

# 2021 STATUS REPORT & ASSOCIATED COMPLIANCE FILINGS

MINNESOTA ELECTRIC & NATURAL GAS CONSERVATION  
IMPROVEMENT PROGRAM  
DOCKET NO. E,G002/CIP-20-473





414 Nicollet Mall  
Minneapolis, MN 55401

April 1, 2022

—Via Electronic Filing—

Kevin Lee  
Deputy Commissioner  
Minnesota Department of Commerce  
85 7<sup>th</sup> Place East, Suite 500  
St. Paul, MN 55101-2198

RE: 2021 Status Report & Associated Compliance Filings  
Minnesota Electric and Natural Gas Conservation Improvement Program  
Docket No. E,G002/CIP-20-473

Dear Deputy Commissioner Lee:

Pursuant to Minnesota R.7690.0550, Northern States Power Company doing business as Xcel Energy electronically submits to the Minnesota Department of Commerce – Division of Energy Resources this 2021 Status Report and Associated Compliance Filings for its Minnesota Electric and Natural Gas Conservation Improvement Program.

We have electronically filed this document through the eDockets system maintained by the Minnesota Department of Commerce and the Minnesota Public Utilities Commission. By copy of this transmittal letter, Xcel Energy is notifying persons on the attached service list of this filing.

Parties wishing to access our 2021 CIP Status Report can access the eDockets system through the websites of the Department of Commerce, the Public Utilities Commission, or by going to the eDockets homepage and searching for docket E,G002/CIP-20-473. We provide a direct link to the eDockets website: <https://www.edockets.state.mn.us/EFiling/home.jsp>.

We request parties to address any questions regarding the report to Angela Smelser at [angela.r.smelser@xcelenergy.com](mailto:angela.r.smelser@xcelenergy.com) or 612-370-3447.

SINCERELY,

/s/

JESSICA PETERSON  
MANAGER OF PERFORMANCE AND STRATEGY  
DEMAND SIDE MANAGEMENT AND RENEWABLE OPERATIONS

Enclosures  
c: Service Lists

**Northern States Power Company,  
a Minnesota corporation  
2021 Conservation Improvement Program Status Report  
Executive Summary**

Northern States Power Company, doing business as Xcel Energy, respectfully submits the following comprehensive report of its electric and natural gas Conservation Improvement Program (CIP) achievements for 2021. This report addresses:

- Overall CIP achievements including participation, expenditures, energy conserved, and demand reduced by each segment and program;
- CIP Trackers, including 2021 expenditures and cost recovery by month;
- Calculation of the CIP Adjustment Factors for the period from October 2022 through September 2023, including estimated expenditures, cost recovery, and financial incentives;
- Calculation of the 2021 CIP Financial Incentives;
- Cost-benefit analyses by program, as well as explanations of deviations from goal and changes during 2021; and,
- Other compliance reports, as required by the Minnesota Department of Commerce, Division of Energy Resources (“Department”) and the Minnesota Public Utilities Commission (“Commission”).

**Achievements**

The Company’s 2021 Status Report marks the tenth year in a row that Xcel Energy has exceeded the energy targets set by the state of Minnesota. This year the electric portfolio met and surpassed the state’s new energy savings target of 1.75 percent, achieving nearly 744 GWh of electric savings, or 2.7 percent of sales. Our natural gas achievement also surpassed the state’s 1.0 percent energy savings goal for natural gas in 2021; achieving over 1,170,229 Dth of total natural gas savings, which is 1.5 percent of sales.

We attribute this success to a strong residential portfolio where the Company was able to increase participation through Home Energy Insights, Home Lighting, and Residential Heating and Cooling while many customers remained closer to home as a result of the COVID-19 pandemic. Additionally, increased incentives continued in 2021 in response to both the pandemic and civil unrest. Many business customers completed projects initiated in prior years. Electric business programs had strong achievement in holistic programs including Business New Construction and Process Efficiency. Similarly, for our natural gas achievement, the Process Efficiency program achieved high levels of savings as a result of ongoing customer projects.

Of note, 2021 saw the continuation of challenges resulting from a global pandemic. Many of our programs continued to offer adapted programmatic options, including virtual visits. Despite these changes, several programs continued to see lower than anticipated savings for both electric and natural gas. Many building owners, property managers, and homeowners remained hesitant to participate in programs that required implementors and contractors to enter the household.

Programs with in-unit audits and direct installations, such as Home Energy Squad and Multi-Family Building Efficiency programs were particularly affected by accessibility issues related to compliance with public health orders. In addition, supply chain issues and workforce shortages hindered participation in our residential programs. This was particularly true for participation in our Low-Income Segment.

In 2021, the Company spent a total of \$128 million to achieve its savings results, including \$109.5 million on electric programs and \$18.7 million on natural gas programs. Electric spending was 85 percent of the approved regulatory budget and natural gas spending was 97 percent of the approved regulatory budget. In total, the electric programs will provide more than \$350 million and the natural gas programs will provide more than \$125 million in societal net benefits. The electric programs will result in than \$268 million and the natural gas programs will provide more than \$50 million in avoided revenue requirements, as measured by the utility cost test.

The Company’s 2021 CIP achievements are summarized in Table 1.

**Table 1: Xcel Energy’s 2021 CIP Expenditures and Energy Savings**

<b>2021</b>	<b>Expenditures (\$)</b>	<b>Energy Savings (kWh or Dth)</b>	<b>Demand Savings (kW)</b>
<b>Total Electric CIP</b>	\$109,504,882	743,837,488	227,578
<b>Total Natural Gas CIP</b>	\$18,699,980	1,170,229	
<b>Total Expenditures</b>	\$128,204,862		

The Company’s cumulative achievements, since 1992, are nearly 11,570 GWh of annual electric energy saved, 19.3 million Dth of natural gas saved, and more than \$7.3 billion in utility net benefits achieved, with total spending of \$2.1 billion. Figures 1 and 2 highlight total achievements and spending for electric and natural gas programs from 2005 to 2021.



Figure 1: Xcel Energy's 2005-2021 Electric CIP Achievements

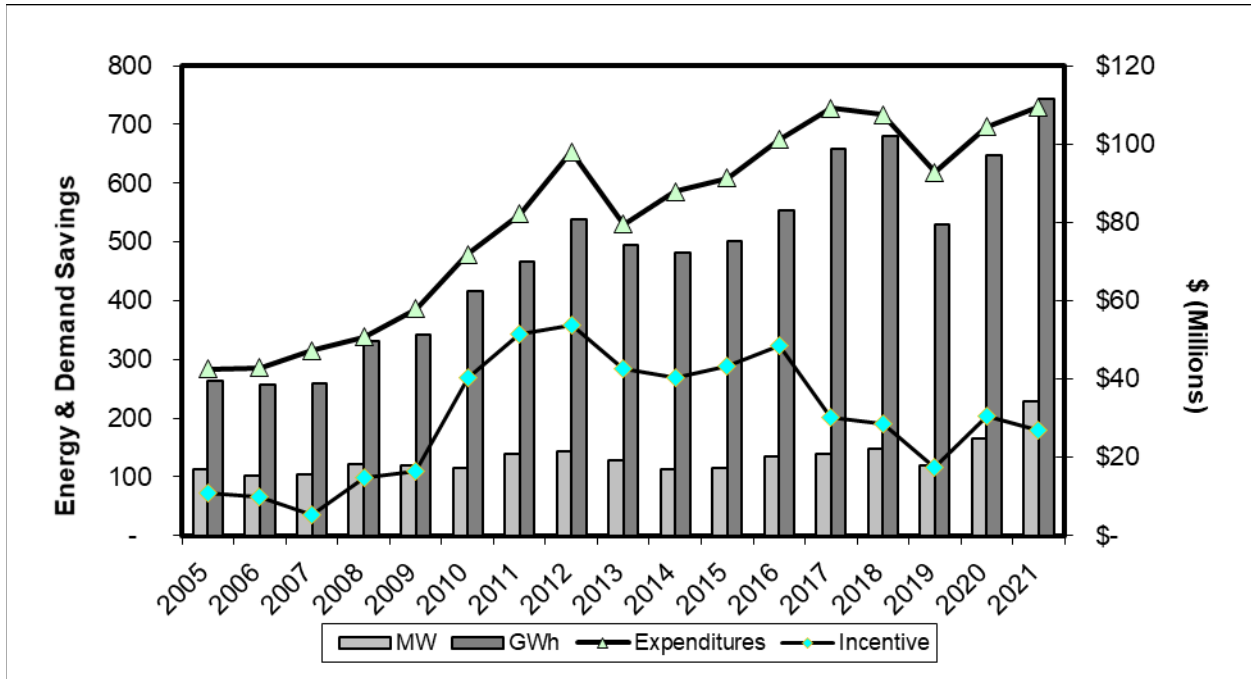
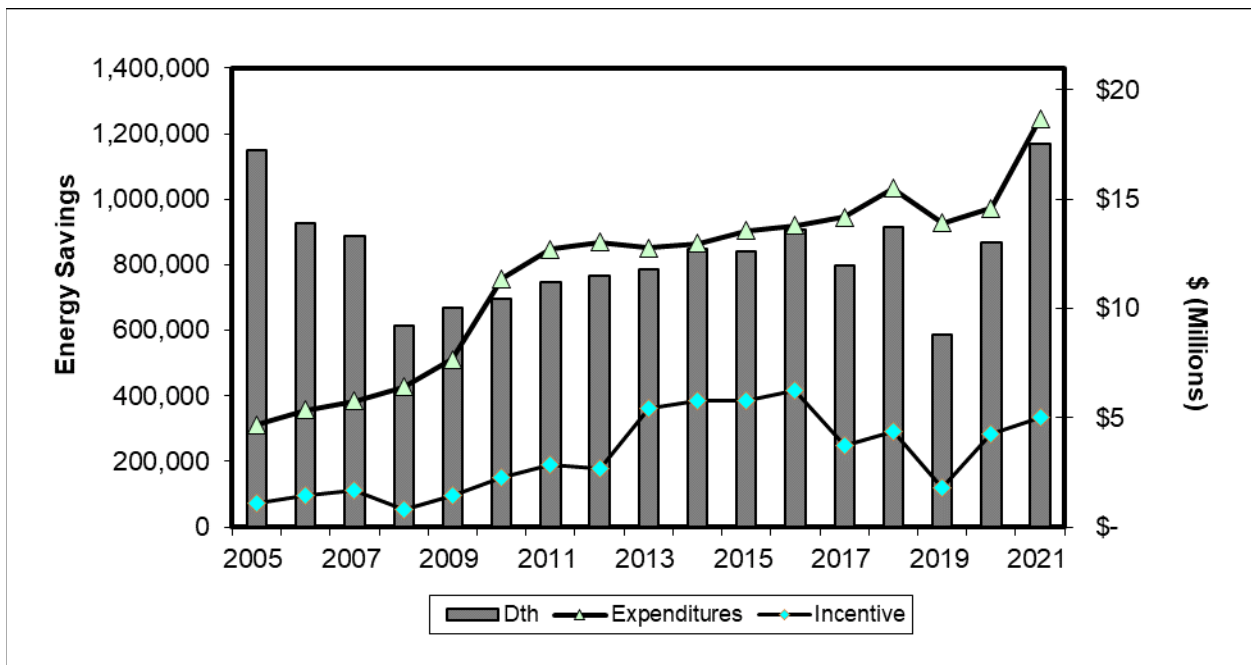


Figure 2: Xcel Energy's 2005-2021 Natural Gas CIP Achievements



The following sections provide greater detail on Xcel Energy's 2021 electric and natural gas CIP achievements.

- ***Compliance Reporting*** – Provides information to satisfy provisions in Minnesota Statutes sections 216B.2401, 216B.241, and 216B.2411, including spending requirements and caps. This section also includes all other ordered compliance requirements, including those required by the Commissioner's November 25, 2020 Decision in this docket.
- ***Conservation Cost Recovery Report*** (Docket No. E002/GR-92-1185) – Provides the 2021 CIP Trackers. Xcel Energy seeks approval to record \$109,504,882 in electric spending and \$18,699,980 in natural gas spending in its CIP Tracker accounts.
- ***CIP Adjustment Rate Report*** (Docket No. E002/M-94-1016) – Calculates the electric and natural gas CIP Adjustment Factors to be applied to customer usage for recovery of 2021 conservation expenditures, effective for the period October 2022 through September 2023. Xcel Energy is proposing new electric and natural gas CIP Adjustment Factors of \$0.002506 /kWh and \$0.031578 /therm, respectively.
- ***Cost-Effectiveness and Performance Mechanism Report*** (Docket No. E,G999/CI-08-133 and Docket No. E002/M-11-1101) – Details the mechanisms and calculations of Xcel Energy's DSM Financial Incentives. The Company requests approval to record and recover from customers \$26,881,000 in electric and \$5,020,146 in natural gas DSM performance incentives in its CIP Trackers.
- ***2021 CIP Status Report*** – Minn. R. 7690.0550 outlines the information that a utility must include in its annual program status report. This report provides budgets and goals, expenditures, actual energy savings and participation.
- ***Cost-Effectiveness*** – Minn. R. 7690.0550, subd. E requires a utility to provide information on the cost-effectiveness of its programs, as calculated from the utility, participant, ratepayer, and societal perspectives. This section includes all cost-effectiveness analyses, detailed technical assumptions by program and by segment, and project information sheets.

Table 2: Xcel Energy's Electric and Natural Gas 2021 Goals

Regulatory Name	Electric Participants	Electric Budget	DR Gen kW	EE Gen kW	Generator kWh	Gas Participants	Gas Budget	Dth Savings
Business Energy Assessments	126	\$1,371,620	0	540	6,084,451	8	\$204,614	3,738
Business New Construction	227	\$10,977,919	28	13,199	56,517,902	90	\$903,282	85,531
Commercial Efficiency	279	\$4,444,182	1,422	5,379	48,147,052	26	\$340,789	43,150
Commercial Streamlined Assessment	320	\$1,926,974	7	2,731	14,747,729	40	\$132,169	8,278
Compressed Air Efficiency	246	\$1,238,138	151	1,398	10,109,742	0	\$0	0
Custom Efficiency	30	\$976,481	0	681	4,852,951	7	\$144,916	15,389
Data Center Efficiency	42	\$426,330	0	295	5,867,570	0	\$0	0
Efficiency Controls	68	\$793,843	286	155	11,527,577	13	\$61,385	10,414
Energy Information Systems	30	\$724,060	0	539	4,962,424	7	\$37,054	5,816
Electric Rate Savings	36	\$553,794	6,433	0	12,688	0	\$0	0
Foodservice Equipment	63	\$50,522	3	80	548,006	122	\$98,539	9,661
HVAC+R	3,681	\$4,544,642	77	5,617	28,321,440	531	\$1,329,455	100,846
Lighting	16,977	\$14,060,501	0	23,149	152,623,203	0	\$0	0
Multi-Family Building Efficiency	7,208	\$1,611,500	70	609	3,965,236	2,402	\$612,980	19,119
Peak Partner Rewards	30	\$1,490,495	28,887	0	170,712	0	\$0	0
Process Efficiency	360	\$6,839,616	700	12,477	72,149,924	47	\$1,067,126	229,125
Commercial AC Control	4,017	\$2,942,808	4,815	0	398,201	83	\$30,386	639
Self-Direct	0	\$5,000	0	0	0	0	\$1,870	0
Non-Profit Energy Savings Program	90	\$722,207	10	225	1,236,913	20	\$283,835	4,792
<b>Business Segment EE and DR Total</b>	<b>33,830</b>	<b>\$55,700,634</b>	<b>42,889</b>	<b>67,073</b>	<b>422,243,722</b>	<b>3,396</b>	<b>\$5,248,400</b>	<b>536,499</b>
Energy Benchmarking	0	\$108,700	0	0	0	0	\$27,175	0
Business Education	13,000	\$197,000	0	0	0	1,500	\$25,000	0
Small Business Lamp Recycling	60,000	\$46,323	0	0	0	0	\$0	0
<b>Business Segment with Indirect Participants</b>	<b>106,830</b>	<b>\$56,052,657</b>	<b>42,889</b>	<b>67,073</b>	<b>422,243,722</b>	<b>4,896</b>	<b>\$5,300,575</b>	<b>536,499</b>
Efficient New Homes Construction	5,585	\$956,677	0	1,760	4,161,950	3,390	\$1,564,889	45,339
Energy Efficient Showerhead	5,840	\$33,516	0	66	810,168	49,400	\$259,585	26,781
Home Energy Insights	232,000	\$1,428,667	0	4,409	19,949,994	131,000	\$170,293	43,372
Home Energy Squad	8,133	\$2,016,290	675	1,342	7,807,673	2,988	\$674,940	18,458
Home Lighting	231,508	\$5,764,817	0	22,180	161,583,086	0	\$0	0
Insulation Rebate Program	1,381	\$90,015	25	231	221,301	996	\$247,590	19,689
Refrigerator Recycling	10,350	\$1,238,782	83	872	6,540,102	0	\$0	0
Residential Demand Response	31,465	\$9,069,158	20,243	1,000	520,236	14,650	\$313,822	29,999
Residential Heating and Cooling	18,510	\$4,776,060	123	7,775	8,678,584	19,670	\$2,956,313	120,130
School Education Kits	37,000	\$1,286,751	0	2,484	8,648,360	16,500	\$363,115	76,861
Whole Home Efficiency	212	\$39,258	7	35	96,815	198	\$116,436	2,922
<b>Residential Segment EE and DR Total</b>	<b>581,984</b>	<b>\$26,699,991</b>	<b>21,154</b>	<b>42,153</b>	<b>219,018,269</b>	<b>238,792</b>	<b>\$6,666,984</b>	<b>383,550</b>
Consumer Education	477,000	\$783,000	0	0	0	375,000	\$522,000	0
Home Energy Audit	3,200	\$661,942	0	0	0	2,600	\$548,349	0
Residential Lamp Recycling	540,000	\$405,795	0	0	0	0	\$0	0
Workforce Development	17	\$736,100	0	0	0	3	\$129,900	0
<b>Residential Segment with Indirect Participants</b>	<b>1,602,201</b>	<b>\$29,286,828</b>	<b>21,154</b>	<b>42,153</b>	<b>219,018,269</b>	<b>616,395</b>	<b>\$7,867,233</b>	<b>383,550</b>
Home Energy Savings Program	2,280	\$1,805,408	44	132	672,351	408	\$1,989,142	7,763
Low Income Home Energy Squad	1,594	\$590,011	258	229	970,345	672	\$315,592	5,349
Multi-Family Energy Savings Program	3,258	\$1,499,306	0	126	347,896	0	\$0	0
Affordable Efficient New Home Construction	109	\$101,967	1	28	171,039	65	\$338,283	7,742
<b>Low Income Segment Total</b>	<b>7,241</b>	<b>\$3,996,692</b>	<b>302</b>	<b>516</b>	<b>2,161,631</b>	<b>1,145</b>	<b>\$2,643,017</b>	<b>20,854</b>
Advertising & Promotion	0	\$6,244,922	0	0	0	0	\$1,545,479	0
Application Development & Maintenance	0	\$3,491,894	0	0	0	0	\$571,350	0
CIP Training	0	\$291,121	0	0	0	0	\$91,996	0
Partners in Energy	0	\$873,655	0	0	0	0	\$227,577	0
Regulatory Affairs	0	\$523,595	0	0	0	0	\$146,071	0
<b>Planning Segment Total</b>	<b>0</b>	<b>\$11,425,187</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>\$2,582,474</b>	<b>0</b>
Codes and Standards	0	\$20,000	0	0	0	0	\$5,000	0
Market Research	0	\$1,286,628	0	0	0	0	\$274,002	0
Product Development	0	\$5,149,006	0	0	0	0	\$142,105	0
<b>Research, Evaluations, &amp; Pilots Segment Total</b>	<b>0</b>	<b>\$6,455,634</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>\$421,107</b>	<b>0</b>
<b>Portfolio Total</b>	<b>1,716,272</b>	<b>\$107,216,999</b>	<b>64,345</b>	<b>109,741</b>	<b>643,423,621</b>	<b>622,436</b>	<b>\$18,814,406</b>	<b>940,903</b>
Enerchange	0	\$530,100	0	0	0	0	\$46,500	0
Energy Smart	3,200	\$471,450	0	0	0	2,600	\$20,727	0
One-Stop Shop	2,742	\$18,789,160	0	14,767	80,035,589	155	\$100,915	7,750
Trillion Btu	0	\$174,600	0	0	0	0	\$20,030	0
<b>Anticipated Alternative Filings Total</b>	<b>5,942</b>	<b>\$19,965,310</b>	<b>0</b>	<b>14,767</b>	<b>80,035,589</b>	<b>2,755</b>	<b>\$188,172</b>	<b>7,750</b>
Assessments	0	\$1,974,981	0	0	0	0	\$345,600	0
Electric Utility Infrastructure	0	\$0	0	0	0	0	\$0	0
<b>Portfolio Total w Alternative Filings</b>	<b>1,722,214</b>	<b>\$129,157,290</b>	<b>64,345</b>	<b>124,508</b>	<b>723,459,210</b>	<b>625,036</b>	<b>\$19,348,178</b>	<b>948,653</b>

**Table 3: Xcel Energy's Electric and Natural Gas 2021 Achievements**

Regulatory Name	Electric Participants	Electric Spend	DR Gen kW	EE Gen kW	Generator kWh	Gas Participants	Gas Spend	Dth Savings
Business Energy Assessments	22	\$327,481	0	32	3,301,749	12	\$151,894	13,725
Business New Construction	227	\$14,259,698	0	18,509	87,971,389	90	\$1,397,195	166,016
Commercial Efficiency	305	\$2,976,028	0	4,570	26,431,830	28	\$219,724	44,132
Commercial Streamlined Assessment	320	\$1,996,838	0	1,978	12,466,399	40	\$260,439	14,959
Compressed Air Efficiency	138	\$1,058,902	0	1,277	7,913,470	0	\$0	0
Custom Efficiency	26	\$953,347	0	687	5,227,132	4	\$59,838	6,062
Data Center Efficiency	5	\$134,776	0	226	4,431,072	0	\$0	0
Efficiency Controls	29	\$590,467	0	342	5,035,179	8	\$48,996	8,216
Energy Information Systems	30	\$713,236	0	818	4,974,557	7	\$46,808	9,811
Electric Rate Savings	196	\$493,968	54,824	0	2,012,093	0	\$0	0
Foodservice Equipment	63	\$31,606	0	57	387,197	122	\$103,170	14,275
HVAC+R	1,207	\$4,287,662	0	5,434	20,900,411	531	\$1,111,309	116,060
Lighting	3,958	\$11,823,699	0	20,175	125,306,964	0	\$0	0
Multi-Family Building Efficiency	21,187	\$1,583,344	1	465	3,560,119	7,230	\$713,337	12,055
Peak Partner Rewards	25	\$267,073	9,445	0	11,508	0	\$0	0
Process Efficiency	314	\$6,673,386	0	6,701	57,225,063	30	\$1,330,069	249,441
Commercial AC Control	2,115	\$1,757,971	1,929	1,848	749,523	234	\$0	1,802
Self-Direct	1	\$179,755	0	243	1,861,494	0	\$0	0
Non-Profit Energy Savings Program	90	\$2,392	0	0	0	20	\$729	0
<b>Business Segment EE and DR Total</b>	<b>30,258</b>	<b>\$50,111,629</b>	<b>66,200</b>	<b>63,364</b>	<b>369,767,150</b>	<b>8,356</b>	<b>\$5,443,509</b>	<b>656,552</b>
Energy Benchmarking	0	\$89,344	0	0	0	0	\$37,572	0
Business Education	3,645	\$152,274	0	0	0	405	\$32,596	0
Small Business Lamp Recycling	76,503	\$54,145	0	0	0	0	\$0	0
<b>Business Segment with Indirect Participants</b>	<b>110,406</b>	<b>\$50,407,392</b>	<b>66,200</b>	<b>63,364</b>	<b>369,767,150</b>	<b>8,761</b>	<b>\$5,513,678</b>	<b>656,552</b>
Efficient New Homes Construction	3,456	\$894,846	0	1,167	5,897,439	2,066	\$1,936,656	59,438
Energy Efficient Showerhead	2,807	\$85,942	0	127	1,548,398	12,079	\$435,764	29,989
Home Energy Insights	319,197	\$1,444,473	0	4,306	19,914,530	192,545	\$103,958	64,336
Home Energy Squad	2,600	\$672,896	0	472	2,433,804	780	\$230,818	6,669
Home Lighting	401,494	\$8,221,937	0	34,887	257,751,424	0	\$0	0
Insulation Rebate Program	1,790	\$101,429	0	258	207,518	1,575	\$364,587	22,964
Refrigerator Recycling	4,724	\$823,414	0	467	3,629,007	0	\$0	0
Residential Demand Response	29,486	\$7,860,908	24,925	1,165	659,200	2,475	\$88,045	16,296
Residential Heating and Cooling	18,510	\$8,438,680	0	15,973	13,775,120	19,670	\$4,320,673	239,420
School Education Kits	36,936	\$1,275,780	0	3,058	9,323,554	16,521	\$390,256	60,999
Whole Home Efficiency	53	\$34,864	0	30	74,791	52	\$50,399	2,869
<b>Residential Segment EE and DR Total</b>	<b>821,053</b>	<b>\$29,855,170</b>	<b>24,925</b>	<b>61,909</b>	<b>315,214,785</b>	<b>247,763</b>	<b>\$7,921,157</b>	<b>502,978</b>
Consumer Education	241,247	\$713,074	0	0	0	189,552	\$468,393	0
Home Energy Audit	436	\$592,511	0	0	0	288	\$459,396	0
Residential Lamp Recycling	433,518	\$296,441	0	0	0	0	\$0	0
Workforce Development	0	\$3,233	0	0	0	0	\$1,345	0
<b>Residential Segment with Indirect Participants</b>	<b>1,496,254</b>	<b>\$31,460,429</b>	<b>24,925</b>	<b>61,909</b>	<b>315,214,785</b>	<b>437,603</b>	<b>\$8,850,291</b>	<b>502,978</b>
Home Energy Savings Program	2,820	\$1,436,915	0	181	1,013,314	473	\$1,847,796	6,537
Low Income Home Energy Squad	512	\$146,810	0	75	390,770	297	\$80,060	1,833
Multi-Family Energy Savings Program	3,258	\$606,989	0	37	145,480	0	\$0	0
Affordable Efficient New Home Construction	0	\$1,229	0	0	0	0	\$205	0
<b>Low Income Segment Total</b>	<b>6,590</b>	<b>\$2,191,944</b>	<b>0</b>	<b>294</b>	<b>1,549,564</b>	<b>770</b>	<b>\$1,928,060</b>	<b>8,370</b>
Advertising & Promotion	0	\$3,849,232	0	0	0	0	\$929,401	0
Application Development & Maintenance	0	\$828,870	0	0	0	0	\$237,721	0
CIP Training	0	\$54,348	0	0	0	0	\$21,835	0
Partners in Energy	0	\$738,909	0	0	0	0	\$160,708	0
Regulatory Affairs	0	\$488,965	0	0	0	0	\$133,297	0
<b>Planning Segment Total</b>	<b>0</b>	<b>\$5,960,324</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>\$1,482,962</b>	<b>0</b>
Codes and Standards	0	\$0	0	0	0	0	\$0	0
Market Research	0	\$907,319	0	0	0	0	\$333,442	0
Product Development	0	\$2,159,473	0	0	0	0	\$182,847	0
<b>Research, Evaluations, &amp; Pilots Segment Total</b>	<b>0</b>	<b>\$3,066,793</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>\$516,288</b>	<b>0</b>
<b>Portfolio Total</b>	<b>1,613,250</b>	<b>\$93,086,881</b>	<b>91,124</b>	<b>125,566</b>	<b>686,531,500</b>	<b>447,133</b>	<b>\$18,291,279</b>	<b>1,167,899</b>
Enerchange	55	\$478,151	0	0	0	21	\$97,625	0
Energy Smart	326	\$466,001	0	0	0	124	\$21,483	0
One-Stop Shop	2,151	\$13,393,297	0	10,888	57,305,988	41	\$0	2,330
Trillion Btu	0	\$159,021	0	0	0	0	\$725	0
<b>Anticipated Alternative Filings Total</b>	<b>2,532</b>	<b>\$14,496,470</b>	<b>0</b>	<b>10,888</b>	<b>57,305,988</b>	<b>186</b>	<b>\$119,833</b>	<b>2,330</b>
Assessments	0	\$1,921,531	0	0	0	0	\$288,868	0
Electric Utility Infrastructure	0	\$0	0	0	0	0	\$0	0
<b>Portfolio Total w Alternative Filings</b>	<b>1,615,782</b>	<b>\$109,504,882</b>	<b>91,124</b>	<b>136,454</b>	<b>743,837,488</b>	<b>447,319</b>	<b>\$18,699,980</b>	<b>1,170,229</b>



## Compliance Reporting

Minnesota Rules ch. 7690 contains the requirements and procedures for CIP filings. Minnesota Statutes sections § 216B.2401, 216B.241, and 216B.2411 contain provisions the Company must meet in its CIP. All compliance points are addressed in this section.

### Statutory Requirements

#### *Minimum Spending Requirement*

Minn. Stat. § 216B.241 subd. 1a requires that 2.0% of the Company's electric Gross Operating Revenues (GOR) be spent on electric CIP and 0.5% of natural gas GOR be spent on natural gas CIP. Table 4 shows our spending in relation to our approved minimum spending requirement.<sup>1</sup>

The minimum spending requirement shown in Table 4 differs from the Company's plan filed on July 1, 2020. At the time the plan was filed the jurisdictional annual reports were not finalized, therefore, other internal sources were used. The value shown in Table 4 is based on the weather-normalized actual sales from the 2019 jurisdictional annual reports.

**Table 4: Minimum Spending Requirement**

	<b>Minimum Spending Requirement</b>	<b>Approved Spend*</b>	<b>Actual Spend</b>	<b>Variance of Actual to Minimum Spend</b>
<b>Electric</b>	\$60,187,642	\$129,157,288	\$109,504,882	\$49,317,240
<b>Natural Gas</b>	\$2,339,273	\$19,367,571	\$18,699,980	\$16,360,707
<b>Total</b>	\$62,526,915	\$148,524,860	\$128,204,862	\$65,677,947

\*Approved Spend matches the January 22, 2021 compliance filing update plus approved program modifications filed under Docket No. E,G002/CIP-20-473. The compliance filing budgets include program modifications ordered in the November 24, 2020 Decision.

#### *2021 Achievements as a Percentage of Sales*

Table 5 shows our achievements as a percent of our 2017-2019 weather-normalized retail sales, adjusted for exempt customers. The Company's 2021 electric and natural gas energy savings goals were approved by the Commissioner on November 24, 2020 under 216B.241, which at the time set a minimum savings target of 1.5 percent of sales<sup>2</sup>.

<sup>1</sup> The Energy Conservation and Optimization (ECO) Act of 2021 removed the minimum spending requirement. Therefore, the Company plans to remove this section in the 2022 status report.

<sup>2</sup> The ECO Act of 2021 updated the electric savings goal to 1.75 percent and the natural gas savings goal to 1.0 percent of annual retail energy sales; the Company will file its first Triennial under that requirement in 2023.

**Table 5: Achievements as Percent of Sales**

	Electric			Natural Gas		
Year	Energy Savings Achieved (MWh)	Total Adjusted Sales (MWh)	Savings as % of Retail Sales	Energy Savings Achieved (Dth)	Total Adjusted Sales (Dth)	Savings as % of Retail Sales
<b>2021</b>	743,837	27,807,302	2.67%	1,170,229	76,465,185	1.53%

***2021 Low Income Spending Requirement***

The 2007 Legislature approved an amendment to Minn. Stat. § 216B.241, subd. 7, which required utilities to spend 0.4 percent of their residential natural gas GOR on low-income gas programs and 0.2 percent of their residential electric GOR on low-income electric programs, unless otherwise approved by the Commissioner<sup>3</sup>.

Table 6 shows a comparison of the actual low-income spending to the minimum spending requirement. After the initial 2021-2023 plan was filed and approved the Company filed three modifications that significantly increased our spend goals within the Low-Income segment. The approved spend in Table 6 includes the Low-Income modifications filed under Docket No. E,G002/CIP-20-473 and approved by the Deputy Commissioner on February 2, 2021; April 29, 2021; and January 31, 2022.

Both the approved low-income spend and actual spend are representative of programs only found in the Low-Income Segment and do not include spending associated with business, alternative, and indirect programs that also target low-income and non-profit customers, including Energy Smart, Multi-Family Building Efficiency Program, Non-Profit Energy Savings Program, and CIP Workforce Development and Education. The Low-Income Segment section provides greater detail on low-income program achievements.

**Table 6: Low Income Spending Requirement**

	Minimum Spending Requirement	Approved Low-Income Spend*	Actual Spend	Variance of Actual to Minimum Spend
<b>Electric</b>	\$2,383,615	\$3,996,692	\$2,191,944	-\$191,671
<b>Natural Gas</b>	\$1,133,988	\$2,643,017	\$1,928,060	\$794,072
<b>Total</b>	\$3,517,603	\$6,639,709	\$4,120,004	\$602,401

\*Approved Spend matches the January 22, 2021 compliance filing update plus approved program modifications filed under this docket.

Several factors have limited participation and spending in our Low-Income programs, particularly electric. The Low-Income Segment continued to be impacted by access restrictions put in place in

<sup>3</sup> The ECO Act increases the minimum spending requirements to 0.4 percent of residential electric GOR and 1.0 percent of residential natural gas GOR. These new requirement does not go into effect until January 1, 2022.

response to the pandemic. In addition, the Company consistently heard from our implementers that supply chain disruptions were leading to equipment shortages and delayed installs. Several implementers also reported they were operating at or near capacity and running into hiring constraints. Each of these factors led to lower participation and the Company falling short of the approved goals and minimum electric spend requirements. While we expect access restrictions to be a short-term issue, supply chain disruptions and workforce shortages are likely to persist into 2022 and potentially 2023.

The hiring challenge experienced by our program implementers and other contractors is not a new issue. The issues reported by our program implementers as well as by insulation, HVAC, and other contractors motivated the Company to create the CIP Workforce Development and Education (CIP-WDE) program, which was approved as an indirect residential program on April 29, 2021. After the program was approved, the program implementers began developing training, application, and marketing materials. As part of the offering, the Company will present to local and non-profit organizations, create promotional and marketing materials, and launch social media campaign. The first cohort is expected to begin training in 2022. With the WDE program we hope to mitigate the workforce shortages and increase participation in our low-income and market rate programs.

While both the Company and our implementers continue to make every effort to support our low-income customers, supply chain and workforce shortage challenges could potentially persist for some time, which would make achieving the minimum spending requirements difficult. We will continue to keep the Department informed of relevant developments.

***2021 Research & Development 10% Spending Cap***

Minn. Stat. § 216B.241, subd. 2(c) limits spending on Research & Development to 10 percent of the minimum spending requirement.<sup>4</sup> CIP Research and Development identifies, assesses, and develops new load management and energy efficiency products and services. This work allows the Company to identify and promote promising new energy saving opportunities for its customers. Market potential studies fall into this category.

**Table 7: Research & Development Spending Cap**

	<b>Annual Spending Cap</b>	<b>Approved Spend</b>	<b>Actual Spend</b>	<b>Variance of Actual to Cap</b>
<b>Electric</b>	\$6,018,764	\$5,149,006	\$2,510,867	-\$3,507,897
<b>Natural Gas</b>	\$233,927	\$142,105	\$287,163	\$53,235
<b>Total</b>	\$6,252,692	\$5,291,111	\$2,798,030	-\$3,454,661

<sup>4</sup> The ECO Act of 2021 removes the minimum spending requirements and changes the spending limits on Research & Development from 10 percent of the minimum spend requirements to 10 percent of the total amount spent and invested on energy conservation improvements. The Company will reference the new spending limits in the 2022 status report.

### ***Distributed Energy Resources Spending Cap***

Minn. Stat. § 216B.2411, subd. 1(a) allows utilities to spend up to five percent of the utility's minimum spending requirement on distributed generation projects. In 2021, the Company did not have any distributed energy resources spending in CIP.

### ***Lighting Use and Recycling Programs***

Minn. Stat. § 216B.241, subd. 5 requires utilities to invest in projects that encourage the use of energy efficient lighting and reclamation or recycling of spent fluorescent and high intensity discharge lamps. The Company met this requirement through its business and residential lighting and lamp recycling programs.

### ***Facilities Energy Efficiency***

Minn. Stat. § 216B.241, subd. 1f requires all utilities to include in their conservation plans programs that facilitate professional engineering verification to qualify a building as ENERGY STAR-labeled, Leadership in Energy and Environmental Design ("LEED") certified, or Green Globes-certified. The Company's Business New Construction and Commercial Streamlined Assessment programs continue to satisfy this requirement.

