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May 11, 2015

Via Hand Delivery

Ms. Lora Johnson
Clerk of Council
Council of the City of New Orleans
Room 1E09, City Hall
1300 Perdido Street
New Orleans, LA 70112

MAY 11 4 45 PM '15

Re: Filing of Entergy New Orleans, Inc.'s and Entergy Louisiana, LLC's Revised Energy Smart Budget for April 1, 2015 through March 31, 2017

Dear Ms. Johnson:

On December 29, 2014, Entergy New Orleans, Inc. and Entergy Louisiana, LLC (collectively, "Companies") filed with the New Orleans City Council ("Council") the Energy Smart Implementation Plan for April 1, 2015 through March 31, 2017. After receiving comments from intervenors, responsive comments from the Companies and comments from the Council's Advisors, the Council approved Resolution R-15-140 which directed the Companies to modify the budget for the aforementioned period. In compliance with Resolution R-15-140, the Companies submit the enclosed revised budget and corresponding forecasted goals. Should you have any questions regarding this filing, please contact my office at (504) 670-3680.

Sincerely,

Gary E. Huntley

cc: All Councilmembers
Council Utilities Regulatory Office
Clinton A. Vince, Esq
Presley Reed, Esq
Walter J. Wilkerson, Esq
Joseph A. Vumbaco, PE
Erroll Smith, CPA
Ken Pailet, CPA

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BY: LP

**ENERGY SMART
PROPOSED BUDGET FOR PROGRAM YEARS 5 AND 6**

In Resolution R-15-140, the New Orleans City Council requested that Entergy New Orleans, Inc. and Entergy Louisiana, LLC provide “a new proposal for individual program budgets that complies with both the Council’s total approved budgets of \$6,500,000 for Program Year 5 and \$7,800,000 for Program Year 6 and all changes ordered within this Resolution.” As a result, the previously proposed budgets listed in the December 29, 2015 filing were adjusted. The new proposed individual program budgets are listed below.

Entergy New Orleans, Inc. (“ENO”) Year 5:

ENO Residential, C&I Program Portfolio Budgets			
Year 5			
Residential Program	Incentives	Non-incentives	Total
HPWES	\$ 291,512	\$ 219,668	\$ 511,180
Consumer Products	\$ 241,491	\$ 180,015	\$ 421,506
Low Income Audit & Weatherization	\$ 320,349	\$ 364,414	\$ 684,763
NOLA Wise Schoolkits and Education	\$ 70,894	\$ 380,517	\$ 451,411
Residential Heating and Cooling	\$ 248,409	\$ 120,534	\$ 368,943
Small C&I	\$ 455,876	\$ 486,188	\$ 942,064
Large C&I	\$ 894,890	\$ 879,246	\$ 1,774,136
Behavioral Pilot			
Lost Contribution to Fixed Costs (“LCFC”)**			\$ 783,734
Utility Incentive at 100%			\$ 530,000
Total Budget			\$ 6,467,737
Council Approved Budget			\$ 6,500,000

*\$314,563 of EM&V is contained in the non-incentive numbers

**LCFC is based upon an adjusted gross margin of .0495

ENO Year 6:

ENO Residential, C&I Program Portfolio Budgets			
Year 6			
Residential Program	Incentives	Non-incentives	Total
HPwES	\$ 346,032	\$ 241,586	\$ 587,618
Consumer Products	\$ 249,353	\$ 197,974	\$ 447,327
Low Income Audit & Weatherization	\$ 361,252	\$ 400,467	\$ 761,719
NOLA Wise Schoolkits and Education	\$ 81,884	\$ 384,903	\$ 466,787
Residential Heating and Cooling	\$ 230,735	\$ 132,555	\$ 363,290
Small C&I	\$ 564,721	\$ 534,105	\$ 1,098,826
Large C&I	\$ 941,341	\$ 966,151	\$ 1,907,492
Behavioral Pilot		\$ 300,000	\$ 300,000
Direct Load Control Pilot		\$ 440,000	\$ 440,000
Lost Contribution to Fixed Costs**			\$ 887,882
Utility Incentive at 100%			\$ 530,000
Total Budget			\$ 7,790,941
Council Approved Budget			\$ 7,800,000

*\$343,802 of EM&V is contained in the non-incentive numbers

**LCFC is based upon an adjusted gross margin of .0495

Entergy Louisiana, LLC ("ELL Algiers") Year 5:

ELL Algiers Residential, C&I Program Portfolio Budgets			
Year 5			
Residential Program	Incentives	Non-incentives	Total
HPwES	\$ 23,806	\$ 20,064	\$ 43,870
Consumer Products	\$ 19,333	\$ 15,579	\$ 34,912
Low Income Audit & Weatherization	\$ 28,321	\$ 30,243	\$ 58,564
NOLA Wise Schoolkits and Education	\$ 6,433	\$ 79,530	\$ 85,963
Residential Heating and Cooling	\$ 22,315	\$ 10,436	\$ 32,751
Small C&I	\$ 41,913	\$ 43,548	\$ 85,461
Large C&I	\$ 75,883	\$ 77,220	\$ 153,103
Behavioral Pilot			
Lost Contribution to Fixed Costs**			\$ 64,355
Utility Incentive at 100%			\$ 49,000
Total Budget			\$ 607,979
Council Approved Budget			\$ 718,265

*\$30,199 of EM&V is contained in the non-incentive numbers

**LCFC is based upon an adjusted gross margin of .0466

ELL Algiers Year 6:

ELL Algiers Residential, C&I Program Portfolio Budgets			
Year 6			
Residential Program	Incentives	Non-incentives	Total
HPwES	\$ 26,795	\$ 20,064	\$ 46,859
Consumer Products	\$ 20,616	\$ 15,579	\$ 36,195
Low Income Audit & Weatherization	\$ 28,139	\$ 30,243	\$ 58,382
NOLA Wise Schoolkits and Education	\$ 6,293	\$ 79,530	\$ 85,823
Residential Heating and Cooling	\$ 17,824	\$ 10,436	\$ 28,260
Small C&I	\$ 43,078	\$ 43,548	\$ 86,626
Large C&I	\$ 75,116	\$ 77,220	\$ 152,336
Behavioral Pilot		\$ -	\$ -
Direct Load Control		\$ -	\$ -
Lost Contribution to Fixed Costs**			\$ 65,193
Utility Incentive at 100%			\$ 49,000
Total Budget			\$ 608,674
Council Approved Budget			\$ 718,265

*\$30,199 of EM&V is contained in the non-incentive numbers

**LCFC is based upon an adjusted gross margin of .0466

In conjunction with the revision to the individual program budgets, projected savings in kilowatt hours were also adjusted. Please see the attached "April 2015 – March 2017 Revised Energy Smart DSM Plan" for the updated projected savings.

