Segment	Vintage	End Use	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
									2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - G	Existing		Insulation - Radiant Barrier		per sq ft	$0.18	75%	$0.13	656,789	637,472	637,472	-	-	-	-	-	-	1,988	1,922	1,900
School - G	Existing		Insulation - Wall Cavity		per sq ft	$0.16	75%	$0.12	619,285	601,071	601,071	-	-	-	-	-	-	2,097	2,028	2,004
School - G	Existing		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.01	1,053,825	1,022,830	1,022,830	-	-	-	-	-	-	44,903	43,267	42,756
School - G	Existing		Gas Boiler - Maintenance		per sq ft	$0.02	75%	$0.01	1,242,568	1,206,022	1,206,022	-	-	-	-	-	-	35,567	34,272	33,867
School - G	Existing		Gas Furnace - Maintenance		per sq ft	$0.04	75%	$0.03	687,005	666,799	666,799	-	-	-	-	-	-	14,599	14,223	14,068
School - G	Existing		Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	75%	$0.01	600,928	583,253	583,253	-	-	-	-	-	-	11,813	11,423	11,293
School - G	Existing		Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	75%	$0.03	949,450	921,525	921,525	-	-	-	-	-	-	8,845	8,557	8,442
School - G	Existing		Boiler O2 Trim Controls		per sq ft	$0.02	75%	$0.01	914,205	887,316	887,316	-	-	-	-	-	-	4,012	3,866	3,821
School - G	Existing		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	1,228,402	1,192,272	1,192,272	-	-	-	-	-	-	3,049	2,938	2,903
School - G	New		Insulation - Ceiling		per sq ft	$0.70	75%	$0.52	63,259	61,398	61,398	-	-	-	-	-	-	275	267	265
School - G	New		Insulation - Radiant Barrier		per sq ft	$0.18	75%	$0.13	66,611	64,652	64,652	-	-	-	-	-	-	94	91	90
School - G	New		Insulation - Wall Cavity		per sq ft	$0.16	75%	$0.12	63,197	61,338	61,338	-	-	-	-	-	-	73	71	71
School - G	New		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.01	61,477	59,669	59,669	-	-	-	-	-	-	1,677	1,638	1,630
School - G	New		Gas Boiler - Maintenance		per sq ft	$0.02	75%	$0.01	129,950	126,128	126,128	-	-	-	-	-	-	2,801	2,736	2,723
School - G	New		Gas Furnace - Maintenance		per sq ft	$0.04	75%	$0.03	71,176	69,082	69,082	-	-	-	-	-	-	1,433	1,382	1,364
School - G	New		Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	75%	$0.01	225,864	219,221	219,221	-	-	-	-	-	-	3,625	3,525	3,498
School - G	New		Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	75%	$0.03	97,620	94,748	94,748	-	-	-	-	-	-	831	804	795
School - G	New		Boiler O2 Trim Controls		per sq ft	$0.02	75%	$0.01	61,692	59,877	59,877	-	-	-	-	-	-	204	199	198
School - G	New		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	127,543	123,792	123,792	-	-	-	-	-	-	305	298	297
School - G	New		Exhaust Hood Makeup Air		per sq ft	$0.00	75%	$0.00	-	-	2,351	-	-	-	-	-	-	-	-	97
Health - G	Existing		Insulation - Radiant Barrier		per sq ft	$0.22	75%	$0.17	254,586	247,098	247,098	-	-	-	-	-	-	1,414	1,378	1,363
Health - G	Existing		HVAC - Duct Repair and Sealing		per sq ft	$0.00	75%	$0.00	333,282	323,480	323,480	-	-	-	-	-	-	722	703	696
Health - G	Existing		Windows - High Efficiency		per sq ft	$0.90	75%	$0.68	400,413	388,636	388,636	-	-	-	-	-	-	2,718	2,647	2,620
Health - G	Existing		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.01	33,378	32,396	32,396	-	-	-	-	-	-	6,660	6,440	6,375
Health - G	Existing		Gas Boiler - Maintenance		per sq ft	$0.02	75%	$0.01	39,539	38,376	38,376	-	-	-	-	-	-	4,625	4,472	4,427

Segment	Vintage	End Use	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
									2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - G	Existing		Gas Furnace - Maintenance		per sq ft	$0.02	75%	$0.01	788,155	764,974	764,974	-	-	-	-	-	-	56,172	54,741	54,171
Health - G	Existing		Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	75%	$0.00	189,879	184,294	184,294	-	-	-	-	-	-	10,698	10,419	10,311
Health - G	Existing		Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	75%	$0.03	362,729	352,061	352,061	-	-	-	-	-	-	14,093	13,629	13,441
Health - G	Existing		Combined Boiler & Water Htg. Unit		per sq ft	$0.83	75%	$0.62	211,209	211,209	211,209	-	-	-	-	-	-	14,344	14,291	14,099
Health - G	Existing		Boiler O2 Trim Controls		per sq ft	$0.01	75%	$0.00	50,349	48,868	48,868	-	-	-	-	-	-	903	873	864
Health - G	Existing		Boiler Parallel Positioning Control		per sq ft	$0.07	75%	$0.06	48,172	46,755	46,755	-	-	-	-	-	-	864	835	827
Health - G	Existing		Boiler blowdown heat exchanger (steam)		per sq ft	$0.31	75%	$0.23	48,066	46,652	46,652	-	-	-	-	-	-	2,414	2,334	2,310
Health - G	Existing		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	38,886	37,742	37,742	-	-	-	-	-	-	110	107	105
Health - G	Existing		Destratification Fans (HVLS)		per sq ft	$0.10	75%	$0.08	10,080	9,784	9,784	-	-	-	-	-	-	2,034	1,967	1,947
Health - G	Existing		Exhaust Hood Makeup Air		per sq ft	$0.05	75%	$0.04	295	286	286	-	-	-	-	-	-	66	64	63
Health - G	New		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.01	1,954	1,897	1,897	-	-	-	-	-	-	148	144	144
Health - G	New		Gas Boiler - Maintenance		per sq ft	$0.02	75%	$0.01	4,079	3,959	3,959	-	-	-	-	-	-	191	187	186
Health - G	New		Gas Furnace - Maintenance		per sq ft	$0.02	75%	$0.01	77,867	75,577	75,577	-	-	-	-	-	-	4,027	3,881	3,829
Health - G	New		Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	75%	$0.00	71,377	69,278	69,278	-	-	-	-	-	-	2,817	2,717	2,682
Health - G	New		Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	75%	$0.03	37,346	36,247	36,247	-	-	-	-	-	-	1,323	1,281	1,267
Health - G	New		Combined Boiler & Water Htg. Unit		per sq ft	$0.83	75%	$0.62	21,752	21,752	21,752	-	-	-	-	-	-	1,280	1,276	1,263
Health - G	New		Boiler O2 Trim Controls		per sq ft	$0.01	75%	$0.00	2,053	1,993	1,993	-	-	-	-	-	-	15	14	14
Health - G	New		Boiler Parallel Positioning Control		per sq ft	$0.00	75%	$0.00	-	-	2,844	-	-	-	-	-	-	-	-	20
Health - G	New		Boiler blowdown heat exchanger (steam)		per sq ft	$0.00	75%	$0.00	-	2,068	2,068	-	-	-	-	-	-	-	42	42
Health - G	New		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	4,032	3,913	3,913	-	-	-	-	-	-	6	6	6
Health - G	New		Destratification Fans (HVLS)		per sq ft	$0.10	75%	$0.08	1,066	1,034	1,034	-	-	-	-	-	-	86	84	84
Health - G	New		Exhaust Hood Makeup Air		per sq ft	$0.05	75%	$0.04	30	30	30	-	-	-	-	-	-	3	3	3
Lodging - G	Existing		Insulation - Radiant Barrier		per sq ft	$0.26	75%	$0.20	48,419	46,995	46,995	-	-	-	-	-	-	101	98	97

Segment	Vintage	End Use	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
									2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - G	Existing		HVAC - Duct Repair and Sealing		per sq ft	$0.00	75%	$0.00	64,125	62,239	62,239	-	-	-	-	-	-	52	51	50
Lodging - G	Existing		Windows - High Efficiency		per sq ft	$1.06	75%	$0.79	63,723	61,849	61,849	-	-	-	-	-	-	162	157	156
Lodging - G	Existing		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.01	69,013	66,983	66,983	-	-	-	-	-	-	3,673	3,566	3,537
Lodging - G	Existing		Gas Boiler - Maintenance		per sq ft	$0.02	75%	$0.02	106,273	103,148	103,148	-	-	-	-	-	-	3,315	3,219	3,192
Lodging - G	Existing		Gas Furnace - Maintenance		per sq ft	$0.02	75%	$0.02	91,149	88,468	88,468	-	-	-	-	-	-	2,150	2,095	2,071
Lodging - G	Existing		Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	75%	$0.00	46,042	44,688	44,688	-	-	-	-	-	-	970	943	934
Lodging - G	Existing		Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	75%	$0.03	112,547	109,237	109,237	-	-	-	-	-	-	2,499	2,417	2,383
Lodging - G	Existing		Boiler O2 Trim Controls		per sq ft	$0.01	75%	$0.00	63,041	61,187	61,187	-	-	-	-	-	-	302	293	290
Lodging - G	Existing		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	104,686	101,607	101,607	-	-	-	-	-	-	79	77	76
Lodging - G	Existing		Exhaust Hood Makeup Air		per sq ft	$0.05	75%	$0.04	1,200	1,165	1,165	-	-	-	-	-	-	72	70	69
Lodging - G	New		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.01	4,027	3,908	3,908	-	-	-	-	-	-	144	140	140
Lodging - G	New		Gas Boiler - Maintenance		per sq ft	$0.02	75%	$0.02	9,560	9,278	9,278	-	-	-	-	-	-	212	207	206
Lodging - G	New		Gas Furnace - Maintenance		per sq ft	$0.02	75%	$0.02	8,133	7,894	7,894	-	-	-	-	-	-	126	121	120
Lodging - G	New		Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	75%	$0.00	17,308	16,799	16,799	-	-	-	-	-	-	254	247	245
Lodging - G	New		Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	75%	$0.03	11,570	11,230	11,230	-	-	-	-	-	-	234	227	224
Lodging - G	New		Boiler O2 Trim Controls		per sq ft	$0.01	75%	$0.00	4,114	3,993	3,993	-	-	-	-	-	-	14	14	14
Lodging - G	New		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	9,435	9,157	9,157	-	-	-	-	-	-	7	7	7
Lodging - G	New		Exhaust Hood Makeup Air		per sq ft	$0.05	75%	$0.04	124	120	120	-	-	-	-	-	-	5	5	5
Warehouse - G	Existing		Insulation - Radiant Barrier		per sq ft	$0.09	75%	$0.07	360,091	349,500	349,500	-	-	-	-	-	-	10,842	10,555	10,469
Warehouse - G	Existing		HVAC - Duct Repair and Sealing		per sq ft	$0.00	75%	$0.00	480,977	466,831	466,831	-	-	-	-	-	-	362	352	349
Warehouse - G	Existing		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.00	19,136	18,574	18,574	-	-	-	-	-	-	19,894	19,238	19,042
Warehouse - G	Existing		Gas Boiler - Maintenance		per sq ft	$0.01	75%	$0.01	22,537	21,874	21,874	-	-	-	-	-	-	5,640	5,454	5,398
Warehouse - G	Existing		Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	75%	$0.01	345,344	335,187	335,187	-	-	-	-	-	-	6,755	6,577	6,523
Warehouse - G	Existing		Combined Boiler & Water Htg. Unit		per sq ft	$0.83	75%	$0.62	206,808	206,808	206,808	-	-	-	-	-	-	2,396	2,387	2,360

Segment	Vintage	End Use	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
									2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - G	Existing		Boiler O2 Trim Controls		per sq ft	$0.01	75%	$0.01	17,794	17,270	17,270	-	-	-	-	-	-	683	660	653
Warehouse - G	Existing		Boiler Parallel Positioning Control		per sq ft	$0.18	75%	$0.13	16,832	16,337	16,337	-	-	-	-	-	-	646	625	618
Warehouse - G	Existing		Boiler blowdown heat exchanger (steam)		per sq ft	$0.73	75%	$0.54	16,810	16,315	16,315	-	-	-	-	-	-	1,806	1,746	1,729
Warehouse - G	Existing		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	22,832	22,161	22,161	-	-	-	-	-	-	41	40	39
Warehouse - G	Existing		Destratification Fans (HVLS)		per sq ft	$0.24	75%	$0.18	5,573	5,409	5,409	-	-	-	-	-	-	2,406	2,326	2,303
Warehouse - G	Existing		Exhaust Hood Makeup Air		per sq ft	$0.12	75%	$0.09	165	160	160	-	-	-	-	-	-	79	77	76
Warehouse - G	New		Insulation - Radiant Barrier		per sq ft	$0.00	75%	$0.00	-	35,463	35,463	-	-	-	-	-	-	-	55	55
Warehouse - G	New		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.00	1,117	1,084	1,084	-	-	-	-	-	-	866	844	838
Warehouse - G	New		Gas Boiler - Maintenance		per sq ft	$0.01	75%	$0.01	1,929	1,872	1,872	-	-	-	-	-	-	350	341	338
Warehouse - G	New		Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	75%	$0.01	129,819	126,000	126,000	-	-	-	-	-	-	2,354	2,293	2,277
Warehouse - G	New		Combined Boiler & Water Htg. Unit		per sq ft	$0.83	75%	$0.62	21,439	21,439	21,439	-	-	-	-	-	-	196	196	195
Warehouse - G	New		Boiler O2 Trim Controls		per sq ft	$0.01	75%	$0.01	1,153	1,119	1,119	-	-	-	-	-	-	32	31	31
Warehouse - G	New		Boiler Parallel Positioning Control		per sq ft	$0.18	75%	$0.13	1,112	1,079	1,079	-	-	-	-	-	-	31	30	30
Warehouse - G	New		Boiler blowdown heat exchanger (steam)		per sq ft	$0.73	75%	$0.54	1,097	1,065	1,065	-	-	-	-	-	-	85	83	83
Warehouse - G	New		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	1,952	1,895	1,895	-	-	-	-	-	-	3	3	3
Warehouse - G	New		Destratification Fans (HVLS)		per sq ft	$0.24	75%	$0.18	604	587	587	-	-	-	-	-	-	189	184	183
Warehouse - G	New		Exhaust Hood Makeup Air		per sq ft	$0.12	75%	$0.09	17	17	17	-	-	-	-	-	-	6	6	6
Misc. - G	Existing		Insulation - Ceiling		per sq ft	$0.07	75%	$0.05	1,279,037	1,241,418	1,241,418	-	-	-	-	-	-	28,948	28,224	28,027
Misc. - G	Existing		Insulation - Radiant Barrier		per sq ft	$0.02	75%	$0.01	1,284,662	1,246,877	1,246,877	-	-	-	-	-	-	11,499	11,212	11,133
Misc. - G	Existing		Insulation - Wall Cavity		per sq ft	$0.03	75%	$0.02	1,273,733	1,236,270	1,236,270	-	-	-	-	-	-	15,294	14,912	14,808
Misc. - G	Existing		Windows - High Efficiency		per sq ft	$0.01	75%	$0.01	1,688,337	1,638,680	1,638,680	-	-	-	-	-	-	22,607	22,042	21,888
Misc. - G	Existing		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.00	287,172	278,726	278,726	-	-	-	-	-	-	36,421	35,196	34,829
Misc. - G	Existing		Gas Boiler - Maintenance		per sq ft	$0.01	75%	$0.01	370,831	359,924	359,924	-	-	-	-	-	-	11,321	10,940	10,826
Misc. - G	Existing		Gas Furnace - Maintenance		per sq ft	$0.00	75%	$0.00	4,365,438	4,237,043	4,237,043	-	-	-	-	-	-	79,513	77,629	77,126

Segment	Vintage	End Use	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
									2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - G	Existing		Space Heating - Heat Recovery Ventilator		per sq ft	$0.14	75%	$0.10	1,213,109	1,177,429	1,177,429	-	-	-	-	-	-	17,833	17,387	17,266
Misc. - G	Existing		Water Heater - Drainwater Heat Recovery		per sq ft	$0.00	75%	$0.00	-	-	2,570,770	-	-	-	-	-	-	-	-	16,496
Misc. - G	Existing		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	378,820	367,678	367,678	-	-	-	-	-	-	7,041	6,804	6,733
Misc. - G	New		Insulation - Ceiling		per sq ft	$0.07	75%	$0.05	131,300	127,439	127,439	-	-	-	-	-	-	2,255	2,178	2,151
Misc. - G	New		Insulation - Radiant Barrier		per sq ft	$0.02	75%	$0.01	132,700	128,797	128,797	-	-	-	-	-	-	869	839	828
Misc. - G	New		Insulation - Wall Cavity		per sq ft	$0.03	75%	$0.02	130,860	127,011	127,011	-	-	-	-	-	-	1,024	989	976
Misc. - G	New		Windows - High Efficiency		per sq ft	$0.01	75%	$0.01	210,853	204,651	204,651	-	-	-	-	-	-	1,978	1,910	1,887
Misc. - G	New		Gas Boiler - Hot Water Reset		per sq ft	$0.01	75%	$0.00	16,867	16,371	16,371	-	-	-	-	-	-	1,594	1,554	1,544
Misc. - G	New		Gas Boiler - Maintenance		per sq ft	$0.01	75%	$0.01	39,805	38,634	38,634	-	-	-	-	-	-	880	858	852
Misc. - G	New		Gas Furnace - Maintenance		per sq ft	$0.00	75%	$0.00	462,104	448,512	448,512	-	-	-	-	-	-	8,146	7,858	7,756
Misc. - G	New		Space Heating - Heat Recovery Ventilator		per sq ft	$0.14	75%	$0.10	456,478	443,052	443,052	-	-	-	-	-	-	6,294	6,078	6,004
Misc. - G	New		Repair malfunctioning steam traps		per sq ft	$0.00	75%	$0.00	40,871	39,669	39,669	-	-	-	-	-	-	726	708	703

Table G-12 C&I Custom (MAP)

Segment	Vintage	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
								2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	1,049,535	-	-	2,907	-	-	0.45	-	-	-	-	-
Office - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	1,003,358	1,003,358	-	3,212	3,353	-	0.50	0.52	-	-	-
Office - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	281,871	-	-	781	-	-	0.12	-	-	-	-	-
Office - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	338,066	338,066	-	1,093	1,143	-	0.17	0.18	-	-	-
Restaurant - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	49,486	-	-	219	-	-	0.02	-	-	-	-	-
Restaurant - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	47,309	47,309	-	242	253	-	0.03	0.03	-	-	-
Restaurant - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	13,290	-	-	59	-	-	0.01	-	-	-	-	-
Restaurant - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	15,940	15,940	-	82	86	-	0.01	0.01	-	-	-
Retail - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	477,426	-	-	2,667	-	-	0.30	-	-	-	-	-
Retail - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	456,420	456,420	-	2,947	3,076	-	0.33	0.34	-	-	-
Retail - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	128,221	-	-	716	-	-	0.08	-	-	-	-	-
Retail - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	153,784	153,784	-	1,003	1,049	-	0.11	0.12	-	-	-
Grocery - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	45,207	-	-	387	-	-	0.06	-	-	-	-	-
Grocery - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	43,218	43,218	-	427	446	-	0.07	0.07	-	-	-
Grocery - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	12,141	-	-	104	-	-	0.02	-	-	-	-	-
Grocery - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	14,562	14,562	-	145	152	-	0.02	0.02	-	-	-
College - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	780,808	-	-	878	-	-	0.12	-	-	-	-	-
College - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	746,454	746,454	-	970	1,013	-	0.13	0.14	-	-	-
College - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	209,699	-	-	236	-	-	0.03	-	-	-	-	-
College - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	251,506	251,506	-	330	345	-	0.05	0.05	-	-	-
School - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	357,180	-	-	275	-	-	0.01	-	-	-	-	-
School - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	341,465	341,465	-	304	317	-	0.02	0.02	-	-	-
School - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	95,927	-	-	74	-	-	0.00	-	-	-	-	-
School - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	115,051	115,051	-	103	108	-	0.01	0.01	-	-	-
Health - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	464,568	-	-	7,856	-	-	0.85	-	-	-	-	-
Health - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	444,128	444,128	-	8,679	9,059	-	0.94	0.98	-	-	-
Health - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	124,768	-	-	2,110	-	-	0.23	-	-	-	-	-
Health - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	149,642	149,642	-	2,953	3,089	-	0.32	0.34	-	-	-
Lodging - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	530,268	-	-	671	-	-	0.06	-	-	-	-	-
Lodging - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	506,938	506,938	-	741	774	-	0.07	0.07	-	-	-
Lodging - E	Existing	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	80%	$0.00	168,335	163,384	163,384	457	443	442	0.04	0.04	0.04	-	-	-
Lodging - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	142,413	-	-	180	-	-	0.02	-	-	-	-	-
Lodging - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	170,805	170,805	-	252	264	-	0.02	0.02	-	-	-
Lodging - E	New	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	80%	$0.00	105,587	102,481	102,481	287	278	277	0.03	0.03	0.03	-	-	-
Warehouse - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	474,958	-	-	1,161	-	-	0.19	-	-	-	-	-
Warehouse - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	454,061	454,061	-	1,282	1,339	-	0.21	0.22	-	-	-
Warehouse - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	127,558	-	-	312	-	-	0.05	-	-	-	-	-
Warehouse - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	152,989	152,989	-	436	456	-	0.07	0.07	-	-	-
Miscellaneous - E	Existing	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	1,083,282	-	-	6,534	-	-	1.12	-	-	-	-	-
Miscellaneous - E	Existing	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	1,035,620	1,035,620	-	7,219	7,535	-	1.24	1.29	-	-	-
Miscellaneous - E	New	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	80%	$0.00	290,934	-	-	1,755	-	-	0.30	-	-	-	-	-
Miscellaneous - E	New	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	80%	$0.00	-	348,936	348,936	-	2,456	2,569	-	0.42	0.44	-	-	-
Office - E	Existing	Roof - High Reflectivity		per sq ft	$0.00	80%	$0.00	4,788,837	4,647,989	4,647,989	87,027	82,313	80,144	43.84	41.47	40.38	-	-	-
Office - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	741,907	720,086	720,086	439,737	422,764	418,495	-	-	-	-	-	-
Office - E	Existing	Water Heater - Solar System		per sq ft	$0.07	80%	$0.06	456,846	443,410	443,410	14,223	13,606	13,392	1.39	1.33	1.30	-	-	-
Office - E	Existing	Energy Management System		per sq ft	$0.19	15%	$0.03	11,206,711	11,206,711	11,206,711	809,470	790,572	771,361	166.73	162.22	157.70	-	-	-
Office - E	New	Roof - High Reflectivity		per sq ft	$0.00	80%	$0.00	1,081,454	1,049,646	1,049,646	6,460	6,218	6,177	5.95	5.72	5.69	-	-	-
Office - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	129,243	125,442	125,442	79,975	77,394	77,069	-	-	-	-	-	-
Office - E	New	Water Heater - Solar System		per sq ft	$0.07	80%	$0.06	46,968	45,587	45,587	1,309	1,214	1,176	0.13	0.12	0.11	-	-	-
Office - E	New	Energy Management System		per sq ft	$0.19	15%	$0.03	633,380	633,380	633,380	31,037	30,803	30,592	4.19	4.16	4.13	-	-	-
Restaurant - E	Existing	Roof - High Reflectivity		per sq ft	$0.40	80%	$0.32	1,535,825	1,490,653	1,490,653	163,733	154,447	149,966	81.53	76.91	74.68	-	-	-
Restaurant - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	209,338	203,181	203,181	113,318	106,137	102,570	-	-	-	-	-	-
Restaurant - E	Existing	Water Heater - Solar System		per sq ft	$0.05	80%	$0.04	80,305	77,943	77,943	27,410	26,232	25,826	2.78	2.66	2.62	-	-	-

Segment	Vintage	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
								2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	1,341,892	1,341,892	1,341,892	170,105	165,021	159,942	18.66	18.09	17.52	-	-	-
Restaurant - E	New	Roof - High Reflectivity		per sq ft	$0.40	80%	$0.32	242,444	235,313	235,313	11,761	11,287	11,177	6.31	6.05	5.99	-	-	-
Restaurant - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	34,858	33,832	33,832	21,213	20,376	20,170	-	-	-	-	-	-
Restaurant - E	New	Water Heater - Solar System		per sq ft	$0.05	80%	$0.04	8,254	8,011	8,011	2,511	2,330	2,256	0.26	0.24	0.23	-	-	-
Restaurant - E	New	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Retail - E	Existing	Roof - High Reflectivity		per sq ft	$0.01	80%	$0.01	3,551,386	3,446,933	3,446,933	144,145	137,532	135,063	99.17	94.62	92.92	-	-	-
Retail - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	1,004,533	974,988	974,988	615,653	592,776	586,897	-	-	-	-	-	-
Retail - E	Existing	Water Heater - Solar System		per sq ft	$0.05	80%	$0.04	512,780	497,698	497,698	19,024	18,204	17,922	1.75	1.67	1.65	-	-	-
Retail - E	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	8,850,858	8,850,858	8,850,858	344,345	339,169	333,713	50.45	49.66	48.83	-	-	-
Retail - E	New	Roof - High Reflectivity		per sq ft	$0.01	80%	$0.01	635,123	616,443	616,443	14,588	14,191	14,230	9.40	9.21	9.31	-	-	-
Retail - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	168,755	163,792	163,792	105,231	102,025	101,719	-	-	-	-	-	-
Retail - E	New	Water Heater - Solar System		per sq ft	$0.05	80%	$0.04	52,726	51,175	51,175	1,721	1,596	1,545	0.16	0.15	0.14	-	-	-
Retail - E	New	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - E	Existing	Roof - High Reflectivity		per sq ft	$0.07	80%	$0.05	382,907	371,645	371,645	196,805	185,963	180,871	457.36	432.17	420.34	-	-	-
Grocery - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	109,931	106,697	106,697	59,899	56,058	54,129	-	-	-	-	-	-
Grocery - E	Existing	Water Heater - Solar System		per sq ft	$0.20	80%	$0.16	25,525	24,774	24,774	3,083	2,952	2,908	0.33	0.32	0.31	-	-	-
Grocery - E	Existing	Energy Management System		per sq ft	$0.65	15%	$0.10	768,750	768,750	768,750	116,725	113,704	110,651	48.55	47.20	45.84	-	-	-
Grocery - E	New	Roof - High Reflectivity		per sq ft	$0.07	80%	$0.05	74,882	72,679	72,679	17,032	16,479	16,321	28.73	27.80	27.53	-	-	-
Grocery - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	18,367	17,826	17,826	11,563	11,087	10,969	-	-	-	-	-	-
Grocery - E	New	Water Heater - Solar System		per sq ft	$0.20	80%	$0.16	2,624	2,546	2,546	280	260	252	0.03	0.03	0.03	-	-	-
Grocery - E	New	Energy Management System		per sq ft	$0.65	15%	$0.10	78,487	78,487	78,487	9,885	9,848	9,768	0.59	0.59	0.58	-	-	-
College - E	Existing	Roof - High Reflectivity		per sq ft	$0.03	80%	$0.02	6,359,457	6,172,414	6,172,414	734,572	697,142	682,554	203.26	192.91	188.87	-	-	-
College - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	372,208	361,261	361,261	192,230	179,297	172,973	-	-	-	-	-	-
College - E	Existing	Water Heater - Solar System		per sq ft	$0.07	80%	$0.06	78,387	76,082	76,082	6,307	6,040	5,949	0.72	0.69	0.68	-	-	-
College - E	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	4,939,657	4,939,657	4,939,657	254,227	248,839	243,869	0.38	0.37	0.36	-	-	-
College - E	New	Roof - High Reflectivity		per sq ft	$0.03	80%	$0.02	1,319,909	1,281,088	1,281,088	82,044	79,190	78,730	23.16	22.36	22.23	-	-	-
College - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	66,480	64,524	64,524	41,224	39,901	39,739	-	-	-	-	-	-
College - E	New	Water Heater - Solar System		per sq ft	$0.07	80%	$0.06	8,057	7,820	7,820	574	532	515	0.07	0.06	0.06	-	-	-
College - E	New	Energy Management System		per sq ft	$0.26	15%	$0.04	510,637	510,637	510,637	21,535	21,388	21,235	5.76	5.72	5.67	-	-	-
School - E	Existing	Roof - High Reflectivity		per sq ft	$0.03	80%	$0.02	2,049,949	1,989,656	1,989,656	70,335	67,982	67,689	42.43	41.01	40.83	-	-	-
School - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	520,340	505,036	505,036	268,734	250,654	241,813	-	-	-	-	-	-
School - E	Existing	Water Heater - Solar System		per sq ft	$0.07	80%	$0.06	30,347	29,454	29,454	1,584	1,517	1,494	0.09	0.08	0.08	-	-	-
School - E	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	5,253,792	5,253,792	5,253,792	67,802	67,969	68,097	0.19	0.19	0.19	-	-	-
School - E	New	Roof - High Reflectivity		per sq ft	$0.03	80%	$0.02	734,444	712,842	712,842	15,490	15,454	15,878	9.53	9.51	9.77	-	-	-
School - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	90,155	87,504	87,504	55,905	54,112	53,891	-	-	-	-	-	-
School - E	New	Water Heater - Solar System		per sq ft	$0.07	80%	$0.06	3,120	3,028	3,028	144	134	129	0.01	0.01	0.01	-	-	-
School - E	New	Energy Management System		per sq ft	$0.26	15%	$0.04	670,427	670,427	670,427	8,649	8,875	9,105	4.09	4.24	4.38	-	-	-
Health - E	Existing	Roof - High Reflectivity		per sq ft	$0.03	80%	$0.03	3,240,612	3,145,300	3,145,300	440,797	416,751	406,092	50.41	47.66	46.44	-	-	-
Health - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	266,199	258,370	258,370	135,584	126,282	121,747	-	-	-	-	-	-
Health - E	Existing	Water Heater - Solar System		per sq ft	$0.02	80%	$0.02	71,226	69,131	69,131	7,545	7,225	7,117	0.62	0.59	0.58	-	-	-
Health - E	New	Roof - High Reflectivity		per sq ft	$0.03	80%	$0.03	604,494	586,715	586,715	45,192	43,659	43,502	5.27	5.09	5.08	-	-	-
Health - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	47,529	46,131	46,131	29,544	28,627	28,532	-	-	-	-	-	-
Health - E	New	Water Heater - Solar System		per sq ft	$0.02	80%	$0.02	7,321	7,106	7,106	686	637	616	0.06	0.05	0.05	-	-	-
Lodging - E	Existing	Roof - High Reflectivity		per sq ft	$0.04	80%	$0.03	2,862,087	2,777,908	2,777,908	155,854	148,922	146,420	25.38	24.25	23.84	-	-	-
Lodging - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	493,121	478,617	478,617	78,979	76,176	75,540	-	-	-	-	-	-
Lodging - E	Existing	Water Heater - Solar System		per sq ft	$0.02	80%	$0.02	219,835	213,369	213,369	23,435	22,425	22,076	1.63	1.56	1.54	-	-	-
Lodging - E	New	Roof - High Reflectivity		per sq ft	$0.04	80%	$0.03	556,699	540,325	540,325	20,253	19,553	19,451	3.36	3.25	3.23	-	-	-
Lodging - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	82,826	80,390	80,390	21,102	20,447	20,377	-	-	-	-	-	-
Lodging - E	New	Water Heater - Solar System		per sq ft	$0.02	80%	$0.02	22,596	21,931	21,931	2,149	1,994	1,931	0.15	0.14	0.13	-	-	-
Warehouse - E	Existing	Roof - High Reflectivity		per sq ft	$0.01	80%	$0.01	2,110,699	2,048,619	2,048,619	18,025	18,037	18,545	38.36	38.39	39.47	-	-	-
Warehouse - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	404,690	392,787	392,787	64,569	62,067	61,346	-	-	-	-	-	-
Warehouse - E	Existing	Water Heater - Solar System		per sq ft	$0.05	80%	$0.04	95,131	92,333	92,333	1,049	1,005	990	0.11	0.10	0.10	-	-	-
Warehouse - E	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	6,960,755	6,960,755	6,960,755	66,180	68,066	69,792	21.25	22.02	22.74	-	-	-
Warehouse - E	New	Roof - High Reflectivity		per sq ft	$0.01	80%	$0.01	504,910	490,060	490,060	3,300	3,362	3,518	6.10	6.47	7.03	-	-	-
Warehouse - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	72,136	70,014	70,014	11,675	11,320	11,287	-	-	-	-	-	-
Warehouse - E	New	Water Heater - Solar System		per sq ft	$0.05	80%	$0.04	9,778	9,490	9,490	95	89	86	0.01	0.01	0.01	-	-	-
Warehouse - E	New	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-

Segment	Vintage	Technology	Option	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
								2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Miscellaneous - E	Existing	Roof - High Reflectivity		per sq ft	$0.00	80%	$0.00	7,858,865	7,627,722	7,627,722	492,360	465,558	453,151	395.87	374.32	364.34	-	-	-
Miscellaneous - E	Existing	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	1,563,823	1,517,828	1,517,828	516,518	492,966	484,588	-	-	-	-	-	-
Miscellaneous - E	Existing	Water Heater - Solar System		per sq ft	$0.54	80%	$0.43	500,673	485,947	485,947	24,773	23,724	23,370	3.66	3.51	3.45	-	-	-
Miscellaneous - E	Existing	Energy Management System		per sq ft	$0.03	15%	$0.00	14,093,172	14,093,172	14,093,172	590,164	574,666	559,063	108.25	105.32	102.37	-	-	-
Miscellaneous - E	New	Roof - High Reflectivity		per sq ft	$0.00	80%	$0.00	2,140,717	2,077,755	2,077,755	67,522	65,078	64,718	63.90	61.59	61.25	-	-	-
Miscellaneous - E	New	Ventilation - CO2 Controlled		per sq ft	$0.22	80%	$0.18	262,588	254,865	254,865	112,201	108,213	107,493	-	-	-	-	-	-
Miscellaneous - E	New	Water Heater - Solar System		per sq ft	$0.54	80%	$0.43	51,466	49,952	49,952	2,253	2,090	2,024	0.33	0.31	0.30	-	-	-
Miscellaneous - E	New	Energy Management System		per sq ft	$0.03	15%	$0.00	1,371,332	1,371,332	1,371,332	47,388	47,070	46,792	1.67	1.66	1.65	-	-	-
Office - G	Existing	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	6,925	6,925	6,925	-	-	-	-	-	-	115	115	113
Office - G	Existing	Energy Management System		per sq ft	$0.19	15%	$0.03	328,991	328,991	328,991	-	-	-	-	-	-	2,558	2,567	2,539
Office - G	New	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	712	712	712	-	-	-	-	-	-	11	11	11
Office - G	New	Energy Management System		per sq ft	$0.19	15%	$0.03	18,350	18,350	18,350	-	-	-	-	-	-	316	314	310
Restaurant - G	Existing	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	5,089	5,089	5,089	-	-	-	-	-	-	279	278	274
Restaurant - G	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	71,288	71,288	71,288	-	-	-	-	-	-	1	1	1
Restaurant - G	New	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	523	523	523	-	-	-	-	-	-	26	26	26
Restaurant - G	New	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Retail - G	Existing	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	9,609	9,609	9,609	-	-	-	-	-	-	278	277	274
Retail - G	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	530,571	530,571	530,571	-	-	-	-	-	-	13	13	13
Retail - G	New	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	987	987	987	-	-	-	-	-	-	24	24	24
Retail - G	New	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - G	Existing	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	2,774	2,774	2,774	-	-	-	-	-	-	53	53	52
Grocery - G	Existing	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - G	New	Combined Boiler & Water Htg. Unit		per sq ft	$0.00	80%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - G	New	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
College - G	Existing	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	9,682	9,682	9,682	-	-	-	-	-	-	335	333	329
College - G	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	149,012	149,012	149,012	-	-	-	-	-	-	1,622	1,626	1,608
College - G	New	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	997	997	997	-	-	-	-	-	-	30	30	30
College - G	New	Energy Management System		per sq ft	$0.26	15%	$0.04	15,262	15,262	15,262	-	-	-	-	-	-	473	471	465
School - G	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	432,681	432,681	432,681	-	-	-	-	-	-	2,442	2,433	2,405
School - G	New	Energy Management System		per sq ft	$0.26	15%	$0.04	55,030	55,030	55,030	-	-	-	-	-	-	789	791	784
Health - G	Existing	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	11,116	11,116	11,116	-	-	-	-	-	-	755	752	742
Health - G	Existing	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Health - G	New	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	1,145	1,145	1,145	-	-	-	-	-	-	67	67	66
Lodging - G	Existing	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Warehouse - G	Existing	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	10,885	10,885	10,885	-	-	-	-	-	-	126	126	124
Warehouse - G	Existing	Energy Management System		per sq ft	$0.26	15%	$0.04	286,309	286,309	286,309	-	-	-	-	-	-	4	4	4
Warehouse - G	New	Combined Boiler & Water Htg. Unit		per sq ft	$0.83	80%	$0.66	1,128	1,128	1,128	-	-	-	-	-	-	10	10	10
Warehouse - G	New	Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous - G	Existing	Energy Management System		per sq ft	$0.03	15%	$0.00	1,007,405	1,007,405	1,007,405	-	-	-	-	-	-	11	11	11
Miscellaneous - G	New	Energy Management System		per sq ft	$0.03	15%	$0.00	98,361	98,361	98,361	-	-	-	-	-	-	93	92	91

Table G-13 C&I Behavior Change (MAP)

Segment	Vintage	Technology	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Food Products - E	Existing	Heat Pump - Maintenance	per kwh saved	$41.62	50%	$20.81	36	35	35	19,385	18,566	18,429	15.87	15.17	15.01	-	-	-
Food Products - E	Existing	Fan System - Controls	per kwh saved	$3.07	50%	$1.53	105	102	102	29,049	28,092	28,304	3.40	3.29	3.32	-	-	-
Food Products - E	Existing	Fan System - Maintenance	per kwh saved	$1.18	50%	$0.59	165	160	160	18,177	17,578	17,711	2.13	2.06	2.07	-	-	-
Food Products - E	Existing	Fan System - Optimization	per kwh saved	$182.90	50%	$91.45	110	107	107	151,780	146,779	147,888	17.78	17.20	17.33	-	-	-
Food Products - E	New	Heat Pump - Maintenance	per kwh saved	$37.23	50%	$18.62	3	3	3	1,056	1,002	1,002	0.79	0.74	0.74	-	-	-
Food Products - E	New	Fan System - Controls	per kwh saved	$3.07	50%	$1.53	9	9	9	2,482	2,400	2,418	0.29	0.28	0.28	-	-	-
Food Products - E	New	Fan System - Maintenance	per kwh saved	$1.18	50%	$0.59	14	14	14	1,553	1,502	1,513	0.18	0.18	0.18	-	-	-
Food Products - E	New	Fan System - Optimization	per kwh saved	$182.87	50%	$91.44	9	9	9	12,975	12,548	12,643	1.52	1.47	1.48	-	-	-
Petroleum - E	Existing	Heat Pump - Maintenance	per kwh saved	$187.06	50%	$93.53	7	7	7	16,847	16,135	16,016	13.79	13.18	13.04	-	-	-
Petroleum - E	Existing	Fan System - Controls	per kwh saved	$37.31	50%	$18.66	20	20	20	68,304	66,053	66,553	8.00	7.74	7.80	-	-	-
Petroleum - E	Existing	Fan System - Maintenance	per kwh saved	$14.32	50%	$7.16	32	31	31	42,740	41,331	41,644	5.01	4.84	4.88	-	-	-
Petroleum - E	Existing	Fan System - Optimization	per kwh saved	$2,223.97	50%	$1,111.98	21	21	21	356,884	345,124	347,731	41.81	40.43	40.74	-	-	-
Petroleum - E	New	Heat Pump - Maintenance	per kwh saved	$167.33	50%	$83.66	1	1	1	917	871	871	0.69	0.64	0.64	-	-	-
Petroleum - E	New	Fan System - Controls	per kwh saved	$37.31	50%	$18.65	2	2	2	5,835	5,643	5,686	0.68	0.66	0.67	-	-	-
Petroleum - E	New	Fan System - Maintenance	per kwh saved	$14.32	50%	$7.16	3	3	3	3,651	3,531	3,558	0.43	0.41	0.42	-	-	-
Petroleum - E	New	Fan System - Optimization	per kwh saved	$2,223.70	50%	$1,111.85	2	2	2	30,509	29,505	29,728	3.57	3.46	3.48	-	-	-
Metals - E	Existing	Heat Pump - Maintenance	per kwh saved	$24.74	50%	$12.37	36	35	35	11,483	10,998	10,917	9.40	8.99	8.89	-	-	-

Segment	Vintage	Technology	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Metals - E	Existing	Fan System - Controls	per kwh saved	$2.32	50%	$1.16	105	102	102	21,846	21,126	21,286	2.56	2.48	2.49	-	-	-
Metals - E	Existing	Fan System - Maintenance	per kwh saved	$0.89	50%	$0.44	164	159	159	13,670	13,219	13,319	1.60	1.55	1.56	-	-	-
Metals - E	Existing	Fan System - Optimization	per kwh saved	$138.00	50%	$69.00	110	106	106	114,144	110,383	111,217	13.37	12.93	13.03	-	-	-
Metals - E	New	Heat Pump - Maintenance	per kwh saved	$22.13	50%	$11.06	3	3	3	625	594	594	0.47	0.44	0.44	-	-	-
Metals - E	New	Fan System - Controls	per kwh saved	$2.31	50%	$1.16	9	9	9	1,866	1,805	1,818	0.22	0.21	0.21	-	-	-
Metals - E	New	Fan System - Maintenance	per kwh saved	$0.89	50%	$0.44	14	14	14	1,168	1,129	1,138	0.14	0.13	0.13	-	-	-
Metals - E	New	Fan System - Optimization	per kwh saved	$137.99	50%	$68.99	9	9	9	9,758	9,437	9,508	1.14	1.11	1.11	-	-	-
Machinery - E	Existing	Heat Pump - Maintenance	per kwh saved	$95.96	50%	$47.98	19	19	19	24,058	23,041	22,871	19.69	18.83	18.62	-	-	-
Machinery - E	Existing	Fan System - Controls	per kwh saved	$2.84	50%	$1.42	57	55	55	14,464	13,988	14,093	1.69	1.64	1.65	-	-	-
Machinery - E	Existing	Fan System - Maintenance	per kwh saved	$1.09	50%	$0.54	89	86	86	9,051	8,752	8,818	1.06	1.03	1.03	-	-	-
Machinery - E	Existing	Fan System - Optimization	per kwh saved	$169.19	50%	$84.60	59	57	57	75,574	73,084	73,636	8.85	8.56	8.63	-	-	-
Machinery - E	New	Heat Pump - Maintenance	per kwh saved	$85.84	50%	$42.92	2	2	2	1,310	1,244	1,243	0.98	0.92	0.91	-	-	-
Machinery - E	New	Fan System - Controls	per kwh saved	$2.84	50%	$1.42	5	5	5	1,236	1,195	1,204	0.14	0.14	0.14	-	-	-
Machinery - E	New	Fan System - Maintenance	per kwh saved	$1.09	50%	$0.54	8	7	7	773	748	753	0.09	0.09	0.09	-	-	-
Machinery - E	New	Fan System - Optimization	per kwh saved	$169.17	50%	$84.59	5	5	5	6,461	6,248	6,295	0.76	0.73	0.74	-	-	-
Other Industrial - E	Existing	Heat Pump - Maintenance	per kwh saved	$81.32	50%	$40.66	92	90	90	97,008	92,908	92,224	79.40	75.92	75.09	-	-	-
Other Industrial - E	Existing	Fan System - Controls	per kwh saved	$1.71	50%	$0.85	269	261	261	41,458	40,091	40,394	4.86	4.70	4.73	-	-	-
Other Industrial - E	Existing	Fan System - Maintenance	per kwh saved	$0.66	50%	$0.33	421	409	409	25,941	25,086	25,276	3.04	2.94	2.96	-	-	-

Segment	Vintage	Technology	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Other Industrial - E	Existing	Fan System - Optimization	per kwh saved	$101.91	50%	$50.95	281	273	273	216,613	209,474	211,057	25.38	24.54	24.73	-	-	-
Other Industrial - E	New	Heat Pump - Maintenance	per kwh saved	$72.74	50%	$36.37	9	8	8	5,534	5,255	5,253	4.15	3.88	3.86	-	-	-
Other Industrial - E	New	Fan System - Controls	per kwh saved	$1.71	50%	$0.85	24	23	23	3,710	3,588	3,615	0.43	0.42	0.42	-	-	-
Other Industrial - E	New	Fan System - Maintenance	per kwh saved	$0.66	50%	$0.33	38	37	37	2,322	2,245	2,262	0.27	0.26	0.27	-	-	-
Other Industrial - E	New	Fan System - Optimization	per kwh saved	$101.89	50%	$50.95	25	24	24	19,399	18,761	18,903	2.27	2.20	2.21	-	-	-
Food Products - G	Existing	Gas Boiler - Maintenance	per kwh saved	$0.48	50%	$0.24	32	31	31	-	-	-	-	-	-	26	25	25
Food Products - G	New	Gas Boiler - Maintenance	per kwh saved	$0.02	50%	$0.01	27	26	26	-	-	-	-	-	-	1	1	1
Petroleum - G	Existing	Gas Boiler - Maintenance	per kwh saved	$0.56	50%	$0.28	32	31	31	-	-	-	-	-	-	30	29	29
Petroleum - G	New	Gas Boiler - Maintenance	per kwh saved	$0.02	50%	$0.01	27	26	26	-	-	-	-	-	-	1	1	1
Metals - G	Existing	Gas Boiler - Maintenance	per kwh saved	$29.75	50%	$14.87	32	31	31	-	-	-	-	-	-	1,629	1,556	1,538
Metals - G	New	Gas Boiler - Maintenance	per kwh saved	$1.20	50%	$0.60	27	26	26	-	-	-	-	-	-	36	56	76
Machinery - G	Existing	Gas Boiler - Maintenance	per kwh saved	$19.64	50%	$9.82	32	31	31	-	-	-	-	-	-	1,076	1,027	1,015
Machinery - G	New	Gas Boiler - Maintenance	per kwh saved	$0.80	50%	$0.40	27	26	26	-	-	-	-	-	-	24	37	50
Other Industrial - G	Existing	Gas Boiler - Maintenance	per kwh saved	$141.80	50%	$70.90	32	31	31	-	-	-	-	-	-	7,801	7,450	7,366
Other Industrial - G	New	Gas Boiler - Maintenance	per kwh saved	$5.74	50%	$2.87	27	26	26	-	-	-	-	-	-	172	269	361

Table G-14 Building Codes and Standards (MAP)

Segment	Vintage	Technology	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	652,756	633,557	633,557	309,934	298,131	295,941	178.43	171.63	170.37	-	-	-
Restaurant - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	142,339	138,153	138,153	123,353	118,356	117,217	53.56	51.39	50.90	-	-	-
Retail - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	511,555	496,509	496,509	182,822	178,384	179,611	109.67	107.01	107.74	-	-	-
Grocery - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	58,404	56,687	56,687	75,891	73,304	72,486	132.51	128.00	126.57	-	-	-
College - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	374,216	363,210	363,210	311,607	300,767	299,020	191.80	185.13	184.05	-	-	-
School - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	130,935	127,084	127,084	73,006	70,546	70,327	97.96	94.65	94.36	-	-	-
Health - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	231,431	224,625	224,625	247,373	238,175	236,528	62.93	60.59	60.17	-	-	-
Lodging - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	333,478	323,670	323,670	119,739	115,549	114,900	43.37	41.85	41.61	-	-	-
Warehouse - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	128,006	124,241	124,241	34,715	34,989	36,197	64.42	64.93	67.17	-	-	-
Miscellaneous - E	New	Advanced New Construction Designs	per sq ft	$0.00	100%	$0.15	851,249	826,212	826,212	378,838	364,577	362,033	278.67	268.18	266.31	-	-	-

Table G-15 Retro Commissioning (MAP)

Segment	Vintage	Technology	Cost Unit	Incremental Cost	Incentive as % of Incremental Cost	Incentive Cost	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.00	75%	$0.00	-	5,919,823	5,919,823	-	823,789	790,170	-	-	-	-	-	-
Restaurant - E	Existing	Retrocommissioning - HVAC	per sq ft	$0.75	75%	$0.56	325,290	315,723	315,723	266,565	251,448	244,152	-	-	-	-	-	-
Restaurant - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.00	75%	$0.00	-	-	1,198,158	-	-	260,797	-	-	-	-	-	-
Retail - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	75%	$0.06	5,091,968	4,942,204	4,942,204	1,053,691	975,284	933,861	-	-	-	-	-	-
Grocery - E	Existing	Retrocommissioning - HVAC	per sq ft	$0.75	75%	$0.56	143,267	139,053	139,053	159,795	150,763	146,414	-	-	-	-	-	-
Grocery - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	75%	$0.06	602,913	585,180	585,180	254,489	237,457	229,118	-	-	-	-	-	-
College - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	75%	$0.06	3,651,454	3,544,058	3,544,058	716,456	674,252	656,170	-	-	-	-	-	-
School - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	75%	$0.06	3,521,246	3,417,680	3,417,680	563,617	524,516	504,326	-	-	-	-	-	-
Health - E	Existing	Retrocommissioning - HVAC	per sq ft	$0.75	75%	$0.56	948,734	920,830	920,830	686,731	647,670	629,559	-	-	-	-	-	-
Health - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	75%	$0.06	1,641,787	1,593,499	1,593,499	281,918	261,162	250,905	-	-	-	-	-	-

Realistic Achievable Potential (RAP)
Residential

Table G-16 Residential Lighting (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$31.25	10,427	10,120	10,120	12,695,504	10,271,966	10,015,568	855.52	692.20	674.92	-	-	-
SF - Electric Only	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$21.86	50%	$10.93	6,485	6,294	6,294	1,626,817	1,587,692	1,589,504	109.63	106.99	107.11	-	-	-
SF - Electric Only	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	10,684	10,369	10,369	1,663,552	1,624,233	1,628,360	112.10	109.45	109.73	-	-	-
SF - Electric Only	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$35.50	380	369	369	419,588	333,968	321,515	28.28	22.51	21.67	-	-	-
SF - Electric Only	New	Interior Lighting	Electric	Specialty	CFL	per HH	$21.73	50%	$10.86	216	210	210	53,950	52,652	52,709	3.64	3.55	3.55	-	-	-
SF - Electric Only	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	376	365	365	54,829	53,533	53,669	3.69	3.61	3.62	-	-	-
MF - Electric Only	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$14.29	3,920	3,805	3,805	3,324,422	2,689,882	2,622,753	224.02	181.26	176.74	-	-	-
MF - Electric Only	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$17.72	50%	$8.86	2,497	2,424	2,424	444,216	433,533	434,028	29.93	29.21	29.25	-	-	-
MF - Electric Only	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	4,601	4,601	-	321,844	323,759	-	21.69	21.82	-	-	-	-
MF - Electric Only	Existing	Exterior Lighting	Electric	Screw-in	LED	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$18.25	73	71	71	57,755	44,948	43,668	3.89	3.03	2.94	-	-	-
MF - Electric Only	New	Interior Lighting	Electric	Specialty	CFL	per HH	$17.65	50%	$8.82	43	42	42	7,700	7,515	7,523	0.52	0.51	0.51	-	-	-
MF - Electric Only	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	74	74	-	4,929	4,958	-	0.33	0.33	-	-	-	-
MF - Electric Only	New	Exterior Lighting	Electric	Screw-in	LED	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$27.36	25,771	25,013	25,013	22,667,588	22,128,677	22,157,606	1,527.51	1,491.20	1,493.15	-	-	-
SF - Electric/Gas	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$20.94	50%	$10.47	8,779	8,520	8,520	2,204,734	2,151,710	2,154,165	148.57	145.00	145.16	-	-	-
SF - Electric/Gas	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	43,046	41,780	41,780	6,930,041	6,766,243	6,783,435	467.00	455.96	457.12	-	-	-
SF - Electric/Gas	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$31.09	926	899	899	730,813	713,438	714,371	49.25	48.08	48.14	-	-	-
SF - Electric/Gas	New	Interior Lighting	Electric	Specialty	CFL	per HH	$20.78	50%	$10.39	286	278	278	71,306	69,590	69,665	4.81	4.69	4.69	-	-	-
SF - Electric/Gas	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	1,380	1,340	1,340	207,907	202,993	203,509	14.01	13.68	13.71	-	-	-
MF - Electric/Gas	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$17.81	4,191	4,068	4,068	2,980,818	2,909,950	2,913,754	200.87	196.09	196.35	-	-	-
MF - Electric/Gas	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$17.99	50%	$8.99	1,428	1,386	1,386	292,515	285,480	285,806	19.71	19.24	19.26	-	-	-
MF - Electric/Gas	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	6,847	6,645	6,645	516,914	504,697	505,979	34.83	34.01	34.10	-	-	-
MF - Electric/Gas	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$22.76	77	75	75	52,364	51,119	51,186	3.53	3.44	3.45	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Electric/Gas	New	Interior Lighting	Electric	Specialty	CFL	per HH	$17.97	50%	$8.99	25	24	24	5,089	4,966	4,972	0.34	0.33	0.34	-	-	-
MF - Electric/Gas	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	120	116	116	8,668	8,463	8,485	0.58	0.57	0.57	-	-	-