### ***SB2030 Standards***

Minn. Stat. § 216B.241, subd. 9e requires all utilities to develop CIP projects to support attainment of SB 2030 standards. The Business New Construction program supports the Sustainable Building 2030 performance standard in various ways. This includes providing design assistance, verification of equipment installation, and financial incentives for incorporating energy efficient design components. Additionally, projects that qualify for the Energy Design Assistance program receive whole-building energy modeling; and each project includes a comparison to the SB2030 standard.

### ***Carry-Forward Provision***

Minn. Stat. §216B.241, subd. 1c. allows utilities to carry forward energy savings in excess of 1.5% for a year to the succeeding three calendar years for customer program savings and five years for electric utility infrastructure (EUI) projects. Because we surpassed the 1.5 percent electric savings goal<sup>5</sup>, we meet the eligibility guidelines for use of the carry-forward provision. However, the Company is not using any carried-forward savings from previous years for our 2021 achievement.

<sup>5</sup> The Energy Conservation and Optimization Act of 2021 updated the minimum target to 1.75 percent; the Company will file its first Triennial under that requirement in 2022.



## **2021-2023 Plan Decision Requirements**

The following requirements were established in the Deputy Commissioner's November 25, 2020 Decision approving our 2021-2023 CIP Plan in Docket No. E,G002/CIP-20-473.

### ***Compliance with Measurement and Verification (“M&V”) Protocols***

On July 23, 2008 the Deputy Commissioner approved the M&V Protocols for Large Custom CIP Projects, as part of Docket No. E,G999/CIP-06-1591. In the November 25, 2020 Decision the Deputy Commissioner instructed the Company to continue to follow the Protocols. The Protocols apply to custom projects that have savings greater than 1 GWh or 20,000 Dth and are initiated after April 1, 2008. As required by the protocols, we submitted 11 projects that met these criteria and required monitoring. We submitted monitoring reports for the qualifying projects to the Department.

### ***Research & Development Summary***

The November 25, 2020 Decision requires the Company to include a narrative summary of its R&D activities and the corresponding dollar amounts for each R&D activity as part of the Company's annual Status Reports.

The R&D activity was Product Development. This spending is a combination of staff time and third-party consultants contracted to support investigation of savings and program designs for energy efficiency measures, delivery channels, or new customer segments. In 2021, the Company spent \$2,159,473 on electric and \$182,847 on natural gas Product Development.

The second R&D activity is Market Research efforts exclusive of program evaluations. Expenditures for Market Research are primarily subscriptions to data sources that can be used by product teams and product development. The total Research and Development spending within Market Research was \$351,394 for electric and \$104,316 for natural gas.

### ***Budget Flexibility***

The November 25, 2020 Decision continued the policy regarding budget flexibility established in the 2017-2019 Triennial decision. With this decision the Company was granted the ability to exceed the approved budgets for all direct impact segments as long as the additional spending does not result in the segment becoming non-cost effective from the societal perspective. In 2021, no segment level spending exceeded approved spending flexibility.

### ***Program Modifications***

Minn. R. 7690.1400 requires utilities to file formal program modifications when:

- Proposing a new project;
- Discontinuing an existing project;
- Reducing the minimum qualifying efficiency level of a measure or technology;
- Decreasing project budgets, savings and participation goals;
- Increasing the Planning Segment annual budget by more than 25%; and
- Increasing the Research, Evaluations, and Pilots Segment by more than 25%.

In the November 25, 2020 Decision the Deputy Commissioner instructed the Company to continue the use of the formal modification process and courtesy notifications first described in the 2017-2019 Triennial Plan Decision. In 2021, the Company submitted the following program modification requests and courtesy notifications that impact our 2021-2023 CIP Triennial Plan.

**Table 8: Program Modification Filings**

<b>Modification Filing Date</b>	<b>Programs Included</b>	<b>Approval Date</b>
December Modification Request – 60 day (12/23/20)	Home Energy Savings Program, Multi-Family Energy Savings Program	2/22/21
December Modification Request – 90 day (12/23/20)	Affordable & Efficient New Home Construction, Non-Profit Energy Savings Program, CIP Workforce Development & Education	4/29/21
April Courtesy Notification (4/9/21)	Efficient New Home Construction, HVAC+R Solutions	N/A
May Modification Request (5/20/21)	Energy Information Systems, Business Lighting Efficiency, Refrigeration Recycling, HVAC+R Solutions	8/6/21
July Courtesy Notification (7/23/21)	Prescriptive Measurement & Verification Process, Residential Heating & Cooling, Residential Demand Response	N/A
September Courtesy Notification (9/2/21)	Affordable & Efficient New Home Construction, Business Lighting	N/A
November Modification Request (11/1/21)	Home Energy Savings Program, Low-income Home Energy Squad, Multi-Family Energy Savings Program	1/31/22
November Modification Request (11/17/21)	School Education Kits, Residential HVAC	1/31/22
December Courtesy Notification (12/9/21)	Efficient New Home Construction, HVAC+R Solutions	1/10/21 ENHC (approved) HVAC+R (denied)

### ***Low Income and Renter Participation***

In the November 25, 2020 Decision the Deputy Commissioner required utilities to clearly report the following metrics in their annual status reports:

- the estimate of anticipated and actual low-income residential customer participation levels for each program,
- the estimate of anticipated and actual residential rental customer participation levels for each program,
- for programs that make use of the low-income multifamily policy guidance, the number of buildings and units served by market-rate versus affordable housing through the program.

These metrics are shown in Tables 9 through 13. The Multi-Family Energy Savings Program (MESP) and Multi-Family Building Efficiency (MFBE) Programs make use of the low-income multifamily policy guidance. The MESP program only serves income-qualified properties, therefore, 100 percent of the participants are income-qualified. The MFBE program serves income-qualified and market rate customers.

**Table 9: Electric Program Low-Income Participation**

2021	Anticipated			Actual		
	Participants	Low-Income Participants	Percent of Participation	Participants	Low-Income Participants	Percent of Participation
<b><u>Business Segment</u></b>						
Multi-Family Building Efficiency	7,208	6,192	86%	21,187	4,762	22.5%
<b><u>Residential Segment</u></b>						
Efficient New Home Construction	5,585	21	0%	3,456	40	1.2%
Energy Efficient Showerhead	5,840	510	9%	2,807	146	5.2%
Home Energy Insights	232,000	9,051	4%	319,197	Unable to track	
Home Energy Squad	8,133	163	2%	2,600	29	1.1%
Home Lighting	231,508	1,378	1%	401,494	Unable to track	
Insulation Rebate	1,381	36	3%	1,790	60	3.3%
Refrigerator Recycling	6,900	144	2%	4,724	127	2.7%
Residential Demand Response	31,465	1,522	5%	29,486	630	2.1%
Residential Heating and Cooling	18,640	284	2%	18,510	290	1.6%
School Education Kits	37,000	14,171	38%	36,936	Unable to track	
Whole Home Efficiency	212	15	7%	53	0	0.0%
Consumer Education	477,000	52,470	11%	241,247	Unable to track	
Home Energy Audit	3,200	121	4%	436	26	6.0%
Residential Lamp Recycling	540,000	3,214	1%	433,518	Unable to track	
<b><u>Low Income Segment</u></b>						
Affordable Efficient New Home Construction	109	109	100%	0	0	
Home Energy Savings Program	1,900	1,900	100%	2,820	2,820	100.0%
Low Income Home Energy Squad	1,594	1,594	100%	512	512	100.0%
Multi-Family Energy Savings Program	1,916	1,916	100%	3,258	3,258	100.0%
<b>Total</b>	<b>1,611,591</b>	<b>94,812</b>	<b>6%</b>	<b>1,524,031</b>		



**Table 10: Natural Gas Program Low-Income Participation**

2021	Anticipated			Actual		
	Participants	Low Income Participants	Percent of Participation	Participants	Low Income Participants	Percent of Participation
<b><u>Business Segment</u></b>						
Multi-Family Building Efficiency	2,402	2,192	91%	7,230	1,292	17.9%
<b><u>Residential Segment</u></b>						
Efficient New Home Construction	3,390	14	0%	2,066	23	1.1%
Energy Efficient Showerhead	49,400	2,467	5%	12,079	954	7.9%
Home Energy Insights	131,000	6,129	5%	192,545	Unable to track	
Home Energy Squad	2,988	41	1%	780	8	1.1%
Home Lighting						
Insulation Rebate	996	25	2%	1,575	59	3.7%
Refrigerator Recycling						
Residential Demand Response	14,650	0	0%	2,475	41	1.6%
Residential Heating and Cooling	19,670	413	2%	19,670	537	2.7%
School Education Kits	16,500	6,320	38%	16,521	Unable to track	
Whole Home Efficiency	198	14	7%	52	0	0.0%
Consumer Education	375,000	41,250	11%	189,552	Unable to track	
Home Energy Audit	2,600	128	5%	937	88	9.4%
Residential Lamp Recycling						
<b><u>Low Income Segment</u></b>						
Affordable Efficient New Home Construction	65	65	100%	0	0	
Home Energy Savings Program	340	340	100%	473	473	100%
Low Income Home Energy Squad	672	672	100%	297	297	100%
Multi-Family Energy Savings Program						
<b>Total</b>	<b>619,871</b>	<b>60,070</b>	<b>10%</b>	<b>446,252</b>		

**Table 11: Electric Program Renter Participation**

2021	Anticipated			Actual		
	Participants	Renter Participants	Percent of Participation	Participants	Renter Participants	Percent of Participation
<b><u>Business Segment</u></b>						
Multi-Family Building Efficiency	7,208	6,192	85.9%	21,187	4,762	22.5%
<b><u>Residential Segment</u></b>						
Efficient New Home Construction	5,585	0	0.0%	3,456	0	0.0%
Energy Efficient Showerhead	5,840	204	3.5%	2,807	98	3.5%
Home Energy Insights	232,000	105,899	45.6%	319,197	Unable to track	
Home Energy Squad	8,133	667	8.2%	2,600	84	3.2%
Home Lighting	231,508	50,237	21.7%	401,494	Unable to track	
Insulation Rebate	1,381	25	1.8%	1,790	16	0.9%
Refrigerator Recycling	6,900	169	2.5%	4,724	117	2.5%
Residential Demand Response	31,465	847	2.7%	29,486	825	2.8%
Residential Heating and Cooling	18,640	272	1.5%	18,510	365	2.0%
School Education Kits	37,000	8,029	22%	36,936	Unable to track	
Whole Home Efficiency	212	0	0.0%	53	0	0.0%
Consumer Education	477,000	52,470	11.0%	241,247	Unable to track	
Home Energy Audit	3,200	92	2.9%	436	34	7.8%
Residential Lamp Recycling	540,000	117,180	21.7%	433,518	Unable to track	
<b><u>Low Income Segment</u></b>						
Affordable Efficient New Home Construction	109	0	0.0%	0	0.0%	0
Home Energy Savings Program	1,900	194	10.2%	2,820	427	15.2%
Low Income Home Energy Squad	1,594	469	29.4%	512	108	21.2%
Multi-Family Energy Savings Program	1,916	1,916	100.0%	3,258	3,258	100.0%
<b>Total</b>	<b>1,611,591</b>	<b>344,863</b>	<b>21%</b>	<b>10,095</b>		

**Table 12: Natural Gas Program Renter Participation**

2021	Anticipated			Actual		
	Participants	Renter Participants	Percent of Participation	Participants	Renter Participants	Percent of Participation
<b><u>Business Segment</u></b>						
Multi-Family Building Efficiency	2,402	2,192	91.3%	7,230	1,292	17.9%
<b><u>Residential Segment</u></b>						
Efficient New Home Construction	3,390	0	0.0%	2,066	0	0.0%
Energy Efficient Showerhead	49,400	901	1.8%	12,079	106	0.9%
Home Energy Insights	131,000	60,291	46.0%	192,545	Unable to track	
Home Energy Squad	2,988	67	2.3%	780	38	4.9%
Home Lighting					Unable to track	
Insulation Rebate	996	22	2.2%	1,575	16	1.0%
Refrigerator Recycling					Unable to track	
Residential Demand Response	14,650	0	0.0%	2,475	47	1.9%
Residential Heating and Cooling	19,670	258	1.3%	19,670	426	2.2%
School Education Kits	16,500	3,581	38%	16,521	Unable to track	
Whole Home Efficiency	198	0	0.0%	52	0	0.0%
Consumer Education	375,000	41,250	11.0%	189,552	Unable to track	
Home Energy Audit	2,600	73	2.8%	937	105	11.2%
Residential Lamp Recycling						
<b><u>Low Income Segment</u></b>						
Affordable Efficient New Home Construction	65	0	0.0%	0	Unable to track	
Home Energy Savings Program	340	9	2.5%	473	473	100.0%
Low Income Home Energy Squad	672	70	10.4%	297	84	28.4%
Multi-Family Energy Savings Program						
<b>Total</b>	<b>619,871</b>	<b>108,713</b>	<b>18%</b>	<b>446,252</b>		

***Low Income Spending and Energy Savings***

In the November 25, 2020 Decision the Deputy Commissioner required utilities to clearly report:

- the planned and actual low-income spending and energy savings for each program, including dedicated low-income programs.
- for programs that make use of the low-income multifamily policy guidance, the anticipated and actual spending and energy savings achieved for the program, and from market-rate versus affordable housing participants, through the program.

The anticipated and actual low income spending and energy savings for each program in the Company’s low-income segment is shown in Tables 2 and 3 in the Executive Summary. The MESP program only serves income-qualified properties, therefore, 100 percent of the spending and energy

savings is associated with income-qualified customers. The MFBE program serves income-qualified and market rate customers. Table 13 shows the spending and energy savings from market-rate versus affordable multifamily housing participants from the MESP and MFBE program.

**Table 13: Market-Rate versus Affordable Multi-Family Energy Savings and Spend**

Project	Electric			Gas	
	Spend	EE Gen kW	Generator kWh	Spend	Dth
<b>Low Income</b>					
Multi-Family Building Efficiency	\$289,686	236	1,976,055	\$124,937	1,565
Multi-Family Energy Savings Program	\$606,989	37	145,480	\$0	0
<b>Low-Income TOTAL</b>	<b>\$896,675</b>	<b>273</b>	<b>2,121,535</b>	<b>\$124,937</b>	<b>1,565</b>
<b>Market Rate</b>					
Multi-Family Building Efficiency	\$1,293,658	230	1,759,775	\$588,399	10,489
Multi-Family Energy Savings Program	\$0	0	0	\$0	0
<b>Market Rate TOTAL</b>	<b>\$1,293,658</b>	<b>230</b>	<b>1,759,775</b>	<b>\$588,399</b>	<b>10,489</b>

***Multi-Family Incentives***

In the November 25, 2020 Decision the Deputy Commissioner required utilities to clearly report for programs that make use of the low-income multifamily policy guidance, the cumulative number and amount of incentives by measure type for market-rate versus affordable housing delivered through the program (e.g. total number and total value of incentives for boilers installed in market-rate and in affordable housing buildings through a multifamily program).

The MFBE incentives by measure type for market-rate versus affordable housing multifamily housing participants is shown in Table 14.

**Table 14: Incentives by Measure Type for Market-Rate versus Affordable Housing Multi-Family Housing Participants**

	Number of Measures		Incentives	
	Market Rate Participants	Low-Income Participants	Market Rate Participants	Low-Income Participants
Boiler Tune-up	38	2	\$19,297	\$189
Centrifugal Chillers	1	0	\$9,990	\$0
Custom	5	3	\$10,730	\$35,172
DX Unit	5	1	\$17,292	\$640
ECM Circulator Pumps	2	0	\$650	\$0
High Efficiency Water Heaters	4	0	\$10,771	\$0
Mini-Split Heat Pump	2	0	\$7,371	\$0
Common Area Lighting	2	2	\$1,468	\$1,346
Motors	2	1	\$12,870	\$779
Efficiency Controls	1	1	\$2,149	\$10,003
Condensing Hot Water Boiler	6	0	\$57,085	\$0
Outdoor Air Reset	19	0	\$9,384	\$0
Stack Dampers	21	1	\$2,463	\$558
Variable Frequency Drive	4	0	\$19,825	\$0

## Other Regulatory Requirements

### *2021 Employee Expenses*

In the Department's August 13, 2010 Comments in Docket No. E002/M-10-296, the Department proposed employee expense guidelines, including a recommended cap on employee expenses of 0.5 percent of total annual budgets or expenses. In 2021, the Company had a total of \$63,241 in employee expenses related to CIP. These expenses represent about 0.05% of our total CIP spending for 2021, which is below the Department's proposed cap of 0.5% of total annual budget for expenses.

**Table 15: Summary of 2021 Employee Expenses**

<b>Employee Expense Category</b>	<b>Electric Amount</b>	<b>Natural Gas Amount</b>	<b>Total</b>
Airfare	\$2,7053.23	\$432.21	\$3,185.44
Car Rental	\$0.00	\$0.00	\$0.00
Taxi/bus	\$822.84	\$74.30	\$897.14
Mileage	\$7,264.60	\$1,907.18	\$9,171.78
Conferences/Seminars/Training	\$15,606.17	\$5,933.07	\$21,539.24
Hotel	\$7,217.03	\$776.80	\$7,993.83
Business Meals- Employees Only	\$2,581.29	\$230.85	\$2,812.14
Business Meals- Including Non-Employees	\$2,705.69	\$331.21	\$3,036.90
Parking	\$654.87	\$141.88	\$796.75
Personal Communication	\$11,588.60	\$1,435.13	\$13,023.73
Other Employee Expenses	\$756.97	\$27.45	\$784.42
	<b>\$51,951.29</b>	<b>\$11,290.08</b>	<b>\$63,241.37</b>

These expenses were incurred consistent with our employee expense policies, which provide guidance on the types of charges that are recoverable and non-recoverable through CIP. Two new categories were added in 2020 for personal communication devices and other employee expenses. Travel expenses in both 2020 and 2021 was lower than past years due to the COVID-19 pandemic. We do expect that a portion of the travel that was charged in the past will return once it is safe to do so. We report these expenses at the level of detail available from a query of our accounting system.

### *2021 Influenced Savings Projects*

The term "Influenced Savings" refers to projects for which Xcel Energy played a significant role in the customer's decision to implement an energy efficiency measure and for which the customer participated in the normal Custom Efficiency project submission process, yet whose cost-effective analysis or payback period failed. For such projects, Xcel Energy denies the customer any rebate for their efficiency measure, but claims Influenced Savings in order to appropriately account for the

Company's role in achieving implementation of the higher energy efficiency technology and to recognize the often-significant labor and/or study costs invested in the project.

There are no influenced savings projects to report for 2021.

***Health and Safety Issues***

In the December 2020 Home Energy Savings Program modification approved by the Deputy Commissioner on February 22, 2021, the Company proposed to allocate 15 percent of the program rebate budget to fund necessary actions to remove barriers for energy-efficiency improvements. In our reply to stakeholder comments filed on January 19, 2021, we agreed to include information on the type of health and safety measures funded in our status report. Table 16 provides a summary of the measures funded through HESP.

**Table 16: Health and Safety Projects Funded through HESP**

<b>Health &amp; Safety Measure</b>	<b>Number of Buildings</b>	<b>Number of Units</b>	<b>Spend</b>	<b>Type of Efficiency Project Enabled</b>
Asbestos Removal	5	5	\$20,780	HVAC
Exhaust Fan	100	104	\$127,760	Envelope improvements
Chimney Liner	2	2	\$2,350	HVAC
Duct Work	1	1	\$6,800	HVAC
Flue repair	1	1	\$676	HVAC
Gas Valve	1	1	\$535	HVAC
Mold Remediation	1	1	\$3,040	Envelope improvements
Fixing Unsafe Wiring/Junction Boxes	1	1	\$325	HVAC
Misc*	1	1	\$289	HVAC
Knob & Tube	1	1	\$2,160	Envelope improvements
Vermiculite Removal	7	1	\$23,285	Envelope improvements
<b>Total</b>			<b>\$188,000</b>	

\*The miscellaneous category may include the addition of flammable vapor sensor for a water heater, rodent removal, and other uncommon health and safety issues.

In comments filed on January 19, 2021 reviewers asked Xcel Energy to track health and safety issues that acted as barriers to participation in the MESP and MFBE programs. Our program implementers have noted health and safety issues have not acted as a barrier to participation in either program.

**Northern States Power Company,  
a Minnesota corporation**  
**Summary of the Evaluations of Product Impact Measurement Methods**  
**Reference Docket No. E002/M-90-1159**

***Background***

In a January 3, 1992 Order in Docket No. E002/M-90-1159, the Commission required a performance measurement evaluation to accompany Northern States Power Company, a Minnesota corporation's, financial incentive mechanism filing. This information, suggested by the Department of Public Service (now the Division of Energy Resources), was required in order to provide a sound basis for Xcel Energy's DSM Financial Incentive. In 1999, 2010, 2012, 2016, and again in 2020, the Commission modified Xcel Energy's financial incentive mechanism but retained the basic performance-based philosophy that requires ongoing efforts to ensure that impacts are reasonably well measured.

Xcel Energy considers the following factors in determining what impact measurement methods are appropriate:

- The uncertainties associated with existing impact estimates;
- The relative importance of the individual product;
- The cost of impact measurement relative to the overall cost and cost-effectiveness of its various products;
- Informal ongoing product management evaluation efforts to identify issues requiring a more formal evaluation;
- The extent to which previous evaluation work remains pertinent;
- Cost-effective developments in measurement and evaluation methods;
- Effects of free-ridership, free-drivership, and spillover;
- Emerging policy or customer preferences that may significantly change the role or scope of a program or group of programs within the portfolio

The Company's process and/or impact analysis efforts since 2017 are shown in the table on the following page.



**Table 17: Xcel Energy’s Process and/or Impact Analysis Efforts Since 2017**

<u>Product</u>	<u>Type</u>	<u>Status</u>
Data Center Efficiency	Process and Impact Evaluation	Completed in 2017
Heating Efficiency	Process and Impact Evaluation	Completed in 2017
Insulation Rebates	Process and Impact Evaluation	Completed in 2017
Business New Construction	Process and Impact Evaluation	Completed in 2018
Motor and Drive Efficiency	Process and Impact Evaluation	Completed in 2018
Multi-Family Building Efficiency	Process Evaluation +	Completed in 2018
Water Heater Rebates	Process Evaluation +	Completed in 2018
Efficient New Home Construction	Process and Impact Evaluation	Completed in 2019
Residential Cooling	Process and Impact Evaluation	Completed in 2020
Saver’s Switch	Process Evaluation +	Completed in 2019
Saver’s Switch for Business	Process Evaluation +	Completed in 2019
AC Rewards	Process Evaluation +	Completed in 2020
Energy Efficient Showerheads	Process and Impact Evaluation	Completed in 2020
Home Lighting Baseline Research	Special Study ^	Completed in 2020
Compressed Air Efficiency	Process and Impact Evaluation	Completed in 2021
Commercial Efficiency/Process Efficiency (combined)	Process and Impact Evaluation	Completed in 2021
Low Income Segment	Process Evaluation	Ongoing in 2021

+ 2018 Multi-Family Building Efficiency (MFBE) and Water Heater Rebates, 2019 Saver’s Switch/Saver’s Switch for Business, and 2020 AC Rewards evaluations included a modified impact component that examined qualitative indicators of free ridership and/or spillover.

^ Home Lighting Baseline Research was a multi-state, multi-sponsor study that Xcel Energy participated in to examine the naturally occurring market transformation of the residential lighting market.

Following is a summary of current energy savings calculation methods and M&V practices. For products where technical assumptions have changed due to evaluation or impact analysis results, the specific changes have been documented in the text of this status report and incorporated into the respective CIP cost-benefit analyses.

**Current Measurement and Verification Practices**

In 2021, our prescriptive, custom, and product-specific M&V inspection processes aligned with the processes described on pages 117-122 of our 2021-2023 Plan. Each program has an M&V plan to provide assurance that rebated measures were implemented as reported and that our reported savings are as accurate as possible. For prescriptive business and residential programs, we hire third party contractors to perform random audits on a statistically valid number of rebated projects. Some prescriptive residential programs have M&V plans tailored to their program design and delivery method. For Custom business programs, the Company follows the M&V Protocols for Large Custom CIP Projects approved by the Director in Docket No. E,G999/CIP-06-1591.

**Northern States Power Company**  
**a Minnesota corporation**  
**2021 Conservation Cost Recovery Report**  
**Reference Docket No. E002/GR-92-1185**

Cost-effective conservation benefits all of our customers by reducing the need to build new power plants or other generation facilities to meet our customers' electricity needs. Conservation also has environmental benefits, including a reduction in air pollution and greenhouse gas emissions associated with using fossil fuels. This section reports the actual 2021 spending and cost recovery, as well as the electric tax and rate base factors and calculation of the cost of capital.

Electric Achievements

In 2021, Xcel Energy spent \$109,504,882 on its electric CIP efforts. These expenditures provided an overall reduction of nearly 744 GWh. The Company requests recovery of \$109,504,882 in CIP expenditures, as well as, recovery of \$26,881,000 in financial incentives earned for our 2021 electric CIP performance for total electric recovery of \$136,385,882.

Natural Gas Achievements

Xcel Energy conserved 1,170,229 Dth through its 2021 natural gas CIP at a cost of \$18,699,980. The Company requests recovery of \$18,699,980 in CIP expenditures, as well as \$5,020,146 in financial incentive earned for our 2021 natural gas CIP performance for total natural gas recovery of \$23,720,126.

The tables on the following pages include:

- Xcel Energy's 2021 electric (Table 19) and natural gas (Table 20) CIP Trackers, which document monthly CIP expenditures and recovered costs;
- Summary of the electric tax and rate base factors (Table 21) used in the electric CIP Tracker; and
- Calculation of the Cost of Capital (Table 22) provides the tax factors and capital structure used to determine cost recovery and return on rate base in the electric CIP Trackers.

Northern States Power Company, a Minnesota corporation  
State of Minnesota- Electric Utility  
DSM Cost Recovery & Incentive Mechanism - Total  
2021 Actuals

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Annual</u>
<u>EXPENSES</u>	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	
1. Balance	6,960,280	10,179,058	11,277,011	10,767,657	8,603,424	4,954,862	1,942,755	(4,810,764)	(12,335,068)	17,216,897	10,855,067	4,938,027	
1a. Other Adjustments	55,471												
2. CIP Program Expenditures	14,243,634	11,256,705	10,091,705	7,176,334	7,057,226	10,187,371	7,123,660	6,344,247	10,142,723	8,216,594	7,999,300	9,609,913	109,449,411
3. 2020 Performance Incentive									30,500,073				30,500,073
4. Total Expenses + Incentive (Line 1 + 2 + 3)	21,259,385	21,435,763	21,368,716	17,943,991	15,660,650	15,142,233	9,066,415	1,533,483	28,307,728	25,433,491	18,854,368	14,547,941	
<u>RECOVERY</u>													
5. CCRC Rate (\$/MWh)	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	
6. CCRC Cost Recovery (CCRC times Sales)	6,985,450	6,407,517	6,684,921	5,888,676	6,741,639	8,305,402	8,721,032	8,703,753	7,003,141	6,876,971	6,558,256	7,016,040	85,892,798
7. CIP Adjustment Factor Rate (\$/MWh)	1.848	1.848	1.848	1.848	1.848	1.848	1.848	1.848	1.848	3.521	3.521	3.521	
8. CIP Adjustment Factor Recovery (Factor times Sales)	4,120,367	3,779,474	3,943,101	3,473,436	3,976,556	4,898,941	5,144,100	5,133,909	4,130,803	7,728,635	7,370,450	7,884,927	61,584,699
9. Sub-Balance (Line 4 - 6 - 8)	10,153,569	11,248,772	10,740,694	8,581,880	4,942,455	1,937,890	(4,798,717)	(12,304,179)	17,173,784	10,827,885	4,925,662	(353,026)	
10. Accum Deferred Tax (Line 9 * 28.742%)	2,918,339	3,233,122	3,087,090	2,466,604	1,420,560	556,988	(1,379,247)	(3,536,467)	4,936,089	3,112,151	1,415,734	(101,467)	
	0	0	0	0	0	0	0	0	0	0	0	0	
11. Net Investment (Line 9 - 10)	7,235,230	8,015,650	7,653,604	6,115,276	3,521,895	1,380,902	(3,419,470)	(8,767,712)	12,237,695	7,715,734	3,509,928	(251,559)	
12. Carrying Charge (Line 11 * Carrying Charge Rate)	25,490	28,239	26,964	21,544	12,408	4,865	(12,047)	(30,889)	43,113	27,183	12,365	(886)	158,349
13. End of Month Balance (Line 9 + 12)	10,179,058	11,277,011	10,767,657	8,603,424	4,954,862	1,942,755	(4,810,764)	(12,335,068)	17,216,897	10,855,067	4,938,027	(353,912)	

Table 19: 2021 Electric CIP Tracker (DSM Cost Recovery)

Northern States Power Company, a Minnesota corporation  
State of Minnesota - Gas Utility  
DSM Cost Recovery and Incentive Mechanism  
Tracker and Balance (\$)   
2021 Actual

<u>EXPENSES</u>	<u>Jan</u> Actual	<u>Feb</u> Actual	<u>Mar</u> Actual	<u>Apr</u> Actual	<u>May</u> Actual	<u>Jun</u> Actual	<u>Jul</u> Actual	<u>Aug</u> Actual	<u>Sept</u> Actual	<u>Oct</u> Actual	<u>Nov</u> Actual	<u>Dec</u> Actual	<u>Total</u>
1. Balance	\$(5,349,608)	\$(6,079,895)	\$(7,412,611)	\$(7,793,904)	\$(7,204,005)	\$(7,226,768)	\$(6,255,311)	\$(4,903,290)	\$(4,142,941)	\$(2,594,844)	\$2,530,404	\$1,456,350	<b>(\$5,349,608)</b>
1a. Other Adjustments	(55,471)												
1b. Adj. Beginning Balance	(5,405,079)	(6,079,895)	(7,412,611)	(7,793,904)	(7,204,005)	(7,226,768)	(6,255,311)	(4,903,290)	(4,142,941)	(2,594,844)	2,530,404	1,456,350	
2. CIP Program Expenditures	1,925,398	1,377,147	1,341,993	1,751,860	688,414	1,444,097	1,769,272	1,211,376	2,047,214	1,732,422	1,481,239	1,985,018	18,755,451
3. 2020 Performance Incentive										4,268,369			4,268,369
4. <b>Total Expenses</b> (Line 1b. + 2 + 3)	<b>(3,479,681)</b>	<b>(4,702,748)</b>	<b>(6,070,618)</b>	<b>(6,042,044)</b>	<b>(6,515,591)</b>	<b>(5,782,671)</b>	<b>(4,486,038)</b>	<b>(3,691,914)</b>	<b>(2,095,727)</b>	<b>3,405,946</b>	<b>4,011,643</b>	<b>3,441,368</b>	<b>17,674,212</b>
<u>RECOVERY</u>													
5. CCRC Rate (\$/Dth)	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	
6. CCRC Cost Recovery	632,068	658,512	418,167	281,577	171,789	113,885	100,660	109,034	121,048	213,723	397,362	588,873	3,806,698
7. CIP Adjustment Factor Rate (\$/Dth)	0.16276	0.16276	0.16276	0.16276	0.16276	0.16276	0.16276	0.16276	0.16276	0.16276	0.28472	0.28472	
8. CIP Adjustment Factor Recovery	1,963,271	2,045,408	1,298,870	874,609	533,594	353,740	312,661	338,672	375,989	663,848	2,159,099	3,199,693	14,119,454
9. <b>Total Recovery</b> (Line 6 + 8)	<b>2,595,340</b>	<b>2,703,920</b>	<b>1,717,037</b>	<b>1,156,186</b>	<b>705,383</b>	<b>467,625</b>	<b>413,321</b>	<b>447,706</b>	<b>497,037</b>	<b>877,571</b>	<b>2,556,461</b>	<b>3,788,566</b>	<b>17,926,153</b>
10. Rate Refund	0	0	0	0	0	0	0	0	0	0	0	0	0
11. Sub-Balance (Line 4-9+10)	(6,075,021)	(7,406,668)	(7,787,656)	(7,198,229)	(7,220,974)	(6,250,296)	(4,899,359)	(4,139,620)	(2,592,764)	2,528,375	1,455,182	(347,198)	
12. Accum Deferred Tax (Line 11 * 28.742%)	(1,746,082)	(2,128,825)	(2,238,328)	(2,068,915)	(2,075,452)	(1,796,460)	(1,408,174)	(1,189,809)	(745,212)	726,706	418,249	(99,792)	(14,352,095)
13. Net Investment (Line 11-12)	(4,328,938)	(5,277,844)	(5,549,328)	(5,129,314)	(5,145,522)	(4,453,836)	(3,491,185)	(2,949,810)	(1,847,552)	1,801,670	1,036,934	(247,407)	(35,582,131)
14. Carrying Charge (a) (Line 13 * Carrying Charge Rate)	(4,874,384)	(5,942,852)	(6,248,543)	(5,775,608)	(5,793,857)	(5,015,019)	(3,931,075)	(3,321,486)	(2,080,343)	2,028,680	1,167,588	(278,580)	(40,065,48)
15. <b>End of Month Balance</b> (Line 11+14)	<b>(6,079,895)</b>	<b>(7,412,611)</b>	<b>(7,793,904)</b>	<b>(7,204,005)</b>	<b>(7,226,768)</b>	<b>(6,255,311)</b>	<b>(4,903,290)</b>	<b>(4,142,941)</b>	<b>(2,594,844)</b>	<b>2,530,404</b>	<b>1,456,350</b>	<b>(347,477)</b>	

Table 20: 2021 Gas CIP Tracker (DSM Cost Recovery)

**Table 21: Summary of Electric Tax and Rate Base Factors**

The following variables are used in the electric CIP Tracker. These values were established in rate cases. Xcel Energy used the rates approved in its 2019 Multi-Year rate case, which was based off of the 2019 test year, (E002/GR15-826)

<u>Variables</u>	<u>2021</u>	<u>Tax Rates</u>	<u>2021</u>
Number of Months =	12	Tax Factor =	1.92%
Monthly Carrying Charge =	0.3523%	Accumulated Deferred Tax =	28.74%
Annual Amortization Fctr =	20.00%	Tax Rate =	28.74%
Common Equity % =	52.50%	Rate Base Factor =	8.92%
Preferred Equity % =	0.00%		
Total Debt % =	47.50%		
Weighted Cost Common Equity =	4.76%		
Weighted Cost Pref Equity =	0.00%		
Weighted Cost Total Debt =	2.25%		
Normal ROI =	7.01%		
CCRC (\$/MWh)	\$3.133		

**Table 22: Calculation of the 2022 Cost of Capital**

This table shows the tax factors and capital structure used for the electric cost recovery and return on rate base calculations in Tables 16 (2021 Electric CIP Tracker) and 18 (Summary of Electric Tax and Rate Base Factors).

Capital Structure	Capitalization	Cost of Capital	Weighted Average
	2021 Test Yr	2021 Test Yr	2021 Test Yr
Long-Term Debt	45.81%	4.75%	2.18%
Short-Term Debt	1.69%	4.31%	0.07%
TOTAL DEBT	47.50%		2.25%
Common Equity	52.50%	9.06%	4.76%
TOTAL EQUITY	52.50%		4.76%
TOTAL CAPITAL	100.00%		7.01%
MN Tax Rate =			28.74%
Normal Return =			7.01%
Rate Base Factor =	$\{ROI - (WTD \text{ Cost Debt} \times \text{Tax Rate})\} / (1 - \text{Tax Rate})$		8.92%
Tax Factor =	Rate Base Factor - ROI		1.92%
Monthly Carrying Charge Rate Calculation			
Annual Revenue Requirements Factor =	$\{ROI - (WTD \text{ Cost Debt} \times \text{Tax Rate})\} / (1 - \text{Tax Rate})$		8.92%
Monthly Revenue Requirements Factor =	$\{(1 + \text{short term debt}) \text{ to the } 1/12 \text{ Power}\} - 1$		0.3523%
CCRC Tracker Rate (\$/MWh)		\$	3.133

**Northern States Power Company**  
**a Minnesota corporation**  
**2021 Electric and Natural Gas CIP Adjustment Rate Report**

On March 20, 1995, the Commission approved Xcel Energy’s request to implement a CIP Adjustment Factor (Docket No. E002/M-94-1016). This bill rider, adjusted annually, provides the Company with a secondary cost recovery method above the amounts included in base rates (Conservation Cost Recovery Charge or CCRC). The CIP Adjustment Factor is normally approved by the Commission for a 12-month period beginning in the month following the Commission’s approval, and is calculated by dividing the forecasted CIP tracker balance by the forecasted sales (kWh or therms) for the period over which the adjustment will be in place. Xcel Energy is required to file a recalculation of its CIP Adjustment Factors each April in conjunction with its financial incentive and CIP status report filings.