CLEAResult

April 1, 2015- March 31, 2017 Revised Energy Smart DSM Plan

May 11, 2015

PREPARED BY

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Entergy New Orleans, Inc.

We change the way people use energy™

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Summary

Entergy New Orleans, Inc. (“ENO”) and Entergy Louisiana, LLC in Algiers (“ELL” or “ELL-Algiers”) (collectively, “the Companies”), have developed a revised two-year plan for the implementation of electric Demand Side Management (“DSM”) programs for the program years 2015 through 2016 based on the output of the most recent IRP process and public input received to date. Through this process, CLEAResult worked with the intent to review and adjust the original 2014 – 2017 Portfolio Plan and to deliver a revised plan that satisfies the DSM goals identified in the 2014 Integrated Resource Plan (IRP) and is representative of public input, while working within the framework for DSM program delivery established in the previously developed Council rules for DSM planning.¹ The following report briefly summarizes the modifications to the original ENO and ELL-Algiers portfolio of Residential and Non-Residential energy efficiency programs.

The Companies' revised portfolio includes both Residential and Commercial & Industrial programs targeting a total estimated annual gross savings of 17,214 MWh in year 5 at a cost of \$5,648,627. Two-year cumulative projected annual portfolio savings are 36,550 gross MWh with an overall two year cost of \$11,776,167.

RESIDENTIAL PROGRAMS

The revised portfolio will include the same residential program offerings that were included in the original Portfolio Plan with slight modifications to the budgets, savings and measures being offered. Based on information from IRP and input from the New Orleans City Council, a CFL/LED Direct Install Program has been added to the list of residential programs to continue on the successes that have been achieved during the initial phase of Energy Smart Programs. For a complete program summary of each of the existing programs please refer to the original Portfolio Plan filed in April 2013. Listed below are the residential programs being included in the revised portfolio plan.

- **Home Performance with ENERGY STAR:** Entergy New Orleans will continue to offer the HPwES program that is already being implemented. The program will continue to align with the Department of Energy (“DOE”) requirements and offer a whole home approach for single family unit customers. The program model acquires savings from measures that are directly installed, as well as deeper savings measures with longer measures lives yielding a more enduring energy savings within the service territory.
- **Consumer Products:** This retail channel program initiative includes specialty lighting and appliance measures for this plan cycle. Besides offering incentives for room air conditioners (“AC”), the program will add incentives for the most efficient ENERGY STAR-labeled refrigerators. The program will lay the foundation for developing retailer and manufacturer partnerships supporting the integration of additional measures during the next program cycle. As this program is being run at the same time as the CFL Direct Install Program, the retail channel will focus on specialty CFL and LED light bulbs.
- **Multi-Family Weatherization:** In the revised 2014 – 2015 Portfolio Plan, the weatherization for multi-family properties has been incorporated into the Low-Income Audit & Weatherization Program.
- **Low Income Audit & Weatherization:** Because this program has already proven successful through the Energy Smart Program, this will continue to be included in the revised portfolio plan. This income-qualified program targets a hard to reach segment of the market with significant weatherization of single family and multi-family units up to a maximum of \$3000 of incentives per unit. The Energy Smart Low Income Audit & Weatherization program directly manages the installation contractor and inspects nearly 100% of installed measures assuring high quality and customer satisfaction.
- **School Kits & Energy Education:** Energy Smart currently offers this program through a partnership with a local non-profit organization. The program will remain as a program offering in the revised portfolio plan. The program will continue to offer energy education and energy conservation kits to fifth through seventh grade classrooms in Orleans Parish schools. The program delivery model has proven to be successful. Savings will be claimed as measures are installed and self-reported by those students' families via an online system on the Energy Smart website.
- **Residential Heating & Cooling:** In 2014, Energy Smart implemented a high performance tune-up to support DSM industry best practices for delivery of tune-ups using an M&V approach to generate measured savings. It has already shown success in participation and energy savings. The program offering is beneficial because it combines the Tune-Up program with incentives to purchase high efficiency air conditioners. This program is included in the revised

¹ The 2014-2017 Portfolio Plan was included in the Companies' Supplemental Implementation and Cost Recovery plan filed on April 1, 2013. The Companies filed an Application for Approval of the Supplemental Implementation and Cost Recovery on December 29, 2014, and subsequently filed a corrected Application on January 5, 2015.

portfolio plan. The original plan incorporated high performance tune-ups for small commercial customers. This measure will continue to be offered in the revised portfolio plan.

- **CFL Direct Install:** This program is being incorporated into the revised portfolio plan based on feedback from the New Orleans City Council. The program was not included in the original portfolio plan filed in April 2013. The program targets the residential customer market segment by providing customer education and seeks to increase the market penetration of ENERGY STAR CFLs through the direct installation by local non-profit Green Light New Orleans.

COMMERCIAL PROGRAMS

The Commercial & Industrial Programs outlined in the original Portfolio Plan will continue to be offered in the revised portfolio plan with no modifications to the program design. Set forth below is a summary of the commercial programs being offered to this market segment.

- **Large Commercial & Industrial:** In the revised portfolio plan, the Large Commercial & Industrial program maintains some of the existing program design with facility audits and incentives for a suite of common energy efficiency measures, but has evolved into a more sophisticated offering with the addition of energy master planning and benchmarking, which helps to build the program infrastructure required for emerging behavioral modification strategies. It will also add custom incentives for large custom projects that do not participate through the traditional prescriptive path.
- **Small Commercial & Industrial:** The Small Commercial Solutions program will continue to offer facility audits and a suite of common energy efficiency measures, but adds two initiatives targeted at enhancing participation in key market segments and improving measure diversity achieved through the program by increasing the adoption of high performance tune-ups to enhance the HVAC program offerings. In addition, this more comprehensive program streamlines contractor participation through the use of field tools, and follows a more targeted market segmentation approach to specific market segment customer types.

Background

In April 2013, the Companies filed the original 2014 – 2017 Energy New Orleans Demand Side Management Portfolio Plan. The intent was to implement the new programs starting in January 2014 and ending in December 2017. Since the filing, Entergy New Orleans continued to offer the original Energy Smart Programs to its residential and small commercial programs until the new portfolio plan could be approved by the New Orleans City Council.