Table G-17 Residential ENERGY STAR Homes (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	New	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$580.88	50%	$290.44	8	7	7	2,055	1,446	1,258	2.56	1.80	1.57	-	-	-
SF - Electric Only	New	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$313.88	50%	$156.94	6	6	6	7,341	5,656	5,150	-	-	-	-	-	-
SF - Electric Only	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	50%	$365.56	45	44	44	68,273	61,655	59,976	5.08	4.59	4.47	-	-	-
SF - Electric Only	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$35.50	62	60	60	68,416	54,456	52,425	4.61	3.67	3.53	-	-	-
SF - Electric Only	New	Interior Lighting	Electric	Specialty	CFL	per HH	$21.73	50%	$10.86	38	37	37	9,521	9,291	9,302	0.64	0.63	0.63	-	-	-
SF - Electric Only	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	66	64	64	9,676	9,447	9,471	0.65	0.64	0.64	-	-	-
SF - Electric/Gas	New	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$548.90	50%	$274.45	1	1	1	312	220	191	0.39	0.27	0.24	-	-	-
SF - Electric/Gas	New	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$310.74	50%	$155.37	0	0	0	296	229	209	-	-	-	-	-	-
SF - Electric/Gas	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	50%	$365.56	10	9	9	14,737	13,792	13,593	1.10	1.03	1.01	-	-	-
SF - Electric/Gas	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$31.09	151	147	147	119,164	116,330	116,483	8.03	7.84	7.85	-	-	-
SF - Electric/Gas	New	Interior Lighting	Electric	Specialty	CFL	per HH	$20.78	50%	$10.39	50	49	49	12,583	12,281	12,294	0.85	0.83	0.83	-	-	-
SF - Electric/Gas	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	244	236	236	36,689	35,822	35,913	2.47	2.41	2.42	-	-	-
SF - Electric/Gas	New	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$0.00	50%	$0.00	-	121	121	-	-	-	-	-	-	-	6,888	6,895
SF - Gas Only	New	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$0.00	50%	$0.00	-	36	36	-	-	-	-	-	-	-	1,894	1,896
SF - Electric Only	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	33	32	32	3,755	3,647	3,638	3.01	2.92	2.91	-	-	-
SF - Electric Only	New			Insulation - Foundation		per HH	$760.32	50%	$380.16	74	71	71	52,191	50,735	50,647	22.87	22.15	22.05	-	-	-
SF - Electric Only	New			Insulation - Infiltration Control		per HH	$427.68	50%	$213.84	38	38	38	4,003	4,011	4,005	1.40	1.40	1.39	-	-	-
SF - Electric Only	New			Insulation - Radiant Barrier		per HH	$94.61	50%	$47.31	20	20	20	392	393	392	0.19	0.19	0.19	-	-	-
SF - Electric Only	New			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	25	24	24	24,031	23,352	23,306	11.82	11.45	11.40	-	-	-
SF - Electric Only	New			Windows - Install Reflective Film		per HH	$0.00	50%	$0.00	8	8	8	-	2,804	2,793	-	10.52	10.48	-	-	-
SF - Electric Only	New			Roofs - High Reflectivity		per HH	$97.66	50%	$48.83	145	141	141	15,502	15,025	14,965	19.39	18.79	18.72	-	-	-
SF - Electric Only	New			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	24	23	23	8,396	8,137	8,105	10.50	10.18	10.14	-	-	-
SF - Electric Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	72	70	70	10,003	9,743	9,741	-	-	-	-	-	-
SF - Electric Only	New			Boiler - Maintenance		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	1	1	1	405	394	386	0.03	0.03	0.03	-	-	-
SF - Electric Only	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	49	48	48	3,729	3,521	3,444	0.28	0.26	0.26	-	-	-
SF - Electric Only	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	45	44	44	15,483	14,620	14,298	1.15	1.09	1.06	-	-	-
SF - Electric Only	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	0	0	0	953	927	906	0.07	0.07	0.07	-	-	-
SF - Electric/Gas	New			Insulation - Ceiling		per HH	$0.00	50%	$0.00	8	8	8	-	-	249	-	-	0.25	-	-	93
SF - Electric/Gas	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	41	40	40	3,599	3,494	3,484	4.00	3.88	3.87	605	593	590
SF - Electric/Gas	New			Insulation - Foundation		per HH	$760.32	50%	$380.16	83	81	81	30,912	30,025	29,958	30.23	29.32	29.23	9,145	8,971	8,939
SF - Electric/Gas	New			Insulation - Infiltration Control		per HH	$427.68	50%	$213.84	43	43	43	2,056	2,058	2,054	1.85	1.85	1.85	1,148	1,160	1,156
SF - Electric/Gas	New			Insulation - Radiant Barrier		per HH	$94.61	50%	$47.31	23	23	23	253	253	252	0.26	0.26	0.26	91	92	92
SF - Electric/Gas	New			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	29	28	28	15,927	15,470	15,435	15.67	15.20	15.15	1,946	1,907	1,899
SF - Electric/Gas	New			Windows - Install Reflective Film		per HH	$0.00	50%	$0.00	11	11	11	-	3,714	3,702	-	13.93	13.89	-	-	-
SF - Electric/Gas	New			Roofs - High Reflectivity		per HH	$97.66	50%	$48.83	197	191	191	20,531	19,916	19,853	25.67	24.90	24.82	-	-	-
SF - Electric/Gas	New			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	32	31	31	11,119	10,786	10,752	13.90	13.48	13.44	-	-	-
SF - Electric/Gas	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	81	79	79	1,986	1,938	1,940	-	-	-	2,868	2,814	2,803
SF - Electric/Gas	New			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	23	22	22	-	-	-	-	-	-	2,540	2,507	2,508
SF - Electric/Gas	New			Boiler - Maintenance		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	4	4	4	1,381	1,363	1,347	0.10	0.10	0.10	600	607	605
SF - Electric/Gas	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	166	161	161	12,579	12,048	11,903	0.94	0.90	0.89	874	858	856
SF - Electric/Gas	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	152	147	147	52,224	50,016	49,418	3.89	3.72	3.68	3,559	3,494	3,486
SF - Electric/Gas	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	0	0	0	393	388	383	0.03	0.03	0.03	-	-	-
SF - Electric/Gas	New			ENERGY STAR Home Design		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	10	10	10	-	-	-	-	-	-	136	133	132
SF - Gas Only	New			Insulation - Foundation		per HH	$760.32	50%	$380.16	22	21	21	-	-	-	-	-	-	2,206	2,162	2,154
SF - Gas Only	New			Insulation - Infiltration Control		per HH	$427.68	50%	$213.84	11	11	11	-	-	-	-	-	-	277	280	279
SF - Gas Only	New			Insulation - Radiant Barrier		per HH	$94.61	50%	$47.31	6	6	6	-	-	-	-	-	-	22	22	22
SF - Gas Only	New			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	7	7	7	-	-	-	-	-	-	435	426	424

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Gas Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	21	21	21	-	-	-	-	-	-	692	678	676
SF - Gas Only	New			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	5	5	5	-	-	-	-	-	-	506	499	500
SF - Gas Only	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	1	1	1	-	-	-	-	-	-	142	144	143
SF - Gas Only	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	42	41	41	-	-	-	-	-	-	207	203	203
SF - Gas Only	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	39	37	37	-	-	-	-	-	-	843	828	826
SF - Gas Only	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	New			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-

Table G-18 Residential Home Energy Performance (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$512.52	50%	$256.26	85	83	83	18,768	13,678	12,124	23.40	17.05	15.12	-	-	-
SF - Electric Only	Existing	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$276.94	50%	$138.47	70	68	68	79,918	62,811	57,759	-	-	-	-	-	-
SF - Electric Only	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	50%	$365.56	250	242	242	418,776	377,192	367,034	31.19	28.09	27.33	-	-	-
SF - Electric Only	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$31.25	1,440	1,398	1,398	1,753,926	1,419,107	1,383,684	118.19	95.63	93.24	-	-	-
SF - Electric Only	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$21.86	50%	$10.93	1,068	1,037	1,037	267,946	261,502	261,801	18.06	17.62	17.64	-	-	-
SF - Electric Only	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	1,200	1,165	1,165	186,916	182,498	182,962	12.60	12.30	12.33	-	-	-
SF - Electric/Gas	Existing	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$484.31	50%	$242.15	14	13	13	2,819	2,044	1,809	3.51	2.55	2.26	-	-	-
SF - Electric/Gas	Existing	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$274.17	50%	$137.09	3	3	3	3,190	2,557	2,374	-	-	-	-	-	-
SF - Electric/Gas	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	50%	$365.56	54	52	52	90,394	84,400	83,172	6.73	6.29	6.19	-	-	-
SF - Electric/Gas	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$27.36	3,560	3,456	3,456	3,131,603	3,057,151	3,061,148	211.03	206.01	206.28	-	-	-
SF - Electric/Gas	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$20.94	50%	$10.47	1,211	1,175	1,175	304,101	296,788	297,126	20.49	20.00	20.02	-	-	-
SF - Electric/Gas	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	4,837	4,694	4,694	778,656	760,252	762,184	52.47	51.23	51.36	-	-	-
SF - Electric/Gas	Existing	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$377.69	50%	$188.85	236	229	229	-	-	-	-	-	-	13,072	12,906	12,917
SF - Gas Only	Existing	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$348.64	50%	$174.32	95	92	92	-	-	-	-	-	-	4,863	4,801	4,805
SF - Electric Only	Existing			Insulation - Ceiling		per HH	$363.42	50%	$181.71	402	402	402	22,960	22,809	22,597	11.31	11.12	10.92	-	-	-
SF - Electric Only	Existing			Insulation - Ducting		per HH	$95.00	50%	$47.50	2,700	2,620	2,620	181,705	173,617	170,646	220.35	210.42	206.72	-	-	-
SF - Electric Only	Existing			Insulation - Infiltration Control		per HH	$327.87	50%	$163.94	6,664	6,664	6,664	825,684	821,991	815,854	271.97	267.49	262.66	-	-	-
SF - Electric Only	Existing			Insulation - Radiant Barrier		per HH	$82.84	50%	$41.42	4,529	4,529	4,529	243,106	241,500	239,247	120.23	118.25	116.11	-	-	-
SF - Electric Only	Existing			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	2,049	1,989	1,989	714,290	682,355	670,490	819.38	781.75	767.29	-	-	-
SF - Electric Only	Existing			Windows - Install Reflective Film		per HH	$1,028.88	50%	$514.44	682	682	682	170,001	167,303	164,383	643.00	632.81	621.78	-	-	-
SF - Electric Only	Existing			Doors - Storm and Thermal		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing			Roofs - High Reflectivity		per HH	$85.51	50%	$42.76	998	968	968	100,036	95,552	93,885	126.12	120.47	118.37	-	-	-
SF - Electric Only	Existing			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	314	305	305	93,478	89,289	87,731	117.86	112.58	110.61	-	-	-
SF - Electric Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	634	615	615	72,450	70,303	70,038	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	34	34	34	12,785	12,720	12,607	0.95	0.95	0.94	-	-	-
SF - Electric Only	Existing			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	2,521	2,447	2,447	222,493	214,831	212,914	16.57	16.00	15.86	-	-	-
SF - Electric Only	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	1,720	1,669	1,669	691,382	667,573	661,616	51.49	49.71	49.27	-	-	-
SF - Electric Only	Existing			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	1,149	1,149	1,149	98,769	98,266	97,399	7.36	7.32	7.25	-	-	-
SF - Electric Only	Existing			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	19	19	19	41,937	41,720	41,348	3.12	3.11	3.08	-	-	-
SF - Electric Only	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	25	24	24	2,833	2,752	2,745	2.27	2.20	2.19	-	-	-
SF - Electric Only	New			Insulation - Foundation		per HH	$760.32	50%	$380.16	56	54	54	39,372	38,274	38,207	17.25	16.71	16.63	-	-	-
SF - Electric Only	New			Insulation - Infiltration Control		per HH	$427.68	50%	$213.84	28	28	28	3,020	3,026	3,022	1.06	1.06	1.05	-	-	-
SF - Electric Only	New			Insulation - Radiant Barrier		per HH	$94.61	50%	$47.31	15	15	15	296	296	296	0.15	0.15	0.15	-	-	-
SF - Electric Only	New			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	19	18	18	18,129	17,616	17,582	8.92	8.64	8.60	-	-	-
SF - Electric Only	New			Windows - Install Reflective Film		per HH	$0.00	50%	$0.00	7	7	7	-	2,181	2,172	-	8.18	8.15	-	-	-
SF - Electric Only	New			Roofs - High Reflectivity		per HH	$97.66	50%	$48.83	113	110	110	12,057	11,686	11,640	15.08	14.61	14.56	-	-	-
SF - Electric Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	16	15	15	2,223	2,165	2,165	-	-	-	-	-	-
SF - Electric Only	New			Boiler - Maintenance		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	1	1	1	331	322	315	0.02	0.02	0.02	-	-	-
SF - Electric Only	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	44	43	43	3,346	3,160	3,090	0.25	0.24	0.23	-	-	-
SF - Electric Only	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	39	38	38	13,346	12,602	12,325	0.99	0.94	0.92	-	-	-
SF - Electric Only	New			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	49	49	49	4,131	4,021	3,934	0.31	0.30	0.29	-	-	-
SF - Electric Only	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	0	0	0	741	721	705	0.06	0.05	0.05	-	-	-
MF - Electric Only	Existing			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	973	973	973	83,394	82,962	82,293	6.06	6.03	5.98	-	-	-
MF - Electric Only	New			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	21	21	21	1,840	1,818	1,793	0.13	0.13	0.13	-	-	-
SF - Electric/Gas	Existing			Insulation - Ceiling		per HH	$363.42	50%	$181.71	455	455	455	14,382	14,218	14,027	14.85	14.63	14.39	4,695	4,723	4,679
SF - Electric/Gas	Existing			Insulation - Ducting		per HH	$95.00	50%	$47.50	3,440	3,339	3,339	240,252	229,681	225,859	297.72	284.58	279.82	45,806	44,893	44,634
SF - Electric/Gas	Existing			Insulation - Infiltration Control		per HH	$327.87	50%	$163.94	7,541	7,541	7,541	396,629	392,936	388,353	357.24	351.92	346.08	217,311	218,619	216,585
SF - Electric/Gas	Existing			Insulation - Radiant Barrier		per HH	$82.84	50%	$41.42	5,125	5,125	5,125	152,745	151,004	148,968	157.92	155.57	152.99	49,596	49,894	49,430

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric/Gas	Existing			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	2,379	2,309	2,309	895,950	856,623	842,447	1,101.78	1,053.13	1,035.45	153,357	150,303	149,435
SF - Electric/Gas	Existing			Windows - Install Reflective Film		per HH	$1,028.88	50%	$514.44	923	923	923	224,261	220,920	217,260	847.55	834.95	821.14	-	-	-
SF - Electric/Gas	Existing			Doors - Storm and Thermal		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing			Roofs - High Reflectivity		per HH	$85.51	50%	$42.76	1,350	1,310	1,310	131,932	126,144	124,054	166.20	158.92	156.29	-	-	-
SF - Electric/Gas	Existing			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	448	435	435	129,804	124,109	122,053	163.52	156.35	153.77	-	-	-
SF - Electric/Gas	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	719	698	698	13,455	13,122	13,128	-	-	-	24,712	24,130	23,905
SF - Electric/Gas	Existing			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	780	757	757	-	-	-	-	-	-	78,477	74,292	71,392
SF - Electric/Gas	Existing			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	116	116	116	43,215	43,091	42,814	3.22	3.21	3.19	22,384	22,511	22,323
SF - Electric/Gas	Existing			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	8,513	8,263	8,263	743,594	719,601	714,937	55.38	53.59	53.24	53,551	52,269	51,834
SF - Electric/Gas	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	5,806	5,636	5,636	2,310,624	2,236,067	2,221,577	172.07	166.52	165.44	163,140	159,234	157,909
SF - Electric/Gas	Existing			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	475	475	475	40,843	40,725	40,464	3.04	3.03	3.01	-	-	-
SF - Electric/Gas	Existing			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	13	13	13	28,056	27,974	27,792	2.09	2.08	2.07	-	-	-
SF - Electric/Gas	Existing			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New			Insulation - Ceiling		per HH	$0.00	50%	$0.00	6	6	6	-	-	188	-	-	0.19	-	-	70
SF - Electric/Gas	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	31	30	30	2,715	2,636	2,628	3.02	2.93	2.92	456	447	445
SF - Electric/Gas	New			Insulation - Foundation		per HH	$760.32	50%	$380.16	63	61	61	23,319	22,651	22,600	22.80	22.12	22.05	6,899	6,768	6,743
SF - Electric/Gas	New			Insulation - Infiltration Control		per HH	$427.68	50%	$213.84	32	32	32	1,551	1,553	1,550	1.40	1.40	1.39	866	875	872
SF - Electric/Gas	New			Insulation - Radiant Barrier		per HH	$94.61	50%	$47.31	17	17	17	191	191	190	0.19	0.19	0.19	69	69	69
SF - Electric/Gas	New			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	22	21	21	12,015	11,670	11,644	11.82	11.47	11.43	1,468	1,439	1,433
SF - Electric/Gas	New			Windows - Install Reflective Film		per HH	$0.00	50%	$0.00	9	9	9	-	2,889	2,880	-	10.83	10.80	-	-	-
SF - Electric/Gas	New			Roofs - High Reflectivity		per HH	$97.66	50%	$48.83	153	149	149	15,968	15,490	15,441	19.96	19.37	19.30	-	-	-
SF - Electric/Gas	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	18	18	18	441	431	431	-	-	-	637	625	623
SF - Electric/Gas	New			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	19	18	18	-	-	-	-	-	-	2,078	2,051	2,052
SF - Electric/Gas	New			Boiler - Maintenance		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	3	3	3	1,130	1,115	1,102	0.08	0.08	0.08	491	497	495
SF - Electric/Gas	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	149	145	145	11,288	10,810	10,681	0.84	0.81	0.80	785	770	769

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric/Gas	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	131	127	127	45,017	43,114	42,598	3.35	3.21	3.17	3,067	3,012	3,005
SF - Electric/Gas	New			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	20	20	20	1,724	1,701	1,681	0.13	0.13	0.13	-	-	-
SF - Electric/Gas	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	0	0	0	306	302	298	0.02	0.02	0.02	-	-	-
SF - Electric/Gas	New			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	94	94	94	8,044	7,998	7,930	0.58	0.58	0.58	-	-	-
MF - Electric/Gas	New			Water Heater - Thermostat Setback		per HH	$5.00	50%	$2.50	2	2	2	176	174	171	0.01	0.01	0.01	-	-	-
SF - Gas Only	Existing			Insulation - Ceiling		per HH	$363.42	50%	$181.71	185	185	185	-	-	-	-	-	-	1,743	1,755	1,740
SF - Gas Only	Existing			Insulation - Ducting		per HH	$95.00	50%	$47.50	1,386	1,346	1,346	-	-	-	-	-	-	17,040	16,700	16,604
SF - Gas Only	Existing			Insulation - Infiltration Control		per HH	$327.87	50%	$163.94	3,027	3,027	3,027	-	-	-	-	-	-	79,804	80,354	79,673
SF - Gas Only	Existing			Insulation - Radiant Barrier		per HH	$82.84	50%	$41.42	2,059	2,059	2,059	-	-	-	-	-	-	18,226	18,352	18,196
SF - Gas Only	Existing			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	959	931	931	-	-	-	-	-	-	57,049	55,913	55,590
SF - Gas Only	Existing			Doors - Storm and Thermal		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	288	279	279	-	-	-	-	-	-	9,046	8,840	8,765
SF - Gas Only	Existing			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	256	248	248	-	-	-	-	-	-	23,735	22,469	21,592
SF - Gas Only	Existing			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	25	25	25	-	-	-	-	-	-	4,427	4,452	4,415
SF - Gas Only	Existing			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	3,291	3,194	3,194	-	-	-	-	-	-	19,258	18,797	18,641
SF - Gas Only	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	2,245	2,179	2,179	-	-	-	-	-	-	58,668	57,264	56,787
SF - Gas Only	Existing			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	Existing			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	8	7	7	-	-	-	-	-	-	102	100	100
SF - Gas Only	New			Insulation - Foundation		per HH	$760.32	50%	$380.16	17	16	16	-	-	-	-	-	-	1,665	1,631	1,625
SF - Gas Only	New			Insulation - Infiltration Control		per HH	$427.68	50%	$213.84	8	8	8	-	-	-	-	-	-	209	211	210
SF - Gas Only	New			Insulation - Radiant Barrier		per HH	$94.61	50%	$47.31	5	5	5	-	-	-	-	-	-	17	17	17
SF - Gas Only	New			Ducting - Repair and Sealing		per HH	$497.62	50%	$248.81	5	5	5	-	-	-	-	-	-	328	321	320
SF - Gas Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	5	5	5	-	-	-	-	-	-	154	151	150
SF - Gas Only	New			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	4	4	4	-	-	-	-	-	-	414	408	409
SF - Gas Only	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	1	1	1	-	-	-	-	-	-	116	118	117

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Gas Only	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	38	37	37	-	-	-	-	-	-	186	182	182
SF - Gas Only	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	33	32	32	-	-	-	-	-	-	727	713	712
SF - Gas Only	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	New			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-

Table G-19 Residential Multi Family (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Electric Only	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 0.95	per HH	$40.00	50%	$20.00	63	-	-	5,929	-	-	0.43	-	-	-	-	-
MF - Electric Only	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.0	per HH	$0.00	50%	$0.00	-	64	64	-	62,427	59,437	-	4.54	4.32	-	-	-
MF - Electric Only	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$14.29	2,115	2,053	2,053	1,793,937	1,451,524	1,415,300	120.89	97.81	95.37	-	-	-
MF - Electric Only	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$17.72	50%	$8.86	1,345	1,305	1,305	239,193	233,441	233,707	16.12	15.73	15.75	-	-	-
MF - Electric Only	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	2,477	2,477	-	173,301	174,332	-	11.68	11.75	-	-	-	-
MF - Electric Only	Existing	Exterior Lighting	Electric	Screw-in	LED	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	50%	$21.75	140	136	136	11,995	11,714	11,758	1.00	0.98	0.98	-	-	-
MF - Electric Only	New	Water Heating	Electric	Water Heater > 55 gal	EF 0.95	per HH	$40.00	50%	$20.00	2	2	-	148	148	-	0.01	0.01	-	-	-	-
MF - Electric Only	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.0	per HH	$0.00	50%	$0.00	-	-	4	-	-	3,692	-	-	0.27	-	-	-
MF - Electric Only	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$18.25	39	38	38	31,166	24,255	23,564	2.10	1.63	1.59	-	-	-
MF - Electric Only	New	Interior Lighting	Electric	Specialty	CFL	per HH	$17.65	50%	$8.82	23	23	23	4,146	4,046	4,051	0.28	0.27	0.27	-	-	-
MF - Electric Only	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	40	40	-	2,654	2,670	-	0.18	0.18	-	-	-	-
MF - Electric Only	New	Exterior Lighting	Electric	Screw-in	LED	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	50%	$21.75	5	5	5	413	403	405	0.03	0.03	0.03	-	-	-
MF - Electric/Gas	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	50%	$365.56	54	52	52	88,628	82,940	81,754	6.44	6.03	5.94	-	-	-
MF - Electric/Gas	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$17.81	2,262	2,195	2,195	1,608,520	1,570,278	1,572,331	108.39	105.82	105.96	-	-	-
MF - Electric/Gas	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$17.99	50%	$8.99	769	747	747	157,508	153,720	153,895	10.61	10.36	10.37	-	-	-
MF - Electric/Gas	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	3,687	3,578	3,578	278,338	271,760	272,450	18.76	18.31	18.36	-	-	-
MF - Electric/Gas	Existing	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	50%	$21.75	170	165	165	14,589	14,246	14,300	1.21	1.19	1.19	-	-	-
MF - Electric/Gas	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	50%	$365.56	3	3	3	4,857	4,539	4,470	0.35	0.33	0.32	-	-	-
MF - Electric/Gas	New	Interior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$22.76	42	41	41	28,257	27,585	27,621	1.90	1.86	1.86	-	-	-
MF - Electric/Gas	New	Interior Lighting	Electric	Specialty	CFL	per HH	$17.97	50%	$8.99	13	13	13	2,740	2,674	2,677	0.18	0.18	0.18	-	-	-
MF - Electric/Gas	New	Exterior Lighting	Electric	Screw-in	CFL	per HH	$0.00	50%	$1.00	65	63	63	4,668	4,557	4,569	0.31	0.31	0.31	-	-	-
MF - Electric/Gas	New	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	50%	$21.75	6	6	6	503	491	493	0.04	0.04	0.04	-	-	-
MF - Electric Only	Existing			Insulation - Ceiling		per HH	$574.27	50%	$287.14	350	350	350	28,657	28,679	28,597	8.06	7.94	7.81	-	-	-
MF - Electric Only	Existing			Insulation - Ducting		per HH	$95.00	50%	$47.50	1,086	1,054	1,054	11,939	11,404	11,212	13.82	13.20	12.97	-	-	-
MF - Electric Only	Existing			Insulation - Infiltration Control		per HH	$152.01	50%	$76.01	4,109	4,109	4,109	632,569	634,684	634,212	87.30	85.99	84.59	-	-	-
MF - Electric Only	Existing			Insulation - Radiant Barrier		per HH	$130.90	50%	$65.45	1,850	1,850	1,850	142,915	143,013	142,588	41.02	40.41	39.75	-	-	-
MF - Electric Only	Existing			Insulation - Wall Cavity		per HH	$696.64	50%	$348.32	85	85	85	7,806	7,835	7,831	0.96	0.94	0.93	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Electric Only	Existing			Insulation - Wall Sheathing		per HH	$510.87	50%	$255.44	1,543	1,498	1,498	222,952	217,041	216,815	35.25	33.70	33.15	-	-	-
MF - Electric Only	Existing			Ducting - Repair and Sealing		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing			Windows - High Efficiency/ENERGY STAR		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing			Windows - Install Reflective Film		per HH	$240.74	50%	$120.37	233	233	233	11,274	11,105	10,924	39.32	38.73	38.10	-	-	-
MF - Electric Only	Existing			Roofs - High Reflectivity		per HH	$135.12	50%	$67.56	384	373	373	17,539	16,769	16,496	20.39	19.49	19.18	-	-	-
MF - Electric Only	Existing			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	601	583	583	88,547	84,658	83,279	102.94	98.42	96.81	-	-	-
MF - Electric Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	606	588	588	36,983	36,104	36,151	-	-	-	-	-	-
MF - Electric Only	Existing			Home Energy Management System		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	31	31	31	11,554	11,494	11,402	0.84	0.84	0.83	-	-	-
MF - Electric Only	Existing			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	3,598	3,492	3,492	276,562	267,034	264,874	20.11	19.42	19.26	-	-	-
MF - Electric Only	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	2,462	2,390	2,390	863,504	833,754	827,013	62.78	60.62	60.13	-	-	-
MF - Electric Only	Existing			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	30	30	30	42,357	42,137	41,796	3.08	3.06	3.04	-	-	-
MF - Electric Only	New			Insulation - Ceiling		per HH	$534.21	50%	$267.11	5	5	5	178	179	179	0.07	0.07	0.07	-	-	-
MF - Electric Only	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	12	11	11	110	108	108	0.13	0.13	0.13	-	-	-
MF - Electric Only	New			Insulation - Foundation		per HH	$251.39	50%	$125.70	33	32	32	5,732	5,594	5,600	1.67	1.63	1.63	-	-	-
MF - Electric Only	New			Insulation - Infiltration Control		per HH	$141.40	50%	$70.70	21	21	21	1,178	1,185	1,186	0.25	0.25	0.25	-	-	-
MF - Electric Only	New			Insulation - Radiant Barrier		per HH	$121.77	50%	$60.89	10	10	10	116	116	116	0.04	0.04	0.04	-	-	-
MF - Electric Only	New			Insulation - Wall Sheathing		per HH	$458.02	50%	$229.01	33	32	32	3,211	3,134	3,138	0.67	0.65	0.65	-	-	-
MF - Electric Only	New			Ducting - Repair and Sealing		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New			Windows - High Efficiency/ENERGY STAR		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New			Windows - Install Reflective Film		per HH	$327.40	50%	$163.70	4	4	4	243	244	244	0.85	0.85	0.85	-	-	-
MF - Electric Only	New			Roofs - High Reflectivity		per HH	$125.70	50%	$62.85	61	59	59	1,364	1,330	1,331	1.59	1.55	1.55	-	-	-
MF - Electric Only	New			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	16	15	15	1,915	1,868	1,869	2.23	2.17	2.17	-	-	-
MF - Electric Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	4	4	4	167	163	163	-	-	-	-	-	-
MF - Electric Only	New			Home Energy Management System		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	1	1	1	359	355	350	0.03	0.03	0.03	-	-	-
MF - Electric Only	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	70	68	68	4,728	4,532	4,471	0.34	0.33	0.33	-	-	-
MF - Electric Only	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	43	41	41	13,170	12,626	12,454	0.96	0.92	0.91	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Electric Only	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	1	1	1	636	628	620	0.05	0.05	0.05	-	-	-
MF - Electric/Gas	Existing			Insulation - Ceiling		per HH	$574.27	50%	$287.14	45	45	45	3,627	3,573	3,516	3.56	3.50	3.43	1,128	1,135	1,125
MF - Electric/Gas	Existing			Insulation - Ducting		per HH	$95.00	50%	$47.50	573	556	556	19,076	18,161	17,801	22.20	21.14	20.72	-	-	-
MF - Electric/Gas	Existing			Insulation - Infiltration Control		per HH	$152.01	50%	$76.01	1,723	1,723	1,723	156,471	154,736	152,729	126.81	124.47	122.06	85,714	86,257	85,477
MF - Electric/Gas	Existing			Insulation - Radiant Barrier		per HH	$130.90	50%	$65.45	782	782	782	60,844	59,946	58,978	60.05	58.94	57.80	18,472	18,589	18,421
MF - Electric/Gas	Existing			Insulation - Wall Cavity		per HH	$696.64	50%	$348.32	36	36	36	1,794	1,775	1,753	1.39	1.37	1.34	1,164	1,171	1,160
MF - Electric/Gas	Existing			Insulation - Wall Sheathing		per HH	$510.87	50%	$255.44	652	633	633	60,857	58,367	57,571	51.58	49.14	48.19	53,184	51,947	51,477
MF - Electric/Gas	Existing			Ducting - Repair and Sealing		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing			Windows - High Efficiency/ENERGY STAR		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing			Windows - Install Reflective Film		per HH	$240.74	50%	$120.37	138	138	138	16,427	16,124	15,812	57.35	56.29	55.20	-	-	-
MF - Electric/Gas	Existing			Roofs - High Reflectivity		per HH	$135.12	50%	$67.56	227	221	221	25,582	24,371	23,900	29.77	28.36	27.81	-	-	-
MF - Electric/Gas	Existing			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	355	345	345	129,152	123,040	120,659	150.30	143.19	140.42	-	-	-
MF - Electric/Gas	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	254	246	246	3,147	3,072	3,076	-	-	-	6,604	6,450	6,392
MF - Electric/Gas	Existing			Home Energy Management System		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	84	82	82	-	-	-	-	-	-	6,657	6,338	6,128
MF - Electric/Gas	Existing			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	19	19	19	6,902	6,863	6,805	0.50	0.50	0.49	2,598	2,611	2,590
MF - Electric/Gas	Existing			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	2,156	2,092	2,092	257,465	248,459	246,308	18.72	18.07	17.91	13,470	13,141	13,034
MF - Electric/Gas	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	1,475	1,432	1,432	803,885	775,765	769,049	58.45	56.41	55.92	42,032	41,005	40,672
MF - Electric/Gas	Existing			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	3	3	3	6,372	6,336	6,281	0.46	0.46	0.46	-	-	-
MF - Electric/Gas	Existing			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New			Insulation - Ceiling		per HH	$534.21	50%	$267.11	2	2	2	92	93	93	0.10	0.10	0.10	37	38	38
MF - Electric/Gas	New			Insulation - Ducting		per HH	$95.00	50%	$47.50	6	6	6	174	170	170	0.20	0.20	0.20	-	-	-
MF - Electric/Gas	New			Insulation - Foundation		per HH	$251.39	50%	$125.70	14	13	13	2,427	2,369	2,372	2.43	2.37	2.37	813	803	803
MF - Electric/Gas	New			Insulation - Infiltration Control		per HH	$141.40	50%	$70.70	9	9	9	390	392	393	0.36	0.37	0.37	290	295	295
MF - Electric/Gas	New			Insulation - Radiant Barrier		per HH	$121.77	50%	$60.89	4	4	4	59	59	59	0.06	0.06	0.06	24	25	25
MF - Electric/Gas	New			Insulation - Wall Cavity		per HH	$0.00	50%	$0.00	2	2	2	-	-	44	-	-	0.04	-	-	53
MF - Electric/Gas	New			Insulation - Wall Sheathing		per HH	$458.02	50%	$229.01	14	13	13	1,045	1,020	1,021	0.97	0.95	0.95	817	806	807
MF - Electric/Gas	New			Ducting - Repair and Sealing		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New			Windows - High Efficiency/ENERGY STAR		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Electric/Gas	New			Windows - Install Reflective Film		per HH	$327.40	50%	$163.70	2	2	2	352	354	354	1.23	1.24	1.24	-	-	-
MF - Electric/Gas	New			Roofs - High Reflectivity		per HH	$125.70	50%	$62.85	36	35	35	1,972	1,925	1,928	2.30	2.24	2.24	-	-	-
MF - Electric/Gas	New			Ceiling Fan - Installation		per HH	$204.00	50%	$102.00	9	9	9	2,794	2,727	2,730	3.25	3.18	3.18	-	-	-
MF - Electric/Gas	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	2	2	2	13	13	13	-	-	-	34	33	33
MF - Electric/Gas	New			Home Energy Management System		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	1	1	1	213	210	207	0.02	0.02	0.02	71	72	71
MF - Electric/Gas	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	42	41	41	4,362	4,176	4,119	0.32	0.30	0.30	231	227	226
MF - Electric/Gas	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	26	25	25	12,150	11,634	11,475	0.88	0.85	0.83	644	632	631
MF - Electric/Gas	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New			Water Heater - Solar System		per HH	$5,400.00	50%	$2,700.00	0	0	0	95	94	92	0.01	0.01	0.01	-	-	-
MF - Gas Only	Existing			Insulation - Ceiling		per HH	$574.27	50%	$287.14	6	6	6	-	-	-	-	-	-	133	134	133
MF - Gas Only	Existing			Insulation - Infiltration Control		per HH	$152.01	50%	$76.01	241	241	241	-	-	-	-	-	-	10,150	10,211	10,115
MF - Gas Only	Existing			Insulation - Radiant Barrier		per HH	$130.90	50%	$65.45	108	108	108	-	-	-	-	-	-	2,170	2,183	2,163
MF - Gas Only	Existing			Insulation - Wall Cavity		per HH	$696.64	50%	$348.32	5	5	5	-	-	-	-	-	-	137	138	137
MF - Gas Only	Existing			Insulation - Wall Sheathing		per HH	$510.87	50%	$255.44	91	88	88	-	-	-	-	-	-	6,274	6,125	6,068
MF - Gas Only	Existing			Windows - High Efficiency/ENERGY STAR		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Gas Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	35	34	34	-	-	-	-	-	-	781	762	755
MF - Gas Only	Existing			Home Energy Management System		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Gas Only	Existing			Boiler - Hot Water Reset		per HH	$37.00	50%	$18.50	16	15	15	-	-	-	-	-	-	1,063	1,012	979
MF - Gas Only	Existing			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	3	3	3	-	-	-	-	-	-	396	398	395
MF - Gas Only	Existing			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	375	364	364	-	-	-	-	-	-	2,054	2,004	1,987
MF - Gas Only	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	257	249	249	-	-	-	-	-	-	6,409	6,252	6,202
MF - Gas Only	Existing			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Gas Only	Existing			Combined Boiler & Water Htg. Unit		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Gas Only	New			Insulation - Ceiling		per HH	$534.21	50%	$267.11	0	0	0	-	-	-	-	-	-	2	2	2
MF - Gas Only	New			Insulation - Foundation		per HH	$251.39	50%	$125.70	1	1	1	-	-	-	-	-	-	35	34	34
MF - Gas Only	New			Insulation - Infiltration Control		per HH	$141.40	50%	$70.70	0	0	0	-	-	-	-	-	-	12	13	13
MF - Gas Only	New			Insulation - Radiant Barrier		per HH	$121.77	50%	$60.89	0	0	0	-	-	-	-	-	-	1	1	1
MF - Gas Only	New			Insulation - Wall Sheathing		per HH	$458.02	50%	$229.01	1	1	1	-	-	-	-	-	-	35	34	34

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Gas Only	New			Windows - High Efficiency/ENERGY STAR		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Gas Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	0	0	0	-	-	-	-	-	-	1	1	1
MF - Gas Only	New			Home Energy Management System		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Gas Only	New			Water Heater - Drainwater Heat Recovery		per HH	$899.00	50%	$449.50	0	0	0	-	-	-	-	-	-	4	4	4
MF - Gas Only	New			Water Heater - Faucet Aerators		per HH	$16.00	50%	$8.00	3	3	3	-	-	-	-	-	-	13	12	12
MF - Gas Only	New			Water Heater - Low-Flow Showerheads		per HH	$12.00	50%	$6.00	2	2	2	-	-	-	-	-	-	35	35	35
MF - Gas Only	New			Water Heater - Desuperheater		per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-

Table G-20 Residential Moderate Income (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	90%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$2,423.61	90%	$2,181.25	6	6	6	1,251	912	808	1.56	1.14	1.01	-	-	-
SF - Electric Only	Existing	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$1,309.62	90%	$1,178.65	5	5	5	5,328	4,187	3,851	-	-	-	-	-	-
SF - Electric Only	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$41.57	90%	$20.00	120	117	117	146,161	118,259	115,307	9.85	7.97	7.77	-	-	-
SF - Electric Only	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$25.79	90%	$23.21	76	74	74	19,139	18,679	18,700	1.29	1.26	1.26	-	-	-
SF - Electric Only	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$1.78	90%	$1.00	120	117	117	18,692	18,250	18,296	1.26	1.23	1.23	-	-	-
SF - Electric/Gas	Existing	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	90%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$2,290.20	90%	$2,061.18	1	1	1	188	136	121	0.23	0.17	0.15	-	-	-
SF - Electric/Gas	Existing	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$1,296.52	90%	$1,166.87	0	0	0	213	170	158	-	-	-	-	-	-
SF - Electric/Gas	Existing	Interior Lighting	Electric	Screw-in	CFL	per HH	$39.77	90%	$20.00	297	288	288	260,967	254,763	255,096	17.59	17.17	17.19	-	-	-
SF - Electric/Gas	Existing	Interior Lighting	Electric	Specialty	CFL	per HH	$24.70	90%	$22.23	101	98	98	25,342	24,732	24,761	1.71	1.67	1.67	-	-	-
SF - Electric/Gas	Existing	Exterior Lighting	Electric	Screw-in	CFL	per HH	$1.35	90%	$1.00	484	469	469	77,866	76,025	76,218	5.25	5.12	5.14	-	-	-
SF - Electric/Gas	Existing	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$2,738.28	90%	$2,464.45	16	15	15	-	-	-	-	-	-	871	860	861
SF - Gas Only	Existing	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$2,527.64	90%	$2,274.88	6	6	6	-	-	-	-	-	-	324	320	320
SF - Electric Only	Existing			Insulation - Ceiling		per HH	$363.42	90%	$327.08	4	4	4	232	230	228	0.11	0.11	0.11	-	-	-
SF - Electric Only	Existing			Insulation - Ducting		per HH	$95.00	90%	$85.50	27	26	26	1,835	1,754	1,724	2.23	2.13	2.09	-	-	-
SF - Electric Only	Existing			Insulation - Infiltration Control		per HH	$327.87	90%	$295.08	67	67	67	8,340	8,303	8,241	2.75	2.70	2.65	-	-	-
SF - Electric Only	Existing			Insulation - Radiant Barrier		per HH	$82.84	90%	$74.56	46	46	46	2,456	2,439	2,417	1.21	1.19	1.17	-	-	-
SF - Electric Only	Existing			Ducting - Repair and Sealing		per HH	$497.62	90%	$447.86	21	20	20	7,215	6,892	6,773	8.28	7.90	7.75	-	-	-
SF - Electric Only	Existing			Ceiling Fan - Installation		per HH	$204.00	90%	$183.60	17	16	16	4,920	4,699	4,617	6.20	5.93	5.82	-	-	-
SF - Electric Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	90%	$27.00	42	41	41	4,830	4,687	4,669	-	-	-	-	-	-
SF - Electric Only	Existing			Water Heater - Faucet Aerators		per HH	$16.00	90%	$14.40	54	53	53	4,777	4,613	4,571	0.36	0.34	0.34	-	-	-
SF - Electric Only	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	90%	$10.80	38	37	37	15,179	14,656	14,525	1.13	1.09	1.08	-	-	-
SF - Electric/Gas	Existing			Insulation - Ceiling		per HH	$363.42	90%	$327.08	5	5	5	145	144	142	0.15	0.15	0.15	47	48	47
SF - Electric/Gas	Existing			Insulation - Ducting		per HH	$95.00	90%	$85.50	35	34	34	2,427	2,320	2,281	3.01	2.87	2.83	463	453	451
SF - Electric/Gas	Existing			Insulation - Infiltration Control		per HH	$327.87	90%	$295.08	76	76	76	4,006	3,969	3,923	3.61	3.55	3.50	2,195	2,208	2,188

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric/Gas	Existing			Insulation - Radiant Barrier		per HH	$82.84	90%	$74.56	52	52	52	1,543	1,525	1,505	1.60	1.57	1.55	501	504	499
SF - Electric/Gas	Existing			Ducting - Repair and Sealing		per HH	$497.62	90%	$447.86	24	23	23	9,050	8,653	8,510	11.13	10.64	10.46	1,549	1,518	1,509
SF - Electric/Gas	Existing			Thermostat - Clock/Programmable		per HH	$30.00	90%	$27.00	48	47	47	897	875	875	-	-	-	1,647	1,609	1,594
SF - Electric/Gas	Existing			Water Heater - Faucet Aerators		per HH	$16.00	90%	$14.40	183	177	177	15,966	15,450	15,350	1.19	1.15	1.14	1,150	1,122	1,113
SF - Electric/Gas	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	90%	$10.80	127	124	124	50,727	49,090	48,772	3.78	3.66	3.63	3,582	3,496	3,467
SF - Electric/Gas	Existing			Combined Boiler & Water Htg. Unit		per HH	$0.00	90%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	Existing			Insulation - Ducting		per HH	$95.00	90%	$85.50	14	14	14	-	-	-	-	-	-	172	169	168
SF - Gas Only	Existing			Insulation - Infiltration Control		per HH	$327.87	90%	$295.08	31	31	31	-	-	-	-	-	-	806	812	805
SF - Gas Only	Existing			Insulation - Radiant Barrier		per HH	$82.84	90%	$74.56	21	21	21	-	-	-	-	-	-	184	185	184
SF - Gas Only	Existing			Ducting - Repair and Sealing		per HH	$497.62	90%	$447.86	10	9	9	-	-	-	-	-	-	576	565	562
SF - Gas Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	90%	$27.00	19	19	19	-	-	-	-	-	-	603	589	584
SF - Gas Only	Existing			Water Heater - Faucet Aerators		per HH	$16.00	90%	$14.40	71	69	69	-	-	-	-	-	-	413	404	400
SF - Gas Only	Existing			Water Heater - Low-Flow Showerheads		per HH	$12.00	90%	$10.80	49	48	48	-	-	-	-	-	-	1,288	1,257	1,247

Table G-21 Residential Appliance Recycling (RAP)

Segment	Vintage	Technology	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	833	808	808	840,735	806,158	794,127	1,220.75	1,170.55	1,153.08	-	-	-
SF - Electric Only	Existing	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	2,262	2,196	2,196	1,508,284	1,369,016	1,286,158	157.78	143.21	134.54	-	-	-
SF - Electric Only	Existing	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	2,507	2,433	2,433	1,266,063	1,183,779	1,143,619	147.99	138.38	133.68	-	-	-
SF - Electric Only	New	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	8	8	8	8,669	8,378	8,329	12.59	12.16	12.09	-	-	-
SF - Electric Only	New	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	74	71	71	35,358	33,021	32,043	3.70	3.45	3.35	-	-	-
SF - Electric Only	New	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	81	79	79	36,335	34,389	33,697	4.25	4.02	3.94	-	-	-
MF - Electric Only	Existing	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	652	633	633	208,644	200,624	198,135	240.17	230.94	228.07	-	-	-
MF - Electric Only	Existing	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	279	270	270	172,633	155,299	145,724	18.06	16.25	15.25	-	-	-
MF - Electric Only	Existing	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	312	303	303	163,290	155,554	152,883	19.09	18.18	17.87	-	-	-
MF - Electric Only	New	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	7	7	7	1,971	1,908	1,897	2.27	2.20	2.18	-	-	-
MF - Electric Only	New	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	5	5	5	2,328	2,187	2,124	0.24	0.23	0.22	-	-	-
MF - Electric Only	New	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	5	5	5	2,406	2,286	2,241	0.28	0.27	0.26	-	-	-
SF - Electric/Gas	Existing	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	1,078	1,047	1,047	1,029,791	988,355	974,536	1,495.26	1,435.10	1,415.03	-	-	-
SF - Electric/Gas	Existing	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	2,577	2,501	2,501	1,751,031	1,593,268	1,499,648	183.17	166.67	156.87	-	-	-
SF - Electric/Gas	Existing	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	2,704	2,625	2,625	1,365,839	1,277,070	1,233,745	159.66	149.28	144.22	-	-	-
SF - Electric/Gas	New	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	10	10	10	10,123	9,800	9,756	14.70	14.23	14.17	-	-	-
SF - Electric/Gas	New	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	84	81	81	42,122	39,040	37,669	4.41	4.08	3.94	-	-	-
SF - Electric/Gas	New	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	88	85	85	39,198	37,100	36,352	4.58	4.34	4.25	-	-	-
MF - Electric/Gas	Existing	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	170	165	165	122,664	118,029	116,647	141.20	135.86	134.27	-	-	-
MF - Electric/Gas	Existing	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	210	204	204	132,945	119,767	112,515	13.91	12.53	11.77	-	-	-
MF - Electric/Gas	Existing	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	279	271	271	146,129	139,205	136,815	17.08	16.27	15.99	-	-	-
MF - Electric/Gas	New	Room AC - Removal of Second Unit	per HH	$60.00	50%	$30.00	1	1	1	335	325	323	0.39	0.37	0.37	-	-	-
MF - Electric/Gas	New	Refrigerator - Remove Second Unit	per HH	$120.00	50%	$60.00	4	3	3	1,842	1,720	1,662	0.19	0.18	0.17	-	-	-
MF - Electric/Gas	New	Freezer - Remove Second Unit	per HH	$120.00	50%	$60.00	5	5	5	2,153	2,045	2,005	0.25	0.24	0.23	-	-	-

Table G-22 Residential HVAC (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$512.52	50%	$256.26	476	462	462	105,103	76,596	67,896	131.05	95.51	84.66	-	-	-
SF - Electric Only	Existing	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$276.94	50%	$138.47	395	383	383	447,541	351,740	323,452	-	-	-	-	-	-
SF - Electric Only	New	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$580.88	50%	$290.44	43	42	42	11,646	8,194	7,129	14.52	10.22	8.89	-	-	-
SF - Electric Only	New	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$313.88	50%	$156.94	34	33	33	41,598	32,050	29,181	-	-	-	-	-	-
SF - Electric/Gas	Existing	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$484.31	50%	$242.15	76	73	73	15,786	11,447	10,128	19.68	14.27	12.63	-	-	-
SF - Electric/Gas	Existing	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$274.17	50%	$137.09	16	16	16	17,863	14,322	13,292	-	-	-	-	-	-
SF - Electric/Gas	Existing	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$377.69	50%	$188.85	1,324	1,285	1,285	-	-	-	-	-	-	73,201	72,272	72,336
SF - Electric/Gas	New	Cooling	Electric	Central AC	SEER 14.5 (Energy Star)	per HH	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Cooling	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$548.90	50%	$274.45	7	7	7	1,768	1,244	1,083	2.20	1.55	1.35	-	-	-
SF - Electric/Gas	New	Heating	Electric	Air-Source Heat Pump	SEER 16, HSPF 8.5	per HH	$310.74	50%	$155.37	1	1	1	1,676	1,298	1,186	-	-	-	-	-	-
SF - Electric/Gas	New	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$0.00	50%	$0.00	-	686	686	-	-	-	-	-	-	-	39,035	39,069
SF - Gas Only	Existing	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$348.64	50%	$174.32	533	518	518	-	-	-	-	-	-	27,231	26,886	26,909
SF - Gas Only	New	Heating	Natural Gas	Furnace	AFUE 0.9	per HH	$0.00	50%	$0.00	-	204	204	-	-	-	-	-	-	-	10,733	10,743
SF - Electric Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	2,071	2,010	2,010	236,669	229,657	228,791	-	-	-	-	-	-
SF - Electric Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	40	39	39	5,557	5,413	5,412	-	-	-	-	-	-
MF - Electric Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	2,424	2,353	2,353	147,932	144,415	144,604	-	-	-	-	-	-
MF - Electric Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	17	16	16	666	650	651	-	-	-	-	-	-
SF - Electric/Gas	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	2,348	2,279	2,279	43,954	42,864	42,884	-	-	-	80,727	78,824	78,091

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric/Gas	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	45	44	44	1,103	1,077	1,078	-	-	-	1,593	1,563	1,557
MF - Electric/Gas	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	1,015	985	985	12,589	12,290	12,306	-	-	-	26,414	25,800	25,566
MF - Electric/Gas	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	7	7	7	53	52	52	-	-	-	134	132	133
SF - Gas Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	939	912	912	-	-	-	-	-	-	29,550	28,878	28,633
SF - Gas Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	12	12	12	-	-	-	-	-	-	385	377	375
MF - Gas Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	142	137	137	-	-	-	-	-	-	3,123	3,049	3,021
MF - Gas Only	New			Thermostat - Clock/Programmable		per HH	$30.00	50%	$15.00	0	0	0	-	-	-	-	-	-	6	6	6

Table G-23 Residential Behavior Change (RAP)

(Zero Allocation)