The current electric CIP Adjustment Factor of \$0.003521 per customer kWh was approved by the Commission on September 7, 2021 in Docket No. E002/M-21-226. This rate was implemented on October 1, 2021 and is designed to reduce the electric CIP Tracker balance to \$0 by September 30, 2022. The current natural gas CIP Adjustment Factor of \$0.02847 per therm was approved by the Commission on October 22, 2021 in Docket No. G002/M-21-227 and implemented on November 1, 2021. It was also designed to reduce the natural gas CIP Tracker to \$0 by September 30, 2022.

Xcel Energy submits this compliance filing and report to support our request of the following:

- Recovery of \$26,881,000 for our 2021 electric DSM financial incentives;
- Recovery of \$5,020,146 for our 2021 natural gas DSM financial incentive;
- A change in the electric CIP Adjustment Factor from \$0.003521 to \$0.002506 per kWh effective the first billing cycle beginning October 1, 2022 through September 30, 2023; and
- A change in the natural gas CIP Adjustment Factor from \$0.028472 per therm to \$0.031578 per therm effective the first billing cycle beginning October 1, 2021 through September 30, 2023.

**Proposed Electric CIP Adjustment Factor for Period October 2022 Through September 2023**

Xcel Energy requests a new electric CIP Adjustment Factor of \$0.002506 per customer kWh to be effective with the first billing cycle of October 2022 and to remain in effect through the September 2023 billing period. This proposed factor is calculated to reduce the electric CIP Tracker balance to \$0 by the end of September 2023. It is based on the forecasted September 2023 unrecovered balance in the Company’s electric CIP Tracker account. This forecasted balance is based on the forecasted October 2022 beginning balance, October 2022 through September 2023 approved and projected expenditures, forecasted 2022 incentives and forecasted CCRC recovery at the current CCRC rate. The inputs and calculation are shown below.

Forecasted beginning balance (Oct 2022)	-\$7,034,611
Approved expenditures (Oct 2022 - Sept 2023)	\$135,504,078
Forecasted 2022 incentive	\$22,562,575
Less forecasted CCRC recovery (Oct 2022 - Sept 2023)	\$83,735,848
Forecasted October 2023 beginning of month balance	\$67,296,194

As in the past, Xcel Energy will include a message referencing the change in the CIP Adjustment Factor in customers’ bills. In the event that Commission approval of the proposed adjustment is delayed beyond September 20, 2022 (in order to implement the rate change by October 1), the Company will continue to apply the current CIP Adjustment of \$0.003521 per kWh up to the first cycle of the first full billing period following Commission approval of a revised factor.

**Calculation of Revised Electric CIP Adjustment Factor**

(1) Forecasted Oct 2023 Electric CIP Tracker Balance	\$67,296,194
(2) Forecasted Electric Sales (MWh)– Oct 2021 through Sept 2022 <sup>1</sup>	26,727,050
(3) Recalculated Electric CIP Adjustment Rate = (1)/(2)	\$2.518/MWh
	<b>\$0.002518/kWh</b>

Our above forecasted balance does not include carrying charges. To include carrying charges, we used the CIP Trackers to calculate the optimal rate of \$2.506 per MWh, which results in a \$26,973 end-of-month balance for September 2023. This is the positive balance closest to zero that we can model, given the digit limitations in our billing system. The projected 2022 and 2023 electric CIP Trackers are shown in Table 23 and Table 24.

**Proposed Natural Gas CIP Adjustment Factor for Period October 2022 Through September 2023**

Xcel Energy requests a new natural gas CIP Adjustment Factor of \$0.031578 per therm to be effective with the first billing cycle of October 2022 and remaining in effect through the September 2023 billing period. The proposed factor is based on the forecasted October 1, 2023 unrecovered balance in the Company’s natural gas CIP Tracker account. The forecasted balance is based on the forecasted October 2022 beginning balance, October 2022 through September 2023 approved and projected expenditures, forecasted 2022 incentive and forecasted CCRC recovery at the current CCRC rate. The inputs and calculation are shown below.

Forecasted beginning balance (Oct 2022)	\$2,466,685
Program Budget (Oct 2022 - Sept 2023)	\$22,045,898
Forecasted 2022 incentive	\$4,351,801
Less forecasted CCRC recovery (Oct 2022 - Sept 2023)	\$4,101,732
Forecasted October 2022 beginning of month balance	\$24,762,652

As in the past, Xcel Energy will include in customers’ bills a message referencing the change in the CIP Adjustment Factor. In the event that Commission approval of the proposed factor is delayed beyond September 20, 2022 (in order to implement the rate change by October 1), the Company will continue to apply the current CIP Adjustment Factor of \$0.028472 per therm up to the first cycle of the first full billing period following Commission approval of a revised factor.

<sup>1</sup> Forecasted sales exclude the customers exempted from electric CIP charges.



**Calculation of Revised Natural Gas CIP Adjustment Rate**

(1) Forecasted Oct 2023 Natural Gas CIP Tracker Balance	\$24,762,652
(2) Forecasted Gas Sales <sup>2</sup> – October 2022 through September 2023	78,277,327
<hr/>	
(3) Recalculated Gas CIP Adjustment Rate = (1)/(2)	\$0.31635/ dth
	<b>\$0.031635/ therm</b>

Our above forecasted balance does not include carrying charges. To include carrying charges, we used the CIP Trackers to calculate the optimal rate of \$0.031578 per therm, which results in a \$460 end-of-month balance for September 2023. This is the positive balance closest to zero that we can model, given the digit limitations in our billing system. The projected 2022 and 2023 natural gas CIP Trackers are shown in Table 25 and Table 26.

<sup>2</sup> Forecasted sales exclude the exempt customers and natural gas sales to qualifying large energy facilities.

**Northern States Power Company, a Minnesota corporation**  
**State of Minnesota- Electric Utility**  
**DSM Cost Recovery & Incentive Mechanism - Total**  
**2022 Forecast**

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Annual</u>
<u>EXPENSES</u>	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
1. Balance	(353,912)	1,870,674	2,155,772	81,235	(3,829,882)	(9,145,165)	(12,272,504)	(21,612,445)	(31,581,529)	(7,034,611)	(9,165,417)	(11,195,692)	(12,366,526)
2. CIP Program Expenditures	17,378,624	13,734,279	12,312,865	8,755,828	8,610,505	12,429,587	8,691,560	7,740,601	12,375,112	10,025,047	9,759,927	11,725,032	133,538,968
3. 2021 Performance Incentive									26,881,000				26,881,000
4. Total Expenses + Incentive (Line 1b + 2 + 3)	17,024,712	15,604,953	14,468,637	8,837,064	4,780,623	3,284,422	(3,580,944)	(13,871,844)	7,674,584	2,990,436	594,510	529,340	148,053,442
<u>RECOVERY</u>													
5. CCRC Rate (\$/MWh)	3.13	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	
6. CCRC Cost Recovery (CCRC times Sales)	7,137,403	6,335,016	6,774,326	5,959,647	6,546,099	7,310,425	8,464,553	8,301,273	6,917,451	6,740,979	6,535,001	7,147,673	84,169,845
7. CIP Adjustment Factor Rate (\$/MWh)	3.521	3.521	3.521	3.521	3.521	3.521	3.521	3.521	3.521	2.506	2.506	2.506	
8. CIP Adjustment Factor Recovery (Factor times Sales)	8,021,320	7,119,563	7,613,279	6,697,708	7,356,788	8,215,769	9,512,828	9,329,327	7,774,128	5,391,923	5,227,166	5,717,226	87,977,024
9. Sub-Balance (Line 4 - 6 - 8)	1,865,989	2,150,374	81,032	(3,820,291)	(9,122,264)	(12,241,772)	(21,558,324)	(31,502,444)	(7,016,996)	(9,142,466)	(11,167,657)	(12,335,558)	
10. Accum Deferred Tax (Line 9 * 28.742%)	536,323	618,060	23,290	(1,098,028)	(2,621,921)	(3,518,530)	(6,196,294)	(9,054,433)	(2,016,825)	(2,627,728)	(3,209,808)	(3,545,486)	
11. Net Investment (Line 9 - 10)	1,329,666	1,532,314	57,742	(2,722,263)	(6,500,343)	(8,723,242)	(15,362,030)	(22,448,011)	(5,000,171)	(6,514,738)	(7,957,849)	(8,790,072)	
12. Carrying Charge (Line 11 * Carrying Charge Rate)	4,684	5,398	203	(9,591)	(22,901)	(30,732)	(54,120)	(79,084)	(17,616)	(22,951)	(28,036)	(30,967)	(285,712)
13. End of Month Balance (Line 9 + 12)	1,870,674	2,155,772	81,235	(3,829,882)	(9,145,165)	(12,272,504)	(21,612,445)	(31,581,529)	(7,034,611)	(9,165,417)	(11,195,692)	(12,366,526)	

Table 23: 2022 Electric CIP Tracker Forecast, With Cost Recovery in 2022

**Northern States Power Company, a Minnesota corporation**  
**State of Minnesota- Electric Utility**  
**DSM Cost Recovery & Incentive Mechanism - Total**  
**2023 Forecast**

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>
<u>EXPENSES</u>	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
1. Balance	(12,366,526)	(7,702,375)	(4,762,829)	(4,925,810)	(6,940,669)	(9,859,279)	(10,150,078)	(16,237,998)	(23,021,149)
2. CIP Program Expenditures	17,713,342	13,998,805	12,550,015	8,924,468	8,776,346	12,668,985	8,858,962	7,889,687	12,613,461
3. 2022 Performance Incentive									22,562,575
4. Total Expenses + Incentive (Line 1 + 2 + 3)	5,346,816	6,296,431	7,787,185	3,998,658	1,835,676	2,809,706	(1,291,115)	(8,348,311)	12,154,887
<u>RECOVERY</u>									
5. CCRC Rate (\$/MWh)	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133	3.133
6. CCRC Cost Recovery (CCRC times Sales)	7,239,349	6,137,843	7,056,423	6,068,179	6,483,941	7,186,269	8,281,821	8,120,126	6,738,246
7. CIP Adjustment Factor Rate (\$/MWh)	2.506	2.506	2.506	2.506	2.506	2.506	2.506	2.506	2.506
8. CIP Adjustment Factor Recovery (Factor times Sales)	5,790,555	4,909,491	5,644,237	4,853,768	5,186,325	5,748,097	6,624,399	6,495,064	5,389,736
9. Sub-Balance (Line 4 - 6 - 8)	(7,683,087)	(4,750,902)	(4,913,475)	(6,923,289)	(9,834,590)	(10,124,661)	(16,197,336)	(22,963,501)	26,906
10. Accum Deferred Tax (Line 9 * 28.742%)	(2,208,273)	(1,365,504)	(1,412,231)	(1,989,892)	(2,826,658)	(2,910,030)	(4,655,438)	(6,600,169)	7,733
11. Net Investment (Line 9 - 10)	(5,474,814)	(3,385,398)	(3,501,244)	(4,933,397)	(7,007,932)	(7,214,631)	(11,541,897)	(16,363,331)	19,172
12. Carrying Charge (Line 11 * Carrying Charge Rate)	(19,288)	(11,927)	(12,335)	(17,380)	(24,689)	(25,417)	(40,662)	(57,648)	68
13. End of Month Balance (Line 9 + 12)	(7,702,375)	(4,762,829)	(4,925,810)	(6,940,669)	(9,859,279)	(10,150,078)	(16,237,998)	(23,021,149)	26,973

**Table 24: 2023 Electric CIP Tracker Forecast, With Cost Recovery in 2023**

Northern States Power Company, a Minnesota corporation  
State of Minnesota - Gas Utility  
DSM Cost Recovery and Incentive Mechanism  
Tracker and Balance (\$)   
2022

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
<u>EXPENSES</u>	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	
1. Beginning Balance	(347,477)	(2,846,893)	(5,129,515)	(6,841,363)	(6,709,606)	(6,981,457)	(6,117,117)	(4,757,260)	(4,063,467)	2,466,685	2,602,876	1,094,009	
2. CIP Program Expenditures	2,178,184	1,557,953	1,518,183	1,981,863	778,796	1,633,693	2,001,561	1,370,418	2,315,994	1,959,872	1,675,712	2,245,631	21,217,860
3. 2021 Performance Incentive									5,020,146				5,020,146
4. <b>Total Expenses</b> (Line 1b + 2 + 3)	<b>1,830,707</b>	<b>(1,288,939)</b>	<b>(3,611,332)</b>	<b>(4,859,500)</b>	<b>(5,930,809)</b>	<b>(5,347,764)</b>	<b>(4,115,556)</b>	<b>(3,386,842)</b>	<b>3,272,673</b>	<b>4,426,557</b>	<b>4,278,587</b>	<b>3,339,641</b>	
<u>RECOVERY</u>													
5. CCRC Rate (\$/Dth)	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	
6. CCRC Cost Recovery	726,704	596,318	501,205	286,734	162,437	118,822	99,150	104,664	125,586	259,846	453,359	639,438	4,074,263
7. CIP Adjustment Factor Rate	0.28472	0.28472	0.28472	0.28472	0.28472	0.28472	0.28472	0.28472	0.28472	0.31578	0.31578	0.31578	
8. CIP Adjustment Factor Recovery	3,948,613	3,240,145	2,723,341	1,557,993	882,614	645,627	538,740	568,703	682,380	1,565,921	2,732,096	3,853,470	22,939,644
9. <b>Total Recovery</b> (Line 6 + 8)	<b>4,675,317</b>	<b>3,836,463</b>	<b>3,224,546</b>	<b>1,844,726</b>	<b>1,045,051</b>	<b>764,449</b>	<b>637,890</b>	<b>673,368</b>	<b>807,965</b>	<b>1,825,768</b>	<b>3,185,455</b>	<b>4,492,909</b>	
10. Rate Refund	0	0	0	0	0	0	0	0	0	0	0	0	0
11. Sub-Balance (Line 4-9)	(2,844,610)	(5,125,403)	(6,835,878)	(6,704,226)	(6,975,860)	(6,112,213)	(4,753,446)	(4,060,210)	2,464,707	2,600,789	1,093,132	(1,153,268)	
12. Accum Deferred Tax (Line 11 * 28.742%)	(817,598)	(1,473,143)	(1,964,768)	(1,926,929)	(2,005,002)	(1,756,772)	(1,366,236)	(1,166,985)	708,406	747,519	314,188	(331,472)	(11,038,792)
13. Net Investment (Line 11-12)	(2,027,012)	(3,652,259)	(4,871,110)	(4,777,298)	(4,970,858)	(4,355,441)	(3,387,211)	(2,893,224)	1,756,301	1,853,270	778,944	(821,796)	(27,367,693)
14. Carrying Charge (a) (Line 13 * Carrying Charge Rate)	(2,282)	(4,112)	(5,485)	(5,379)	(5,597)	(4,904)	(3,814)	(3,258)	1,978	2,087	877	(925)	(30,816)
15. <b>End of Month Balance</b> (Line 11+14)	<b>(2,846,893)</b>	<b>(5,129,515)</b>	<b>(6,841,363)</b>	<b>(6,709,606)</b>	<b>(6,981,457)</b>	<b>(6,117,117)</b>	<b>(4,757,260)</b>	<b>(4,063,467)</b>	<b>2,466,685</b>	<b>2,602,876</b>	<b>1,094,009</b>	<b>(1,154,193)</b>	

Table 25: 2022 Gas CIP Tracker Forecast, With Cost Recovery in 2022

**Northern States Power Company, a Minnesota corporation  
State of Minnesota - Gas Utility**

**DSM Cost Recovery and Incentive Mechanism  
Tracker and Balance (\$)**

**2023 Forecast**

	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	<u>Jun</u>	<u>Jul</u>	<u>Aug</u>	<u>Sept</u>
<u>EXPENSES</u>	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast	Forecast
1. Balance	(\$1,154,193)	(\$4,022,281)	(\$6,618,877)	(\$8,585,385)	(\$8,538,261)	(\$8,876,600)	(\$8,003,481)	(\$6,601,036)	(\$5,902,643)
2. CIP Program Expenditures	2,295,786	1,642,068	1,600,151	2,088,865	820,844	1,721,898	2,109,627	1,444,409	2,441,036
3. 2023 Performance Incentive									4,351,801
4. <b>Total Expenses</b> (Line 1 + 2 + 3)	<b>1,141,593</b>	<b>(2,380,212)</b>	<b>(5,018,725)</b>	<b>(6,496,520)</b>	<b>(7,717,416)</b>	<b>(7,154,702)</b>	<b>(5,893,854)</b>	<b>(5,156,628)</b>	<b>890,194</b>
<u>RECOVERY</u>									
5. CCRC Rate (\$/Dth)	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524	0.0524
6. CCRC Cost Recovery	734,472	602,499	506,633	289,610	163,964	119,886	99,894	105,501	126,628
7. CIP Adjustment Factor Rate (\$/Dth)	0.31578	0.31578	0.31578	0.31578	0.31578	0.31578	0.31578	0.31578	0.31578
8. CIP Adjustment Factor Recovery	4,426,176	3,630,859	3,053,143	1,745,286	988,103	722,476	601,996	635,783	763,106
9. <b>Total Recovery</b> (Line 6 + 8)	<b>5,160,649</b>	<b>4,233,358</b>	<b>3,559,777</b>	<b>2,034,895</b>	<b>1,152,067</b>	<b>842,362</b>	<b>701,890</b>	<b>741,283</b>	<b>889,734</b>
10. Rate Refund	0	0	0	0	0	0	0	0	0
11. Sub-Balance (Line 4-9)	(4,019,056)	(6,613,570)	(8,578,502)	(8,531,415)	(8,869,483)	(7,997,064)	(6,595,744)	(5,897,911)	459
12. Accum Deferred Tax (Line 11 * 28.742%)	(1,155,157)	(1,900,872)	(2,465,633)	(2,452,099)	(2,549,267)	(2,298,516)	(1,895,749)	(1,695,178)	132
13. Net Investment (Line 11-12)	(2,863,899)	(4,712,698)	(6,112,869)	(6,079,316)	(6,320,216)	(5,698,548)	(4,699,995)	(4,202,734)	327
14. Carrying Charge (a) (Line 13 * Carrying Charge Rate)	(3,225)	(5,306)	(6,883)	(6,845)	(7,117)	(6,417)	(5,292)	(4,732)	0
15. <b>End of Month Balance</b> (Line 11+14)	<b>(4,022,281)</b>	<b>(6,618,877)</b>	<b>(8,585,385)</b>	<b>(8,538,261)</b>	<b>(8,876,600)</b>	<b>(8,003,481)</b>	<b>(6,601,036)</b>	<b>(5,902,643)</b>	<b>460</b>

Table 26: 2023 Gas CIP Tracker Forecast, With Cost Recovery in 2023

**Northern States Power Company**  
**a Minnesota corporation**  
**2021 CIP Financial Incentive Calculations**  
**Cost-Effectiveness & Performance Mechanism Report**  
**Reference Docket Nos. E,G999/CI-08-133**

In 2010, the Commission approved a new Shared Savings Incentive Mechanism (Docket No. E,G999/CI-08-133). The shared savings incentive mechanism awards a percentage of the net benefits created by a utility's energy conservation program, beginning once a utility surpasses its earnings threshold. The Commission's Order issued on December 9, 2020 extended the Shared Savings Incentive Mechanism through 2021-2023 Plan years and raised the CIP expenditure cap for utilities that exceed energy savings goals. The currently approved incentive mechanism has the following parameters:

- Electric utilities' incentive starts at energy savings of 1% of retail sales; 10% of net benefits is awarded at energy savings of 1.7% of retail sales and above.
- Gas utilities' incentive starts at energy savings of 0.7% of retail sales; 10% of net benefits is awarded at energy savings of 1.2% of retail sales and above.
- Net Benefits Cap remains at 10%.
- Gas utilities may exceed the 30% CIP Expenditures Cap, up to a maximum of 35%, if they meet or exceed energy savings equaling 1.2% of retail sales.
- Electric utilities may exceed the 30% CIP Expenditures Cap, up to a maximum of 35%, if they meet or exceed energy savings equaling 2% of retail sales.
- Utilities use their specific CIP Utility Discount Rate approved in Docket Nos. E999/CIP-18-783 (electric utilities) and G999/CIP-18-782 (gas utilities) for calculating net benefits for the Shared Savings incentive.

Additionally, during the 2013 Legislature, a provision was added to MN Statute 216B.241, subdivision 7, which allows utilities the option to exclude the net benefits of low-income programs, if negative, from the calculation of the DSM financial incentive.

Xcel Energy's 2021 CIP portfolio achieved electric energy savings of nearly 744 GWh which will provide net benefits of over \$268 million to Xcel Energy electric customers. The Company also achieved natural gas savings of 1,170,229 Dth, which will provide Xcel Energy customers with net benefits of more than \$50 million. As a result of these achievements, we request approval of a 2021 CIP electric financial incentive of \$26,881,000 and a 2021 CIP natural gas financial incentive of \$5,020,146.

The performance measurements of Xcel Energy's individual electric and natural gas CIP programs, including indirect impact programs, are reported in Tables 2 and 3, respectively. The cost-effectiveness of individual programs is reported in the Cost-Effectiveness Report included in this filing.

**Northern States Power Company  
a Minnesota corporation  
2021 Financial Incentive Calculations**

In accordance with the Minnesota PUC Orders dated January 27, 2010, August 5, 2016 and February 20, 2020 (Docket No. E,G999/CI-08-133), Xcel Energy respectfully submits these financial incentive calculations. In 2021, the Company achieved electric energy savings of 743,837,488 kWh at the generator at a cost of \$109,504,882. As a result, we respectfully request approval of our CIP electric financial incentive in the amount of \$26,881,000.

**CIP Electric Financial Incentive Calculation**

According to Orders in Docket No. E,G999/CI-08-133, certain expenses and savings are excluded from the incentive calculation, including regulatory assessments, electric utility infrastructure projects, qualifying solar projects, and third party projects not selected for inclusion in the annual incentive compliance filing. As first stated in our January 30, 2013 incentive compliance filing and continued through the 2021-2022 filings, we elected to include the One Stop Shop program administered by the Center for Energy and the Environment (CEE).<sup>1</sup> The indirect impact third party programs—Enerchange, Energy Intelligence, Energy Smart, and Trillion Btu—are not included in the calculation of the incentive. In addition, during the 2013 Legislature, a provision was added to MN Statute 216B.241, subdivision 7, which allows utilities to exclude the net benefits of low-income programs from the calculation of net benefits for the incentive if the net benefits are negative.

**Model Year Inputs**

3-year Weather Normalized Sales Average (kWh)	27,807,301,870
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**Incentive Mechanism**

Max Percent of Net Benefits Awarded	10.0%
Max Percent Expenditures Awarded (up to 2% achievement)	30.0%
Max Percent Expenditures Awarded (more than, equal to 2% achievement)	35.0%
Earnings Threshold	1.0%
Net Benefits Cap Achievement Level	1.7%
Increase in Net Benefits Awarded Per 0.1% Increase in Achievement Level	0.75%

**Summary of 2021 Achievements**

Actual Spending for Incentive <sup>2</sup>	\$106,480,178
Actual Energy Savings (kWh) <sup>3</sup>	743,837,488
Net Benefits Achieved <sup>4</sup>	\$268,810,002

<sup>1</sup> Docket No. E,G999/CI-08-133 and Docket No. E,G002/CI-10-81.

<sup>2</sup> Portfolio Subtotal spend plus CEE One-Stop Shop spend. This includes spending through One-Stop on natural gas measures that were incorrectly recorded in the electric tracker. The One-Stop natural gas spend in the 2021 electric tracker will be corrected in the 2022 tracker. See the Alternative Filings & Assessments section for more information.

<sup>3</sup> Portfolio Subtotal energy savings plus CEE One-Stop Shop energy savings.

<sup>4</sup> The net benefits are equal to the utility test net benefits shown on Electric CIP Total cost-benefit analysis plus the utility test net benefits shown on the CEE One Stop Shop cost-benefit analysis, included in the Cost-Effectiveness Section. Excludes any net costs from low-income programs that failed the Utility Test.

**2021 Financial Incentive Mechanism**

In order to calculate the CIP financial incentive, it is necessary to calculate the percent of net benefits awarded. The following calculations and incentive table detail Xcel Energy’s financial incentive.

**Percent of Sales Achievement Level =**

Actual Energy Savings (kWh) / 3-year Weather Normalized Sales Average (kWh) =

743,837,488 / 27,807,301,870

**= 2.67%**

**Percent of Net Benefits Awarded =**

Max Percent of Net Benefits Awarded – Increase in Net Benefits Awarded Per 0.1% Increase in Achievement Level x (Amount the % of Sales Achievement is below the Net Benefits Cap Achievement) / 0.1% =

= 10.0% - 0.75% x 0<sup>5</sup> / 0.1%

**= 10.0%**

**Expenditures Award Cap (for >=2.0%) achievement =**

Max Percent Expenditures Awarded x Actual Spend for Incentive =

35% x \$106,480,178

**= \$37,268,062**

**Incentive Awarded =**

Net Benefits Achieved x Percent of Net Benefits Awarded =

\$268,810,002 x 10.0%

**= \$26,881,000**

**2021 Electric Incentive Request**

Based on the above calculation, Xcel Energy respectfully requests approval of a CIP financial incentive of \$26,881,000 for its 2021 electric achievements.

<sup>5</sup> % of Sales Achievement is greater than Net Benefits Cap Achievement Level. Therefore, no adjustment is made to the Percent of Net Benefits Awarded.



**Northern States Power Company  
a Minnesota corporation  
2021 Natural Gas Incentive Calculation**

In accordance with the Minnesota PUC Orders dated January 27, 2010, August 5, 2016 and February 20, 2020 (Docket No. E,G999/CI-08-133), Xcel Energy respectfully submits these financial incentive calculations.

In 2021, Xcel Energy achieved energy savings of 1,170,229 Dth at a cost of \$18,699,980. As a result, we respectfully request approval of our financial incentive in the amount of \$5,020,146.

According to Orders in Docket No. E,G999/CI-08-133, certain expenses and savings are excluded from the natural gas incentive calculation, including regulatory assessments and third party projects not selected for inclusion in the annual incentive compliance filing. As stated in our January 30, 2013 incentive compliance filing and maintained through our 2021-2023 filing, we elected to include the One Stop Shop program administered by the Center for Energy and the Environment (CEE).<sup>6</sup> The indirect impact third party programs—Enerchange, Energy Intelligence, Energy Smart, and Trillion Btu—are not included in the calculation of the incentive.<sup>7</sup>

**Model Year Inputs**

3-yr Weather Normalized Sales Average (Dth)	76,465,185
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**Incentive Mechanism**

Max Percent of Net Benefits Awarded	10.0%
Max Percent Expenditures Awarded (up to 1.2% achievement)	30.0%
Max Percent Expenditures Awarded (more than, equal to 1.2% achievement)	35.0%
Earnings Threshold	0.7%
Net Benefits Cap Achievement Level	1.2%
Increase in Net Benefits Awarded Per 0.1% Increase in Achievement Level	0.75%

**Summary of 2021 Achievements**

Actual Spending for Incentive <sup>8</sup>	\$18,291,279
Actual Energy Savings (Dth)	1,170,229
Net Benefits Achieved <sup>9</sup>	\$50,201,464

<sup>6</sup> Docket No. E,G999/CI-08-133 and Docket No. E,G002/CI-10-81.

<sup>7</sup> Docket No. E,G999/CI-08-133 and Docket No. G002/M-16-108.

<sup>8</sup> This does not include spending through the CEE One-Stop Shop on natural gas measures that was incorrectly recorded in the electric tracker. The One-Stop natural gas spend in the 2021 electric tracker will be corrected in the 2022 tracker. See the Alternative Filings & Assessments section for more information.

<sup>9</sup> The net benefits are equal to the utility test net benefits shown on the Total Gas CIP with Indirect Participants BENCOST sheet included in the Cost-Effectiveness section. Excludes any net costs from low-income programs that failed the Utility Test.

**2021 Financial Incentive Mechanism**

In order to calculate the financial incentive achieved, it is necessary to calculate the percent of net benefits awarded. The following calculations and incentive table detail Xcel Energy’s financial incentive.

**Percent of Sales Achievement Level =**

$$\frac{\text{Actual Energy Savings (Dth)} / \text{3-year Weather Normalized Sales Average (Dth)}}{1,170,229 / 76,465,185} =$$
$$= 1.53\%$$

**Percent of Net Benefits Awarded =**

Max Percent of Net Benefits Awarded – Increase in Net Benefits Awarded Per 0.1% Increase in Achievement Level x (% of Sales Achievement Level less than Net Benefits Cap Achievement Level) / 0.1% =

$$10.0\% - 0.75\% \times 0^{10} / 0.1\% =$$
$$= 10\%$$

**Expenditures Award Cap (for >=1.2%) achievement =**

Max Percent Expenditures Awarded x Actual Spend for Incentive =

$$35\% \times \$18,291,279$$
$$= \$6,401,948$$

**Incentive Awarded =**

Net Benefits Achieved x Percent of Net Benefits Awarded =

$$\$50,201,464 \times 10\%$$
$$= \$5,020,146$$

**2021 Natural Gas Incentive Request**

Based on the above calculation, Xcel Energy respectfully requests approval of a CIP financial incentive of \$5,020,146 for its 2021 natural gas achievements.

<sup>10</sup> Percent of Sales Achievement is greater than Net Benefits Cap Achievement Level. Therefore, no adjustment is made to the Percent of Net Benefits Awarded.

**Northern States Power Company  
a Minnesota corporation  
2021 CIP Status Report  
Docket No. E,G002/CIP-20-473**

**Summary**

The 2021 CIP Status Report compares the actual achievements accomplished by Xcel Energy in 2021 to the forecasts that were approved in the 2021-2023 Triennial Plan. These comparisons focus on generator kWh and kW reduced, Dth saved, participation, and dollars spent compared to goal. The report discusses program accomplishments by segment, including:

- Business;
- Residential;
- Low Income;
- Planning;
- Research, Evaluations, & Pilots;
- Alternative Filings; and
- Assessments.

Xcel Energy’s CIP program continues to encourage energy savings and build awareness of the benefits of energy efficiency. In 2021, the electric and natural gas portfolios both exceeded their savings goals. The Company achieved nearly 744 GWh of electric savings, 228 MW of demand reduction, and 1,170,229 Dth of natural gas savings, while spending \$109.5 million on its electric programs and \$18.7 million on its natural gas programs.

*Summary of Achievements*

<b>Portfolio</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Natural Gas Goal</b>	<b>Natural Gas Actual</b>	<b>% of Natural Gas Goal</b>
<b>Budget</b>	\$129,157,290	\$109,504,882	85%	\$19,348,178	\$18,699,980	97%
<b>Generator kW</b>	188,854	227,578	121%	N/A	N/A	N/A
<b>kWh/Dth Saved</b>	723,459,210	743,837,488	103%	948,653	1,170,229	123%
<b>Participation</b>	1,722,214	1,615,782	94%	625,036	447,319	72%

In compliance with Minn. R. 7690.0550, this Status Report includes the cost-effectiveness of the overall Xcel Energy CIP Plan based on 2021 actual performance, as calculated from the utility, participant, ratepayer, and societal perspectives. The results are listed by segment and by program. The cost-benefit analyses can be found in a separate section labeled “Cost-Benefit Analysis”.

## Business Segment

Xcel Energy’s Business Segment encourages business customers to save energy by upgrading their equipment or systems to lower their energy needs resulting in a reduction to both carbon emissions and the customer’s energy bill. The Business Segment offers a variety of programs and rebates for customers, including:

- Prescriptive equipment rebate programs that lower the cost for customers to purchase and install energy-efficient equipment;
- Custom rebates that address equipment or process improvements not included in the prescriptive area;
- Studies and audits that help customers identify, prioritize, develop a plan and implement energy efficiency projects;
- Holistic programs that encourage broader, long-term energy planning to help customers analyze, track and implement efficiency plans rather than ad-hoc efficiency projects;
- Demand management programs that help lower customers’ electricity demand during peak periods in exchange for lower rates or energy bill discounts; and
- Business education, advertising, and promotional events that increase customer and trade awareness of conservation options, leading to future participation in programs.

### *Summary of Achievements*

<b>Business Segment</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Gas Goal</b>	<b>Gas Actual</b>	<b>% of Gas Goal</b>
<b>Budget</b>	\$56,052,657	\$50,407,392	90%	\$5,300,575	\$5,513,678	104%
<b>Generator kW</b>	109,962	129,563	118%	N/A	N/A	N/A
<b>kWh or Dth Saved</b>	422,243,722	369,767,150	88%	536,499	656,552	122%
<b>Participation</b>	106,830	110,406	103%	4,876	8,761	180%

Further, 23% of new Business Demand Response participants also participated directly in Energy Efficiency programs.

In 2021, the Business Segment electric portfolio performed well but did not make its energy savings goal. As spending often ties to achievement, we were also under budget. The Business Segment’s highest performing program was Business New Construction, significantly surpassing its goal. Other business programs did not achieve their goals, likely due to supply chain issues and limited tools such as in-person events. The programs that contributed significantly to the business achievements were Lighting Efficiency, Process Efficiency and Commercial Efficiency. The Lighting Efficiency program contributed the most towards portfolio savings, realizing strong results through advertising and bonus rebates. The other high-savings programs were holistic, continuing the trend of broader, long-term savings.

The Electric Rate Savings program also performed well in 2021, contributing to over-achievement of the segment’s demand savings goal. This achievement is mitigated somewhat because it is due to unique circumstances in 2021: Customers were able to take advantage of limited, one time waiver for the program (see Docket No. E002/M-20-503) to reevaluate their existing contractual

obligations under the Electric Savings programs. This waiver has since expired. As a result, several customers cancelled their existing contracts and re-signed a new five- to ten-year contract at a lower level of demand reduction than earlier contracts. The result was an increase of new contractual obligations in 2021, but an overall drop in demand response available to the Company as noted in our February 1, 2022 Demand Response Compliance Filing, (Docket No. E002/M-20-421).

The Business Segment natural gas portfolio surpassed its savings goals and spent more than was budgeted. However, the budget was proportionate to savings achievement. The Process Efficiency, Business New Construction, and Heating Efficiency programs contributed the most towards the segment's natural gas performance.

## **Business Direct Impact Programs**

### **Business Energy Assessment**

The Business Energy Assessment program offers study funding and electric and natural gas implementation rebates to commercial and industrial customers who improve their building performance through an energy assessment. Free implementation services are also offered to facilitate customer action on energy-saving opportunities identified in the studies. Several assessment options are available to fit the needs of different types of commercial and industrial customers including Industrial Streamlined Assessments, Building Assessments and Targeted Building Assessments. Rebates to offset the cost of Building Operator Certification training are also available through the program.

The program is primarily marketed through our account managers, energy efficiency specialists, and approved study providers.

#### *Deviation from Goal or Budget*

In 2021, the program did not meet electric or natural gas savings goals. Spending remained under budget and in-line with program achievement. Delays in the sourcing and product development processes prevented the program from launching on time, which led to the shortfall in achievement.

#### *Changes in 2021*

The Business Energy Assessment program was developed to expand and replace the former Recommissioning program in order to provide customers with more comprehensive assessment and implementation services.

### **Business New Construction**

The Business New Construction program offers free consulting services as well as electric and natural gas rebates to customers that incorporate energy efficiency into their new construction project, building addition or major renovation. The program includes three offerings: Energy Design Assistance (EDA), which is an integrated design approach that utilizes energy modeling to identify whole building energy savings opportunities and provides customized rebates; and Energy Efficient Buildings (EEB) which is typically for smaller, less complicated projects. EEB projects utilize our existing custom and prescriptive rebates to develop a project-specific rebate offering for the customer. New in 2021, Community Code Support is designed to improve code compliance via training and support for city code officials; no rebates are provided through this offer.

The program is primarily marketed through the design community. Given the program's longevity, it has an established trade network of design professionals that regularly participate, and the Company's consultant regularly communicates with this target audience. Xcel Energy account managers and Business Solutions Center representatives also promote the program to customers.

#### *Deviation from Goal or Budget*

Given the ongoing construction boom, the Business New Construction program significantly exceeded its electric and gas savings goals. The program was not impacted by the pandemic since results were mainly driven from projects that started 2-3 years ago and were well underway when the pandemic hit.

However, we anticipate it will be increasingly difficult to maintain this level of program achievement going forward for a variety of reasons.

- We are beginning to see the construction wave slow due to economic uncertainties and supply chain challenges resulting from the pandemic.
- Rent control measures recently approved in Minneapolis and St. Paul have developers reevaluating projects planned for those communities.
- As codes and certification requirements increase, the savings per project decrease; however, the costs to attract and manage these projects through the program will continue to increase.
- While lighting and lighting control measures currently make up a significant portion of the program's achievement, lighting energy savings projections are expected to decline in future years, and energy savings from other end uses will be more difficult and costly to achieve.

