

Appendix B: Net to Gross Ratio Assumptions

Residential Programs

Program Name	Net to Gross Description	Net to Gross Ratio
Lighting	Standard CFLs	0.59
Lighting	Standard LED pre-2020	0.73
Lighting	Standard LED 2020-2030	0.59
Lighting	Specialty LEDs	0.59
Lighting	LED Trim Kits	0.70
Fridge & Freezer Recycling	Fridge Recycling	0.53
Fridge & Freezer Recycling	Freezer Recycling	0.57
Fridge & Freezer Recycling	Room AC Recycling	0.50
Multifamily	Lighting	0.98
Multifamily	Faucet aerators	0.95
Multifamily	Showerheads	0.92
Multifamily	Pstat	0.90
Multifamily	WiFi Tstat	0.80
Home Energy Report	Home Energy Report	1.00
Home Energy Assessment	Lighting	0.80
Home Energy Assessment	Hot Water DI	0.80
Home Energy Assessment	Pstat & Pstat Education	0.90
Home Energy Assessment	WiFi Tstat	0.80
Appliance Rebates	Clothes Washers	0.68
Appliance Rebates	All other	0.80
HVAC and Weatherization	WiFi Tstat	0.80
HVAC and Weatherization	All other	0.90
New Construction	New Construction	0.85
Elementary Education	Lighting	0.83
Elementary Education	All other	1.00
Retail Products Platform	Retail Products Platform	0.80
Online Marketplace	Online Marketplace	0.80
Connected Home	Connected Home	0.80
DCEO	DCEO	1.00

Commercial Programs

Program Name	Net to Gross Description	Net to Gross Ratio
Commercial Prescriptive & Custom	Lighting - Fluorescent	0.74
Commercial Prescriptive & Custom	Lighting - LED	0.74
Commercial Prescriptive & Custom	Lighting - Controls	0.74
Commercial Prescriptive & Custom	HVAC - Packaged	0.63
Commercial Prescriptive & Custom	HVAC - Chillers	0.63
Commercial Prescriptive & Custom	HVAC - VFDs	0.63
Commercial Prescriptive & Custom	HVAC - Other	0.63
Commercial Prescriptive & Custom	Refrigeration	0.63
Commercial Prescriptive & Custom	Hot Water	0.63
Commercial Prescriptive & Custom	Prescriptive - other	0.63
Commercial Prescriptive & Custom	Custom - Lighting	0.68
Commercial Prescriptive & Custom	Custom - Non-lighting	0.68
Street Lighting	Street Lighting	0.80
Midstream Incentives	LED Lighting	0.77
Midstream Incentives	Fluorescent Lighting	0.61
Midstream Incentives	HVAC	0.80
C&I New Construction	C&I New Construction	0.80
Small Business	Lighting	0.91
Small Business	Refrigeration	0.91
Small Business	All other	0.91
Retrocommissioning	Retrocommissioning	0.95
Data Center	Data Center	0.60
AirCare+	AirCare+	0.80
Multifamily Common Area	Multifamily Common Area	0.95
DCEO	DCEO	0.82

Industrial Programs

Program Name	Net to Gross Description	Net to Gross Ratio
Industrial Systems	Industrial Systems	0.80
Industrial Prescriptive & Custom	Industrial Prescriptive & Custom	0.68
Strategic Energy Management	Strategic Energy Management	0.80