Table G-24 Residential Efficient Products (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	30%	$219.33	250	242	242	418,776	377,192	367,034	31.19	28.09	27.33	-	-	-
SF - Electric Only	Existing	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	691	670	670	349,496	341,284	342,573	26.95	26.31	26.41	-	-	-
SF - Electric Only	Existing	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	732	710	710	109,095	106,532	106,934	8.41	8.21	8.24	-	-	-
SF - Electric Only	Existing	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	30%	$13.05	947	919	919	81,235	79,326	79,626	6.26	6.12	6.14	-	-	-
SF - Electric Only	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	30%	$219.33	45	44	44	68,273	61,655	59,976	5.08	4.59	4.47	-	-	-
SF - Electric Only	New	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	60	59	59	30,500	29,784	29,896	2.35	2.30	2.30	-	-	-
SF - Electric Only	New	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	58	56	56	8,665	8,462	8,494	0.67	0.65	0.65	-	-	-
SF - Electric Only	New	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	30%	$13.05	77	75	75	6,595	6,440	6,464	0.51	0.50	0.50	-	-	-
MF - Electric Only	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 0.95	per HH	$40.00	30%	$12.00	16	-	-	1,482	-	-	0.11	-	-	-	-	-
MF - Electric Only	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.0	per HH	$0.00	30%	$0.00	-	16	16	-	15,607	14,859	-	1.13	1.08	-	-	-
MF - Electric Only	Existing	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	Existing	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	260	252	252	131,402	128,315	128,799	10.94	10.69	10.73	-	-	-
MF - Electric Only	Existing	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	25	24	24	3,741	3,653	3,667	0.31	0.30	0.31	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Electric Only	New	Water Heating	Electric	Water Heater > 55 gal	EF 0.95	per HH	$40.00	30%	$12.00	0	0	-	8	8	-	0.00	0.00	-	-	-	-
MF - Electric Only	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.0	per HH	$0.00	30%	$0.00	-	-	0	-	-	194	-	-	0.01	-	-	-
MF - Electric Only	New	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric Only	New	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	10	9	9	4,879	4,765	4,783	0.41	0.40	0.40	-	-	-
MF - Electric Only	New	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	1	1	1	127	124	124	0.01	0.01	0.01	-	-	-
SF - Electric/Gas	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	30%	$219.33	54	52	52	90,394	84,400	83,172	6.73	6.29	6.19	-	-	-
SF - Electric/Gas	Existing	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Electronics	Electric	TVs	Energy Star (5.1)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Electronics	Electric	Printer/Fax/Copier	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	Existing	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	871	846	846	440,854	430,495	432,121	33.99	33.19	33.32	-	-	-
SF - Electric/Gas	Existing	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	455	441	441	67,755	66,163	66,413	5.22	5.10	5.12	-	-	-
SF - Electric/Gas	Existing	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	30%	$13.05	3,028	2,939	2,939	259,723	253,620	254,578	20.02	19.55	19.63	-	-	-
SF - Electric/Gas	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	30%	$219.33	10	9	9	14,737	13,792	13,593	1.10	1.03	1.01	-	-	-
SF - Electric/Gas	New	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Electronics	Electric	TVs	Energy Star (5.1)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Electronics	Electric	Printer/Fax/Copier	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	76	74	74	38,473	37,569	37,711	2.97	2.90	2.91	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric/Gas	New	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	36	35	35	5,382	5,255	5,275	0.41	0.41	0.41	-	-	-
SF - Electric/Gas	New	Misc.	Electric	Bathroom Exhaust Fan	High Efficiency	per HH	$43.50	30%	$13.05	246	239	239	21,111	20,615	20,693	1.63	1.59	1.60	-	-	-
MF - Electric/Gas	Existing	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	30%	$219.33	14	13	13	22,157	20,735	20,439	1.61	1.51	1.49	-	-	-
MF - Electric/Gas	Existing	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing	Electronics	Electric	TVs	Energy Star (5.1)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing	Electronics	Electric	Printer/Fax/Copier	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	Existing	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	102	99	99	51,728	50,512	50,703	4.31	4.21	4.22	-	-	-
MF - Electric/Gas	Existing	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	30	29	29	4,494	4,388	4,405	0.37	0.37	0.37	-	-	-
MF - Electric/Gas	New	Water Heating	Electric	Water Heater > 55 gal	EF 2.3 (HP)	per HH	$731.11	30%	$219.33	0	0	0	256	239	235	0.02	0.02	0.02	-	-	-
MF - Electric/Gas	New	Electronics	Electric	Personal Computers	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New	Electronics	Electric	Monitor	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New	Electronics	Electric	Laptops	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New	Electronics	Electric	TVs	Energy Star (5.1)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New	Electronics	Electric	Printer/Fax/Copier	Energy Star	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New	Electronics	Electric	Set-top Boxes/DVR	Energy Star (2011)	per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
MF - Electric/Gas	New	Misc.	Electric	Air Purifier/Cleaner	Energy Star	per HH	$70.00	30%	$21.00	4	4	4	1,921	1,876	1,883	0.16	0.16	0.16	-	-	-
MF - Electric/Gas	New	Misc.	Electric	Pool Pump	High Efficiency	per HH	$85.00	30%	$25.50	1	1	1	153	149	150	0.01	0.01	0.01	-	-	-
SF - Electric Only	Existing			Roofs - High Reflectivity		per HH	$85.51	30%	$25.65	111	108	108	11,115	10,617	10,432	14.01	13.39	13.15	-	-	-
SF - Electric Only	Existing			Ceiling Fan - Installation		per HH	$204.00	30%	$61.20	1,324	1,285	1,285	393,592	375,952	369,392	496.23	474.01	465.74	-	-	-
SF - Electric Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	30%	$9.00	1,479	1,435	1,435	169,049	164,041	163,422	-	-	-	-	-	-
SF - Electric Only	Existing			Water Heater - Desuperheater		per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	Existing			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	15	15	15	34,312	34,135	33,830	2.56	2.54	2.52	-	-	-
SF - Electric Only	Existing			Pool Pump - Timer		per HH	$0.00	30%	$0.00	-	-	736	-	-	91,897	-	-	7.09	-	-	-
SF - Electric Only	Existing			Pool/Spa cover		per HH	$115.00	30%	$34.50	588	570	570	1,580,479	1,519,980	1,506,568	121.85	117.19	116.15	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	New			Windows - Install Reflective Film		per HH	$0.00	30%	$0.00	4	4	4	-	1,246	1,241	-	4.68	4.66	-	-	-
SF - Electric Only	New			Roofs - High Reflectivity		per HH	$97.66	30%	$29.30	65	63	63	6,890	6,678	6,651	8.62	8.35	8.32	-	-	-
SF - Electric Only	New			Ceiling Fan - Installation		per HH	$204.00	30%	$61.20	29	28	28	10,261	9,945	9,906	12.83	12.44	12.39	-	-	-
SF - Electric Only	New			Thermostat - Clock/Programmable		per HH	$30.00	30%	$9.00	32	31	31	4,446	4,330	4,329	-	-	-	-	-	-
SF - Electric Only	New			Water Heater - Desuperheater		per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric Only	New			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	0	0	0	423	412	403	0.03	0.03	0.03	-	-	-
SF - Electric Only	New			Pool/Spa cover		per HH	$115.00	30%	$34.50	19	19	19	47,856	46,732	46,908	3.69	3.60	3.62	-	-	-
MF - Electric Only	Existing			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	3	3	3	4,706	4,682	4,644	0.34	0.34	0.34	-	-	-
MF - Electric Only	Existing			Pool Pump - Timer		per HH	$0.00	30%	$0.00	-	-	25	-	-	3,083	-	-	0.26	-	-	-
MF - Electric Only	Existing			Pool/Spa cover		per HH	$115.00	30%	$34.50	33	32	32	88,856	85,452	84,700	7.40	7.12	7.05	-	-	-
MF - Electric Only	New			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	0	0	0	71	70	69	0.01	0.01	0.01	-	-	-
MF - Electric Only	New			Pool/Spa cover		per HH	$115.00	30%	$34.50	1	1	1	1,416	1,382	1,388	0.12	0.12	0.12	-	-	-
SF - Electric/Gas	Existing			Roofs - High Reflectivity		per HH	$85.51	30%	$25.65	150	146	146	14,659	14,016	13,784	18.47	17.66	17.37	-	-	-
SF - Electric/Gas	Existing			Ceiling Fan - Installation		per HH	$204.00	30%	$61.20	1,791	1,738	1,738	519,216	496,437	488,211	654.09	625.42	615.07	-	-	-
SF - Electric/Gas	Existing			Thermostat - Clock/Programmable		per HH	$30.00	30%	$9.00	1,677	1,628	1,628	31,396	30,617	30,632	-	-	-	57,662	56,303	55,779
SF - Electric/Gas	Existing			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	1	1	1	3,117	3,108	3,088	0.23	0.23	0.23	-	-	-
SF - Electric/Gas	Existing			Pool Pump - Timer		per HH	$0.00	30%	$0.00	-	-	457	-	-	57,074	-	-	4.40	-	-	-
SF - Electric/Gas	Existing			Pool/Spa cover		per HH	$115.00	30%	$34.50	1,228	1,192	1,192	3,304,331	3,177,847	3,149,805	254.76	245.00	242.84	114,536	112,276	111,539
SF - Electric/Gas	New			Windows - Install Reflective Film		per HH	$0.00	30%	$0.00	5	5	5	-	1,651	1,646	-	6.19	6.17	-	-	-
SF - Electric/Gas	New			Roofs - High Reflectivity		per HH	$97.66	30%	$29.30	87	85	85	9,125	8,852	8,823	11.41	11.07	11.03	-	-	-
SF - Electric/Gas	New			Ceiling Fan - Installation		per HH	$204.00	30%	$61.20	39	38	38	13,590	13,183	13,141	16.99	16.48	16.43	-	-	-
SF - Electric/Gas	New			Thermostat - Clock/Programmable		per HH	$30.00	30%	$9.00	36	35	35	883	861	862	-	-	-	1,275	1,250	1,246
SF - Electric/Gas	New			Water Heater - Desuperheater		per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Electric/Gas	New			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	0	0	0	175	172	170	0.01	0.01	0.01	-	-	-
SF - Electric/Gas	New			Pool/Spa cover		per HH	$115.00	30%	$34.50	40	39	39	100,054	97,703	98,072	7.71	7.53	7.56	3,697	3,613	3,585
MF - Electric/Gas	Existing			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	0	0	0	708	704	698	0.05	0.05	0.05	-	-	-
MF - Electric/Gas	Existing			Pool Pump - Timer		per HH	$0.00	30%	$0.00	-	-	30	-	-	3,703	-	-	0.31	-	-	-
MF - Electric/Gas	Existing			Pool/Spa cover		per HH	$115.00	30%	$34.50	40	39	39	106,740	102,651	101,747	8.89	8.55	8.47	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
MF - Electric/Gas	New			Water Heater - Solar System		per HH	$5,400.00	30%	$1,620.00	0	0	0	11	10	10	0.00	0.00	0.00	-	-	-
MF - Electric/Gas	New			Pool/Spa cover		per HH	$115.00	30%	$34.50	1	1	1	1,701	1,661	1,667	0.14	0.14	0.14	-	-	-
SF - Gas Only	Existing			Thermostat - Clock/Programmable		per HH	$30.00	30%	$9.00	671	651	651	-	-	-	-	-	-	21,107	20,627	20,452
SF - Gas Only	Existing			Water Heater - Drainwater Heat Recovery		per HH	$899.00	30%	$269.70	20	20	20	-	-	-	-	-	-	3,622	3,643	3,613
SF - Gas Only	Existing			Water Heater - Desuperheater		per HH	$0.00	30%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
SF - Gas Only	Existing			Pool/Spa cover		per HH	$115.00	30%	$34.50	551	535	535	-	-	-	-	-	-	51,363	50,349	50,019
SF - Gas Only	New			Thermostat - Clock/Programmable		per HH	$30.00	30%	$9.00	10	9	9	-	-	-	-	-	-	308	302	300
SF - Gas Only	New			Pool/Spa cover		per HH	$115.00	30%	$34.50	12	11	11	-	-	-	-	-	-	1,089	1,063	1,055

Table G-25 Residential School Kits (RAP)

Segment	Vintage	Technology	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations (Households)			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
SF - Electric Only	Existing	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	131	127	127	11,584	11,186	11,086	0.86	0.83	0.83	-	-	-
SF - Electric Only	Existing	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	130	126	126	52,366	50,563	50,111	3.90	3.77	3.73	-	-	-
SF - Electric Only	New	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	5	5	5	361	341	333	0.03	0.03	0.02	-	-	-
SF - Electric Only	New	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	6	6	6	2,137	2,018	1,973	0.16	0.15	0.15	-	-	-
MF - Electric Only	Existing	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	183	178	178	14,097	13,611	13,501	1.02	0.99	0.98	-	-	-
MF - Electric Only	Existing	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	182	177	177	63,998	61,793	61,293	4.65	4.49	4.46	-	-	-
MF - Electric Only	New	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	4	3	3	241	231	228	0.02	0.02	0.02	-	-	-
MF - Electric Only	New	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	3	3	3	976	936	923	0.07	0.07	0.07	-	-	-
SF - Electric/Gas	Existing	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	443	430	430	38,716	37,467	37,224	2.88	2.79	2.77	2,788	2,721	2,699
SF - Electric/Gas	Existing	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	440	427	427	175,009	169,362	168,264	13.03	12.61	12.53	12,356	12,061	11,960
SF - Electric/Gas	New	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	16	16	16	1,217	1,165	1,151	0.09	0.09	0.09	85	83	83
SF - Electric/Gas	New	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	21	20	20	7,207	6,902	6,820	0.54	0.51	0.51	491	482	481
MF - Electric/Gas	Existing	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	110	107	107	13,124	12,665	12,555	0.95	0.92	0.91	687	670	664
MF - Electric/Gas	Existing	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	109	106	106	59,579	57,495	56,997	4.33	4.18	4.14	3,115	3,039	3,014
MF - Electric/Gas	New	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	2	2	2	222	213	210	0.02	0.02	0.02	12	12	12
MF - Electric/Gas	New	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	2	2	2	900	862	850	0.07	0.06	0.06	48	47	47
SF - Gas Only	Existing	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	171	166	166	-	-	-	-	-	-	1,003	979	971
SF - Gas Only	Existing	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	170	165	165	-	-	-	-	-	-	4,444	4,337	4,301
SF - Gas Only	New	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	4	4	4	-	-	-	-	-	-	20	20	20
SF - Gas Only	New	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	5	5	5	-	-	-	-	-	-	116	114	114
MF - Gas Only	Existing	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	19	19	19	-	-	-	-	-	-	105	102	101
MF - Gas Only	Existing	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	19	18	18	-	-	-	-	-	-	475	463	460
MF - Gas Only	New	Water Heater - Faucet Aerators	per HH	$16.00	0%	$0.00	0	0	0	-	-	-	-	-	-	1	1	1
MF - Gas Only	New	Water Heater - Low-Flow Showerheads	per HH	$12.00	0%	$0.00	0	0	0	-	-	-	-	-	-	3	3	3

Commercial

Table G-26 Small Business Direct Install (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	10,198,835	9,898,869	9,898,869	1,165,825	1,042,864	966,406	220.66	197.38	182.91	-	-	-
Office - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	6,119,323	5,939,343	5,939,343	198,464	192,557	192,084	37.56	36.45	36.36	-	-	-
Office - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.05	80%	$0.04	3,672,087	3,564,084	3,564,084	665,990	646,169	644,580	126.05	122.30	122.00	-	-	-
Office - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	6,584,606	6,390,941	6,390,941	125,978	112,686	104,417	1.17	1.05	0.97	-	-	-
Office - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	3,206,913	-	-	4,435	-	-	0.04	-	-	-
Office - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	30,078	29,194	29,194	215	209	209	0.02	0.02	0.02	-	-	-
Office - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	210,496	204,305	204,305	10,861	10,529	10,504	1.14	1.10	1.10	-	-	-
Office - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	317,284	307,952	307,952	3,432	3,322	3,310	0.36	0.35	0.35	-	-	-
Office - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	27,343	26,539	26,539	33,005	32,022	31,944	7.59	7.37	7.35	-	-	-
Office - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	363,944	353,240	353,240	252,033	244,532	243,931	30.36	29.46	29.38	-	-	-
Office - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	441,377	428,396	428,396	47,112	45,710	45,598	5.67	5.51	5.49	-	-	-
Office - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	1,293,878	1,255,823	1,255,823	69,722	67,647	67,481	8.40	8.15	8.13	-	-	-
Office - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	175,707	170,539	170,539	13,723	13,315	13,282	1.65	1.60	1.60	-	-	-
Office - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	568,582	551,859	551,859	44,653	43,324	43,218	5.38	5.22	5.21	-	-	-
Office - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	1,092,863	1,060,720	1,060,720	125,950	112,279	103,673	23.84	21.25	19.62	-	-	-
Office - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	790,071	766,833	766,833	25,624	24,861	24,800	4.85	4.71	4.69	-	-	-
Office - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.05	80%	$0.04	790,071	766,833	766,833	143,292	139,027	138,685	27.12	26.31	26.25	-	-	-
Office - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	786,935	763,790	763,790	15,179	13,538	12,503	0.14	0.13	0.12	-	-	-
Office - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	843,956	819,133	819,133	1,170	1,136	1,133	0.01	0.01	0.01	-	-	-
Office - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	7,425	7,207	7,207	53	52	52	0.01	0.01	0.01	-	-	-
Office - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	84,865	82,369	82,369	4,379	4,244	4,234	0.46	0.44	0.44	-	-	-
Office - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	84,865	82,369	82,369	918	888	885	0.10	0.09	0.09	-	-	-
Office - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	6,969	6,764	6,764	8,412	8,162	8,142	1.94	1.88	1.87	-	-	-
Office - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	38,800	37,659	37,659	26,869	26,069	26,005	3.24	3.14	3.13	-	-	-
Office - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	48,866	47,429	47,429	5,216	5,061	5,048	0.63	0.61	0.61	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	132,875	128,967	128,967	7,160	6,947	6,930	0.86	0.84	0.83	-	-	-
Office - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	20,541	19,937	19,937	1,604	1,557	1,553	0.19	0.19	0.19	-	-	-
Office - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	80,988	78,606	78,606	6,360	6,171	6,156	0.77	0.74	0.74	-	-	-
Restaurant - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.09	80%	$0.07	2,150,835	2,087,576	2,087,576	958,102	855,503	793,276	114.42	102.17	94.74	-	-	-
Restaurant - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.02	80%	$0.02	1,292,600	1,254,583	1,254,583	238,174	231,086	230,518	28.44	27.60	27.53	-	-	-
Restaurant - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	80%	$0.04	751,699	729,591	729,591	135,124	131,102	130,780	16.14	15.66	15.62	-	-	-
Restaurant - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.02	1,385,613	1,344,859	1,344,859	54,334	48,527	44,975	0.50	0.45	0.42	-	-	-
Restaurant - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	677,404	-	-	226	-	-	0.00	-	-	-
Restaurant - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.17	80%	$0.14	36,377	35,307	35,307	17,298	16,686	16,568	1.76	1.70	1.68	-	-	-
Restaurant - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.02	80%	$0.02	10,270	9,968	9,968	1,652	1,603	1,601	0.17	0.16	0.16	-	-	-
Restaurant - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.11	80%	$0.09	95,224	92,423	92,423	110,336	106,955	106,706	11.21	10.87	10.84	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	28,843	27,995	27,995	27,954	27,122	27,055	3.36	3.26	3.26	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.02	80%	$0.01	50,149	48,674	48,674	30,496	29,589	29,516	3.67	3.56	3.55	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.05	80%	$0.04	47,491	46,094	46,094	120,111	116,537	116,250	14.45	14.02	13.99	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.07	80%	$0.06	15,753	15,290	15,290	25,579	24,818	24,756	3.08	2.99	2.98	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	60,053	58,287	58,287	6,491	6,298	6,283	0.63	0.61	0.61	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	58,343	56,627	56,627	778	754	753	0.08	0.07	0.07	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	161,078	156,340	156,340	16,258	15,774	15,735	1.58	1.53	1.53	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	28,039	27,215	27,215	342	332	331	0.03	0.03	0.03	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	55,031	53,412	53,412	1,619	1,571	1,567	0.16	0.15	0.15	-	-	-
Restaurant - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.09	80%	$0.07	234,866	227,958	227,958	105,068	94,142	86,754	12.55	11.24	10.36	-	-	-
Restaurant - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.02	80%	$0.02	166,889	161,980	161,980	30,751	29,836	29,762	3.67	3.56	3.55	-	-	-
Restaurant - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	80%	$0.04	161,815	157,056	157,056	29,087	28,222	28,152	3.47	3.37	3.36	-	-	-
Restaurant - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.02	169,208	164,231	164,231	6,663	5,969	5,504	0.06	0.06	0.05	-	-	-
Restaurant - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	178,271	173,028	173,028	60	58	58	0.00	0.00	0.00	-	-	-
Restaurant - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.17	80%	$0.14	9,719	9,434	9,434	4,622	4,455	4,419	0.47	0.45	0.45	-	-	-
Restaurant - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.02	80%	$0.02	2,762	2,681	2,681	444	431	431	0.05	0.04	0.04	-	-	-
Restaurant - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.11	80%	$0.09	38,111	36,990	36,990	44,159	42,802	42,697	4.49	4.35	4.34	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	7,443	7,224	7,224	7,213	6,998	6,981	0.87	0.84	0.84	-	-	-
Restaurant - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.02	80%	$0.01	13,104	12,719	12,719	7,969	7,732	7,713	0.96	0.93	0.93	-	-	-
Restaurant - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.05	80%	$0.04	12,905	12,525	12,525	32,638	31,666	31,588	3.93	3.81	3.80	-	-	-
Restaurant - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.07	80%	$0.06	4,532	4,398	4,398	7,358	7,139	7,122	0.89	0.86	0.86	-	-	-
Restaurant - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	6,422	6,233	6,233	694	674	672	0.07	0.07	0.07	-	-	-
Restaurant - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	6,508	6,316	6,316	87	84	84	0.01	0.01	0.01	-	-	-
Restaurant - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	16,632	16,143	16,143	1,679	1,629	1,625	0.16	0.16	0.16	-	-	-
Restaurant - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	3,285	3,188	3,188	40	39	39	0.00	0.00	0.00	-	-	-
Restaurant - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	7,906	7,674	7,674	233	226	225	0.02	0.02	0.02	-	-	-
Retail - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.01	10,865,792	10,546,210	10,546,210	586,843	524,733	487,727	69.31	61.98	57.60	-	-	-
Retail - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	6,206,658	6,024,109	6,024,109	186,851	181,290	180,844	22.07	21.41	21.36	-	-	-
Retail - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.09	80%	$0.08	3,724,495	3,614,951	3,614,951	1,063,803	1,032,143	1,029,604	125.64	121.91	121.61	-	-	-
Retail - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	80%	$0.03	7,073,651	6,865,602	6,865,602	443,050	396,166	367,482	4.11	3.68	3.41	-	-	-
Retail - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	3,252,682	-	-	1,103	-	-	0.01	-	-	-
Retail - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.01	80%	$0.00	83,717	81,255	81,255	1,755	1,704	1,701	0.18	0.17	0.17	-	-	-
Retail - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	80%	$0.01	248,386	241,081	241,081	37,539	36,389	36,304	3.78	3.67	3.66	-	-	-
Retail - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.01	80%	$0.01	374,396	363,385	363,385	11,861	11,482	11,441	1.19	1.16	1.15	-	-	-
Retail - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	35,653	34,604	34,604	3,659	3,550	3,541	0.52	0.50	0.50	-	-	-
Retail - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	34,279	33,271	33,271	2,207	2,142	2,136	0.31	0.30	0.30	-	-	-
Retail - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	60,957	59,164	59,164	32,649	31,677	31,599	4.62	4.48	4.47	-	-	-
Retail - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	344,949	334,803	334,803	21,432	20,795	20,743	2.07	2.01	2.00	-	-	-
Retail - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	387,009	375,626	375,626	3,706	3,596	3,587	0.36	0.35	0.35	-	-	-
Retail - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	975,880	947,177	947,177	56,617	54,932	54,797	5.47	5.31	5.30	-	-	-
Retail - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	163,122	158,324	158,324	1,143	1,109	1,106	0.11	0.11	0.11	-	-	-
Retail - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	485,103	470,835	470,835	4,102	3,980	3,970	0.40	0.38	0.38	-	-	-
Retail - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.01	1,155,178	1,121,202	1,121,202	62,319	55,739	51,897	7.36	6.58	6.13	-	-	-
Retail - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	801,347	777,778	777,778	24,124	23,406	23,349	2.85	2.76	2.76	-	-	-
Retail - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.09	80%	$0.08	801,347	777,778	777,778	228,883	222,071	221,525	27.03	26.23	26.16	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	80%	$0.03	834,386	809,845	809,845	52,202	46,689	43,448	0.48	0.43	0.40	-	-	-
Retail - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	856,001	830,824	830,824	291	283	282	0.00	0.00	0.00	-	-	-
Retail - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.01	80%	$0.00	22,636	21,970	21,970	475	461	460	0.05	0.05	0.05	-	-	-
Retail - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	80%	$0.01	99,948	97,009	97,009	15,106	14,641	14,605	1.52	1.48	1.47	-	-	-
Retail - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.01	80%	$0.01	99,948	97,009	97,009	3,166	3,064	3,052	0.32	0.31	0.31	-	-	-
Retail - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	9,151	8,881	8,881	939	911	909	0.13	0.13	0.13	-	-	-
Retail - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	8,804	8,545	8,545	567	550	549	0.08	0.08	0.08	-	-	-
Retail - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	15,648	15,188	15,188	8,381	8,132	8,112	1.19	1.15	1.15	-	-	-
Retail - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	36,365	35,295	35,295	2,259	2,192	2,187	0.22	0.21	0.21	-	-	-
Retail - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	42,930	41,668	41,668	411	399	398	0.04	0.04	0.04	-	-	-
Retail - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	99,507	96,580	96,580	5,773	5,601	5,587	0.56	0.54	0.54	-	-	-
Retail - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	18,949	18,392	18,392	133	129	129	0.01	0.01	0.01	-	-	-
Retail - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	68,591	66,574	66,574	580	563	561	0.06	0.05	0.05	-	-	-
Grocery - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.02	1,125,470	1,092,368	1,092,368	134,699	120,456	111,776	24.36	21.78	20.21	-	-	-
Grocery - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	681,510	661,466	661,466	14,768	14,328	14,293	2.67	2.59	2.58	-	-	-
Grocery - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.14	80%	$0.11	396,953	385,278	385,278	245,678	238,366	237,780	44.42	43.10	42.99	-	-	-
Grocery - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	724,777	703,460	703,460	21,921	19,603	18,173	0.20	0.18	0.17	-	-	-
Grocery - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	357,155	-	-	970	-	-	0.01	-	-	-
Grocery - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.21	80%	$0.17	12,780	12,404	12,404	10,677	10,300	10,227	1.18	1.14	1.13	-	-	-
Grocery - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	2,874	2,790	2,790	232	225	225	0.03	0.02	0.02	-	-	-
Grocery - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.57	80%	$0.46	51,023	49,522	49,522	296,791	287,698	287,026	32.88	31.87	31.80	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	28,455	27,618	27,618	3,042	2,952	2,944	0.74	0.72	0.71	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	42,695	41,439	41,439	2,864	2,779	2,772	0.69	0.67	0.67	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	80%	$0.00	12,969	12,587	12,587	7,237	7,021	7,004	1.76	1.70	1.70	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.06	80%	$0.04	24,377	23,660	23,660	8,733	8,473	8,452	2.12	2.06	2.05	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	38,571	37,436	37,436	2,652	2,573	2,567	0.32	0.31	0.31	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	36,170	35,106	35,106	383	372	371	0.05	0.04	0.04	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	90,633	87,967	87,967	2,910	2,823	2,816	0.35	0.34	0.34	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	18,000	17,471	17,471	140	135	135	0.02	0.02	0.02	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	62,387	60,552	60,552	584	566	565	0.07	0.07	0.07	-	-	-
Grocery - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.02	119,382	115,870	115,870	13,665	12,412	11,525	2.47	2.24	2.08	-	-	-
Grocery - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	87,990	85,402	85,402	1,907	1,850	1,845	0.34	0.33	0.33	-	-	-
Grocery - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.14	80%	$0.11	85,422	82,910	82,910	52,869	51,295	51,169	9.56	9.27	9.25	-	-	-
Grocery - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	86,752	84,200	84,200	2,510	2,274	2,113	0.02	0.02	0.02	-	-	-
Grocery - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	93,992	91,227	91,227	256	248	248	0.00	0.00	0.00	-	-	-
Grocery - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.21	80%	$0.17	3,371	3,272	3,272	2,817	2,715	2,693	0.31	0.30	0.30	-	-	-
Grocery - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	690	670	670	56	55	54	0.01	0.01	0.01	-	-	-
Grocery - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.57	80%	$0.46	20,385	19,786	19,786	118,578	114,934	114,653	13.14	12.73	12.70	-	-	-
Grocery - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	7,303	7,088	7,088	781	758	756	0.19	0.18	0.18	-	-	-
Grocery - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	10,966	10,643	10,643	736	714	712	0.18	0.17	0.17	-	-	-
Grocery - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	80%	$0.00	3,329	3,231	3,231	1,858	1,802	1,798	0.45	0.44	0.44	-	-	-
Grocery - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.06	80%	$0.04	6,877	6,674	6,674	2,464	2,390	2,384	0.60	0.58	0.58	-	-	-
Grocery - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	4,066	3,947	3,947	280	271	271	0.03	0.03	0.03	-	-	-
Grocery - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	4,022	3,904	3,904	43	41	41	0.01	0.00	0.00	-	-	-
Grocery - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	9,241	8,970	8,970	297	288	287	0.04	0.03	0.03	-	-	-
Grocery - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	2,091	2,030	2,030	16	16	16	0.00	0.00	0.00	-	-	-
Grocery - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	8,821	8,562	8,562	83	80	80	0.01	0.01	0.01	-	-	-
College - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	8,170,223	7,929,922	7,929,922	627,824	562,228	520,507	88.49	79.25	73.37	-	-	-
College - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	4,590,590	4,455,573	4,455,573	254,445	246,872	246,265	35.87	34.80	34.71	-	-	-
College - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	80%	$0.04	2,754,724	2,673,703	2,673,703	761,906	739,231	737,413	107.39	104.20	103.94	-	-	-
College - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.01	5,260,754	5,106,026	5,106,026	215,546	192,984	178,765	2.00	1.79	1.66	-	-	-
College - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	2,405,760	-	-	153	-	-	0.00	-	-	-
College - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	80%	$0.00	24,231	23,519	23,519	566	546	542	0.06	0.06	0.06	-	-	-
College - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	31,295	30,375	30,375	496	481	480	0.05	0.05	0.05	-	-	-
College - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	94,952	92,160	92,160	5,408	5,243	5,230	0.58	0.56	0.56	-	-	-
College - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	143,123	138,914	138,914	1,709	1,654	1,648	0.18	0.18	0.18	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	Existing	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.00	80%	$0.00	-	-	156,161	-	-	1,415	-	-	0.15	-	-	-
College - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	336,961	327,050	327,050	2,696	2,616	2,609	0.47	0.46	0.46	-	-	-
College - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	505,596	490,726	490,726	2,538	2,463	2,457	0.44	0.43	0.43	-	-	-
College - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	218,235	211,817	211,817	9,113	8,842	8,820	1.59	1.54	1.54	-	-	-
College - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	80%	$0.00	131,848	127,970	127,970	3,535	3,430	3,421	0.62	0.60	0.60	-	-	-
College - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	278,782	270,583	270,583	49,676	48,198	48,079	5.20	5.04	5.03	-	-	-
College - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	239,941	232,884	232,884	6,590	6,394	6,378	0.69	0.67	0.67	-	-	-
College - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	410,612	398,535	398,535	22,773	22,096	22,041	2.38	2.31	2.31	-	-	-
College - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	132,011	128,128	128,128	2,653	2,574	2,568	0.28	0.27	0.27	-	-	-
College - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	426,538	413,993	413,993	17,239	16,726	16,685	1.80	1.75	1.75	-	-	-
College - E	Existing	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	80%	$0.00	-	-	318,831	-	-	12,585	-	-	1.32	-	-	-
College - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	877,199	851,399	851,399	67,077	60,693	56,000	9.45	8.56	7.89	-	-	-
College - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	592,695	575,263	575,263	32,852	31,874	31,796	4.63	4.49	4.48	-	-	-
College - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	80%	$0.04	592,695	575,263	575,263	163,929	159,050	158,659	23.11	22.42	22.36	-	-	-
College - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	80%	$0.01	632,247	613,652	613,652	25,778	23,284	21,507	0.24	0.22	0.20	-	-	-
College - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	633,118	614,497	614,497	40	39	39	0.00	0.00	0.00	-	-	-
College - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	80%	$0.00	5,632	5,466	5,466	132	127	126	0.01	0.01	0.01	-	-	-
College - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	8,428	8,181	8,181	133	129	129	0.01	0.01	0.01	-	-	-
College - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	38,629	37,493	37,493	2,200	2,133	2,127	0.24	0.23	0.23	-	-	-
College - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	38,629	37,493	37,493	461	446	445	0.05	0.05	0.05	-	-	-
College - E	New	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.00	80%	$0.00	-	-	43,065	-	-	384	-	-	0.04	-	-	-
College - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	88,297	85,700	85,700	706	685	684	0.12	0.12	0.12	-	-	-
College - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	132,589	128,690	128,690	666	646	644	0.12	0.11	0.11	-	-	-
College - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	57,067	55,388	55,388	2,383	2,312	2,306	0.42	0.40	0.40	-	-	-
College - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	80%	$0.00	37,894	36,780	36,780	1,016	986	983	0.18	0.17	0.17	-	-	-
College - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	29,714	28,840	28,840	5,295	5,137	5,124	0.55	0.54	0.54	-	-	-
College - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	26,690	25,905	25,905	733	711	709	0.08	0.07	0.07	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	42,616	41,363	41,363	2,364	2,293	2,288	0.25	0.24	0.24	-	-	-
College - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	15,433	14,979	14,979	310	301	300	0.03	0.03	0.03	-	-	-
College - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	60,755	58,968	58,968	2,455	2,382	2,377	0.26	0.25	0.25	-	-	-
College - E	New	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	80%	$0.00	-	-	63,062	-	-	2,489	-	-	0.26	-	-	-
School - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	7,603,754	7,380,114	7,380,114	117,711	105,413	97,590	8.88	7.95	7.36	-	-	-
School - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.01	4,272,310	4,146,653	4,146,653	141,516	137,304	136,966	10.67	10.36	10.33	-	-	-
School - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.11	80%	$0.09	2,563,730	2,488,326	2,488,326	585,167	567,751	566,355	44.13	42.82	42.72	-	-	-
School - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	4,896,009	4,752,008	4,752,008	68,692	61,501	56,970	0.64	0.57	0.53	-	-	-
School - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	2,238,961	-	-	114	-	-	0.00	-	-	-
School - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	80%	$0.01	97,340	94,477	94,477	2,565	2,474	2,457	0.27	0.26	0.26	-	-	-
School - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	42,838	41,578	41,578	764	741	740	0.08	0.08	0.08	-	-	-
School - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	213,559	207,277	207,277	13,712	13,292	13,261	1.46	1.41	1.41	-	-	-
School - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	-	-	289,547	-	-	5,090	-	-	0.54	-	-	-
School - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	111,211	107,940	107,940	2,349	2,279	2,274	0.13	0.13	0.13	-	-	-
School - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	35,572	34,526	34,526	471	457	456	0.03	0.03	0.03	-	-	-
School - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	210,490	204,299	204,299	23,205	22,515	22,459	1.31	1.27	1.27	-	-	-
School - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	80%	$0.00	60,765	58,977	58,977	4,301	4,173	4,163	0.24	0.24	0.23	-	-	-
School - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	255,151	247,646	247,646	20,136	19,537	19,489	1.14	1.11	1.10	-	-	-
School - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	317,582	308,241	308,241	2,575	2,499	2,493	0.15	0.14	0.14	-	-	-
School - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	888,433	862,302	862,302	43,647	42,348	42,244	2.47	2.40	2.39	-	-	-
School - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	122,858	119,245	119,245	1,094	1,061	1,058	0.06	0.06	0.06	-	-	-
School - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	396,965	385,289	385,289	14,211	13,788	13,754	0.81	0.78	0.78	-	-	-
School - E	Existing	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	80%	$0.00	204,738	198,716	198,716	2,872	2,786	2,779	0.16	0.16	0.16	-	-	-
School - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	816,380	792,369	792,369	12,576	11,379	10,500	0.95	0.86	0.79	-	-	-
School - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.01	551,601	535,378	535,378	18,271	17,727	17,684	1.38	1.34	1.33	-	-	-
School - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.11	80%	$0.09	551,601	535,378	535,378	125,902	122,155	121,855	9.50	9.21	9.19	-	-	-
School - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	588,412	571,105	571,105	8,215	7,420	6,854	0.08	0.07	0.06	-	-	-
School - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	589,222	571,892	571,892	30	29	29	0.00	0.00	0.00	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	80%	$0.01	26,085	25,318	25,318	687	663	657	0.07	0.07	0.07	-	-	-
School - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	11,891	11,541	11,541	212	206	205	0.02	0.02	0.02	-	-	-
School - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	85,732	83,210	83,210	5,505	5,336	5,323	0.59	0.57	0.57	-	-	-
School - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	-	-	94,873	-	-	1,558	-	-	0.17	-	-	-
School - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	30,192	29,304	29,304	638	619	617	0.04	0.03	0.03	-	-	-
School - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	8,723	8,466	8,466	116	112	112	0.01	0.01	0.01	-	-	-
School - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	55,006	53,388	53,388	6,064	5,884	5,869	0.34	0.33	0.33	-	-	-
School - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	80%	$0.00	17,793	17,270	17,270	1,259	1,222	1,219	0.07	0.07	0.07	-	-	-
School - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	27,200	26,400	26,400	2,147	2,083	2,078	0.12	0.12	0.12	-	-	-
School - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	35,147	34,113	34,113	285	277	276	0.02	0.02	0.02	-	-	-
School - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	91,250	88,566	88,566	4,483	4,349	4,339	0.25	0.25	0.25	-	-	-
School - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	14,363	13,940	13,940	128	124	124	0.01	0.01	0.01	-	-	-
School - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	56,543	54,880	54,880	2,024	1,964	1,959	0.11	0.11	0.11	-	-	-
School - E	New	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	80%	$0.00	27,455	26,648	26,648	385	374	373	0.02	0.02	0.02	-	-	-
Health - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	5,438,329	5,278,378	5,278,378	629,727	562,440	521,506	66.22	59.14	54.84	-	-	-
Health - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.00	3,274,152	3,177,853	3,177,853	152,392	147,856	147,493	16.02	15.55	15.51	-	-	-
Health - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	80%	$0.05	1,906,984	1,850,897	1,850,897	412,638	400,357	399,372	43.39	42.10	42.00	-	-	-
Health - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	80%	$0.00	3,513,138	3,409,811	3,409,811	9,726	8,688	8,052	0.09	0.08	0.07	-	-	-
Health - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	1,715,863	-	-	62	-	-	0.00	-	-	-
Health - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	80%	$0.00	34,875	33,849	33,849	984	949	942	0.10	0.10	0.10	-	-	-
Health - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	16,861	16,365	16,365	162	157	157	0.02	0.02	0.02	-	-	-
Health - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	80%	$0.00	215,980	209,627	209,627	14,846	14,391	14,358	1.56	1.51	1.51	-	-	-
Health - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	92,488	89,768	89,768	6,441	6,249	6,234	0.74	0.71	0.71	-	-	-
Health - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	139,383	135,284	135,284	6,091	5,909	5,895	0.70	0.68	0.67	-	-	-
Health - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	80%	$0.01	145,461	141,182	141,182	52,870	51,297	51,171	6.04	5.86	5.85	-	-	-
Health - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.01	80%	$0.01	25,560	24,809	24,809	5,965	5,787	5,773	0.68	0.66	0.66	-	-	-
Health - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	195,032	189,295	189,295	25,824	25,055	24,994	2.60	2.52	2.52	-	-	-
Health - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	190,164	184,571	184,571	3,881	3,766	3,756	0.39	0.38	0.38	-	-	-

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										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	640,197	621,367	621,367	19,788	19,199	19,152	1.99	1.93	1.93	-	-	-
Health - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	93,641	90,887	90,887	1,398	1,357	1,353	0.14	0.14	0.14	-	-	-
Health - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	304,220	295,273	295,273	13,705	13,297	13,264	1.38	1.34	1.34	-	-	-
Health - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	582,576	565,442	565,442	67,811	60,435	55,833	7.13	6.36	5.87	-	-	-
Health - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.00	422,728	410,295	410,295	19,675	19,090	19,043	2.07	2.01	2.00	-	-	-
Health - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	80%	$0.05	410,343	398,274	398,274	88,791	86,148	85,936	9.34	9.06	9.04	-	-	-
Health - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	80%	$0.00	419,919	407,569	407,569	1,169	1,042	963	0.01	0.01	0.01	-	-	-
Health - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	451,560	438,278	438,278	16	16	16	0.00	0.00	0.00	-	-	-
Health - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	80%	$0.00	9,096	8,829	8,829	257	247	245	0.03	0.03	0.03	-	-	-
Health - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	3,712	3,603	3,603	35	34	34	0.00	0.00	0.00	-	-	-
Health - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	80%	$0.00	86,505	83,961	83,961	5,946	5,764	5,749	0.63	0.61	0.61	-	-	-
Health - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	24,919	24,186	24,186	1,735	1,684	1,680	0.20	0.19	0.19	-	-	-
Health - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	37,597	36,491	36,491	1,643	1,594	1,590	0.19	0.18	0.18	-	-	-
Health - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	80%	$0.01	38,458	37,327	37,327	13,978	13,562	13,529	1.60	1.55	1.55	-	-	-
Health - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.01	80%	$0.01	7,393	7,175	7,175	1,725	1,674	1,670	0.20	0.19	0.19	-	-	-
Health - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	20,792	20,180	20,180	2,753	2,671	2,665	0.28	0.27	0.27	-	-	-
Health - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	21,117	20,496	20,496	431	418	417	0.04	0.04	0.04	-	-	-
Health - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	65,787	63,852	63,852	2,033	1,973	1,968	0.20	0.20	0.20	-	-	-
Health - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	10,948	10,626	10,626	163	159	158	0.02	0.02	0.02	-	-	-
Health - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	43,332	42,058	42,058	1,952	1,894	1,889	0.20	0.19	0.19	-	-	-
Lodging - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.11	80%	$0.09	5,039,489	4,891,268	4,891,268	1,804,122	1,610,982	1,492,338	146.62	130.93	121.28	-	-	-
Lodging - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	3,034,159	2,944,920	2,944,920	44,751	43,419	43,312	3.64	3.53	3.52	-	-	-
Lodging - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.02	80%	$0.02	1,769,569	1,717,523	1,717,523	96,118	93,257	93,028	7.81	7.58	7.56	-	-	-
Lodging - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	3,252,845	3,157,173	3,157,173	105,757	94,457	87,512	0.98	0.88	0.81	-	-	-
Lodging - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	1,590,092	-	-	77	-	-	0.00	-	-	-
Lodging - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	80%	$0.01	49,804	48,339	48,339	1,606	1,549	1,538	0.16	0.16	0.16	-	-	-
Lodging - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	21,002	20,385	20,385	227	220	220	0.02	0.02	0.02	-	-	-
Lodging - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	136,205	132,199	132,199	10,699	10,372	10,347	1.09	1.05	1.05	-	-	-

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										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	-	192,104	192,104	-	3,643	3,392	-	0.37	0.34	-	-	-
Lodging - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	197,602	191,790	191,790	1,688	1,638	1,634	0.20	0.19	0.19	-	-	-
Lodging - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	104,248	101,181	101,181	559	542	541	0.07	0.06	0.06	-	-	-
Lodging - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	237,684	230,693	230,693	10,599	10,283	10,258	1.24	1.21	1.20	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	171,659	166,610	166,610	3,342	3,243	3,235	0.30	0.29	0.29	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	186,686	181,195	181,195	560	544	542	0.05	0.05	0.05	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	556,819	540,442	540,442	5,061	4,911	4,899	0.45	0.44	0.44	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	79,916	77,566	77,566	175	170	170	0.02	0.02	0.02	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	255,718	248,197	248,197	678	657	656	0.06	0.06	0.06	-	-	-
Lodging - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.11	80%	$0.09	543,200	527,223	527,223	193,106	173,798	160,844	15.69	14.12	13.07	-	-	-
Lodging - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	80%	$0.00	391,743	380,221	380,221	5,778	5,606	5,592	0.47	0.46	0.45	-	-	-
Lodging - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.02	80%	$0.02	379,720	368,552	368,552	20,625	20,011	19,962	1.68	1.63	1.62	-	-	-
Lodging - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	390,963	379,464	379,464	12,622	11,349	10,509	0.12	0.11	0.10	-	-	-
Lodging - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	418,461	406,153	406,153	20	20	20	0.00	0.00	0.00	-	-	-
Lodging - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	80%	$0.01	13,478	13,082	13,082	434	419	415	0.04	0.04	0.04	-	-	-
Lodging - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	5,334	5,177	5,177	58	56	56	0.01	0.01	0.01	-	-	-
Lodging - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	54,737	53,128	53,128	4,300	4,168	4,157	0.44	0.42	0.42	-	-	-
Lodging - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	-	57,089	57,089	-	1,052	986	-	0.11	0.10	-	-	-
Lodging - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	52,514	50,970	50,970	449	435	434	0.05	0.05	0.05	-	-	-
Lodging - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	27,866	27,046	27,046	149	145	145	0.02	0.02	0.02	-	-	-
Lodging - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	61,374	59,569	59,569	2,737	2,655	2,649	0.32	0.31	0.31	-	-	-
Lodging - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	18,311	17,772	17,772	357	346	345	0.03	0.03	0.03	-	-	-
Lodging - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	20,713	20,104	20,104	62	60	60	0.01	0.01	0.01	-	-	-
Lodging - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	57,251	55,567	55,567	520	505	504	0.05	0.05	0.05	-	-	-
Lodging - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	9,348	9,073	9,073	21	20	20	0.00	0.00	0.00	-	-	-
Lodging - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	36,451	35,379	35,379	97	94	93	0.01	0.01	0.01	-	-	-
Warehouse - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	8,288,688	8,044,903	8,044,903	276,813	247,322	229,129	50.05	44.72	41.43	-	-	-
Warehouse - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.01	4,975,700	4,829,356	4,829,356	374,519	363,373	362,479	67.71	65.70	65.54	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	80%	$0.03	2,985,821	2,898,003	2,898,003	246,802	239,457	238,868	44.62	43.29	43.19	-	-	-
Warehouse - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	80%	$0.00	5,347,307	5,190,033	5,190,033	650	580	538	0.01	0.01	0.00	-	-	-
Warehouse - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	2,607,582	-	-	18	-	-	0.00	-	-	-
Warehouse - E	Existing	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.08	80%	$0.06	123,211	119,588	119,588	14,069	13,652	13,636	1.56	1.51	1.51	-	-	-
Warehouse - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	43,969	42,676	42,676	34	33	33	0.01	0.01	0.01	-	-	-
Warehouse - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	143,337	139,122	139,122	922	894	892	0.22	0.22	0.22	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	240,196	233,131	233,131	8,623	8,366	8,346	1.04	1.01	1.01	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	158,539	153,876	153,876	702	681	679	0.08	0.08	0.08	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	722,516	701,265	701,265	24,220	23,499	23,442	2.92	2.83	2.82	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	107,589	104,425	104,425	436	423	422	0.05	0.05	0.05	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	314,450	305,202	305,202	1,536	1,491	1,487	0.19	0.18	0.18	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	80%	$0.00	49,987	48,517	48,517	478	464	463	0.06	0.06	0.06	-	-	-
Warehouse - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	80%	$0.01	893,996	867,702	867,702	29,974	26,731	24,760	5.42	4.83	4.48	-	-	-
Warehouse - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.01	642,417	623,522	623,522	48,354	46,915	46,800	8.74	8.48	8.46	-	-	-
Warehouse - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	80%	$0.03	642,417	623,522	623,522	53,101	51,521	51,394	9.60	9.32	9.29	-	-	-
Warehouse - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	80%	$0.00	644,140	625,195	625,195	79	70	65	0.00	0.00	0.00	-	-	-
Warehouse - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	686,231	666,048	666,048	5	5	5	0.00	0.00	0.00	-	-	-
Warehouse - E	New	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.08	80%	$0.06	29,117	28,261	28,261	3,266	3,170	3,166	0.36	0.35	0.35	-	-	-
Warehouse - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	10,870	10,551	10,551	8	8	8	0.00	0.00	0.00	-	-	-
Warehouse - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	37,928	36,812	36,812	244	237	236	0.06	0.06	0.06	-	-	-
Warehouse - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	25,673	24,918	24,918	922	894	892	0.11	0.11	0.11	-	-	-
Warehouse - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	17,829	17,305	17,305	79	77	76	0.01	0.01	0.01	-	-	-
Warehouse - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	74,463	72,273	72,273	2,496	2,422	2,416	0.30	0.29	0.29	-	-	-
Warehouse - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	12,604	12,233	12,233	51	50	49	0.01	0.01	0.01	-	-	-
Warehouse - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	44,944	43,622	43,622	220	213	213	0.03	0.03	0.03	-	-	-
Warehouse - E	New	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	80%	$0.00	6,698	6,501	6,501	64	62	62	0.01	0.01	0.01	-	-	-
Misc. - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	15,787,825	15,323,478	15,323,478	1,264,096	1,130,434	1,047,436	160.33	143.37	132.85	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.01	9,445,480	9,167,672	9,167,672	545,376	529,144	527,843	69.17	67.11	66.95	-	-	-
Misc. - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.07	80%	$0.06	5,668,050	5,501,342	5,501,342	898,630	871,885	869,741	113.97	110.58	110.31	-	-	-
Misc. - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	80%	$0.03	10,169,203	9,870,108	9,870,108	439,099	392,670	363,840	4.06	3.63	3.37	-	-	-
Misc. - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	80%	$0.00	-	-	4,950,030	-	-	89,999	-	-	0.83	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	80%	$0.01	164,479	159,641	159,641	5,223	5,038	5,002	0.55	0.53	0.52	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	73,075	70,926	70,926	785	761	761	0.08	0.08	0.08	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	159,978	155,273	155,273	12,378	11,999	11,971	1.29	1.25	1.25	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	241,138	234,045	234,045	3,911	3,786	3,772	0.41	0.40	0.39	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.01	80%	$0.00	278,224	270,041	270,041	1,715	1,664	1,662	0.18	0.17	0.17	-	-	-
Misc. - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	474,369	460,416	460,416	4,581	4,445	4,434	0.91	0.89	0.88	-	-	-
Misc. - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	51,948	50,420	50,420	315	305	305	0.06	0.06	0.06	-	-	-
Misc. - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	165,972	161,090	161,090	8,365	8,116	8,096	1.67	1.62	1.62	-	-	-
Misc. - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	80%	$0.00	49,056	47,614	47,614	1,587	1,540	1,536	0.32	0.31	0.31	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	404,666	392,764	392,764	39,931	38,743	38,647	5.56	5.40	5.39	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	437,308	424,446	424,446	6,651	6,453	6,437	0.93	0.90	0.90	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	825,822	801,533	801,533	38,046	36,913	36,822	5.30	5.14	5.13	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	180,922	175,600	175,600	2,013	1,954	1,949	0.28	0.27	0.27	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	392,531	380,986	380,986	10,542	10,229	10,203	1.47	1.43	1.42	-	-	-
Misc. - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	80%	$0.02	1,705,543	1,655,380	1,655,380	136,320	122,882	113,472	17.29	15.59	14.39	-	-	-
Misc. - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	80%	$0.01	1,219,514	1,183,646	1,183,646	70,414	68,318	68,150	8.93	8.66	8.64	-	-	-
Misc. - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.07	80%	$0.06	1,219,514	1,183,646	1,183,646	193,346	187,591	187,130	24.52	23.79	23.73	-	-	-
Misc. - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	80%	$0.03	1,228,651	1,192,515	1,192,515	52,960	47,681	44,066	0.49	0.44	0.41	-	-	-
Misc. - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.01	80%	$0.01	1,302,688	1,264,373	1,264,373	23,752	23,045	22,988	0.22	0.21	0.21	-	-	-
Misc. - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	80%	$0.01	43,391	42,115	42,115	1,378	1,328	1,317	0.14	0.14	0.14	-	-	-
Misc. - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	80%	$0.00	19,290	18,723	18,723	204	198	198	0.02	0.02	0.02	-	-	-
Misc. - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	80%	$0.00	65,409	63,485	63,485	5,061	4,905	4,893	0.53	0.51	0.51	-	-	-
Misc. - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	80%	$0.00	65,409	63,485	63,485	1,061	1,027	1,023	0.11	0.11	0.11	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	New	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.01	80%	$0.00	65,409	63,485	63,485	396	385	384	0.04	0.04	0.04	-	-	-
Misc. - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	121,749	118,168	118,168	1,176	1,141	1,138	0.23	0.23	0.23	-	-	-
Misc. - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	13,342	12,950	12,950	81	78	78	0.02	0.02	0.02	-	-	-
Misc. - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	80%	$0.00	42,606	41,353	41,353	2,147	2,084	2,078	0.43	0.42	0.41	-	-	-
Misc. - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	80%	$0.00	13,839	13,432	13,432	448	434	433	0.09	0.09	0.09	-	-	-
Misc. - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	80%	$0.00	42,660	41,405	41,405	4,210	4,084	4,074	0.59	0.57	0.57	-	-	-
Misc. - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	80%	$0.00	48,753	47,319	47,319	742	719	718	0.10	0.10	0.10	-	-	-
Misc. - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	80%	$0.00	84,206	81,729	81,729	3,879	3,764	3,755	0.54	0.52	0.52	-	-	-
Misc. - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	80%	$0.00	21,017	20,399	20,399	234	227	226	0.03	0.03	0.03	-	-	-
Misc. - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	80%	$0.00	55,502	53,870	53,870	1,491	1,446	1,443	0.21	0.20	0.20	-	-	-
Office - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	4,501	4,369	4,369	-	-	-	-	-	-	424	414	412
Office - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.00	6,754	6,555	6,555	-	-	-	-	-	-	1,059	1,035	1,030
Office - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	7,401	7,183	7,183	-	-	-	-	-	-	166	162	162
Office - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	4,501	4,369	4,369	-	-	-	-	-	-	358	349	347
Office - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	1,155	1,121	1,121	-	-	-	-	-	-	109	106	106
Office - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.00	1,735	1,684	1,684	-	-	-	-	-	-	272	266	264
Office - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	1,900	1,844	1,844	-	-	-	-	-	-	43	42	41
Office - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	1,155	1,121	1,121	-	-	-	-	-	-	92	90	89
Restaurant - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	12,897	12,518	12,518	-	-	-	-	-	-	640	626	622
Restaurant - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.18	80%	$0.14	133,762	129,828	129,828	-	-	-	-	-	-	11,059	10,802	10,749
Restaurant - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.05	80%	$0.04	76,076	73,838	73,838	-	-	-	-	-	-	5,262	5,140	5,115
Restaurant - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	142,916	138,713	138,713	-	-	-	-	-	-	1,691	1,652	1,644
Restaurant - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.01	80%	$0.01	80,570	78,200	78,200	-	-	-	-	-	-	3,373	3,294	3,278
Restaurant - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.01	80%	$0.01	6,060	5,882	5,882	-	-	-	-	-	-	1,236	1,208	1,202
Restaurant - G	Existing	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	80%	$0.00	476	462	462	-	-	-	-	-	-	6	6	6
Restaurant - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	3,310	3,213	3,213	-	-	-	-	-	-	164	161	160
Restaurant - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.18	80%	$0.14	34,356	33,345	33,345	-	-	-	-	-	-	2,840	2,775	2,761
Restaurant - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.05	80%	$0.04	19,525	18,951	18,951	-	-	-	-	-	-	1,351	1,319	1,313