In 2014, Entergy New Orleans filed a new Integrated Resource Plan (“IRP”) to cover resource planning over the 2014 through 2017 timeframe. Among other analyses, the IRP included a revised assessment of the market’s achievable-potential for DSM programs across the planning horizon. The following revised DSM Plan is derived from the content of the 2014 IRP and represents the revised DSM portfolio for the program years 5 and 6. Furthermore, this plan takes into consideration any new baselines changes affecting the 2015 – 2016 Portfolio. Because the revised programs are expected to be implemented in both the ENO and ELL-Algiers territories, the programs themselves will continue to be identical.

The CLEARResult Team concentrated on the re-evaluation of the 2014 – 2017 Program Portfolio forecasts and design. This process takes into consideration the local and national implementation experience of the project team to establish participation estimates by measure. These estimates were used to calculate the proper incentive levels required to achieve appropriate program savings. The project team also evaluated under-represented market sectors and new service offerings that will advance market development. The analysis concluded with program, sector and portfolio level savings estimates and spending requirements.

The following table summarizes baseline changes which will affect the amount of savings realized.

	Measure	Current Baseline as of March 2013	Change Date	Baseline Change
Residential	Water heater 40 gal	0.92 EF	4/16/2015	0.95 EF
	Water heater 50 gal	0.90 EF	4/16/2015	0.95 EF

Commercial	Water heater 80 gal	0.86 EF	4/16/2015	1.97 EF
		EISA has rolling baseline changes:		
		100 W incandescent (already adjusted)	1/1/2012	72 W halogen
	Lighting: General Use Lamps	75 W incandescent (already adjusted)	1/1/2013	53 W halogen
		60 W incandescent	1/1/2014	43 W halogen
		40 W incandescent	1/1/2014	29 W halogen
	Room Air Conditioners	Varies by type - 9.8 EER for most common type	4/21/2014	10.9 CEER for most common type
	Linear Lighting (Existing only)	T12 baseline	1/1/2015	T12 with electronic ballast
	Central Air Conditioning (5 tons and under)	Efficiency Requirement: SEER 13	1/1/2015	SEER 14
	Air Source Heat Pump (5 tons and under)	Efficiency requirement: SEER 13, 7.7 HSPF	1/1/2015	SEER 14, 8.2 HSPF
	Ductless Heat Pump	Efficiency requirement: SEER 13, 7.7 HSPF	1/1/2015	SEER 14, 8.2 HSPF
		EISA has rolling baseline changes:		
		100 W incandescent (already adjusted)	1/1/2012	72 W halogen
	Lighting: General Use Lamps Screw-in & Hard Wired CFL and LED Lamps	75 W incandescent (already adjusted)	1/1/2013	53 W halogen
	60 W incandescent	1/1/2014	43 W halogen	
	40 W incandescent	1/1/2014	29 W halogen	
Linear Lighting: Higher Performance T8s (Existing only)	T12 baseline	1/1/2015	T12 with electronic ballast	
Central Air Conditioning (5 tons and under)	Efficiency Requirement: SEER 13	1/1/2015	SEER 14	
Air Source Heat Pump (5 tons and under)	Efficiency requirement: SEER 13, 7.7 HSPF	1/1/2015	SEER 14, 8.2 HSPF	

DSM Portfolio – REVISED

PORTFOLIO BUDGETS & SAVINGS

The CLEARResult Project Team developed the revised Portfolio Plan through a critical analysis including the performance of the existing portfolio of programs and the evaluation of the recently implemented programs offered on a statewide basis. CLEARResult also evaluated the most recent Entergy New Orleans IRP to insure that new portfolio is appropriately aggressive and targets a diverse set of customer end-uses and markets, while also encouraging Orleans Parish residents to install emerging technologies. The following sections provide an overview of the revised Program Portfolio metrics as a whole and within each sector, as well as the overarching sector strategies.

Energy Smart New Orleans

DSM Portfolio Budgets								
Sector	Year 5				Year 6			
	Implementation	Incentives	EM&V	Total	Implementation	Incentives	EM&V	Total
Residential	\$1,166,061	\$1,172,655	\$99,087	\$2,437,804	\$1,249,188	\$1,269,257	\$108,298	\$2,626,742
C&I	\$1,149,958	\$1,350,766	\$215,476	\$2,716,199	\$1,264,752	\$1,506,061	\$235,504	\$3,006,317
Total	\$2,316,019	\$2,523,421	\$314,563	\$5,154,003	\$2,513,939	\$2,775,318	\$343,802	\$5,633,059

DSM Portfolio Savings						
Sector	Year 5			Year 6		
	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Residential	9,220	4,579	1.4	9,780	5,127	1.6
C&I	70	11,254	2.2	73	12,810	2.5
Total	9,290	15,833	3.7	9,853	17,937	4.1

Energy Smart Algiers

DSM Portfolio Budgets								
Sector	Year 5				Year 6			
	Implementation	Incentives	EM&V	Total	Implementation	Incentives	EM&V	Total
Residential	\$145,283	\$100,207	\$10,570	\$256,060	\$145,283	\$99,667	\$10,570	\$255,519
C&I	\$101,139	\$117,796	\$19,629	\$238,564	\$101,139	\$118,194	\$19,629	\$238,962
Total	\$246,422	\$218,003	\$30,199	\$494,624	\$246,422	\$217,861	\$30,199	\$494,481

DSM Portfolio Savings						
Sector	Year 5			Year 6		
	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Residential	779	397	0.1	782	395	0.1
C&I	6	984	0.2	6	1,004	0.2

Total	785	1,381	0.3	788	1,399	0.3
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DSM PORTFOLIO NET BENEFITS AND COST EFFECTIVENESS ANALYSIS

The revised program designs were loaded into portfolio screening model, and screened for cost-effectiveness. The portfolio screening model takes into consideration savings and costs over the lifetime of each measure, the costs associated with delivering the programs, as well as economic factors, and avoided costs of energy and demand. The table below summarizes the cost effectiveness results for both the Total Resource Cost test (TRC) and the Utility Cost test (UCT), sometimes referred to as the Program Administrator Cost test (PACT).

Program	TRC Benefits (\$)	TRC Ratio	UCT Ratio
Home Performance with Energy Star	\$1,117,943	1.06	0.94
Consumer Products POS	\$1,051,953	1.14	1.12
Low Income Audit & Wx	\$793,824	0.55	0.51
School Kits & Education	\$222,508	0.23	0.20
Res Heating & Cooling	\$1,040,312	1.12	1.31
Small C&I	\$4,299,938	1.57	1.94
Large C&I	\$7,764,807	1.05	1.95
Total Portfolio	\$16,291,285	1.05	1.38

The total TRC benefits derived from the programs over the two-year implementation are approximately \$16.3 million. The table shows that the programs, in the aggregate, are cost effective, with a portfolio level TRC benefit-cost ratio of 1.05 and a UCT benefit-cost ratio of 1.38. If the programs that are not required to pass TRC, School Kits and Education, and Low Income Audit and Weatherization, are removed from the portfolio, the TRC ratio jumps to 1.18, and the UCT rises to 1.67.