#### *Changes in 2021*

As part of its commitment to helping neighborhoods and businesses repair and rebuild following the widespread acts of property damage in the Twin Cities, Xcel Energy began offering special help for businesses in mid-June 2020. That includes special rebates on equipment that are up to double the usual amount to help replace equipment that was damaged or destroyed, as well as free energy consulting services. Customers are referred to either the Commercial Streamlined Assessments or Energy Efficient Buildings programs to get the support they need and maximize rebate dollars. (For the Special Recovery rebate offer, the Commercial Streamlined assessment fee is waived). Although originally planned to end in mid-2021, enrollment in this offer was extended to December 31, 2021.

Xcel Energy also launched the Community Code Support program designed to improve code compliance via training and support for city code officials. No program achievement was recorded, as it took longer than anticipated to complete the program design and enroll customers. Two cities are currently enrolled, and we expect achievement will ramp up quickly in 2022.

Plans to develop an AC Rewards for Business for Multi-Family New Construction have not progressed, as we have not identified a cost-effective means to implement the program. We continue to evaluate alternative options, including smart apartment technologies, and hope to have a viable solution in the future.

#### **Commercial Efficiency**

The Commercial Efficiency program is a strategic energy management approach to creating persistent savings and continuous improvement. In addition to capital equipment improvements for energy efficiency and demand response opportunities, the program stresses system-level operational changes as well as cultural changes from customers' senior management, mid-management and other personnel. The program is targeted to large commercial customers that have at least 1 GWh or 4,000 Dth of conservation potential and offers customized resources to develop a holistic, sustainable energy management plan. This program provides funding for studies to identify and scope energy efficiency opportunities. Rebates are available to customers who implement qualifying energy efficiency recommendations. This program is marketed by Xcel Energy's account managers.

#### *Deviation from Goal or Budget*

In 2021, the program did not reach its electric goal but met its natural gas goal. Spending for both electric and natural gas was less than forecasted. The program was impacted by the pandemic and hit

perhaps harder than other programs as a result of the sectors that traditionally participate including colleges/universities, hospitals, large retail stores and banks. Large retail store sales increased during the pandemic giving them resources to implement more energy saving projects. However, the pandemic had negative effects on other sectors causing them to shorten hours, close branches, decrease enrollment and shift operations resulting in a decline in energy efficiency program participation.

Spending for both electric and natural gas was less than forecasted. The Company expects expenditures to increase in the future due to more customers participating and as more customers move through different phases of the program.

#### *Changes in 2021*

The Company added an additional phase to our analysis in 2021 noted as Phase 4: Energy Performance Indicator Services. Phase 4 is an option for customers who are interested in ongoing commissioning and/or continuous improvement. These services are offered to develop a baseline energy model and measurement and verification of energy savings due to behavior change and low-cost/no cost operational improvements.

#### **Commercial AC Control**

Commercial AC control consists of two products – Saver’s Switch for Business® and AC Rewards for Business. Both aim to reduce peak electric loads by controlling AC unit activity.

Saver’s Switch for Business® is a prescriptive load management product available to business electric customers with central air conditioning. Participating customers receive a monthly discount on their June through September bills. In exchange for the discounts, participants allow Xcel Energy to cycle their air conditioner on and off during control events, which typically occur on hot, humid summer days. The program is marketed via direct mail, customer care agents and account managers.

AC Rewards for Business is a demand response product that uses smart communicating thermostats for reducing air conditioning load during a control event. Participating customers receive incentives for enrolling eligible thermostats in AC Rewards. They also receive annual bill credits for their participation. Unlike Saver’s Switch®, participants have the ability to override a control event.

#### *Deviation from Goal or Budget*

Saver’s Switch for Business® fell short of its goals in 2021 due to a challenging recruiting environment for new participants. With fewer switches than anticipated installed in the field, the program costs were also below expectations. The Company anticipates increased volumes in 2022 with changes to advertising and stronger involvement from its Business Solutions Center and account managers in the recruiting process.

AC Rewards for Business fell short of its goals in 2021 due to a challenging recruiting and enrollment environment for new participants. With fewer thermostats than anticipated installed, the program costs were also below expectations. The Company will continue to engage with the customer target segment and anticipates increased volumes in 2022 with changes to marketing and recruitment efforts, stronger involvement from its Business Solutions Center, and more streamlined back-end enrollment processes. AC Rewards for Business is still a fairly new offering utilizing smart technology and the Company is still testing and learning from various marketing and advertising strategies.



### *Changes in 2021*

None.

### **Commercial Streamlined Assessment**

The Commercial Streamlined Assessment program, formally known as Turn-Key Services, provides business customers with on-site audits to identify electric and natural gas energy efficiency opportunities, free implementation support and prescriptive or custom rebates. Implementation services and rebates are available for any qualifying conservation project, regardless of whether it was identified in an audit. The program uses a hands-on approach and third-party assistance to help customers bridge the gap between identifying and implementing energy-saving opportunities. The program is primarily promoted through the Company's account managers, energy efficiency specialists and advertising.

### *Deviation from Goal or Budget*

In 2021, the program exceeded its natural gas goal, but fell short of its electric goal. The program exceeded its electric and gas budgets. These results can be attributed to the strong pipeline that has been built through the large volume of studies conducted in current and recent program years, as well as ongoing follow-ups with customers who have completed audits. Participants are offered a one-year bonus rebate period to implement measures identified in their audit, which is a strategy that has continuously proven successful. Additionally, as part of its commitment to helping neighborhoods and businesses repair and rebuild following the widespread acts of property damage in the Twin Cities, Xcel Energy began offering special help for businesses in mid-June 2020. Damaged buildings were eligible for additional funding through the Commercial Streamlined Assessment program to restore operations. Customers participating in these promotions completed their projects in 2021.

### *Changes in 2021*

The name of the program was changed from Turn-Key Services to Commercial Streamlined Assessment to illustrate to customers, vendors and internal stakeholders its position in relation to the new Business Energy Assessments program.

### **Compressed Air Efficiency**

The Compressed Air Efficiency program offers prescriptive and custom electric rebates as well as study funding to customers that make improvements in their compressed air systems. The program encourages repair and redesign of existing systems by offering rebates for measures that include cycling dryers, purge controls, mist eliminators, new VFD compressors, no loss air drains and supply side studies.

The program is available to electric commercial and industrial customers within the Company's service area. The primary participants are mid-sized business customers with demand of 100+ kW and/or operate in energy intensive industries.

### *Deviation from Goal or Budget*

In 2021, the program did not meet its filed goal due to the cyclical nature of the technology's sales, financial constraints resulting from the pandemic, and supply chain issues. Higher equipment prices and much longer wait times to receive equipment were common issues which encouraged many customers to delay these capital-intensive projects. Program expenditures aligned with performance.

Web content was streamlined to improve customer and trade experience when locating forms and applications. Participation in Compressed Air studies continues to be a driving factor for implementing energy upgrades. Additional participation in program measures occurred within the Process Efficiency program.

#### *Changes in 2021*

Several changes occurred in 2021 for the Compressed Air Efficiency program. The previous name of the program, Fluid System Optimization, was retired. For supply-side studies the rebate cap increased from \$15,000 to \$25,000. The rebate per cubic feet per minute (CFM) increased for cycling dyers, purge controls and mist eliminators. For customers who participated in an approved study, the rebate per peak-coincident kW increased for measures identified in the study and implemented by the customer. The intent of these changes is to increase study participation and improve our understanding of the equipment being redesigned or installed.

#### **Custom Efficiency**

The Custom Efficiency program is designed to provide rebates on a wide variety of equipment and process improvements that do not fall within the Company's prescriptive rebate products. Custom Efficiency projects require pre-approval before equipment purchase and installation and must pass the MTRC test as part of that analysis. The product is an essential piece of our portfolio as it provides a place to evaluate unique savings opportunities and serves as a launchpad for new product ideas.

#### *Deviation from Goal or Budget*

The Custom Efficiency product met its electric savings goal but did not achieve its natural gas savings goal. Spending was aligned with this savings achievement; meeting the electric spend goal but not the natural gas spending. Larger projects with more significant electric savings potential planned for completion in 2021 were delayed or canceled due to the pandemic. The Company works across key channels, including trade, to engage customers and identify potential solutions. The efforts to increase engagement earlier in the process will provide valuable support and insight while customers organize their energy efficiency improvements.

#### *Changes in 2021*

None.

#### **Data Center Efficiency**

The Data Center Efficiency program offers study, prescriptive and custom electric rebates to customers that implement energy-saving measures in data centers. This focused program is tailored to the specialized needs of this unique segment. Data Center Efficiency is primarily marketed to enterprise and colocation data centers through the Company's account managers, Business Solutions Center and trade partners, as well as through new construction partners and professional organizations. Data centers of any size may participate in the program.

#### *Deviation from Goal or Budget*

The Data Center Efficiency program did not meet the savings goal, and program spending was less than planned. Historically, various tactics were used to increase achievement and build pipeline, such as offering free walkthroughs to identify energy saving opportunities and meeting with targeted data center vendors to increase participation. However, the pandemic limited accessibility to perform site visits. And, given the nature of the highly tailored offering and unusually long sales cycles, achievement fell below our stated goal.

*Changes in 2021*

None.

### **Efficiency Controls**

The Efficiency Controls program offers custom electric and gas rebates to businesses that install automated control systems resulting in energy savings. Rebates apply to new systems for HVAC or lighting that can be centrally controlled either locally or via web interface. Customers receive customized energy savings estimates when they apply for rebates under the program.

The program is marketed directly to commercial businesses of all sizes through our active trade partner relationships, account managers, and energy advisors.

### *Deviation from Goal or Budget*

In 2021, the program fell short of its electric and gas goals, and program spending aligned with program achievement. Achieving significant energy savings continues to be challenging, especially during peak customer usage times. A large portion of the EMS retrofits are not cost-beneficial because traditional systems seldom yield demand savings and are expensive relative to their energy savings. The vacancy rate in commercial real estate continues to be low and adding controls systems have not been a budget priority for building owners during the pandemic.

*Changes in 2021*

None.

### **Energy Information Systems**

The Energy Information Systems (EIS) program offers consulting resources to identify and implement an EIS system and uncover energy efficient opportunities that include a variety of behavioral, operational and capital investment measures. The EIS system and consultation:

- Designs and implements web-based systems to visualize and analyze real-time energy data across the customer's facility;
- Works with the customer's facility operations staff to inform and expand knowledge of the EIS;
- Identifies and implements energy-saving measures, including low- or no-cost behavioral and operational measures;
- Measures pre- and post- implementation conditions to verify savings;
- Refines and shares data analysis for the continuous improvement of energy performance.

The engagement for customers is three years. For new enrollees needing an EIS, the system is rebated and support for the installation and interpretation of the analytical system is provided. The most prominent marketing event for the program was the Xcel Energy Saving Exposition in April of 2021.

### *Deviation from Goal or Budget*

In 2021, the program exceeded both the regulated electric and regulated gas goals. The Company attributes significantly exceeding the gas goal due to the addition of further natural gas measures. Spending was in line with savings achieved for both gas and electric.

### *Changes in 2021*

A regulatory modification for the program was approved on August 5, 2021. The modification expanded the program to include custom gas technologies, prescriptive lighting, motors, compressed air, cooling, heating, electric and gas efficiency controls, and a measure for behavioral natural gas savings. The addition of the measures has better aligned the program and brings customers the full benefit and flexibility for their unique needs.

### **Electric Rate Savings**

The Electric Rate Savings (ERS) program is offered to any business customer that can reduce their electric loads by at least 50 kW during control periods initiated by the Company or the Midcontinent Independent System Operator (MISO). In return for reducing their loads, customers receive a monthly discount on their demand charges and can potentially save up to 50 percent on their demand charges over the entire year. ERS is promoted directly to customers through Xcel Energy's Account Management and Business Solutions Center teams.

### *Deviation from Goal or Budget*

The Electric Rate Savings program exceeded their projected goals for 2021 while remaining under budget. The pandemic continued to create challenge for the demand response programs as many of these programs require in-person, in-depth conversations with our customers. Yet, despite these challenges the Company was able to extend contractual obligations and increase demand savings exceeding our program goals. A significant portion of this incremental demand response includes customers taking advantage of the waiver offered as a result of the pandemic (see Docket No. E002/M-20-503). This limited, one time waiver allowed customers to cancel their contracts without penalty and sign new, five- or ten-year contracts, at a lower level of demand reduction than earlier contracts. The company also used this opportunity to revisit contracts that had expired, as customers are grandfathered in the next year automatically under the tariffed program. The result, was an increase of over 40 MW of new contractual obligations, however, resulting a drop in overall demand response obligation to the Company as noted in our February 1, 2022 Demand Response Compliance Filing, (Docket No. E002/M-20-421). We do note that there was also an additional 10 MW of new load added to the portfolio as the Company continues to focus on demand response opportunities.

### *Changes in 2021*

None.

### **Foodservice Equipment**

The Foodservice Equipment program offers prescriptive gas and electric rebates to businesses that purchase and install qualifying energy efficient foodservice equipment. The objective of the program is to encourage customers to purchase higher efficiency equipment. The program is primarily marketed through the Company's account managers, energy efficiency specialists and trade partners. The Company also offers a trade incentive to help stimulate greater awareness and increase trade participation.

### *Deviation from Goal or Budget*

The Foodservice Equipment program exceeded natural gas achievement goals due to strong trade support, promotion in a local publication and internet search engine optimization efforts. The program did not hit its electric goal due to the pandemic, which has particularly impacted many Minnesota foodservice related businesses. Program expenses were in line with achievements.

### *Changes in 2021*

None.

### **HVAC+R Solutions**

The HVAC+R Solutions program combined the Heating Efficiency, Motors & Drive Efficiency, Cooling Efficiency and Refrigeration into one cohesive program. The HVAC+R program combines all four products and technologies into one program that offers electric and natural gas prescriptive and custom rebates to customers.

The program was marketed through multi-channels including the Company's account managers, energy efficiency specialists and equally important the trade partner networks. The mid-down products (those that are a combination of mid-stream and downstream products) of clean water pumps, fan energy index, DX units less than 20 tons and motors were marketed through a group of registered distributors and trade partners that sell qualifying equipment for the network that they are registered for.

To increase program awareness and participation, the program leverages various activities such as in-person meetings with trade partners, utility bill inserts, email and hard copy campaigns, e-newsletters, customer and trade partner case studies. In a typical year, the program would host in-person trainings for customers and trade partners, but due to the pandemic, in-person meetings were moved to web-based meetings instead.

### *Deviation from Goal or Budget*

The electric portion of the program fell short of its savings goal in 2021. Program participation and savings goals were increased with the May modification filing that changed the efficiency structure for DX (air-cooled condensing, rooftop, or split systems) units, flexible minimum qualifying efficiency structure. This modification also added four direct install measures.

This is the first year of the filing that created this comprehensive program; the spend of three of these four technologies are electric. The combination of these three electric programs and the modification and courtesy notices the electric portion of the program used a substantial amount of the revised filed electric budget from the modification.

The program exceeded its gas savings goal in 2021, spend for this fuel was in-line with program achievement.

### *Changes in 2021*

April courtesy notices to move DX units less than 20 tons and motors to the mid-down product. Additionally, as noted above, the Company filed a modification changing the efficiency structure for Revising the efficiencies for the cooling technology changed the efficiency structure of the qualified DX (air-cooled condensing, rooftop, or split systems) units, achieved by implementing a more comprehensive efficiency scale. This change reflects trends we are seeing in the marketplace, with several nationally known manufacturers offering DX units with full-load efficiencies (EER) that fall just short of qualifying for prescriptive rebates but have part-load efficiencies (SEER) that exceed the minimum efficiency rebate requirements in the flexible minimum qualifying efficiency structure.

Four direct-install (DI) measures were also added as part of this modification. The added DI measures were strip curtains - doorway to freezer space, auto-close doors - walk-in cooler or auto-close doors - walk-in freezer and LED refrigerated cooler cases and freezer case screw-in fixture retrofit.

### **Lighting Efficiency**

The Lighting Efficiency program offers rebates to motivate business customers to purchase and install energy efficient light fixtures and lamps. Rebates are provided through a prescriptive program for new and existing facilities. Custom rebates are available for projects in which prescriptive measures are not available. Lighting discounts are offered on LED lamps for businesses through participating distributors. In addition, study funding is available for customers looking to make energy efficient improvements but need to determine proper lighting levels within a facility.

The Company saw declining demand for lighting rebates in 2021. Many distributors reported equipment back orders, distribution delays, staffing shortages and difficulty obtaining approval to enter customer facilities.

The Company offered a unique promotion for business customers who experienced difficulty paying their bill and missed at least one payment during the pandemic. These customers were able to order a limited amount of free lamps from the Company and small business customers were able to have the lamps installed at no cost. The promotion was very popular reaching over 700 customers and distributing 67,000 lamps. The Company offered limited time bonus rebates on lamps to drive the purchase of energy efficient LEDs. Advertising was used to drive customers to purchase energy efficient lighting products and to leverage the bonus rebates. Marketing efforts focused on developing and maintaining relationships with trade partners to continue to engage with them in the important role of educating and motivating customers. The program's highest performing measures were LED linear tubes, high bay and troffers fixtures.

#### *Deviation from Goal or Budget*

In 2021, the Company fell short of the goal. The pandemic, distributor staffing shortages and supply chain issues are some of the known issues that contributed to the shortfall. The spending was less than the filed budget and aligned with the achieved savings.

#### *Changes in 2021*

A modification was filed in May of 2021 to add one measure to the Prescriptive product and three measures to the New Construction product. A limited time rebate bonus was offered on lamps from September 1 to December 1, 2021.

### **Multi-Family Building Efficiency**

The Multi-Family Building Efficiency (MFBE) program is a holistic approach reaching the multi-family housing market segment to achieve deep, whole-building energy savings. The program is delivered in partnership with CenterPoint Energy and offers a whole-building energy use baseline, free energy audit, direct installation of low-cost energy saving measures and the potential for higher incentives with the implementation of a cost-effective energy efficiency bundle. MFBE is focused on the entire multi-family building, including resident spaces and common areas.

The program is marketed through a variety of venues, which include Minnesota Multi Housing Association advertising, direct mail, email and event marketing. Additional interest in the program is driven through various stakeholder groups and communities.

*Deviation from Goal or Budget*

The program came in just under the filed electric budget and savings goals as the implementer experienced lingering labor shortage and supply chain challenges. Natural gas savings fell short of goal while exceeding budget.

On the electric side, direct installation of LEDs and common area lighting measures increased significantly compared to the prior year while on the natural gas side, some properties who delayed large purchases in 2020 moved forward with building heating measures like boilers, tune-ups and high efficiency water heating, which in turn drove up natural gas rebate spend.

As in previous years, the program operations did not require any limits on participation there was enough capacity to include all properties requesting participation in the program.

*Changes in 2021*

AC Rewards for Business for common space areas with appropriate cooling equipment and exterior door weather stripping for electrically heated buildings were added program measures in 2021.

**Non-Profit Energy Savings Program**

The Non-Profit Energy Savings program offers free education, facility assessments, direct installation, efficient equipment, and system upgrades to qualifying non-profits organized and operated primarily to serve low-to-middle-income customers and communities – shelters, safe houses, treatment centers, community food and housing, individual, family, emergency, and other relief services.

The Non-Profit Energy Savings program is a new program proposed in December 2020 and approved in April 2021 with the intention of providing additional benefits to customers whose lives and livelihoods have been disproportionately affected by COVID-19 and civil unrest. The Non-Profit Energy Savings program as a new program in the Company's Business Segment. While the program was approved as a program in the Company's Business Segment, the Company believes it benefits low-income communities by reducing operating costs for non-profits and allowing non-profits to direct more resources to income-qualified customers and communities.

*Deviation from Goal or Budget*

The program incurred a small level of development and labor expense and had no committed opportunities in 2021. The Company's account management, community relations and program management staff had initial conversations with several program prospects. In some situations, other CIP programs like Business New Construction were a better fit for the organization's plans. Other non-profits did not meet the program guidelines of primarily serving low-income customers and communities and were referred to other CIP programs such as Commercial Streamlined Assessment. The Company intends to identify a third-party program implementation partner in 2022 to help with recruitment, facility assessments, direct measure installation, trade partner relations, project management and marketing efforts to non-profits.

*Changes in 2021*

None.

### **Peak Partner Rewards**

The Peak Partner Rewards program is offered to any business customer that can reduce their electric loads during control periods by at least 25 kW between June and September. With Peak Partner Rewards, customers can receive bill credits on their electric bill for agreeing to reduce electric usage during periods of peak energy demand. Customers will receive an additional performance-based bill credit when they reduce their electric usage by their agreed upon amount or more during control periods. The Peak Partner Rewards program is promoted directly through Xcel Energy's account management and Business Solutions Center team.

*Deviation from Goal or Budget*

The Peak Partner Rewards program did not reach its goal and program spend was below approved budget. Despite lower-than-expected participation in 2021, there has been promising engagement from account managers and Business Solutions Center. Because of this, we believe that we are on target to achieve future forecasted participation. During the 2021 control season, the Company dispatched one event for the program in June. The Company will continue to evaluate the product's results to understand customer interest and participant experience, and how to better forecast the product's future growth.

*Changes in 2021*

None.

### **Process Efficiency**

The Process Efficiency program offers customized resources to large and mid-sized industrial customers to develop a holistic, sustainable energy management plan. Specifically, this program provides funding for studies to identify and scope energy efficiency opportunities. Prescriptive and custom rebates are available to customers who implement qualifying energy efficiency recommendations. This program is primarily marketed through the Company's account managers.

*Deviation from Goal or Budget*

In 2021, the program was unable to meet its electric goals as several key projects were impacted by the continued pandemic. For instance, customers were impacted by global supply chain constraints and staffing challenges. The electric program budget did not exceed the filed budget for 2021 and was in line with achievement. The program exceeded its gas goals, and in doing so did exceed the program gas budget in 2021. Natural gas program spending was in line with achievement.

*Changes in 2021*

None.

### **Self-Direct**

The Self-Direct program is targeted toward business customers who have the resources to manage their own energy efficiency improvement projects and the capability to perform and to conduct their own measurement and verification for their project(s). Some customers prefer to use their in-house experience and resources, while others may choose an energy service company or other energy partner to assist them with their efforts. Regardless, customers who implement and commission qualifying projects can receive rebates based upon the amount of energy savings achieved.



*Deviation from Goal or Budget*

The Self-Direct program had one electric savings project that had no natural gas savings contributions. The program incurred typical project management costs during the year. The Company continues to work with vendors and recognizes that most customers gravitate to holistic, full-service programs. The Company offers this product to eligible customers interested in self-managing their energy efficiency projects.

*Changes in 2021*

None.

## **Business Indirect Impact Programs**

### **Energy Benchmarking**

The Energy Benchmarking program offers a streamlined and consistent approach to access aggregated whole building energy data. The service relies upon the U.S. Environmental Protection Agency's ENERGY STAR Portfolio Manager to assist customers in building benchmarking buildings. The program is primarily marketed to those customers falling under a municipal or state benchmarking ordinance, such as Minneapolis' Commercial Building Energy Benchmarking and Transparency ordinance. This ordinance currently covers commercial and multifamily buildings 50,000 square feet and greater. Several other cities in Minnesota such as Edina, St. Paul and St. Louis Park have similar ordinances that plan to add new square footage requirements each year. As a result, the Company expects program participation to expand continually over the next several years.

#### *Deviation from Goal or Budget*

The program exceeded the filed natural gas and electric budgets. This overage in spending was caused by the development of Xcel Energy's Rental Usage Portal that provides a pathway for Minneapolis building owners to comply with the Minneapolis Time of Rent ordinance.

#### *Changes in 2021*

The Company made effective improvements to customer satisfaction by increasing stakeholder engagement and improved customer inquiry response times. Upgrades were made to the Company's software platform that is utilized to send automated aggregated energy usage data to ENERGY STAR Portfolio Manager that focused on faster processing times and increased data accuracy.

### **Business Education**

The Business Education program creates awareness of energy conservation by providing business customers with information and resources to reduce their energy use. The program encourages customers to make Xcel Energy their first contact when considering equipment or process upgrades and engages customers to make changes that lower their energy use. The program focuses on removing the barriers to adoption of energy efficiency measures by educating customers and their employees on the impacts of their energy use and offering information on how to achieve long-term energy savings. The program is primarily marketed to small and mid-sized business customers through sponsorships and events, customer outreach, networking opportunities, advertising campaigns and email newsletters.

#### *Deviation from Goal or Budget*

The Company did not reach the electric and natural gas participation targets for this program. Expenses stayed within the approved budgets and while business education events and networking opportunities did not return to anticipated levels, the program did achieve approximately a quarter of its year-end participation target. In 2021, the company used the knowledge gained during 2020 regarding virtual events and digital outreach and continued investigating and evaluating creative ways to drive energy-savings messaging. Long-term relationships with community-based partners provided outreach opportunities and digital education channels drove awareness to businesses of energy efficiency products.

#### *Changes in 2021*

None.

### **Small Business Lamp Recycling**

The Small Business Lamp Recycling program encourages electric customers in Minnesota to recycle their spent fluorescent bulbs instead of discarding them, to ensure that hazardous materials such as mercury do not enter the environment. The program's main offerings include: free compact fluorescent light bulb recycling at participating local hardware stores and partnering county waste facilities. In addition, the Company offers coupons to help reduce the recycling fees for fluorescent tubes and HID bulbs at participating hardware stores. The coupons are available at participating hardware stores and on the [xcelenergy.com](http://xcelenergy.com) website.

The Small Business Lamp Recycling Program is primarily marketed through Xcel Energy's Home Lighting program promotions, participating hardware stores and on the main Xcel Energy website. A search feature allows customers to search by zip code to find the nearest recycling locations.

#### *Deviation from Goal or Budget*

The program did not meet its participation goal and was under budget. Participation dropped in 2021 from 2020 due to the phasing out of CFL bulbs in businesses.

#### *Changes in 2021*

None.

## Residential Segment

The Residential Segment provides cost-effective direct and indirect impact energy efficiency and demand response programs that target customers’ homes. Prescriptive rebates, in-home services and consumer education make up the portfolio across a variety of programs. They are designed to inform and influence customer knowledge and purchasing decisions related to energy use and conservation.

### *Summary of Achievements*

<b>Residential Segment</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Natural Gas Goal</b>	<b>Natural Gas Actual</b>	<b>% of Natural Gas Goal</b>
<b>Budget</b>	\$29,286,828	\$31,460,429	107%	\$7,867,233	\$8,850,291	112%
<b>Generator kW</b>	63,307	86,833	137%	N/A	N/A	N/A
<b>kWh or Dth Saved</b>	219,018,269	315,214,785	144%	383,550	502,978	131%
<b>Participation</b>	1,602,201	1,496,254	93%	616,395	437,603	71%

Additionally, 12 percent of new Residential Demand Response participants also participated directly in Energy Efficiency programs showing the impact of marketing programs holistically.

In 2021, the Residential Segment’s electric portfolio exceeded its participation and filed energy savings goals. High energy savings drove increased spending, but to a lesser degree; the segment was able to achieve savings at a lower cost per unit of energy than anticipated. The Home Lighting, Home Energy Insights, and Residential Heating and Cooling programs were the leading electric energy savings performers. The Home Lighting program demonstrated continued strong customer response to promotions and additional outreach. The School Education Kits, Efficient New Homes Construction, and Refrigerator Recycling programs also contributed significant electric savings. Home Lighting, Residential Demand Response, and Residential Heating and Cooling brought in the most demand savings among the programs in this segment.

The Residential Segment’s natural gas portfolio exceeded its participation and filed savings goals and spending was commensurate with achievement. Efficient New Homes Construction, Energy Efficient Showerheads, Home Energy Insights, Insulation Rebate, and Residential Heating and Cooling, programs all surpassed their filed Gas savings goals. Respectively, Residential Heating and Cooling, Home Energy Insights, and Efficient New Homes Construction programs were the lead contributors toward the segment’s total natural gas achievements.

## **Residential Direct Impact Programs**

### **Efficient New Home Construction**

The Efficient New Home Construction program helps local builders construct energy efficient homes for residential customers by providing incentives based on the “percent better than baseline” savings achieved by the home. The program also provides annual trainings and consulting services for builders to help them learn and employ better building practices.

#### *Deviation from Goal or Budget*

In 2021, the program continued its excellent performance, exceeding both the natural gas and electric customer participation goals. This results from a continued strong construction market, despite the ongoing pandemic. Electric and natural gas savings figures also exceeded filed goals proportionally to participation. Participating builders continued to build homes that exceed energy code, with per-house achievement aligned with previous years.

#### *Changes in 2021*

None.

### **Energy Efficient Showerheads**

The Energy Efficient Showerheads program is designed to offer year-round natural gas and electric savings to customers. The program has delivered reliable and cost-effective natural gas and electric savings since 2009. Residential natural gas and combination natural gas and electric customers are eligible to receive a free kit containing energy-efficient showerheads and aerators to help reduce their energy and water use costs. These residential customers receive a direct mail or email offer for a 1.5 gallon per minute (GPM) showerhead, a 1.5 GPM kitchen aerator, and a 1.0 GPM bathroom aerator. Customers accept the offer by mailing in a business reply card, signing up via an online portal, or calling the vendor’s toll-free number prior to the promotion’s deadline. Following sign-up, customers are mailed a showerhead kit free of charge. Recognizing that many customers have more than one shower and one-bathroom sink in their home, participants are offered the choice of a one- or two- bathroom kit to retrofit their current configuration, which also includes a kitchen faucet aerator. Customers are provided with education, instructions for installing the units and thread sealing tape. Participants are later surveyed to determine the installation rates of each unit.

#### *Deviation from Goal or Budget*

Free showerhead kits through a 2021 Fall promotion were the primary driver to program goal achievement for both natural gas and electric savings. For both commodities the program exceeded filed goals. Spend was over budget for electric saving and significantly under budget for natural gas. The Company used both email and postcard direct mail offerings for standardized kits for one or two bathrooms with aerators. This year’s email promotion used a personalized URL allowing a customer to order a kit with several quick clicks and provided about one-third of the orders.

#### *Changes in 2021*

None.

## **Home Energy Insights**

Home Energy Insights is a free service offered to residential customers designed to help them save energy and money. The report compares a customer's energy consumption to similar nearby households for benchmarking an individual household's performance. The program provides personalized tips to demonstrate how much customers can save by changing their behavior. Participants receive free monthly emails or quarterly printed reports. Customers also can log on to the My Energy website where they can take a home audit, customize an action plan and get energy efficiency tips. To administer the program, the Company works with a third-party company that helps utilities meet their efficiency goals through effective customer engagement.

The program's energy savings are derived by comparing the energy usage of a control group to a treatment group. The treatment group receives reports with tips and suggestions along with alerts, based on their actions, to speed up the adoption of energy saving opportunities. The control groups improve energy consumption more organically based on both Xcel Energy and other external influences. While equipment improvements provide longer and less volatile energy savings, behavioral savings require consistent support to the customer through reminders to act on energy savings tips. The goal of report delivery and improvement, alerts and the tools in the web portal is to improve the quality of the energy efficiency behavioral recommendations and the customer experience towards increase energy savings. Generally, realized energy savings increase gradually over time as behavior is impacted by treatment, then begin a long slow decline as the control group efficiency catches up. Product savings are measured and reported to the Company each month by the third-party implementer.

### *Deviation from Goal or Budget*

In 2021, the program exceeded filed savings goals. Budgets are typically allocated to third party implementation which includes prepare and mailing, marketing and data analytics. Exceeding goal resulted in being slightly overbudget because of these activities. The program also exceeded natural gas savings filed goals and under budget. Overall, the program performed better than goal in Minnesota.

### *Changes in 2021*

The program added four new waves of customers in March of 2021 to bring participation back up to contracted minimums. The Company pushed for an initial set of report format upgrades to make them more user friendly and is pursuing additional changes to reduce friction to pull customers towards digital interactions with more interactive savings suggestions and demonstrated higher savings rates. The adoption of solar has also impacted savings achievement through the appearance of lower usage. The Company provided two lists to our third-party implementer to exclude solar customers from the savings comparison for a more accurate representation.

## **Home Energy Squad**

Home Energy Squad is a direct install program for electric and natural gas customers searching for ways to improve the energy efficiency and comfort of their home as well as lower their utility bill. The program is a co-branded partnership with CenterPoint Energy and implemented by a contracted third party. The primary marketing tactics include mass media advertising, event marketing, bill onserts and email marketing initiated by both utilities.

#### *Deviation from Goal or Budget*

In 2021, the program did not achieve its electric or gas savings goals. Electric and gas spending also were below filed budgets. The shortfall in savings and spend are primarily due to disruptions caused by the pandemic. The number of in-home visits were lower than targeted as COVID variants continued to create concern for in-person visits. Pandemic related staffing and supply chain issues also contributed to the shortfall.

The virtual visit, which was implemented in 2020 as a response to the pandemic, continued to be offered as an option for customers not comfortable with in-home visits. Customers could take part in a video chat-based walkthrough of their home with a Squad technician. Through these virtual interactions, Squad technicians were able to help customers identify opportunities to save energy in their home. Virtual visits will continue to be offered in the future so that the program can serve customers who might not be comfortable with an in-person interaction.

#### *Changes in 2021*

None.

### **Home Lighting**

The Home Lighting & Recycling product offers discounted prices, via upstream incentives to retailers and manufacturers, on ENERGY STAR LEDs. LEDs are an easy, low-cost way for customers to save energy and reduce their monthly electric bills. The Company is focused on increasing awareness and sales of LED bulbs to drive market transformation.

The Home Lighting program is widely promoted through a variety of marketing channels including radio, TV, social media, print publications, bill inserts and point-of purchase displays. In 2021, the Company continued to feature our discounted bulbs periodically on retailer end-caps, which increases visibility of the program.

#### *Deviation from Goal or Budget*

The product exceeded its electric energy savings goal and exceeded the budget target, which was in line with the extra savings achieved. Sales continued to remain steady throughout the year, which is similar to what we saw in 2020 with the start of the pandemic. We attribute the steady sales to the fact that customers continued to stay home, and thus were using their lights more. Our promotion plans focused on low-cost ways to save energy and money while at home by using LEDs.

The Company returned to having a presence at community events for part of the year. Community events give us an opportunity to drive one-on-one engagements with our customers and allows us to promote the benefits of LEDs via LED giveaways at these events. The Company continued to offer a deep discount promotion on LED multi-packs in select stores during the year, which continues to be well received by customers.

#### *Changes in 2021*

None.

### **Insulation Rebate**

The Insulation Rebate program offers prescriptive electric and natural gas rebates to residential customers to improve their home's air-sealing and attic and wall insulation. Customers must have

products installed by an insulation contractor that has Building Performance Institute certification, or a utility approved training course, in order to qualify for the rebate.

The program is marketed primarily to homeowners via various forms of mass media messaging including TV, radio and digital advertising. It is also marketed through an extensive trade ally network that serves as in-home spokespeople for the program while selling insulation products. This network is supported by a dedicated Channel Manager who trains and informs on the program. To increase awareness and maintain costs, the program leverages various electronic channels, cross-marketing with other residential programs and social media outlets.

#### *Deviation from Goal or Budget*

The Insulation Rebate program exceeded its natural gas savings goals but did not meet its electric goals. The electric savings shortfall was partially because the rate of rebates for customers with no mechanical cooling was higher than expected. Also, the participation rate for customers with electric only cooling was lower than anticipated. Program spending was in line with achievement.

#### *Changes in 2021*

None.

### **Refrigerator Recycling**

The Refrigerator Recycling program offers residential electric customers prescriptive rebates and free pick-up services to dispose of their operable, inefficient refrigerator and freezer units in an environmentally safe and compliant manner. In addition, air conditioners and dehumidifiers are picked up and recycled for free with no rebate. A third-party implementer administers the product, including customer scheduling, pickup, recycling, and rebating. This product is primarily marketed through email, bill inserts, direct mail, digital and social media channels.

#### *Deviation from Goal or Budget*

In response to customer concerns associated with person-to-person proximity due to the pandemic we continued to implement our contact-free pickup service to customers. Customers continued to use our contact-free option for their appliance pickup. The product fell short of its participation target in 2021 and did not meet its electric savings goals due to lower-than-expected per-unit savings. Customers recycled newer units than were forecasted. Product spending was under-budget primarily due to efficient use of the marketing budget and to remain cost-effective. To increase participation, the Company promoted the product through a Facebook campaign and a Refrigerator Recycling video. The Company also used email as a low-cost marketing channel.

#### *Changes in 2021*

The Company added Saver's Switch as a measure to the product.

### **Residential Demand Response**

Xcel Energy offers three residential demand response products: Saver's Switch®, AC Rewards and Smart Water Heaters. The AC Rewards program also captures the energy efficiency component, Thermostat Optimization, simplifying the customer experience. All products target central air conditioners or electric water heaters for reducing system load during times of peak demand. All offerings were primarily promoted through online and TV advertising, email, direct mail, and the Company's customer care organization.