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	36,694	35,615	35,615	-	-	-	-	-	-	434	424	422
Restaurant - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.01	80%	$0.01	20,679	20,071	20,071	-	-	-	-	-	-	866	846	841
Restaurant - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.01	80%	$0.01	1,552	1,506	1,506	-	-	-	-	-	-	317	309	308
Restaurant - G	New	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	80%	$0.00	132	128	128	-	-	-	-	-	-	2	2	2
Retail - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	1,596	1,549	1,549	-	-	-	-	-	-	454	443	441
Retail - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	2,395	2,325	2,325	-	-	-	-	-	-	1,134	1,108	1,102
Retail - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	410	398	398	-	-	-	-	-	-	116	114	113
Retail - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	615	597	597	-	-	-	-	-	-	291	284	283
Grocery - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	13,928	13,519	13,519	-	-	-	-	-	-	148	144	144
Grocery - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.01	20,899	20,284	20,284	-	-	-	-	-	-	369	361	359
Grocery - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	22,902	22,228	22,228	-	-	-	-	-	-	58	57	56
Grocery - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	13,928	13,519	13,519	-	-	-	-	-	-	125	122	121
Grocery - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	3,575	3,470	3,470	-	-	-	-	-	-	38	37	37
Grocery - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.01	5,368	5,210	5,210	-	-	-	-	-	-	95	93	92
Grocery - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	5,880	5,707	5,707	-	-	-	-	-	-	15	15	14
Grocery - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	3,575	3,470	3,470	-	-	-	-	-	-	32	31	31
College - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	40,728	39,530	39,530	-	-	-	-	-	-	611	597	594
College - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.01	39,542	38,379	38,379	-	-	-	-	-	-	988	965	960
College - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	40,728	39,530	39,530	-	-	-	-	-	-	851	832	828
College - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	94,541	91,760	91,760	-	-	-	-	-	-	338	330	329
College - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	71,074	68,984	68,984	-	-	-	-	-	-	899	878	874
College - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	27,794	26,977	26,977	-	-	-	-	-	-	1,714	1,674	1,666
College - G	Existing	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	80%	$0.00	4,851	4,708	4,708	-	-	-	-	-	-	37	36	36
College - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	10,453	10,146	10,146	-	-	-	-	-	-	157	153	152
College - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.01	10,156	9,857	9,857	-	-	-	-	-	-	254	248	247
College - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	10,453	10,146	10,146	-	-	-	-	-	-	219	213	212
College - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	24,274	23,560	23,560	-	-	-	-	-	-	87	85	84
College - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	18,242	17,705	17,705	-	-	-	-	-	-	231	225	224

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	7,118	6,909	6,909	-	-	-	-	-	-	439	429	427
College - G	New	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	80%	$0.00	1,349	1,309	1,309	-	-	-	-	-	-	10	10	10
School - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	255,299	247,790	247,790	-	-	-	-	-	-	1,454	1,420	1,413
School - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	123,179	119,556	119,556	-	-	-	-	-	-	1,168	1,141	1,135
School - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	183,285	177,895	177,895	-	-	-	-	-	-	1,454	1,420	1,413
School - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	258,993	251,375	251,375	-	-	-	-	-	-	352	343	342
School - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	192,197	186,544	186,544	-	-	-	-	-	-	923	901	897
School - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	58,677	56,952	56,952	-	-	-	-	-	-	1,373	1,341	1,334
School - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	65,524	63,597	63,597	-	-	-	-	-	-	373	364	363
School - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	31,638	30,707	30,707	-	-	-	-	-	-	300	293	292
School - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	47,041	45,658	45,658	-	-	-	-	-	-	373	364	363
School - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	66,498	64,542	64,542	-	-	-	-	-	-	90	88	88
School - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	49,328	47,878	47,878	-	-	-	-	-	-	237	231	230
School - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	15,028	14,586	14,586	-	-	-	-	-	-	352	343	342
Health - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	9,754	9,467	9,467	-	-	-	-	-	-	457	447	445
Health - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.04	80%	$0.03	84,710	82,219	82,219	-	-	-	-	-	-	6,614	6,461	6,429
Health - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	12,710	12,336	12,336	-	-	-	-	-	-	830	811	807
Health - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	20,898	20,284	20,284	-	-	-	-	-	-	234	228	227
Health - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	53,731	52,151	52,151	-	-	-	-	-	-	2,124	2,075	2,065
Health - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	6,422	6,233	6,233	-	-	-	-	-	-	1,237	1,209	1,203
Health - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	2,503	2,430	2,430	-	-	-	-	-	-	117	115	114
Health - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.04	80%	$0.03	21,757	21,117	21,117	-	-	-	-	-	-	1,699	1,659	1,651
Health - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	3,262	3,166	3,166	-	-	-	-	-	-	213	208	207
Health - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	5,366	5,208	5,208	-	-	-	-	-	-	60	59	58
Health - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	13,790	13,385	13,385	-	-	-	-	-	-	545	533	530
Health - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	1,645	1,596	1,596	-	-	-	-	-	-	317	310	308
Lodging - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	18,366	17,825	17,825	-	-	-	-	-	-	250	244	243
Lodging - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.00	10,467	10,159	10,159	-	-	-	-	-	-	237	232	230

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	6,976	6,771	6,771	-	-	-	-	-	-	132	129	129
Lodging - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	30,666	29,764	29,764	-	-	-	-	-	-	99	97	97
Lodging - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	285	276	276	-	-	-	-	-	-	3	3	3
Lodging - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	310	301	301	-	-	-	-	-	-	17	17	17
Lodging - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	4,714	4,575	4,575	-	-	-	-	-	-	64	63	62
Lodging - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	80%	$0.00	2,688	2,609	2,609	-	-	-	-	-	-	61	59	59
Lodging - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	1,790	1,738	1,738	-	-	-	-	-	-	34	33	33
Lodging - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	7,874	7,642	7,642	-	-	-	-	-	-	26	25	25
Lodging - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	73	71	71	-	-	-	-	-	-	1	1	1
Lodging - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	80%	$0.00	79	77	77	-	-	-	-	-	-	4	4	4
Misc. - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	651,690	632,522	632,522	-	-	-	-	-	-	677	661	658
Misc. - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	41,983	40,748	40,748	-	-	-	-	-	-	73	71	71
Misc. - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	318,912	309,532	309,532	-	-	-	-	-	-	462	451	449
Misc. - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	581,621	564,515	564,515	-	-	-	-	-	-	144	141	140
Misc. - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	393,240	381,674	381,674	-	-	-	-	-	-	344	336	335
Misc. - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	80%	$0.00	167,260	162,340	162,340	-	-	-	-	-	-	174	170	169
Misc. - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	80%	$0.00	10,783	10,466	10,466	-	-	-	-	-	-	19	18	18
Misc. - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	80%	$0.00	81,851	79,443	79,443	-	-	-	-	-	-	118	116	115
Misc. - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	80%	$0.00	149,334	144,942	144,942	-	-	-	-	-	-	37	36	36
Misc. - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	80%	$0.00	100,927	97,959	97,959	-	-	-	-	-	-	88	86	86
Office - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	82,694	80,262	80,262	11,156	10,672	10,504	1.09	1.04	1.02	-	-	-
Office - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	1,051,733	1,020,800	1,020,800	307,572	284,104	272,510	58.21	53.77	51.58	-	-	-
Office - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	6,091,641	5,912,475	5,912,475	11,876	10,970	10,523	2.25	2.08	1.99	-	-	-
Office - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	7,284	7,070	7,070	880	816	790	0.09	0.08	0.08	-	-	-
Office - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	340,119	330,115	330,115	87,653	82,935	81,528	16.59	15.70	15.43	-	-	-
Office - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	181,576	176,236	176,236	312	295	290	0.06	0.06	0.05	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	80%	$0.00	-	-	260,028	-	-	21,406	-	-	2.03	-	-	-
Restaurant - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	17,733	17,211	17,211	26,227	25,100	24,712	2.66	2.55	2.51	-	-	-
Restaurant - E	Existing			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	80%	$0.02	96,144	93,316	93,316	32,816	31,405	30,920	-	-	-	-	-	-
Restaurant - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.02	80%	$0.01	245,575	238,352	238,352	363,221	347,608	342,236	36.89	35.31	34.76	-	-	-
Restaurant - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	970,991	942,432	942,432	477,264	432,270	410,269	57.00	51.62	49.00	-	-	-
Restaurant - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	1,286,753	1,248,907	1,248,907	4,216	3,819	3,625	0.50	0.46	0.43	-	-	-
Restaurant - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	1,824	1,770	1,770	2,404	2,231	2,160	0.24	0.23	0.22	-	-	-
Restaurant - E	New			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	80%	$0.02	9,889	9,598	9,598	3,008	2,791	2,703	-	-	-	-	-	-
Restaurant - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.02	80%	$0.01	25,258	24,515	24,515	33,298	30,894	29,916	3.38	3.14	3.04	-	-	-
Restaurant - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	87,157	84,593	84,593	38,280	35,573	34,622	4.57	4.25	4.13	-	-	-
Restaurant - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	38,355	37,227	37,227	112	104	102	0.01	0.01	0.01	-	-	-
Retail - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	122,115	118,523	118,523	19,631	18,786	18,494	1.80	1.73	1.70	-	-	-
Retail - E	Existing			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	80%	$0.02	613,832	595,778	595,778	22,772	21,792	21,453	-	-	-	-	-	-
Retail - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	94,027	91,261	91,261	15,116	14,465	14,240	1.39	1.33	1.31	-	-	-
Retail - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	4,029,385	3,910,873	3,910,873	1,667,618	1,543,527	1,477,968	196.96	182.30	174.56	-	-	-
Retail - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	6,178,582	5,996,859	5,996,859	17,047	15,779	15,109	2.01	1.86	1.78	-	-	-
Retail - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	10,413	10,107	10,107	1,473	1,366	1,322	0.14	0.13	0.12	-	-	-
Retail - E	New			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	80%	$0.02	63,169	61,311	61,311	2,062	1,912	1,851	-	-	-	-	-	-
Retail - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	8,026	7,790	7,790	1,135	1,053	1,019	0.10	0.10	0.09	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	418,499	406,190	406,190	147,920	141,170	139,390	17.47	16.67	16.46	-	-	-
Retail - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	184,168	178,751	178,751	434	414	409	0.05	0.05	0.05	-	-	-
Grocery - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	6,162	5,980	5,980	3,225	3,088	3,042	0.35	0.33	0.33	-	-	-
Grocery - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.09	80%	$0.07	39,790	38,619	38,619	5,440	5,210	5,132	0.61	0.58	0.57	-	-	-
Grocery - E	Existing			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	80%	$0.02	30,586	29,686	29,686	3,694	3,537	3,485	-	-	-	-	-	-
Grocery - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.01	80%	$0.00	4,745	4,606	4,606	2,483	2,378	2,343	0.27	0.26	0.25	-	-	-
Grocery - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	399,649	387,895	387,895	337,384	314,803	303,749	61.00	56.92	54.92	-	-	-
Grocery - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	678,428	658,474	658,474	3,818	3,563	3,438	0.69	0.64	0.62	-	-	-
Grocery - E	Existing			Interior Lighting - Occupancy Sensors		per sq ft	$0.07	80%	$0.06	453,975	440,623	440,623	127,748	119,198	115,013	11.55	10.78	10.40	-	-	-
Grocery - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	633	615	615	293	272	263	0.03	0.03	0.03	-	-	-
Grocery - E	New			Water Heater - Pipe Insulation		per sq ft	$0.09	80%	$0.07	2,631	2,554	2,554	318	295	286	0.04	0.03	0.03	-	-	-
Grocery - E	New			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	80%	$0.02	3,143	3,050	3,050	336	312	302	-	-	-	-	-	-
Grocery - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.01	80%	$0.00	488	474	474	226	210	203	0.02	0.02	0.02	-	-	-
Grocery - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	46,067	44,712	44,712	34,362	32,772	32,353	6.21	5.93	5.85	-	-	-
Grocery - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	20,222	19,627	19,627	101	96	95	0.02	0.02	0.02	-	-	-
Grocery - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.07	80%	$0.06	20,164	19,571	19,571	5,014	4,782	4,721	0.45	0.43	0.43	-	-	-
College - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	10,797	10,479	10,479	3,764	3,605	3,551	0.43	0.41	0.40	-	-	-
College - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	9,185	8,915	8,915	6,477	6,203	6,110	0.74	0.71	0.69	-	-	-
College - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.02	80%	$0.02	86,512	83,967	83,967	7,881	7,547	7,435	0.85	0.81	0.80	-	-	-
College - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	8,329	8,084	8,084	2,904	2,781	2,739	0.33	0.32	0.31	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	692,370	672,006	672,006	271,701	255,696	248,839	38.30	36.04	35.07	-	-	-
College - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	4,569,824	4,435,418	4,435,418	11,955	11,251	10,949	1.69	1.59	1.54	-	-	-
College - E	Existing			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	80%	$0.00	-	-	3,913,724	-	-	483,075	-	-	34.05	-	-	-
College - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	1,110	1,077	1,077	342	318	308	0.04	0.04	0.03	-	-	-
College - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	944	916	916	589	546	529	0.07	0.06	0.06	-	-	-
College - E	New			Water Heater - Pipe Insulation		per sq ft	$0.02	80%	$0.02	8,092	7,854	7,854	652	605	586	0.07	0.07	0.07	-	-	-
College - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	856	831	831	264	245	237	0.03	0.03	0.03	-	-	-
College - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	212,319	206,074	206,074	77,042	73,385	72,397	10.86	10.34	10.20	-	-	-
College - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	136,215	132,209	132,209	330	314	310	0.05	0.04	0.04	-	-	-
College - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	80%	$0.00	-	142,253	142,253	-	16,886	16,658	-	1.19	1.17	-	-	-
School - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	6,524	6,332	6,332	1,476	1,413	1,392	0.08	0.08	0.08	-	-	-
School - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	5,553	5,390	5,390	2,540	2,433	2,397	0.14	0.14	0.13	-	-	-
School - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.02	80%	$0.02	21,048	20,429	20,429	1,244	1,191	1,174	0.07	0.06	0.06	-	-	-
School - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	5,029	4,881	4,881	1,138	1,089	1,073	0.06	0.06	0.06	-	-	-
School - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	710,683	689,781	689,781	227,506	211,723	203,573	17.16	15.97	15.35	-	-	-
School - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	4,252,983	4,127,895	4,127,895	9,077	8,447	8,122	0.68	0.64	0.61	-	-	-
School - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	644	625	625	129	120	116	0.01	0.01	0.01	-	-	-
School - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	548	532	532	222	206	199	0.01	0.01	0.01	-	-	-
School - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	497	482	482	99	92	89	0.01	0.01	0.00	-	-	-
School - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	235,516	228,589	228,589	65,228	62,409	61,715	4.92	4.71	4.65	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	126,771	123,042	123,042	234	224	221	0.02	0.02	0.02	-	-	-
Health - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	17,679	17,159	17,159	8,115	7,771	7,655	0.67	0.64	0.63	-	-	-
Health - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	15,054	14,612	14,612	13,975	13,383	13,184	1.15	1.10	1.08	-	-	-
Health - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.04	80%	$0.04	47,767	46,362	46,362	5,728	5,485	5,403	0.45	0.43	0.43	-	-	-
Health - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	13,639	13,238	13,238	6,260	5,995	5,906	0.51	0.49	0.49	-	-	-
Health - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	825,570	801,288	801,288	283,524	262,650	252,335	29.81	27.62	26.53	-	-	-
Health - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	3,259,341	3,163,478	3,163,478	7,462	6,913	6,641	0.78	0.73	0.70	-	-	-
Health - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	1,643	1,595	1,595	667	619	600	0.05	0.05	0.05	-	-	-
Health - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	1,399	1,358	1,358	1,149	1,066	1,032	0.09	0.09	0.08	-	-	-
Health - E	New			Water Heater - Pipe Insulation		per sq ft	$0.04	80%	$0.04	3,553	3,449	3,449	377	350	339	0.03	0.03	0.03	-	-	-
Health - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	1,268	1,231	1,231	515	478	463	0.04	0.04	0.04	-	-	-
Health - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	80%	$0.09	259,544	251,911	251,911	78,874	74,730	73,510	8.29	7.86	7.73	-	-	-
Health - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	97,153	94,295	94,295	197	186	183	0.02	0.02	0.02	-	-	-
Health - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	80%	$0.00	-	-	138,298	-	-	13,452	-	-	0.71	-	-	-
Lodging - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	44,243	42,942	42,942	20,438	19,557	19,253	1.42	1.36	1.34	-	-	-
Lodging - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	346,340	336,154	336,154	323,576	309,632	304,816	22.52	21.55	21.21	-	-	-
Lodging - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.05	80%	$0.04	189,086	183,525	183,525	22,819	21,836	21,496	1.53	1.46	1.44	-	-	-
Lodging - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	34,143	33,139	33,139	15,772	15,093	14,858	1.10	1.05	1.03	-	-	-
Lodging - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	3,020,434	2,931,598	2,931,598	4,189	3,729	3,514	0.34	0.30	0.29	-	-	-
Lodging - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	4,548	4,414	4,414	1,874	1,739	1,684	0.13	0.12	0.12	-	-	-
Lodging - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	80%	$0.00	35,599	34,552	34,552	29,675	27,533	26,662	2.07	1.92	1.86	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - E	New			Water Heater - Pipe Insulation		per sq ft	$0.05	80%	$0.04	18,634	18,086	18,086	2,006	1,862	1,803	0.14	0.13	0.13	-	-	-
Lodging - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	80%	$0.00	3,510	3,406	3,406	1,446	1,342	1,300	0.10	0.09	0.09	-	-	-
Lodging - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	90,032	87,384	87,384	114	104	99	0.01	0.01	0.01	-	-	-
Warehouse - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	4,953,192	4,807,510	4,807,510	5,465	4,959	4,693	0.99	0.90	0.85	-	-	-
Warehouse - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.00	80%	$0.00	-	675,984	675,984	-	91,727	90,357	-	16.58	16.34	-	-	-
Warehouse - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	147,642	143,300	143,300	136	130	128	0.02	0.02	0.02	-	-	-
Misc. - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	112,830	109,511	109,511	24,192	23,168	22,822	3.57	3.42	3.37	-	-	-
Misc. - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	9,402,752	9,126,201	9,126,201	16,233	15,073	14,526	2.06	1.91	1.84	-	-	-
Misc. - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	80%	$0.00	11,092	10,766	10,766	2,104	1,952	1,890	0.31	0.29	0.28	-	-	-
Misc. - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.00	80%	$0.00	-	794,786	794,786	-	180,140	177,308	-	22.85	22.49	-	-	-
Misc. - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	80%	$0.00	280,272	272,029	272,029	433	411	405	0.05	0.05	0.05	-	-	-
Office - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.16	80%	$0.13	13	13	13	-	-	-	-	-	-	2	2	2
Office - G	New			Exhaust Hood Makeup Air		per sq ft	$0.16	80%	$0.13	1	1	1	-	-	-	-	-	-	0	0	0
Restaurant - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.12	80%	$0.10	4	4	4	-	-	-	-	-	-	1	1	1
Restaurant - G	New			Exhaust Hood Makeup Air		per sq ft	$0.12	80%	$0.10	0	0	0	-	-	-	-	-	-	0	0	0
Retail - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.12	80%	$0.10	200	194	194	-	-	-	-	-	-	8	27	26
Retail - G	New			Exhaust Hood Makeup Air		per sq ft	$0.12	80%	$0.10	21	20	20	-	-	-	-	-	-	2	2	2
College - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.16	80%	$0.13	106	103	103	-	-	-	-	-	-	13	12	12
College - G	New			Exhaust Hood Makeup Air		per sq ft	$0.16	80%	$0.13	11	11	11	-	-	-	-	-	-	1	1	1
School - G	New			Exhaust Hood Makeup Air		per sq ft	$0.00	80%	$0.00	-	-	309	-	-	-	-	-	-	-	-	13
Health - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.05	80%	$0.04	39	37	37	-	-	-	-	-	-	9	8	8
Health - G	New			Exhaust Hood Makeup Air		per sq ft	$0.05	80%	$0.04	4	4	4	-	-	-	-	-	-	0	0	0
Lodging - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.05	80%	$0.04	158	153	153	-	-	-	-	-	-	9	9	9
Lodging - G	New			Exhaust Hood Makeup Air		per sq ft	$0.05	80%	$0.04	16	16	16	-	-	-	-	-	-	1	1	1

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.12	80%	$0.10	22	21	21	-	-	-	-	-	-	10	10	10
Warehouse - G	New			Exhaust Hood Makeup Air		per sq ft	$0.12	80%	$0.10	2	2	2	-	-	-	-	-	-	1	1	1