The benefit categories in the TRC test include the value of energy savings, electric system benefits, and other measurable benefits (for example, participant resource benefits, participant non-resource benefits, and benefits due to measurable market effects). The screening tool relies on the most recent avoided costs provided by Entergy New Orleans in the 2012 IRP. Costs included in the TRC test include all Program Administrator costs and program participant costs. Program Administrator costs include program implementation expenses, evaluation costs, any proposed performance incentives, and the tax liability for performance incentives. The tool calculates a present value of the sum total of all costs and benefits.

RESIDENTIAL PROGRAM PORTFOLIO - REVISED

The overall approach driving this revised DSM plan was to retain the aspects of the original Portfolio Plan filed in April 2013 that have or are likely to generate cost-effective savings while achieving their strategic objectives within the portfolio, and then to modify the remainder of the program to best achieve Energy Smart goals and objectives. Some of the Residential programs have been re-evaluated to better suit their respective market channels. Some of the aspects incorporated in the original plan are still beneficial to incorporate in the revised residential program. For example, the Residential Heating & Cooling program combined A/C tune-ups with unit replacements. The Consumer Products offering which combines Room A/C units and lighting products delivers a cost-effective option for delivery savings through retail channels. The program develops retail and manufacturer partnerships streamlining the delivery of these products. CLEAResult will continue to monitor/evaluate the cost-effectiveness of learning thermostats to determine whether it is a feasible measure to include in the Consumer Product offering.

Because of the widespread success of the Energy Smart CFL Direct Install Program, CLEAResult has included a revised CFL Direct Install Program in the portfolio plan. LEDs may be included in this program if the per unit cost for bulbs meets cost effectiveness requirements

Energy Smart New Orleans

Residential Program	Residential Portfolio Budgets					
	Year 5			Year 6		
	Incentives	Non-Incentives	Total	Incentives	Non-Incentives	Total
Home Performance with Energy Star	\$291,512	\$219,668	\$511,180	\$346,032	\$241,586	\$587,618
Consumer Products POS	\$241,491	\$180,015	\$421,506	\$249,353	\$197,974	\$447,327
Low Income Audit & Wx	\$320,349	\$364,414	\$684,763	\$361,252	\$400,467	\$761,719
School Kits & Education	\$70,894	\$380,517	\$451,411	\$81,884	\$384,903	\$466,787
Res Heating & Cooling	\$248,409	\$120,534	\$368,943	\$230,735	\$132,555	\$363,290
Total	\$1,172,655	\$1,265,148	\$2,437,804	\$1,269,257	\$1,357,485	\$2,626,742

Residential Program	Residential Portfolio Savings					
	Year 5			Year 6		
	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Home Performance with Energy Star	858	733	0.3	934	959	0.3
Consumer Products POS	4,484	943	0.3	4,371	1,032	0.3
Low Income Audit & Wx	560	519	0.2	635	586	0.2
School Kits & Education	3,190	927	0.1	3,683	1,071	0.1
Res Heating & Cooling	128	1,458	0.6	157	1,479	0.6
Total	9,220	4,579	1.4	9,780	5,127	1.6

Energy Smart Algiers

Residential Program	Residential Portfolio Budgets					
	Year 5			Year 6		
	Incentives	Non-Incentives	Total	Incentives	Non-Incentives	Total
Home Performance with Energy Star	\$23,806	\$20,064	\$43,870	\$26,795	\$20,064	\$46,859
Consumer Products POS	\$19,333	\$15,579	\$34,912	\$20,616	\$15,579	\$36,195
Low Income Audit & Wx	\$28,321	\$30,243	\$58,564	\$28,139	\$30,243	\$58,382
School Kits & Education	\$6,433	\$79,530	\$85,963	\$6,293	\$79,530	\$85,823
Res Heating & Cooling	\$22,315	\$10,436	\$32,751	\$17,824	\$10,436	\$28,260
Total	\$100,207	\$155,852	\$256,060	\$99,667	\$155,852	\$255,519

Residential Program	Residential Portfolio Savings					
	Year 5			Year 6		
	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Home Performance with Energy Star	70	60	0.02	76	67	0.02
Consumer Products POS	358	75	0.02	362	85	0.03
Low Income Audit & Wx	50	46	0.02	49	46	0.02
School Kits & Education	289	84	0.01	283	82	0.01
Res Heating & Cooling	12	131	0.05	12	114	0.05
Total	779	397	0.1	782	395	0.1

While the ELL Algiers Energy Smart programs will have their own budget and separate reporting, the programs offered in Algiers will mirror those offered in ENO's territory.

COMMERCIAL AND INDUSTRIAL PROGRAMS - REVISED

The revised commercial and industrial program portfolio will employ a comprehensive approach to program delivery by providing a suite of program offerings with targeted services and measures to address different aspects of a customer's energy requirements. CLEARResult has incorporated initiatives outlined in the original 2014 through 2017 program portfolio to stimulate activity in markets that are currently underserved by existing programs or represent sectors of vital interest to the New Orleans culture and economy. The program includes opportunities for schools, small hospitality, and industrial sectors to participate, which improves the measure diversity achieved by the programs. Other improvements previously recommended are to streamline program participation through the use of field tools; offer larger incentives for non-lighting measures in order to increase measure diversity; offer enhanced program services for Large C&I customers to identify and achieve savings; and target program services for specific market sectors.

For the revised program portfolio, CLEAResult recommends C&I sector continue to be served through two umbrella programs; Small Commercial Solutions for customers under 100 kW, and Large Commercial Solutions for customers 100 kW and over. This approach reduces confusion in the market while still offering relevant messaging to each market segment. In addition, establishing the programs as overarching umbrellas, under which the individual initiatives are implemented helps keep the programs flexible and able to target specific customer segments as the program learns more about the needs of specific market segments. Under each umbrella program there will be targeted initiatives that together will enhance participation in key customer segments.

