.92
Custom	EMS - Electric	95,997	-	-	-	-	-	\$ 105,108.04
Custom	Fryer	-	151	303	454	606	757	\$ 2,681.92
Custom	Heat Exchanger	191,070	-	-	-	-	-	\$ 49,481.03
Custom	Heat Recovery - Electric + Gas	(28,662)	4,224	8,448	12,672	16,896	21,120	\$ 54,153.41
Custom	In Floor Heating	29,519	2,526	5,052	7,577	10,103	12,629	\$ 7,280.85
Custom	Insulation - G.H. + E.C.	1,417	458	917	1,375	1,833	2,292	\$ 14,149.76
Custom	Windows - G.H. + E.C.	6,710	140	279	419	559	698	\$ 12,887.17
Residential Load Management	Residential Load Management	1,192	-	-	-	-	-	\$ 95,199.64