Table G-27 Business (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.34	50%	$0.17	51,743	50,221	50,221	43,571	42,274	42,170	25.08	24.34	24.28	-	-	-
Office - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.21	50%	$0.10	1,756,392	1,704,734	1,704,734	680,569	660,314	658,690	391.80	380.14	379.21	-	-	-
Office - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.01	39,841	38,670	38,670	13,644	13,238	13,206	7.86	7.62	7.60	-	-	-
Office - E	Existing	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.01	62,844	60,996	60,996	21,522	20,881	20,830	12.39	12.02	11.99	-	-	-
Office - E	Existing	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	70,064	68,003	68,003	14,235	13,811	13,777	-	-	-	-	-	-
Office - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.43	50%	$0.21	262,971	255,237	255,237	302,305	293,308	292,587	24.11	23.40	23.34	-	-	-
Office - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.00	1,406,199	1,364,841	1,364,841	512,730	497,266	495,977	49.94	48.43	48.31	-	-	-
Office - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	10,198,835	9,898,869	9,898,869	1,165,825	1,042,864	966,406	220.66	197.38	182.91	-	-	-
Office - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	6,119,323	5,939,343	5,939,343	198,464	192,557	192,084	37.56	36.45	36.36	-	-	-
Office - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.05	50%	$0.03	3,672,087	3,564,084	3,564,084	665,990	646,169	644,580	126.05	122.30	122.00	-	-	-
Office - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	6,584,606	6,390,941	6,390,941	125,978	112,686	104,417	1.17	1.05	0.97	-	-	-
Office - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	3,206,913	-	-	4,435	-	-	0.04	-	-	-
Office - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	170,443	165,430	165,430	1,221	1,185	1,183	0.13	0.12	0.12	-	-	-
Office - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	1,192,813	1,157,730	1,157,730	61,548	59,662	59,523	6.43	6.24	6.22	-	-	-
Office - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	1,797,945	1,745,064	1,745,064	19,447	18,826	18,758	2.03	1.97	1.96	-	-	-
Office - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	63,800	61,924	61,924	77,011	74,719	74,535	17.72	17.19	17.15	-	-	-
Office - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	2,062,348	2,001,691	2,001,691	1,428,189	1,385,683	1,382,276	172.03	166.91	166.50	-	-	-
Office - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	2,501,138	2,427,575	2,427,575	266,971	259,025	258,388	32.16	31.20	31.12	-	-	-
Office - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	7,331,976	7,116,329	7,116,329	395,091	383,332	382,390	47.59	46.17	46.06	-	-	-
Office - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	995,674	966,389	966,389	77,764	75,450	75,264	9.37	9.09	9.07	-	-	-
Office - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	3,221,962	3,127,198	3,127,198	253,034	245,503	244,900	30.48	29.57	29.50	-	-	-
Office - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	3,391,156	-	-	9,394	-	-	1.47	-	-	-	-	-
Office - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	3,251,875	3,251,875	-	10,410	10,866	-	1.62	1.69	-	-	-
Office - E	New	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.36	50%	$0.18	39,412	38,253	38,253	28,105	27,457	27,435	16.18	15.81	15.79	-	-	-
Office - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.18	50%	$0.09	824,191	799,950	799,950	260,407	252,656	252,035	149.92	145.45	145.10	-	-	-
Office - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.01	18,696	18,146	18,146	5,882	5,707	5,693	3.39	3.29	3.28	-	-	-
Office - E	New	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.01	22,164	21,512	21,512	6,974	6,766	6,749	4.01	3.90	3.89	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	New	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.00	50%	$0.00	21,437	20,807	20,807	3,912	3,795	3,786	-	-	-	-	-	-
Office - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.73	50%	$0.36	44,585	43,274	43,274	71,020	68,906	68,736	5.66	5.50	5.48	-	-	-
Office - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.00	50%	$0.00	627,918	609,450	609,450	224,653	217,957	217,411	21.88	21.23	21.18	-	-	-
Office - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	1,092,863	1,060,720	1,060,720	125,950	112,279	103,673	23.84	21.25	19.62	-	-	-
Office - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	790,071	766,833	766,833	25,624	24,861	24,800	4.85	4.71	4.69	-	-	-
Office - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.05	50%	$0.03	790,071	766,833	766,833	143,292	139,027	138,685	27.12	26.31	26.25	-	-	-
Office - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	786,935	763,790	763,790	15,179	13,538	12,503	0.14	0.13	0.12	-	-	-
Office - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	843,956	819,133	819,133	1,170	1,136	1,133	0.01	0.01	0.01	-	-	-
Office - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	42,076	40,838	40,838	301	292	292	0.03	0.03	0.03	-	-	-
Office - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	480,902	466,758	466,758	24,814	24,051	23,992	2.59	2.51	2.51	-	-	-
Office - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	480,902	466,758	466,758	5,202	5,034	5,014	0.54	0.53	0.52	-	-	-
Office - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	16,261	15,783	15,783	19,628	19,044	18,997	4.52	4.38	4.37	-	-	-
Office - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	219,865	213,398	213,398	152,258	147,726	147,363	18.34	17.79	17.75	-	-	-
Office - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	276,906	268,762	268,762	29,557	28,677	28,607	3.56	3.45	3.45	-	-	-
Office - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	752,961	730,815	730,815	40,574	39,367	39,270	4.89	4.74	4.73	-	-	-
Office - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	116,400	112,977	112,977	9,091	8,821	8,799	1.10	1.06	1.06	-	-	-
Office - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	458,929	445,431	445,431	36,042	34,969	34,883	4.34	4.21	4.20	-	-	-
Office - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	910,754	-	-	2,523	-	-	0.39	-	-	-	-	-
Office - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	1,095,737	1,095,737	-	3,542	3,705	-	0.55	0.58	-	-	-
Restaurant - E	Existing	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.53	50%	$0.27	1,752	1,700	1,700	4,495	4,361	4,350	1.95	1.89	1.89	-	-	-
Restaurant - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.20	50%	$0.10	429,637	417,001	417,001	299,361	290,451	289,737	129.98	126.11	125.80	-	-	-
Restaurant - E	Existing	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.27	50%	$0.13	16,354	15,873	15,873	14,335	13,873	13,825	6.22	6.02	6.00	-	-	-
Restaurant - E	Existing	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.17	50%	$0.08	10,428	10,121	10,121	17,808	17,199	17,086	7.73	7.47	7.42	-	-	-
Restaurant - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.02	50%	$0.01	16,894	16,397	16,397	2,490	2,416	2,410	1.08	1.05	1.05	-	-	-
Restaurant - E	Existing	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.02	50%	$0.01	6,307	6,121	6,121	930	902	900	0.40	0.39	0.39	-	-	-
Restaurant - E	Existing	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.13	50%	$0.06	10,428	10,121	10,121	8,612	8,328	8,282	-	-	-	-	-	-
Restaurant - E	Existing	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.01	7,119	6,909	6,909	651	632	630	-	-	-	-	-	-
Restaurant - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$3.16	50%	$1.58	243,998	236,822	236,822	433,809	420,898	419,863	33.91	32.91	32.82	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.03	50%	$0.01	246,766	239,508	239,508	994,133	964,495	962,080	100.98	97.97	97.72	-	-	-
Restaurant - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.09	50%	$0.05	2,150,835	2,087,576	2,087,576	958,102	855,503	793,276	114.42	102.17	94.74	-	-	-
Restaurant - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.02	50%	$0.01	1,292,600	1,254,583	1,254,583	238,174	231,086	230,518	28.44	27.60	27.53	-	-	-
Restaurant - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	50%	$0.02	751,699	729,591	729,591	135,124	131,102	130,780	16.14	15.66	15.62	-	-	-
Restaurant - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	1,385,613	1,344,859	1,344,859	54,334	48,527	44,975	0.50	0.45	0.42	-	-	-
Restaurant - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	677,404	-	-	226	-	-	0.00	-	-	-
Restaurant - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.17	50%	$0.09	206,138	200,075	200,075	98,021	94,556	93,888	9.96	9.61	9.54	-	-	-
Restaurant - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.02	50%	$0.01	58,195	56,483	56,483	9,360	9,083	9,071	0.95	0.92	0.92	-	-	-
Restaurant - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.11	50%	$0.06	539,603	523,732	523,732	625,238	606,081	604,666	63.53	61.58	61.44	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	67,301	65,322	65,322	65,226	63,284	63,129	7.85	7.62	7.60	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.02	50%	$0.01	117,015	113,574	113,574	71,158	69,040	68,871	8.56	8.31	8.29	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.05	50%	$0.02	110,812	107,553	107,553	280,260	271,919	271,250	33.73	32.72	32.64	-	-	-
Restaurant - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.07	50%	$0.03	36,757	35,676	35,676	59,684	57,908	57,765	7.18	6.97	6.95	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	340,302	330,293	330,293	36,784	35,689	35,601	3.58	3.47	3.46	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	330,611	320,887	320,887	4,407	4,275	4,265	0.43	0.42	0.41	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	912,775	885,928	885,928	92,127	89,385	89,166	8.96	8.69	8.67	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	158,890	154,217	154,217	1,937	1,879	1,875	0.19	0.18	0.18	-	-	-
Restaurant - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	311,840	302,668	302,668	9,174	8,901	8,879	0.89	0.87	0.86	-	-	-
Restaurant - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	159,896	-	-	707	-	-	0.08	-	-	-	-	-
Restaurant - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	153,329	153,329	-	784	818	-	0.09	0.09	-	-	-
Restaurant - E	New	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.77	50%	$0.38	1,307	1,268	1,268	2,697	2,618	2,613	1.17	1.14	1.13	-	-	-
Restaurant - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.24	50%	$0.12	197,419	191,613	191,613	100,988	97,982	97,741	43.85	42.54	42.44	-	-	-
Restaurant - E	New	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.32	50%	$0.16	5,648	5,482	5,482	3,633	3,517	3,505	1.58	1.53	1.52	-	-	-
Restaurant - E	New	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.21	50%	$0.11	3,601	3,495	3,495	4,723	4,564	4,534	2.05	1.98	1.97	-	-	-
Restaurant - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.02	50%	$0.01	7,763	7,534	7,534	1,051	1,020	1,017	0.46	0.44	0.44	-	-	-
Restaurant - E	New	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.02	50%	$0.01	2,178	2,114	2,114	295	286	285	0.13	0.12	0.12	-	-	-
Restaurant - E	New	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.16	50%	$0.08	3,601	3,495	3,495	2,822	2,730	2,715	-	-	-	-	-	-
Restaurant - E	New	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	2,178	2,114	2,114	179	174	173	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$5.38	50%	$2.69	25,896	25,134	25,134	57,081	55,382	55,246	4.46	4.33	4.32	-	-	-
Restaurant - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.03	50%	$0.01	110,190	106,949	106,949	430,442	417,612	416,565	43.72	42.42	42.31	-	-	-
Restaurant - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.09	50%	$0.05	234,866	227,958	227,958	105,068	94,142	86,754	12.55	11.24	10.36	-	-	-
Restaurant - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.02	50%	$0.01	166,889	161,980	161,980	30,751	29,836	29,762	3.67	3.56	3.55	-	-	-
Restaurant - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	50%	$0.02	161,815	157,056	157,056	29,087	28,222	28,152	3.47	3.37	3.36	-	-	-
Restaurant - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	169,208	164,231	164,231	6,663	5,969	5,504	0.06	0.06	0.05	-	-	-
Restaurant - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	178,271	173,028	173,028	60	58	58	0.00	0.00	0.00	-	-	-
Restaurant - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.17	50%	$0.09	55,077	53,457	53,457	26,190	25,246	25,040	2.66	2.56	2.54	-	-	-
Restaurant - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.02	50%	$0.01	15,652	15,192	15,192	2,517	2,443	2,440	0.26	0.25	0.25	-	-	-
Restaurant - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.11	50%	$0.06	215,961	209,609	209,609	250,234	242,544	241,950	25.42	24.64	24.58	-	-	-
Restaurant - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	17,366	16,855	16,855	16,831	16,330	16,290	2.03	1.97	1.96	-	-	-
Restaurant - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.02	50%	$0.01	30,577	29,677	29,677	18,594	18,040	17,996	2.24	2.17	2.17	-	-	-
Restaurant - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.05	50%	$0.02	30,111	29,225	29,225	76,154	73,888	73,706	9.16	8.89	8.87	-	-	-
Restaurant - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.07	50%	$0.03	10,574	10,263	10,263	17,169	16,658	16,617	2.07	2.00	2.00	-	-	-
Restaurant - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	36,393	35,322	35,322	3,934	3,817	3,807	0.38	0.37	0.37	-	-	-
Restaurant - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	36,876	35,791	35,791	492	477	476	0.05	0.05	0.05	-	-	-
Restaurant - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	94,247	91,475	91,475	9,512	9,229	9,207	0.93	0.90	0.90	-	-	-
Restaurant - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	18,613	18,066	18,066	227	220	220	0.02	0.02	0.02	-	-	-
Restaurant - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	44,802	43,484	43,484	1,318	1,279	1,276	0.13	0.12	0.12	-	-	-
Restaurant - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	42,943	-	-	190	-	-	0.02	-	-	-	-	-
Restaurant - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	51,665	51,665	-	267	279	-	0.03	0.03	-	-	-
Retail - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.12	50%	$0.06	965,236	936,847	936,847	437,127	424,117	423,074	262.22	254.42	253.79	-	-	-
Retail - E	Existing	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.12	50%	$0.06	39,415	38,255	38,255	17,487	16,924	16,866	10.49	10.15	10.12	-	-	-
Retail - E	Existing	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.08	50%	$0.04	13,894	13,485	13,485	12,014	11,604	11,528	7.21	6.96	6.92	-	-	-
Retail - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.01	80,812	78,436	78,436	7,741	7,511	7,492	4.64	4.51	4.49	-	-	-
Retail - E	Existing	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.01	8,724	8,467	8,467	836	811	809	0.50	0.49	0.49	-	-	-
Retail - E	Existing	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.00	50%	$0.00	-	-	14,112	-	-	9,806	-	-	-	-	-	-
Retail - E	Existing	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.01	8,606	8,352	8,352	767	744	743	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$1.46	50%	$0.73	1,424,393	1,382,499	1,382,499	908,597	881,556	879,388	75.29	73.05	72.87	-	-	-
Retail - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.00	50%	$0.00	1,579,206	1,532,759	1,532,759	690,198	669,460	667,668	63.38	61.47	61.31	-	-	-
Retail - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	10,865,792	10,546,210	10,546,210	586,843	524,733	487,727	69.31	61.98	57.60	-	-	-
Retail - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	6,206,658	6,024,109	6,024,109	186,851	181,290	180,844	22.07	21.41	21.36	-	-	-
Retail - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.09	50%	$0.05	3,724,495	3,614,951	3,614,951	1,063,803	1,032,143	1,029,604	125.64	121.91	121.61	-	-	-
Retail - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	50%	$0.02	7,073,651	6,865,602	6,865,602	443,050	396,166	367,482	4.11	3.68	3.41	-	-	-
Retail - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	3,252,682	-	-	1,103	-	-	0.01	-	-	-
Retail - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.01	50%	$0.00	474,397	460,444	460,444	9,948	9,653	9,642	1.00	0.97	0.97	-	-	-
Retail - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	50%	$0.00	1,407,522	1,366,125	1,366,125	212,723	206,206	205,724	21.43	20.77	20.73	-	-	-
Retail - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.01	50%	$0.01	2,121,580	2,059,180	2,059,180	67,213	65,067	64,832	6.77	6.56	6.53	-	-	-
Retail - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	83,190	80,744	80,744	8,537	8,283	8,263	1.21	1.17	1.17	-	-	-
Retail - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	79,984	77,632	77,632	5,150	4,997	4,985	0.73	0.71	0.70	-	-	-
Retail - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	142,233	138,049	138,049	76,180	73,913	73,731	10.77	10.45	10.43	-	-	-
Retail - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	1,954,711	1,897,219	1,897,219	121,451	117,836	117,546	11.74	11.39	11.36	-	-	-
Retail - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	2,193,051	2,128,549	2,128,549	21,002	20,377	20,327	2.03	1.97	1.96	-	-	-
Retail - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	5,529,985	5,367,339	5,367,339	320,830	311,281	310,516	31.00	30.08	30.01	-	-	-
Retail - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	924,357	897,170	897,170	6,477	6,285	6,269	0.63	0.61	0.61	-	-	-
Retail - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	2,748,916	2,668,066	2,668,066	23,243	22,551	22,496	2.25	2.18	2.17	-	-	-
Retail - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	1,542,612	-	-	8,619	-	-	0.96	-	-	-	-	-
Retail - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	1,479,254	1,479,254	-	9,551	9,970	-	1.07	1.11	-	-	-
Retail - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.10	50%	$0.05	468,817	455,028	455,028	161,041	156,248	155,863	96.60	93.73	93.50	-	-	-
Retail - E	New	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.11	50%	$0.06	14,738	14,305	14,305	5,459	5,284	5,265	3.27	3.17	3.16	-	-	-
Retail - E	New	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.08	50%	$0.04	5,195	5,042	5,042	4,363	4,216	4,187	2.62	2.53	2.51	-	-	-
Retail - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.01	39,251	38,096	38,096	3,454	3,352	3,343	2.07	2.01	2.01	-	-	-
Retail - E	New	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.01	3,262	3,166	3,166	287	279	278	0.17	0.17	0.17	-	-	-
Retail - E	New	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.26	50%	$0.13	4,194	4,070	4,070	3,259	3,153	3,136	-	-	-	-	-	-
Retail - E	New	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	2,633	2,556	2,556	211	205	204	-	-	-	-	-	-
Retail - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$2.47	50%	$1.24	220,637	214,148	214,148	16,300	15,815	15,776	1.35	1.31	1.31	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.00	50%	$0.00	705,172	684,431	684,431	288,256	280,327	279,974	26.47	25.74	25.71	-	-	-
Retail - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	1,155,178	1,121,202	1,121,202	62,319	55,739	51,897	7.36	6.58	6.13	-	-	-
Retail - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	801,347	777,778	777,778	24,124	23,406	23,349	2.85	2.76	2.76	-	-	-
Retail - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.09	50%	$0.05	801,347	777,778	777,778	228,883	222,071	221,525	27.03	26.23	26.16	-	-	-
Retail - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	50%	$0.02	834,386	809,845	809,845	52,202	46,689	43,448	0.48	0.43	0.40	-	-	-
Retail - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	856,001	830,824	830,824	291	283	282	0.00	0.00	0.00	-	-	-
Retail - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.01	50%	$0.00	128,270	124,497	124,497	2,689	2,610	2,607	0.27	0.26	0.26	-	-	-
Retail - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	50%	$0.00	566,373	549,715	549,715	85,598	82,967	82,764	8.62	8.36	8.34	-	-	-
Retail - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.01	50%	$0.01	566,373	549,715	549,715	17,943	17,365	17,295	1.81	1.75	1.74	-	-	-
Retail - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	21,351	20,723	20,723	2,191	2,126	2,121	0.31	0.30	0.30	-	-	-
Retail - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	20,543	19,939	19,939	1,323	1,283	1,280	0.19	0.18	0.18	-	-	-
Retail - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	36,512	35,438	35,438	19,556	18,974	18,927	2.77	2.68	2.68	-	-	-
Retail - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	206,067	200,006	200,006	12,803	12,422	12,392	1.24	1.20	1.20	-	-	-
Retail - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	243,273	236,118	236,118	2,330	2,260	2,255	0.23	0.22	0.22	-	-	-
Retail - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	563,872	547,287	547,287	32,714	31,740	31,662	3.16	3.07	3.06	-	-	-
Retail - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	107,379	104,220	104,220	752	730	728	0.07	0.07	0.07	-	-	-
Retail - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	388,685	377,253	377,253	3,286	3,189	3,181	0.32	0.31	0.31	-	-	-
Retail - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	414,295	-	-	2,315	-	-	0.26	-	-	-	-	-
Retail - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	498,443	498,443	-	3,250	3,400	-	0.36	0.38	-	-	-
Grocery - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$1.88	50%	$0.94	196,647	190,863	190,863	188,249	182,646	182,197	328.70	318.92	318.14	-	-	-
Grocery - E	Existing	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$1.93	50%	$0.97	4,798	4,656	4,656	4,488	4,343	4,328	7.84	7.58	7.56	-	-	-
Grocery - E	Existing	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.03	50%	$0.02	15,992	15,521	15,521	3,238	3,142	3,134	5.65	5.49	5.47	-	-	-
Grocery - E	Existing	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.02	50%	$0.01	17,804	17,280	17,280	1,852	1,797	1,793	-	-	-	-	-	-
Grocery - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$1.75	50%	$0.87	144,928	140,666	140,666	315,015	305,640	304,888	25.96	25.19	25.13	-	-	-
Grocery - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.02	50%	$0.01	78,610	76,298	76,298	113,522	110,137	109,862	12.22	11.86	11.83	-	-	-
Grocery - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	1,125,470	1,092,368	1,092,368	134,699	120,456	111,776	24.36	21.78	20.21	-	-	-
Grocery - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	681,510	661,466	661,466	14,768	14,328	14,293	2.67	2.59	2.58	-	-	-
Grocery - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.14	50%	$0.07	396,953	385,278	385,278	245,678	238,366	237,780	44.42	43.10	42.99	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	724,777	703,460	703,460	21,921	19,603	18,173	0.20	0.18	0.17	-	-	-
Grocery - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	357,155	-	-	970	-	-	0.01	-	-	-
Grocery - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.21	50%	$0.10	72,418	70,288	70,288	60,505	58,366	57,953	6.70	6.47	6.42	-	-	-
Grocery - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	16,288	15,809	15,809	1,316	1,277	1,276	0.15	0.14	0.14	-	-	-
Grocery - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.57	50%	$0.29	289,131	280,627	280,627	1,681,815	1,630,286	1,626,480	186.31	180.60	180.18	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	66,394	64,441	64,441	7,098	6,887	6,870	1.72	1.67	1.67	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	99,621	96,691	96,691	6,683	6,484	6,468	1.62	1.57	1.57	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	50%	$0.00	30,260	29,370	29,370	16,885	16,383	16,342	4.10	3.97	3.96	-	-	-
Grocery - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.06	50%	$0.03	56,879	55,207	55,207	20,377	19,770	19,722	4.94	4.80	4.78	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	218,566	212,138	212,138	15,029	14,581	14,546	1.81	1.76	1.75	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	204,961	198,933	198,933	2,172	2,108	2,102	0.26	0.25	0.25	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	513,585	498,479	498,479	16,487	15,997	15,957	1.99	1.93	1.92	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	102,002	99,002	99,002	791	767	766	0.10	0.09	0.09	-	-	-
Grocery - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	353,528	343,130	343,130	3,308	3,210	3,202	0.40	0.39	0.39	-	-	-
Grocery - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	146,070	-	-	1,249	-	-	0.20	-	-	-	-	-
Grocery - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	140,070	140,070	-	1,385	1,445	-	0.23	0.24	-	-	-
Grocery - E	New	Cooling	Electric	Roof top AC	EER 12.0	per sq ft	$0.40	50%	$0.20	84,628	84,628	-	28,293	28,283	-	49.40	49.38	-	-	-	-
Grocery - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.00	50%	$0.00	-	-	102,790	-	-	71,216	-	-	124.35	-	-	-
Grocery - E	New	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$1.97	50%	$0.98	1,696	1,646	1,646	1,269	1,228	1,224	2.22	2.14	2.14	-	-	-
Grocery - E	New	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.03	50%	$0.01	5,653	5,487	5,487	1,052	1,020	1,018	1.84	1.78	1.78	-	-	-
Grocery - E	New	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	5,447	5,287	5,287	509	494	493	-	-	-	-	-	-
Grocery - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$3.04	50%	$1.52	16,792	16,299	16,299	65,097	63,159	63,004	5.36	5.21	5.19	-	-	-
Grocery - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.01	35,102	34,070	34,070	48,157	46,721	46,604	5.19	5.03	5.02	-	-	-
Grocery - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	119,382	115,870	115,870	13,665	12,412	11,525	2.47	2.24	2.08	-	-	-
Grocery - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	87,990	85,402	85,402	1,907	1,850	1,845	0.34	0.33	0.33	-	-	-
Grocery - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.14	50%	$0.07	85,422	82,910	82,910	52,869	51,295	51,169	9.56	9.27	9.25	-	-	-
Grocery - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	86,752	84,200	84,200	2,510	2,274	2,113	0.02	0.02	0.02	-	-	-
Grocery - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	93,992	91,227	91,227	256	248	248	0.00	0.00	0.00	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.21	50%	$0.10	19,105	18,543	18,543	15,962	15,387	15,262	1.77	1.70	1.69	-	-	-
Grocery - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	3,910	3,795	3,795	318	309	308	0.04	0.03	0.03	-	-	-
Grocery - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.57	50%	$0.29	115,518	112,120	112,120	671,943	651,294	649,701	74.44	72.15	71.97	-	-	-
Grocery - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	17,040	16,539	16,539	1,822	1,768	1,763	0.44	0.43	0.43	-	-	-
Grocery - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	25,587	24,834	24,834	1,716	1,665	1,661	0.42	0.40	0.40	-	-	-
Grocery - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	50%	$0.00	7,768	7,539	7,539	4,335	4,206	4,195	1.05	1.02	1.02	-	-	-
Grocery - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.06	50%	$0.03	16,045	15,574	15,574	5,748	5,577	5,563	1.39	1.35	1.35	-	-	-
Grocery - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	23,041	22,364	22,364	1,584	1,537	1,533	0.19	0.19	0.18	-	-	-
Grocery - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	22,793	22,123	22,123	242	234	234	0.03	0.03	0.03	-	-	-
Grocery - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	52,368	50,828	50,828	1,681	1,631	1,627	0.20	0.20	0.20	-	-	-
Grocery - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	11,849	11,501	11,501	92	89	89	0.01	0.01	0.01	-	-	-
Grocery - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	49,987	48,517	48,517	468	454	453	0.06	0.05	0.05	-	-	-
Grocery - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	39,230	-	-	336	-	-	0.05	-	-	-	-	-
Grocery - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	47,197	47,197	-	471	493	-	0.08	0.08	-	-	-
College - E	Existing	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.70	50%	$0.35	207,543	201,439	201,439	208,672	202,263	201,574	128.44	124.50	124.07	-	-	-
College - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.36	50%	$0.18	199,046	193,192	193,192	69,502	67,433	67,267	42.78	41.51	41.40	-	-	-
College - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.03	50%	$0.02	68,058	66,056	66,056	21,002	20,377	20,327	12.93	12.54	12.51	-	-	-
College - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$1.61	50%	$0.81	270,147	262,202	262,202	269,460	261,440	260,797	21.99	21.34	21.28	-	-	-
College - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.01	241,407	234,306	234,306	232,249	225,326	224,762	26.40	25.61	25.55	-	-	-
College - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	8,170,223	7,929,922	7,929,922	627,824	562,228	520,507	88.49	79.25	73.37	-	-	-
College - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	4,590,590	4,455,573	4,455,573	254,445	246,872	246,265	35.87	34.80	34.71	-	-	-
College - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	50%	$0.03	2,754,724	2,673,703	2,673,703	761,906	739,231	737,413	107.39	104.20	103.94	-	-	-
College - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	5,260,754	5,106,026	5,106,026	215,546	192,984	178,765	2.00	1.79	1.66	-	-	-
College - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	2,405,760	-	-	153	-	-	0.00	-	-	-
College - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	50%	$0.00	137,312	133,273	133,273	3,210	3,096	3,074	0.35	0.33	0.33	-	-	-
College - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	177,340	172,124	172,124	2,809	2,726	2,722	0.30	0.29	0.29	-	-	-
College - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	538,064	522,239	522,239	30,648	29,709	29,639	3.30	3.20	3.19	-	-	-
College - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	811,032	787,178	787,178	9,684	9,374	9,341	1.04	1.01	1.01	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	Existing	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.00	50%	$0.00	-	-	884,910	-	-	8,019	-	-	0.86	-	-	-
College - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	786,241	763,117	763,117	6,290	6,103	6,088	1.10	1.07	1.06	-	-	-
College - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	1,179,724	1,145,026	1,145,026	5,922	5,746	5,732	1.03	1.00	1.00	-	-	-
College - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	509,216	494,239	494,239	21,264	20,631	20,580	3.71	3.60	3.59	-	-	-
College - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	50%	$0.00	307,646	298,597	298,597	8,248	8,002	7,983	1.44	1.40	1.39	-	-	-
College - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	1,579,765	1,533,301	1,533,301	281,498	273,120	272,448	29.46	28.58	28.51	-	-	-
College - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	1,359,665	1,319,675	1,319,675	37,344	36,232	36,143	3.91	3.79	3.78	-	-	-
College - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	2,326,799	2,258,364	2,258,364	129,049	125,208	124,900	13.51	13.10	13.07	-	-	-
College - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	748,061	726,059	726,059	15,033	14,586	14,550	1.57	1.53	1.52	-	-	-
College - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	2,417,050	2,345,960	2,345,960	97,686	94,779	94,546	10.22	9.92	9.89	-	-	-
College - E	Existing	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	50%	$0.00	-	-	1,806,710	-	-	71,316	-	-	7.46	-	-	-
College - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	2,522,871	-	-	2,838	-	-	0.39	-	-	-	-	-
College - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	2,419,252	2,419,252	-	3,145	3,283	-	0.43	0.45	-	-	-
College - E	Existing	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	1,381,292	1,340,666	1,340,666	1,111	1,078	1,075	0.15	0.15	0.15	-	-	-
College - E	Existing	Misc.	Electric	Pool Heater	Heat Pump	per sq ft	$0.00	50%	$0.00	478,963	464,876	464,876	1,476	1,432	1,429	0.20	0.20	0.20	-	-	-
College - E	New	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.76	50%	$0.38	154,800	150,247	150,247	142,517	136,209	135,196	87.72	83.84	83.22	-	-	-
College - E	New	Cooling	Electric	Roof top AC	EER 12.0	per sq ft	$0.08	50%	$0.04	78,637	-	-	11,711	-	-	7.21	-	-	-	-	-
College - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.00	50%	$0.00	-	95,185	95,185	-	29,430	29,358	-	18.11	18.07	-	-	-
College - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.03	50%	$0.02	31,273	30,353	30,353	8,665	8,408	8,387	5.33	5.17	5.16	-	-	-
College - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$2.86	50%	$1.43	18,670	18,121	18,121	33,100	32,115	32,036	2.70	2.62	2.61	-	-	-
College - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.01	107,797	104,626	104,626	98,519	95,583	95,343	11.20	10.86	10.84	-	-	-
College - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	877,199	851,399	851,399	67,077	60,693	56,000	9.45	8.56	7.89	-	-	-
College - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	592,695	575,263	575,263	32,852	31,874	31,796	4.63	4.49	4.48	-	-	-
College - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	50%	$0.03	592,695	575,263	575,263	163,929	159,050	158,659	23.11	22.42	22.36	-	-	-
College - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.02	50%	$0.01	632,247	613,652	613,652	25,778	23,284	21,507	0.24	0.22	0.20	-	-	-
College - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	633,118	614,497	614,497	40	39	39	0.00	0.00	0.00	-	-	-
College - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	50%	$0.00	31,915	30,976	30,976	746	719	713	0.08	0.08	0.08	-	-	-
College - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	47,761	46,357	46,357	755	733	732	0.08	0.08	0.08	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	218,900	212,462	212,462	12,468	12,085	12,055	1.34	1.30	1.30	-	-	-
College - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	218,900	212,462	212,462	2,614	2,529	2,519	0.28	0.27	0.27	-	-	-
College - E	New	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.00	50%	$0.00	-	-	244,038	-	-	2,174	-	-	0.23	-	-	-
College - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	206,027	199,967	199,967	1,648	1,599	1,595	0.29	0.28	0.28	-	-	-
College - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	309,375	300,276	300,276	1,553	1,507	1,503	0.27	0.26	0.26	-	-	-
College - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	133,156	129,240	129,240	5,560	5,395	5,382	0.97	0.94	0.94	-	-	-
College - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	50%	$0.00	88,420	85,820	85,820	2,370	2,300	2,294	0.41	0.40	0.40	-	-	-
College - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	168,378	163,426	163,426	30,003	29,110	29,039	3.14	3.05	3.04	-	-	-
College - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	151,246	146,797	146,797	4,154	4,030	4,020	0.43	0.42	0.42	-	-	-
College - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	241,491	234,389	234,389	13,394	12,995	12,963	1.40	1.36	1.36	-	-	-
College - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	87,452	84,880	84,880	1,757	1,705	1,701	0.18	0.18	0.18	-	-	-
College - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	344,279	334,153	334,153	13,914	13,500	13,467	1.46	1.41	1.41	-	-	-
College - E	New	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	50%	$0.00	-	-	357,351	-	-	14,106	-	-	1.48	-	-	-
College - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	677,561	-	-	762	-	-	0.10	-	-	-	-	-
College - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	815,180	815,180	-	1,070	1,119	-	0.15	0.15	-	-	-
College - E	New	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	866,703	841,212	841,212	697	676	675	0.10	0.09	0.09	-	-	-
College - E	New	Misc.	Electric	Pool Heater	Heat Pump	per sq ft	$0.00	50%	$0.00	336,885	326,977	326,977	1,038	1,007	1,005	0.14	0.14	0.14	-	-	-
School - E	Existing	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.54	50%	$0.27	89,273	86,648	86,648	68,703	66,592	66,362	92.18	89.35	89.04	-	-	-
School - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.28	50%	$0.14	294,772	286,102	286,102	78,782	76,437	76,249	105.70	102.56	102.31	-	-	-
School - E	Existing	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.15	50%	$0.08	59,171	57,431	57,431	25,457	24,591	24,432	34.16	33.00	32.78	-	-	-
School - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.03	50%	$0.01	51,444	49,931	49,931	12,151	11,789	11,760	16.30	15.82	15.78	-	-	-
School - E	Existing	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.07	50%	$0.04	62,558	60,718	60,718	65,600	63,447	63,106	-	-	-	-	-	-
School - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$1.02	50%	$0.51	251,417	244,022	244,022	159,507	154,759	154,379	13.22	12.82	12.79	-	-	-
School - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.00	93,761	91,003	91,003	58,523	56,778	56,636	3.25	3.15	3.14	-	-	-
School - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.00	7,603,754	7,380,114	7,380,114	117,711	105,413	97,590	8.88	7.95	7.36	-	-	-
School - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.00	4,272,310	4,146,653	4,146,653	141,516	137,304	136,966	10.67	10.36	10.33	-	-	-
School - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.11	50%	$0.06	2,563,730	2,488,326	2,488,326	585,167	567,751	566,355	44.13	42.82	42.72	-	-	-
School - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	4,896,009	4,752,008	4,752,008	68,692	61,501	56,970	0.64	0.57	0.53	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	2,238,961	-	-	114	-	-	0.00	-	-	-
School - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	50%	$0.00	551,592	535,369	535,369	14,535	14,021	13,922	1.55	1.49	1.48	-	-	-
School - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	242,750	235,610	235,610	4,327	4,199	4,194	0.46	0.45	0.45	-	-	-
School - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	1,210,166	1,174,572	1,174,572	77,704	75,323	75,147	8.27	8.01	7.99	-	-	-
School - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	-	-	1,640,769	-	-	28,844	-	-	3.07	-	-	-
School - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	259,492	251,860	251,860	5,481	5,318	5,305	0.31	0.30	0.30	-	-	-
School - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	83,002	80,560	80,560	1,100	1,067	1,065	0.06	0.06	0.06	-	-	-
School - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	491,142	476,697	476,697	54,146	52,535	52,405	3.05	2.96	2.95	-	-	-
School - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	50%	$0.00	141,784	137,614	137,614	10,035	9,737	9,713	0.57	0.55	0.55	-	-	-
School - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	1,445,854	1,403,329	1,403,329	114,106	110,710	110,438	6.47	6.28	6.26	-	-	-
School - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	1,799,630	1,746,700	1,746,700	14,594	14,160	14,125	0.83	0.80	0.80	-	-	-
School - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	5,034,452	4,886,380	4,886,380	247,332	239,971	239,380	14.02	13.60	13.57	-	-	-
School - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	696,195	675,719	675,719	6,197	6,012	5,997	0.35	0.34	0.34	-	-	-
School - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	2,249,468	2,183,307	2,183,307	80,530	78,134	77,941	4.57	4.43	4.42	-	-	-
School - E	Existing	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	50%	$0.00	1,160,183	1,126,060	1,126,060	16,272	15,788	15,749	0.92	0.90	0.89	-	-	-
School - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	1,154,087	-	-	889	-	-	0.04	-	-	-	-	-
School - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	1,106,686	1,106,686	-	985	1,028	-	0.05	0.05	-	-	-
School - E	Existing	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	115,313	111,921	111,921	19	18	18	0.00	0.00	0.00	-	-	-
School - E	New	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.58	50%	$0.29	55,451	53,820	53,820	39,075	37,326	37,043	52.43	50.08	49.70	-	-	-
School - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.27	50%	$0.14	132,203	128,315	128,315	31,298	30,367	30,292	41.99	40.74	40.64	-	-	-
School - E	New	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.19	50%	$0.09	21,414	20,784	20,784	10,446	10,093	10,025	14.02	13.54	13.45	-	-	-
School - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.02	50%	$0.01	23,072	22,394	22,394	4,893	4,748	4,736	6.57	6.37	6.35	-	-	-
School - E	New	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.10	50%	$0.05	15,860	15,393	15,393	16,253	15,723	15,636	-	-	-	-	-	-
School - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$1.82	50%	$0.91	17,376	16,865	16,865	19,594	19,011	18,964	1.62	1.58	1.57	-	-	-
School - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.00	41,867	40,636	40,636	24,825	24,085	24,025	1.38	1.34	1.33	-	-	-
School - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.00	816,380	792,369	792,369	12,576	11,379	10,500	0.95	0.86	0.79	-	-	-
School - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.00	551,601	535,378	535,378	18,271	17,727	17,684	1.38	1.34	1.33	-	-	-
School - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.11	50%	$0.06	551,601	535,378	535,378	125,902	122,155	121,855	9.50	9.21	9.19	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	588,412	571,105	571,105	8,215	7,420	6,854	0.08	0.07	0.06	-	-	-
School - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	589,222	571,892	571,892	30	29	29	0.00	0.00	0.00	-	-	-
School - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	50%	$0.00	147,815	143,467	143,467	3,895	3,755	3,724	0.41	0.40	0.40	-	-	-
School - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	67,380	65,398	65,398	1,201	1,166	1,164	0.13	0.12	0.12	-	-	-
School - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	485,813	471,525	471,525	31,194	30,235	30,161	3.32	3.22	3.21	-	-	-
School - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	-	-	537,613	-	-	8,828	-	-	0.94	-	-	-
School - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	70,449	68,377	68,377	1,488	1,444	1,440	0.08	0.08	0.08	-	-	-
School - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	20,354	19,755	19,755	270	262	261	0.02	0.01	0.01	-	-	-
School - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	128,347	124,572	124,572	14,150	13,729	13,695	0.80	0.77	0.77	-	-	-
School - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	50%	$0.00	41,518	40,297	40,297	2,939	2,851	2,844	0.17	0.16	0.16	-	-	-
School - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	154,134	149,601	149,601	12,164	11,802	11,773	0.69	0.67	0.67	-	-	-
School - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	199,167	193,309	193,309	1,615	1,567	1,563	0.09	0.09	0.09	-	-	-
School - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	517,083	501,875	501,875	25,403	24,647	24,587	1.44	1.40	1.39	-	-	-
School - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	81,389	78,995	78,995	724	703	701	0.04	0.04	0.04	-	-	-
School - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	320,409	310,985	310,985	11,471	11,129	11,102	0.65	0.63	0.63	-	-	-
School - E	New	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	50%	$0.00	155,581	151,005	151,005	2,182	2,117	2,112	0.12	0.12	0.12	-	-	-
School - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	309,950	-	-	239	-	-	0.01	-	-	-	-	-
School - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	372,904	372,904	-	335	351	-	0.02	0.02	-	-	-
School - E	New	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	72,354	70,226	70,226	12	12	12	0.00	0.00	0.00	-	-	-
Health - E	Existing	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.80	50%	$0.40	58,106	56,397	56,397	70,926	68,815	68,672	18.04	17.51	17.47	-	-	-
Health - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.32	50%	$0.16	480,057	465,938	465,938	329,698	319,885	319,099	83.87	81.38	81.18	-	-	-
Health - E	Existing	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.33	50%	$0.17	2,783	2,701	2,701	1,924	1,861	1,855	0.49	0.47	0.47	-	-	-
Health - E	Existing	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.21	50%	$0.10	36,644	35,566	35,566	49,291	47,603	47,291	12.54	12.11	12.03	-	-	-
Health - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.02	50%	$0.01	16,121	15,647	15,647	9,785	9,494	9,471	2.49	2.42	2.41	-	-	-
Health - E	Existing	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.02	50%	$0.01	21,449	20,818	20,818	13,020	12,632	12,601	3.31	3.21	3.21	-	-	-
Health - E	Existing	Heating	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.05	50%	$0.03	2,723	2,643	2,643	286	277	276	0.00	0.00	0.00	-	-	-
Health - E	Existing	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.04	50%	$0.02	35,865	34,810	34,810	34,248	33,117	32,937	0.00	0.00	0.00	-	-	-
Health - E	Existing	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.02	50%	$0.01	23,696	22,999	22,999	10,775	10,454	10,428	0.00	0.00	0.00	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.83	50%	$0.41	97,874	94,995	94,995	199,539	193,600	193,124	18.35	17.81	17.76	-	-	-
Health - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.00	218,867	212,430	212,430	277,219	268,955	268,282	22.78	22.10	22.05	-	-	-
Health - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	5,438,329	5,278,378	5,278,378	629,727	562,440	521,506	66.22	59.14	54.84	-	-	-
Health - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.00	3,274,152	3,177,853	3,177,853	152,392	147,856	147,493	16.02	15.55	15.51	-	-	-
Health - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	50%	$0.03	1,906,984	1,850,897	1,850,897	412,638	400,357	399,372	43.39	42.10	42.00	-	-	-
Health - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	50%	$0.00	3,513,138	3,409,811	3,409,811	9,726	8,688	8,052	0.09	0.08	0.07	-	-	-
Health - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	1,715,863	-	-	62	-	-	0.00	-	-	-
Health - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	50%	$0.00	197,626	191,813	191,813	5,575	5,378	5,340	0.59	0.57	0.56	-	-	-
Health - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	95,544	92,734	92,734	915	888	887	0.10	0.09	0.09	-	-	-
Health - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	50%	$0.00	1,223,886	1,187,889	1,187,889	84,129	81,552	81,361	8.86	8.58	8.56	-	-	-
Health - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	215,806	209,459	209,459	15,029	14,581	14,546	1.72	1.67	1.66	-	-	-
Health - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	325,228	315,663	315,663	14,211	13,788	13,754	1.62	1.58	1.57	-	-	-
Health - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	50%	$0.00	339,408	329,426	329,426	123,364	119,693	119,399	14.10	13.68	13.65	-	-	-
Health - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.01	50%	$0.00	59,641	57,887	57,887	13,917	13,503	13,470	1.59	1.54	1.54	-	-	-
Health - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	1,105,180	1,072,674	1,072,674	146,336	141,981	141,632	14.75	14.31	14.27	-	-	-
Health - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	1,077,596	1,045,902	1,045,902	21,993	21,338	21,286	2.22	2.15	2.15	-	-	-
Health - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	3,627,781	3,521,081	3,521,081	112,133	108,796	108,528	11.30	10.96	10.94	-	-	-
Health - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	530,634	515,027	515,027	7,924	7,688	7,669	0.80	0.77	0.77	-	-	-
Health - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	1,723,915	1,673,212	1,673,212	77,659	75,348	75,162	7.83	7.59	7.57	-	-	-
Health - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	1,501,068	-	-	25,382	-	-	2.75	-	-	-	-	-
Health - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	1,439,416	1,439,416	-	28,127	29,361	-	3.05	3.19	-	-	-
Health - E	New	Cooling	Electric	Air-Cooled Chiller	0.97 kw/ton, COP 3.6	per sq ft	$0.70	50%	$0.35	44,934	43,612	43,612	49,862	48,378	48,259	12.68	12.31	12.28	-	-	-
Health - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.19	50%	$0.09	228,701	221,974	221,974	137,546	133,452	133,124	34.99	33.95	33.87	-	-	-
Health - E	New	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.23	50%	$0.11	996	967	967	689	667	664	0.18	0.17	0.17	-	-	-
Health - E	New	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.14	50%	$0.07	13,120	12,735	12,735	17,673	17,079	16,966	4.50	4.34	4.32	-	-	-
Health - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.02	50%	$0.01	7,680	7,454	7,454	4,283	4,156	4,145	1.09	1.06	1.05	-	-	-
Health - E	New	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.02	50%	$0.01	7,680	7,454	7,454	4,283	4,156	4,145	1.09	1.06	1.05	-	-	-
Health - E	New	Heating	Electric	Air Source Heat Pump	EER 11.7, COP 3.4	per sq ft	$0.02	50%	$0.01	541	541	-	26	26	-	0.00	0.00	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	New	Heating	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.00	50%	$0.00	-	-	1,037	-	-	100	-	-	0.00	-	-	-
Health - E	New	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.03	50%	$0.01	12,386	12,022	12,022	11,060	10,700	10,641	0.00	0.00	0.00	-	-	-
Health - E	New	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	7,250	7,037	7,037	2,961	2,873	2,866	0.00	0.00	0.00	-	-	-
Health - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$1.34	50%	$0.67	7,142	6,931	6,931	22,599	21,926	21,873	2.08	2.02	2.01	-	-	-
Health - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.00	97,732	94,858	94,858	117,598	114,093	113,807	9.66	9.38	9.35	-	-	-
Health - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	582,576	565,442	565,442	67,811	60,435	55,833	7.13	6.36	5.87	-	-	-
Health - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.00	422,728	410,295	410,295	19,675	19,090	19,043	2.07	2.01	2.00	-	-	-
Health - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.06	50%	$0.03	410,343	398,274	398,274	88,791	86,148	85,936	9.34	9.06	9.04	-	-	-
Health - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	50%	$0.00	419,919	407,569	407,569	1,169	1,042	963	0.01	0.01	0.01	-	-	-
Health - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	451,560	438,278	438,278	16	16	16	0.00	0.00	0.00	-	-	-
Health - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.00	50%	$0.00	51,546	50,030	50,030	1,454	1,402	1,390	0.15	0.15	0.15	-	-	-
Health - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	21,036	20,417	20,417	201	195	195	0.02	0.02	0.02	-	-	-
Health - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.01	50%	$0.00	490,194	475,777	475,777	33,696	32,660	32,580	3.55	3.44	3.43	-	-	-
Health - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	58,145	56,435	56,435	4,049	3,929	3,919	0.46	0.45	0.45	-	-	-
Health - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	87,727	85,147	85,147	3,833	3,719	3,710	0.44	0.43	0.42	-	-	-
Health - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.01	50%	$0.00	89,736	87,097	87,097	32,616	31,646	31,568	3.73	3.62	3.61	-	-	-
Health - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.01	50%	$0.00	17,249	16,742	16,742	4,025	3,905	3,896	0.46	0.45	0.45	-	-	-
Health - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	117,820	114,355	114,355	15,600	15,136	15,099	1.57	1.53	1.52	-	-	-
Health - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	119,663	116,144	116,144	2,442	2,370	2,364	0.25	0.24	0.24	-	-	-
Health - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	372,793	361,828	361,828	11,523	11,180	11,152	1.16	1.13	1.12	-	-	-
Health - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	62,036	60,211	60,211	926	899	897	0.09	0.09	0.09	-	-	-
Health - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	245,551	238,329	238,329	11,062	10,732	10,706	1.11	1.08	1.08	-	-	-
Health - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	403,138	-	-	6,817	-	-	0.74	-	-	-	-	-
Health - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	485,019	485,019	-	9,572	10,012	-	1.04	1.09	-	-	-
Lodging - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.03	50%	$0.02	190,098	184,507	184,507	16,503	16,011	15,972	5.98	5.80	5.78	-	-	-
Lodging - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.00	423,642	411,182	411,182	100,192	97,210	96,971	36.29	35.21	35.12	-	-	-
Lodging - E	Existing	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	530,322	514,725	514,725	125,422	121,689	121,390	45.42	44.07	43.96	-	-	-
Lodging - E	Existing	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	594,547	577,060	577,060	130,621	126,733	126,422	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.38	50%	$0.19	432,166	419,455	419,455	172,637	167,499	167,087	14.29	13.87	13.83	-	-	-
Lodging - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.02	50%	$0.01	675,523	655,655	655,655	848,011	822,409	820,170	59.02	57.24	57.08	-	-	-
Lodging - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.11	50%	$0.06	5,039,489	4,891,268	4,891,268	1,804,122	1,610,982	1,492,338	146.62	130.93	121.28	-	-	-
Lodging - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	3,034,159	2,944,920	2,944,920	44,751	43,419	43,312	3.64	3.53	3.52	-	-	-
Lodging - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.02	50%	$0.01	1,769,569	1,717,523	1,717,523	96,118	93,257	93,028	7.81	7.58	7.56	-	-	-
Lodging - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	3,252,845	3,157,173	3,157,173	105,757	94,457	87,512	0.98	0.88	0.81	-	-	-
Lodging - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	1,590,092	-	-	77	-	-	0.00	-	-	-
Lodging - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	50%	$0.00	282,224	273,923	273,923	9,098	8,777	8,715	0.92	0.89	0.88	-	-	-
Lodging - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	119,014	115,514	115,514	1,284	1,246	1,244	0.13	0.13	0.13	-	-	-
Lodging - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	771,830	749,129	749,129	60,630	58,772	58,635	6.16	5.97	5.95	-	-	-
Lodging - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	-	1,088,589	1,088,589	-	20,643	19,224	-	2.10	1.95	-	-	-
Lodging - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	461,071	447,510	447,510	3,939	3,822	3,813	0.46	0.45	0.45	-	-	-
Lodging - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	243,244	236,090	236,090	1,304	1,265	1,262	0.15	0.15	0.15	-	-	-
Lodging - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	554,595	538,283	538,283	24,730	23,994	23,935	2.90	2.82	2.81	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	972,734	944,124	944,124	18,939	18,375	18,330	1.70	1.65	1.64	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	1,057,887	1,026,773	1,026,773	3,175	3,080	3,073	0.28	0.28	0.28	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	3,155,309	3,062,506	3,062,506	28,681	27,828	27,759	2.57	2.50	2.49	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	452,859	439,539	439,539	994	965	962	0.09	0.09	0.09	-	-	-
Lodging - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	1,449,068	1,406,449	1,406,449	3,839	3,725	3,716	0.34	0.33	0.33	-	-	-
Lodging - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	1,713,351	-	-	2,167	-	-	0.20	-	-	-	-	-
Lodging - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	1,642,980	1,642,980	-	2,402	2,507	-	0.23	0.24	-	-	-
Lodging - E	Existing	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	413,312	401,156	401,156	1,122	1,088	1,086	0.11	0.10	0.10	-	-	-
Lodging - E	Existing	Misc.	Electric	Pool Heater	Heat Pump	per sq ft	$0.00	50%	$0.00	31,482	30,556	30,556	327	318	317	0.03	0.03	0.03	-	-	-
Lodging - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.03	50%	$0.02	88,371	85,771	85,771	7,793	7,561	7,542	2.82	2.74	2.73	-	-	-
Lodging - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.00	196,938	191,145	191,145	42,792	41,518	41,416	15.50	15.04	15.00	-	-	-
Lodging - E	New	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	185,286	179,836	179,836	40,260	39,062	38,966	14.58	14.15	14.11	-	-	-
Lodging - E	New	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.00	50%	$0.00	181,911	176,561	176,561	35,896	34,828	34,742	-	-	-	-	-	-
Lodging - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.67	50%	$0.34	26,660	25,876	25,876	7,735	7,505	7,487	0.64	0.62	0.62	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.02	50%	$0.01	301,645	292,773	292,773	368,378	357,398	356,503	25.64	24.87	24.81	-	-	-
Lodging - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.11	50%	$0.06	543,200	527,223	527,223	193,106	173,798	160,844	15.69	14.12	13.07	-	-	-
Lodging - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.00	50%	$0.00	391,743	380,221	380,221	5,778	5,606	5,592	0.47	0.46	0.45	-	-	-
Lodging - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.02	50%	$0.01	379,720	368,552	368,552	20,625	20,011	19,962	1.68	1.63	1.62	-	-	-
Lodging - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	390,963	379,464	379,464	12,622	11,349	10,509	0.12	0.11	0.10	-	-	-
Lodging - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	418,461	406,153	406,153	20	20	20	0.00	0.00	0.00	-	-	-
Lodging - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	50%	$0.00	76,376	74,129	74,129	2,462	2,373	2,354	0.25	0.24	0.24	-	-	-
Lodging - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	30,226	29,337	29,337	330	320	319	0.03	0.03	0.03	-	-	-
Lodging - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	310,179	301,056	301,056	24,366	23,617	23,559	2.47	2.40	2.39	-	-	-
Lodging - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	-	323,506	323,506	-	5,962	5,589	-	0.61	0.57	-	-	-
Lodging - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	122,534	118,930	118,930	1,047	1,016	1,013	0.12	0.12	0.12	-	-	-
Lodging - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	65,021	63,108	63,108	349	338	337	0.04	0.04	0.04	-	-	-
Lodging - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	143,207	138,995	138,995	6,386	6,196	6,180	0.75	0.73	0.73	-	-	-
Lodging - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	103,761	100,710	100,710	2,020	1,960	1,955	0.18	0.18	0.18	-	-	-
Lodging - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	117,373	113,921	113,921	352	342	341	0.03	0.03	0.03	-	-	-
Lodging - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	324,420	314,878	314,878	2,949	2,861	2,854	0.26	0.26	0.26	-	-	-
Lodging - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	52,972	51,414	51,414	116	113	113	0.01	0.01	0.01	-	-	-
Lodging - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	206,557	200,482	200,482	547	531	530	0.05	0.05	0.05	-	-	-
Lodging - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	460,150	-	-	582	-	-	0.05	-	-	-	-	-
Lodging - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	553,611	553,611	-	817	855	-	0.08	0.08	-	-	-
Lodging - E	New	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	259,336	251,709	251,709	704	683	681	0.07	0.06	0.06	-	-	-
Lodging - E	New	Misc.	Electric	Pool Heater	Heat Pump	per sq ft	$0.00	50%	$0.00	22,143	21,492	21,492	230	223	223	0.02	0.02	0.02	-	-	-
Warehouse - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.08	50%	$0.04	307,929	298,872	298,872	99,474	96,513	96,276	184.59	179.10	178.66	-	-	-
Warehouse - E	Existing	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.09	50%	$0.04	4,211	4,087	4,087	1,333	1,290	1,286	2.47	2.39	2.39	-	-	-
Warehouse - E	Existing	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.05	50%	$0.03	259,618	251,982	251,982	160,138	154,746	153,766	297.17	287.16	285.35	-	-	-
Warehouse - E	Existing	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.00	50%	$0.00	-	-	132,588	-	-	128,506	-	-	-	-	-	-
Warehouse - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.38	50%	$0.19	944,372	916,596	916,596	156,920	152,250	151,876	12.86	12.48	12.45	-	-	-
Warehouse - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.00	50%	$0.00	292,323	283,726	283,726	38,552	37,403	37,309	3.99	3.87	3.86	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	8,288,688	8,044,903	8,044,903	276,813	247,322	229,129	50.05	44.72	41.43	-	-	-
Warehouse - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.01	4,975,700	4,829,356	4,829,356	374,519	363,373	362,479	67.71	65.70	65.54	-	-	-
Warehouse - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	50%	$0.02	2,985,821	2,898,003	2,898,003	246,802	239,457	238,868	44.62	43.29	43.19	-	-	-
Warehouse - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	50%	$0.00	5,347,307	5,190,033	5,190,033	650	580	538	0.01	0.01	0.00	-	-	-
Warehouse - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	2,607,582	-	-	18	-	-	0.00	-	-	-
Warehouse - E	Existing	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.08	50%	$0.04	698,198	677,663	677,663	79,722	77,363	77,268	8.84	8.57	8.56	-	-	-
Warehouse - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	102,594	99,577	99,577	79	77	77	0.02	0.02	0.02	-	-	-
Warehouse - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	334,454	324,617	324,617	2,151	2,087	2,082	0.52	0.51	0.50	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	1,361,108	1,321,076	1,321,076	48,864	47,410	47,293	5.89	5.71	5.70	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	898,389	871,966	871,966	3,977	3,859	3,849	0.48	0.46	0.46	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	4,094,256	3,973,837	3,973,837	137,248	133,163	132,836	16.53	16.04	16.00	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	609,672	591,740	591,740	2,468	2,395	2,389	0.30	0.29	0.29	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	1,781,885	1,729,476	1,729,476	8,705	8,446	8,426	1.05	1.02	1.01	-	-	-
Warehouse - E	Existing	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	50%	$0.00	283,260	274,929	274,929	2,711	2,630	2,624	0.33	0.32	0.32	-	-	-
Warehouse - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	1,534,639	-	-	3,751	-	-	0.61	-	-	-	-	-
Warehouse - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	1,471,608	1,471,608	-	4,156	4,339	-	0.68	0.71	-	-	-
Warehouse - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.07	50%	$0.04	112,464	109,156	109,156	27,557	26,737	26,671	51.14	49.62	49.49	-	-	-
Warehouse - E	New	Cooling	Electric	Air Source Heat Pump	Ductless Minisplit	per sq ft	$0.08	50%	$0.04	1,391	1,350	1,350	367	356	354	0.68	0.66	0.66	-	-	-
Warehouse - E	New	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.06	50%	$0.03	85,747	83,225	83,225	48,152	46,519	46,193	89.36	86.33	85.72	-	-	-
Warehouse - E	New	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.29	50%	$0.14	34,938	33,911	33,911	30,298	29,310	29,149	-	-	-	-	-	-
Warehouse - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.64	50%	$0.32	102,570	99,553	99,553	1,974	1,915	1,910	0.16	0.16	0.16	-	-	-
Warehouse - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.00	50%	$0.00	130,533	126,694	126,694	16,355	15,867	15,827	1.69	1.64	1.64	-	-	-
Warehouse - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.01	50%	$0.01	893,996	867,702	867,702	29,974	26,731	24,760	5.42	4.83	4.48	-	-	-
Warehouse - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.01	642,417	623,522	623,522	48,354	46,915	46,800	8.74	8.48	8.46	-	-	-
Warehouse - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.04	50%	$0.02	642,417	623,522	623,522	53,101	51,521	51,394	9.60	9.32	9.29	-	-	-
Warehouse - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.00	50%	$0.00	644,140	625,195	625,195	79	70	65	0.00	0.00	0.00	-	-	-
Warehouse - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	686,231	666,048	666,048	5	5	5	0.00	0.00	0.00	-	-	-
Warehouse - E	New	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.08	50%	$0.04	164,996	160,143	160,143	18,510	17,962	17,940	2.05	1.99	1.99	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	25,364	24,618	24,618	20	19	19	0.00	0.00	0.00	-	-	-
Warehouse - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	88,499	85,896	85,896	569	552	551	0.14	0.13	0.13	-	-	-
Warehouse - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	145,482	141,203	141,203	5,223	5,067	5,055	0.63	0.61	0.61	-	-	-
Warehouse - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	101,032	98,061	98,061	447	434	433	0.05	0.05	0.05	-	-	-
Warehouse - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	421,956	409,546	409,546	14,145	13,724	13,690	1.70	1.65	1.65	-	-	-
Warehouse - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	71,422	69,322	69,322	289	281	280	0.03	0.03	0.03	-	-	-
Warehouse - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	254,681	247,191	247,191	1,244	1,207	1,204	0.15	0.15	0.15	-	-	-
Warehouse - E	New	Office Equipment	Electric	POS Terminal	Energy Star	per sq ft	$0.00	50%	$0.00	37,956	36,840	36,840	363	352	352	0.04	0.04	0.04	-	-	-
Warehouse - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	412,154	-	-	1,007	-	-	0.16	-	-	-	-	-
Warehouse - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	495,866	495,866	-	1,414	1,479	-	0.23	0.24	-	-	-
Misc. - E	Existing	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.10	50%	$0.05	2,577,788	2,501,970	2,501,970	715,612	694,314	692,607	526.39	510.73	509.47	-	-	-
Misc. - E	Existing	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.06	50%	$0.03	36,574	35,498	35,498	19,387	18,723	18,601	14.26	13.77	13.68	-	-	-
Misc. - E	Existing	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.00	78,041	75,745	75,745	19,149	18,579	18,534	14.09	13.67	13.63	-	-	-
Misc. - E	Existing	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	99,765	96,830	96,830	24,480	23,751	23,693	18.01	17.47	17.43	-	-	-
Misc. - E	Existing	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.07	50%	$0.03	35,970	34,912	34,912	17,995	17,400	17,306	-	-	-	-	-	-
Misc. - E	Existing	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.01	110,746	107,489	107,489	28,791	27,934	27,865	-	-	-	-	-	-
Misc. - E	Existing	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.25	50%	$0.13	1,321,448	1,282,582	1,282,582	499,601	484,732	483,540	41.37	40.14	40.04	-	-	-
Misc. - E	Existing	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.00	50%	$0.00	1,541,736	1,496,391	1,496,391	912,280	885,083	882,868	134.79	130.77	130.45	-	-	-
Misc. - E	Existing	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	15,787,825	15,323,478	15,323,478	1,264,096	1,130,434	1,047,436	160.33	143.37	132.85	-	-	-
Misc. - E	Existing	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.01	9,445,480	9,167,672	9,167,672	545,376	529,144	527,843	69.17	67.11	66.95	-	-	-
Misc. - E	Existing	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.07	50%	$0.04	5,668,050	5,501,342	5,501,342	898,630	871,885	869,741	113.97	110.58	110.31	-	-	-
Misc. - E	Existing	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	50%	$0.02	10,169,203	9,870,108	9,870,108	439,099	392,670	363,840	4.06	3.63	3.37	-	-	-
Misc. - E	Existing	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.00	50%	$0.00	-	-	4,950,030	-	-	89,999	-	-	0.83	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	50%	$0.00	932,047	904,634	904,634	29,595	28,549	28,347	3.09	2.98	2.96	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	414,094	401,914	401,914	4,447	4,315	4,310	0.46	0.45	0.45	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	906,544	879,881	879,881	70,142	67,993	67,834	7.33	7.10	7.09	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	1,366,447	1,326,257	1,326,257	22,162	21,455	21,377	2.32	2.24	2.23	-	-	-
Misc. - E	Existing	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.01	50%	$0.00	1,576,605	1,530,235	1,530,235	9,718	9,430	9,419	1.02	0.99	0.98	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	Existing	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	1,106,860	1,074,305	1,074,305	10,689	10,371	10,345	2.13	2.07	2.06	-	-	-
Misc. - E	Existing	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	121,211	117,646	117,646	734	713	711	0.15	0.14	0.14	-	-	-
Misc. - E	Existing	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	387,268	375,878	375,878	19,519	18,938	18,892	3.90	3.78	3.77	-	-	-
Misc. - E	Existing	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	50%	$0.00	114,465	111,098	111,098	3,704	3,594	3,585	0.74	0.72	0.72	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	2,293,109	2,225,665	2,225,665	226,276	219,542	219,002	31.53	30.60	30.52	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	2,478,081	2,405,196	2,405,196	37,690	36,569	36,479	5.25	5.10	5.08	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	4,679,657	4,542,020	4,542,020	215,592	209,175	208,661	30.04	29.15	29.08	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	1,025,222	995,069	995,069	11,410	11,070	11,043	1.59	1.54	1.54	-	-	-
Misc. - E	Existing	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	2,224,340	2,158,918	2,158,918	59,739	57,962	57,819	8.33	8.08	8.06	-	-	-
Misc. - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	3,500,197	-	-	21,113	-	-	3.62	-	-	-	-	-
Misc. - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	3,356,436	3,356,436	-	23,396	24,422	-	4.01	4.19	-	-	-
Misc. - E	Existing	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	2,530,517	2,456,090	2,456,090	1,637	1,589	1,585	0.28	0.27	0.27	-	-	-
Misc. - E	New	Cooling	Electric	Roof top AC	Ductless Minisplit	per sq ft	$0.08	50%	$0.04	1,218,355	1,182,521	1,182,521	338,536	328,460	327,653	249.02	241.61	241.02	-	-	-
Misc. - E	New	Cooling	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.06	50%	$0.03	12,992	12,610	12,610	7,445	7,194	7,147	5.48	5.29	5.26	-	-	-
Misc. - E	New	Cooling	Electric	PTAC	EER 11.5	per sq ft	$0.01	50%	$0.00	36,885	35,800	35,800	8,315	8,068	8,048	6.12	5.93	5.92	-	-	-
Misc. - E	New	Cooling	Electric	PTHP	EER 11.5	per sq ft	$0.01	50%	$0.00	35,439	34,396	34,396	7,989	7,751	7,732	5.88	5.70	5.69	-	-	-
Misc. - E	New	Heating	Electric	Geothermal Heat Pump	EER 30, COP 5.0	per sq ft	$0.03	50%	$0.01	12,422	12,057	12,057	7,285	7,048	7,009	-	-	-	-	-	-
Misc. - E	New	Heating	Electric	PTHP	EER 11.5	per sq ft	$0.00	50%	$0.00	33,885	32,888	32,888	7,912	7,677	7,658	-	-	-	-	-	-
Misc. - E	New	Ventilation	Electric	Ventilation	Variable Air Volume	per sq ft	$0.42	50%	$0.21	156,226	151,631	151,631	79,041	76,689	76,500	6.55	6.35	6.33	-	-	-
Misc. - E	New	Water Heating	Electric	Water Heating	EF 2.4	per sq ft	$0.01	50%	$0.00	688,440	668,192	668,192	386,921	375,388	374,448	57.17	55.46	55.33	-	-	-
Misc. - E	New	Interior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.03	50%	$0.01	1,705,543	1,655,380	1,655,380	136,320	122,882	113,472	17.29	15.59	14.39	-	-	-
Misc. - E	New	Interior Lighting	Electric	High-Bay Fixtures	T5	per sq ft	$0.01	50%	$0.01	1,219,514	1,183,646	1,183,646	70,414	68,318	68,150	8.93	8.66	8.64	-	-	-
Misc. - E	New	Interior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.07	50%	$0.04	1,219,514	1,183,646	1,183,646	193,346	187,591	187,130	24.52	23.79	23.73	-	-	-
Misc. - E	New	Exterior Lighting	Electric	Screw-in	LED (2010)	per sq ft	$0.04	50%	$0.02	1,228,651	1,192,515	1,192,515	52,960	47,681	44,066	0.49	0.44	0.41	-	-	-
Misc. - E	New	Exterior Lighting	Electric	Linear Fluorescent	T5	per sq ft	$0.01	50%	$0.00	1,302,688	1,264,373	1,264,373	23,752	23,045	22,988	0.22	0.21	0.21	-	-	-
Misc. - E	New	Refrigeration	Electric	Walk-in Refrigerator	9000 kWh/yr	per sq ft	$0.01	50%	$0.00	245,882	238,650	238,650	7,807	7,526	7,465	0.82	0.79	0.78	-	-	-
Misc. - E	New	Refrigeration	Electric	Reach-in Refrigerator	1500 kWh/yr	per sq ft	$0.00	50%	$0.00	109,309	106,094	106,094	1,158	1,124	1,123	0.12	0.12	0.12	-	-	-
Misc. - E	New	Refrigeration	Electric	Glass Door Display	6800 kWh/yr	per sq ft	$0.00	50%	$0.00	370,651	359,749	359,749	28,678	27,797	27,728	3.00	2.90	2.90	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	New	Refrigeration	Electric	Open Display Case	4330 kWh/yr	per sq ft	$0.00	50%	$0.00	370,651	359,749	359,749	6,012	5,818	5,794	0.63	0.61	0.61	-	-	-
Misc. - E	New	Refrigeration	Electric	Icemaker	5.5 kWh/100 lbs	per sq ft	$0.01	50%	$0.00	370,651	359,749	359,749	2,246	2,180	2,177	0.23	0.23	0.23	-	-	-
Misc. - E	New	Food Preparation	Electric	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	284,082	275,726	275,726	2,743	2,662	2,655	0.55	0.53	0.53	-	-	-
Misc. - E	New	Food Preparation	Electric	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	31,132	30,216	30,216	189	183	183	0.04	0.04	0.04	-	-	-
Misc. - E	New	Food Preparation	Electric	Dishwasher	Energy Star	per sq ft	$0.00	50%	$0.00	99,413	96,489	96,489	5,011	4,862	4,850	1.00	0.97	0.97	-	-	-
Misc. - E	New	Food Preparation	Electric	Hot Food Container	Energy Star	per sq ft	$0.00	50%	$0.00	32,290	31,340	31,340	1,045	1,014	1,011	0.21	0.20	0.20	-	-	-
Misc. - E	New	Office Equipment	Electric	Desktop Computer	Energy Star	per sq ft	$0.00	50%	$0.00	241,741	234,631	234,631	23,854	23,144	23,087	3.32	3.23	3.22	-	-	-
Misc. - E	New	Office Equipment	Electric	Laptop	Energy Star	per sq ft	$0.00	50%	$0.00	276,265	268,140	268,140	4,202	4,077	4,067	0.59	0.57	0.57	-	-	-
Misc. - E	New	Office Equipment	Electric	Server	Energy Star	per sq ft	$0.00	50%	$0.00	477,167	463,133	463,133	21,983	21,329	21,276	3.06	2.97	2.97	-	-	-
Misc. - E	New	Office Equipment	Electric	Monitor	Energy Star	per sq ft	$0.00	50%	$0.00	119,096	115,593	115,593	1,325	1,286	1,283	0.18	0.18	0.18	-	-	-
Misc. - E	New	Office Equipment	Electric	Printer/Copier/Fax	Energy Star	per sq ft	$0.00	50%	$0.00	314,512	305,261	305,261	8,447	8,196	8,175	1.18	1.14	1.14	-	-	-
Misc. - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	940,038	-	-	5,670	-	-	0.97	-	-	-	-	-
Misc. - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	1,130,969	1,130,969	-	7,962	8,328	-	1.37	1.43	-	-	-
Misc. - E	New	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	1,587,794	1,541,094	1,541,094	1,027	997	994	0.18	0.17	0.17	-	-	-
Office - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.15	50%	$0.07	322,295	312,816	312,816	-	-	-	-	-	-	12,732	12,436	12,375
Office - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	4,858	4,716	4,716	-	-	-	-	-	-	311	304	302
Office - G	Existing	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	12,460	12,094	12,094	-	-	-	-	-	-	341	333	332
Office - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	565,079	548,459	548,459	-	-	-	-	-	-	7,362	7,189	7,154
Office - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	10,503	10,194	10,194	-	-	-	-	-	-	990	967	962
Office - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.00	15,759	15,296	15,296	-	-	-	-	-	-	2,472	2,415	2,403
Office - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	17,269	16,761	16,761	-	-	-	-	-	-	388	379	377
Office - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	10,503	10,194	10,194	-	-	-	-	-	-	834	815	811
Office - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.14	50%	$0.07	302,916	294,006	294,006	-	-	-	-	-	-	14,924	14,580	14,509
Office - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	2,113	2,051	2,051	-	-	-	-	-	-	136	133	132
Office - G	New	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	6,236	6,053	6,053	-	-	-	-	-	-	171	167	166
Office - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	146,936	142,614	142,614	-	-	-	-	-	-	1,799	1,758	1,751
Office - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	2,696	2,616	2,616	-	-	-	-	-	-	254	248	247
Office - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.00	4,048	3,929	3,929	-	-	-	-	-	-	635	620	617

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	4,434	4,304	4,304	-	-	-	-	-	-	100	97	97
Office - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	2,696	2,616	2,616	-	-	-	-	-	-	214	209	208
Restaurant - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.11	50%	$0.05	126,214	122,502	122,502	-	-	-	-	-	-	5,373	5,249	5,224
Restaurant - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	1,209	1,173	1,173	-	-	-	-	-	-	69	67	67
Restaurant - G	Existing	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	2,255	2,189	2,189	-	-	-	-	-	-	67	65	65
Restaurant - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	440,071	427,128	427,128	-	-	-	-	-	-	21,566	21,063	20,959
Restaurant - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	30,093	29,208	29,208	-	-	-	-	-	-	1,494	1,460	1,452
Restaurant - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.18	50%	$0.09	312,111	302,931	302,931	-	-	-	-	-	-	25,805	25,206	25,082
Restaurant - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.05	50%	$0.02	177,511	172,290	172,290	-	-	-	-	-	-	12,278	11,993	11,934
Restaurant - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	333,471	323,663	323,663	-	-	-	-	-	-	3,947	3,855	3,836
Restaurant - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.01	50%	$0.00	187,997	182,467	182,467	-	-	-	-	-	-	7,870	7,687	7,649
Restaurant - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.01	50%	$0.00	14,140	13,724	13,724	-	-	-	-	-	-	2,885	2,818	2,804
Restaurant - G	Existing	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	50%	$0.00	1,111	1,078	1,078	-	-	-	-	-	-	14	14	14
Restaurant - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.10	50%	$0.05	118,625	115,136	115,136	-	-	-	-	-	-	4,881	4,769	4,746
Restaurant - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	564	547	547	-	-	-	-	-	-	21	21	21
Restaurant - G	New	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	1,129	1,096	1,096	-	-	-	-	-	-	33	33	32
Restaurant - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	114,430	111,065	111,065	-	-	-	-	-	-	5,288	5,165	5,141
Restaurant - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	7,724	7,496	7,496	-	-	-	-	-	-	384	375	373
Restaurant - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.18	50%	$0.09	80,163	77,805	77,805	-	-	-	-	-	-	6,628	6,474	6,442
Restaurant - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.05	50%	$0.02	45,559	44,219	44,219	-	-	-	-	-	-	3,151	3,078	3,063
Restaurant - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	85,620	83,102	83,102	-	-	-	-	-	-	1,013	990	985
Restaurant - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.01	50%	$0.00	48,250	46,831	46,831	-	-	-	-	-	-	2,020	1,973	1,963
Restaurant - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.01	50%	$0.00	3,621	3,515	3,515	-	-	-	-	-	-	739	722	718
Restaurant - G	New	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	50%	$0.00	309	300	300	-	-	-	-	-	-	4	4	4
Retail - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	63,336	61,473	61,473	-	-	-	-	-	-	3,550	3,468	3,451
Retail - G	Existing	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.01	50%	$0.00	95,474	92,666	92,666	-	-	-	-	-	-	3,604	3,520	3,503
Retail - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	697,104	676,601	676,601	-	-	-	-	-	-	12,277	11,993	11,935
Retail - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	3,725	3,615	3,615	-	-	-	-	-	-	1,059	1,034	1,029

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	5,589	5,424	5,424	-	-	-	-	-	-	2,646	2,584	2,572
Retail - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	28,020	27,196	27,196	-	-	-	-	-	-	1,189	1,160	1,155
Retail - G	New	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.01	50%	$0.00	47,782	46,376	46,376	-	-	-	-	-	-	1,804	1,762	1,753
Retail - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	181,266	175,935	175,935	-	-	-	-	-	-	3,005	2,933	2,919
Retail - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	956	928	928	-	-	-	-	-	-	272	266	264
Retail - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	1,435	1,393	1,393	-	-	-	-	-	-	680	664	661
Grocery - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.13	50%	$0.06	67,261	65,283	65,283	-	-	-	-	-	-	3,289	3,214	3,197
Grocery - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	232,820	225,972	225,972	-	-	-	-	-	-	3,828	3,739	3,721
Grocery - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	32,500	31,544	31,544	-	-	-	-	-	-	345	337	335
Grocery - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.01	48,764	47,330	47,330	-	-	-	-	-	-	862	842	838
Grocery - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	53,437	51,866	51,866	-	-	-	-	-	-	135	132	131
Grocery - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	32,500	31,544	31,544	-	-	-	-	-	-	291	284	283
Grocery - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.12	50%	$0.06	63,217	61,358	61,358	-	-	-	-	-	-	3,001	2,930	2,915
Grocery - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	60,539	58,759	58,759	-	-	-	-	-	-	943	923	917
Grocery - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	8,341	8,096	8,096	-	-	-	-	-	-	89	86	86
Grocery - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.01	12,525	12,156	12,156	-	-	-	-	-	-	221	216	215
Grocery - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	13,720	13,317	13,317	-	-	-	-	-	-	35	34	34
Grocery - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	8,341	8,096	8,096	-	-	-	-	-	-	75	73	73
College - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.12	50%	$0.06	216,395	210,030	210,030	-	-	-	-	-	-	13,648	13,331	13,165
College - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	22,103	21,452	21,452	-	-	-	-	-	-	1,017	994	989
College - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	701,895	681,251	681,251	-	-	-	-	-	-	17,672	17,263	17,178
College - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	95,032	92,237	92,237	-	-	-	-	-	-	1,426	1,393	1,386
College - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.00	92,265	89,551	89,551	-	-	-	-	-	-	2,306	2,252	2,241
College - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	95,032	92,237	92,237	-	-	-	-	-	-	1,987	1,941	1,931
College - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	220,596	214,107	214,107	-	-	-	-	-	-	789	771	767
College - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	165,840	160,962	160,962	-	-	-	-	-	-	2,098	2,049	2,039
College - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	64,853	62,945	62,945	-	-	-	-	-	-	3,999	3,906	3,887
College - G	Existing	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	50%	$0.00	11,319	10,986	10,986	-	-	-	-	-	-	86	84	84

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.12	50%	$0.06	203,383	197,401	197,401	-	-	-	-	-	-	12,805	12,509	12,446
College - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	6,872	6,669	6,669	-	-	-	-	-	-	290	284	282
College - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	182,512	177,144	177,144	-	-	-	-	-	-	4,332	4,232	4,210
College - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	24,390	23,673	23,673	-	-	-	-	-	-	366	358	356
College - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.00	23,697	23,000	23,000	-	-	-	-	-	-	592	578	576
College - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	24,390	23,673	23,673	-	-	-	-	-	-	510	498	496
College - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	56,639	54,973	54,973	-	-	-	-	-	-	203	198	197
College - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	42,564	41,312	41,312	-	-	-	-	-	-	539	526	523
College - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	16,609	16,121	16,121	-	-	-	-	-	-	1,024	1,000	995
College - G	New	Food Preparation	Natural Gas	Other	Energy Star	per sq ft	$0.00	50%	$0.00	3,147	3,054	3,054	-	-	-	-	-	-	24	23	23
School - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.05	50%	$0.03	201,995	196,054	196,054	-	-	-	-	-	-	5,722	5,588	5,519
School - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	250,892	243,513	243,513	-	-	-	-	-	-	5,186	5,066	5,041
School - G	Existing	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	61,380	59,575	59,575	-	-	-	-	-	-	1,181	1,154	1,148
School - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	2,325,555	2,257,157	2,257,157	-	-	-	-	-	-	32,329	31,581	31,425
School - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	595,698	578,177	578,177	-	-	-	-	-	-	3,392	3,314	3,297
School - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	287,418	278,965	278,965	-	-	-	-	-	-	2,725	2,662	2,649
School - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	427,666	415,088	415,088	-	-	-	-	-	-	3,393	3,314	3,297
School - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	604,316	586,542	586,542	-	-	-	-	-	-	820	801	797
School - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	448,459	435,269	435,269	-	-	-	-	-	-	2,153	2,103	2,093
School - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	136,914	132,887	132,887	-	-	-	-	-	-	3,204	3,129	3,114
School - G	Existing	Misc.	Natural Gas	Pool Heater	EF .95	per sq ft	$0.00	50%	$0.00	424,771	412,277	412,277	-	-	-	-	-	-	490	479	476
School - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.05	50%	$0.03	189,849	184,265	184,265	-	-	-	-	-	-	5,368	5,244	5,218
School - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	78,001	75,707	75,707	-	-	-	-	-	-	1,480	1,446	1,438
School - G	New	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	30,719	29,815	29,815	-	-	-	-	-	-	591	577	575
School - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	604,708	586,922	586,922	-	-	-	-	-	-	7,924	7,742	7,701
School - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	152,889	148,392	148,392	-	-	-	-	-	-	871	850	846
School - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	73,821	71,650	71,650	-	-	-	-	-	-	700	684	680
School - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	109,763	106,535	106,535	-	-	-	-	-	-	871	850	846