Saver's Switch offers a seasonal bill discount to customers who agree to allow the Company to control remotely their central air conditioners during the summer months. Customers with qualifying electric water heaters can enroll this equipment as well. Electric water heaters can be controlled year-round, and customers receive incentives for their participation year-round. Due to the aging of previously installed switches, most of the program's achievements in 2021 were derived from the replacement of older hardware or hardware identified as no longer working.

AC Rewards also seeks to reduce AC load during demand peaks. Participants can receive up-front rebates on qualifying smart communicating thermostats and receive annual bill credits in exchange for allowing the Company to temporarily adjust the set point on the thermostat during control events.

The Thermostat Optimization product is designed to provide residential customers year-round savings using smart thermostat technology. The product incentivizes residential customers to purchase and install smart thermostats that have earned the ENERGY STAR® Connected Thermostat certification and are compatible with the Residential Demand Response product, resulting in year-round electric and natural gas savings. This product is available to combination electric and natural gas service customers, natural gas service residential customers who have central gas heating or electric service customers who have central air conditioning.

The Smart Water Heating program is a new offering in the Triennial. The program will offer customers with qualifying heat pump water heaters bill savings in exchange for allowing the utility to adjust settings on the water heater.

#### *Deviation from Goal or Budget*

Saver's Switch roughly met its goals for the year. A majority of the deployed units were replacements of outdated switches in the field. The Company anticipates continuing the trend of robust volumes of switch upgrades.

The AC Rewards product had an increase in participation especially in the Bring Your Own Thermostat (BYOT) channel, but still did not achieve its savings target for 2021. The Company is continuing efforts to grow the AC Rewards program through new market segments. The AC Rewards Direct Install channel remained on hold for several months at the beginning of the year due to the pandemic but towards the end of the year the channel started to see momentum with the help of an ongoing promotional email campaign yet still was not at expected participation levels for the year. In 2021, the Company continued marketing AC Rewards and working with additional device manufacturers to add eligible thermostats to the lineup.

Thermostat Optimization did not achieve its savings goals; spend was in line with achievement. Thermostat Optimization is the only component of Residential Demand Response to capture gas savings. The Company sent out several email marketing campaigns coinciding with manufacturer price reductions throughout the year most notably including Memorial Day and Labor Day weekends, Black Friday/Cyber Monday and again during the December holiday shopping season. This proved to provide an attractive price point for customers and resulted in significant increased participation. The Company also tested out a direct mail campaign for customers without email addresses to bring awareness and drive participation to the program. Additionally, the online delivery channel remained the most popular choice for customer participation as sales remained

consistent with previous years. The Company built out and implemented a pre-enrollment functionality within the online delivery channel to help improve the customer experience and make it easier for customers to purchase a qualifying device and enroll in the AC Rewards program to help increase participation.

The Company has had to delay the launch of our Smart Water Heater program as a result of the pandemic. The supplier of the communications modules the Company will utilize to adjust water heating settings encountered supply chain difficulties. The Company is hopeful the program will launch in the spring of 2022.

#### *Changes in 2021*

The Company changed online storefront vendors for the Thermostat Optimization and AC Rewards program and added a pre-enrollment option for those customers who purchase a thermostat from the storefront in 2021.

### **Residential Heating and Cooling**

The Residential Heating and Cooling program offers prescriptive rebates to electric and natural gas customers in single-family homes that purchase new high efficiency cooling, heating, or water heating equipment. For centrally ducted air conditioners or heat pumps, this equipment must be installed using Quality Installation (QI) standards. QI specifications are based on the Air Conditioning Contractors of America Standard 5 which dictates proper sizing, airflow, duct sealing, and refrigeration charge.

The program gives flexibility to customers by offering incentives for air conditioners, heat pumps, furnaces, water heaters, and smart thermostats. Marketing is done through a variety of channels, including advertising, cross-promotions with other programs, bill inserts, and trade partners. As customers are required to use a participating contractor to ensure quality installation for most systems, customer awareness and participation rely heavily on our trade relationships.

These offerings were previously part of three different programs: Heating System Rebates, Residential Cooling and Water Heating. This is the first year where these measures were included in a single, comprehensive offering. This change provides several improvements to the customer and contractor experience, such as by using a single application and sending customers a single check when installing multiple types of equipment at the same time (such as an air conditioner and a furnace).

#### *Deviation from Goal or Budget*

The program exceeded its filed savings and spending goals. The Company continues to have a strong network of participating trade partners. Participation may have increased due to the pandemic, since customers were spending more time at home and were more aware of their comfort and energy bills in relation to their cooling equipment. Another factor is that the Company was in the process of phasing out its rebate for electronically commutated motors (ECMs). This rebate was discontinued this year and not included in the forecast; however, rebates were processed for ECMs installed in 2021 and submitted this year. These rebates contributed to the program's electric participation and savings.

#### *Changes in 2021*

None.

### **School Education Kits**

The School Education Kits program offers a multi-component kit that combines classroom activities and in-home projects to fifth or sixth grade students and their parents to teach them about energy and water conservation. The kits include energy saving and water conservation measures that students implement at home with their families, including LED bulbs, a high-efficiency showerhead, and faucet aerators. The program offers gas and electric savings, supports state education standards, and educates the next generation of energy consumers on how to be energy efficient. Additional low-cost incentives are offered to encourage students to return their Home Energy Worksheets, which help ensure installation of the provided measures and help determine installation rates. Marketing and outreach communications are implemented by the program vendor and consist of email and direct mail to teachers at eligible schools.

#### *Deviation from Goal or Budget*

This program exceeded its filed goals for electric and gas savings in 2021 and met participation targets. The program ended the year slightly above its filed electric and gas budget. The partnership with CenterPoint Energy continued and allowed the program to reach new customers who receive electric service from the Company and gas service from CenterPoint Energy. This partnership contributed to the program's electric savings achievement, as did strong installation rates of LED bulbs and water conservation measures.

#### *Changes in 2021*

None.

### **Whole Home Efficiency**

Whole Home Efficiency is a comprehensive "whole home" retrofit program available to residential combination natural gas and electric customers living in single-family homes or multi-unit complexes with no more than four units. This program is designed to offer electric and natural gas rebates to customers who implement multiple insulation measures. It also offers bonuses to prescriptive rebates for measures installed along with building envelope improvements. Participants have one year to implement required measures and have the option of receiving some free direct install measures during final inspection, provided the measures are not already installed.

#### *Deviation from Goal or Budget*

The program reached its participation goals in 2021 and outpaced prior years' participation, yet it fell short of savings goals. Natural gas savings were proportionally higher than spend, resulting from lower than estimated administrative costs. Electric spending was marginally high relative to electric savings, resulting from more projects featuring electric heat than forecasted. While achieving participation goals is a noteworthy achievement after several years of failing to meet that goal, the Company is working with its vendor to identify ways to improve the quality of Whole Home Efficiency projects to improve per-project savings to meet savings goals.

#### *Changes in 2021*

None.

## **Residential Indirect Impact Programs**

### **Consumer Education**

The Consumer Education program creates awareness of energy conservation by providing residential customers with information and resources to reduce their homes' energy use. The Company provides customers with opportunities to actively engage by learning more about energy usage in their homes and ways they can save energy and money with Xcel Energy's tools, rebates, and programs. Awareness driving tactics include events, sponsorships, digital engagement opportunities, and social media such as Facebook and Twitter with the goal of empowering customers to act by participating in programs to help them save energy and money.

#### *Deviation from Goal or Budget*

The Company did not meet Consumer Education's electric and gas participation goals. Due to the continued effects of the pandemic, the first two quarters in 2021 saw little to no in-person events, which are critical program participation drivers. Quarters three and four ushered in an increase of events and partnerships, allowing the Company to end the year at about half of its participation goal for this product. While the Company saw increased event participation during the second half of the year, they continued evaluating and exploring other mediums such as print and digital outreach. The team produced new event assets in 2021 including a branded, educational space within the Xcel Energy Center, driving messages to the thousands of customers that pass through each year. Digital outreach on top of in-person events will continue to be a go-to mix of channels, with the goal of engaging and educating our customers by meeting them where they are, on digital devices and local events.

#### *Changes in 2021*

None.

### **Home Energy Audit**

The Home Energy Audit program offers substantially discounted energy auditing services to residential customers. This program is designed to improve energy savings in residential homes by influencing customer behavior through conservation education and encouraging identification and implementation of energy efficiency efforts. Considered a gateway program to the other Xcel Energy residential CIP programs, the Home Energy Audit program is cross promoted with other programs. This marketing strategy helps minimize promotional and advertising costs.

#### *Deviation from Goal or Budget*

In 2021, the program participation increased slightly over 2020, but fell short of its gas and electric participation goals and remained under its gas and electric budgets. Continued concern as a result of the pandemic contributed to lower participation than expected. Virtual visits continued to be offered for those concerned with in-home visits.

#### *Changes in 2021*

None.

### **Residential Lamp Recycling**

The Residential Lamp Recycling program encourages electric customers in Minnesota to recycle their spent fluorescent bulbs instead of discarding them, to ensure that hazardous materials such as

Mercury do not enter the environment. The program's main offerings include free compact fluorescent light bulb recycling at participating local hardware stores and partnering county waste facilities. In addition, the Company offers coupons to help reduce the recycling fees for fluorescent tubes and HID bulbs at participating hardware stores. The coupons are available at participating hardware stores and on the [xcelenergy.com](http://xcelenergy.com) website.

The Residential Lamp Recycling Program is primarily marketed through Xcel Energy's Home Lighting program promotions, participating hardware stores, and on the main Xcel Energy website. A search feature allows customers to search by zip code to find the nearest recycling locations.

*Deviation from Goal or Budget*

The program did not meet its participation goal and was under budget. Participation dropped in 2021 from 2020 due to the phasing out of CFL bulbs in homes.

*Changes in 2021*

None.

**CIP Workforce Development & Education**

The CIP Workforce Development & Education program (CIP-WDE) aims to recruit, educate, train, place and retain workers who are historically and currently underrepresented in the energy efficiency sector, specifically individuals from Black, Indigenous, and People of Color communities and women. The program gives priority to applicants residing in Minneapolis's Green Zones and Saint Paul's ACP50 areas. Trainees can learn through "hands-on" experiences performing residential energy audits, installing low-cost energy savings products, and insulating homes. Homes selected for the hands-on training will be primarily in income-qualified communities, leading to direct energy savings for income-qualified customers. The program also offers a Company-coordinated CIP scholarship fund to support income-qualified participants pursuing energy efficiency-related education at two- and four-year institutions.

The Workforce Development program was proposed in December 2020 and approved in April 2021 with the intention of providing additional benefits to customers whose lives and livelihoods have been disproportionately affected by COVID-19 and civil unrest. While CIP-WDE was approved as an indirect program, the Company believes the program provides direct benefits to income-qualified communities and customers and intends to demonstrate the direct benefits in future annual reports.

*Deviation from Goal or Budget*

The program incurred a modest level of internal development and labor expense in 2021. As CIP-WDE is unique program expansion, it took our program implementer Center for Energy and Environment (CEE) time to recruit and onboard dedicated program managers and field staff. The first five-week paid training cohort is scheduled to commence in the first quarter of 2022. Costs associated with partner development and communication, recruitment, classroom curriculum, hands-on classroom and field training, certifications, equipment, training props, transportation and wrap-around services will be realized and reported in 2022. The Company is also evaluating partnerships with local technical colleges and trade schools to launch the CIP Scholarship Fund in 2022.

The Company, in conjunction with CEE and community partners, will track and report workforce development training, internship and worker demographics, program progress and outcomes in future annual status reports in a format and level of detail agreed upon with the Department that maintains participant privacy. In the interim we provide the following details for 2021 regarding spending.

<b>CIP Workforce Development &amp; Education Spend</b>		
	<b>2021 Spend</b>	
<b>Category</b>	<b>Electric</b>	<b>Natural Gas</b>
Recruitment	NA	NA
Wrap Around Services	NA	NA
Partner Development & Coordination	NA	NA
Program Management	\$3,233	\$1,345

*Changes in 2021*

CIP-WDE is a new program approved in 2021.

## Low Income Segment

The Low Income Segment helps income-qualified customers minimize the impact utility bills have on their households. The Home Energy Savings program offers energy audits, heating, air conditioning and water heater replacements, insulation, LED lighting, energy-efficient appliances as well as additional conservation, health and safety improvements, all free of charge. The program prioritizes improvements to higher energy users, seniors, families with children and people with disabilities. Multi-Family Energy Savings provides electric home energy efficiency measures in addition to educating tenants about energy conservation. Low Income Home Energy Squad performs a quick assessment of each participant’s home prior to installing energy-saving measures during one visit.

### *Summary of Achievements*

<b>Low Income Segment</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Natural Gas Goal</b>	<b>Natural Gas Actual</b>	<b>% of Natural Gas Goal</b>
<b>Budget</b>	\$3,996,692	\$2,191,944	68%	\$2,643,017	\$1,928,060	65%
<b>Generator kW</b>	818	294	55%	N/A	N/A	N/A
<b>kWh or Dth Saved</b>	2,161,631	1,549,564	45%	20,854	8,370	37%
<b>Participation</b>	7,241	6,590	49%	1,145	770	24%

While the segment exceeded the statutory minimum spending for gas, it fell just short of the minimum for electric spending, and spending was considerably below budgets for both fuels. The Home Energy Savings program and Multi-Family Energy Savings program spent a higher percent of their budgets to help drive additional participation based on higher, modified goals for 2022 and 2023. The Home Energy Savings program’s electric load reduction and energy savings achievements surpassed goals under budget while natural gas achievements and spending fell short of modified levels in 2021. Where possible this segment cross-promoted its programs to economize promotional spend while building awareness.

Low Income Segment participation, savings and spending were affected by supply chain disruptions, price increases for energy-efficient equipment passed on to program implementers and staffing shortages during the pandemic. Some building owners, property managers and homeowners remained reluctant to allow access to homes and apartment units in 2021 and some customers delayed energy efficiency upgrade projects out of caution.

Traditional marketing approaches through advertising, bill inserts, email marketing, and sponsored events were augmented by additional program implementer outreach, social media and online tests including search engine optimization. In addition, programs are supported through neighborhood community events, workshops, and partnerships with local non-profit organizations.

With existing program enhancements, expansions and new program introductions, the Company will deliver on its commitment to delivering energy efficiency services to our customers in traditionally underserved communities – especially those customers disproportionately affected by

the pandemic and associated economic difficulties. The Company will further explore improvements with a robust, two-year evaluation of our Low Income Customer Segment portfolio.



### **Affordable Efficient New Home Construction**

The Affordable Efficient New Home Construction program is a new, income-qualified program introduced in 2021. It helps local, affordable housing builders and qualified market-rate builders construct energy efficient, affordable homes for residential customers. It provides incentives for installing a suite of advanced energy efficiency measures. Incentives are based on the sum of the incremental cost of the advanced measures plus incentives for the market-rate Efficient New Home Construction program using the same savings calculations. This program hopes to expand the supply of affordable, high performance homes to people and communities in need.

#### *Deviation from Goal or Budget*

In 2021, the program had no participation. The Company believes this occurred for two reasons. First, the ongoing pandemic crippled the volunteer labor force many affordable housing builders rely on, causing significant construction delays. Second, the ramp up to the advanced building measures, in supply chain procurement and in proper training on installation, was longer than expected.

#### *Changes in 2021*

The Company filed a courtesy notice to amend its definitions to allow for more pathways to compliance on the prescribed measures.

### **Home Energy Savings**

The Home Energy Savings program (HESP) offers home energy assessments and education services to income-qualifying customers. The program is designed to provide customers with free energy-saving measures and information to help reduce their energy usage and ultimately make their energy bills more manageable. HESP is marketed through various channels that include the Company's partner vendors and communications channels. The program is also marketed through community events and collaboration, and support from Xcel Energy's call centers.

#### *Deviation from Goal or Budget*

The program exceeded its modified electric savings goals under budget but fell short of modified natural gas savings and budget targets due to the impacts of efficient equipment shortages and labor availability influenced by the pandemic. As a result, the Company increased equipment prices paid to implementers in certain efficient measures to compensate for increased prices being charged by wholesalers and suppliers.

In the fall of 2021, a growing number of Covid cases further affected implementer staffing and impeded hiring. Some customers had to delay services until program implementers had all the efficient equipment to do a full home treatment.

The addition of Health and Safety measures via program modification enabled implementers to install energy efficient equipment. This increased costs but also helped increase participation and energy savings.

#### *Changes in 2021*

The Department approved a December 2020, program modification that increased the program's electric and natural gas budgets through 2023. The HESP program modification also expanded the income level eligibility criteria to 300 percent of federal poverty level, gave program implementers

flexibility in requiring landlord contributions and added health & safety funds to drive more participation and enable more energy efficient upgrades to be implemented.

### **Low Income Home Energy Squad**

Low Income Home Energy Squad is a direct install program for income-eligible customers who are searching for ways to improve the energy efficiency and comfort of their home while also lowering their utility bill. The program is a co-branded partnership with CenterPoint Energy and is administered by a contracted third party. While in the home, technicians work closely with customers to help them identify measures that will help optimize energy efficiency. Before, during and after installation of measures, the implementers work toward educating customers about each measure's efficiency benefits. The primary marketing tactics include email marketing, event marketing, bill inserts and cross-promotion with other Xcel Energy Low Income programs.

#### *Deviation from Goal or Budget*

Although the program did not achieve its electric or natural gas savings targets and budgets, overall participation, electric and gas achievement increased, and spending was flat compared to 2020. The shortfall in 2021 savings and spend are primarily due to disruptions caused by the pandemic. The number of in-home visits were lower than targeted as Covid variants continued to create concern for in-person visits. Pandemic related staffing and supply chain issues also contributed to the shortfall. Programmable thermostat installations and programming, showerheads and weatherstripping all increased versus the prior year as the program implementer emphasized various measures to help low income customers reduce energy consumption and bills.

The virtual visit, which was implemented in 2020 as a response to the pandemic, continued to be offered as an option for customers not comfortable with in-home visits. Customers could take part in a video chat-based walkthrough of their home with a Squad technician. Through these virtual interactions, Squad technicians were able to help customers identify opportunities to save energy in their home. Virtual visits will continue to be offered in the future so that the program can serve customers who might not be comfortable with an in-person interaction.

#### *Changes in 2021*

A low income filing was submitted November 1, 2021 with the intent to add measures and outreach to the program to increase participation. The modification was approved, and the Company has started to work with the vendor to implement these measures and tactics in 2022.

### **Multi-Family Energy Savings**

The Multi-Family Energy Savings program (MESP) offers free energy-saving education and services to qualifying multi-family buildings. MESP provides electric services to income-qualifying buildings and is designed to reach renters and support low income housing through electric energy efficient upgrades in resident units. MESP is primarily marketed through our vendor partner and targeted to building owners or property managers, with additional support from Xcel Energy. In addition, income-qualified buildings participating in the Multi-Family Building Efficiency program are referred to MESP for the additional services available through this program. No promotional activities were conducted in 2021 to solicit participation.

#### *Deviation from Goal or Budget*

The program ended the year under modified electric goal and budget as it was significantly influenced by supply chain disruptions during the pandemic. The supply of energy efficient

appliances – especially window and through-the-wall air conditioners – was limited as many models were unavailable or back-ordered – these widespread shortages were the result of various indirect impacts such as shipping and component supply shortages. This effect was especially felt for larger orders as suppliers had a harder time filling those. Other challenges encountered include access restrictions in the resident’s units where residents in the property were considered to have a higher impact risk or were ill with the virus.

The program was modified in November 2021, to expand program opportunities for renters including additional measures and renter energy savings kits. In Q4, the Company and the program implementer identified customers who had registered in the program but were still waiting for appliances and created LED lamp kits to be direct shipped to maintain engagement and increase electric savings in 2022.

*Changes in 2021*

The Department approved a December 2020 program modification that increased the program’s electric budget through 2023.

## Planning Segment

The CIP Planning Segment includes Advertising and Promotion, Application Development and Maintenance, CIP Training, and DSM Regulatory Affairs. These programs are all indirect impact and therefore generate no energy savings. The table below provides goals and actual spending in this segment for 2021.

The Training and Advertising and Promotion budgets were significantly underspent as a result of minimal in-person events due to the ongoing pandemic.

### *Summary of Achievements*

<b>Planning Segment</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Natural Gas Goal</b>	<b>Natural Gas Actual</b>	<b>% of Natural Gas Goal</b>
<b>Advertising &amp; Promotion</b>	\$6,244,922	\$3,849,232	62%	\$1,545,479	\$929,401	60%
<b>Application Development &amp; Maintenance</b>	\$3,491,894	\$828,870	24%	\$571,350	\$237,721	42%
<b>CIP Training</b>	\$291,121	\$54,348	19%	\$91,996	\$21,835	24%
<b>Partners in Energy</b>	\$873,655	\$738,909	85%	\$227,577	\$160,708	71%
<b>Regulatory Affairs</b>	\$523,595	\$488,965	93%	\$146,071	\$133,297	91%
<b>Total</b>	<b>\$11,425,187</b>	<b>\$5,960,324</b>	<b>52%</b>	<b>\$2,582,474</b>	<b>\$1,482,962</b>	<b>57%</b>

### **Advertising and Promotion**

The Advertising and Promotion budget provides the opportunity to create awareness and motivate residential and business customers to seek energy conservation offerings.

In 2021, during the pandemic, business and residential advertising continued to play an essential part in building awareness and motivating customers to pursue energy efficiency opportunities. Strategies used to connect with business and residential customers included advertising through various mediums, promotion of programs, segment campaigns, and a variety of promotions and sponsorships designed to enhance customer and trade partner engagement. Digital and interactive components targeting high-impact venues played a large part in reaching the goal of educating customers. Community partnerships created outreach opportunities providing mutually beneficial and longstanding relationships. These strategies enabled the Company to influence various customer audiences, build awareness, inform and influence consumers, and promote specific energy efficiency benefits.

#### *Deviation from Goal or Budget*

The budget was underspent due to cancellations of promotions and events due to the continued pandemic.

#### *Changes in 2021*

None.

### **Application, Development, and Maintenance**

The Application, Development, and Maintenance (ADM) program provides funds for software purchases, enhancements and upgrades that support the Company's CIP portfolio. This includes in-house and external resources needed to configure and maintain the software. The ADM budget was created to allow for simplified expense control and tracking. As an indirect program in the Planning Segment, this program is an internal only budget and is not marketed to customers.

#### *Deviation from Goal or Budget*

The Company under spent its ADM budget as a result of using internal labor to perform many longer-term planning initiatives, as well as, reviewing the numbers of software licenses to ensure ADM dollars are spent appropriately. Investments in software purchases are also done with prudence that reduced the overall budget spend.

The ADM budget will continue to be an important part of future filings as the Company seeks to proactively improve the systems and software packages used to improve the customer's experience.

#### *Changes in 2021*

None.

### **CIP Training**

The CIP Training budget is used to advance the energy efficiency education of the Company's marketing, engineering, regulatory, operations and sales personnel. The budget provides funding for educational trainings, seminars and conferences focused on energy efficient electric and natural gas equipment, industry best practices, new advances in technology and changes in the energy efficiency

industry. This budget helps ensure that the Company's staff are informed on the latest advances in demand side management and provide better service to our customers. As an indirect program in the Planning Segment, this program is an internal only budget and is not marketed to customers.

#### *Deviation from Goal or Budget*

Due to the continuing pandemic the Company under-spent both the electric budget and natural gas training budgets as many of the in-person training and development sessions were cancelled or moved to a virtual format that were offered at no charge. In place of the in-person trainings web-based trainings were utilized and the web-based trainings are typically are less expensive than attending an in-person training or offered at no charge.

The CIP Training budget will continue to be an important part of future filings as the Company seeks to continuously grow its expertise to enhance its CIP portfolio with new technologies and practices.

#### *Changes in 2021*

None.

### **Partners in Energy**

Partners in Energy works with communities to provide resource to help them reach their energy goals. The program includes support for developing community-driven energy action plans, providing support for implementation of a community's plans that involve driving energy savings, and resources to support networking and deeper learning about issues relevant to community level energy management, energy planning, new technologies and marketing and program delivery. Topics incorporated into program delivery to the communities includes broader energy topics such as renewables, electric vehicles, and customer service options, but these are not funded through the Conservation Improvement Program.

The program is primarily marketed to local government entities through direct outreach and word of mouth promotion. In addition to supporting new communities, we have a number of participants who extend their initial term of support with the program to continue to work on driving additional energy savings to achieve their long-term goals.

#### *Deviation from Goal or Budget*

The program was under budget for 2021. This was primarily driven by Covid related impacts:

- Planning workshop delivery was done virtually. This was successful in collecting input and engaging broad audiences but there is a general sense of weariness around online meetings. This resulted in scheduling a higher number of shorter meetings and using more online tools, such as surveys, to gather input and reactions to plans. In the future we hope to leverage a hybrid model where we have a combination of online and in-person meetings.
- In-person events where the communities could promote their plan objectives were reduced. Although some events were held in 2021, the number was still greatly reduced from normal and the attendance at the events was often limited. This reduced our spend in supporting our communities as they perform outreach

We also had a lower than anticipated number of new communities enter the program. Although we saw interest from several cities in our Minnesota service territory, most did not complete an application siting limited resources to put towards an energy plan at this time.

*Changes in 2021*

None.

**Regulatory Affairs**

Regulatory Affairs manages all DSM regulatory filings, directs and prepares cost-benefit analyses, provides results of energy conservation achievements, manages electric and gas potential studies, and analyzes and prepares cost recovery reports. The group also provides procedures for effectively addressing requirements for the DSM regulatory process. These functions are needed to ensure a cohesive and high-quality DSM portfolio that meets legal requirements as well as the expectations of Xcel Energy's customers, regulators, and staff.

In addition, Regulatory Affairs supports the DSM component of resource planning, rate cases, and certificates of need, and provides strategic evaluation planning and internal policy guidance. These functions are needed to ensure the cost-effectiveness of DSM, the quality of DSM impact estimates, help generate ideas for future DSM projects, establish programmatic consistency, and manage DSM-related marketing information.

*Deviation from Goal or Budget*

In 2021, Regulatory Affairs under spent on the electric and natural gas budget due to staff shortages in the first quarter of 2021.

*Changes in 2021*

None.

## Research, Evaluations, & Pilots Segment

The Research, Evaluations, and Pilots Segment provides Market Research and Product Development services to Xcel Energy. This segment includes the pilots being managed within the Product Development program. The table below shows goal and actual spending in this segment for 2021.

<b>Research, Evaluations, &amp; Pilots Segment</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Gas Goal</b>	<b>Gas Actual</b>	<b>% of Gas Goal</b>
<b>Codes and Standards</b>	\$20,000	\$0	0%	\$5,000	\$0	0%
<b>Market Research</b>	\$1,286,628	\$907,319	71%	\$274,002	\$333,442	122%
<b>Product Development</b>	\$5,149,006	\$2,159,473	42%	\$142,105	\$182,847	129%
<b>Total</b>	<b>\$6,455,634</b>	<b>\$3,066,793</b>	<b>48%</b>	<b>\$421,107</b>	<b>\$516,288</b>	<b>123%</b>

### Codes and Standards

The Codes and Standards budget within the Research, Evaluations, and Pilots Segment will be used on a pilot market transformation program that the Company expected to be filed during this Triennial. Program specifics are contingent on the results of the CARD grant-sponsored Codes and Standards Roadmap research and additional program development efforts that are currently underway as part of the Product Development program.

#### *Deviation from Goal or Budget*

The Company did not use the Research, Evaluations, and Pilots Segment budget allocated for Codes and Standards support in 2021.

#### *Changes in 2021*

Once further analysis is complete, the Company will submit a modification to the Department for approval before expending any of this budget.

### Market Research

DSM Market Research conducts surveys and studies to understand customer needs that relate to DSM conservation efforts. In 2021, the Company conducted the following general research projects:

- Contribute to purchase of business and residential customer segmentation data via 3<sup>rd</sup> party data/segmentation firms;
- Contribute to larger project developing Xcel Energy-specific residential segmentation model;
- Support a Product Experience Survey that monitors customer satisfaction by surveying most participants after a rebate has been processed or program participation has completed.
- E Source Consultative Services and research; and,
- Residential Campaign Effectiveness Tracking research.

Market Research funds are also used to procure third-party services for comprehensive, process, and impact evaluations on individual programs. In 2021, the Company conducted research on the following programs:



- Commercial Efficiency
- Compressed Air Efficiency
- Process Efficiency

In addition to the evaluations completed in 2021, the Company also continued the Low-Income Segment evaluation that will conclude in 2022.

*Deviation from Goal or Budget*

In 2021, the Market Research program spending was under budget for electric and over budget for natural gas due to the allocation of a larger share of the Low-Income segment evaluation and ESource consultative services to the natural gas portfolio to align with special initiatives to increase understanding of natural gas efficiency opportunities.

*Changes in 2021*

None.

**Product Development**

Product Development identifies, assesses, and develops new energy efficiency and demand response products and services for eventual inclusion as new CIP programs, products, and measures. This work enables the Company to identify and promote promising new energy-saving technologies for customers. The group also develops improvements to existing products.

In 2021, the Company developed the following products, pilots or measures:

**Business DSM**

- Business Lighting Efficiency:
  - shift LED Direct Linear Ambient Kits from a custom to a prescriptive measure,
  - add Troffer Retrofit measures as a new prescriptive measure, and
  - add occupancy sensors, LED linear tubes, LED stairwell fixtures, and LED direct linear kits as new measures to the New Construction program track.

**Residential DSM**

- Affordable & Efficient New Home Construction (AENHC),
- Non-Profit Energy Savings Program (NESP), and
- CIP Workforce Development & Education (CIP-WDE).

*Deviation from Goal or Budget*

In 2021, Product Development remained under its electric and natural gas budgets due to lower than anticipated costs for research, consulting services, and association dues.

*Changes in 2021*

None.

## Alternative Filings

### *Summary of Achievements*

<b>Alternative Filings Segment</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Natural Gas Goal</b>	<b>Natural Gas Actual</b>	<b>% of Gas Goal</b>
<b>Enerchange</b>	\$530,100	\$478,151	90%	\$46,500	\$97,625	210%
<b>Energy Smart</b>	\$471,450	\$466,001	99%	\$20,727	\$21,483	104%
<b>One-Stop Shop</b>	\$18,789,160	\$13,393,297	71%	\$100,915	\$0	0%
<b>Trillion Btu</b>	\$174,600	\$159,021	91%	\$20,030	\$725	4%
<b>Total</b>	<b>\$19,965,310</b>	<b>\$14,496,470</b>	<b>73%</b>	<b>\$188,172</b>	<b>\$119,833</b>	<b>64%</b>

### **EnerChange**

EnerChange is an indirect impact program that provides nonprofit organizations with facility evaluations, recommendations for conservation, reviews of available electric and natural gas utility rebates, customer assistance to drive implementation of measures, and assistance with implementation financing. EnerChange leverages referrals, networking, associations, organizations, and social media to market the program.

#### *Deviation from Goal or Budget*

This Anticipated Alternative Filing spent its electric and natural gas budgets which increased per year through 2023 per the Department's decision. More specific information about 2021 results can be found in EnerChange's 2021 Annual Status Report filed separately with the Department.

#### *Changes in 2021*

None.

### **Energy Smart**

Energy Smart is an indirect impact energy efficiency assistance program developed by Minnesota Waste Wise, a non-profit affiliate of the Minnesota Chamber of Commerce. The mission of the program is to engage Minnesota businesses and direct them toward existing utility energy efficiency and load management programs.

The Energy Smart program offers a number of electric and natural gas services, such as on-site business consultations and distribution of CIP program information. The program is primarily marketed to the business community through direct contact with members of the Minnesota Chamber of Commerce and Waste Wise Contract participants, partnership with the local chambers and business groups, door-to-door outreach, direct mailings, inquiries via the Energy Smart website, and various social media channels.

#### *Deviation from Goal or Budget*

The program slightly overspent its electric budget and very slightly overspent its natural gas budget. Variation from year to year is primarily due to slight variations in employee labor.

#### *Changes in 2021*

None.

### **One-Stop Efficiency Shop®**

The One-Stop Efficiency Shop (One-Stop) is a full-service lighting and rooftop unit (RTU) rebate program designed to save energy in the hard-to-serve small business sector. Small businesses are difficult to serve with traditional rebate programs due to limitations on financial resources, time, and knowledge of energy efficient products. One-Stop provides a focused, hands-on approach to better address the needs of Xcel Energy's small business customers. Developed and implemented by the Center for Energy and Environment (CEE), One-Stop targets small businesses with a 400-kW demand or less and is structured to address the specific needs of this sector by offering qualified businesses:

- a free assessment with actionable cost savings recommendations;
- substantial incentives combined with the option of convenient and attractive financing;
- a simple, one-stop service that keeps customer time requirements to a minimum;
- access to quality contractors; and
- start-to-finish oversight of the entire retrofit project and completion of all program paperwork.

One-Stop's lighting and HVAC technical experts offer unbiased recommendations tailored to meet program participants' specific financial needs, as well as the specific requirements of their space. The combination of program services brings education, financial resources, and minimal time commitment directly to the business owner.

#### *Deviation from Goal or Budget*

One-Stop did not meet its energy savings, demand savings, and participation goals. Goals for the 2021-2023 triennium were filed before the ramifications of the continued pandemic were fully understood. The pandemic significantly impacted the viability of many small businesses as well as the overall economy. This resulted in many businesses closing their doors; business owners deprioritizing energy efficiency; extended timelines for decision-making around energy efficiency upgrades; and major supply chain disruptions. All these outcomes contributed to One-Stop's inability to meet its filed goals in 2021. It is important to note that, while the program did not meet goal, program participation and energy savings achieved were higher than those achieved in 2020. Additionally, the program remained cost-effective. CEE worked closely with Xcel Energy to track program metrics over the course of the year. As the economy continues to recover from effects of the pandemic, we remain optimistic that One Stop will continue to generate increased savings and participation.

One-Stop had natural gas savings in 2021, however, did not record natural gas spend. Prior to 2021, One-Stop only included electric saving measures. The logistics of integrating gas spend into the long-standing electric One-Stop program in Xcel Energy's accounting system proved challenging. Therefore, the spending on natural gas measures was recorded in the electric total for 2021. The issue was resolved in 2022 and the spend was moved from electric to natural gas. This correction will appear in the 2022 electric and natural gas tracker.

#### *Changes in 2021*

None.

### **Trillion BTU**

Trillion BTU is an indirect program aimed at increasing participation in the Company's existing commercial and industrial energy efficiency programs. The program leverages funding awarded to the St. Paul Port Authority through resources from economic development agencies and municipalities in Xcel Energy's electric and natural gas service territories, to create a revolving loan fund and provide technical assistance to prospective participating businesses. The program targets customers looking to implement relatively large energy saving projects and is primarily delivered to customers by the St. Paul Port Authority.

#### *Deviation from Goal or Budget*

The Trillion BTU program remained under its electric and natural gas budgets primarily due to administrative costs being lower than projected.

#### *Changes in 2021*

None.

## **Assessments Segment**

The Assessments Segment accounts for assessments from the DER to support state energy policy. This segment includes assessments authorized by Minnesota Statute, as well as fees for the Department and the Public Utilities Commission filing review.

#### *Summary of Achievements*

<b>Assessments Segment</b>	<b>Electric Goal</b>	<b>Electric Actual</b>	<b>% of Electric Goal</b>	<b>Gas Goal</b>	<b>Gas Actual</b>	<b>% of Gas Goal</b>
<b>Budget</b>	\$1,974,981	\$1,921,531	97%	\$354,600	\$288,868	81%

#### *Deviation from Goal or Budget*

Assessments from our regulators were slightly below the filed electric budget and approximately 81 percent of the filed gas budget.

#### *Changes in 2021*

None.