Energy Smart New Orleans

C&I Portfolio Budgets						
C&I Program	Year 5			Year 6		
	Incentives	Non-Incentives	Total	Incentives	Non-Incentives	Total
Small C&I	\$455,876	\$486,188	\$942,064	\$564,721	\$534,105	\$1,098,826
Large C&I	\$894,890	\$879,246	\$1,774,136	\$941,341	\$966,151	\$1,907,492
Total	\$1,350,766	\$1,365,433	\$2,716,199	\$1,506,061	\$1,500,256	\$3,006,317

C&I Portfolio Savings						
Program	Participation	Year 5		Year 6		
		Gross Energy Savings (MWh)	Gross Demand Savings (MW)	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I	37	3,692	0.9	44	4,488	1.2
Large C&I	33	7,562	1.3	29	8,323	1.3
Total	70	11,254	2.2	73	12,810	2.5

Energy Smart Algiers

C&I Portfolio Budgets						
C&I Program	Year 5			Year 6		
	Incentives	Non-Incentives	Total	Incentives	Non-Incentives	Total
Small C&I	\$41,913	\$43,548	\$85,461	\$43,078	\$43,548	\$86,626
Large C&I	\$75,883	\$77,220	\$153,103	\$75,116	\$77,220	\$152,336
Total	\$117,796	\$120,768	\$238,564	\$118,194	\$120,768	\$238,962

C&I Portfolio Savings						
Year 5				Year 6		
Program	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I	3	340	0.1	3	342	0.1
Large C&I	3	645	0.1	2	662	0.1
Total	6	984	0.2	6	1,004	0.2

As originally proposed, the Small Commercial Solutions program will continue to offer facility audits and a suite of common energy efficiency measures. The program will incorporate two specific initiatives that will improve measure diversity achieved through the program. The first initiative is to increase the adoption of HVAC efficiency measures for small commercial customers by offering high performance A/C tune ups combined with high efficiency A/C rebates. Offering these combined options will enhance participation from contractors and customers increasing the effectiveness of the program. The second modification is to incorporate a direct install model that engages contractors to deliver measures into customer facilities through the use of field tools that greatly streamline and simplify program participation while also improving data collection and data accuracy. This will improve program retention rates, helping contractors close and complete more projects.

EM&V BUDGET

The budgets outlined above continue to include an allocation toward EM&V, which totals roughly 6.5% of the annual portfolio budget as required by the Council.

BUDGET FLEXIBILITY

The Companies' experience has shown that program implementation often occurs at different rates for different programs, and that these implementation rates can vary significantly from predictions in program applications that formed the basis for program approval. For that reason, it is important that there continue to be budget flexibility within each rate class.

APPENDICES

Appendix: Revised Detailed Measure List

Program	Measure Name	#	Savings Character			Cost Character	
			EUL (yr.)	Energy Savings on peak (kWh)	Demand Savings (kW)	Incentive (\$/unit)	Equipment Cost (\$/unit)
Consumer Products POS	Advanced Power Strip	72	10	4,437	0.6	\$594	\$515

Consumer Products POS	CFL 10W	12,168	6	64,942	13.0	\$7,876	\$9,498
Consumer Products POS	CFL 13W	4,866	6	41,556	10.4	\$3,150	\$3,798
Consumer Products POS	CFL 18W	3,252	6	33,859	7.1	\$2,131	\$3,185
Consumer Products POS	CFL 23W	-	6	-	-	\$0	\$0
Consumer Products POS	LED 10W Downlights	10,995	20	199,921	42.4	\$51,029	\$35,441
Consumer Products POS	LED 12W Downlights	10,080	20	212,456	44.7	\$46,823	\$43,609
Consumer Products POS	LED 12W Downlights - outdoors	81	20	3,009	-	\$375	\$345
Consumer Products POS	LED 13W A-lamp	3,586	20	46,949	9.8	\$12,668	\$13,351
Consumer Products POS	LED 14W Downlights	4,801	20	122,129	26.5	\$22,264	\$27,612
Consumer Products POS	LED 18W A-lamp	3,416	20	61,470	13.0	\$12,060	\$24,215
Consumer Products POS	LED 7W A-lamp	4,309	20	30,930	7.1	\$15,206	\$9,279
Consumer Products POS	LED 8W Downlights	7,332	20	88,882	20.2	\$33,946	\$39,391
Consumer Products POS	LED 9W A-lamp	3,932	20	44,969	8.6	\$13,871	\$11,135

Consumer Products POS	Refrigerator - Energy Star Most Efficient	163	14	15,549	2.1	\$2,666	\$3,465
Consumer Products POS	Room Air Conditioners	1,790	9	112,392	124.1	\$43,979	\$31,763
Home Performance with Energy Star	Advanced Power Strip	549	10	35,596	4.4	\$9,535	\$7,628
Home Performance with Energy Star	Air Sealing (1000 CFM50 reduction)	496	33	106,890	70.9	\$68,167	\$54,533
Home Performance with Energy Star	Air Sealing (1000 CFM50 reduction)	496	33	106,890	70.9	\$68,167	\$54,533
Home Performance with Energy Star	Air Sealing (1000 CFM50 reduction)	496	33	106,890	70.9	\$68,167	\$54,533
Home Performance with Energy Star	Audit	651	-	-	-	\$53,240	\$0
Home Performance with Energy Star	Ceiling Insulation R00-04 to R30	122	60	95,480	50.6	\$19,912	\$15,929
Home Performance with Energy Star	Ceiling Insulation R00-04 to R30	122	60	95,480	50.6	\$19,912	\$15,929
Home Performance with Energy Star	Ceiling Insulation R00-04 to R30	122	60	95,480	50.6	\$19,912	\$15,929
Home Performance with Energy Star	Ceiling Insulation R05-08 to R30	121	60	46,820	24.3	\$13,124	\$10,499
Home Performance with Energy Star	Ceiling Insulation R05-08 to R30	121	60	46,820	24.3	\$13,124	\$10,499
Home Performance with Energy Star	Ceiling Insulation R05-08 to R30	121	60	46,820	24.3	\$13,124	\$10,499

Home Performance with Energy Star	Ceiling Insulation R09-14 to R30	81	60	16,583	8.5	\$8,865	\$7,092
Home Performance with Energy Star	Ceiling Insulation R09-14 to R30	81	60	16,583	8.5	\$8,865	\$7,092
Home Performance with Energy Star	Ceiling Insulation R09-14 to R30	81	60	16,583	8.5	\$8,865	\$7,092
Home Performance with Energy Star	Ceiling Insulation R15-22 to R30	88	60	7,454	4.5	\$8,376	\$6,701
Home Performance with Energy Star	Ceiling Insulation R15-22 to R30	88	60	7,454	4.5	\$8,376	\$6,701
Home Performance with Energy Star	Ceiling Insulation R15-22 to R30	88	60	7,454	4.5	\$8,376	\$6,701
Home Performance with Energy Star	CFL 13W	7,774	6	76,026	16.9	\$16,895	\$7,603
Home Performance with Energy Star	Duct Sealing	254	54	175,533	43.9	\$45,720	\$36,576
Home Performance with Energy Star	Duct Sealing	254	54	175,533	43.9	\$45,720	\$36,576
Home Performance with Energy Star	Duct Sealing	254	54	175,533	43.9	\$45,720	\$36,576
Home Performance with Energy Star	Faucet Aerator 1.5 GPM	648	10	10,199	1.1	\$1,758	\$1,407
Home Performance with Energy Star	Floor Insulation to R19	81	60	13,725	9.4	\$8,856	\$7,084
Home Performance with Energy Star	Floor Insulation to R19	81	60	13,725	9.4	\$8,856	\$7,084