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	155,161	150,598	150,598	-	-	-	-	-	-	211	206	205
School - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	115,100	111,714	111,714	-	-	-	-	-	-	553	540	537
School - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	35,065	34,034	34,034	-	-	-	-	-	-	820	801	797
School - G	New	Misc.	Natural Gas	Pool Heater	EF .95	per sq ft	$0.00	50%	$0.00	64,870	62,962	62,962	-	-	-	-	-	-	75	73	73
Health - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.12	50%	$0.06	228,893	222,161	222,161	-	-	-	-	-	-	22,705	22,170	22,057
Health - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	23,433	22,744	22,744	-	-	-	-	-	-	2,068	2,019	2,026
Health - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	892,132	865,893	865,893	-	-	-	-	-	-	49,836	48,680	48,440
Health - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	22,760	22,090	22,090	-	-	-	-	-	-	1,067	1,043	1,037
Health - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.04	50%	$0.02	197,657	191,844	191,844	-	-	-	-	-	-	15,433	15,075	15,001
Health - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	29,657	28,784	28,784	-	-	-	-	-	-	1,937	1,892	1,883
Health - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	48,763	47,329	47,329	-	-	-	-	-	-	545	532	530
Health - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	125,373	121,686	121,686	-	-	-	-	-	-	4,956	4,841	4,818
Health - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	14,985	14,544	14,544	-	-	-	-	-	-	2,887	2,820	2,806
Health - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.11	50%	$0.05	215,130	208,802	208,802	-	-	-	-	-	-	16,363	15,981	15,901
Health - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	10,399	10,093	10,093	-	-	-	-	-	-	407	398	396
Health - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	231,979	225,156	225,156	-	-	-	-	-	-	12,313	12,026	11,967
Health - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	5,841	5,670	5,670	-	-	-	-	-	-	274	268	266
Health - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.04	50%	$0.02	50,766	49,273	49,273	-	-	-	-	-	-	3,964	3,872	3,853
Health - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	7,612	7,388	7,388	-	-	-	-	-	-	497	486	483
Health - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	12,520	12,152	12,152	-	-	-	-	-	-	140	137	136
Health - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	32,178	31,231	31,231	-	-	-	-	-	-	1,272	1,243	1,236
Health - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	3,838	3,725	3,725	-	-	-	-	-	-	739	722	719
Lodging - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.03	50%	$0.01	20,350	19,752	19,752	-	-	-	-	-	-	627	613	610
Lodging - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	45,220	43,890	43,890	-	-	-	-	-	-	1,027	1,025	1,026
Lodging - G	Existing	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	3,293	3,196	3,196	-	-	-	-	-	-	70	69	68
Lodging - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	284,884	276,505	276,505	-	-	-	-	-	-	9,095	8,884	8,840
Lodging - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	42,853	41,593	41,593	-	-	-	-	-	-	583	570	567
Lodging - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.00	24,424	23,705	23,705	-	-	-	-	-	-	553	540	538

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	16,277	15,799	15,799	-	-	-	-	-	-	308	301	300
Lodging - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	71,553	69,449	69,449	-	-	-	-	-	-	232	227	226
Lodging - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	664	645	645	-	-	-	-	-	-	8	7	7
Lodging - G	Existing	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	723	701	701	-	-	-	-	-	-	40	39	39
Lodging - G	Existing	Misc.	Natural Gas	Pool Heater	EF .82	per sq ft	$0.00	50%	$0.00	273,352	265,312	265,312	-	-	-	-	-	-	114	112	111
Lodging - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.01	50%	$0.01	19,127	18,564	18,564	-	-	-	-	-	-	412	403	401
Lodging - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	18,428	17,886	17,886	-	-	-	-	-	-	328	321	320
Lodging - G	New	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	1,648	1,599	1,599	-	-	-	-	-	-	35	34	34
Lodging - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	74,078	71,899	71,899	-	-	-	-	-	-	2,247	2,195	2,184
Lodging - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	10,998	10,675	10,675	-	-	-	-	-	-	150	146	145
Lodging - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.01	50%	$0.00	6,273	6,089	6,089	-	-	-	-	-	-	142	139	138
Lodging - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	4,178	4,055	4,055	-	-	-	-	-	-	79	77	77
Lodging - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	18,372	17,831	17,831	-	-	-	-	-	-	60	58	58
Lodging - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	171	166	166	-	-	-	-	-	-	2	2	2
Lodging - G	New	Food Preparation	Natural Gas	Steamer	Energy Star	per sq ft	$0.00	50%	$0.00	185	180	180	-	-	-	-	-	-	10	10	10
Lodging - G	New	Misc.	Natural Gas	Pool Heater	EF .82	per sq ft	$0.00	50%	$0.00	41,716	40,489	40,489	-	-	-	-	-	-	17	17	17
Warehouse - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	13,497	13,100	13,100	-	-	-	-	-	-	2,540	2,480	2,468
Warehouse - G	Existing	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.01	50%	$0.01	221,542	215,026	215,026	-	-	-	-	-	-	4,372	4,270	4,249
Warehouse - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	899,413	872,960	872,960	-	-	-	-	-	-	3,206	3,131	3,117
Warehouse - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	6,158	5,977	5,977	-	-	-	-	-	-	923	898	893
Warehouse - G	New	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.01	50%	$0.01	110,875	107,614	107,614	-	-	-	-	-	-	2,188	2,137	2,127
Warehouse - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	233,872	226,993	226,993	-	-	-	-	-	-	781	765	761
Misc. - G	Existing	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.08	50%	$0.04	1,124,150	1,091,087	1,091,087	-	-	-	-	-	-	28,285	27,632	27,498
Misc. - G	Existing	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	180,136	174,838	174,838	-	-	-	-	-	-	3,952	3,862	3,815
Misc. - G	Existing	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	11,970	11,618	11,618	-	-	-	-	-	-	196	191	190
Misc. - G	Existing	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	3,447,023	3,345,640	3,345,640	-	-	-	-	-	-	32,366	31,609	31,459
Misc. - G	Existing	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	1,520,609	1,475,885	1,475,885	-	-	-	-	-	-	1,580	1,543	1,536
Misc. - G	Existing	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	97,961	95,080	95,080	-	-	-	-	-	-	169	166	165