**PORTFOLIO TOTAL**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$100,177,826	\$100,177,826	\$100,177,826	\$117,937,780
T & D	N/A	\$13,690,603	\$13,690,603	\$13,690,603	\$16,081,457
Marginal Energy	N/A	\$193,132,124	\$193,132,124	\$193,132,124	\$239,576,127
Environmental Externality	N/A	N/A	N/A	N/A	\$35,253,115
Subtotal	N/A	\$307,000,552	\$307,000,552	\$307,000,552	\$408,848,479
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$986,922,732	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$48,592,142	N/A	N/A	\$48,592,142	\$48,592,142
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$98,155,972	N/A	N/A	\$98,155,972	\$120,108,329
Subtotal	\$1,133,670,847	N/A	N/A	\$146,748,115	\$168,700,471
<b>Total Benefits</b>	<b>\$1,133,670,847</b>	<b>\$307,000,552</b>	<b>\$307,000,552</b>	<b>\$453,748,667</b>	<b>\$577,548,951</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$4,174,842	\$4,174,842	\$4,174,842	\$4,174,842
Project Administration	N/A	\$43,145,729	\$43,145,729	\$43,145,729	\$43,145,729
Advertising & Promotion	N/A	\$8,817,914	\$8,817,914	\$8,817,914	\$8,817,914
Measurement & Verification	N/A	\$2,112,852	\$2,112,852	\$2,112,852	\$2,112,852
Rebates	N/A	\$48,592,142	\$48,592,142	\$48,592,142	\$48,592,142
Other	N/A	\$373,520	\$373,520	\$373,520	\$373,520
Subtotal	N/A	\$107,216,999	\$107,216,999	\$107,216,999	\$107,216,999
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$986,922,732	N/A	N/A
Subtotal	N/A	N/A	\$986,922,732	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$161,130,678	N/A	N/A	\$161,130,678	\$160,593,365
Incremental O&M Costs	\$6,533,194	N/A	N/A	\$6,533,194	\$7,952,025
Subtotal	\$167,663,872	N/A	N/A	\$167,663,872	\$168,545,390
<b>Total Costs</b>	<b>\$167,663,872</b>	<b>\$107,216,999</b>	<b>\$1,094,139,730</b>	<b>\$274,880,871</b>	<b>\$275,762,389</b>
<b>Net Benefit (Cost)</b>	<b>\$966,006,974</b>	<b>\$199,783,553</b>	<b>(\$787,139,178)</b>	<b>\$178,867,796</b>	<b>\$301,786,562</b>
<b>Benefit/Cost Ratio</b>	<b>6.76</b>	<b>2.86</b>	<b>0.28</b>	<b>1.65</b>	<b>2.09</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	15.8 years
T & D Loss Factor (Energy)	7.01%
T & D Loss Factor (Demand)	8.64%
Net coincident kW Saved at Generator	0.10 kW
Gross Annual kWh Saved at Customer	352 kWh
Net Annual kWh Saved at Generator	375 kWh

**Program Summary All Participants**

Total Participants	1,716,590
<b>Total Budget</b>	<b>\$107,216,999</b>
<b>Net coincident kW Saved at Generator</b>	<b>174,087 kW</b>
Gross Annual kWh Saved at Customer	603,709,929 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>643,423,621 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0105</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$616</b>

**PORTFOLIO TOTAL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$123,999,933	\$123,999,933	\$123,999,933	\$144,769,919
T & D	N/A	\$16,588,431	\$16,588,431	\$16,588,431	\$19,872,571
Marginal Energy	N/A	\$206,240,431	\$206,240,431	\$206,240,431	\$257,019,372
Environmental Externality	N/A	N/A	N/A	N/A	\$38,686,999
Subtotal	N/A	\$346,828,796	\$346,828,796	\$346,828,796	\$460,348,861
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,030,468,761	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$54,003,187	N/A	N/A	\$54,003,187	\$54,003,187
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$79,222,744	N/A	N/A	\$79,222,744	\$98,542,977
Subtotal	\$1,163,694,691	N/A	N/A	\$133,225,930	\$152,546,164
<b>Total Benefits</b>	<b>\$1,163,694,691</b>	<b>\$346,828,796</b>	<b>\$346,828,796</b>	<b>\$480,054,726</b>	<b>\$612,895,025</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$1,421,737	\$1,421,737	\$1,421,737	\$1,421,737
Project Administration	N/A	\$28,804,955	\$28,804,955	\$28,804,955	\$28,804,955
Advertising & Promotion	N/A	\$4,325,300	\$4,325,300	\$4,325,300	\$4,325,300
Measurement & Verification	N/A	\$1,268,922	\$1,268,922	\$1,268,922	\$1,268,922
Rebates	N/A	\$54,003,187	\$54,003,187	\$54,003,187	\$54,003,187
Other	N/A	\$3,262,781	\$3,262,781	\$3,262,781	\$3,262,781
Subtotal	N/A	\$93,086,881	\$93,086,881	\$93,086,881	\$93,086,881
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,030,468,761	N/A	N/A
Subtotal	N/A	N/A	\$1,030,468,761	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$158,236,314	N/A	N/A	\$158,236,314	\$158,236,314
Incremental O&M Costs	\$6,366,220	N/A	N/A	\$6,366,220	\$7,702,819
Subtotal	\$164,602,534	N/A	N/A	\$164,602,534	\$165,939,134
<b>Total Costs</b>	<b>\$164,602,534</b>	<b>\$93,086,881</b>	<b>\$1,123,555,642</b>	<b>\$257,689,416</b>	<b>\$259,026,015</b>
<b>Net Benefit (Cost)</b>	<b>\$999,092,157</b>	<b>\$253,741,914</b>	<b>(\$776,726,847)</b>	<b>\$222,365,310</b>	<b>\$353,869,010</b>
<b>Benefit/Cost Ratio</b>	<b>7.07</b>	<b>3.73</b>	<b>0.31</b>	<b>1.86</b>	<b>2.37</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	16.2 years
T & D Loss Factor (Energy)	7.15%
T & D Loss Factor (Demand)	8.83%
Net coincident kW Saved at Generator	0.13 kW
Gross Annual kWh Saved at Customer	400 kWh
Net Annual kWh Saved at Generator	426 kWh

Program Summary All Participants

Total Participants	1,613,250
<b>Total Budget</b>	<b>\$93,086,881</b>
<b>Net coincident kW Saved at Generator</b>	<b>216,690 kW</b>
Gross Annual kWh Saved at Customer	644,910,137 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>686,531,500 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0084</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$430</b>

Company: **Xcel Energy**  
 Project: **Portfolio Total**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs	
Escalation Rate =	4.69%		=	\$9,993,095
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		Incentive Costs =	\$8,821,311
Escalation Rate =	4.69%		16) Total Utility Project Costs =	\$18,814,406
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		17) Direct Participant Costs (\$/Part.) =	\$52
3) Commodity Cost (\$/Dth) =	\$3.25		18) Participant Non-Energy Costs	
Escalation Rate =	4.69%		(Annual \$/Part.) =	\$0
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings	
5) Peak Reduction Factor =	1.00%		(Annual \$/Part.) =	\$40
6) Variable O&M (\$/Dth) =	\$0.0411		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	13.8
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		21) Avg. Dth/Part. Saved =	1.51
Escalation Rate =	3.59%		22) Avg Non-Gas Fuel Units/Part.	
8) Non-Gas Fuel Loss Factor	0.00%		Saved =	0 kWh
9) Gas Environmental Damage Factor =	\$2.0700		22a) Avg Additional Non-Gas Fuel	
Escalation Rate =	2.30%		Units/ Part. Used =	0 kWh
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		23) Number of Participants =	622,416
Escalation Rate =	2.30%		24) Total Annual Dth Saved =	940,903
11) Participant Discount Rate =	6.38%		25) Incentive/Participant =	\$14.17
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$20	Ratepayer Impact Measure Test	(\$37,057,812)	0.58
Cost per Participant per Dth =	\$35.06	Utility Cost Test	\$31,912,077	2.70
Lifetime Energy Reduction (Dth)	39,369,515	Societal Test	\$73,465,658	2.42
Societal Cost per Dth	\$1.32	Participant Test	\$70,117,961	3.15

Company: **Xcel Energy**  
 Project: **Portfolio Total**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs	
Escalation Rate =	4.69%		=	\$8,059,217
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		Incentive Costs =	\$10,232,062
Escalation Rate =	4.69%		16) Total Utility Project Costs =	\$18,291,279
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		17) Direct Participant Costs (\$/Part.) =	\$569
3) Commodity Cost (\$/Dth) =	\$3.25		18) Participant Non-Energy Costs	
Escalation Rate =	4.69%		(Annual \$/Part.) =	0
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings	
5) Peak Reduction Factor =	1.00%		(Annual \$/Part.) =	122
6) Variable O&M (\$/Dth) =	\$0.0411		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	14.0
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		21) Avg. Dth/Part. Saved =	2.61
Escalation Rate =	3.59%		22) Avg Non-Gas Fuel Units/Part.	
8) Non-Gas Fuel Loss Factor	0.00%		Saved =	0 kWh
9) Gas Environmental Damage Factor =	\$2.0700		22a) Avg Additional Non-Gas Fuel	
Escalation Rate =	2.30%		Units/ Part. Used =	0 kWh
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		23) Number of Participants =	447,133
Escalation Rate =	2.30%		24) Total Annual Dth Saved =	1,167,899
11) Participant Discount Rate =	6.38%		25) Incentive/Participant =	\$22.88
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$20	Ratepayer Impact Measure Test	(\$102,328,710)	0.40
Cost per Participant per Dth =	\$35.06	Utility Cost Test	\$48,678,807	3.66
Lifetime Energy Reduction (Dth)	42,691,663	Societal Test	\$125,327,292	2.85
Societal Cost per Dth	\$1.59	Participant Test	\$113,495,640	3.29



**BUSINESS SEGMENT EE AND DR TOTAL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$60,025,169	\$60,025,169	\$60,025,169	\$70,915,574
T & D	N/A	\$9,298,364	\$9,298,364	\$9,298,364	\$11,127,671
Marginal Energy	N/A	\$133,182,633	\$133,182,633	\$133,182,633	\$164,945,114
Environmental Externality	N/A	N/A	N/A	N/A	\$24,524,192
Subtotal	N/A	\$202,506,166	\$202,506,166	\$202,506,166	\$271,512,551
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$601,625,124	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$33,631,008	N/A	N/A	\$33,631,008	\$33,631,008
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$93,937,398	N/A	N/A	\$93,937,398	\$115,342,962
Subtotal	\$729,193,530	N/A	N/A	\$127,568,407	\$148,973,970
<b>Total Benefits</b>	<b>\$729,193,530</b>	<b>\$202,506,166</b>	<b>\$202,506,166</b>	<b>\$330,074,572</b>	<b>\$420,486,521</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$3,406,025	\$3,406,025	\$3,406,025	\$3,406,025
Project Administration	N/A	\$16,855,591	\$16,855,591	\$16,855,591	\$16,855,591
Advertising & Promotion	N/A	\$780,810	\$780,810	\$780,810	\$780,810
Measurement & Verification	N/A	\$1,027,200	\$1,027,200	\$1,027,200	\$1,027,200
Rebates	N/A	\$33,631,008	\$33,631,008	\$33,631,008	\$33,631,008
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$55,700,634	\$55,700,634	\$55,700,634	\$55,700,634
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$601,625,124	N/A	N/A
Subtotal	N/A	N/A	\$601,625,124	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$137,177,329	N/A	N/A	\$137,177,329	\$137,150,626
Incremental O&M Costs	\$6,529,731	N/A	N/A	\$6,529,731	\$7,948,153
Subtotal	\$143,707,060	N/A	N/A	\$143,707,060	\$145,098,779
<b>Total Costs</b>	<b>\$143,707,060</b>	<b>\$55,700,634</b>	<b>\$657,325,758</b>	<b>\$199,407,694</b>	<b>\$200,799,413</b>
<b>Net Benefit (Cost)</b>	<b>\$585,486,470</b>	<b>\$146,805,532</b>	<b>(\$454,819,592)</b>	<b>\$130,666,878</b>	<b>\$219,687,108</b>
<b>Benefit/Cost Ratio</b>	<b>5.07</b>	<b>3.64</b>	<b>0.31</b>	<b>1.66</b>	<b>2.09</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	16.6 years
T & D Loss Factor (Energy)	6.66%
T & D Loss Factor (Demand)	8.07%
Net coincident kW Saved at Generator	3.22 kW
Gross Annual kWh Saved at Customer	11,544 kWh
Net Annual kWh Saved at Generator	12,365 kWh

**Program Summary All Participants**

Total Participants	<b>34,148</b>
<b>Total Budget</b>	<b>\$55,700,634</b>
<b>Net coincident kW Saved at Generator</b>	<b>109,962 kW</b>
Gross Annual kWh Saved at Customer	394,217,133 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>422,243,722 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0080</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$507</b>

**BUSINESS SEGMENT EE AND DR TOTAL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$66,646,147	\$66,646,147	\$66,646,147	\$77,156,387
T & D	N/A	\$8,666,830	\$8,666,830	\$8,666,830	\$10,399,414
Marginal Energy	N/A	\$115,123,629	\$115,123,629	\$115,123,629	\$142,855,081
Environmental Externality	N/A	N/A	N/A	N/A	\$21,525,351
Subtotal	N/A	\$190,436,606	\$190,436,606	\$190,436,606	\$251,936,233
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$496,785,577	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$35,232,356	N/A	N/A	\$35,232,356	\$35,232,356
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$73,773,929	N/A	N/A	\$73,773,929	\$92,387,008
Subtotal	\$605,791,862	N/A	N/A	\$109,006,285	\$127,619,364
<b>Total Benefits</b>	<b>\$605,791,862</b>	<b>\$190,436,606</b>	<b>\$190,436,606</b>	<b>\$299,442,890</b>	<b>\$379,555,596</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$1,002,823	\$1,002,823	\$1,002,823	\$1,002,823
Project Administration	N/A	\$12,154,681	\$12,154,681	\$12,154,681	\$12,154,681
Advertising & Promotion	N/A	\$172,582	\$172,582	\$172,582	\$172,582
Measurement & Verification	N/A	\$592,827	\$592,827	\$592,827	\$592,827
Rebates	N/A	\$35,232,356	\$35,232,356	\$35,232,356	\$35,232,356
Other	N/A	\$956,361	\$956,361	\$956,361	\$956,361
Subtotal	N/A	\$50,111,629	\$50,111,629	\$50,111,629	\$50,111,629
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$496,785,577	N/A	N/A
Subtotal	N/A	N/A	\$496,785,577	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$129,942,555	N/A	N/A	\$129,942,555	\$129,942,555
Incremental O&M Costs	\$5,789,814	N/A	N/A	\$5,789,814	\$7,072,118
Subtotal	\$135,732,370	N/A	N/A	\$135,732,370	\$137,014,674
<b>Total Costs</b>	<b>\$135,732,370</b>	<b>\$50,111,629</b>	<b>\$546,897,207</b>	<b>\$185,843,999</b>	<b>\$187,126,303</b>
<b>Net Benefit (Cost)</b>	<b>\$470,059,492</b>	<b>\$140,324,976</b>	<b>(\$356,460,601)</b>	<b>\$113,598,891</b>	<b>\$192,429,293</b>
<b>Benefit/Cost Ratio</b>	<b>4.46</b>	<b>3.80</b>	<b>0.35</b>	<b>1.61</b>	<b>2.03</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	16.6 years
T & D Loss Factor (Energy)	6.66%
T & D Loss Factor (Demand)	8.07%
Net coincident kW Saved at Generator	4.28 kW
Gross Annual kWh Saved at Customer	11,412 kWh
Net Annual kWh Saved at Generator	12,220 kWh

Program Summary All Participants

Total Participants	30,258
<b>Total Budget</b>	<b>\$50,111,629</b>
<b>Net coincident kW Saved at Generator</b>	<b>129,563 kW</b>
Gross Annual kWh Saved at Customer	345,300,912 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>369,767,150 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0082</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$387</b>

Company: **Xcel Energy**  
 Project: **Business Segment EE and DR Total**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$2,484,675	
Escalation Rate =	4.69%	Incentive Costs =	\$2,763,725	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$5,248,400	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$4,924	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$6	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$1,826	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	14.4	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	158.93	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	3,376	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	536,499	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$818.74	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$1,303	Ratepayer Impact Measure Test	(\$15,379,355)	0.67
Cost per Participant per Dth =	\$46.84	Utility Cost Test	\$26,447,190	6.04
Lifetime Energy Reduction (Dth)	22,408,893	Societal Test	\$41,201,452	2.88
Societal Cost per Dth	\$0.98	Participant Test	\$34,109,539	3.05

Company: **Xcel Energy**  
 Project: **Business Segment EE and DR Total**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$2,248,652
Escalation Rate =	4.69%	Incentive Costs =	\$3,194,857
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$5,443,509
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$57,006
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	14
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	3,738
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	13.7
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	78.58
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	8,356
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	656,552
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$382.36
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$1,303	<b>Ratepayer Impact Measure Test</b>	(\$75,302,025)	0.33
Cost per Participant per Dth =	\$46.84	<b>Utility Cost Test</b>	\$31,480,983	6.78
Lifetime Energy Reduction (Dth)	23,671,465	<b>Societal Test</b>	\$75,052,358	3.28
Societal Cost per Dth	\$1.39	<b>Participant Test</b>	\$52,532,314	2.91

**BUSINESS ENERGY ASSESSMENTS**
**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$365,859	\$365,859	\$365,859	\$424,669
T & D	N/A	\$65,109	\$65,109	\$65,109	\$75,705
Marginal Energy	N/A	\$1,306,724	\$1,306,724	\$1,306,724	\$1,535,466
Environmental Externality	N/A	N/A	N/A	N/A	\$255,621
Subtotal	N/A	\$1,737,692	\$1,737,692	\$1,737,692	\$2,291,461
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$5,800,079	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$477,582	N/A	N/A	\$477,582	\$477,582
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$82,246	N/A	N/A	\$82,246	\$95,203
Subtotal	\$6,359,907	N/A	N/A	\$559,829	\$572,785
<b>Total Benefits</b>	<b>\$6,359,907</b>	<b>\$1,737,692</b>	<b>\$1,737,692</b>	<b>\$2,297,521</b>	<b>\$2,864,246</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$352,000	\$352,000	\$352,000	\$352,000
Project Administration	N/A	\$522,038	\$522,038	\$522,038	\$522,038
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$20,000	\$20,000	\$20,000	\$20,000
Rebates	N/A	\$477,582	\$477,582	\$477,582	\$477,582
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,371,620	\$1,371,620	\$1,371,620	\$1,371,620
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$5,800,079	N/A	N/A
Subtotal	N/A	N/A	\$5,800,079	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,220,080	N/A	N/A	\$1,220,080	\$1,220,080
Incremental O&M Costs	\$55,170	N/A	N/A	\$55,170	\$65,727
Subtotal	\$1,275,249	N/A	N/A	\$1,275,249	\$1,285,807
<b>Total Costs</b>	<b>\$1,275,249</b>	<b>\$1,371,620</b>	<b>\$7,171,699</b>	<b>\$2,646,870</b>	<b>\$2,657,427</b>
<b>Net Benefit (Cost)</b>	<b>\$5,084,658</b>	<b>\$366,072</b>	<b>(\$5,434,007)</b>	<b>(\$349,348)</b>	<b>\$206,819</b>
<b>Benefit/Cost Ratio</b>	<b>4.99</b>	<b>1.27</b>	<b>0.24</b>	<b>0.87</b>	<b>1.08</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**
**ELECTRIC**
**GOAL**
**Input Summary and Totals**
**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	11.6 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	4.29 kW
Gross Annual kWh Saved at Customer	45,078 kWh
Net Annual kWh Saved at Generator	48,289 kWh

**Program Summary All Participants**

Total Participants	126
<b>Total Budget</b>	<b>\$1,371,620</b>
<b>Net coincident kW Saved at Generator</b>	<b>540 kW</b>
Gross Annual kWh Saved at Customer	5,679,835 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>6,084,451 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0195</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$2,539</b>

**BUSINESS ENERGY ASSESSMENTS**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$12,318	\$12,318	\$12,318	\$13,143
T & D	N/A	\$2,165	\$2,165	\$2,165	\$2,311
Marginal Energy	N/A	\$408,250	\$408,250	\$408,250	\$442,265
Environmental Externality	N/A	N/A	N/A	N/A	\$99,182
Subtotal	N/A	\$422,733	\$422,733	\$422,733	\$556,900
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,673,438	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$197,883	N/A	N/A	\$197,883	\$197,883
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$423,137	N/A	N/A	\$423,137	\$462,695
Subtotal	\$2,294,459	N/A	N/A	\$621,020	\$660,578
<b>Total Benefits</b>	<b>\$2,294,459</b>	<b>\$422,733</b>	<b>\$422,733</b>	<b>\$1,043,753</b>	<b>\$1,217,478</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$111,231	\$111,231	\$111,231	\$111,231
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$197,883	\$197,883	\$197,883	\$197,883
Other	N/A	\$18,367	\$18,367	\$18,367	\$18,367
Subtotal	N/A	\$327,481	\$327,481	\$327,481	\$327,481
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,673,438	N/A	N/A
Subtotal	N/A	N/A	\$1,673,438	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$436,481	N/A	N/A	\$436,481	\$436,481
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$436,481	N/A	N/A	\$436,481	\$436,481
<b>Total Costs</b>	<b>\$436,481</b>	<b>\$327,481</b>	<b>\$2,000,920</b>	<b>\$763,962</b>	<b>\$763,962</b>
<b>Net Benefit (Cost)</b>	<b>\$1,857,978</b>	<b>\$95,252</b>	<b>(\$1,578,186)</b>	<b>\$279,792</b>	<b>\$453,517</b>
<b>Benefit/Cost Ratio</b>	<b>5.26</b>	<b>1.29</b>	<b>0.21</b>	<b>1.37</b>	<b>1.59</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	7.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	1.48 kW
Gross Annual kWh Saved at Customer	140,099 kWh
Net Annual kWh Saved at Generator	150,080 kWh

**Program Summary All Participants**

Total Participants	22
<b>Total Budget</b>	<b>\$327,481</b>
<b>Net coincident kW Saved at Generator</b>	<b>32 kW</b>
Gross Annual kWh Saved at Customer	3,082,183 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>3,301,749 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0142</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$10,089</b>

Company: **Xcel Energy**  
 Project: **Business Energy Assessments**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$187,502
Escalation Rate =	4.69%		Incentive Costs =	\$17,112
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$204,614
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$11,766
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$1
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$27,370
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	18.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	467.30
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	8
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	3,738
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$2,139.06
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$16,214	<b>Ratepayer Impact Measure Test</b>	(\$292,550)	0.48
Cost per Participant per Dth =	\$51.78	<b>Utility Cost Test</b>	\$70,101	1.34
Lifetime Energy Reduction (Dth)	446,359	<b>Societal Test</b>	\$482,214	2.61
Societal Cost per Dth	\$0.67	<b>Participant Test</b>	\$504,592	6.36

Company: **Xcel Energy**  
 Project: **Business Energy Assessments**

Input Data			2021	
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$13,258	
Escalation Rate =	4.69%	Incentive Costs =	\$138,636	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$151,894	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$56,690	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	20,607	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	7.0	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1,143.74	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	12	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	13,725	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$11,553.01	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$16,214	<b>Ratepayer Impact Measure Test</b>	(\$281,941)	0.59
Cost per Participant per Dth =	\$51.78	<b>Utility Cost Test</b>	\$254,380	2.67
Lifetime Energy Reduction (Dth)	475,226	<b>Societal Test</b>	\$763,440	3.64
Societal Cost per Dth	\$0.61	<b>Participant Test</b>	\$769,371	6.59



**BUSINESS NEW CONSTRUCTION**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$11,798,602	\$11,798,602	\$11,798,602	\$14,348,581
T & D	N/A	\$2,112,476	\$2,112,476	\$2,112,476	\$2,575,948
Marginal Energy	N/A	\$21,541,059	\$21,541,059	\$21,541,059	\$27,366,132
Environmental Externality	N/A	N/A	N/A	N/A	\$3,893,850
Subtotal	N/A	\$35,452,136	\$35,452,136	\$35,452,136	\$48,184,511
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$96,441,607	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$7,531,921	N/A	N/A	\$7,531,921	\$7,531,921
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$103,973,528	N/A	N/A	\$7,531,921	\$7,531,921
<b>Total Benefits</b>	<b>\$103,973,528</b>	<b>\$35,452,136</b>	<b>\$35,452,136</b>	<b>\$42,984,057</b>	<b>\$55,716,432</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$1,453,025	\$1,453,025	\$1,453,025	\$1,453,025
Project Administration	N/A	\$1,349,023	\$1,349,023	\$1,349,023	\$1,349,023
Advertising & Promotion	N/A	\$18,950	\$18,950	\$18,950	\$18,950
Measurement & Verification	N/A	\$625,000	\$625,000	\$625,000	\$625,000
Rebates	N/A	\$7,531,921	\$7,531,921	\$7,531,921	\$7,531,921
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$10,977,919	\$10,977,919	\$10,977,919	\$10,977,919
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$96,441,607	N/A	N/A
Subtotal	N/A	N/A	\$96,441,607	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$27,088,888	N/A	N/A	\$27,088,888	\$27,075,845
Incremental O&M Costs	\$340,926	N/A	N/A	\$340,926	\$424,247
Subtotal	\$27,429,814	N/A	N/A	\$27,429,814	\$27,500,091
<b>Total Costs</b>	<b>\$27,429,814</b>	<b>\$10,977,919</b>	<b>\$107,419,526</b>	<b>\$38,407,733</b>	<b>\$38,478,010</b>
<b>Net Benefit (Cost)</b>	<b>\$76,543,714</b>	<b>\$24,474,218</b>	<b>(\$71,967,390)</b>	<b>\$4,576,324</b>	<b>\$17,238,422</b>
<b>Benefit/Cost Ratio</b>	<b>3.79</b>	<b>3.23</b>	<b>0.33</b>	<b>1.12</b>	<b>1.45</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	19.7 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	24.82 kW
Gross Annual kWh Saved at Customer	98,986 kWh
Net Annual kWh Saved at Generator	106,037 kWh
<b>Program Summary All Participants</b>	
Total Participants	533
<b>Total Budget</b>	<b>\$10,977,919</b>
<b>Net coincident kW Saved at Generator</b>	<b>13,227 kW</b>
Gross Annual kWh Saved at Customer	52,759,461 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>56,517,902 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0099</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$830</b>

**BUSINESS NEW CONSTRUCTION**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$16,488,839	\$16,488,839	\$16,488,839	\$20,034,778
T & D	N/A	\$2,954,497	\$2,954,497	\$2,954,497	\$3,599,064
Marginal Energy	N/A	\$32,929,307	\$32,929,307	\$32,929,307	\$41,671,947
Environmental Externality	N/A	N/A	N/A	N/A	\$5,963,623
Subtotal	N/A	\$52,372,643	\$52,372,643	\$52,372,643	\$71,269,411
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$137,844,144	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$11,240,060	N/A	N/A	\$11,240,060	\$11,240,060
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$149,084,205	N/A	N/A	\$11,240,060	\$11,240,060
<b>Total Benefits</b>	<b>\$149,084,205</b>	<b>\$52,372,643</b>	<b>\$52,372,643</b>	<b>\$63,612,703</b>	<b>\$82,509,472</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$1,002,823	\$1,002,823	\$1,002,823	\$1,002,823
Project Administration	N/A	\$875,400	\$875,400	\$875,400	\$875,400
Advertising & Promotion	N/A	\$1,794	\$1,794	\$1,794	\$1,794
Measurement & Verification	N/A	\$464,965	\$464,965	\$464,965	\$464,965
Rebates	N/A	\$11,240,060	\$11,240,060	\$11,240,060	\$11,240,060
Other	N/A	\$674,655	\$674,655	\$674,655	\$674,655
Subtotal	N/A	\$14,259,698	\$14,259,698	\$14,259,698	\$14,259,698
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$137,844,144	N/A	N/A
Subtotal	N/A	N/A	\$137,844,144	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$40,802,352	N/A	N/A	\$40,802,352	\$40,802,352
Incremental O&M Costs	\$675,965	N/A	N/A	\$675,965	\$832,753
Subtotal	\$41,478,317	N/A	N/A	\$41,478,317	\$41,635,105
<b>Total Costs</b>	<b>\$41,478,317</b>	<b>\$14,259,698</b>	<b>\$152,103,843</b>	<b>\$55,738,015</b>	<b>\$55,894,803</b>
<b>Net Benefit (Cost)</b>	<b>\$107,605,888</b>	<b>\$38,112,945</b>	<b>(\$99,731,200)</b>	<b>\$7,874,688</b>	<b>\$26,614,669</b>
<b>Benefit/Cost Ratio</b>	<b>3.59</b>	<b>3.67</b>	<b>0.34</b>	<b>1.14</b>	<b>1.48</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	19.4 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	81.54 kW
Gross Annual kWh Saved at Customer	361,768 kWh
Net Annual kWh Saved at Generator	387,539 kWh

Program Summary All Participants

Total Participants	227
<b>Total Budget</b>	<b>\$14,259,698</b>
<b>Net coincident kW Saved at Generator</b>	<b>18,509 kW</b>
Gross Annual kWh Saved at Customer	82,121,292 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>87,971,389 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0084</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$770</b>

Company: **Xcel Energy**  
 Project: **Business New Construction**

Input Data			2021	
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$427,526	
Escalation Rate =	4.69%	Incentive Costs =	\$475,756	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$903,282	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$93,925	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$107	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	19.9	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1,204.66	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	71	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	85,531	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$6,700.79	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$7,072	<b>Ratepayer Impact Measure Test</b>	(\$3,114,348)	0.69
Cost per Participant per Dth =	\$87.73	<b>Utility Cost Test</b>	\$6,004,223	7.65
Lifetime Energy Reduction (Dth)	5,148,463	<b>Societal Test</b>	\$4,806,724	1.63
Societal Cost per Dth	\$1.48	<b>Participant Test</b>	\$2,918,007	1.44

Company: **Xcel Energy**  
 Project: **Business New Construction**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$500,875
Escalation Rate =	4.69%	Incentive Costs =	\$896,320
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,397,195
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$374,854
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	3,848
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	19.6
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1,844.62
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	90
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	166,016
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$9,959.12
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$7,072	<b>Ratepayer Impact Measure Test</b>	(\$5,647,247)	0.70
Cost per Participant per Dth =	\$87.73	<b>Utility Cost Test</b>	\$11,855,215	9.49
Lifetime Energy Reduction (Dth)	6,707,289	<b>Societal Test</b>	\$10,593,550	1.78
Societal Cost per Dth	\$2.03	<b>Participant Test</b>	\$5,069,270	1.42

**COMMERCIAL EFFICIENCY**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$4,841,415	\$4,841,415	\$4,841,415	\$5,766,499
T & D	N/A	\$331,634	\$331,634	\$331,634	\$377,973
Marginal Energy	N/A	\$15,241,118	\$15,241,118	\$15,241,118	\$18,886,693
Environmental Externality	N/A	N/A	N/A	N/A	\$2,824,331
Subtotal	N/A	\$20,414,167	\$20,414,167	\$20,414,167	\$27,855,496
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$68,150,312	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$3,347,068	N/A	N/A	\$3,347,068	\$3,347,068
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$1,032,143	N/A	N/A	\$1,032,143	\$1,260,979
Subtotal	\$72,529,523	N/A	N/A	\$4,379,211	\$4,608,047
<b>Total Benefits</b>	<b>\$72,529,523</b>	<b>\$20,414,167</b>	<b>\$20,414,167</b>	<b>\$24,793,377</b>	<b>\$32,463,544</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$354,950	\$354,950	\$354,950	\$354,950
Project Administration	N/A	\$702,164	\$702,164	\$702,164	\$702,164
Advertising & Promotion	N/A	\$25,000	\$25,000	\$25,000	\$25,000
Measurement & Verification	N/A	\$15,000	\$15,000	\$15,000	\$15,000
Rebates	N/A	\$3,347,068	\$3,347,068	\$3,347,068	\$3,347,068
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$4,444,182	\$4,444,182	\$4,444,182	\$4,444,182
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$68,150,312	N/A	N/A
Subtotal	N/A	N/A	\$68,150,312	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$13,737,277	N/A	N/A	\$13,737,277	\$13,734,588
Incremental O&M Costs	\$505,760	N/A	N/A	\$505,760	\$634,626
Subtotal	\$14,243,037	N/A	N/A	\$14,243,037	\$14,369,214
<b>Total Costs</b>	<b>\$14,243,037</b>	<b>\$4,444,182</b>	<b>\$72,594,494</b>	<b>\$18,687,219</b>	<b>\$18,813,396</b>
<b>Net Benefit (Cost)</b>	<b>\$58,286,486</b>	<b>\$15,969,985</b>	<b>(\$52,180,327)</b>	<b>\$6,106,159</b>	<b>\$13,650,147</b>
<b>Benefit/Cost Ratio</b>	<b>5.09</b>	<b>4.59</b>	<b>0.28</b>	<b>1.33</b>	<b>1.73</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	16.6 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	24.37 kW
Gross Annual kWh Saved at Customer	161,094 kWh
Net Annual kWh Saved at Generator	172,570 kWh

**Program Summary All Participants**

Total Participants	279
<b>Total Budget</b>	<b>\$4,444,182</b>
<b>Net coincident kW Saved at Generator</b>	<b>6,800 kW</b>
Gross Annual kWh Saved at Customer	44,945,273 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>48,147,052 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0055</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$654</b>

**COMMERCIAL EFFICIENCY**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$3,520,046	\$3,520,046	\$3,520,046	\$4,180,912
T & D	N/A	\$628,559	\$628,559	\$628,559	\$748,300
Marginal Energy	N/A	\$7,988,914	\$7,988,914	\$7,988,914	\$9,798,668
Environmental Externality	N/A	N/A	N/A	N/A	\$1,529,249
Subtotal	N/A	\$12,137,519	\$12,137,519	\$12,137,519	\$16,257,129
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$35,816,170	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$2,191,210	N/A	N/A	\$2,191,210	\$2,191,210
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$38,007,380	N/A	N/A	\$2,191,210	\$2,191,210
<b>Total Benefits</b>	<b>\$38,007,380</b>	<b>\$12,137,519</b>	<b>\$12,137,519</b>	<b>\$14,328,728</b>	<b>\$18,448,339</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$755,152	\$755,152	\$755,152	\$755,152
Advertising & Promotion	N/A	\$1,250	\$1,250	\$1,250	\$1,250
Measurement & Verification	N/A	\$7,012	\$7,012	\$7,012	\$7,012
Rebates	N/A	\$2,191,210	\$2,191,210	\$2,191,210	\$2,191,210
Other	N/A	\$21,405	\$21,405	\$21,405	\$21,405
Subtotal	N/A	\$2,976,028	\$2,976,028	\$2,976,028	\$2,976,028
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$35,816,170	N/A	N/A
Subtotal	N/A	N/A	\$35,816,170	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$7,930,696	N/A	N/A	\$7,930,696	\$7,930,696
Incremental O&M Costs	\$656,673	N/A	N/A	\$656,673	\$806,682
Subtotal	\$8,587,369	N/A	N/A	\$8,587,369	\$8,737,379
<b>Total Costs</b>	<b>\$8,587,369</b>	<b>\$2,976,028</b>	<b>\$38,792,198</b>	<b>\$11,563,397</b>	<b>\$11,713,406</b>
<b>Net Benefit (Cost)</b>	<b>\$29,420,011</b>	<b>\$9,161,491</b>	<b>(\$26,654,679)</b>	<b>\$2,765,331</b>	<b>\$6,734,933</b>
<b>Benefit/Cost Ratio</b>	<b>4.43</b>	<b>4.08</b>	<b>0.31</b>	<b>1.24</b>	<b>1.57</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	16.6 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	14.98 kW
Gross Annual kWh Saved at Customer	80,899 kWh
Net Annual kWh Saved at Generator	86,662 kWh

Program Summary All Participants

Total Participants	305
<b>Total Budget</b>	<b>\$2,976,028</b>
<b>Net coincident kW Saved at Generator</b>	<b>4,570 kW</b>
Gross Annual kWh Saved at Customer	24,674,113 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>26,431,830 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0068</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$651</b>

Company: **Xcel Energy**  
 Project: **Commercial Efficiency**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$186,599
Escalation Rate =	4.69%	Incentive Costs =	\$154,190
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$340,789
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$42,129
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$91
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$5,301
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	18.5
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1,659.61
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	26
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	43,150
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$5,930.37
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$4,820	<b>Ratepayer Impact Measure Test</b>	(\$1,380,986)	0.70
Cost per Participant per Dth =	\$33.37	<b>Utility Cost Test</b>	\$2,908,849	9.54
Lifetime Energy Reduction (Dth)	2,390,928	<b>Societal Test</b>	\$4,458,052	4.09
Societal Cost per Dth	\$0.60	<b>Participant Test</b>	\$3,484,117	4.17

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
Project: **Commercial Efficiency**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$159,997
Escalation Rate =	4.69%	Incentive Costs =	\$59,727
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$219,724
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$259,036
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	3,856
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	5.5
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1,576.13
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	28
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	44,132
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$2,133.12
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$4,820	<b>Ratepayer Impact Measure Test</b>	(\$561,541)	0.66
Cost per Participant per Dth =	\$33.37	<b>Utility Cost Test</b>	\$848,132	4.86
Lifetime Energy Reduction (Dth)	1,838,868	<b>Societal Test</b>	\$1,165,674	2.60
Societal Cost per Dth	\$0.40	<b>Participant Test</b>	\$1,018,295	3.00