Home Performance with Energy Star	Floor Insulation to R19	81	60	13,725	9.4	\$8,856	\$7,084
Home Performance with Energy Star	Heat Pump Water Heater (2.2 EF)	162	10	144,695	21.1	\$52,744	\$42,196
Home Performance with Energy Star	LED 12W Downlights - outdoors	2	20	61	-	\$7	\$14
Home Performance with Energy Star	LED 9W	2,591	20	29,515	5.6	\$11,244	\$8,995
Home Performance with Energy Star	Low Flow Showerhead (1.75 GPM)	81	10	8,168	0.8	\$439	\$351
Home Performance with Energy Star	Pipe Insulation	364	13	2,767	-	\$2,964	\$2,371
Home Performance with Energy Star	Pool Pump, ENERGY STAR	16	10	18,716	2.9	\$3,513	\$2,811
Home Performance with Energy Star	Radiant Barrier	5	75	1,253	1.3	\$531	\$425
Home Performance with Energy Star	Radiant Barrier	5	75	1,253	1.3	\$531	\$425
Home Performance with Energy Star	Radiant Barrier	5	75	1,253	1.3	\$531	\$425
Home Performance with Energy Star	Solar Screens (E or W 15 sf window)	165	30	5,916	3.3	\$1,340	\$1,072
Home Performance with Energy Star	Solar Screens (E or W 15 sf window)	165	30	5,916	3.3	\$1,340	\$1,072
Home Performance with Energy Star	Solar Screens (E or W 15 sf window)	165	30	5,916	3.3	\$1,340	\$1,072

Home Performance with Energy Star	Wall Insulation	81	60	55,175	29.8	\$11,056	\$8,845
Home Performance with Energy Star	Wall Insulation	81	60	55,175	29.8	\$11,056	\$8,845
Home Performance with Energy Star	Wall Insulation	81	60	55,175	29.8	\$11,056	\$8,845
Home Performance with Energy Star	Water Heater Insulation (R-6.7 or higher)	2	13	92	0.0	\$44	\$35
Large C&I	Anti Sweat Heater Controls	37	12	53,692	0.9	\$8,591	\$15,750
Large C&I	Centrifugal Chiller (0.51 kW/ton, 500 tons)	23	23	639,667	156.0	\$102,347	\$866,422
Large C&I	Custom - Compressed Air Projects	2	9	525,703	61.6	\$53,523	\$75,969
Large C&I	Custom - General Heat/Cool	2	19	305,375	18.1	\$49,026	\$101,596
Large C&I	Custom - General non-Heat/Cool	2	5	125,918	14.6	\$14,802	\$20,545
Large C&I	Custom - Industrial Process Improvement	2	6	116,507	10.9	\$10,278	\$19,218
Large C&I	Custom - VFD (Commercial)	2	15	44,525	5.5	\$3,142	\$4,105
Large C&I	Custom - VFD (Industrial, motor<250 HP)	2	15	169,968	21.3	\$20,730	\$36,340
Large C&I	Custom - VFD (Industrial, motor>250 HP)	2	15	1,778,847	203.7	\$325,450	\$483,888

Large C&I	Custom Lighting	11	10	1,030,613	175.8	\$103,061	\$488,107
Large C&I	Dual-Sided LED Exit Signs	323	15	21,379	5.6	\$2,729	\$8,343
Large C&I	Evaporator Fan Controller	44	16	12,248	1.4	\$1,877	\$3,041
Large C&I	Faucet Aerator 1.5 GPM	70	10	13,302	3.7	\$299	\$299
Large C&I	HE HVAC Equipment	3	15	9,858	4.8	\$952	\$4,371
Large C&I	Hi Bay T5HO	242	16	90,196	23.5	\$6,517	\$31,803
Large C&I	LED 18W linear replacing T12	81	15	3,996	1.3	\$434	\$1,529
Large C&I	LED Downlight	747	15	122,951	24.0	\$14,818	\$24,030
Large C&I	LED Exterior Lighting	35	15	31,417	-	\$3,106	\$9,955
Large C&I	LED Screw-in	6,463	9	482,831	138.9	\$93,787	\$83,367
Large C&I	LED Traffic Lights	323	10	92,823	22.3	\$9,282	\$8,328
Large C&I	Lighting Controls	137	8	31,409	6.6	\$1,548	\$5,368
Large C&I	Low flow showerhead	11	10	759	0.2	\$121	\$97

Large C&I	Packaged Heat Pump/AC	291	10	192,662	106.2	\$41,593	\$101,046
Large C&I	PC Power Management	2,076	4	375,264	-	\$12,026	\$13,363
Large C&I	Pre Rinse Spray Valve	61	5	106,676	17.1	\$1,712	\$1,370
Large C&I	Process Improvements	4	9	324,299	37.1	\$4,864	\$31,133
Large C&I	RCx	12	9	960,896	110.5	\$14,413	\$92,246
Large C&I	Server Virtualization	-	4	-	-	\$0	\$0
Large C&I	T12 Upgrade to HP T8	2,675	15	68,793	17.9	\$13,759	\$20,913
Large C&I	T12 Upgrade to HP T8s and delamp	5,651	15	799,923	206.0	\$60,600	\$92,112
Large C&I	T8 Upgrade to HP T8	5,651	15	30,277	9.1	\$15,138	\$46,020
Low Income Audit & Wx	Air Sealing (1000 CFM50 reduction)	161	33	36,903	22.5	\$23,778	\$19,023
Low Income Audit & Wx	Air Sealing (1000 CFM50 reduction)	161	33	36,903	22.5	\$23,778	\$19,023
Low Income Audit & Wx	Air Sealing (1000 CFM50 reduction)	161	33	36,903	22.5	\$23,778	\$19,023
Low Income Audit & Wx	Audit	161	-	-	-	\$25,937	\$14,174