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - G	Existing	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	744,128	722,242	722,242	-	-	-	-	-	-	1,077	1,052	1,047
Misc. - G	Existing	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	1,357,116	1,317,201	1,317,201	-	-	-	-	-	-	336	328	327
Misc. - G	Existing	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	917,559	890,572	890,572	-	-	-	-	-	-	804	785	781
Misc. - G	Existing	Misc.	Natural Gas	Pool Heater	EF .82	per sq ft	$0.00	50%	$0.00	7,119,422	6,910,027	6,910,027	-	-	-	-	-	-	2,938	2,870	2,856
Misc. - G	New	Heating	Natural Gas	Furnace	EF .96	per sq ft	$0.04	50%	$0.02	1,056,555	1,025,480	1,025,480	-	-	-	-	-	-	25,992	25,389	25,259
Misc. - G	New	Heating	Natural Gas	Boiler	EF .96	per sq ft	$0.00	50%	$0.00	84,778	82,285	82,285	-	-	-	-	-	-	1,487	1,450	1,442
Misc. - G	New	Heating	Natural Gas	Unit Heater	Condensing	per sq ft	$0.00	50%	$0.00	5,991	5,815	5,815	-	-	-	-	-	-	98	96	95
Misc. - G	New	Water Heating	Natural Gas	Water Heating	EF 0.94	per sq ft	$0.00	50%	$0.00	896,320	869,958	869,958	-	-	-	-	-	-	8,001	7,807	7,772
Misc. - G	New	Food Preparation	Natural Gas	Oven	Energy Star	per sq ft	$0.00	50%	$0.00	390,273	378,794	378,794	-	-	-	-	-	-	406	396	394
Misc. - G	New	Food Preparation	Natural Gas	Fryer	Energy Star	per sq ft	$0.00	50%	$0.00	25,160	24,420	24,420	-	-	-	-	-	-	44	43	42
Misc. - G	New	Food Preparation	Natural Gas	Broiler	High Efficiency	per sq ft	$0.00	50%	$0.00	190,985	185,367	185,367	-	-	-	-	-	-	276	270	269
Misc. - G	New	Food Preparation	Natural Gas	Griddle	High Efficiency	per sq ft	$0.00	50%	$0.00	348,446	338,198	338,198	-	-	-	-	-	-	86	84	84
Misc. - G	New	Food Preparation	Natural Gas	Range	High Efficiency	per sq ft	$0.00	50%	$0.00	235,497	228,570	228,570	-	-	-	-	-	-	206	202	201
Misc. - G	New	Misc.	Natural Gas	Pool Heater	EF .82	per sq ft	$0.00	50%	$0.00	1,086,479	1,054,524	1,054,524	-	-	-	-	-	-	448	438	436
Office - E	Existing			Insulation - Ceiling		per sq ft	$0.13	50%	$0.06	2,345,486	2,276,501	2,276,501	30,698	29,591	29,337	17.36	16.42	15.99	-	-	-
Office - E	Existing			Insulation - Radiant Barrier		per sq ft	$0.03	50%	$0.02	2,353,997	2,284,761	2,284,761	12,223	11,780	11,676	6.82	6.45	6.28	-	-	-
Office - E	Existing			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	2,352,268	2,283,084	2,283,084	80,501	77,616	76,986	18.17	17.19	16.74	-	-	-
Office - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	1,916,601	1,860,230	1,860,230	73,806	70,479	69,293	4.93	4.67	4.55	-	-	-
Office - E	Existing			Windows - High Efficiency		per sq ft	$0.18	50%	$0.09	2,256,419	2,190,053	2,190,053	1,232,184	1,178,261	1,159,681	230.19	217.75	212.04	-	-	-
Office - E	Existing			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.00	50%	$0.00	12,916	12,536	12,536	4,683	4,499	4,451	-	-	-	-	-	-
Office - E	Existing			Air-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	54,645	53,037	53,037	43,731	42,011	41,563	-	-	-	-	-	-
Office - E	Existing			Air-Cooled Chiller - VSD on fans		per sq ft	$0.01	50%	$0.01	82,127	79,711	79,711	23	22	22	1.16	1.12	1.11	-	-	-
Office - E	Existing			Air-Cooled Chiller - Chilled Water Reset		per sq ft	$0.00	50%	$0.00	107,573	104,409	104,409	58,894	56,578	55,976	20.98	20.15	19.94	-	-	-
Office - E	Existing			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.00	48,834	47,398	47,398	1,910	1,835	1,815	0.43	0.41	0.41	-	-	-
Office - E	Existing			Air-Cooled Chiller - Maintenance		per sq ft	$0.06	50%	$0.03	71,374	69,275	69,275	33,973	32,637	32,290	19.59	18.82	18.62	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.01	50%	$0.00	14,194	13,777	13,777	6,886	6,445	6,238	1.53	1.43	1.39	-	-	-
Office - E	Existing			Water-Cooled Chiller - Economizer		per sq ft	$0.02	50%	$0.01	9,969	9,676	9,676	6,830	6,392	6,187	-	-	-	-	-	-
Office - E	Existing			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	14,945	14,505	14,505	13,772	12,889	12,476	7.93	7.42	7.18	-	-	-
Office - E	Existing			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.00	50%	$0.00	19,643	19,065	19,065	6,097	5,706	5,523	-	-	-	-	-	-
Office - E	Existing			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.00	8,886	8,625	8,625	298	278	270	0.07	0.06	0.06	-	-	-
Office - E	Existing			Water-Cooled Chiller - Maintenance		per sq ft	$0.06	50%	$0.03	12,980	12,598	12,598	5,289	4,950	4,791	3.05	2.85	2.76	-	-	-
Office - E	Existing			RTU - Maintenance		per sq ft	$0.06	50%	$0.03	1,520,968	1,476,234	1,476,234	674,727	636,593	618,245	389.13	367.14	356.55	-	-	-
Office - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	156,087	151,496	151,496	51,480	49,940	49,809	-	-	-	-	-	-
Office - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	3,699,835	3,591,016	3,591,016	1,348,888	1,296,824	1,283,729	39.66	38.13	37.75	-	-	-
Office - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	82,694	80,262	80,262	11,156	10,672	10,504	1.09	1.04	1.02	-	-	-
Office - E	Existing			Water Heater - Desuperheater		per sq ft	$0.00	50%	$0.00	-	125,420	125,420	-	15,394	15,151	-	1.50	1.48	-	-	-
Office - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	1,051,733	1,020,800	1,020,800	307,572	284,104	272,510	58.21	53.77	51.58	-	-	-
Office - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	6,091,641	5,912,475	5,912,475	11,876	10,970	10,523	2.25	2.08	1.99	-	-	-
Office - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	354,760	344,325	344,325	27,463	26,078	25,509	2.87	2.73	2.67	-	-	-
Office - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	820,055	795,935	795,935	2,224	2,093	2,017	0.23	0.22	0.21	-	-	-
Office - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	438,880	425,972	425,972	12,489	11,580	10,706	1.31	1.21	1.12	-	-	-
Office - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	1,509,879	1,465,471	1,465,471	45,784	44,388	44,244	7.14	6.92	6.90	-	-	-
Office - E	Existing			Thermostat - Clock/Programmable		per sq ft	$0.00	50%	$0.00	-	-	2,453,061	-	-	13,848	-	-	7.97	-	-	-
Office - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	16,581,236	16,093,553	16,093,553	69,402	65,694	63,906	-	-	-	-	-	-
Office - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	5,446,389	5,286,201	5,286,201	1,089,618	1,053,035	1,046,295	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.02	50%	$0.01	276,747	268,608	268,608	13,785	13,188	12,980	1.34	1.28	1.26	-	-	-
Office - E	New			Insulation - Ceiling		per sq ft	$0.00	50%	$0.00	-	230,853	230,853	-	2,200	2,189	-	0.89	0.88	-	-	-
Office - E	New			Insulation - Radiant Barrier		per sq ft	$0.03	50%	$0.02	240,552	233,477	233,477	726	701	697	0.29	0.28	0.28	-	-	-
Office - E	New			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	241,945	234,829	234,829	3,375	3,263	3,246	0.70	0.68	0.67	-	-	-
Office - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	156,285	151,688	151,688	7,727	7,457	7,410	0.26	0.25	0.25	-	-	-
Office - E	New			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.00	50%	$0.00	771	749	749	189	180	178	-	-	-	-	-	-
Office - E	New			Air-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	3,996	3,878	3,878	2,804	2,675	2,640	0.00	0.00	0.00	-	-	-
Office - E	New			Air-Cooled Chiller - VSD on fans		per sq ft	$0.01	50%	$0.01	8,354	8,108	8,108	8	8	8	0.09	0.09	0.09	-	-	-
Office - E	New			Air-Cooled Chiller - Chilled Water Reset		per sq ft	$0.00	50%	$0.00	8,781	8,523	8,523	3,257	3,108	3,067	1.04	0.99	0.98	-	-	-
Office - E	New			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.00	4,992	4,845	4,845	92	88	87	0.03	0.03	0.03	-	-	-
Office - E	New			Air-Cooled Chiller - Maintenance		per sq ft	$0.06	50%	$0.03	6,424	6,235	6,235	2,336	2,229	2,199	1.34	1.28	1.26	-	-	-
Office - E	New			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.01	50%	$0.00	846	821	821	185	180	180	0.04	0.04	0.04	-	-	-
Office - E	New			Water-Cooled Chiller - Economizer		per sq ft	$0.02	50%	$0.01	726	705	705	260	252	251	0.00	0.00	0.00	-	-	-
Office - E	New			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	1,535	1,490	1,490	637	618	617	0.37	0.36	0.36	-	-	-
Office - E	New			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.00	50%	$0.00	1,613	1,566	1,566	201	195	195	-	-	-	-	-	-
Office - E	New			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.00	910	883	883	9	8	8	0.00	0.00	0.00	-	-	-
Office - E	New			Water-Cooled Chiller - Maintenance		per sq ft	$0.06	50%	$0.03	1,176	1,142	1,142	218	211	211	0.13	0.12	0.12	-	-	-
Office - E	New			RTU - Maintenance		per sq ft	$0.06	50%	$0.03	136,221	132,215	132,215	38,495	36,966	36,629	22.10	21.22	21.03	-	-	-
Office - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	59,107	57,368	57,368	17,910	17,373	17,328	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	New			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	381,931	370,698	370,698	159,559	154,409	153,761	4.69	4.54	4.52	-	-	-
Office - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	7,284	7,070	7,070	880	816	790	0.09	0.08	0.08	-	-	-
Office - E	New			Water Heater - Desuperheater		per sq ft	$0.00	50%	$0.00	-	12,905	12,905	-	1,375	1,331	-	0.13	0.13	-	-	-
Office - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	340,119	330,115	330,115	87,653	82,935	81,528	16.59	15.70	15.43	-	-	-
Office - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	181,576	176,236	176,236	312	295	290	0.06	0.06	0.05	-	-	-
Office - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	50%	$0.00	-	-	260,028	-	-	21,406	-	-	2.03	-	-	-
Office - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	36,623	35,545	35,545	2,519	2,355	2,295	0.26	0.25	0.24	-	-	-
Office - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	77,653	75,370	75,370	172	162	159	0.02	0.02	0.02	-	-	-
Office - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	22,615	21,949	21,949	378	354	345	0.04	0.04	0.04	-	-	-
Office - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	124,163	120,512	120,512	3,762	3,637	3,619	0.59	0.57	0.56	-	-	-
Office - E	New			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	125,281	121,597	121,597	3,087	2,964	2,937	1.78	1.71	1.69	-	-	-
Office - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	168,905	163,937	163,937	49,394	47,423	46,986	-	-	-	-	-	-
Office - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	810,623	786,782	786,782	104,454	98,831	97,156	-	-	-	-	-	-
Office - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	1,711,351	1,661,017	1,661,017	7,034	6,685	6,562	-	-	-	-	-	-
Office - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	561,171	544,666	544,666	111,881	108,299	107,653	-	-	-	-	-	-
Office - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	94,162	91,393	91,393	9,179	8,813	8,731	5.28	5.07	5.03	-	-	-
Restaurant - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.01	50%	$0.01	413,738	401,569	401,569	17,251	16,216	15,709	0.76	0.72	0.70	-	-	-
Restaurant - E	Existing			Windows - High Efficiency		per sq ft	$0.39	50%	$0.20	841,929	817,166	817,166	183,264	173,197	168,589	61.98	58.47	56.77	-	-	-
Restaurant - E	Existing			Air-Cooled Chiller - Economizer		per sq ft	$0.15	50%	$0.07	2,492	2,419	2,419	7,386	7,122	7,067	-	-	-	-	-	-
Restaurant - E	Existing			Air-Cooled Chiller - Chilled Water Reset		per sq ft	$0.15	50%	$0.07	3,770	3,659	3,659	5,120	4,936	4,898	0.85	0.82	0.81	-	-	-
Restaurant - E	Existing			Air-Cooled Chiller - Maintenance		per sq ft	$2.24	50%	$1.12	1,472	1,428	1,428	1,603	1,546	1,534	0.70	0.67	0.67	-	-	-
Restaurant - E	Existing			RTU - Maintenance		per sq ft	$2.24	50%	$1.12	228,229	221,516	221,516	182,088	171,796	166,845	79.01	74.55	72.40	-	-	-
Restaurant - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	22,126	21,475	21,475	10,445	10,090	10,024	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	Existing			Heat Pump - Maintenance		per sq ft	$0.71	50%	$0.35	33,227	32,250	32,250	18,860	17,743	17,176	7.43	6.98	6.74	-	-	-
Restaurant - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	784,950	761,863	761,863	266,152	249,285	240,908	7.67	7.18	6.94	-	-	-
Restaurant - E	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	92,149	89,439	89,439	56,615	54,181	53,344	-	-	-	-	-	-
Restaurant - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	17,733	17,211	17,211	26,227	25,100	24,712	2.66	2.55	2.51	-	-	-
Restaurant - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	18,930	18,373	18,373	25,845	24,734	24,352	2.63	2.51	2.47	-	-	-
Restaurant - E	Existing			Water Heater - Install Timer		per sq ft	$0.28	50%	$0.14	123,724	120,085	120,085	71,790	68,704	67,643	7.29	6.98	6.87	-	-	-
Restaurant - E	Existing			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	50%	$0.01	96,144	93,316	93,316	32,816	31,405	30,920	-	-	-	-	-	-
Restaurant - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.02	50%	$0.01	245,575	238,352	238,352	363,221	347,608	342,236	36.89	35.31	34.76	-	-	-
Restaurant - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	970,991	942,432	942,432	477,264	432,270	410,269	57.00	51.62	49.00	-	-	-
Restaurant - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	1,286,753	1,248,907	1,248,907	4,216	3,819	3,625	0.50	0.46	0.43	-	-	-
Restaurant - E	Existing			Exterior Lighting - Daylighting Controls		per sq ft	$0.00	50%	$0.00	-	748,578	748,578	-	90,489	87,063	-	-	-	-	-	-
Restaurant - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.03	50%	$0.02	157,848	153,206	153,206	274,404	260,563	254,878	27.88	26.47	25.90	-	-	-
Restaurant - E	Existing			Refrigerator - Decommissioning		per sq ft	$0.13	50%	$0.07	536,627	520,844	520,844	730,594	684,237	659,528	74.23	69.52	67.01	-	-	-
Restaurant - E	Existing			Refrigerator - Demand Defrost		per sq ft	$0.00	50%	$0.00	-	-	7,437,233	-	-	523,196	-	-	53.16	-	-	-
Restaurant - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.05	50%	$0.03	375,522	364,477	364,477	22,723	21,281	20,512	2.31	2.16	2.08	-	-	-
Restaurant - E	Existing			Vending Machine - Controller		per sq ft	$0.03	50%	$0.02	193,638	187,943	187,943	61,728	57,209	52,858	6.27	5.81	5.37	-	-	-
Restaurant - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.04	50%	$0.02	77,670	75,386	75,386	3,762	3,647	3,635	0.41	0.40	0.40	-	-	-
Restaurant - E	Existing			HVAC - Occupancy Sensors		per sq ft	$0.00	50%	$0.00	-	626,819	626,819	-	112,829	109,556	-	48.99	47.57	-	-	-
Restaurant - E	Existing			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	3,696,372	3,587,655	3,587,655	1,118,322	1,047,363	1,009,540	-	-	-	-	-	-
Restaurant - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	2,814,131	2,731,363	2,731,363	3,463	3,256	3,169	-	-	-	-	-	-
Restaurant - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	869,136	843,573	843,573	27,141	26,229	26,062	-	-	-	-	-	-
Restaurant - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.01	84,948	82,449	82,449	46,391	44,397	43,711	4.71	4.51	4.44	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.06	50%	$0.03	21,913	21,269	21,269	57,051	50,366	46,111	-	-	-	-	-	-
Restaurant - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.01	50%	$0.01	33,573	32,586	32,586	1,063	1,021	1,011	0.08	0.08	0.08	-	-	-
Restaurant - E	New			Windows - High Efficiency		per sq ft	$0.39	50%	$0.20	340,844	330,819	330,819	40,164	38,619	38,280	11.81	11.34	11.23	-	-	-
Restaurant - E	New			Air-Cooled Chiller - Economizer		per sq ft	$0.15	50%	$0.07	162	158	158	270	257	252	-	-	-	-	-	-
Restaurant - E	New			Air-Cooled Chiller - Chilled Water Reset		per sq ft	$0.15	50%	$0.07	371	361	361	314	298	293	0.05	0.05	0.05	-	-	-
Restaurant - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	8,316	8,072	8,072	3,434	3,326	3,314	-	-	-	-	-	-
Restaurant - E	New			Heat Pump - Maintenance		per sq ft	$0.71	50%	$0.35	3,541	3,437	3,437	1,174	1,124	1,111	0.46	0.44	0.44	-	-	-
Restaurant - E	New			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	80,684	78,311	78,311	30,355	29,157	28,862	0.87	0.84	0.83	-	-	-
Restaurant - E	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	9,500	9,221	9,221	5,202	4,827	4,674	-	-	-	-	-	-
Restaurant - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	1,824	1,770	1,770	2,404	2,231	2,160	0.24	0.23	0.22	-	-	-
Restaurant - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	1,947	1,890	1,890	2,369	2,198	2,129	0.24	0.22	0.22	-	-	-
Restaurant - E	New			Water Heater - Install Timer		per sq ft	$0.28	50%	$0.14	7,113	6,904	6,904	3,679	3,413	3,305	0.37	0.35	0.34	-	-	-
Restaurant - E	New			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	50%	$0.01	9,889	9,598	9,598	3,008	2,791	2,703	-	-	-	-	-	-
Restaurant - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.02	50%	$0.01	25,258	24,515	24,515	33,298	30,894	29,916	3.38	3.14	3.04	-	-	-
Restaurant - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	87,157	84,593	84,593	38,280	35,573	34,622	4.57	4.25	4.13	-	-	-
Restaurant - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	38,355	37,227	37,227	112	104	102	0.01	0.01	0.01	-	-	-
Restaurant - E	New			Exterior Lighting - Daylighting Controls		per sq ft	$0.02	50%	$0.01	148,535	144,166	144,166	16,023	15,441	15,366	-	-	-	-	-	-
Restaurant - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.03	50%	$0.02	16,281	15,802	15,802	25,160	23,527	22,929	2.56	2.39	2.33	-	-	-
Restaurant - E	New			Refrigerator - Decommissioning		per sq ft	$0.13	50%	$0.07	55,377	53,748	53,748	60,541	57,420	56,493	6.15	5.83	5.74	-	-	-
Restaurant - E	New			Refrigerator - Door Gasket Replacement		per sq ft	$0.00	50%	$0.00	-	-	154,949	-	-	12,296	-	-	-	-	-	-
Restaurant - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.05	50%	$0.03	35,546	34,501	34,501	1,727	1,638	1,612	0.18	0.17	0.16	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	New			Vending Machine - Controller		per sq ft	$0.03	50%	$0.02	10,013	9,718	9,718	1,826	1,720	1,686	0.19	0.17	0.17	-	-	-
Restaurant - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.04	50%	$0.02	7,983	7,748	7,748	386	373	372	0.04	0.04	0.04	-	-	-
Restaurant - E	New			Thermostat - Clock/Programmable		per sq ft	$0.22	50%	$0.11	28,671	27,827	27,827	1,149	1,102	1,091	0.50	0.48	0.47	-	-	-
Restaurant - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	98,312	95,420	95,420	46,741	44,848	44,416	-	-	-	-	-	-
Restaurant - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	303,770	294,835	294,835	66,710	61,992	60,335	-	-	-	-	-	-
Restaurant - E	New			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	348,371	338,125	338,125	84,635	80,272	78,976	-	-	-	-	-	-
Restaurant - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	290,840	282,286	282,286	350	331	325	-	-	-	-	-	-
Restaurant - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	89,622	86,986	86,986	2,789	2,700	2,684	-	-	-	-	-	-
Restaurant - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	23,013	22,336	22,336	3,647	3,499	3,466	1.58	1.52	1.50	-	-	-
Restaurant - E	New			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.01	4,890	4,746	4,746	2,380	2,208	2,138	0.24	0.22	0.22	-	-	-
Restaurant - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.06	50%	$0.03	2,071	2,010	2,010	2,926	2,768	2,719	-	-	-	-	-	-
Retail - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	1,433,591	1,391,427	1,391,427	33,872	32,419	31,917	1.40	1.34	1.32	-	-	-
Retail - E	Existing			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	3,440,865	3,339,663	3,339,663	424,376	406,801	401,122	134.44	128.32	126.06	-	-	-
Retail - E	Existing			Water-Cooled Chiller - Economizer		per sq ft	$0.03	50%	$0.02	487	472	472	419	396	387	-	-	-	-	-	-
Retail - E	Existing			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	747	725	725	178	168	164	-	-	-	-	-	-
Retail - E	Existing			Water-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	465	451	451	147	139	136	0.09	0.08	0.08	-	-	-
Retail - E	Existing			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	730,489	709,004	709,004	377,343	355,792	345,392	226.22	213.30	207.07	-	-	-
Retail - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	68,030	66,029	66,029	32,030	31,052	30,948	-	-	-	-	-	-
Retail - E	Existing			Heat Pump - Maintenance		per sq ft	$0.02	50%	$0.01	72,641	70,504	70,504	22,694	21,518	20,994	11.61	10.99	10.70	-	-	-
Retail - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	3,769,082	3,658,227	3,658,227	691,132	665,450	658,851	21.11	20.33	20.13	-	-	-
Retail - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	122,115	118,523	118,523	19,631	18,786	18,494	1.80	1.73	1.70	-	-	-
Retail - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	121,213	117,647	117,647	17,987	17,213	16,945	1.65	1.58	1.56	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - E	Existing			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	50%	$0.01	613,832	595,778	595,778	22,772	21,792	21,453	-	-	-	-	-	-
Retail - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	94,027	91,261	91,261	15,116	14,465	14,240	1.39	1.33	1.31	-	-	-
Retail - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	4,029,385	3,910,873	3,910,873	1,667,618	1,543,527	1,477,968	196.96	182.30	174.56	-	-	-
Retail - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	6,178,582	5,996,859	5,996,859	17,047	15,779	15,109	2.01	1.86	1.78	-	-	-
Retail - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	418,617	406,305	406,305	94,920	90,132	88,165	9.56	9.08	8.88	-	-	-
Retail - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	1,024,628	994,492	994,492	8,798	8,286	8,005	0.89	0.83	0.81	-	-	-
Retail - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	505,161	490,304	490,304	41,997	38,913	35,935	4.23	3.92	3.62	-	-	-
Retail - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	749,332	727,293	727,293	45,830	44,432	44,288	5.12	4.96	4.95	-	-	-
Retail - E	Existing			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	9,896,583	9,605,507	9,605,507	424,906	400,183	386,609	-	-	-	-	-	-
Retail - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	17,069,675	16,567,625	16,567,625	11,539	10,793	10,457	-	-	-	-	-	-
Retail - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	5,056,282	4,907,568	4,907,568	90,759	87,712	87,151	-	-	-	-	-	-
Retail - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.01	549,541	533,378	533,378	32,620	31,215	30,730	3.00	2.87	2.82	-	-	-
Retail - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	118,938	115,440	115,440	2,347	2,261	2,240	0.17	0.17	0.17	-	-	-
Retail - E	New			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	328,378	318,720	318,720	23,935	23,122	22,994	6.54	6.41	6.49	-	-	-
Retail - E	New			Water-Cooled Chiller - Economizer		per sq ft	$0.03	50%	$0.02	36	35	35	14	13	13	-	-	-	-	-	-
Retail - E	New			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	79	76	76	9	9	9	-	-	-	-	-	-
Retail - E	New			Water-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	52	50	50	10	9	9	0.01	0.01	0.01	-	-	-
Retail - E	New			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	80,774	78,398	78,398	24,840	23,843	23,622	14.88	14.28	14.15	-	-	-
Retail - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	25,570	24,818	24,818	11,419	11,072	11,040	-	-	-	-	-	-
Retail - E	New			Heat Pump - Maintenance		per sq ft	$0.02	50%	$0.01	8,110	7,871	7,871	1,735	1,678	1,676	0.88	0.86	0.86	-	-	-
Retail - E	New			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	387,420	376,025	376,025	70,480	68,333	68,128	2.15	2.09	2.08	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	10,413	10,107	10,107	1,473	1,366	1,322	0.14	0.13	0.12	-	-	-
Retail - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	12,474	12,107	12,107	1,629	1,510	1,462	0.15	0.14	0.13	-	-	-
Retail - E	New			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	50%	$0.01	63,169	61,311	61,311	2,062	1,912	1,851	-	-	-	-	-	-
Retail - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	8,026	7,790	7,790	1,135	1,053	1,019	0.10	0.10	0.09	-	-	-
Retail - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	418,499	406,190	406,190	147,920	141,170	139,390	17.47	16.67	16.46	-	-	-
Retail - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	184,168	178,751	178,751	434	414	409	0.05	0.05	0.05	-	-	-
Retail - E	New			Exterior Lighting - Daylighting Controls		per sq ft	$0.02	50%	$0.01	730,828	709,333	709,333	24,901	23,043	22,377	-	-	-	-	-	-
Retail - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	43,188	41,918	41,918	8,703	8,137	7,930	0.88	0.82	0.80	-	-	-
Retail - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	96,802	93,955	93,955	678	642	631	0.07	0.06	0.06	-	-	-
Retail - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	26,019	25,254	25,254	1,181	1,105	1,078	0.12	0.11	0.11	-	-	-
Retail - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	77,020	74,754	74,754	4,706	4,550	4,528	0.53	0.51	0.51	-	-	-
Retail - E	New			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	69,779	67,727	67,727	1,861	1,784	1,766	1.12	1.07	1.06	-	-	-
Retail - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	227,492	220,801	220,801	72,006	69,015	68,312	-	-	-	-	-	-
Retail - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	1,462,229	1,419,222	1,419,222	258,416	246,623	243,513	-	-	-	-	-	-
Retail - E	New			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	933,652	906,192	906,192	32,674	30,966	30,453	-	-	-	-	-	-
Retail - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	1,756,970	1,705,294	1,705,294	1,164	1,093	1,066	-	-	-	-	-	-
Retail - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	519,707	504,421	504,421	9,297	8,999	8,945	-	-	-	-	-	-
Retail - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	52,387	50,846	50,846	5,527	5,298	5,244	3.32	3.18	3.15	-	-	-
Retail - E	New			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.01	31,247	30,328	30,328	1,632	1,513	1,465	0.15	0.14	0.13	-	-	-
Grocery - E	Existing			Insulation - Radiant Barrier		per sq ft	$0.45	50%	$0.22	307,639	298,591	298,591	53,003	50,929	50,340	123.63	116.85	113.68	-	-	-
Grocery - E	Existing			Insulation - Wall Cavity		per sq ft	$1.00	50%	$0.50	286,837	278,401	278,401	141,300	136,553	135,720	91.01	86.01	83.68	-	-	-
Grocery - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	233,313	226,451	226,451	4,629	4,407	4,321	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - E	Existing			Windows - High Efficiency		per sq ft	$0.25	50%	$0.12	684,262	664,137	664,137	321,757	307,205	301,959	361.83	341.98	332.70	-	-	-
Grocery - E	Existing			RTU - Maintenance		per sq ft	$0.19	50%	$0.10	195,565	189,813	189,813	214,329	202,215	196,388	374.02	352.88	342.71	-	-	-
Grocery - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.05	50%	$0.03	31,953	31,013	31,013	21,068	20,427	20,364	-	-	-	-	-	-
Grocery - E	Existing			Heat Pump - Maintenance		per sq ft	$0.13	50%	$0.06	10,042	9,747	9,747	6,281	5,925	5,752	9.63	9.06	8.77	-	-	-
Grocery - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.07	50%	$0.03	411,280	399,184	399,184	166,965	156,258	150,882	5.07	4.75	4.58	-	-	-
Grocery - E	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	29,992	29,110	29,110	6,520	6,244	6,150	-	-	-	-	-	-
Grocery - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	6,162	5,980	5,980	3,225	3,088	3,042	0.35	0.33	0.33	-	-	-
Grocery - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	6,022	5,845	5,845	2,909	2,786	2,744	0.31	0.30	0.30	-	-	-
Grocery - E	Existing			Water Heater - Install Timer		per sq ft	$0.00	50%	$0.00	-	40,484	40,484	-	8,201	8,078	-	0.88	0.87	-	-	-
Grocery - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.09	50%	$0.04	39,790	38,619	38,619	5,440	5,210	5,132	0.61	0.58	0.57	-	-	-
Grocery - E	Existing			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	50%	$0.01	30,586	29,686	29,686	3,694	3,537	3,485	-	-	-	-	-	-
Grocery - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.01	50%	$0.00	4,745	4,606	4,606	2,483	2,378	2,343	0.27	0.26	0.25	-	-	-
Grocery - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	399,649	387,895	387,895	337,384	314,803	303,749	61.00	56.92	54.92	-	-	-
Grocery - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	678,428	658,474	658,474	3,818	3,563	3,438	0.69	0.64	0.62	-	-	-
Grocery - E	Existing			Interior Lighting - Occupancy Sensors		per sq ft	$0.07	50%	$0.04	453,975	440,623	440,623	127,748	119,198	115,013	11.55	10.78	10.40	-	-	-
Grocery - E	Existing			Refrigerator - Anti-Sweat Door Heater		per sq ft	$0.01	50%	$0.01	1,939,488	1,882,444	1,882,444	6,374,440	6,018,124	5,858,358	-	-	-	-	-	-
Grocery - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.01	50%	$0.00	84,579	82,091	82,091	738,114	700,883	685,592	81.77	77.64	75.95	-	-	-
Grocery - E	Existing			Refrigerator - Decommissioning		per sq ft	$0.13	50%	$0.07	257,340	249,771	249,771	1,217,936	1,149,856	1,119,330	134.92	127.38	124.00	-	-	-
Grocery - E	Existing			Refrigerator - Demand Defrost		per sq ft	$0.20	50%	$0.10	1,834,655	1,780,695	1,780,695	482,391	455,427	443,336	53.44	50.45	49.11	-	-	-
Grocery - E	Existing			Refrigerator - Door Gasket Replacement		per sq ft	$0.10	50%	$0.05	543,623	527,634	527,634	261,924	246,888	239,924	-	-	-	-	-	-
Grocery - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.02	50%	$0.01	182,672	177,299	177,299	38,424	36,277	35,314	4.26	4.02	3.91	-	-	-
Grocery - E	Existing			Vending Machine - Controller		per sq ft	$0.01	50%	$0.01	97,523	94,654	94,654	15,627	14,486	13,386	1.73	1.60	1.48	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - E	Existing			Grocery - Display Case - LED Lighting		per sq ft	$0.02	50%	$0.01	474,798	460,834	460,834	251,661	238,521	233,094	27.88	26.42	25.82	-	-	-
Grocery - E	Existing			Grocery - Open Display Case - Night Covers		per sq ft	$0.05	50%	$0.03	346,761	336,562	336,562	140,475	132,630	129,357	15.56	14.69	14.33	-	-	-
Grocery - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.01	50%	$0.01	70,954	68,867	68,867	6,644	6,441	6,420	1.08	1.05	1.05	-	-	-
Grocery - E	Existing			Thermostat - Clock/Programmable		per sq ft	$0.02	50%	$0.01	175,486	170,325	170,325	130,798	123,406	119,846	228.39	215.48	209.26	-	-	-
Grocery - E	Existing			HVAC - Occupancy Sensors		per sq ft	$0.14	50%	$0.07	229,315	222,571	222,571	57,808	54,541	52,967	100.94	95.23	92.49	-	-	-
Grocery - E	Existing			Refrigerator - eCube		per sq ft	$0.02	50%	$0.01	1,896,047	1,840,281	1,840,281	1,994,133	1,882,666	1,832,686	-	-	-	-	-	-
Grocery - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	1,907,997	1,851,880	1,851,880	1,171	1,102	1,071	-	-	-	-	-	-
Grocery - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	557,956	541,545	541,545	11,084	10,711	10,643	-	-	-	-	-	-
Grocery - E	Existing			Insulation - Foundation		per sq ft	$1.36	50%	$0.68	101,366	98,384	98,384	37,687	35,556	34,531	65.80	62.09	60.29	-	-	-
Grocery - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.04	50%	$0.02	23,527	22,835	22,835	4,546	4,354	4,289	0.49	0.47	0.46	-	-	-
Grocery - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.11	50%	$0.05	7,698	7,472	7,472	35,215	31,089	28,463	-	-	-	-	-	-
Grocery - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	19,025	18,465	18,465	384	369	366	-	-	-	-	-	-
Grocery - E	New			Windows - High Efficiency		per sq ft	$0.25	50%	$0.12	126,840	123,109	123,109	32,646	31,409	31,101	10.78	10.44	10.34	-	-	-
Grocery - E	New			RTU - Maintenance		per sq ft	$0.19	50%	$0.10	20,376	19,777	19,777	12,806	12,364	12,210	22.33	21.56	21.29	-	-	-
Grocery - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.05	50%	$0.03	12,011	11,657	11,657	6,976	6,765	6,746	-	-	-	-	-	-
Grocery - E	New			Heat Pump - Maintenance		per sq ft	$0.13	50%	$0.06	1,039	1,009	1,009	412	395	391	0.64	0.61	0.60	-	-	-
Grocery - E	New			Ventilation - Variable Speed Control		per sq ft	$0.07	50%	$0.03	42,552	41,301	41,301	24,677	23,662	23,410	0.75	0.72	0.71	-	-	-
Grocery - E	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	3,088	2,997	2,997	594	551	534	-	-	-	-	-	-
Grocery - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	633	615	615	293	272	263	0.03	0.03	0.03	-	-	-
Grocery - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	621	602	602	265	246	238	0.03	0.03	0.03	-	-	-
Grocery - E	New			Water Heater - Install Timer		per sq ft	$0.00	50%	$0.00	-	2,680	2,680	-	465	451	-	0.05	0.05	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - E	New			Water Heater - Pipe Insulation		per sq ft	$0.09	50%	$0.04	2,631	2,554	2,554	318	295	286	0.04	0.03	0.03	-	-	-
Grocery - E	New			Water Heater - Tank Blanket/Insulation		per sq ft	$0.02	50%	$0.01	3,143	3,050	3,050	336	312	302	-	-	-	-	-	-
Grocery - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.01	50%	$0.00	488	474	474	226	210	203	0.02	0.02	0.02	-	-	-
Grocery - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	46,067	44,712	44,712	34,362	32,772	32,353	6.21	5.93	5.85	-	-	-
Grocery - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	20,222	19,627	19,627	101	96	95	0.02	0.02	0.02	-	-	-
Grocery - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.07	50%	$0.04	20,164	19,571	19,571	5,014	4,782	4,721	0.45	0.43	0.43	-	-	-
Grocery - E	New			Exterior Lighting - Daylighting Controls		per sq ft	$0.00	50%	$0.00	-	64,012	64,012	-	3,268	3,240	-	-	-	-	-	-
Grocery - E	New			Refrigerator - Anti-Sweat Door Heater		per sq ft	$0.01	50%	$0.01	181,233	175,902	175,902	511,456	483,243	474,125	-	-	-	-	-	-
Grocery - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.01	50%	$0.00	8,714	8,458	8,458	67,607	63,221	61,619	7.49	7.00	6.83	-	-	-
Grocery - E	New			Refrigerator - Decommissioning		per sq ft	$0.13	50%	$0.07	28,243	27,412	27,412	114,773	108,442	106,396	12.71	12.01	11.79	-	-	-
Grocery - E	New			Refrigerator - Door Gasket Replacement		per sq ft	$0.10	50%	$0.05	51,340	49,830	49,830	21,328	19,906	19,358	-	-	-	-	-	-
Grocery - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.02	50%	$0.01	18,129	17,596	17,596	3,274	3,094	3,035	0.36	0.34	0.34	-	-	-
Grocery - E	New			Vending Machine - Controller		per sq ft	$0.01	50%	$0.01	5,069	4,920	4,920	478	448	437	0.05	0.05	0.05	-	-	-
Grocery - E	New			Grocery - Display Case - LED Lighting		per sq ft	$0.02	50%	$0.01	42,067	40,830	40,830	19,609	18,527	18,183	2.17	2.05	2.01	-	-	-
Grocery - E	New			Grocery - Open Display Case - Night Covers		per sq ft	$0.05	50%	$0.03	32,678	31,717	31,717	11,382	10,989	10,939	1.26	1.22	1.21	-	-	-
Grocery - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.01	50%	$0.01	7,293	7,078	7,078	682	660	656	0.11	0.11	0.11	-	-	-
Grocery - E	New			Thermostat - Clock/Programmable		per sq ft	$0.02	50%	$0.01	13,271	12,881	12,881	3,418	3,297	3,256	5.97	5.76	5.69	-	-	-
Grocery - E	New			HVAC - Occupancy Sensors		per sq ft	$0.14	50%	$0.07	11,616	11,274	11,274	1,700	1,639	1,619	2.97	2.86	2.83	-	-	-
Grocery - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	43,757	42,470	42,470	28,328	27,326	26,985	-	-	-	-	-	-
Grocery - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	160,557	155,835	155,835	59,882	57,111	56,381	-	-	-	-	-	-
Grocery - E	New			Refrigerator - eCube		per sq ft	$0.02	50%	$0.01	178,468	173,219	173,219	161,169	152,278	149,405	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	196,378	190,602	190,602	117	111	109	-	-	-	-	-	-
Grocery - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	57,349	55,662	55,662	1,135	1,099	1,092	-	-	-	-	-	-
Grocery - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	10,461	10,153	10,153	2,257	2,178	2,150	3.94	3.80	3.75	-	-	-
Grocery - E	New			Water Heating - Booster Water Heater		per sq ft	$0.04	50%	$0.02	1,555	1,509	1,509	266	247	239	0.03	0.03	0.03	-	-	-
Grocery - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.11	50%	$0.05	736	714	714	1,827	1,729	1,698	-	-	-	-	-	-
College - E	Existing			Insulation - Ceiling		per sq ft	$0.00	50%	$0.00	-	1,675,971	1,675,971	-	71,336	70,529	-	40.88	39.97	-	-	-
College - E	Existing			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	1,746,794	1,695,417	1,695,417	29,368	28,142	27,814	16.36	15.51	15.16	-	-	-
College - E	Existing			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	1,805,976	1,752,859	1,752,859	5,706	5,768	5,988	4.23	4.01	3.92	-	-	-
College - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	1,381,817	1,341,175	1,341,175	53,208	50,147	48,802	16.72	15.84	15.49	-	-	-
College - E	Existing			Windows - High Efficiency		per sq ft	$0.10	50%	$0.05	4,448,063	4,317,237	4,317,237	575,502	545,913	534,383	256.91	243.51	238.11	-	-	-
College - E	Existing			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.01	50%	$0.00	52,542	50,997	50,997	18,659	17,885	17,662	-	-	-	-	-	-
College - E	Existing			Air-Cooled Chiller - Economizer		per sq ft	$0.01	50%	$0.00	424,202	411,726	411,726	19,925	19,098	18,860	-	-	-	-	-	-
College - E	Existing			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	158,073	153,424	153,424	7,604	7,288	7,197	1.82	1.74	1.72	-	-	-
College - E	Existing			Air-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	277,605	269,440	269,440	162,501	155,761	153,817	99.92	95.77	94.58	-	-	-
College - E	Existing			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.01	50%	$0.00	999,341	969,948	969,948	631,582	597,677	583,983	150.27	142.21	138.95	-	-	-
College - E	Existing			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	1,345,345	1,305,776	1,305,776	57,307	54,230	52,988	-	-	-	-	-	-
College - E	Existing			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	1,357,843	1,317,906	1,317,906	1,616,898	1,530,100	1,495,041	995.23	941.80	920.22	-	-	-
College - E	Existing			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	1,345,657	1,306,079	1,306,079	433,381	410,116	400,719	-	-	-	-	-	-
College - E	Existing			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	492,224	477,747	477,747	21,473	20,320	19,854	5.13	4.86	4.75	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	Existing			Water-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	865,060	839,617	839,617	459,228	434,575	424,618	282.36	267.20	261.08	-	-	-
College - E	Existing			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	164,129	159,302	159,302	65,614	61,905	60,121	40.34	38.06	36.97	-	-	-
College - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	19,104	18,542	18,542	14,358	13,931	13,897	-	-	-	-	-	-
College - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	2,782,647	2,700,804	2,700,804	548,313	511,423	493,384	16.50	15.39	14.84	-	-	-
College - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	10,797	10,479	10,479	3,764	3,605	3,551	0.43	0.41	0.40	-	-	-
College - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	9,185	8,915	8,915	6,477	6,203	6,110	0.74	0.71	0.69	-	-	-
College - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	18,532	17,987	17,987	5,964	5,711	5,626	0.68	0.65	0.64	-	-	-
College - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.02	50%	$0.01	86,512	83,967	83,967	7,881	7,547	7,435	0.85	0.81	0.80	-	-	-
College - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	8,329	8,084	8,084	2,904	2,781	2,739	0.33	0.32	0.31	-	-	-
College - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	692,370	672,006	672,006	271,701	255,696	248,839	38.30	36.04	35.07	-	-	-
College - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	4,569,824	4,435,418	4,435,418	11,955	11,251	10,949	1.69	1.59	1.54	-	-	-
College - E	Existing			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	50%	$0.00	-	-	3,913,724	-	-	483,075	-	-	34.05	-	-	-
College - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	160,028	155,321	155,321	13,675	12,986	12,702	1.47	1.40	1.37	-	-	-
College - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	400,227	388,456	388,456	1,388	1,301	1,251	0.15	0.14	0.13	-	-	-
College - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	196,797	191,009	191,009	6,183	5,733	5,301	0.67	0.62	0.57	-	-	-
College - E	Existing			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	740,292	718,519	718,519	870	841	836	-	-	-	-	-	-
College - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	1,089,857	1,057,802	1,057,802	13,420	13,011	12,969	1.84	1.78	1.77	-	-	-
College - E	Existing			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	1,154,852	1,120,886	1,120,886	482,245	457,672	448,095	296.83	281.71	275.81	-	-	-
College - E	Existing			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	3,865,676	3,751,980	3,751,980	67,011	62,812	60,408	-	-	-	-	-	-
College - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	6,956,527	6,751,923	6,751,923	10,071	9,538	9,281	-	-	-	-	-	-
College - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	4,091,933	3,971,582	3,971,582	210,646	203,574	202,271	-	-	-	-	-	-
College - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.02	50%	$0.01	50,996	49,496	49,496	6,565	6,287	6,193	0.75	0.71	0.70	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	11,050	10,725	10,725	1,306	1,140	1,039	-	-	-	-	-	-
College - E	New			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	172,388	167,317	167,317	1,357	1,313	1,308	0.70	0.67	0.67	-	-	-
College - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	111,547	108,267	108,267	3,833	3,704	3,685	0.82	0.79	0.78	-	-	-
College - E	New			Windows - High Efficiency		per sq ft	$0.10	50%	$0.05	800,296	776,758	776,758	61,641	59,511	59,168	22.87	22.07	21.93	-	-	-
College - E	New			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.01	50%	$0.00	3,087	2,996	2,996	900	861	851	-	-	-	-	-	-
College - E	New			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	15,397	14,944	14,944	352	337	333	0.11	0.11	0.10	-	-	-
College - E	New			Air-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	28,552	27,712	27,712	12,831	12,273	12,129	7.91	7.56	7.48	-	-	-
College - E	New			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.01	50%	$0.00	58,717	56,990	56,990	22,832	22,153	22,098	5.43	5.27	5.26	-	-	-
College - E	New			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	56,985	55,309	55,309	1,140	1,106	1,103	-	-	-	-	-	-
College - E	New			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	133,580	129,651	129,651	98,026	95,109	94,875	60.34	58.54	58.40	-	-	-
College - E	New			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	109,604	106,380	106,380	23,361	22,666	22,610	-	-	-	-	-	-
College - E	New			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	47,158	45,771	45,771	788	765	763	0.25	0.24	0.24	-	-	-
College - E	New			Water-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	89,322	86,694	86,694	29,335	28,462	28,392	18.08	17.54	17.50	-	-	-
College - E	New			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	16,876	16,380	16,380	4,722	4,524	4,476	2.91	2.79	2.76	-	-	-
College - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	5,733	5,564	5,564	4,186	4,062	4,052	-	-	-	-	-	-
College - E	New			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	286,561	278,133	278,133	79,453	76,903	76,591	2.39	2.31	2.30	-	-	-
College - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	1,110	1,077	1,077	342	318	308	0.04	0.04	0.03	-	-	-
College - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	944	916	916	589	546	529	0.07	0.06	0.06	-	-	-
College - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	1,905	1,849	1,849	542	503	487	0.06	0.06	0.06	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - E	New			Water Heater - Pipe Insulation		per sq ft	$0.02	50%	$0.01	8,092	7,854	7,854	652	605	586	0.07	0.07	0.07	-	-	-
College - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	856	831	831	264	245	237	0.03	0.03	0.03	-	-	-
College - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	212,319	206,074	206,074	77,042	73,385	72,397	10.86	10.34	10.20	-	-	-
College - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	136,215	132,209	132,209	330	314	310	0.05	0.04	0.04	-	-	-
College - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	50%	$0.00	-	142,253	142,253	-	16,886	16,658	-	1.19	1.17	-	-	-
College - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	16,568	16,080	16,080	1,258	1,175	1,145	0.14	0.13	0.12	-	-	-
College - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	38,636	37,499	37,499	107	102	100	0.01	0.01	0.01	-	-	-
College - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	10,365	10,061	10,061	193	180	176	0.02	0.02	0.02	-	-	-
College - E	New			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	56,684	55,017	55,017	65	61	59	-	-	-	-	-	-
College - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	112,020	108,726	108,726	1,378	1,332	1,326	0.19	0.18	0.18	-	-	-
College - E	New			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	106,893	103,749	103,749	30,151	29,102	28,933	18.56	17.91	17.81	-	-	-
College - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	140,473	136,342	136,342	49,516	47,793	47,516	-	-	-	-	-	-
College - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	617,999	599,823	599,823	112,123	106,802	105,363	-	-	-	-	-	-
College - E	New			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	366,719	355,933	355,933	5,096	4,830	4,736	-	-	-	-	-	-
College - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	718,554	697,420	697,420	1,022	971	952	-	-	-	-	-	-
College - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	421,613	409,212	409,212	21,629	20,936	20,811	-	-	-	-	-	-
College - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	82,336	79,915	79,915	9,674	9,338	9,284	5.95	5.75	5.71	-	-	-
College - E	New			Water Heating - Booster Water Heater		per sq ft	$0.02	50%	$0.01	4,770	4,629	4,629	543	504	488	0.06	0.06	0.06	-	-	-
College - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	1,099	1,066	1,066	76	72	70	-	-	-	-	-	-
School - E	Existing			Insulation - Ceiling		per sq ft	$0.00	50%	$0.00	-	-	1,243,377	-	-	23,775	-	-	19.46	-	-	-
School - E	Existing			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	1,143,448	1,109,817	1,109,817	8,370	8,158	8,184	6.78	6.55	6.51	-	-	-
School - E	Existing			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	1,092,330	1,060,203	1,060,203	4,392	4,311	4,353	1.62	1.56	1.56	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	880,838	854,931	854,931	17,119	16,109	15,660	6.75	6.52	6.48	-	-	-
School - E	Existing			Windows - High Efficiency		per sq ft	$0.10	50%	$0.05	1,041,381	1,010,752	1,010,752	53,876	51,579	50,929	38.10	36.78	36.58	-	-	-
School - E	Existing			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.01	50%	$0.00	15,246	14,797	14,797	4,114	3,935	3,878	-	-	-	-	-	-
School - E	Existing			Air-Cooled Chiller - Economizer		per sq ft	$0.01	50%	$0.00	80,637	78,265	78,265	2,878	2,753	2,713	-	-	-	-	-	-
School - E	Existing			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	58,763	57,035	57,035	2,148	2,054	2,025	1.12	1.07	1.06	-	-	-
School - E	Existing			Air-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	39,053	37,904	37,904	17,370	16,614	16,376	23.28	22.27	21.95	-	-	-
School - E	Existing			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.01	50%	$0.00	87,012	84,453	84,453	41,459	39,116	38,126	21.50	20.29	19.77	-	-	-
School - E	Existing			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	76,435	74,187	74,187	2,455	2,316	2,257	-	-	-	-	-	-
School - E	Existing			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	91,758	89,059	89,059	82,375	77,720	75,753	110.53	104.28	101.64	-	-	-
School - E	Existing			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	117,166	113,720	113,720	28,448	26,841	26,161	-	-	-	-	-	-
School - E	Existing			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	54,922	53,307	53,307	1,806	1,704	1,661	0.94	0.89	0.87	-	-	-
School - E	Existing			Water-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	36,517	35,443	35,443	14,615	13,789	13,440	19.59	18.48	18.01	-	-	-
School - E	Existing			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	93,170	90,430	90,430	28,166	26,511	25,707	37.75	35.53	34.46	-	-	-
School - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	27,819	27,001	27,001	14,436	13,904	13,775	-	-	-	-	-	-
School - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	2,592,709	2,516,453	2,516,453	324,948	303,086	292,396	9.93	9.26	8.93	-	-	-
School - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	6,524	6,332	6,332	1,476	1,413	1,392	0.08	0.08	0.08	-	-	-
School - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	5,553	5,390	5,390	2,540	2,433	2,397	0.14	0.14	0.13	-	-	-
School - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	7,185	6,974	6,974	1,500	1,437	1,415	0.08	0.08	0.08	-	-	-
School - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.02	50%	$0.01	21,048	20,429	20,429	1,244	1,191	1,174	0.07	0.06	0.06	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	5,029	4,881	4,881	1,138	1,089	1,073	0.06	0.06	0.06	-	-	-
School - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	710,683	689,781	689,781	227,506	211,723	203,573	17.16	15.97	15.35	-	-	-
School - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	4,252,983	4,127,895	4,127,895	9,077	8,447	8,122	0.68	0.64	0.61	-	-	-
School - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	359,921	349,335	349,335	34,672	32,923	32,205	3.69	3.50	3.43	-	-	-
School - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	912,004	885,181	885,181	3,796	3,549	3,406	0.40	0.38	0.36	-	-	-
School - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	450,013	436,777	436,777	15,938	14,778	13,663	1.70	1.57	1.45	-	-	-
School - E	Existing			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	69,492	67,449	67,449	17	16	16	-	-	-	-	-	-
School - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	538,917	523,067	523,067	4,545	4,406	4,392	0.23	0.22	0.22	-	-	-
School - E	Existing			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	312,889	303,687	303,687	83,997	79,430	77,434	112.70	106.57	103.90	-	-	-
School - E	Existing			HVAC - Occupancy Sensors		per sq ft	$0.00	50%	$0.00	-	658,027	658,027	-	49,697	48,448	-	66.68	65.01	-	-	-
School - E	Existing			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	8,649,020	8,394,637	8,394,637	180,019	168,276	161,509	-	-	-	-	-	-
School - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	11,364,046	11,029,809	11,029,809	9,270	8,722	8,482	-	-	-	-	-	-
School - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	3,808,226	3,696,219	3,696,219	86,826	83,911	83,374	-	-	-	-	-	-
School - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.02	50%	$0.01	12,408	12,043	12,043	1,036	992	978	0.06	0.06	0.05	-	-	-
School - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	59,616	57,863	57,863	8,601	7,593	6,952	-	-	-	-	-	-
School - E	New			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	117,279	113,829	113,829	450	442	447	0.34	0.34	0.35	-	-	-
School - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	73,260	71,105	71,105	1,612	1,558	1,550	0.39	0.39	0.40	-	-	-
School - E	New			Windows - High Efficiency		per sq ft	$0.10	50%	$0.05	240,511	233,437	233,437	7,950	7,815	7,914	4.98	4.97	5.10	-	-	-
School - E	New			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.01	50%	$0.00	1,018	988	988	227	217	214	-	-	-	-	-	-
School - E	New			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	6,517	6,326	6,326	114	109	107	0.08	0.07	0.07	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	New			Air-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	5,679	5,512	5,512	1,949	1,862	1,839	2.62	2.50	2.47	-	-	-
School - E	New			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.01	50%	$0.00	5,809	5,638	5,638	1,729	1,677	1,673	0.90	0.87	0.87	-	-	-
School - E	New			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	5,913	5,739	5,739	91	88	88	-	-	-	-	-	-
School - E	New			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	10,314	10,011	10,011	5,793	5,621	5,607	7.77	7.54	7.52	-	-	-
School - E	New			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	10,842	10,523	10,523	1,769	1,716	1,712	-	-	-	-	-	-
School - E	New			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	6,117	5,937	5,937	78	76	76	0.05	0.05	0.05	-	-	-
School - E	New			Water-Cooled Chiller - Maintenance		per sq ft	$0.08	50%	$0.04	5,331	5,174	5,174	1,340	1,300	1,297	1.80	1.75	1.74	-	-	-
School - E	New			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	13,544	13,146	13,146	2,868	2,752	2,726	3.85	3.70	3.66	-	-	-
School - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	9,225	8,954	8,954	4,498	4,342	4,317	-	-	-	-	-	-
School - E	New			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	266,693	258,849	258,849	47,032	45,523	45,338	1.44	1.39	1.38	-	-	-
School - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	644	625	625	129	120	116	0.01	0.01	0.01	-	-	-
School - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	548	532	532	222	206	199	0.01	0.01	0.01	-	-	-
School - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	739	717	717	137	127	123	0.01	0.01	0.01	-	-	-
School - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	497	482	482	99	92	89	0.01	0.01	0.00	-	-	-
School - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	235,516	228,589	228,589	65,228	62,409	61,715	4.92	4.71	4.65	-	-	-
School - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	126,771	123,042	123,042	234	224	221	0.02	0.02	0.02	-	-	-
School - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	37,105	36,014	36,014	3,177	2,971	2,895	0.34	0.32	0.31	-	-	-
School - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	86,068	83,537	83,537	282	267	263	0.03	0.03	0.03	-	-	-
School - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	23,215	22,532	22,532	483	452	441	0.05	0.05	0.05	-	-	-
School - E	New			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	4,732	4,593	4,593	1	1	1	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	57,621	55,927	55,927	486	469	467	0.02	0.02	0.02	-	-	-
School - E	New			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	29,776	28,900	28,900	5,789	5,554	5,502	7.77	7.45	7.38	-	-	-
School - E	New			HVAC - Occupancy Sensors		per sq ft	$0.00	50%	$0.00	-	37,658	37,658	-	2,044	2,025	-	2.74	2.72	-	-	-
School - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	48,041	46,628	46,628	11,671	11,199	11,093	-	-	-	-	-	-
School - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	573,727	556,852	556,852	79,449	76,016	75,170	-	-	-	-	-	-
School - E	New			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	816,956	792,928	792,928	13,364	12,693	12,462	-	-	-	-	-	-
School - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	1,172,996	1,138,496	1,138,496	944	889	870	-	-	-	-	-	-
School - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	392,381	380,840	380,840	8,915	8,630	8,578	-	-	-	-	-	-
School - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	27,170	26,371	26,371	2,200	2,111	2,091	2.95	2.83	2.81	-	-	-
School - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	5,632	5,467	5,467	441	417	410	-	-	-	-	-	-
Health - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	1,013,368	983,563	983,563	40,616	38,009	36,760	0.77	0.72	0.71	-	-	-
Health - E	Existing			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.01	50%	$0.00	14,255	13,836	13,836	7,403	7,112	7,036	-	-	-	-	-	-
Health - E	Existing			Air-Cooled Chiller - Economizer		per sq ft	$0.01	50%	$0.00	133,987	130,046	130,046	251,515	241,617	239,041	-	-	-	-	-	-
Health - E	Existing			Air-Cooled Chiller - VSD on fans		per sq ft	$0.02	50%	$0.01	119,276	115,768	115,768	48	46	46	1.08	1.04	1.03	-	-	-
Health - E	Existing			Air-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	92,816	90,086	90,086	74,680	71,741	70,976	2.78	2.67	2.64	-	-	-
Health - E	Existing			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	43,118	41,850	41,850	2,444	2,348	2,323	0.24	0.23	0.23	-	-	-
Health - E	Existing			Air-Cooled Chiller - Maintenance		per sq ft	$0.28	50%	$0.14	69,195	67,160	67,160	47,735	45,857	45,368	12.14	11.66	11.53	-	-	-
Health - E	Existing			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.00	50%	$0.00	270,436	262,482	262,482	190,433	178,267	172,571	18.73	17.53	16.97	-	-	-
Health - E	Existing			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	409,869	397,814	397,814	39,603	37,073	35,888	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	Existing			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	374,898	363,872	363,872	498,393	466,554	451,645	126.79	118.69	114.90	-	-	-
Health - E	Existing			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	291,294	282,727	282,727	129,712	121,426	117,546	-	-	-	-	-	-
Health - E	Existing			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.00	50%	$0.00	-	-	187,979	-	-	2,755	-	-	0.29	-	-	-
Health - E	Existing			Water-Cooled Chiller - Maintenance		per sq ft	$0.28	50%	$0.14	211,266	205,052	205,052	40,541	37,951	36,738	12.34	11.55	11.18	-	-	-
Health - E	Existing			RTU - Maintenance		per sq ft	$0.28	50%	$0.14	364,290	353,575	353,575	92,928	87,676	85,149	28.28	26.68	25.91	-	-	-
Health - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	84,536	82,050	82,050	62,317	60,409	60,209	-	-	-	-	-	-
Health - E	Existing			Heat Pump - Maintenance		per sq ft	$0.04	50%	$0.02	5,517	5,355	5,355	1,302	1,229	1,193	0.23	0.22	0.21	-	-	-
Health - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.01	50%	$0.00	1,939,664	1,882,615	1,882,615	781,878	728,238	702,084	26.51	24.69	23.80	-	-	-
Health - E	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	83,609	81,150	81,150	15,941	15,266	15,038	-	-	-	-	-	-
Health - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	17,679	17,159	17,159	8,115	7,771	7,655	0.67	0.64	0.63	-	-	-
Health - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	15,054	14,612	14,612	13,975	13,383	13,184	1.15	1.10	1.08	-	-	-
Health - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	16,736	16,243	16,243	7,091	6,791	6,689	0.58	0.56	0.55	-	-	-
Health - E	Existing			Water Heater - Install Timer		per sq ft	$0.00	50%	$0.00	-	-	76,227	-	-	13,341	-	-	1.10	-	-	-
Health - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.04	50%	$0.02	47,767	46,362	46,362	5,728	5,485	5,403	0.45	0.43	0.43	-	-	-
Health - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	13,639	13,238	13,238	6,260	5,995	5,906	0.51	0.49	0.49	-	-	-
Health - E	Existing			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	825,570	801,288	801,288	283,524	262,650	252,335	29.81	27.62	26.53	-	-	-
Health - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	3,259,341	3,163,478	3,163,478	7,462	6,913	6,641	0.78	0.73	0.70	-	-	-
Health - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	364,001	353,295	353,295	37,539	35,646	34,868	3.95	3.75	3.67	-	-	-
Health - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	821,017	796,869	796,869	3,539	3,336	3,227	0.37	0.35	0.34	-	-	-
Health - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	447,637	434,471	434,471	17,036	15,826	14,689	1.79	1.67	1.55	-	-	-
Health - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	711,324	690,403	690,403	131,668	127,653	127,239	14.29	13.85	13.81	-	-	-
Health - E	Existing			Refrigerator - eCube		per sq ft	$0.00	50%	$0.00	7,929,963	7,696,729	7,696,729	170,899	161,105	155,835	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	6,220,050	6,037,107	6,037,107	6,439	6,090	5,932	-	-	-	-	-	-
Health - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	2,902,597	2,817,227	2,817,227	111,032	107,304	106,617	-	-	-	-	-	-
Health - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.00	28,287	27,455	27,455	4,794	4,591	4,522	0.39	0.38	0.37	-	-	-
Health - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	19,674	19,095	19,095	2,983	2,625	2,399	-	-	-	-	-	-
Health - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	82,858	80,421	80,421	3,372	3,258	3,238	0.10	0.10	0.10	-	-	-
Health - E	New			Air-Cooled Chiller - Condenser Air Temperature Reset		per sq ft	$0.01	50%	$0.00	875	849	849	303	289	286	-	-	-	-	-	-
Health - E	New			Air-Cooled Chiller - Economizer		per sq ft	$0.01	50%	$0.00	5,659	5,493	5,493	6,230	5,953	5,879	-	-	-	-	-	-
Health - E	New			Air-Cooled Chiller - VSD on fans		per sq ft	$0.02	50%	$0.01	12,319	11,957	11,957	18	17	17	0.09	0.09	0.09	-	-	-
Health - E	New			Air-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	6,621	6,427	6,427	3,757	3,590	3,546	0.01	0.01	0.01	-	-	-
Health - E	New			Air-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	4,458	4,327	4,327	124	118	117	0.02	0.02	0.02	-	-	-
Health - E	New			Air-Cooled Chiller - Maintenance		per sq ft	$0.28	50%	$0.14	3,798	3,686	3,686	2,075	1,982	1,958	0.53	0.50	0.50	-	-	-
Health - E	New			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.00	50%	$0.00	16,336	15,855	15,855	6,665	6,466	6,450	0.66	0.64	0.63	-	-	-
Health - E	New			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	38,129	37,008	37,008	29,471	28,594	28,524	7.50	7.27	7.26	-	-	-
Health - E	New			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	20,329	19,731	19,731	4,436	4,304	4,294	-	-	-	-	-	-
Health - E	New			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.01	13,410	13,015	13,015	115	112	111	0.02	0.02	0.02	-	-	-
Health - E	New			Water-Cooled Chiller - Maintenance		per sq ft	$0.28	50%	$0.14	11,688	11,344	11,344	1,345	1,305	1,302	0.41	0.40	0.40	-	-	-
Health - E	New			RTU - Maintenance		per sq ft	$0.28	50%	$0.14	19,592	19,016	19,016	3,526	3,386	3,355	1.07	1.03	1.02	-	-	-
Health - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	31,774	30,839	30,839	20,365	19,744	19,686	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	New			Heat Pump - Maintenance		per sq ft	$0.04	50%	$0.02	547	531	531	108	103	101	0.02	0.02	0.02	-	-	-
Health - E	New			Ventilation - Variable Speed Control		per sq ft	$0.01	50%	$0.00	204,373	198,362	198,362	103,155	99,952	99,620	3.50	3.39	3.38	-	-	-
Health - E	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	8,604	8,351	8,351	1,451	1,347	1,304	-	-	-	-	-	-
Health - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	1,643	1,595	1,595	667	619	600	0.05	0.05	0.05	-	-	-
Health - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	1,399	1,358	1,358	1,149	1,066	1,032	0.09	0.09	0.08	-	-	-
Health - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	1,722	1,672	1,672	646	599	580	0.05	0.05	0.05	-	-	-
Health - E	New			Water Heater - Pipe Insulation		per sq ft	$0.04	50%	$0.02	3,553	3,449	3,449	377	350	339	0.03	0.03	0.03	-	-	-
Health - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	1,268	1,231	1,231	515	478	463	0.04	0.04	0.04	-	-	-
Health - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.11	50%	$0.06	259,544	251,911	251,911	78,874	74,730	73,510	8.29	7.86	7.73	-	-	-
Health - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	97,153	94,295	94,295	197	186	183	0.02	0.02	0.02	-	-	-
Health - E	New			Interior Lighting - Occupancy Sensors		per sq ft	$0.00	50%	$0.00	-	-	138,298	-	-	13,452	-	-	0.71	-	-	-
Health - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	36,935	35,849	35,849	3,386	3,166	3,086	0.36	0.33	0.32	-	-	-
Health - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	77,552	75,272	75,272	269	255	250	0.03	0.03	0.03	-	-	-
Health - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	23,108	22,429	22,429	433	390	371	0.05	0.04	0.04	-	-	-
Health - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	74,945	72,741	72,741	13,860	13,399	13,336	1.50	1.45	1.45	-	-	-
Health - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	84,465	81,981	81,981	40,956	39,375	39,047	-	-	-	-	-	-
Health - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	440,776	427,812	427,812	66,975	63,456	62,420	-	-	-	-	-	-
Health - E	New			Refrigerator - eCube		per sq ft	$0.00	50%	$0.00	750,911	728,825	728,825	13,023	12,323	12,105	-	-	-	-	-	-
Health - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	641,833	622,955	622,955	651	618	606	-	-	-	-	-	-
Health - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	299,073	290,277	290,277	11,401	11,036	10,970	-	-	-	-	-	-
Health - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	47,646	46,245	46,245	7,701	7,404	7,342	1.96	1.88	1.87	-	-	-
Health - E	New			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.00	2,103	2,041	2,041	315	293	283	0.03	0.02	0.02	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	1,892	1,836	1,836	158	150	147	-	-	-	-	-	-
Lodging - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	1,244,751	1,208,141	1,208,141	13,533	12,996	12,836	0.44	0.42	0.42	-	-	-
Lodging - E	Existing			Windows - High Efficiency		per sq ft	$0.00	50%	$0.00	-	-	4,059,399	-	-	229,495	-	-	55.64	-	-	-
Lodging - E	Existing			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.00	50%	$0.00	28,356	27,522	27,522	3,276	3,081	2,994	0.46	0.43	0.42	-	-	-
Lodging - E	Existing			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	26,535	25,754	25,754	421	396	384	-	-	-	-	-	-
Lodging - E	Existing			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	38,743	37,603	37,603	2,830	2,662	2,587	-	-	-	-	-	-
Lodging - E	Existing			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.00	50%	$0.00	-	-	25,226	-	-	61	-	-	0.01	-	-	-
Lodging - E	Existing			Water-Cooled Chiller - Maintenance		per sq ft	$0.33	50%	$0.16	37,499	36,396	36,396	1,181	1,110	1,079	0.51	0.48	0.47	-	-	-
Lodging - E	Existing			RTU - Maintenance		per sq ft	$0.33	50%	$0.16	239,135	232,102	232,102	25,118	24,165	23,913	10.88	10.47	10.36	-	-	-
Lodging - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	256,462	248,919	248,919	51,170	49,571	49,375	-	-	-	-	-	-
Lodging - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.01	50%	$0.00	1,842,537	1,788,344	1,788,344	233,552	225,264	223,384	7.13	6.87	6.82	-	-	-
Lodging - E	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	252,637	245,206	245,206	48,477	46,388	45,667	-	-	-	-	-	-
Lodging - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	44,243	42,942	42,942	20,438	19,557	19,253	1.42	1.36	1.34	-	-	-
Lodging - E	Existing			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	346,340	336,154	336,154	323,576	309,632	304,816	22.52	21.55	21.21	-	-	-
Lodging - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	50,569	49,082	49,082	21,563	20,634	20,313	1.50	1.44	1.41	-	-	-
Lodging - E	Existing			Water Heater - Pipe Insulation		per sq ft	$0.05	50%	$0.03	189,086	183,525	183,525	22,819	21,836	21,496	1.53	1.46	1.44	-	-	-
Lodging - E	Existing			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	34,143	33,139	33,139	15,772	15,093	14,858	1.10	1.05	1.03	-	-	-
Lodging - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	3,020,434	2,931,598	2,931,598	4,189	3,729	3,514	0.34	0.30	0.29	-	-	-
Lodging - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	229,553	222,802	222,802	27,054	25,689	25,129	2.75	2.61	2.55	-	-	-
Lodging - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	552,133	535,894	535,894	2,454	2,293	2,199	0.25	0.23	0.22	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	282,297	273,994	273,994	12,065	11,148	10,250	1.23	1.13	1.04	-	-	-
Lodging - E	Existing			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	252,271	244,851	244,851	1,000	967	961	-	-	-	-	-	-
Lodging - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	832,269	807,791	807,791	11,524	11,173	11,137	1.08	1.05	1.05	-	-	-
Lodging - E	Existing			Thermostat - Clock/Programmable		per sq ft	$0.03	50%	$0.02	700,473	679,871	679,871	40,838	38,994	38,312	14.79	14.12	13.88	-	-	-
Lodging - E	Existing			Lodging - Guest Room Controls		per sq ft	$0.00	50%	$0.00	2,506,346	2,432,630	2,432,630	417,262	398,703	392,005	18.83	17.99	17.69	-	-	-
Lodging - E	Existing			Refrigerator - eCube		per sq ft	$0.00	50%	$0.00	5,332,889	5,176,040	5,176,040	118,513	110,759	106,188	-	-	-	-	-	-
Lodging - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	2,477,161	2,404,303	2,404,303	13,933	13,465	13,379	-	-	-	-	-	-
Lodging - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.00	114,328	110,965	110,965	19,500	18,660	18,370	1.36	1.30	1.28	-	-	-
Lodging - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	29,952	29,071	29,071	5,262	4,644	4,250	-	-	-	-	-	-
Lodging - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	101,231	98,253	98,253	1,317	1,275	1,269	0.07	0.07	0.07	-	-	-
Lodging - E	New			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.00	50%	$0.00	1,681	1,631	1,631	119	115	115	0.02	0.02	0.02	-	-	-
Lodging - E	New			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	3,802	3,690	3,690	143	139	139	-	-	-	-	-	-
Lodging - E	New			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.02	50%	$0.01	1,856	1,802	1,802	3	3	3	0.00	0.00	0.00	-	-	-
Lodging - E	New			Water-Cooled Chiller - Maintenance		per sq ft	$0.33	50%	$0.16	3,427	3,326	3,326	68	66	66	0.03	0.03	0.03	-	-	-
Lodging - E	New			RTU - Maintenance		per sq ft	$0.33	50%	$0.16	21,728	21,089	21,089	2,086	2,018	2,010	0.90	0.87	0.87	-	-	-
Lodging - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	96,393	93,558	93,558	17,624	17,063	16,998	-	-	-	-	-	-
Lodging - E	New			Ventilation - Variable Speed Control		per sq ft	$0.01	50%	$0.00	189,392	183,822	183,822	39,181	37,964	37,834	1.20	1.16	1.15	-	-	-
Lodging - E	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	25,970	25,206	25,206	4,446	4,125	3,995	-	-	-	-	-	-
Lodging - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	4,548	4,414	4,414	1,874	1,739	1,684	0.13	0.12	0.12	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - E	New			Water Heater - Low Flow Showerheads		per sq ft	$0.00	50%	$0.00	35,599	34,552	34,552	29,675	27,533	26,662	2.07	1.92	1.86	-	-	-
Lodging - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	5,198	5,045	5,045	1,978	1,835	1,777	0.14	0.13	0.12	-	-	-
Lodging - E	New			Water Heater - Pipe Insulation		per sq ft	$0.05	50%	$0.03	18,634	18,086	18,086	2,006	1,862	1,803	0.14	0.13	0.13	-	-	-
Lodging - E	New			Water Heater - Pre-Rinse Spray Valve		per sq ft	$0.00	50%	$0.00	3,510	3,406	3,406	1,446	1,342	1,300	0.10	0.09	0.09	-	-	-
Lodging - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	90,032	87,384	87,384	114	104	99	0.01	0.01	0.01	-	-	-
Lodging - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	23,317	22,632	22,632	2,442	2,284	2,226	0.25	0.23	0.23	-	-	-
Lodging - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	52,247	50,710	50,710	203	189	184	0.02	0.02	0.02	-	-	-
Lodging - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	14,589	14,159	14,159	656	591	561	0.07	0.06	0.06	-	-	-
Lodging - E	New			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	23,468	22,778	22,778	90	85	83	-	-	-	-	-	-
Lodging - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	85,544	83,028	83,028	1,183	1,144	1,139	0.11	0.11	0.11	-	-	-
Lodging - E	New			Lodging - Guest Room Controls		per sq ft	$0.00	50%	$0.00	121,096	117,534	117,534	18,406	17,769	17,677	0.04	0.04	0.04	-	-	-
Lodging - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	93,378	90,632	90,632	19,812	19,100	18,974	-	-	-	-	-	-
Lodging - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	407,456	395,472	395,472	38,729	35,163	33,769	-	-	-	-	-	-
Lodging - E	New			Refrigerator - eCube		per sq ft	$0.00	50%	$0.00	505,840	490,962	490,962	9,811	9,167	8,930	-	-	-	-	-	-
Lodging - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	255,292	247,783	247,783	1,431	1,385	1,377	-	-	-	-	-	-
Lodging - E	New			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.00	11,266	10,935	10,935	1,715	1,591	1,540	0.12	0.11	0.11	-	-	-
Lodging - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	2,855	2,771	2,771	273	258	254	-	-	-	-	-	-
Warehouse - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	933,608	906,149	906,149	6,259	6,031	5,977	0.59	0.59	0.60	-	-	-
Warehouse - E	Existing			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	83,574	81,116	81,116	29,280	27,408	26,516	54.30	50.83	49.18	-	-	-
Warehouse - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	55,359	53,731	53,731	35,999	34,797	34,538	-	-	-	-	-	-
Warehouse - E	Existing			Heat Pump - Maintenance		per sq ft	$0.02	50%	$0.01	4,247	4,122	4,122	1,113	1,062	1,043	1.61	1.54	1.53	-	-	-
Warehouse - E	Existing			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	2,894,901	2,809,756	2,809,756	138,194	132,838	131,296	4.17	4.01	3.97	-	-	-
Warehouse - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	4,953,192	4,807,510	4,807,510	5,465	4,959	4,693	0.99	0.90	0.85	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	262,374	254,657	254,657	4,950	4,639	4,423	0.55	0.51	0.49	-	-	-
Warehouse - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	142,971	138,766	138,766	56,193	52,034	48,002	6.23	5.77	5.32	-	-	-
Warehouse - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	745,459	723,533	723,533	19,944	19,336	19,273	3.25	3.15	3.14	-	-	-
Warehouse - E	Existing			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	223,311	216,743	216,743	894	830	797	1.66	1.54	1.48	-	-	-
Warehouse - E	Existing			HVAC - Occupancy Sensors		per sq ft	$0.14	50%	$0.07	287,842	279,376	279,376	19,828	18,405	17,669	36.79	34.16	32.79	-	-	-
Warehouse - E	Existing			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	2,534,193	2,459,658	2,459,658	239,037	224,036	213,580	-	-	-	-	-	-
Warehouse - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	8,632,086	8,378,201	8,378,201	3,856	3,610	3,505	-	-	-	-	-	-
Warehouse - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	3,334,938	3,236,851	3,236,851	34,588	33,427	33,213	-	-	-	-	-	-
Warehouse - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.01	50%	$0.01	23,513	22,822	22,822	415	397	391	0.04	0.04	0.04	-	-	-
Warehouse - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.02	50%	$0.01	1,721	1,671	1,671	774	746	741	-	-	-	-	-	-
Warehouse - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	78,512	76,203	76,203	486	468	464	0.09	0.10	0.11	-	-	-
Warehouse - E	New			RTU - Maintenance		per sq ft	$0.08	50%	$0.04	11,648	11,306	11,306	2,545	2,440	2,418	4.72	4.52	4.48	-	-	-
Warehouse - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	19,563	18,987	18,987	11,699	11,309	11,254	-	-	-	-	-	-
Warehouse - E	New			Heat Pump - Maintenance		per sq ft	$0.02	50%	$0.01	538	522	522	105	101	101	0.16	0.16	0.16	-	-	-
Warehouse - E	New			Ventilation - Variable Speed Control		per sq ft	$0.02	50%	$0.01	310,256	301,131	301,131	14,650	14,204	14,162	0.44	0.43	0.43	-	-	-
Warehouse - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.00	50%	$0.00	-	675,984	675,984	-	91,727	90,357	-	16.58	16.34	-	-	-
Warehouse - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	147,642	143,300	143,300	136	130	128	0.02	0.02	0.02	-	-	-
Warehouse - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	25,051	24,314	24,314	361	342	337	0.04	0.04	0.04	-	-	-
Warehouse - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	7,404	7,186	7,186	1,602	1,498	1,462	0.18	0.17	0.16	-	-	-
Warehouse - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	76,622	74,368	74,368	2,048	1,980	1,971	0.33	0.32	0.32	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - E	New			Thermostat - Clock/Programmable		per sq ft	$0.01	50%	$0.00	10,926	10,605	10,605	180	170	168	0.33	0.32	0.31	-	-	-
Warehouse - E	New			HVAC - Occupancy Sensors		per sq ft	$0.14	50%	$0.07	19,801	19,218	19,218	873	828	815	1.62	1.54	1.51	-	-	-
Warehouse - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	75,335	73,119	73,119	14,692	13,942	13,723	-	-	-	-	-	-
Warehouse - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	1,142,981	1,109,364	1,109,364	79,209	75,267	74,143	-	-	-	-	-	-
Warehouse - E	New			Refrigerator - eCube		per sq ft	$0.01	50%	$0.00	241,614	234,508	234,508	17,392	16,516	16,251	-	-	-	-	-	-
Warehouse - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	893,034	866,768	866,768	393	369	361	-	-	-	-	-	-
Warehouse - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	343,891	333,777	333,777	3,554	3,440	3,420	-	-	-	-	-	-
Warehouse - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	17,679	17,159	17,159	1,149	1,091	1,073	2.13	2.02	1.99	-	-	-
Warehouse - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.02	50%	$0.01	194	188	188	86	83	82	-	-	-	-	-	-
Misc. - E	Existing			Insulation - Ceiling		per sq ft	$0.07	50%	$0.04	3,320,246	3,222,592	3,222,592	152,448	146,464	144,748	127.92	120.97	117.75	-	-	-
Misc. - E	Existing			Insulation - Radiant Barrier		per sq ft	$0.02	50%	$0.01	3,326,953	3,229,101	3,229,101	60,088	57,731	57,056	49.30	46.62	45.38	-	-	-
Misc. - E	Existing			Insulation - Wall Cavity		per sq ft	$0.03	50%	$0.02	3,325,025	3,227,230	3,227,230	63,353	61,188	60,775	9.85	9.32	9.07	-	-	-
Misc. - E	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	2,692,404	2,613,216	2,613,216	16,893	16,027	15,656	7.98	7.55	7.35	-	-	-
Misc. - E	Existing			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	4,345,057	4,217,261	4,217,261	357,009	339,988	333,275	193.16	182.66	177.81	-	-	-
Misc. - E	Existing			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.05	50%	$0.02	67,469	65,484	65,484	15,661	14,817	14,476	4.45	4.21	4.12	-	-	-
Misc. - E	Existing			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	62,400	60,564	60,564	5,751	5,442	5,316	-	-	-	-	-	-
Misc. - E	Existing			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	72,752	70,612	70,612	32,004	30,280	29,582	23.54	22.27	21.76	-	-	-
Misc. - E	Existing			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	95,072	92,276	92,276	13,955	13,204	12,899	-	-	-	-	-	-
Misc. - E	Existing			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.00	43,614	42,332	42,332	699	661	646	0.20	0.19	0.18	-	-	-
Misc. - E	Existing			Water-Cooled Chiller - Maintenance		per sq ft	$0.01	50%	$0.00	59,768	58,010	58,010	11,654	11,026	10,772	8.65	8.18	7.99	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	Existing			RTU - Maintenance		per sq ft	$0.01	50%	$0.00	2,095,825	2,034,183	2,034,183	666,171	628,520	610,405	494.43	466.48	453.04	-	-	-
Misc. - E	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.14	50%	$0.07	105,820	102,708	102,708	36,272	35,136	34,995	-	-	-	-	-	-
Misc. - E	Existing			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	112,830	109,511	109,511	24,192	23,168	22,822	3.57	3.42	3.37	-	-	-
Misc. - E	Existing			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	118,690	115,200	115,200	23,491	22,496	22,160	3.47	3.32	3.27	-	-	-
Misc. - E	Existing			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	9,402,752	9,126,201	9,126,201	16,233	15,073	14,526	2.06	1.91	1.84	-	-	-
Misc. - E	Existing			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	269,619	261,689	261,689	31,298	29,720	29,071	3.27	3.10	3.04	-	-	-
Misc. - E	Existing			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	790,744	767,487	767,487	3,633	3,349	3,177	0.38	0.35	0.33	-	-	-
Misc. - E	Existing			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	322,303	312,824	312,824	13,741	12,738	11,773	1.44	1.33	1.23	-	-	-
Misc. - E	Existing			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	1,514,570	1,470,024	1,470,024	1,432	1,384	1,376	-	-	-	-	-	-
Misc. - E	Existing			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	1,688,610	1,638,945	1,638,945	111,499	108,099	107,748	19.12	18.54	18.48	-	-	-
Misc. - E	Existing			Thermostat - Clock/Programmable		per sq ft	$0.00	50%	$0.00	1,960,780	1,903,110	1,903,110	288,727	272,502	264,748	212.38	200.45	194.74	-	-	-
Misc. - E	Existing			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	15,530,687	15,073,902	15,073,902	14,430	13,582	13,182	-	-	-	-	-	-
Misc. - E	Existing			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	5,608,020	5,443,078	5,443,078	159,869	154,502	153,513	-	-	-	-	-	-
Misc. - E	Existing			Water Heating - Booster Water Heater		per sq ft	$0.12	50%	$0.06	261,205	253,522	253,522	20,679	19,803	19,507	3.06	2.93	2.88	-	-	-
Misc. - E	Existing			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	100,735	97,773	97,773	17,513	15,461	14,155	-	-	-	-	-	-
Misc. - E	New			Insulation - Ceiling		per sq ft	$0.07	50%	$0.04	338,093	328,149	328,149	12,120	11,696	11,624	6.91	6.66	6.63	-	-	-
Misc. - E	New			Insulation - Radiant Barrier		per sq ft	$0.02	50%	$0.01	343,060	332,970	332,970	4,804	4,637	4,607	1.75	1.69	1.68	-	-	-
Misc. - E	New			Insulation - Wall Cavity		per sq ft	$0.03	50%	$0.02	342,402	332,332	332,332	4,661	4,499	4,468	-	-	-	-	-	-
Misc. - E	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	219,969	213,499	213,499	899	864	856	-	-	-	-	-	-
Misc. - E	New			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	545,345	529,305	529,305	28,845	27,798	27,606	15.33	14.78	14.70	-	-	-
Misc. - E	New			Water-Cooled Chiller - Condenser Water Temperature Reset		per sq ft	$0.00	50%	$0.00	-	4,024	4,024	-	423	422	-	0.12	0.12	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	New			Water-Cooled Chiller - Economizer		per sq ft	$0.00	50%	$0.00	4,100	3,979	3,979	78	75	75	-	-	-	-	-	-
Misc. - E	New			Water-Cooled Chiller - VSD on Fans		per sq ft	$1.17	50%	$0.59	7,369	7,152	7,152	1,465	1,421	1,418	1.08	1.05	1.04	-	-	-
Misc. - E	New			Water-Cooled Chiller - Chilled Water Reset		per sq ft	$0.01	50%	$0.00	7,826	7,596	7,596	441	428	427	-	-	-	-	-	-
Misc. - E	New			Water-Cooled Chiller - High Efficiency Cooling Tower Fans		per sq ft	$0.01	50%	$0.00	4,575	4,440	4,440	21	20	20	0.01	0.01	0.01	-	-	-
Misc. - E	New			Water-Cooled Chiller - Maintenance		per sq ft	$0.01	50%	$0.00	7,339	7,124	7,124	653	633	632	0.47	0.45	0.45	-	-	-
Misc. - E	New			RTU - Maintenance		per sq ft	$0.01	50%	$0.00	256,068	248,537	248,537	63,759	61,224	60,667	45.57	43.76	43.36	-	-	-
Misc. - E	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.14	50%	$0.07	39,622	38,457	38,457	12,698	12,303	12,261	-	-	-	-	-	-
Misc. - E	New			Water Heater - Faucet Aerators		per sq ft	$0.00	50%	$0.00	11,092	10,766	10,766	2,104	1,952	1,890	0.31	0.29	0.28	-	-	-
Misc. - E	New			Water Heater - Desuperheater		per sq ft	$0.04	50%	$0.02	12,192	11,833	11,833	2,135	1,981	1,918	0.32	0.29	0.28	-	-	-
Misc. - E	New			Interior Lighting - Daylighting Controls		per sq ft	$0.00	50%	$0.00	-	794,786	794,786	-	180,140	177,308	-	22.85	22.49	-	-	-
Misc. - E	New			Interior Lighting - LED Exit Lighting		per sq ft	$0.00	50%	$0.00	280,272	272,029	272,029	433	411	405	0.05	0.05	0.05	-	-	-
Misc. - E	New			Exterior Lighting - Daylighting Controls		per sq ft	$0.02	50%	$0.01	1,098,796	1,066,478	1,066,478	53,174	50,354	49,611	-	-	-	-	-	-
Misc. - E	New			Refrigerator - Auto Door Closer		per sq ft	$0.00	50%	$0.00	27,958	27,136	27,136	2,882	2,693	2,624	0.30	0.28	0.27	-	-	-
Misc. - E	New			Refrigerator - Evaporator Fan Controls		per sq ft	$0.00	50%	$0.00	74,983	72,777	72,777	252	237	233	0.03	0.02	0.02	-	-	-
Misc. - E	New			Vending Machine - Controller		per sq ft	$0.00	50%	$0.00	16,571	16,084	16,084	422	394	383	0.04	0.04	0.04	-	-	-
Misc. - E	New			Pool Pump - Timer		per sq ft	$0.00	50%	$0.00	103,844	100,790	100,790	95	90	88	-	-	-	-	-	-
Misc. - E	New			Non-HVAC Motors - Variable Speed Control		per sq ft	$0.00	50%	$0.00	174,758	169,618	169,618	11,529	11,146	11,093	1.98	1.91	1.90	-	-	-
Misc. - E	New			Thermostat - Clock/Programmable		per sq ft	$0.00	50%	$0.00	184,661	179,229	179,229	21,738	20,875	20,686	15.99	15.36	15.22	-	-	-
Misc. - E	New			Commissioning - HVAC		per sq ft	$0.38	50%	$0.19	244,396	237,207	237,207	60,475	58,074	57,548	-	-	-	-	-	-
Misc. - E	New			Commissioning - Lighting		per sq ft	$0.04	50%	$0.02	1,271,580	1,234,180	1,234,180	147,461	139,865	137,666	-	-	-	-	-	-
Misc. - E	New			Electronics - Smart Power Strip		per sq ft	$0.00	50%	$0.00	1,599,873	1,552,818	1,552,818	1,456	1,376	1,346	-	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	New			Electronics - Monitor Power Management		per sq ft	$0.00	50%	$0.00	576,417	559,464	559,464	16,376	15,852	15,757	-	-	-	-	-	-
Misc. - E	New			Insulation - Foundation		per sq ft	$0.32	50%	$0.16	137,302	133,264	133,264	11,325	10,875	10,777	8.33	8.00	7.93	-	-	-
Misc. - E	New			Water Heating - Booster Water Heater		per sq ft	$0.12	50%	$0.06	25,621	24,867	24,867	1,795	1,665	1,612	0.27	0.25	0.24	-	-	-
Misc. - E	New			Refrigeration - High Efficiency Evaporator Fan Motors		per sq ft	$0.00	50%	$0.00	9,470	9,192	9,192	894	846	831	-	-	-	-	-	-
Office - G	Existing			Insulation - Ceiling		per sq ft	$0.13	50%	$0.06	282,858	274,539	274,539	-	-	-	-	-	-	3,205	3,121	3,087
Office - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.03	50%	$0.02	283,642	275,299	275,299	-	-	-	-	-	-	1,240	1,208	1,195
Office - G	Existing			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	284,232	275,872	275,872	-	-	-	-	-	-	6,312	6,148	6,081
Office - G	Existing			Windows - High Efficiency		per sq ft	$0.18	50%	$0.09	268,415	260,520	260,520	-	-	-	-	-	-	2,857	2,783	2,752
Office - G	Existing			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	4,685	4,547	4,547	-	-	-	-	-	-	940	908	898
Office - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	5,567	5,404	5,404	-	-	-	-	-	-	489	472	467
Office - G	Existing			Gas Furnace - Maintenance		per sq ft	$0.01	50%	$0.01	653,923	634,690	634,690	-	-	-	-	-	-	19,763	19,253	19,040
Office - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	221,711	215,190	215,190	-	-	-	-	-	-	5,208	5,073	5,017
Office - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.00	50%	$0.00	-	-	249,400	-	-	-	-	-	-	-	-	2,228
Office - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	78,195	78,195	78,195	-	-	-	-	-	-	1,301	1,297	1,279
Office - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.02	50%	$0.01	3,221	3,126	3,126	-	-	-	-	-	-	43	42	41
Office - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	5,581	5,417	5,417	-	-	-	-	-	-	14	13	13
Office - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.16	50%	$0.08	76	74	74	-	-	-	-	-	-	13	12	12
Office - G	New			Insulation - Ceiling		per sq ft	$0.13	50%	$0.06	28,904	28,054	28,054	-	-	-	-	-	-	78	76	75
Office - G	New			Insulation - Radiant Barrier		per sq ft	$0.03	50%	$0.02	28,986	28,134	28,134	-	-	-	-	-	-	26	25	25
Office - G	New			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	28,918	28,068	28,068	-	-	-	-	-	-	173	166	164
Office - G	New			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	274	266	266	-	-	-	-	-	-	23	23	22
Office - G	New			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	384	373	373	-	-	-	-	-	-	32	32	31
Office - G	New			Gas Furnace - Maintenance		per sq ft	$0.01	50%	$0.01	44,897	43,577	43,577	-	-	-	-	-	-	1,587	1,531	1,511
Office - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	83,332	80,881	80,881	-	-	-	-	-	-	2,274	2,194	2,165

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	8,043	8,043	8,043	-	-	-	-	-	-	123	122	121
Office - G	New			Boiler O2 Trim Controls		per sq ft	$0.02	50%	$0.01	232	225	225	-	-	-	-	-	-	3	3	3
Office - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	385	373	373	-	-	-	-	-	-	1	1	1
Office - G	New			Exhaust Hood Makeup Air		per sq ft	$0.16	50%	$0.08	8	8	8	-	-	-	-	-	-	1	1	1
Restaurant - G	Existing			Insulation - Radiant Barrier		per sq ft	$2.60	50%	$1.30	113,029	109,705	109,705	-	-	-	-	-	-	4,376	4,263	4,216
Restaurant - G	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.01	50%	$0.01	103,935	100,878	100,878	-	-	-	-	-	-	101	98	97
Restaurant - G	Existing			Windows - High Efficiency		per sq ft	$0.39	50%	$0.20	180,450	175,143	175,143	-	-	-	-	-	-	4,134	4,027	3,983
Restaurant - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.37	50%	$0.18	1,099	1,066	1,066	-	-	-	-	-	-	86	83	83
Restaurant - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	85,281	82,772	82,772	-	-	-	-	-	-	2,145	2,090	2,066
Restaurant - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	103,983	100,925	100,925	-	-	-	-	-	-	3,407	3,296	3,252
Restaurant - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	58,210	58,210	58,210	-	-	-	-	-	-	3,190	3,179	3,137
Restaurant - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.01	1,052	1,021	1,021	-	-	-	-	-	-	13	12	12
Restaurant - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.01	50%	$0.01	1,103	1,070	1,070	-	-	-	-	-	-	2	2	2
Restaurant - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.12	50%	$0.06	25	24	24	-	-	-	-	-	-	4	4	4
Restaurant - G	New			Insulation - Radiant Barrier		per sq ft	$0.00	50%	$0.00	-	11,025	11,025	-	-	-	-	-	-	-	21	21
Restaurant - G	New			Windows - High Efficiency		per sq ft	$0.39	50%	$0.20	72,700	70,562	70,562	-	-	-	-	-	-	1,122	1,082	1,068
Restaurant - G	New			Gas Boiler - Maintenance		per sq ft	$0.37	50%	$0.18	185	179	179	-	-	-	-	-	-	9	9	8
Restaurant - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	32,056	31,113	31,113	-	-	-	-	-	-	727	701	692
Restaurant - G	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	10,688	10,373	10,373	-	-	-	-	-	-	320	309	306
Restaurant - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	5,987	5,987	5,987	-	-	-	-	-	-	299	298	294
Restaurant - G	New			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.01	68	66	66	-	-	-	-	-	-	0	0	0
Restaurant - G	New			Repair malfunctioning steam traps		per sq ft	$0.01	50%	$0.01	185	179	179	-	-	-	-	-	-	0	0	0
Restaurant - G	New			Exhaust Hood Makeup Air		per sq ft	$0.12	50%	$0.06	3	2	2	-	-	-	-	-	-	0	0	0
Retail - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.09	50%	$0.04	549,150	532,998	532,998	-	-	-	-	-	-	27,774	27,073	26,859

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Retail - G	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	522,069	506,714	506,714	-	-	-	-	-	-	660	643	638
Retail - G	Existing			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	1,069,714	1,038,252	1,038,252	-	-	-	-	-	-	32,017	31,210	30,962
Retail - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	50,272	48,794	48,794	-	-	-	-	-	-	3,623	3,506	3,472
Retail - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	428,368	415,769	415,769	-	-	-	-	-	-	14,076	13,721	13,612
Retail - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	168,638	163,678	163,678	-	-	-	-	-	-	2,071	2,003	1,976
Retail - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	108,903	108,903	108,903	-	-	-	-	-	-	3,150	3,139	3,101
Retail - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.01	45,615	44,273	44,273	-	-	-	-	-	-	504	488	483
Retail - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	50,602	49,114	49,114	-	-	-	-	-	-	89	86	85
Retail - G	Existing			Destratification Fans (HVLS)		per sq ft	$0.24	50%	$0.12	20,032	19,443	19,443	-	-	-	-	-	-	2,491	2,410	2,386
Retail - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.12	50%	$0.06	1,134	1,101	1,101	-	-	-	-	-	-	157	152	150
Retail - G	New			Insulation - Radiant Barrier		per sq ft	$0.00	50%	$0.00	-	54,011	54,011	-	-	-	-	-	-	-	145	144
Retail - G	New			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	99,607	96,677	96,677	-	-	-	-	-	-	2,117	2,066	2,054
Retail - G	New			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	5,331	5,174	5,174	-	-	-	-	-	-	280	271	269
Retail - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	161,019	156,283	156,283	-	-	-	-	-	-	5,030	4,908	4,880
Retail - G	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	17,344	16,834	16,834	-	-	-	-	-	-	194	188	186
Retail - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	11,192	11,192	11,192	-	-	-	-	-	-	272	271	269
Retail - G	New			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.01	3,079	2,989	2,989	-	-	-	-	-	-	25	24	24
Retail - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	5,357	5,199	5,199	-	-	-	-	-	-	9	9	9
Retail - G	New			Destratification Fans (HVLS)		per sq ft	$0.24	50%	$0.12	2,058	1,997	1,997	-	-	-	-	-	-	186	181	179
Retail - G	New			Exhaust Hood Makeup Air		per sq ft	$0.12	50%	$0.06	116	113	113	-	-	-	-	-	-	12	11	11
Grocery - G	Existing			Insulation - Ceiling		per sq ft	$0.00	50%	$0.00	-	54,559	54,559	-	-	-	-	-	-	-	3,639	3,599
Grocery - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.45	50%	$0.22	61,276	59,474	59,474	-	-	-	-	-	-	1,656	1,613	1,595
Grocery - G	Existing			Insulation - Wall Cavity		per sq ft	$1.00	50%	$0.50	57,456	55,766	55,766	-	-	-	-	-	-	6,113	5,956	5,890
Grocery - G	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	54,570	52,965	52,965	-	-	-	-	-	-	119	116	115