**COMMERCIAL STREAMLINED ASSESSMENT**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$2,396,921	\$2,396,921	\$2,396,921	\$2,906,532
T & D	N/A	\$429,011	\$429,011	\$429,011	\$521,620
Marginal Energy	N/A	\$5,475,095	\$5,475,095	\$5,475,095	\$6,934,669
Environmental Externality	N/A	N/A	N/A	N/A	\$992,348
Subtotal	N/A	\$8,301,027	\$8,301,027	\$8,301,027	\$11,355,168
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$24,582,821	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$1,355,832	N/A	N/A	\$1,355,832	\$1,355,832
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$5,864	N/A	N/A	\$5,864	\$6,695
Subtotal	\$25,944,516	N/A	N/A	\$1,361,695	\$1,362,527
<b>Total Benefits</b>	<b>\$25,944,516</b>	<b>\$8,301,027</b>	<b>\$8,301,027</b>	<b>\$9,662,722</b>	<b>\$12,717,695</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$350,000	\$350,000	\$350,000	\$350,000
Project Administration	N/A	\$219,942	\$219,942	\$219,942	\$219,942
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$1,200	\$1,200	\$1,200	\$1,200
Rebates	N/A	\$1,355,832	\$1,355,832	\$1,355,832	\$1,355,832
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,926,974	\$1,926,974	\$1,926,974	\$1,926,974
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$24,582,821	N/A	N/A
Subtotal	N/A	N/A	\$24,582,821	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$4,406,471	N/A	N/A	\$4,406,471	\$4,406,471
Incremental O&M Costs	\$804,994	N/A	N/A	\$804,994	\$1,010,105
Subtotal	\$5,211,465	N/A	N/A	\$5,211,465	\$5,416,576
<b>Total Costs</b>	<b>\$5,211,465</b>	<b>\$1,926,974</b>	<b>\$26,509,795</b>	<b>\$7,138,439</b>	<b>\$7,343,550</b>
<b>Net Benefit (Cost)</b>	<b>\$20,733,051</b>	<b>\$6,374,053</b>	<b>(\$18,208,768)</b>	<b>\$2,524,283</b>	<b>\$5,374,145</b>
<b>Benefit/Cost Ratio</b>	<b>4.98</b>	<b>4.31</b>	<b>0.31</b>	<b>1.35</b>	<b>1.73</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

**Input Summary and Totals**

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	19.3 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	8.55 kW
Gross Annual kWh Saved at Customer	43,022 kWh
Net Annual kWh Saved at Generator	46,087 kWh

**Program Summary All Participants**

Total Participants	320
<b>Total Budget</b>	<b>\$1,926,974</b>
<b>Net coincident kW Saved at Generator</b>	<b>2,737 kW</b>
Gross Annual kWh Saved at Customer	13,767,005 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>14,747,729 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0068</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$704</b>

**COMMERCIAL STREAMLINED ASSESSMENT**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,476,664	\$1,476,664	\$1,476,664	\$1,745,457
T & D	N/A	\$263,490	\$263,490	\$263,490	\$312,156
Marginal Energy	N/A	\$3,557,888	\$3,557,888	\$3,557,888	\$4,344,397
Environmental Externality	N/A	N/A	N/A	N/A	\$679,760
Subtotal	N/A	\$5,298,042	\$5,298,042	\$5,298,042	\$7,081,770
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$15,516,981	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$1,244,597	N/A	N/A	\$1,244,597	\$1,244,597
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$16,761,578	N/A	N/A	\$1,244,597	\$1,244,597
<b>Total Benefits</b>	<b>\$16,761,578</b>	<b>\$5,298,042</b>	<b>\$5,298,042</b>	<b>\$6,542,639</b>	<b>\$8,326,367</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$746,742	\$746,742	\$746,742	\$746,742
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$1,960	\$1,960	\$1,960	\$1,960
Rebates	N/A	\$1,244,597	\$1,244,597	\$1,244,597	\$1,244,597
Other	N/A	\$3,539	\$3,539	\$3,539	\$3,539
Subtotal	N/A	\$1,996,838	\$1,996,838	\$1,996,838	\$1,996,838
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$15,516,981	N/A	N/A
Subtotal	N/A	N/A	\$15,516,981	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$4,896,051	N/A	N/A	\$4,896,051	\$4,896,051
Incremental O&M Costs	\$137,680	N/A	N/A	\$137,680	\$168,934
Subtotal	\$5,033,732	N/A	N/A	\$5,033,732	\$5,064,985
<b>Total Costs</b>	<b>\$5,033,732</b>	<b>\$1,996,838</b>	<b>\$17,513,819</b>	<b>\$7,030,569</b>	<b>\$7,061,823</b>
<b>Net Benefit (Cost)</b>	<b>\$11,727,847</b>	<b>\$3,301,204</b>	<b>(\$12,215,777)</b>	<b>(\$487,930)</b>	<b>\$1,264,544</b>
<b>Benefit/Cost Ratio</b>	<b>3.33</b>	<b>2.65</b>	<b>0.30</b>	<b>0.93</b>	<b>1.18</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	15.6 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	6.18 kW
Gross Annual kWh Saved at Customer	36,367 kWh
Net Annual kWh Saved at Generator	38,957 kWh

**Program Summary All Participants**

Total Participants	320
<b>Total Budget</b>	<b>\$1,996,838</b>
<b>Net coincident kW Saved at Generator</b>	<b>1,978 kW</b>
Gross Annual kWh Saved at Customer	11,637,383 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>12,466,399 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0103</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,009</b>

Company: **Xcel Energy**  
 Project: **Commercial Streamlined Assessment**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$92,480	
Escalation Rate =	4.69%	Incentive Costs =	\$39,689	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$132,169	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$3,482	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	17.9	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	206.96	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	40	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	8,278	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$992.22	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$3,520	Ratepayer Impact Measure Test	(\$326,189)	0.65
Cost per Participant per Dth =	\$32.01	Utility Cost Test	\$473,961	4.59
Lifetime Energy Reduction (Dth)	472,336	Societal Test	\$798,969	3.94
Societal Cost per Dth	\$0.57	Participant Test	\$700,570	6.03

Company: **Xcel Energy**  
 Project: **Commercial Streamlined Assessment**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$85,158	
Escalation Rate =	4.69%	Incentive Costs =	\$175,281	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$260,439	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$31,614	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	278	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	14.8	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	373.97	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	40	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	14,959	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$4,382.02	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<b>Cost Summary</b>		<b>Test Results</b>	<b>2021 NPV</b>	<b>2021 B/C</b>
Utility Cost per Participant =	\$3,520	<b>Ratepayer Impact Measure Test</b>	(\$552,521)	0.62
Cost per Participant per Dth =	\$32.01	<b>Utility Cost Test</b>	\$647,704	3.49
Lifetime Energy Reduction (Dth)	545,611	<b>Societal Test</b>	\$913,043	2.13
Societal Cost per Dth	\$1.49	<b>Participant Test</b>	\$750,670	2.36

**COMPRESSED AIR EFFICIENCY**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$933,067	\$933,067	\$933,067	\$1,103,254
T & D	N/A	\$198,629	\$198,629	\$198,629	\$218,010
Marginal Energy	N/A	\$2,307,495	\$2,307,495	\$2,307,495	\$2,824,414
Environmental Externality	N/A	N/A	N/A	N/A	\$459,682
Subtotal	N/A	\$3,439,190	\$3,439,190	\$3,439,190	\$4,605,360
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$10,148,363	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$871,256	N/A	N/A	\$871,256	\$871,256
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$71,281	N/A	N/A	\$71,281	\$84,247
Subtotal	\$11,090,901	N/A	N/A	\$942,538	\$955,504
<b>Total Benefits</b>	<b>\$11,090,901</b>	<b>\$3,439,190</b>	<b>\$3,439,190</b>	<b>\$4,381,728</b>	<b>\$5,560,864</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$2,100	\$2,100	\$2,100	\$2,100
Project Administration	N/A	\$327,282	\$327,282	\$327,282	\$327,282
Advertising & Promotion	N/A	\$22,500	\$22,500	\$22,500	\$22,500
Measurement & Verification	N/A	\$15,000	\$15,000	\$15,000	\$15,000
Rebates	N/A	\$871,256	\$871,256	\$871,256	\$871,256
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,238,138	\$1,238,138	\$1,238,138	\$1,238,138
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$10,148,363	N/A	N/A
Subtotal	N/A	N/A	\$10,148,363	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,921,871	N/A	N/A	\$1,921,871	\$1,921,871
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,921,871	N/A	N/A	\$1,921,871	\$1,921,871
<b>Total Costs</b>	<b>\$1,921,871</b>	<b>\$1,238,138</b>	<b>\$11,386,502</b>	<b>\$3,160,009</b>	<b>\$3,160,009</b>
<b>Net Benefit (Cost)</b>	<b>\$9,169,030</b>	<b>\$2,201,052</b>	<b>(\$7,947,311)</b>	<b>\$1,221,719</b>	<b>\$2,400,855</b>
<b>Benefit/Cost Ratio</b>	<b>5.77</b>	<b>2.78</b>	<b>0.30</b>	<b>1.39</b>	<b>1.76</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	12.7 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	6.30 kW
Gross Annual kWh Saved at Customer	38,364 kWh
Net Annual kWh Saved at Generator	41,097 kWh

**Program Summary All Participants**

Total Participants	246
<b>Total Budget</b>	<b>\$1,238,138</b>
<b>Net coincident kW Saved at Generator</b>	<b>1,549 kW</b>
Gross Annual kWh Saved at Customer	9,437,445 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>10,109,742 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0097</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$799</b>

**COMPRESSED AIR EFFICIENCY**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,027,018	\$1,027,018	\$1,027,018	\$1,241,163
T & D	N/A	\$183,862	\$183,862	\$183,862	\$222,795
Marginal Energy	N/A	\$2,351,542	\$2,351,542	\$2,351,542	\$2,924,503
Environmental Externality	N/A	N/A	N/A	N/A	\$474,688
Subtotal	N/A	\$3,562,422	\$3,562,422	\$3,562,422	\$4,863,150
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$11,163,864	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$734,598	N/A	N/A	\$734,598	\$734,598
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$11,876	N/A	N/A	\$11,876	\$13,562
Subtotal	\$11,910,339	N/A	N/A	\$746,475	\$748,161
<b>Total Benefits</b>	<b>\$11,910,339</b>	<b>\$3,562,422</b>	<b>\$3,562,422</b>	<b>\$4,308,897</b>	<b>\$5,611,311</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$249,751	\$249,751	\$249,751	\$249,751
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$17,568	\$17,568	\$17,568	\$17,568
Rebates	N/A	\$734,598	\$734,598	\$734,598	\$734,598
Other	N/A	\$56,984	\$56,984	\$56,984	\$56,984
Subtotal	N/A	\$1,058,902	\$1,058,902	\$1,058,902	\$1,058,902
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$11,163,864	N/A	N/A
Subtotal	N/A	N/A	\$11,163,864	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,787,768	N/A	N/A	\$1,787,768	\$1,787,768
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,787,768	N/A	N/A	\$1,787,768	\$1,787,768
<b>Total Costs</b>	<b>\$1,787,768</b>	<b>\$1,058,902</b>	<b>\$12,222,766</b>	<b>\$2,846,670</b>	<b>\$2,846,670</b>
<b>Net Benefit (Cost)</b>	<b>\$10,122,570</b>	<b>\$2,503,520</b>	<b>(\$8,660,344)</b>	<b>\$1,462,227</b>	<b>\$2,764,641</b>
<b>Benefit/Cost Ratio</b>	<b>6.66</b>	<b>3.36</b>	<b>0.29</b>	<b>1.51</b>	<b>1.97</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	17.1 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	9.25 kW
Gross Annual kWh Saved at Customer	53,531 kWh
Net Annual kWh Saved at Generator	57,344 kWh

**Program Summary All Participants**

Total Participants	138
<b>Total Budget</b>	<b>\$1,058,902</b>
<b>Net coincident kW Saved at Generator</b>	<b>1,277 kW</b>
Gross Annual kWh Saved at Customer	7,387,224 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>7,913,470 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0078</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$829</b>

**CUSTOM EFFICIENCY**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$573,896	\$573,896	\$573,896	\$686,799
T & D	N/A	\$111,037	\$111,037	\$111,037	\$135,873
Marginal Energy	N/A	\$1,679,266	\$1,679,266	\$1,679,266	\$2,079,628
Environmental Externality	N/A	N/A	N/A	N/A	\$307,909
Subtotal	N/A	\$2,364,199	\$2,364,199	\$2,364,199	\$3,210,209
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$7,523,535	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$376,695	N/A	N/A	\$376,695	\$376,695
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$28,477,662	N/A	N/A	\$28,477,662	\$35,005,578
Subtotal	\$36,377,892	N/A	N/A	\$28,854,357	\$35,382,273
<b>Total Benefits</b>	<b>\$36,377,892</b>	<b>\$2,364,199</b>	<b>\$2,364,199</b>	<b>\$31,218,557</b>	<b>\$38,592,482</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$589,726	\$589,726	\$589,726	\$589,726
Advertising & Promotion	N/A	\$60	\$60	\$60	\$60
Measurement & Verification	N/A	\$10,000	\$10,000	\$10,000	\$10,000
Rebates	N/A	\$376,695	\$376,695	\$376,695	\$376,695
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$976,481	\$976,481	\$976,481	\$976,481
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$7,523,535	N/A	N/A
Subtotal	N/A	N/A	\$7,523,535	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$8,041,001	N/A	N/A	\$8,041,001	\$8,041,001
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$8,041,001	N/A	N/A	\$8,041,001	\$8,041,001
<b>Total Costs</b>	<b>\$8,041,001</b>	<b>\$976,481</b>	<b>\$8,500,016</b>	<b>\$9,017,482</b>	<b>\$9,017,482</b>
<b>Net Benefit (Cost)</b>	<b>\$28,336,891</b>	<b>\$1,387,718</b>	<b>(\$6,135,817)</b>	<b>\$22,201,074</b>	<b>\$29,575,000</b>
<b>Benefit/Cost Ratio</b>	<b>4.52</b>	<b>2.42</b>	<b>0.28</b>	<b>3.46</b>	<b>4.28</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	18.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	22.71 kW
Gross Annual kWh Saved at Customer	151,008 kWh
Net Annual kWh Saved at Generator	161,765 kWh

**Program Summary All Participants**

Total Participants	30
<b>Total Budget</b>	<b>\$976,481</b>
<b>Net coincident kW Saved at Generator</b>	<b>681 kW</b>
Gross Annual kWh Saved at Customer	4,530,230 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>4,852,951 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0112</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,433</b>

**CUSTOM EFFICIENCY**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$570,536	\$570,536	\$570,536	\$688,350
T & D	N/A	\$102,117	\$102,117	\$102,117	\$123,521
Marginal Energy	N/A	\$1,722,604	\$1,722,604	\$1,722,604	\$2,141,400
Environmental Externality	N/A	N/A	N/A	N/A	\$352,116
Subtotal	N/A	\$2,395,257	\$2,395,257	\$2,395,257	\$3,305,387
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$8,731,622	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$452,572	N/A	N/A	\$452,572	\$452,572
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$13,715,118	N/A	N/A	\$13,715,118	\$17,213,277
Subtotal	\$22,899,312	N/A	N/A	\$14,167,690	\$17,665,848
<b>Total Benefits</b>	<b>\$22,899,312</b>	<b>\$2,395,257</b>	<b>\$2,395,257</b>	<b>\$16,562,947</b>	<b>\$20,971,236</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$481,206	\$481,206	\$481,206	\$481,206
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$112	\$112	\$112	\$112
Rebates	N/A	\$452,572	\$452,572	\$452,572	\$452,572
Other	N/A	\$19,458	\$19,458	\$19,458	\$19,458
Subtotal	N/A	\$953,347	\$953,347	\$953,347	\$953,347
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$8,731,622	N/A	N/A
Subtotal	N/A	N/A	\$8,731,622	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$5,364,003	N/A	N/A	\$5,364,003	\$5,364,003
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$5,364,003	N/A	N/A	\$5,364,003	\$5,364,003
<b>Total Costs</b>	<b>\$5,364,003</b>	<b>\$953,347</b>	<b>\$9,684,969</b>	<b>\$6,317,350</b>	<b>\$6,317,350</b>
<b>Net Benefit (Cost)</b>	<b>\$17,535,309</b>	<b>\$1,441,910</b>	<b>(\$7,289,711)</b>	<b>\$10,245,597</b>	<b>\$14,653,886</b>
<b>Benefit/Cost Ratio</b>	<b>4.27</b>	<b>2.51</b>	<b>0.25</b>	<b>2.62</b>	<b>3.32</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	19.3 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	26.42 kW
Gross Annual kWh Saved at Customer	187,674 kWh
Net Annual kWh Saved at Generator	201,044 kWh

Program Summary All Participants

Total Participants	26
<b>Total Budget</b>	<b>\$953,347</b>
<b>Net coincident kW Saved at Generator</b>	<b>687 kW</b>
Gross Annual kWh Saved at Customer	4,879,528 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>5,227,132 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0094</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,388</b>



Company: **Xcel Energy**  
 Project: **Custom Efficiency**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$52,320
Escalation Rate =	4.69%		Incentive Costs =	\$92,596
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$144,916
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$67,178
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$187,264
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	19.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	2,198.37
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	7
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	15,389
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$13,228.05
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$20,853	<b>Ratepayer Impact Measure Test</b>	(\$526,451)	0.69
Cost per Participant per Dth =	\$40.04	<b>Utility Cost Test</b>	\$1,047,020	8.22
Lifetime Energy Reduction (Dth)	877,151	<b>Societal Test</b>	\$3,294,429	6.36
Societal Cost per Dth	\$0.70	<b>Participant Test</b>	\$2,506,669	6.33

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
Project: **Custom Efficiency**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$26,045
Escalation Rate =	4.69%		Incentive Costs =	\$33,793
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$59,838
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$2,093,412
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	-
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	14.2
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	1,515.43
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	4
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	6,062
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$8,448.25
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$20,853	<b>Ratepayer Impact Measure Test</b>	(\$172,872)	0.67
Cost per Participant per Dth =	\$40.04	<b>Utility Cost Test</b>	\$293,287	5.90
Lifetime Energy Reduction (Dth)	670,554	<b>Societal Test</b>	\$361,430	2.37
Societal Cost per Dth	\$0.39	<b>Participant Test</b>	\$265,359	2.31

## DATA CENTER EFFICIENCY

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$237,030	\$237,030	\$237,030	\$282,153
T & D	N/A	\$28,816	\$28,816	\$28,816	\$33,645
Marginal Energy	N/A	\$2,041,101	\$2,041,101	\$2,041,101	\$2,558,320
Environmental Externality	N/A	N/A	N/A	N/A	\$376,806
Subtotal	N/A	\$2,306,948	\$2,306,948	\$2,306,948	\$3,250,925
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$9,005,488	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$284,345	N/A	N/A	\$284,345	\$284,345
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$737,589	N/A	N/A	\$737,589	\$875,684
Subtotal	\$10,027,422	N/A	N/A	\$1,021,934	\$1,160,029
<b>Total Benefits</b>	<b>\$10,027,422</b>	<b>\$2,306,948</b>	<b>\$2,306,948</b>	<b>\$3,328,882</b>	<b>\$4,410,954</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$117,985	\$117,985	\$117,985	\$117,985
Advertising & Promotion	N/A	\$21,000	\$21,000	\$21,000	\$21,000
Measurement & Verification	N/A	\$3,000	\$3,000	\$3,000	\$3,000
Rebates	N/A	\$284,345	\$284,345	\$284,345	\$284,345
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$426,330	\$426,330	\$426,330	\$426,330
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$9,005,488	N/A	N/A
Subtotal	N/A	N/A	\$9,005,488	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$2,424,372	N/A	N/A	\$2,424,372	\$2,424,372
Incremental O&M Costs	\$3,995	N/A	N/A	\$3,995	\$5,012
Subtotal	\$2,428,367	N/A	N/A	\$2,428,367	\$2,429,385
<b>Total Costs</b>	<b>\$2,428,367</b>	<b>\$426,330</b>	<b>\$9,431,818</b>	<b>\$2,854,697</b>	<b>\$2,855,714</b>
<b>Net Benefit (Cost)</b>	<b>\$7,599,055</b>	<b>\$1,880,618</b>	<b>(\$7,124,870)</b>	<b>\$474,185</b>	<b>\$1,555,239</b>
<b>Benefit/Cost Ratio</b>	<b>4.13</b>	<b>5.41</b>	<b>0.24</b>	<b>1.17</b>	<b>1.54</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	18.5 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	7.02 kW
Gross Annual kWh Saved at Customer	130,414 kWh
Net Annual kWh Saved at Generator	139,704 kWh

#### Program Summary All Participants

Total Participants	42
<b>Total Budget</b>	<b>\$426,330</b>
<b>Net coincident kW Saved at Generator</b>	<b>295 kW</b>
Gross Annual kWh Saved at Customer	5,477,376 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>5,867,570 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0039</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,447</b>

**DATA CENTER EFFICIENCY**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$203,212	\$203,212	\$203,212	\$247,413
T & D	N/A	\$36,423	\$36,423	\$36,423	\$44,461
Marginal Energy	N/A	\$1,681,957	\$1,681,957	\$1,681,957	\$2,136,019
Environmental Externality	N/A	N/A	N/A	N/A	\$306,831
Subtotal	N/A	\$1,921,592	\$1,921,592	\$1,921,592	\$2,734,724
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$7,284,835	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$92,712	N/A	N/A	\$92,712	\$92,712
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$35,532	N/A	N/A	\$35,532	\$44,594
Subtotal	\$7,413,078	N/A	N/A	\$128,243	\$137,306
<b>Total Benefits</b>	<b>\$7,413,078</b>	<b>\$1,921,592</b>	<b>\$1,921,592</b>	<b>\$2,049,835</b>	<b>\$2,872,029</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$39,068	\$39,068	\$39,068	\$39,068
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$980	\$980	\$980	\$980
Rebates	N/A	\$92,712	\$92,712	\$92,712	\$92,712
Other	N/A	\$2,016	\$2,016	\$2,016	\$2,016
Subtotal	N/A	\$134,776	\$134,776	\$134,776	\$134,776
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$7,284,835	N/A	N/A
Subtotal	N/A	N/A	\$7,284,835	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$532,852	N/A	N/A	\$532,852	\$532,852
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$532,852	N/A	N/A	\$532,852	\$532,852
<b>Total Costs</b>	<b>\$532,852</b>	<b>\$134,776</b>	<b>\$7,419,611</b>	<b>\$667,627</b>	<b>\$667,627</b>
<b>Net Benefit (Cost)</b>	<b>\$6,880,226</b>	<b>\$1,786,817</b>	<b>(\$5,498,018)</b>	<b>\$1,382,208</b>	<b>\$2,204,402</b>
<b>Benefit/Cost Ratio</b>	<b>13.91</b>	<b>14.26</b>	<b>0.26</b>	<b>3.07</b>	<b>4.30</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	19.8 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	45.24 kW
Gross Annual kWh Saved at Customer	827,281 kWh
Net Annual kWh Saved at Generator	886,214 kWh

Program Summary All Participants

Total Participants	5
<b>Total Budget</b>	<b>\$134,776</b>
<b>Net coincident kW Saved at Generator</b>	<b>226 kW</b>
Gross Annual kWh Saved at Customer	4,136,406 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>4,431,072 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0015</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$596</b>

**EFFICIENCY CONTROLS**
**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$133,245	\$133,245	\$133,245	\$151,967
T & D	N/A	\$25,251	\$25,251	\$25,251	\$30,899
Marginal Energy	N/A	\$3,019,830	\$3,019,830	\$3,019,830	\$3,607,549
Environmental Externality	N/A	N/A	N/A	N/A	\$589,331
Subtotal	N/A	\$3,178,327	\$3,178,327	\$3,178,327	\$4,379,746
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$13,259,524	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$536,310	N/A	N/A	\$536,310	\$536,310
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$1,130,668	N/A	N/A	\$1,130,668	\$1,347,041
Subtotal	\$14,926,502	N/A	N/A	\$1,666,978	\$1,883,351
<b>Total Benefits</b>	<b>\$14,926,502</b>	<b>\$3,178,327</b>	<b>\$3,178,327</b>	<b>\$4,845,305</b>	<b>\$6,263,098</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$252,533	\$252,533	\$252,533	\$252,533
Advertising & Promotion	N/A	\$5,000	\$5,000	\$5,000	\$5,000
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$536,310	\$536,310	\$536,310	\$536,310
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$793,843	\$793,843	\$793,843	\$793,843
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$13,259,524	N/A	N/A
Subtotal	N/A	N/A	\$13,259,524	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$3,295,005	N/A	N/A	\$3,295,005	\$3,295,005
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$3,295,005	N/A	N/A	\$3,295,005	\$3,295,005
<b>Total Costs</b>	<b>\$3,295,005</b>	<b>\$793,843</b>	<b>\$14,053,367</b>	<b>\$4,088,848</b>	<b>\$4,088,848</b>
<b>Net Benefit (Cost)</b>	<b>\$11,631,497</b>	<b>\$2,384,483</b>	<b>(\$10,875,041)</b>	<b>\$756,457</b>	<b>\$2,174,250</b>
<b>Benefit/Cost Ratio</b>	<b>4.53</b>	<b>4.00</b>	<b>0.23</b>	<b>1.19</b>	<b>1.53</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**
**ELECTRIC**
**GOAL**
**Input Summary and Totals**
**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	15.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	6.48 kW
Gross Annual kWh Saved at Customer	158,250 kWh
Net Annual kWh Saved at Generator	169,523 kWh

**Program Summary All Participants**

Total Participants	68
<b>Total Budget</b>	<b>\$793,843</b>
<b>Net coincident kW Saved at Generator</b>	<b>441 kW</b>
Gross Annual kWh Saved at Customer	10,760,994 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>11,527,577 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0046</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,801</b>

**EFFICIENCY CONTROLS**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$230,567	\$230,567	\$230,567	\$264,813
T & D	N/A	\$40,970	\$40,970	\$40,970	\$47,121
Marginal Energy	N/A	\$1,156,946	\$1,156,946	\$1,156,946	\$1,348,919
Environmental Externality	N/A	N/A	N/A	N/A	\$256,997
Subtotal	N/A	\$1,428,484	\$1,428,484	\$1,428,484	\$1,917,851
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$6,453,644	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$387,626	N/A	N/A	\$387,626	\$387,626
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$2,022,483	N/A	N/A	\$2,022,483	\$2,410,515
Subtotal	\$8,863,753	N/A	N/A	\$2,410,109	\$2,798,141
<b>Total Benefits</b>	<b>\$8,863,753</b>	<b>\$1,428,484</b>	<b>\$1,428,484</b>	<b>\$3,838,593</b>	<b>\$4,715,991</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$178,896	\$178,896	\$178,896	\$178,896
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$1,985	\$1,985	\$1,985	\$1,985
Rebates	N/A	\$387,626	\$387,626	\$387,626	\$387,626
Other	N/A	\$21,960	\$21,960	\$21,960	\$21,960
Subtotal	N/A	\$590,467	\$590,467	\$590,467	\$590,467
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$6,453,644	N/A	N/A
Subtotal	N/A	N/A	\$6,453,644	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$2,182,083	N/A	N/A	\$2,182,083	\$2,182,083
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$2,182,083	N/A	N/A	\$2,182,083	\$2,182,083
<b>Total Costs</b>	<b>\$2,182,083</b>	<b>\$590,467</b>	<b>\$7,044,111</b>	<b>\$2,772,550</b>	<b>\$2,772,550</b>
<b>Net Benefit (Cost)</b>	<b>\$6,681,670</b>	<b>\$838,016</b>	<b>(\$5,615,627)</b>	<b>\$1,066,043</b>	<b>\$1,943,441</b>
<b>Benefit/Cost Ratio</b>	<b>4.06</b>	<b>2.42</b>	<b>0.20</b>	<b>1.38</b>	<b>1.70</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	15.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	11.80 kW
Gross Annual kWh Saved at Customer	162,081 kWh
Net Annual kWh Saved at Generator	173,627 kWh

**Program Summary All Participants**

Total Participants	29
<b>Total Budget</b>	<b>\$590,467</b>
<b>Net coincident kW Saved at Generator</b>	<b>342 kW</b>
Gross Annual kWh Saved at Customer	4,700,340 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>5,035,179 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0078</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,726</b>

Company: **Xcel Energy**  
 Project: **Efficiency Controls**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$9,314
Escalation Rate =	4.69%		Incentive Costs =	\$52,071
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$61,385
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$47,312
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$13,684
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	15.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	801.09
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	13
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	10,414
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$4,005.47
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
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Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$4,631	<b>Ratepayer Impact Measure Test</b>	(\$267,724)	0.71
Cost per Participant per Dth =	\$64.84	<b>Utility Cost Test</b>	\$583,229	10.50
Lifetime Energy Reduction (Dth)	552,755	<b>Societal Test</b>	\$672,989	1.99
Societal Cost per Dth	\$1.22	<b>Participant Test</b>	\$465,866	1.76

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
Project: **Efficiency Controls**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$11,834	
Escalation Rate =	4.69%	Incentive Costs =	\$37,162	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$48,996	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$149,495	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	3,857	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	13.6	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1,027.01	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	8	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	8,216	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$4,645.25	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<b>Cost Summary</b>		<b>Test Results</b>	<b>2021 NPV</b>	<b>2021 B/C</b>
Utility Cost per Participant =	\$4,631	<b>Ratepayer Impact Measure Test</b>	(\$197,101)	0.70
Cost per Participant per Dth =	\$64.84	<b>Utility Cost Test</b>	\$413,692	9.44
Lifetime Energy Reduction (Dth)	508,314	<b>Societal Test</b>	\$421,694	2.01
Societal Cost per Dth	\$0.82	<b>Participant Test</b>	\$274,392	1.75



**ENERGY INFORMATION SYSTEMS**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$384,205	\$384,205	\$384,205	\$451,531
T & D	N/A	\$38,917	\$38,917	\$38,917	\$42,725
Marginal Energy	N/A	\$1,132,031	\$1,132,031	\$1,132,031	\$1,362,604
Environmental Externality	N/A	N/A	N/A	N/A	\$231,703
Subtotal	N/A	\$1,555,153	\$1,555,153	\$1,555,153	\$2,088,563
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$5,031,638	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$264,967	N/A	N/A	\$264,967	\$264,967
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$31,503	N/A	N/A	\$31,503	\$36,204
Subtotal	\$5,328,108	N/A	N/A	\$296,470	\$301,170
<b>Total Benefits</b>	<b>\$5,328,108</b>	<b>\$1,555,153</b>	<b>\$1,555,153</b>	<b>\$1,851,623</b>	<b>\$2,389,733</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$449,093	\$449,093	\$449,093	\$449,093
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$10,000	\$10,000	\$10,000	\$10,000
Rebates	N/A	\$264,967	\$264,967	\$264,967	\$264,967
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$724,060	\$724,060	\$724,060	\$724,060
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$5,031,638	N/A	N/A
Subtotal	N/A	N/A	\$5,031,638	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$687,976	N/A	N/A	\$687,976	\$686,013
Incremental O&M Costs	\$37,119	N/A	N/A	\$37,119	\$46,577
Subtotal	\$725,095	N/A	N/A	\$725,095	\$732,590
<b>Total Costs</b>	<b>\$725,095</b>	<b>\$724,060</b>	<b>\$5,755,698</b>	<b>\$1,449,155</b>	<b>\$1,456,650</b>
<b>Net Benefit (Cost)</b>	<b>\$4,603,012</b>	<b>\$831,093</b>	<b>(\$4,200,545)</b>	<b>\$402,468</b>	<b>\$933,084</b>
<b>Benefit/Cost Ratio</b>	<b>7.35</b>	<b>2.15</b>	<b>0.27</b>	<b>1.28</b>	<b>1.64</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	12.7 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	12.83 kW
Gross Annual kWh Saved at Customer	110,296 kWh
Net Annual kWh Saved at Generator	118,153 kWh

**Program Summary All Participants**

Total Participants	42
<b>Total Budget</b>	<b>\$724,060</b>
<b>Net coincident kW Saved at Generator</b>	<b>539 kW</b>
Gross Annual kWh Saved at Customer	4,632,423 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>4,962,424 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0115</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,344</b>

**ENERGY INFORMATION SYSTEMS**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$428,746	\$428,746	\$428,746	\$487,223
T & D	N/A	\$76,057	\$76,057	\$76,057	\$86,568
Marginal Energy	N/A	\$843,122	\$843,122	\$843,122	\$984,495
Environmental Externality	N/A	N/A	N/A	N/A	\$155,078
Subtotal	N/A	\$1,347,926	\$1,347,926	\$1,347,926	\$1,713,363
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$3,422,733	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$347,769	N/A	N/A	\$347,769	\$347,769
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$3,770,502	N/A	N/A	\$347,769	\$347,769
<b>Total Benefits</b>	<b>\$3,770,502</b>	<b>\$1,347,926</b>	<b>\$1,347,926</b>	<b>\$1,695,695</b>	<b>\$2,061,132</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$362,437	\$362,437	\$362,437	\$362,437
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$347,769	\$347,769	\$347,769	\$347,769
Other	N/A	\$3,030	\$3,030	\$3,030	\$3,030
Subtotal	N/A	\$713,236	\$713,236	\$713,236	\$713,236
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$3,422,733	N/A	N/A
Subtotal	N/A	N/A	\$3,422,733	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$945,904	N/A	N/A	\$945,904	\$945,904
Incremental O&M Costs	\$85,731	N/A	N/A	\$85,731	\$97,635
Subtotal	\$1,031,636	N/A	N/A	\$1,031,636	\$1,043,539
<b>Total Costs</b>	<b>\$1,031,636</b>	<b>\$713,236</b>	<b>\$4,135,969</b>	<b>\$1,744,872</b>	<b>\$1,756,775</b>
<b>Net Benefit (Cost)</b>	<b>\$2,738,866</b>	<b>\$634,690</b>	<b>(\$2,788,043)</b>	<b>(\$49,177)</b>	<b>\$304,357</b>
<b>Benefit/Cost Ratio</b>	<b>3.65</b>	<b>1.89</b>	<b>0.33</b>	<b>0.97</b>	<b>1.17</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	9.5 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	27.26 kW
Gross Annual kWh Saved at Customer	154,792 kWh
Net Annual kWh Saved at Generator	165,819 kWh

**Program Summary All Participants**

Total Participants	30
<b>Total Budget</b>	<b>\$713,236</b>
<b>Net coincident kW Saved at Generator</b>	<b>818 kW</b>
Gross Annual kWh Saved at Customer	4,643,749 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>4,974,557 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0151</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$872</b>

Company: **Xcel Energy**  
 Project: **Energy Information Systems**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$27,298
Escalation Rate =	4.69%	Incentive Costs =	\$9,756
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$37,054
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$6,684
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$252
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	8.7
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	969.41
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	6
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	5,816
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$1,625.97
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$6,509	<b>Ratepayer Impact Measure Test</b>	(\$52,855)	0.80
Cost per Participant per Dth =	\$13.60	<b>Utility Cost Test</b>	\$172,507	5.66
Lifetime Energy Reduction (Dth)	151,762	<b>Societal Test</b>	\$278,886	4.59
Societal Cost per Dth	\$0.51	<b>Participant Test</b>	\$196,526	5.90

Company: **Xcel Energy**  
 Project: **Energy Information Systems**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$14,846
Escalation Rate =	4.69%		Incentive Costs =	\$31,962
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$46,808
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$50,726
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	450
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	1,401.61
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	7
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	9,811
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$4,566.00
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$6,509	<b>Ratepayer Impact Measure Test</b>	(\$179,054)	0.70
Cost per Participant per Dth =	\$13.60	<b>Utility Cost Test</b>	\$370,712	8.92
Lifetime Energy Reduction (Dth)	199,242	<b>Societal Test</b>	\$607,574	5.44
Societal Cost per Dth	\$0.69	<b>Participant Test</b>	\$454,718	6.04

**ELECTRIC RATE SAVINGS**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,836,059	\$1,836,059	\$1,836,059	\$1,919,293
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$1,441	\$1,441	\$1,441	\$1,521
Environmental Externality	N/A	N/A	N/A	N/A	\$249
Subtotal	N/A	\$1,837,500	\$1,837,500	\$1,837,500	\$1,921,063
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$8,377	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$8,377	N/A	N/A	\$0	\$0
<b>Total Benefits</b>	<b>\$8,377</b>	<b>\$1,837,500</b>	<b>\$1,837,500</b>	<b>\$1,837,500</b>	<b>\$1,921,063</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$553,794	\$553,794	\$553,794	\$553,794
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$553,794	\$553,794	\$553,794	\$553,794
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$8,377	N/A	N/A
Subtotal	N/A	N/A	\$8,377	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$553,794</b>	<b>\$562,171</b>	<b>\$553,794</b>	<b>\$553,794</b>
<b>Net Benefit (Cost)</b>	<b>\$8,377</b>	<b>\$1,283,706</b>	<b>\$1,275,329</b>	<b>\$1,283,706</b>	<b>\$1,367,269</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>3.32</b>	<b>3.27</b>	<b>3.32</b>	<b>3.47</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	5.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	178.69 kW
Gross Annual kWh Saved at Customer	329 kWh
Net Annual kWh Saved at Generator	352 kWh