Low Income Audit & Wx	Celing Insulation R00-04 to R30	96	120	68,671	29.7	\$25,764	\$20,611
Low Income Audit & Wx	Celing Insulation R00-04 to R30	96	120	68,671	29.7	\$25,764	\$20,611
Low Income Audit & Wx	Celing Insulation R00-04 to R30	96	120	68,671	29.7	\$25,764	\$20,611
Low Income Audit & Wx	Celing Insulation R05-08 to R30	48	120	25,927	9.6	\$13,482	\$10,786
Low Income Audit & Wx	Celing Insulation R05-08 to R30	48	120	25,927	9.6	\$13,482	\$10,786
Low Income Audit & Wx	Celing Insulation R05-08 to R30	48	120	25,927	9.6	\$13,482	\$10,786
Low Income Audit & Wx	Celing Insulation R09-14 to R30	48	120	13,507	5.0	\$11,666	\$9,333
Low Income Audit & Wx	Celing Insulation R09-14 to R30	48	120	13,507	5.0	\$11,666	\$9,333
Low Income Audit & Wx	Celing Insulation R09-14 to R30	48	120	13,507	5.0	\$11,666	\$9,333
Low Income Audit & Wx	Celing Insulation R15-22 to R30	72	120	6,186	3.0	\$11,763	\$9,411
Low Income Audit & Wx	Celing Insulation R15-22 to R30	72	120	6,186	3.0	\$11,763	\$9,411
Low Income Audit & Wx	Celing Insulation R15-22 to R30	72	120	6,186	3.0	\$11,763	\$9,411
Low Income Audit & Wx	CFL 13W	2,594	12	24,924	5.5	\$5,539	\$3,116

Low Income Audit & Wx	Duct Sealing	401	108	208,489	57.7	\$105,014	\$84,011
Low Income Audit & Wx	Duct Sealing	401	108	208,489	57.7	\$105,014	\$84,011
Low Income Audit & Wx	Duct Sealing	401	108	208,489	57.7	\$105,014	\$84,011
Low Income Audit & Wx	Faucet Aerator 1.5 GPM	113	10	1,753	0.2	\$302	\$302
Low Income Audit & Wx	Floor Insulation to R19	24	60	-	2.8	\$6,477	\$5,181
Low Income Audit & Wx	Floor Insulation to R19	24	60	-	2.8	\$6,477	\$5,181
Low Income Audit & Wx	Floor Insulation to R19	24	60	-	2.8	\$6,477	\$5,181
Low Income Audit & Wx	LED 9W	2,594	40	29,062	5.5	\$6,920	\$6,920
Low Income Audit & Wx	Low Flow Showerhead	57	10	5,621	0.6	\$302	\$242
Low Income Audit & Wx	Pipe Insulation	57	13	423	-	\$453	\$363
Low Income Audit & Wx	Radiant Barrier	-	75	-	-	\$0	\$0
Low Income Audit & Wx	Radiant Barrier	-	75	-	-	\$0	\$0
Low Income Audit & Wx	Radiant Barrier	-	75	-	-	\$0	\$0

Low Income Audit & Wx	Room A/C	32	9	2,072	2.3	\$863	\$4,317
Low Income Audit & Wx	Wall Insulation	24	60	3,134	8.7	\$15,542	\$12,434
Low Income Audit & Wx	Wall Insulation	24	60	3,134	8.7	\$15,542	\$12,434
Low Income Audit & Wx	Wall Insulation	24	60	3,134	8.7	\$15,542	\$12,434
Low Income Audit & Wx	Advanced Power Strip	2	10	97	0.0	\$26	\$21
Low Income Audit & Wx	Air Sealing (500 CFM50 reduction)	959	33	69,486	66.6	\$102,496	\$81,997
Low Income Audit & Wx	Air Sealing (500 CFM50 reduction)	959	33	69,486	66.6	\$102,496	\$81,997
Low Income Audit & Wx	Air Sealing (500 CFM50 reduction)	959	33	69,486	66.6	\$102,496	\$81,997
Low Income Audit & Wx	Beverage Machine Controls	5	15	2,661	0.1	\$533	\$426
Low Income Audit & Wx	Beverage Machine Controls	5	15	2,661	0.1	\$533	\$426
Low Income Audit & Wx	Beverage Machine Controls	5	15	2,661	0.1	\$533	\$426
Low Income Audit & Wx	Celing Insulation R00-04 to R30	96	120	68,671	29.7	\$25,764	\$20,611
Low Income Audit & Wx	Celing Insulation R00-04 to R30	96	120	68,671	29.7	\$25,764	\$20,611

Low Income Audit & Wx	Celing Insulation R00-04 to R30	96	120	68,671	29.7	\$25,764	\$20,611
Low Income Audit & Wx	Celing Insulation R05-08 to R30	48	120	25,927	9.6	\$13,482	\$10,786
Low Income Audit & Wx	Celing Insulation R05-08 to R30	48	120	25,927	9.6	\$13,482	\$10,786
Low Income Audit & Wx	Celing Insulation R05-08 to R30	48	120	25,927	9.6	\$13,482	\$10,786
Low Income Audit & Wx	Celing Insulation R09-14 to R30	48	120	13,507	5.0	\$11,666	\$9,333
Low Income Audit & Wx	Celing Insulation R09-14 to R30	48	120	13,507	5.0	\$11,666	\$9,333
Low Income Audit & Wx	Celing Insulation R09-14 to R30	48	120	13,507	5.0	\$11,666	\$9,333
Low Income Audit & Wx	Celing Insulation R15-22 to R30	72	120	6,186	3.0	\$11,763	\$9,411
Low Income Audit & Wx	Celing Insulation R15-22 to R30	72	120	6,186	3.0	\$11,763	\$9,411
Low Income Audit & Wx	Celing Insulation R15-22 to R30	72	120	6,186	3.0	\$11,763	\$9,411
Low Income Audit & Wx	CFL 13W	2,594	12	24,924	5.5	\$5,539	\$3,116
Low Income Audit & Wx	Daylight Sensor Controls (\$0.09 per sq ft)	-	-	-	-	\$0	\$0
Low Income Audit & Wx	Duct Sealing	401	108	208,489	57.7	\$105,014	\$84,011
Low Income Audit & Wx	Duct Sealing	401	108	208,489	57.7	\$105,014	\$84,011
Low Income Audit & Wx	Duct Sealing	401	108	208,489	57.7	\$105,014	\$84,011