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Grocery - G	Existing			Windows - High Efficiency		per sq ft	$0.25	50%	$0.12	136,086	132,083	132,083	-	-	-	-	-	-	2,946	2,870	2,838
Grocery - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.05	50%	$0.03	44,772	43,455	43,455	-	-	-	-	-	-	1,281	1,248	1,234
Grocery - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	56,127	54,476	54,476	-	-	-	-	-	-	642	620	612
Grocery - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	31,472	31,472	31,472	-	-	-	-	-	-	600	597	589
Grocery - G	New			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	4,428	4,298	4,298	-	-	-	-	-	-	10	10	10
Grocery - G	New			Windows - High Efficiency		per sq ft	$0.25	50%	$0.12	25,452	24,704	24,704	-	-	-	-	-	-	558	539	532
Grocery - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.05	50%	$0.03	16,828	16,333	16,333	-	-	-	-	-	-	436	421	415
Grocery - G	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	5,796	5,625	5,625	-	-	-	-	-	-	60	58	58
Grocery - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
College - G	Existing			Insulation - Ceiling		per sq ft	$0.70	50%	$0.35	222,036	215,505	215,505	-	-	-	-	-	-	3,372	3,279	3,243
College - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	224,558	217,954	217,954	-	-	-	-	-	-	1,311	1,275	1,261
College - G	Existing			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	224,478	217,876	217,876	-	-	-	-	-	-	1,466	1,426	1,410
College - G	Existing			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	55,093	53,472	53,472	-	-	-	-	-	-	5,227	5,037	4,977
College - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	87,945	85,358	85,358	-	-	-	-	-	-	5,605	5,401	5,337
College - G	Existing			Gas Furnace - Maintenance		per sq ft	$0.04	50%	$0.02	588,329	571,025	571,025	-	-	-	-	-	-	27,838	27,123	26,826
College - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	131,946	128,065	128,065	-	-	-	-	-	-	5,003	4,866	4,812
College - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	170,695	165,675	165,675	-	-	-	-	-	-	2,880	2,786	2,749
College - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	110,106	110,106	110,106	-	-	-	-	-	-	3,809	3,792	3,743
College - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.02	50%	$0.01	74,163	71,981	71,981	-	-	-	-	-	-	725	698	690
College - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	87,145	84,582	84,582	-	-	-	-	-	-	216	208	206
College - G	Existing			Destratification Fans (HVLS)		per sq ft	$0.32	50%	$0.16	21,199	20,575	20,575	-	-	-	-	-	-	2,331	2,246	2,219
College - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.16	50%	$0.08	600	583	583	-	-	-	-	-	-	73	71	70
College - G	New			Insulation - Ceiling		per sq ft	$0.70	50%	$0.35	22,721	22,053	22,053	-	-	-	-	-	-	213	206	204
College - G	New			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	22,707	22,039	22,039	-	-	-	-	-	-	69	67	66

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
College - G	New			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	22,737	22,069	22,069	-	-	-	-	-	-	57	55	55
College - G	New			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	3,224	3,129	3,129	-	-	-	-	-	-	196	191	190
College - G	New			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	9,046	8,780	8,780	-	-	-	-	-	-	434	424	422
College - G	New			Gas Furnace - Maintenance		per sq ft	$0.04	50%	$0.02	60,152	58,383	58,383	-	-	-	-	-	-	2,698	2,601	2,567
College - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	49,593	48,135	48,135	-	-	-	-	-	-	1,721	1,662	1,642
College - G	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	17,545	17,029	17,029	-	-	-	-	-	-	270	262	259
College - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	11,326	11,326	11,326	-	-	-	-	-	-	339	339	335
College - G	New			Boiler O2 Trim Controls		per sq ft	$0.02	50%	$0.01	3,122	3,030	3,030	-	-	-	-	-	-	23	22	22
College - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	8,932	8,669	8,669	-	-	-	-	-	-	21	21	21
College - G	New			Destratification Fans (HVLS)		per sq ft	$0.32	50%	$0.16	2,178	2,114	2,114	-	-	-	-	-	-	180	176	175
College - G	New			Exhaust Hood Makeup Air		per sq ft	$0.16	50%	$0.08	62	60	60	-	-	-	-	-	-	6	6	5
School - G	Existing			Insulation - Ceiling		per sq ft	$0.70	50%	$0.35	510,709	495,688	495,688	-	-	-	-	-	-	4,021	3,888	3,844
School - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	540,696	524,793	524,793	-	-	-	-	-	-	1,637	1,583	1,564
School - G	Existing			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	510,902	495,875	495,875	-	-	-	-	-	-	1,730	1,673	1,654
School - G	Existing			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	625,152	606,765	606,765	-	-	-	-	-	-	26,637	25,667	25,364
School - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	652,608	633,414	633,414	-	-	-	-	-	-	18,680	18,000	17,787
School - G	Existing			Gas Furnace - Maintenance		per sq ft	$0.04	50%	$0.02	359,069	348,508	348,508	-	-	-	-	-	-	7,630	7,434	7,353
School - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	403,624	391,753	391,753	-	-	-	-	-	-	7,934	7,672	7,585
School - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	564,272	547,675	547,675	-	-	-	-	-	-	5,257	5,086	5,017
School - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.02	50%	$0.01	549,005	532,858	532,858	-	-	-	-	-	-	2,410	2,322	2,294
School - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	648,727	629,647	629,647	-	-	-	-	-	-	1,610	1,551	1,533
School - G	New			Insulation - Ceiling		per sq ft	$0.70	50%	$0.35	52,252	50,715	50,715	-	-	-	-	-	-	227	221	219
School - G	New			Insulation - Radiant Barrier		per sq ft	$0.18	50%	$0.09	55,028	53,410	53,410	-	-	-	-	-	-	77	75	75
School - G	New			Insulation - Wall Cavity		per sq ft	$0.16	50%	$0.08	52,210	50,675	50,675	-	-	-	-	-	-	61	59	59
School - G	New			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	36,551	35,476	35,476	-	-	-	-	-	-	997	974	969

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - G	New			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	68,197	66,192	66,192	-	-	-	-	-	-	1,470	1,436	1,429
School - G	New			Gas Furnace - Maintenance		per sq ft	$0.04	50%	$0.02	37,308	36,211	36,211	-	-	-	-	-	-	751	724	715
School - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.02	50%	$0.01	151,706	147,244	147,244	-	-	-	-	-	-	2,435	2,368	2,349
School - G	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	58,013	56,307	56,307	-	-	-	-	-	-	494	478	472
School - G	New			Boiler O2 Trim Controls		per sq ft	$0.02	50%	$0.01	37,072	35,982	35,982	-	-	-	-	-	-	123	120	119
School - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	67,420	65,437	65,437	-	-	-	-	-	-	161	158	157
School - G	New			Exhaust Hood Makeup Air		per sq ft	$0.00	50%	$0.00	-	-	1,749	-	-	-	-	-	-	-	-	72
Health - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.22	50%	$0.11	209,219	203,065	203,065	-	-	-	-	-	-	1,162	1,132	1,120
Health - G	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	195,195	189,454	189,454	-	-	-	-	-	-	423	412	408
Health - G	Existing			Windows - High Efficiency		per sq ft	$0.90	50%	$0.45	329,076	319,397	319,397	-	-	-	-	-	-	2,234	2,176	2,153
Health - G	Existing			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	19,816	19,233	19,233	-	-	-	-	-	-	3,954	3,824	3,785
Health - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	20,802	20,190	20,190	-	-	-	-	-	-	2,433	2,353	2,329
Health - G	Existing			Gas Furnace - Maintenance		per sq ft	$0.02	50%	$0.01	411,486	399,384	399,384	-	-	-	-	-	-	29,327	28,580	28,282
Health - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	127,543	123,792	123,792	-	-	-	-	-	-	7,186	6,999	6,926
Health - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	215,925	209,574	209,574	-	-	-	-	-	-	8,389	8,113	8,001
Health - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	126,013	126,013	126,013	-	-	-	-	-	-	8,558	8,527	8,412
Health - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.00	29,864	28,986	28,986	-	-	-	-	-	-	536	518	513
Health - G	Existing			Boiler Parallel Positioning Control		per sq ft	$0.07	50%	$0.04	29,078	28,222	28,222	-	-	-	-	-	-	522	504	499
Health - G	Existing			Boiler blowdown heat exchanger (steam)		per sq ft	$0.31	50%	$0.15	29,040	28,186	28,186	-	-	-	-	-	-	1,458	1,410	1,396
Health - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	20,600	19,994	19,994	-	-	-	-	-	-	58	56	56
Health - G	Existing			Destratification Fans (HVLS)		per sq ft	$0.10	50%	$0.05	7,495	7,275	7,275	-	-	-	-	-	-	1,512	1,462	1,448
Health - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.05	50%	$0.03	218	212	212	-	-	-	-	-	-	49	47	47
Health - G	New			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	1,161	1,127	1,127	-	-	-	-	-	-	88	86	85
Health - G	New			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	2,142	2,079	2,079	-	-	-	-	-	-	100	98	98

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - G	New			Gas Furnace - Maintenance		per sq ft	$0.02	50%	$0.01	40,723	39,526	39,526	-	-	-	-	-	-	2,106	2,030	2,003
Health - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	47,942	46,532	46,532	-	-	-	-	-	-	1,892	1,825	1,801
Health - G	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	22,219	21,565	21,565	-	-	-	-	-	-	787	762	754
Health - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	12,965	12,965	12,965	-	-	-	-	-	-	763	761	753
Health - G	New			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.00	1,224	1,188	1,188	-	-	-	-	-	-	9	9	9
Health - G	New			Boiler Parallel Positioning Control		per sq ft	$0.00	50%	$0.00	-	-	1,714	-	-	-	-	-	-	-	-	12
Health - G	New			Boiler blowdown heat exchanger (steam)		per sq ft	$0.00	50%	$0.00	-	1,246	1,246	-	-	-	-	-	-	-	25	25
Health - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	2,129	2,066	2,066	-	-	-	-	-	-	3	3	3
Health - G	New			Destratification Fans (HVLS)		per sq ft	$0.10	50%	$0.05	791	768	768	-	-	-	-	-	-	64	62	62
Health - G	New			Exhaust Hood Makeup Air		per sq ft	$0.05	50%	$0.03	22	22	22	-	-	-	-	-	-	2	2	2
Lodging - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.26	50%	$0.13	39,989	38,813	38,813	-	-	-	-	-	-	83	81	80
Lodging - G	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	37,557	36,452	36,452	-	-	-	-	-	-	30	30	29
Lodging - G	Existing			Windows - High Efficiency		per sq ft	$1.06	50%	$0.53	52,631	51,083	51,083	-	-	-	-	-	-	134	130	129
Lodging - G	Existing			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.01	40,942	39,738	39,738	-	-	-	-	-	-	2,179	2,115	2,098
Lodging - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	55,898	54,254	54,254	-	-	-	-	-	-	1,744	1,693	1,679
Lodging - G	Existing			Gas Furnace - Maintenance		per sq ft	$0.02	50%	$0.01	47,596	46,196	46,196	-	-	-	-	-	-	1,123	1,094	1,082
Lodging - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	30,927	30,017	30,017	-	-	-	-	-	-	651	633	627
Lodging - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	67,382	65,401	65,401	-	-	-	-	-	-	1,496	1,447	1,427
Lodging - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.00	37,651	36,544	36,544	-	-	-	-	-	-	180	175	173
Lodging - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	55,462	53,831	53,831	-	-	-	-	-	-	42	41	40
Lodging - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.05	50%	$0.03	894	868	868	-	-	-	-	-	-	53	52	51
Lodging - G	New			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.01	2,394	2,324	2,324	-	-	-	-	-	-	86	84	83
Lodging - G	New			Gas Boiler - Maintenance		per sq ft	$0.02	50%	$0.01	5,023	4,875	4,875	-	-	-	-	-	-	111	109	108
Lodging - G	New			Gas Furnace - Maintenance		per sq ft	$0.02	50%	$0.01	4,256	4,131	4,131	-	-	-	-	-	-	66	63	63

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Lodging - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.00	11,625	11,283	11,283	-	-	-	-	-	-	171	166	165
Lodging - G	New			Water Heater - Drainwater Heat Recovery		per sq ft	$0.04	50%	$0.02	6,926	6,723	6,723	-	-	-	-	-	-	140	136	134
Lodging - G	New			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.00	2,455	2,383	2,383	-	-	-	-	-	-	8	8	8
Lodging - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	4,988	4,842	4,842	-	-	-	-	-	-	4	4	4
Lodging - G	New			Exhaust Hood Makeup Air		per sq ft	$0.05	50%	$0.03	92	89	89	-	-	-	-	-	-	4	4	4
Warehouse - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.09	50%	$0.04	295,530	286,838	286,838	-	-	-	-	-	-	8,898	8,663	8,592
Warehouse - G	Existing			HVAC - Duct Repair and Sealing		per sq ft	$0.00	50%	$0.00	281,696	273,411	273,411	-	-	-	-	-	-	212	206	205
Warehouse - G	Existing			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	11,359	11,025	11,025	-	-	-	-	-	-	11,809	11,419	11,303
Warehouse - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	12,049	11,694	11,694	-	-	-	-	-	-	3,015	2,916	2,886
Warehouse - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	231,970	225,147	225,147	-	-	-	-	-	-	4,538	4,418	4,381
Warehouse - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	124,046	124,046	124,046	-	-	-	-	-	-	1,437	1,432	1,416
Warehouse - G	Existing			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.01	10,556	10,246	10,246	-	-	-	-	-	-	405	392	388
Warehouse - G	Existing			Boiler Parallel Positioning Control		per sq ft	$0.18	50%	$0.09	10,202	9,902	9,902	-	-	-	-	-	-	391	379	375
Warehouse - G	Existing			Boiler blowdown heat exchanger (steam)		per sq ft	$0.73	50%	$0.36	10,194	9,894	9,894	-	-	-	-	-	-	1,095	1,059	1,048
Warehouse - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	12,158	11,801	11,801	-	-	-	-	-	-	22	21	21
Warehouse - G	Existing			Destratification Fans (HVLS)		per sq ft	$0.24	50%	$0.12	4,171	4,049	4,049	-	-	-	-	-	-	1,801	1,741	1,723
Warehouse - G	Existing			Exhaust Hood Makeup Air		per sq ft	$0.12	50%	$0.06	123	120	120	-	-	-	-	-	-	59	57	57
Warehouse - G	New			Insulation - Radiant Barrier		per sq ft	$0.00	50%	$0.00	-	29,103	29,103	-	-	-	-	-	-	-	45	45
Warehouse - G	New			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	664	645	645	-	-	-	-	-	-	515	502	498
Warehouse - G	New			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	1,024	994	994	-	-	-	-	-	-	186	181	180
Warehouse - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.01	50%	$0.01	87,195	84,630	84,630	-	-	-	-	-	-	1,581	1,540	1,529
Warehouse - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	12,810	12,810	12,810	-	-	-	-	-	-	117	117	116
Warehouse - G	New			Boiler O2 Trim Controls		per sq ft	$0.01	50%	$0.01	685	665	665	-	-	-	-	-	-	19	19	18

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Warehouse - G	New			Boiler Parallel Positioning Control		per sq ft	$0.18	50%	$0.09	670	651	651	-	-	-	-	-	-	19	18	18
Warehouse - G	New			Boiler blowdown heat exchanger (steam)		per sq ft	$0.73	50%	$0.36	665	646	646	-	-	-	-	-	-	52	50	50
Warehouse - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	1,032	1,001	1,001	-	-	-	-	-	-	2	2	2
Warehouse - G	New			Destratification Fans (HVLS)		per sq ft	$0.24	50%	$0.12	450	437	437	-	-	-	-	-	-	141	137	136
Warehouse - G	New			Exhaust Hood Makeup Air		per sq ft	$0.12	50%	$0.06	13	12	12	-	-	-	-	-	-	4	4	4
Misc. - G	Existing			Insulation - Ceiling		per sq ft	$0.07	50%	$0.04	1,047,861	1,017,042	1,017,042	-	-	-	-	-	-	23,716	23,123	22,961
Misc. - G	Existing			Insulation - Radiant Barrier		per sq ft	$0.02	50%	$0.01	1,051,653	1,020,722	1,020,722	-	-	-	-	-	-	9,413	9,178	9,114
Misc. - G	Existing			Insulation - Wall Cavity		per sq ft	$0.03	50%	$0.02	1,044,318	1,013,603	1,013,603	-	-	-	-	-	-	12,540	12,226	12,141
Misc. - G	Existing			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	1,379,497	1,338,923	1,338,923	-	-	-	-	-	-	18,472	18,010	17,884
Misc. - G	Existing			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	170,215	165,208	165,208	-	-	-	-	-	-	21,588	20,861	20,644
Misc. - G	Existing			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	198,143	192,315	192,315	-	-	-	-	-	-	6,049	5,846	5,785
Misc. - G	Existing			Gas Furnace - Maintenance		per sq ft	$0.00	50%	$0.00	2,285,217	2,218,005	2,218,005	-	-	-	-	-	-	41,623	40,637	40,374
Misc. - G	Existing			Space Heating - Heat Recovery Ventilator		per sq ft	$0.14	50%	$0.07	817,365	793,325	793,325	-	-	-	-	-	-	12,015	11,715	11,633
Misc. - G	Existing			Water Heater - Drainwater Heat Recovery		per sq ft	$0.00	50%	$0.00	-	-	1,525,963	-	-	-	-	-	-	-	-	9,791
Misc. - G	Existing			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	201,074	195,160	195,160	-	-	-	-	-	-	3,737	3,611	3,574
Misc. - G	New			Insulation - Ceiling		per sq ft	$0.07	50%	$0.04	107,648	104,482	104,482	-	-	-	-	-	-	1,849	1,785	1,763
Misc. - G	New			Insulation - Radiant Barrier		per sq ft	$0.02	50%	$0.01	108,436	105,247	105,247	-	-	-	-	-	-	710	685	677
Misc. - G	New			Insulation - Wall Cavity		per sq ft	$0.03	50%	$0.02	107,353	104,196	104,196	-	-	-	-	-	-	840	811	801
Misc. - G	New			Windows - High Efficiency		per sq ft	$0.01	50%	$0.01	172,116	167,053	167,053	-	-	-	-	-	-	1,615	1,559	1,540
Misc. - G	New			Gas Boiler - Hot Water Reset		per sq ft	$0.01	50%	$0.00	9,997	9,703	9,703	-	-	-	-	-	-	945	921	915
Misc. - G	New			Gas Boiler - Maintenance		per sq ft	$0.01	50%	$0.01	21,181	20,558	20,558	-	-	-	-	-	-	468	456	454
Misc. - G	New			Gas Furnace - Maintenance		per sq ft	$0.00	50%	$0.00	242,259	235,133	235,133	-	-	-	-	-	-	4,270	4,119	4,066
Misc. - G	New			Space Heating - Heat Recovery Ventilator		per sq ft	$0.14	50%	$0.07	307,341	298,302	298,302	-	-	-	-	-	-	4,238	4,092	4,042
Misc. - G	New			Repair malfunctioning steam traps		per sq ft	$0.00	50%	$0.00	21,544	20,910	20,910	-	-	-	-	-	-	383	373	371

Table G-28 C&I Custom (RAP)

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	847,789	-	-	2,348	-	-	0.37	-	-	-	-	-
Office - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	812,969	812,969	-	2,602	2,717	-	0.41	0.42	-	-	-
Office - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	227,688	-	-	631	-	-	0.10	-	-	-	-	-
Office - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	273,934	273,934	-	886	926	-	0.14	0.14	-	-	-
Restaurant - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	39,974	-	-	177	-	-	0.02	-	-	-	-	-
Restaurant - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	38,332	38,332	-	196	205	-	0.02	0.02	-	-	-
Restaurant - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	10,736	-	-	48	-	-	0.01	-	-	-	-	-
Restaurant - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	12,916	12,916	-	67	70	-	0.01	0.01	-	-	-
Retail - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	385,653	-	-	2,155	-	-	0.24	-	-	-	-	-
Retail - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	369,814	369,814	-	2,388	2,492	-	0.27	0.28	-	-	-
Retail - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	103,574	-	-	579	-	-	0.06	-	-	-	-	-
Retail - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	124,611	124,611	-	813	850	-	0.09	0.09	-	-	-
Grocery - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	36,517	-	-	312	-	-	0.05	-	-	-	-	-
Grocery - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	35,018	35,018	-	346	361	-	0.06	0.06	-	-	-
Grocery - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	9,807	-	-	84	-	-	0.01	-	-	-	-	-
Grocery - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	11,799	11,799	-	118	123	-	0.02	0.02	-	-	-
College - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	630,718	-	-	709	-	-	0.10	-	-	-	-	-
College - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	604,813	604,813	-	786	821	-	0.11	0.11	-	-	-
College - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	169,390	-	-	191	-	-	0.03	-	-	-	-	-
College - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	203,795	203,795	-	268	280	-	0.04	0.04	-	-	-
School - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	288,522	-	-	222	-	-	0.01	-	-	-	-	-
School - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	276,671	276,671	-	246	257	-	0.01	0.01	-	-	-
School - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	77,487	-	-	60	-	-	0.00	-	-	-	-	-
School - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	93,226	93,226	-	84	88	-	0.00	0.00	-	-	-
Health - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	375,267	-	-	6,346	-	-	0.69	-	-	-	-	-
Health - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	359,854	359,854	-	7,032	7,340	-	0.76	0.80	-	-	-
Health - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	100,784	-	-	1,704	-	-	0.18	-	-	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Health - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	121,255	121,255	-	2,393	2,503	-	0.26	0.27	-	-	-
Lodging - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	428,338	-	-	542	-	-	0.05	-	-	-	-	-
Lodging - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	410,745	410,745	-	600	627	-	0.06	0.06	-	-	-
Lodging - E	Existing	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	103,328	100,289	100,289	280	272	271	0.03	0.03	0.03	-	-	-
Lodging - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	115,038	-	-	146	-	-	0.01	-	-	-	-	-
Lodging - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	138,403	138,403	-	204	214	-	0.02	0.02	-	-	-
Lodging - E	New	Misc.	Electric	Pool Pump	High Efficiency, Multi-Speed	per sq ft	$0.00	50%	$0.00	64,834	62,927	62,927	176	171	170	0.02	0.02	0.02	-	-	-
Warehouse - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	383,660	-	-	938	-	-	0.15	-	-	-	-	-
Warehouse - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	367,902	367,902	-	1,039	1,085	-	0.17	0.18	-	-	-
Warehouse - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	103,038	-	-	252	-	-	0.04	-	-	-	-	-
Warehouse - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	123,967	123,967	-	354	370	-	0.06	0.06	-	-	-
Misc. - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	875,049	-	-	5,278	-	-	0.91	-	-	-	-	-
Misc. - E	Existing	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	839,109	839,109	-	5,849	6,106	-	1.00	1.05	-	-	-
Misc. - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA)	per sq ft	$0.00	50%	$0.00	235,010	-	-	1,418	-	-	0.24	-	-	-	-	-
Misc. - E	New	Misc.	Electric	Non-HVAC Motors	Premium (NEMA 2015)	per sq ft	$0.00	50%	$0.00	-	282,742	282,742	-	1,990	2,082	-	0.34	0.36	-	-	-
Office - E	Existing			Roof - High Reflectivity		per sq ft	$0.00	50%	$0.00	3,927,358	3,811,848	3,811,848	71,372	67,505	65,726	35.96	34.01	33.11	-	-	-
Office - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	530,638	515,031	515,031	314,515	302,376	299,322	-	-	-	-	-	-
Office - E	Existing			Water Heater - Solar System		per sq ft	$0.07	50%	$0.04	270,871	262,905	262,905	8,433	8,067	7,940	0.82	0.79	0.77	-	-	-
Office - E	Existing			Energy Management System		per sq ft	$0.19	15%	$0.03	8,653,002	8,653,002	8,653,002	625,014	610,422	595,588	128.74	125.26	121.76	-	-	-
Office - E	New			Roof - High Reflectivity		per sq ft	$0.00	50%	$0.00	885,411	859,370	859,370	5,289	5,091	5,057	4.87	4.69	4.66	-	-	-
Office - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	92,351	89,635	89,635	57,146	55,302	55,070	-	-	-	-	-	-
Office - E	New			Water Heater - Solar System		per sq ft	$0.07	50%	$0.04	27,847	27,028	27,028	776	720	697	0.08	0.07	0.07	-	-	-
Office - E	New			Energy Management System		per sq ft	$0.19	15%	$0.03	488,254	488,254	488,254	23,926	23,745	23,582	3.23	3.20	3.18	-	-	-
Restaurant - E	Existing			Roof - High Reflectivity		per sq ft	$0.40	50%	$0.20	1,252,954	1,216,102	1,216,102	133,576	126,001	122,345	66.52	62.74	60.92	-	-	-
Restaurant - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	149,675	145,272	145,272	81,022	75,887	73,337	-	-	-	-	-	-
Restaurant - E	Existing			Water Heater - Solar System		per sq ft	$0.05	50%	$0.03	47,599	46,199	46,199	16,247	15,548	15,308	1.65	1.58	1.55	-	-	-
Restaurant - E	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	1,035,085	1,035,085	1,035,085	131,212	127,291	123,373	14.39	13.96	13.52	-	-	-
Restaurant - E	New			Roof - High Reflectivity		per sq ft	$0.40	50%	$0.20	198,313	192,480	192,480	9,620	9,233	9,143	5.16	4.95	4.90	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Restaurant - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	24,962	24,228	24,228	15,191	14,592	14,444	-	-	-	-	-	-
Restaurant - E	New			Water Heater - Solar System		per sq ft	$0.05	50%	$0.03	4,892	4,749	4,749	1,488	1,381	1,337	0.15	0.14	0.14	-	-	-
Restaurant - E	New			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Retail - E	Existing			Roof - High Reflectivity		per sq ft	$0.01	50%	$0.01	2,896,770	2,811,571	2,811,571	117,576	112,181	110,167	80.89	77.18	75.79	-	-	-
Retail - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	718,317	697,190	697,190	440,239	423,880	419,676	-	-	-	-	-	-
Retail - E	Existing			Water Heater - Solar System		per sq ft	$0.05	50%	$0.03	304,066	295,123	295,123	11,281	10,795	10,627	1.04	0.99	0.98	-	-	-
Retail - E	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	6,832,877	6,832,877	6,832,877	265,835	261,839	257,627	38.95	38.34	37.70	-	-	-
Retail - E	New			Roof - High Reflectivity		per sq ft	$0.01	50%	$0.01	519,068	503,802	503,802	11,922	11,598	11,630	7.68	7.53	7.61	-	-	-
Retail - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	120,665	117,116	117,116	75,243	72,951	72,732	-	-	-	-	-	-
Retail - E	New			Water Heater - Solar System		per sq ft	$0.05	50%	$0.03	31,263	30,343	30,343	1,021	946	916	0.09	0.09	0.08	-	-	-
Retail - E	New			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - E	Existing			Roof - High Reflectivity		per sq ft	$0.07	50%	$0.03	313,846	304,615	304,615	161,310	152,423	148,250	374.87	354.22	344.52	-	-	-
Grocery - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	78,649	76,336	76,336	42,854	40,106	38,726	-	-	-	-	-	-
Grocery - E	Existing			Water Heater - Solar System		per sq ft	$0.20	50%	$0.10	15,136	14,690	14,690	1,828	1,750	1,724	0.20	0.19	0.19	-	-	-
Grocery - E	Existing			Energy Management System		per sq ft	$0.65	15%	$0.10	594,297	594,297	594,297	90,237	87,901	85,541	37.54	36.49	35.44	-	-	-
Grocery - E	New			Roof - High Reflectivity		per sq ft	$0.07	50%	$0.03	62,019	60,195	60,195	14,107	13,648	13,518	23.80	23.02	22.80	-	-	-
Grocery - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	13,153	12,766	12,766	8,280	7,940	7,855	-	-	-	-	-	-
Grocery - E	New			Water Heater - Solar System		per sq ft	$0.20	50%	$0.10	1,556	1,510	1,510	166	154	149	0.02	0.02	0.02	-	-	-
Grocery - E	New			Energy Management System		per sq ft	$0.65	15%	$0.10	60,720	60,720	60,720	7,648	7,619	7,557	0.46	0.45	0.45	-	-	-
College - E	Existing			Roof - High Reflectivity		per sq ft	$0.03	50%	$0.01	5,237,882	5,083,827	5,083,827	605,020	574,192	562,177	167.41	158.88	155.56	-	-	-
College - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	266,062	258,237	258,237	137,410	128,165	123,645	-	-	-	-	-	-
College - E	Existing			Water Heater - Solar System		per sq ft	$0.07	50%	$0.04	46,482	45,115	45,115	3,740	3,581	3,528	0.43	0.41	0.40	-	-	-
College - E	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	3,834,526	3,834,526	3,834,526	197,350	193,167	189,309	0.29	0.29	0.28	-	-	-
College - E	New			Roof - High Reflectivity		per sq ft	$0.03	50%	$0.01	1,084,370	1,052,477	1,052,477	67,403	65,058	64,680	19.03	18.37	18.26	-	-	-
College - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	47,520	46,122	46,122	29,467	28,522	28,406	-	-	-	-	-	-
College - E	New			Water Heater - Solar System		per sq ft	$0.07	50%	$0.04	4,778	4,637	4,637	340	316	306	0.04	0.04	0.03	-	-	-
College - E	New			Energy Management System		per sq ft	$0.26	15%	$0.04	395,605	395,605	395,605	16,683	16,570	16,451	4.46	4.43	4.39	-	-	-
School - E	Existing			Roof - High Reflectivity		per sq ft	$0.03	50%	$0.01	1,678,680	1,629,307	1,629,307	57,597	55,669	55,430	34.74	33.58	33.43	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	371,852	360,915	360,915	192,046	179,125	172,807	-	-	-	-	-	-
School - E	Existing			Water Heater - Solar System		per sq ft	$0.07	50%	$0.04	18,006	17,476	17,476	940	900	887	0.05	0.05	0.05	-	-	-
School - E	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	4,051,511	4,051,511	4,051,511	52,286	52,415	52,514	0.14	0.14	0.14	-	-	-
School - E	New			Roof - High Reflectivity		per sq ft	$0.03	50%	$0.01	601,109	583,430	583,430	12,678	12,648	12,995	7.80	7.78	8.00	-	-	-
School - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	64,427	62,532	62,532	39,951	38,669	38,512	-	-	-	-	-	-
School - E	New			Water Heater - Solar System		per sq ft	$0.07	50%	$0.04	1,851	1,797	1,797	85	79	77	0.00	0.00	0.00	-	-	-
School - E	New			Energy Management System		per sq ft	$0.26	15%	$0.04	517,229	517,229	517,229	6,672	6,847	7,025	3.15	3.27	3.38	-	-	-
Health - E	Existing			Roof - High Reflectivity		per sq ft	$0.03	50%	$0.02	2,652,423	2,574,411	2,574,411	360,790	341,108	332,384	41.26	39.01	38.01	-	-	-
Health - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	190,180	184,586	184,586	96,865	90,219	86,979	-	-	-	-	-	-
Health - E	Existing			Water Heater - Solar System		per sq ft	$0.02	50%	$0.01	42,217	40,976	40,976	4,472	4,282	4,219	0.37	0.35	0.35	-	-	-
Health - E	New			Roof - High Reflectivity		per sq ft	$0.03	50%	$0.02	493,709	479,188	479,188	36,910	35,657	35,529	4.31	4.16	4.15	-	-	-
Health - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	33,960	32,961	32,961	21,109	20,454	20,386	-	-	-	-	-	-
Health - E	New			Water Heater - Solar System		per sq ft	$0.02	50%	$0.01	4,339	4,212	4,212	407	377	365	0.03	0.03	0.03	-	-	-
Lodging - E	Existing			Roof - High Reflectivity		per sq ft	$0.04	50%	$0.02	2,334,151	2,265,500	2,265,500	127,105	121,452	119,411	20.69	19.77	19.44	-	-	-
Lodging - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	352,347	341,984	341,984	56,432	54,430	53,975	-	-	-	-	-	-
Lodging - E	Existing			Water Heater - Solar System		per sq ft	$0.02	50%	$0.01	130,302	126,470	126,470	13,891	13,292	13,085	0.97	0.93	0.91	-	-	-
Lodging - E	New			Roof - High Reflectivity		per sq ft	$0.04	50%	$0.02	454,395	441,030	441,030	16,531	15,959	15,877	2.75	2.65	2.64	-	-	-
Lodging - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	59,179	57,439	57,439	15,078	14,609	14,559	-	-	-	-	-	-
Lodging - E	New			Water Heater - Solar System		per sq ft	$0.02	50%	$0.01	13,393	12,999	12,999	1,274	1,182	1,145	0.09	0.08	0.08	-	-	-
Warehouse - E	Existing			Roof - High Reflectivity		per sq ft	$0.01	50%	$0.01	1,721,351	1,670,723	1,670,723	14,700	14,710	15,124	31.29	31.31	32.19	-	-	-
Warehouse - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	289,092	280,589	280,589	46,125	44,338	43,823	-	-	-	-	-	-
Warehouse - E	Existing			Water Heater - Solar System		per sq ft	$0.05	50%	$0.03	56,386	54,728	54,728	622	596	587	0.06	0.06	0.06	-	-	-
Warehouse - E	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	5,358,457	5,358,457	5,358,457	50,946	52,398	53,727	16.36	16.95	17.51	-	-	-
Warehouse - E	New			Roof - High Reflectivity		per sq ft	$0.01	50%	$0.01	412,275	400,149	400,149	2,694	2,745	2,873	4.98	5.29	5.74	-	-	-
Warehouse - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	51,554	50,037	50,037	8,344	8,090	8,066	-	-	-	-	-	-
Warehouse - E	New			Water Heater - Solar System		per sq ft	$0.05	50%	$0.03	5,796	5,625	5,625	57	52	51	0.01	0.01	0.01	-	-	-
Warehouse - E	New			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Misc. - E	Existing			Roof - High Reflectivity		per sq ft	$0.00	50%	$0.00	6,433,530	6,244,309	6,244,309	403,062	381,122	370,964	324.07	306.43	298.26	-	-	-

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Misc. - E	Existing			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	1,111,496	1,078,805	1,078,805	367,118	350,379	344,423	-	-	-	-	-	-
Misc. - E	Existing			Water Heater - Solar System		per sq ft	$0.54	50%	$0.27	296,880	288,148	288,148	14,690	14,067	13,857	2.17	2.08	2.05	-	-	-
Misc. - E	Existing			Energy Management System		per sq ft	$0.03	15%	$0.00	10,827,054	10,827,054	10,827,054	453,393	441,486	429,499	83.16	80.91	78.64	-	-	-
Misc. - E	New			Roof - High Reflectivity		per sq ft	$0.00	50%	$0.00	1,758,681	1,706,955	1,706,955	55,472	53,464	53,168	52.49	50.59	50.32	-	-	-
Misc. - E	New			Ventilation - CO2 Controlled		per sq ft	$0.22	50%	$0.11	186,643	181,153	181,153	79,750	76,916	76,404	-	-	-	-	-	-
Misc. - E	New			Water Heater - Solar System		per sq ft	$0.54	50%	$0.27	30,517	29,619	29,619	1,336	1,239	1,200	0.20	0.18	0.18	-	-	-
Misc. - E	New			Energy Management System		per sq ft	$0.03	15%	$0.00	1,056,962	1,056,962	1,056,962	36,524	36,280	36,065	1.29	1.28	1.27	-	-	-
Office - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	4,116	4,116	4,116	-	-	-	-	-	-	68	68	67
Office - G	Existing			Energy Management System		per sq ft	$0.19	15%	$0.03	252,983	252,983	252,983	-	-	-	-	-	-	1,967	1,974	1,952
Office - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	423	423	423	-	-	-	-	-	-	6	6	6
Office - G	New			Energy Management System		per sq ft	$0.19	15%	$0.03	14,137	14,137	14,137	-	-	-	-	-	-	243	242	239
Restaurant - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	3,064	3,064	3,064	-	-	-	-	-	-	168	167	165
Restaurant - G	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	54,843	54,843	54,843	-	-	-	-	-	-	1	1	1
Restaurant - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	315	315	315	-	-	-	-	-	-	16	16	15
Restaurant - G	New			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Retail - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	5,732	5,732	5,732	-	-	-	-	-	-	166	165	163
Retail - G	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	408,217	408,217	408,217	-	-	-	-	-	-	10	10	10
Retail - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	589	589	589	-	-	-	-	-	-	14	14	14
Retail - G	New			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	1,656	1,656	1,656	-	-	-	-	-	-	32	31	31
Grocery - G	Existing			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.00	50%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Grocery - G	New			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
College - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	5,795	5,795	5,795	-	-	-	-	-	-	200	200	197
College - G	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	114,790	114,790	114,790	-	-	-	-	-	-	1,250	1,252	1,238
College - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	596	596	596	-	-	-	-	-	-	18	18	18
College - G	New			Energy Management System		per sq ft	$0.26	15%	$0.04	11,769	11,769	11,769	-	-	-	-	-	-	365	363	359
School - G	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	335,236	335,236	335,236	-	-	-	-	-	-	1,892	1,885	1,864

Segment	Vintage	End Use	Fuel	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
										2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
School - G	New			Energy Management System		per sq ft	$0.26	15%	$0.04	42,622	42,622	42,622	-	-	-	-	-	-	611	612	608
Health - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	6,632	6,632	6,632	-	-	-	-	-	-	450	449	443
Health - G	Existing			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Health - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	682	682	682	-	-	-	-	-	-	40	40	40
Lodging - G	Existing			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Warehouse - G	Existing			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	6,529	6,529	6,529	-	-	-	-	-	-	76	75	75
Warehouse - G	Existing			Energy Management System		per sq ft	$0.26	15%	$0.04	221,319	221,319	221,319	-	-	-	-	-	-	3	3	3
Warehouse - G	New			Combined Boiler & Water Htg. Unit		per sq ft	$0.83	50%	$0.42	674	674	674	-	-	-	-	-	-	6	6	6
Warehouse - G	New			Energy Management System		per sq ft	$0.00	15%	$0.00	-	-	-	-	-	-	-	-	-	-	-	-
Misc. - G	Existing			Energy Management System		per sq ft	$0.03	15%	$0.00	773,675	773,675	773,675	-	-	-	-	-	-	9	9	9
Misc. - G	New			Energy Management System		per sq ft	$0.03	15%	$0.00	75,615	75,615	75,615	-	-	-	-	-	-	71	71	70

Table G-29 C&I Behavior Change (RAP)

Segment	Vintage	Technology	Option	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
								2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Food Products - E	Existing	Heat Pump - Maintenance		per kwh saved	$41.62	40%	$16.65	19	18	18	10,114	9,687	9,615	8.28	7.92	7.83	-	-	-
Food Products - E	Existing	Fan System - Controls		per kwh saved	$3.07	40%	$1.23	87	85	85	24,116	23,322	23,498	2.83	2.73	2.75	-	-	-
Food Products - E	Existing	Fan System - Maintenance		per kwh saved	$1.18	40%	$0.47	137	133	133	15,098	14,600	14,711	1.77	1.71	1.72	-	-	-
Food Products - E	Existing	Fan System - Optimization		per kwh saved	$182.90	40%	$73.16	92	89	89	126,544	122,374	123,298	14.83	14.34	14.45	-	-	-
Food Products - E	New	Heat Pump - Maintenance		per kwh saved	$37.23	40%	$14.89	2	2	2	551	523	523	0.41	0.39	0.38	-	-	-
Food Products - E	New	Fan System - Controls		per kwh saved	$3.07	40%	$1.23	7	7	7	2,060	1,992	2,007	0.24	0.23	0.24	-	-	-
Food Products - E	New	Fan System - Maintenance		per kwh saved	$1.18	40%	$0.47	12	11	11	1,290	1,247	1,257	0.15	0.15	0.15	-	-	-
Food Products - E	New	Fan System - Optimization		per kwh saved	$182.87	40%	$73.15	8	8	8	10,817	10,460	10,540	1.27	1.23	1.23	-	-	-
Petroleum - E	Existing	Heat Pump - Maintenance		per kwh saved	$187.06	40%	$74.82	4	4	4	8,790	8,418	8,356	7.19	6.88	6.80	-	-	-
Petroleum - E	Existing	Fan System - Controls		per kwh saved	$37.31	40%	$14.92	17	16	16	56,705	54,837	55,251	6.64	6.42	6.47	-	-	-
Petroleum - E	Existing	Fan System - Maintenance		per kwh saved	$14.32	40%	$5.73	26	26	26	35,500	34,330	34,589	4.16	4.02	4.05	-	-	-
Petroleum - E	Existing	Fan System - Optimization		per kwh saved	$2,223.97	40%	$889.59	18	17	17	297,546	287,740	289,914	34.86	33.71	33.97	-	-	-
Petroleum - E	New	Heat Pump - Maintenance		per kwh saved	$167.33	40%	$66.93	0	0	0	479	454	454	0.36	0.34	0.33	-	-	-
Petroleum - E	New	Fan System - Controls		per kwh saved	$37.31	40%	$14.92	1	1	1	4,844	4,685	4,720	0.57	0.55	0.55	-	-	-
Petroleum - E	New	Fan System - Maintenance		per kwh saved	$14.32	40%	$5.73	2	2	2	3,033	2,933	2,955	0.36	0.34	0.35	-	-	-
Petroleum - E	New	Fan System - Optimization		per kwh saved	$2,223.70	40%	$889.48	2	1	1	25,433	24,596	24,782	2.98	2.88	2.90	-	-	-
Metals - E	Existing	Heat Pump - Maintenance		per kwh saved	$24.74	40%	$9.90	19	18	18	5,992	5,738	5,696	4.90	4.69	4.64	-	-	-
Metals - E	Existing	Fan System - Controls		per kwh saved	$2.32	40%	$0.93	87	84	84	18,136	17,539	17,671	2.12	2.05	2.07	-	-	-
Metals - E	Existing	Fan System - Maintenance		per kwh saved	$0.89	40%	$0.36	136	132	132	11,354	10,980	11,063	1.33	1.29	1.30	-	-	-
Metals - E	Existing	Fan System - Optimization		per kwh saved	$138.00	40%	$55.20	91	89	89	95,166	92,030	92,725	11.15	10.78	10.86	-	-	-
Metals - E	New	Heat Pump - Maintenance		per kwh saved	$22.13	40%	$8.85	2	2	2	326	310	310	0.24	0.23	0.23	-	-	-
Metals - E	New	Fan System - Controls		per kwh saved	$2.31	40%	$0.93	7	7	7	1,549	1,498	1,510	0.18	0.18	0.18	-	-	-
Metals - E	New	Fan System - Maintenance		per kwh saved	$0.89	40%	$0.36	12	11	11	970	938	945	0.11	0.11	0.11	-	-	-
Metals - E	New	Fan System - Optimization		per kwh saved	$137.99	40%	$55.19	8	8	8	8,134	7,867	7,926	0.95	0.92	0.93	-	-	-
Machinery - E	Existing	Heat Pump - Maintenance		per kwh saved	$95.96	40%	$38.39	10	10	10	12,552	12,022	11,933	10.27	9.82	9.72	-	-	-
Machinery - E	Existing	Fan System - Controls		per kwh saved	$2.84	40%	$1.14	47	46	46	12,008	11,612	11,700	1.41	1.36	1.37	-	-	-
Machinery - E	Existing	Fan System - Maintenance		per kwh saved	$1.09	40%	$0.44	74	71	71	7,517	7,270	7,325	0.88	0.85	0.86	-	-	-
Machinery - E	Existing	Fan System - Optimization		per kwh saved	$169.19	40%	$67.68	49	48	48	63,009	60,932	61,393	7.38	7.14	7.19	-	-	-
Machinery - E	New	Heat Pump - Maintenance		per kwh saved	$85.84	40%	$34.34	1	1	1	684	649	649	0.51	0.48	0.48	-	-	-
Machinery - E	New	Fan System - Controls		per kwh saved	$2.84	40%	$1.14	4	4	4	1,026	992	1,000	0.12	0.12	0.12	-	-	-
Machinery - E	New	Fan System - Maintenance		per kwh saved	$1.09	40%	$0.44	6	6	6	642	621	626	0.08	0.07	0.07	-	-	-
Machinery - E	New	Fan System - Optimization		per kwh saved	$169.17	40%	$67.67	4	4	4	5,386	5,208	5,248	0.63	0.61	0.61	-	-	-
Other Industrial - E	Existing	Heat Pump - Maintenance		per kwh saved	$81.32	40%	$32.53	48	47	47	50,614	48,475	48,118	41.43	39.61	39.18	-	-	-
Other Industrial - E	Existing	Fan System - Controls		per kwh saved	$1.71	40%	$0.68	224	217	217	34,418	33,283	33,535	4.03	3.90	3.93	-	-	-
Other Industrial - E	Existing	Fan System - Maintenance		per kwh saved	$0.66	40%	$0.26	350	340	340	21,547	20,837	20,994	2.52	2.44	2.46	-	-	-
Other Industrial - E	Existing	Fan System - Optimization		per kwh saved	$101.91	40%	$40.76	235	228	228	180,597	174,645	175,965	21.16	20.46	20.62	-	-	-
Other Industrial - E	New	Heat Pump - Maintenance		per kwh saved	$72.74	40%	$29.10	4	4	4	2,887	2,741	2,740	2.16	2.03	2.01	-	-	-
Other Industrial - E	New	Fan System - Controls		per kwh saved	$1.71	40%	$0.68	20	19	19	3,080	2,979	3,001	0.36	0.35	0.35	-	-	-
Other Industrial - E	New	Fan System - Maintenance		per kwh saved	$0.66	40%	$0.26	31	30	30	1,928	1,865	1,879	0.23	0.22	0.22	-	-	-
Other Industrial - E	New	Fan System - Optimization		per kwh saved	$101.89	40%	$40.76	21	20	20	16,172	15,639	15,758	1.89	1.83	1.85	-	-	-
Food Products - G	Existing	Gas Boiler - Maintenance		per kwh saved	$224.10	40%	$89.64	0	0	0	-	-	-	-	-	-	14	13	13
Food Products - G	New	Gas Boiler - Maintenance		per kwh saved	$251.49	40%	$100.60	0	0	0	-	-	-	-	-	-	1	1	1
Petroleum - G	Existing	Gas Boiler - Maintenance		per kwh saved	$227.51	40%	$91.01	0	0	0	-	-	-	-	-	-	16	15	15
Petroleum - G	New	Gas Boiler - Maintenance		per kwh saved	$255.32	40%	$102.13	0	0	0	-	-	-	-	-	-	1	1	1
Metals - G	Existing	Gas Boiler - Maintenance		per kwh saved	$454.87	40%	$181.95	1	1	1	-	-	-	-	-	-	858	823	818
Metals - G	New	Gas Boiler - Maintenance		per kwh saved	$510.47	40%	$204.19	0	0	0	-	-	-	-	-	-	43	41	41
Machinery - G	Existing	Gas Boiler - Maintenance		per kwh saved	$1,147.75	40%	$459.10	0	0	0	-	-	-	-	-	-	566	544	540
Machinery - G	New	Gas Boiler - Maintenance		per kwh saved	$1,288.04	40%	$515.22	0	0	0	-	-	-	-	-	-	28	27	27
Other Industrial - G	Existing	Gas Boiler - Maintenance		per kwh saved	$1,422.75	40%	$569.10	2	2	2	-	-	-	-	-	-	4,105	3,940	3,916
Other Industrial - G	New	Gas Boiler - Maintenance		per kwh saved	$1,596.66	40%	$638.66	0	0	0	-	-	-	-	-	-	203	194	195

Table G-30 Building Codes and Standards (RAP)

Segment	Vintage	Technology	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	544,200	528,194	528,194	258,390	248,551	246,724	148.75	143.09	142.04	-	-	-
Restaurant - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	118,135	114,660	114,660	102,378	98,230	97,285	44.45	42.65	42.24	-	-	-
Retail - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	425,649	413,129	413,129	152,120	148,427	149,448	91.25	89.04	89.65	-	-	-
Grocery - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	48,603	47,174	47,174	63,155	61,003	60,321	110.28	106.52	105.33	-	-	-
College - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	313,472	304,252	304,252	261,026	251,945	250,482	160.67	155.08	154.18	-	-	-
School - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	109,345	106,129	106,129	60,968	58,914	58,731	81.80	79.05	78.80	-	-	-
Health - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	192,503	186,841	186,841	205,763	198,112	196,742	52.35	50.40	50.05	-	-	-
Lodging - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	277,468	269,307	269,307	99,628	96,142	95,602	36.08	34.82	34.62	-	-	-
Warehouse - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	106,293	103,167	103,167	28,826	29,054	30,057	53.49	53.92	55.78	-	-	-
Misc. - E	New	Advanced New Construction Designs	per sq ft	$0.00	80%	$0.15	711,574	690,645	690,645	316,677	304,756	302,630	232.94	224.17	222.61	-	-	-

Table G-31 Retro Commissioning (RAP)

Segment	Vintage	Technology	Cost Unit	Incremental Cost per Unit	Incentive as % of Incremental Cost	Incentive per Unit	Number of Net Incremental Installations			Total Net Incremental Energy Savings (kWh)			Total Net Incremental Demand Savings (kW)			Total Net Incremental Therm Savings (therms)		
							2014	2015	2016	2014	2015	2016	2014	2015	2016	2014	2015	2016
Office - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.00	50%	$0.00	-	4,216,902	4,216,902	-	586,815	562,866	-	-	-	-	-	-
Restaurant - E	Existing	Retrocommissioning - HVAC	per sq ft	$0.75	50%	$0.38	271,368	263,387	263,387	222,378	209,766	203,680	-	-	-	-	-	-
Restaurant - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.00	50%	$0.00	-	-	853,491	-	-	185,775	-	-	-	-	-	-
Retail - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	50%	$0.04	3,637,111	3,530,137	3,530,137	752,635	696,630	667,042	-	-	-	-	-	-
Grocery - E	Existing	Retrocommissioning - HVAC	per sq ft	$0.75	50%	$0.38	119,957	116,429	116,429	133,796	126,234	122,592	-	-	-	-	-	-
Grocery - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	50%	$0.04	430,533	417,870	417,870	181,728	169,565	163,611	-	-	-	-	-	-
College - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	50%	$0.04	2,602,686	2,526,136	2,526,136	510,676	480,594	467,705	-	-	-	-	-	-
School - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	50%	$0.04	2,510,042	2,436,217	2,436,217	401,762	373,889	359,497	-	-	-	-	-	-
Health - E	Existing	Retrocommissioning - HVAC	per sq ft	$0.75	50%	$0.38	793,027	769,702	769,702	574,024	541,373	526,235	-	-	-	-	-	-
Health - E	Existing	Retrocommissioning - Lighting	per sq ft	$0.08	50%	$0.04	1,170,732	1,136,298	1,136,298	201,031	186,231	178,917	-	-	-	-	-	-

About EnerNOC Utility Solutions Consulting

EnerNOC Utility Solutions Consulting is part of EnerNOC Utility Solutions group, which provides a comprehensive suite of demand-side management (DSM) services to utilities and grid operators worldwide. Hundreds of utilities have leveraged our technology, our people, and our proven processes to make their energy efficiency (EE) and demand response (DR) initiatives a success. Utilities trust EnerNOC to work with them at every stage of the DSM program lifecycle – assessing market potential, designing effective programs, implementing those programs, and measuring program results.

EnerNOC Utility Solutions delivers value to our utility clients through two separate practice areas – Program Implementation and EnerNOC Utility Solutions Consulting.

- Our Program Implementation team leverages EnerNOC's deep "behind-the-meter expertise" and world-class technology platform to help utilities create and manage DR and EE programs that deliver reliable and cost-effective energy savings. We focus exclusively on the commercial and industrial (C&I) customer segments, with a track record of successful partnerships that spans more than a decade. Through a focus on high quality, measurable savings, EnerNOC has successfully delivered hundreds of thousands of MWh of energy efficiency for our utility clients, and we have thousands of MW of demand response capacity under management.
- The EnerNOC Utility Solutions Consulting team provides expertise and analysis to support a broad range of utility DSM activities, including: potential assessments; end-use forecasts; integrated resource planning; EE, DR, and smart grid pilot and program design and administration; load research; technology assessments and demonstrations; evaluation, measurement and verification; and regulatory support.

The EnerNOC Utility Solutions Consulting team has decades of combined experience in the utility DSM industry. The staff is comprised of professional electrical, mechanical, chemical, civil, industrial, and environmental engineers as well as economists, business planners, project managers, market researchers, load research professionals, and statisticians. Utilities view our experts as trusted advisors, and we work together collaboratively to make any DSM initiative a success.

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