Low Income Audit & Wx	exterior lighting (70HPS down to 26W LED)	-	22	-	-	\$0	\$0
Low Income Audit & Wx	Faucet Aerator, 1.5GPM, in unit	1,406	10	21,748	2.2	\$3,750	\$3,000
Low Income Audit & Wx	LED 9W	2,594	40	29,062	5.5	\$6,920	\$6,920
Low Income Audit & Wx	LED Exit Sign	-	15	-	-	\$0	\$0
Low Income Audit & Wx	Low Flow Showerhead, 1.75 GPM, in unit	703	10	69,737	7.1	\$3,749	\$2,999
Low Income Audit & Wx	Occupancy Sensors under 500 W	-	-	-	-	\$0	\$0
Low Income Audit & Wx	t12 4' 2 Lamp retrofit to t8 4' 2 lamp with ballast	-	15	-	-	\$0	\$0
Low Income Audit & Wx	t12 4' 4 Lamp retrofit to t8 4' 3 lamp with ballast	-	15	-	-	\$0	\$0
New Homes	AC 15 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	AC 16 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	AC 17 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	AC 18 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	Ductless Heat Pump (18 SEER/9 HSPF)	-	15	-	-	\$0	\$0
New Homes	ENERGY STAR v3 - prescriptive path gas heat/central AC	-	22	-	-	\$0	\$0
New Homes	Energy Star Windows	-	20	-	-	\$0	\$0

New Homes	HERS Target 55 - gas heat/central AC	-	22	-	-	\$0	\$0
New Homes	HERS Target 70 - gas heat/central AC	-	22	-	-	\$0	\$0
New Homes	HP 15 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	HP 16 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	HP 17 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	HP 18 SEER, ROB	-	15	-	-	\$0	\$0
New Homes	Lighting - 100% efficient lighting	-	6	-	-	\$0	\$0
New Homes	Radiant Barrier - for non E*Homes	-	22	-	-	\$0	\$0
New Homes	Whole Home Design - HERS 55 (with ASHP)	-	22	-	-	\$0	\$0
Res Heating & Cooling	AC 15 SEER, ROB	202	15	113,361	28.7	\$31,302	\$44,700
Res Heating & Cooling	AC 16 SEER, ROB	283	15	189,464	56.1	\$52,241	\$105,277
Res Heating & Cooling	AC 17 SEER, ROB	16	15	15,789	4.4	\$3,631	\$8,485
Res Heating & Cooling	AC 18 SEER, ROB	8	15	8,545	2.3	\$2,069	\$5,472
Res Heating & Cooling	CoolSaver modeled tune-up, MF	81	5	29,301	14.1	\$4,303	\$3,915
Res Heating & Cooling	CoolSaver modeled tune-up, Res bldg	1,178	5	783,156	309.2	\$109,994	\$100,094

Res Heating & Cooling	Coolsaver modeled tune-up, school	162	5	78,477	56.4	\$15,042	\$13,688
Res Heating & Cooling	CoolSaver modeled tune-up, small comm bldg	323	5	321,116	141.0	\$30,083	\$27,376
Res Heating & Cooling	DHP (18 SEER, 9 HSPF) in 800 sf Addition	5	15	2,653	0.5	\$773	\$1,650
Res Heating & Cooling	EC Motor Retrofit Kit w/ Coolsaver tune-up	-	15	-	-	\$0	\$0
Res Heating & Cooling	HP 15 SEER, ROB	8	15	4,975	1.3	\$1,580	\$2,051
Res Heating & Cooling	HP 16 SEER, ROB	8	15	7,617	1.4	\$1,736	\$3,464
Res Heating & Cooling	HP 17 SEER, ROB	3	15	3,239	0.6	\$819	\$1,950
Res Heating & Cooling	HP 18 SEER, ROB	3	15	3,818	0.9	\$920	\$2,515
School Kits & Education	Advanced Power Strip	2	10	96	0.0	\$26	\$13
School Kits & Education	CFL 13W	18,323	6	175,377	39.0	\$19,486	\$10,961
School Kits & Education	Faucet Aerator	12,217	10	188,340	19.5	\$12,989	\$1,948
School Kits & Education	LED 9W	6,109	20	68,189	13.0	\$16,235	\$8,118
School Kits & Education	LED Night Light	12,220	10	25,974	2.6	\$12,987	\$6,493
School Kits & Education	Low Flow Showerhead	6,110	10	603,837	61.7	\$19,479	\$2,922
Small C&I	Aerators	1,568	10	295,725	85.8	\$9,996	\$7,997

Small C&I	Anti Sweat Heater Controls	16	12	22,670	0.4	\$3,627	\$6,650
Small C&I	Auto-closers for Walk-ins	86	8	46,283	6.5	\$5,507	\$4,405
Small C&I	Connectionless Steamer	10	12	196,186	33.5	\$7,728	\$6,182
Small C&I	Door Gaskets	197	4	36,137	1.9	\$6,143	\$12,079
Small C&I	Dual-Sided LED Exit Signs	1,294	15	84,476	22.0	\$13,478	\$32,966
Small C&I	Duct Sealing	154	15	80,718	73.5	\$13,722	\$32,613
Small C&I	ECM Motor (Refrigeration)	218	15	100,779	11.6	\$9,334	\$27,801
Small C&I	Energy Star Ice Machine	29	10	41,630	4.8	\$3,088	\$3,397
Small C&I	Evaporator Fan Controller	57	10	15,673	1.8	\$2,402	\$3,891
Small C&I	Exterior Lighting	16	8	52,593	-	\$6,574	\$10,847
Small C&I	Guest Room Occupancy Sensors	215	15	34,680	-	\$12,606	\$21,629
Small C&I	HE HVAC Equipment	47	15	680,300	197.1	\$115,651	\$108,848
Small C&I	LED 18W linear replacing T12	81	15	3,941	1.3	\$428	\$1,508
Small C&I	LED Downlight	746	15	121,197	23.7	\$14,607	\$23,687
Small C&I	LED Screw-in	10,130	22	970,250	230.2	\$154,257	\$151,971
Small C&I	LED Screw-In	10,130	22	970,250	230.2	\$154,257	\$151,971
Small C&I	Lighting Controls	60	8	155,210	37.0	\$19,401	\$44,555

Small C&I	Low flow showerhead	11	10	748	0.2	\$120	\$96
Small C&I	Packaged Heat Pump/AC	218	10	192,173	112.5	\$32,669	\$110,803
Small C&I	PC Power Management	113	4	20,150	-	\$718	\$718
Small C&I	PRSVs	100	10	213,458	24.6	\$4,217	\$3,374
Small C&I	PRSVs	100	10	213,458	24.6	\$4,217	\$3,374
Small C&I	T12 Upgrade to HP T8	5,659	15	149,490	38.9	\$29,898	\$45,445
Small C&I	T12 Upgrade to HP T8s and delamp	5,659	15	789,000	203.2	\$59,773	\$90,855
Small C&I	T8 Upgrade to HP T8	5,629	15	29,861	9.0	\$14,931	\$45,389
Small C&I	Vending Misers	-	5	-	-	\$0	\$0