**Program Summary All Participants**

Total Participants	36
<b>Total Budget</b>	<b>\$553,794</b>
<b>Net coincident kW Saved at Generator</b>	<b>6,433 kW</b>
Gross Annual kWh Saved at Customer	11,844 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>12,688 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$8.7296</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$86</b>

**ELECTRIC RATE SAVINGS**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$15,647,831	\$15,647,831	\$15,647,831	\$16,357,199
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$228,596	\$228,596	\$228,596	\$241,255
Environmental Externality	N/A	N/A	N/A	N/A	\$39,433
Subtotal	N/A	\$15,876,427	\$15,876,427	\$15,876,427	\$16,637,887
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,328,434	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,328,434	N/A	N/A	\$0	\$0
<b>Total Benefits</b>	<b>\$1,328,434</b>	<b>\$15,876,427</b>	<b>\$15,876,427</b>	<b>\$15,876,427</b>	<b>\$16,637,887</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$493,968	\$493,968	\$493,968	\$493,968
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$493,968	\$493,968	\$493,968	\$493,968
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,328,434	N/A	N/A
Subtotal	N/A	N/A	\$1,328,434	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$493,968</b>	<b>\$1,822,402</b>	<b>\$493,968</b>	<b>\$493,968</b>
<b>Net Benefit (Cost)</b>	<b>\$1,328,434</b>	<b>\$15,382,459</b>	<b>\$14,054,025</b>	<b>\$15,382,459</b>	<b>\$16,143,919</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>32.14</b>	<b>8.71</b>	<b>32.14</b>	<b>33.68</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	5.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	279.72 kW
Gross Annual kWh Saved at Customer	9,583 kWh
Net Annual kWh Saved at Generator	10,266 kWh

Program Summary All Participants

Total Participants	196
<b>Total Budget</b>	<b>\$493,968</b>
<b>Net coincident kW Saved at Generator</b>	<b>54,824 kW</b>
Gross Annual kWh Saved at Customer	1,878,289 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>2,012,093 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0491</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$9</b>

**FOODSERVICE EQUIPMENT**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$68,929	\$68,929	\$68,929	\$82,842
T & D	N/A	\$9,788	\$9,788	\$9,788	\$11,345
Marginal Energy	N/A	\$177,884	\$177,884	\$177,884	\$222,691
Environmental Externality	N/A	N/A	N/A	N/A	\$34,354
Subtotal	N/A	\$256,600	\$256,600	\$256,600	\$351,232
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$774,477	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$19,812	N/A	N/A	\$19,812	\$19,812
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$43,034	N/A	N/A	\$43,034	\$50,760
Subtotal	\$837,323	N/A	N/A	\$62,846	\$70,572
<b>Total Benefits</b>	<b>\$837,323</b>	<b>\$256,600</b>	<b>\$256,600</b>	<b>\$319,446</b>	<b>\$421,804</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$19,710	\$19,710	\$19,710	\$19,710
Advertising & Promotion	N/A	\$9,000	\$9,000	\$9,000	\$9,000
Measurement & Verification	N/A	\$2,000	\$2,000	\$2,000	\$2,000
Rebates	N/A	\$19,812	\$19,812	\$19,812	\$19,812
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$50,522	\$50,522	\$50,522	\$50,522
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$774,477	N/A	N/A
Subtotal	N/A	N/A	\$774,477	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$90,673	N/A	N/A	\$90,673	\$82,839
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$90,673	N/A	N/A	\$90,673	\$82,839
<b>Total Costs</b>	<b>\$90,673</b>	<b>\$50,522</b>	<b>\$824,999</b>	<b>\$141,195</b>	<b>\$133,361</b>
<b>Net Benefit (Cost)</b>	<b>\$746,649</b>	<b>\$206,078</b>	<b>(\$568,399)</b>	<b>\$178,251</b>	<b>\$288,443</b>
<b>Benefit/Cost Ratio</b>	<b>9.23</b>	<b>5.08</b>	<b>0.31</b>	<b>2.26</b>	<b>3.16</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	18.1 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	1.32 kW
Gross Annual kWh Saved at Customer	8,120 kWh
Net Annual kWh Saved at Generator	8,699 kWh

Program Summary All Participants

Total Participants	63
<b>Total Budget</b>	<b>\$50,522</b>
<b>Net coincident kW Saved at Generator</b>	<b>83 kW</b>
Gross Annual kWh Saved at Customer	511,564 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>548,006 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0051</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$609</b>

**FOODSERVICE EQUIPMENT**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$48,811	\$48,811	\$48,811	\$58,923
T & D	N/A	\$8,737	\$8,737	\$8,737	\$10,574
Marginal Energy	N/A	\$128,091	\$128,091	\$128,091	\$160,986
Environmental Externality	N/A	N/A	N/A	N/A	\$24,782
Subtotal	N/A	\$185,640	\$185,640	\$185,640	\$255,264
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$518,656	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$14,500	N/A	N/A	\$14,500	\$14,500
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$17,432	N/A	N/A	\$17,432	\$20,542
Subtotal	\$550,588	N/A	N/A	\$31,932	\$35,042
<b>Total Benefits</b>	<b>\$550,588</b>	<b>\$185,640</b>	<b>\$185,640</b>	<b>\$217,572</b>	<b>\$290,307</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$13,321	\$13,321	\$13,321	\$13,321
Advertising & Promotion	N/A	\$2,781	\$2,781	\$2,781	\$2,781
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$14,500	\$14,500	\$14,500	\$14,500
Other	N/A	\$1,005	\$1,005	\$1,005	\$1,005
Subtotal	N/A	\$31,606	\$31,606	\$31,606	\$31,606
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$518,656	N/A	N/A
Subtotal	N/A	N/A	\$518,656	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$53,547	N/A	N/A	\$53,547	\$53,547
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$53,547	N/A	N/A	\$53,547	\$53,547
<b>Total Costs</b>	<b>\$53,547</b>	<b>\$31,606</b>	<b>\$550,262</b>	<b>\$85,153</b>	<b>\$85,153</b>
<b>Net Benefit (Cost)</b>	<b>\$497,041</b>	<b>\$154,034</b>	<b>(\$364,623)</b>	<b>\$132,418</b>	<b>\$205,153</b>
<b>Benefit/Cost Ratio</b>	<b>10.28</b>	<b>5.87</b>	<b>0.34</b>	<b>2.56</b>	<b>3.41</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	18.4 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	0.90 kW
Gross Annual kWh Saved at Customer	5,737 kWh
Net Annual kWh Saved at Generator	6,146 kWh

Program Summary All Participants

Total Participants	63
<b>Total Budget</b>	<b>\$31,606</b>
<b>Net coincident kW Saved at Generator</b>	<b>57 kW</b>
Gross Annual kWh Saved at Customer	361,448 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>387,197 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0044</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$556</b>



Company: **Xcel Energy**  
 Project: **Foodservice Equipment**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$48,303	
Escalation Rate =	4.69%	Incentive Costs =	\$50,236	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$98,539	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$2,275	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$150	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	13.6	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	79.19	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	122	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	9,661	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$411.77	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$799	Ratepayer Impact Measure Test	(\$272,469)	0.67
Cost per Participant per Dth =	\$37.87	Utility Cost Test	\$444,827	5.51
Lifetime Energy Reduction (Dth)	443,383	Societal Test	\$586,894	2.53
Societal Cost per Dth	\$0.87	Participant Test	\$508,304	2.83

Company: **Xcel Energy**  
 Project: **Foodservice Equipment**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$35,788
Escalation Rate =	4.69%		Incentive Costs =	\$67,383
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$103,170
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$1,682
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	32
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	13.6
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	117.00
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	122
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	14,275
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$552.32
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$799	<b>Ratepayer Impact Measure Test</b>	(\$359,754)	0.69
Cost per Participant per Dth =	\$37.87	<b>Utility Cost Test</b>	\$698,412	7.77
Lifetime Energy Reduction (Dth)	505,813	<b>Societal Test</b>	\$867,373	2.64
Societal Cost per Dth	\$1.04	<b>Participant Test</b>	\$639,298	2.50

**HVAC+R**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$4,594,201	\$4,594,201	\$4,594,201	\$5,464,811
T & D	N/A	\$812,342	\$812,342	\$812,342	\$968,728
Marginal Energy	N/A	\$8,790,031	\$8,790,031	\$8,790,031	\$10,665,473
Environmental Externality	N/A	N/A	N/A	N/A	\$1,570,158
<b>Subtotal</b>	<b>N/A</b>	<b>\$14,196,574</b>	<b>\$14,196,574</b>	<b>\$14,196,574</b>	<b>\$18,669,169</b>
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$40,024,973	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$2,802,684	N/A	N/A	\$2,802,684	\$2,802,684
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$611,841	N/A	N/A	\$611,841	\$735,936
<b>Subtotal</b>	<b>\$43,439,498</b>	<b>N/A</b>	<b>N/A</b>	<b>\$3,414,525</b>	<b>\$3,538,620</b>
<b>Total Benefits</b>	<b>\$43,439,498</b>	<b>\$14,196,574</b>	<b>\$14,196,574</b>	<b>\$17,611,099</b>	<b>\$22,207,789</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$1,542,958	\$1,542,958	\$1,542,958	\$1,542,958
Advertising & Promotion	N/A	\$149,000	\$149,000	\$149,000	\$149,000
Measurement & Verification	N/A	\$50,000	\$50,000	\$50,000	\$50,000
Rebates	N/A	\$2,802,684	\$2,802,684	\$2,802,684	\$2,802,684
Other	N/A	\$0	\$0	\$0	\$0
<b>Subtotal</b>	<b>N/A</b>	<b>\$4,544,642</b>	<b>\$4,544,642</b>	<b>\$4,544,642</b>	<b>\$4,544,642</b>
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$40,024,973	N/A	N/A
<b>Subtotal</b>	<b>N/A</b>	<b>N/A</b>	<b>\$40,024,973</b>	<b>N/A</b>	<b>N/A</b>
<b>Participant Costs</b>					
Incremental Capital Costs	\$6,146,033	N/A	N/A	\$6,146,033	\$6,145,768
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
<b>Subtotal</b>	<b>\$6,146,033</b>	<b>N/A</b>	<b>N/A</b>	<b>\$6,146,033</b>	<b>\$6,145,768</b>
<b>Total Costs</b>	<b>\$6,146,033</b>	<b>\$4,544,642</b>	<b>\$44,569,615</b>	<b>\$10,690,675</b>	<b>\$10,690,410</b>
<b>Net Benefit (Cost)</b>	<b>\$37,293,465</b>	<b>\$9,651,932</b>	<b>(\$30,373,040)</b>	<b>\$6,920,425</b>	<b>\$11,517,379</b>
<b>Benefit/Cost Ratio</b>	<b>7.07</b>	<b>3.12</b>	<b>0.32</b>	<b>1.65</b>	<b>2.08</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	16.1 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	1.55 kW
Gross Annual kWh Saved at Customer	7,182 kWh
Net Annual kWh Saved at Generator	7,694 kWh

**Program Summary All Participants**

Total Participants	<b>3,681</b>
<b>Total Budget</b>	<b>\$4,544,642</b>
<b>Net coincident kW Saved at Generator</b>	<b>5,694 kW</b>
Gross Annual kWh Saved at Customer	26,438,064 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>28,321,440 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0099</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$798</b>

**HVAC+R**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$4,343,400	\$4,343,400	\$4,343,400	\$5,153,809
T & D	N/A	\$775,518	\$775,518	\$775,518	\$922,137
Marginal Energy	N/A	\$6,263,399	\$6,263,399	\$6,263,399	\$7,537,716
Environmental Externality	N/A	N/A	N/A	N/A	\$1,116,461
Subtotal	N/A	\$11,382,317	\$11,382,317	\$11,382,317	\$14,730,123
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$26,832,725	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$3,111,089	N/A	N/A	\$3,111,089	\$3,111,089
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$29,943,815	N/A	N/A	\$3,111,089	\$3,111,089
<b>Total Benefits</b>	<b>\$29,943,815</b>	<b>\$11,382,317</b>	<b>\$11,382,317</b>	<b>\$14,493,407</b>	<b>\$17,841,212</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$1,009,811	\$1,009,811	\$1,009,811	\$1,009,811
Advertising & Promotion	N/A	\$45,023	\$45,023	\$45,023	\$45,023
Measurement & Verification	N/A	\$27,269	\$27,269	\$27,269	\$27,269
Rebates	N/A	\$3,111,089	\$3,111,089	\$3,111,089	\$3,111,089
Other	N/A	\$94,470	\$94,470	\$94,470	\$94,470
Subtotal	N/A	\$4,287,662	\$4,287,662	\$4,287,662	\$4,287,662
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$26,832,725	N/A	N/A
Subtotal	N/A	N/A	\$26,832,725	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$7,925,750	N/A	N/A	\$7,925,750	\$7,925,750
Incremental O&M Costs	\$21,610	N/A	N/A	\$21,610	\$26,538
Subtotal	\$7,947,360	N/A	N/A	\$7,947,360	\$7,952,287
<b>Total Costs</b>	<b>\$7,947,360</b>	<b>\$4,287,662</b>	<b>\$31,120,388</b>	<b>\$12,235,022</b>	<b>\$12,239,950</b>
<b>Net Benefit (Cost)</b>	<b>\$21,996,455</b>	<b>\$7,094,655</b>	<b>(\$19,738,070)</b>	<b>\$2,258,385</b>	<b>\$5,601,263</b>
<b>Benefit/Cost Ratio</b>	<b>3.77</b>	<b>2.65</b>	<b>0.37</b>	<b>1.18</b>	<b>1.46</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	15.5 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	4.50 kW
Gross Annual kWh Saved at Customer	16,164 kWh
Net Annual kWh Saved at Generator	17,316 kWh

**Program Summary All Participants**

Total Participants	1,207
<b>Total Budget</b>	<b>\$4,287,662</b>
<b>Net coincident kW Saved at Generator</b>	<b>5,434 kW</b>
Gross Annual kWh Saved at Customer	19,510,534 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>20,900,411 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0132</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$789</b>

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

GOAL

Company: **Xcel Energy**  
 Project: **HVAC+R**

Input Data			2021	
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$499,882	
Escalation Rate =	4.69%	Incentive Costs =	\$829,572	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,329,455	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$4,158	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$21	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$139	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	12.7	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	189.92	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	531	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	100,846	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$1,562.28	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$1,336	<b>Ratepayer Impact Measure Test</b>	(\$3,006,173)	0.64
Cost per Participant per Dth =	\$825.99	<b>Utility Cost Test</b>	\$3,908,717	3.94
Lifetime Energy Reduction (Dth)	2,604,544	<b>Societal Test</b>	\$6,271,880	2.77
Societal Cost per Dth	\$1.36	<b>Participant Test</b>	\$5,599,266	3.52

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
Project: **HVAC+R**

Input Data	2021			
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$401,413	
Escalation Rate =	4.69%	Incentive Costs =	\$709,896	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,111,309	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$10,549	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	215	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	-	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	13.4	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	218.57	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	531	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	116,060	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$1,336.90	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$1,336	<b>Ratepayer Impact Measure Test</b>	(\$3,216,218)	0.66
Cost per Participant per Dth =	\$825.99	<b>Utility Cost Test</b>	\$5,215,836	5.69
Lifetime Energy Reduction (Dth)	2,883,510	<b>Societal Test</b>	\$6,954,728	2.55
Societal Cost per Dth	\$1.56	<b>Participant Test</b>	\$5,346,304	2.60

## LIGHTING

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$16,724,032	\$16,724,032	\$16,724,032	\$19,825,591
T & D	N/A	\$3,231,685	\$3,231,685	\$3,231,685	\$3,870,827
Marginal Energy	N/A	\$45,562,415	\$45,562,415	\$45,562,415	\$56,369,616
Environmental Externality	N/A	N/A	N/A	N/A	\$8,458,756
Subtotal	N/A	\$65,518,132	\$65,518,132	\$65,518,132	\$88,524,790
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$199,563,489	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$9,580,309	N/A	N/A	\$9,580,309	\$9,580,309
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$209,143,799	N/A	N/A	\$9,580,309	\$9,580,309
<b>Total Benefits</b>	<b>\$209,143,799</b>	<b>\$65,518,132</b>	<b>\$65,518,132</b>	<b>\$75,098,442</b>	<b>\$98,105,099</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$4,205,191	\$4,205,191	\$4,205,191	\$4,205,191
Advertising & Promotion	N/A	\$250,000	\$250,000	\$250,000	\$250,000
Measurement & Verification	N/A	\$25,000	\$25,000	\$25,000	\$25,000
Rebates	N/A	\$9,580,309	\$9,580,309	\$9,580,309	\$9,580,309
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$14,060,501	\$14,060,501	\$14,060,501	\$14,060,501
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$199,563,489	N/A	N/A
Subtotal	N/A	N/A	\$199,563,489	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$41,026,055	N/A	N/A	\$41,026,055	\$41,026,055
Incremental O&M Costs	\$3,940,190	N/A	N/A	\$3,940,190	\$4,758,380
Subtotal	\$44,966,246	N/A	N/A	\$44,966,246	\$45,784,436
<b>Total Costs</b>	<b>\$44,966,246</b>	<b>\$14,060,501</b>	<b>\$213,623,990</b>	<b>\$59,026,746</b>	<b>\$59,844,936</b>

<b>Net Benefit (Cost)</b>	<b>\$164,177,553</b>	<b>\$51,457,632</b>	<b>(\$148,105,857)</b>	<b>\$16,071,695</b>	<b>\$38,260,163</b>
<b>Benefit/Cost Ratio</b>	<b>4.65</b>	<b>4.66</b>	<b>0.31</b>	<b>1.27</b>	<b>1.64</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.8 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	1.36 kW
Gross Annual kWh Saved at Customer	8,392 kWh
Net Annual kWh Saved at Generator	8,990 kWh

#### Program Summary All Participants

Total Participants	16,977
<b>Total Budget</b>	<b>\$14,060,501</b>
<b>Net coincident kW Saved at Generator</b>	<b>23,149 kW</b>
Gross Annual kWh Saved at Customer	142,473,760 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>152,623,203 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0058</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$607</b>

## LIGHTING

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$14,141,617	\$14,141,617	\$14,141,617	\$16,744,956
T & D	N/A	\$2,523,856	\$2,523,856	\$2,523,856	\$2,995,942
Marginal Energy	N/A	\$36,054,401	\$36,054,401	\$36,054,401	\$44,588,653
Environmental Externality	N/A	N/A	N/A	N/A	\$6,694,853
Subtotal	N/A	\$52,719,875	\$52,719,875	\$52,719,875	\$71,024,403
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$147,688,945	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$9,860,367	N/A	N/A	\$9,860,367	\$9,860,367
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$157,549,312	N/A	N/A	\$9,860,367	\$9,860,367
<b>Total Benefits</b>	<b>\$157,549,312</b>	<b>\$52,719,875</b>	<b>\$52,719,875</b>	<b>\$62,580,241</b>	<b>\$80,884,770</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$1,895,431	\$1,895,431	\$1,895,431	\$1,895,431
Advertising & Promotion	N/A	\$24,110	\$24,110	\$24,110	\$24,110
Measurement & Verification	N/A	\$37,975	\$37,975	\$37,975	\$37,975
Rebates	N/A	\$9,860,367	\$9,860,367	\$9,860,367	\$9,860,367
Other	N/A	\$5,817	\$5,817	\$5,817	\$5,817
Subtotal	N/A	\$11,823,699	\$11,823,699	\$11,823,699	\$11,823,699
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$147,688,945	N/A	N/A
Subtotal	N/A	N/A	\$147,688,945	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$32,515,226	N/A	N/A	\$32,515,226	\$32,515,226
Incremental O&M Costs	\$4,212,154	N/A	N/A	\$4,212,154	\$5,139,576
Subtotal	\$36,727,380	N/A	N/A	\$36,727,380	\$37,654,802
<b>Total Costs</b>	<b>\$36,727,380</b>	<b>\$11,823,699</b>	<b>\$159,512,644</b>	<b>\$48,551,079</b>	<b>\$49,478,501</b>
<b>Net Benefit (Cost)</b>	<b>\$120,821,932</b>	<b>\$40,896,176</b>	<b>(\$106,792,770)</b>	<b>\$14,029,162</b>	<b>\$31,406,269</b>
<b>Benefit/Cost Ratio</b>	<b>4.29</b>	<b>4.46</b>	<b>0.33</b>	<b>1.29</b>	<b>1.63</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## ACTUAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.2 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	5.10 kW
Gross Annual kWh Saved at Customer	29,554 kWh
Net Annual kWh Saved at Generator	31,659 kWh

#### Program Summary All Participants

Total Participants	3,958
<b>Total Budget</b>	<b>\$11,823,699</b>
<b>Net coincident kW Saved at Generator</b>	<b>20,175 kW</b>
Gross Annual kWh Saved at Customer	116,974,051 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>125,306,964 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0062</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$586</b>



## MULTI-FAMILY BUILDING EFFICIENCY

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$492,697	\$492,697	\$492,697	\$582,222
T & D	N/A	\$70,138	\$70,138	\$70,138	\$81,109
Marginal Energy	N/A	\$1,137,758	\$1,137,758	\$1,137,758	\$1,400,831
Environmental Externality	N/A	N/A	N/A	N/A	\$217,533
Subtotal	N/A	\$1,700,592	\$1,700,592	\$1,700,592	\$2,281,695
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$7,329,036	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$656,833	N/A	N/A	\$656,833	\$656,833
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$137,209	N/A	N/A	\$137,209	\$154,993
Subtotal	\$8,123,077	N/A	N/A	\$794,041	\$811,826
<b>Total Benefits</b>	<b>\$8,123,077</b>	<b>\$1,700,592</b>	<b>\$1,700,592</b>	<b>\$2,494,634</b>	<b>\$3,093,521</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$943,868	\$943,868	\$943,868	\$943,868
Advertising & Promotion	N/A	\$10,800	\$10,800	\$10,800	\$10,800
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$656,833	\$656,833	\$656,833	\$656,833
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,611,500	\$1,611,500	\$1,611,500	\$1,611,500
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$7,329,036	N/A	N/A
Subtotal	N/A	N/A	\$7,329,036	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,178,469	N/A	N/A	\$1,178,469	\$1,178,469
Incremental O&M Costs	\$3,160	N/A	N/A	\$3,160	\$3,925
Subtotal	\$1,181,629	N/A	N/A	\$1,181,629	\$1,182,394
<b>Total Costs</b>	<b>\$1,181,629</b>	<b>\$1,611,500</b>	<b>\$8,940,537</b>	<b>\$2,793,129</b>	<b>\$2,793,894</b>
<b>Net Benefit (Cost)</b>	<b>\$6,941,448</b>	<b>\$89,092</b>	<b>(\$7,239,944)</b>	<b>(\$298,496)</b>	<b>\$299,627</b>
<b>Benefit/Cost Ratio</b>	<b>6.87</b>	<b>1.06</b>	<b>0.19</b>	<b>0.89</b>	<b>1.11</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021 ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.2 years
T & D Loss Factor (Energy)	7.35%
T & D Loss Factor (Demand)	8.75%
Net coincident kW Saved at Generator	0.09 kW
Gross Annual kWh Saved at Customer	521 kWh
Net Annual kWh Saved at Generator	550 kWh

#### Program Summary All Participants

Total Participants	7,208
<b>Total Budget</b>	<b>\$1,611,500</b>
<b>Net coincident kW Saved at Generator</b>	<b>679 kW</b>
Gross Annual kWh Saved at Customer	3,758,953 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>3,965,236 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0267</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$2,372</b>

**MULTI-FAMILY BUILDING EFFICIENCY**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$370,947	\$370,947	\$370,947	\$446,114
T & D	N/A	\$66,360	\$66,360	\$66,360	\$80,016
Marginal Energy	N/A	\$1,092,643	\$1,092,643	\$1,092,643	\$1,370,556
Environmental Externality	N/A	N/A	N/A	N/A	\$214,473
Subtotal	N/A	\$1,529,950	\$1,529,950	\$1,529,950	\$2,111,159
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$6,464,394	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$600,330	N/A	N/A	\$600,330	\$600,330
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$61,299	N/A	N/A	\$61,299	\$66,313
Subtotal	\$7,126,023	N/A	N/A	\$661,629	\$666,644
<b>Total Benefits</b>	<b>\$7,126,023</b>	<b>\$1,529,950</b>	<b>\$1,529,950</b>	<b>\$2,191,579</b>	<b>\$2,777,803</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$978,657	\$978,657	\$978,657	\$978,657
Advertising & Promotion	N/A	\$4,357	\$4,357	\$4,357	\$4,357
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$600,330	\$600,330	\$600,330	\$600,330
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,583,344	\$1,583,344	\$1,583,344	\$1,583,344
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$6,464,394	N/A	N/A
Subtotal	N/A	N/A	\$6,464,394	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$694,410	N/A	N/A	\$694,410	\$694,410
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$694,410	N/A	N/A	\$694,410	\$694,410
<b>Total Costs</b>	<b>\$694,410</b>	<b>\$1,583,344</b>	<b>\$8,047,738</b>	<b>\$2,277,754</b>	<b>\$2,277,754</b>
<b>Net Benefit (Cost)</b>	<b>\$6,431,613</b>	<b>(\$53,394)</b>	<b>(\$6,517,788)</b>	<b>(\$86,175)</b>	<b>\$500,049</b>
<b>Benefit/Cost Ratio</b>	<b>10.26</b>	<b>0.97</b>	<b>0.19</b>	<b>0.96</b>	<b>1.22</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	16.3 years
T & D Loss Factor (Energy)	7.74%
T & D Loss Factor (Demand)	9.51%
Net coincident kW Saved at Generator	0.02 kW
Gross Annual kWh Saved at Customer	163 kWh
Net Annual kWh Saved at Generator	168 kWh

Program Summary All Participants

Total Participants	21,187
<b>Total Budget</b>	<b>\$1,583,344</b>
<b>Net coincident kW Saved at Generator</b>	<b>466 kW</b>
Gross Annual kWh Saved at Customer	3,446,648 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>3,560,119 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0273</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$3,400</b>

Company: **Xcel Energy**  
 Project: **Multi-Family Building Efficiency**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$422,761	
Escalation Rate =	4.69%	Incentive Costs =	\$190,219	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$612,980	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$254	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$962	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	10.8	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	7.96	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	2,402	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	19,119	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$79.19	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<b>Cost Summary</b>		<b>Test Results</b>	<b>2021 NPV</b>	<b>2021 B/C</b>
Utility Cost per Participant =	\$263	<b>Ratepayer Impact Measure Test</b>	(\$922,659)	0.48
Cost per Participant per Dth =	\$58.18	<b>Utility Cost Test</b>	\$243,278	1.40
Lifetime Energy Reduction (Dth)	695,420	<b>Societal Test</b>	\$2,667,116	3.18
Societal Cost per Dth	\$1.76	<b>Participant Test</b>	\$3,057,268	6.02

Company: **Xcel Energy**  
 Project: **Multi-Family Building Efficiency**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$582,517
Escalation Rate =	4.69%	Incentive Costs =	\$130,819
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$713,337
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$208
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	257
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	7.3
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1.67
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	7,230
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	12,055
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$18.09
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$263	<b>Ratepayer Impact Measure Test</b>	(\$929,357)	0.37
Cost per Participant per Dth =	\$58.18	<b>Utility Cost Test</b>	(\$176,310)	0.75
Lifetime Energy Reduction (Dth)	578,419	<b>Societal Test</b>	\$2,240,791	3.29
Societal Cost per Dth	\$1.69	<b>Participant Test</b>	\$2,493,882	10.38

**PEAK PARTNER REWARDS**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,758,230	\$1,758,230	\$1,758,230	\$1,758,230
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$3,514	\$3,514	\$3,514	\$3,514
Environmental Externality	N/A	N/A	N/A	N/A	(\$940)
Subtotal	N/A	\$1,761,744	\$1,761,744	\$1,761,744	\$1,760,804
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$22,850	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$852,540	N/A	N/A	\$852,540	\$852,540
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$875,390	N/A	N/A	\$852,540	\$852,540
<b>Total Benefits</b>	<b>\$875,390</b>	<b>\$1,761,744</b>	<b>\$1,761,744</b>	<b>\$2,614,284</b>	<b>\$2,613,344</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$37,050	\$37,050	\$37,050	\$37,050
Project Administration	N/A	\$550,905	\$550,905	\$550,905	\$550,905
Advertising & Promotion	N/A	\$25,000	\$25,000	\$25,000	\$25,000
Measurement & Verification	N/A	\$25,000	\$25,000	\$25,000	\$25,000
Rebates	N/A	\$852,540	\$852,540	\$852,540	\$852,540
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,490,495	\$1,490,495	\$1,490,495	\$1,490,495
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$22,850	N/A	N/A
Subtotal	N/A	N/A	\$22,850	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$1,490,495</b>	<b>\$1,513,345</b>	<b>\$1,490,495</b>	<b>\$1,490,495</b>
<b>Net Benefit (Cost)</b>	<b>\$875,390</b>	<b>\$271,248</b>	<b>\$248,398</b>	<b>\$1,123,788</b>	<b>\$1,122,849</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>1.18</b>	<b>1.16</b>	<b>1.75</b>	<b>1.75</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	1.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	962.90 kW
Gross Annual kWh Saved at Customer	5,312 kWh
Net Annual kWh Saved at Generator	5,690 kWh

**Program Summary All Participants**

Total Participants	<b>30</b>
<b>Total Budget</b>	<b>\$1,490,495</b>
<b>Net coincident kW Saved at Generator</b>	<b>28,887 kW</b>
Gross Annual kWh Saved at Customer	159,360 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>170,712 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$8.7310</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$52</b>

**PEAK PARTNER REWARDS**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$574,892	\$574,892	\$574,892	\$574,892
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$237	\$237	\$237	\$237
Environmental Externality	N/A	N/A	N/A	N/A	(\$63)
Subtotal	N/A	\$575,129	\$575,129	\$575,129	\$575,066
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,438	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$130,627	N/A	N/A	\$130,627	\$130,627
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$132,065	N/A	N/A	\$130,627	\$130,627
<b>Total Benefits</b>	<b>\$132,065</b>	<b>\$575,129</b>	<b>\$575,129</b>	<b>\$705,757</b>	<b>\$705,693</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$136,446	\$136,446	\$136,446	\$136,446
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$130,627	\$130,627	\$130,627	\$130,627
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$267,073	\$267,073	\$267,073	\$267,073
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,438	N/A	N/A
Subtotal	N/A	N/A	\$1,438	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$267,073</b>	<b>\$268,511</b>	<b>\$267,073</b>	<b>\$267,073</b>
<b>Net Benefit (Cost)</b>	<b>\$132,065</b>	<b>\$308,057</b>	<b>\$306,619</b>	<b>\$438,684</b>	<b>\$438,620</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>2.15</b>	<b>2.14</b>	<b>2.64</b>	<b>2.64</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	1.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	377.81 kW
Gross Annual kWh Saved at Customer	430 kWh
Net Annual kWh Saved at Generator	460 kWh

Program Summary All Participants

Total Participants	25
<b>Total Budget</b>	<b>\$267,073</b>
<b>Net coincident kW Saved at Generator</b>	<b>9,445 kW</b>
Gross Annual kWh Saved at Customer	10,743 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>11,508 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$23.2070</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$28</b>

**PROCESS EFFICIENCY**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$10,205,429	\$10,205,429	\$10,205,429	\$12,117,966
T & D	N/A	\$1,807,806	\$1,807,806	\$1,807,806	\$2,153,341
Marginal Energy	N/A	\$23,365,621	\$23,365,621	\$23,365,621	\$28,644,003
Environmental Externality	N/A	N/A	N/A	N/A	\$4,238,660
Subtotal	N/A	\$35,378,856	\$35,378,856	\$35,378,856	\$47,153,970
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$104,759,537	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$4,193,883	N/A	N/A	\$4,193,883	\$4,193,883
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$61,558,958	N/A	N/A	\$61,558,958	\$75,669,985
Subtotal	\$170,512,378	N/A	N/A	\$65,752,841	\$79,863,868
<b>Total Benefits</b>	<b>\$170,512,378</b>	<b>\$35,378,856</b>	<b>\$35,378,856</b>	<b>\$101,131,697</b>	<b>\$127,017,839</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$804,940	\$804,940	\$804,940	\$804,940
Project Administration	N/A	\$1,789,793	\$1,789,793	\$1,789,793	\$1,789,793
Advertising & Promotion	N/A	\$25,000	\$25,000	\$25,000	\$25,000
Measurement & Verification	N/A	\$26,000	\$26,000	\$26,000	\$26,000
Rebates	N/A	\$4,193,883	\$4,193,883	\$4,193,883	\$4,193,883
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$6,839,616	\$6,839,616	\$6,839,616	\$6,839,616
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$104,759,537	N/A	N/A
Subtotal	N/A	N/A	\$104,759,537	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$25,202,346	N/A	N/A	\$25,202,346	\$25,202,346
Incremental O&M Costs	\$838,417	N/A	N/A	\$838,417	\$999,553
Subtotal	\$26,040,763	N/A	N/A	\$26,040,763	\$26,201,899
<b>Total Costs</b>	<b>\$26,040,763</b>	<b>\$6,839,616</b>	<b>\$111,599,153</b>	<b>\$32,880,379</b>	<b>\$33,041,515</b>
<b>Net Benefit (Cost)</b>	<b>\$144,471,615</b>	<b>\$28,539,240</b>	<b>(\$76,220,297)</b>	<b>\$68,251,318</b>	<b>\$93,976,324</b>
<b>Benefit/Cost Ratio</b>	<b>6.55</b>	<b>5.17</b>	<b>0.32</b>	<b>3.08</b>	<b>3.84</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	16.8 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	36.60 kW
Gross Annual kWh Saved at Customer	187,089 kWh
Net Annual kWh Saved at Generator	200,416 kWh

**Program Summary All Participants**

Total Participants	<b>360</b>
<b>Total Budget</b>	<b>\$6,839,616</b>
<b>Net coincident kW Saved at Generator</b>	<b>13,177 kW</b>
Gross Annual kWh Saved at Customer	67,351,954 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>72,149,924 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0056</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$519</b>

**PROCESS EFFICIENCY**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$5,438,803	\$5,438,803	\$5,438,803	\$6,514,198
T & D	N/A	\$972,420	\$972,420	\$972,420	\$1,167,466
Marginal Energy	N/A	\$17,840,865	\$17,840,865	\$17,840,865	\$22,149,560
Environmental Externality	N/A	N/A	N/A	N/A	\$3,495,719
Subtotal	N/A	\$24,252,088	\$24,252,088	\$24,252,088	\$33,326,943
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$82,809,008	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$4,447,170	N/A	N/A	\$4,447,170	\$4,447,170
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$57,487,052	N/A	N/A	\$57,487,052	\$72,155,510
Subtotal	\$144,743,230	N/A	N/A	\$61,934,222	\$76,602,680
<b>Total Benefits</b>	<b>\$144,743,230</b>	<b>\$24,252,088</b>	<b>\$24,252,088</b>	<b>\$86,186,309</b>	<b>\$109,929,623</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$2,176,060	\$2,176,060	\$2,176,060	\$2,176,060
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$16,501	\$16,501	\$16,501	\$16,501
Rebates	N/A	\$4,447,170	\$4,447,170	\$4,447,170	\$4,447,170
Other	N/A	\$33,655	\$33,655	\$33,655	\$33,655
Subtotal	N/A	\$6,673,386	\$6,673,386	\$6,673,386	\$6,673,386
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$82,809,008	N/A	N/A
Subtotal	N/A	N/A	\$82,809,008	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$22,864,176	N/A	N/A	\$22,864,176	\$22,864,176
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$22,864,176	N/A	N/A	\$22,864,176	\$22,864,176
<b>Total Costs</b>	<b>\$22,864,176</b>	<b>\$6,673,386</b>	<b>\$89,482,394</b>	<b>\$29,537,562</b>	<b>\$29,537,562</b>
<b>Net Benefit (Cost)</b>	<b>\$121,879,053</b>	<b>\$17,578,702</b>	<b>(\$65,230,306)</b>	<b>\$56,648,747</b>	<b>\$80,392,060</b>
<b>Benefit/Cost Ratio</b>	<b>6.33</b>	<b>3.63</b>	<b>0.27</b>	<b>2.92</b>	<b>3.72</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	17.4 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	21.34 kW
Gross Annual kWh Saved at Customer	170,126 kWh
Net Annual kWh Saved at Generator	182,245 kWh

Program Summary All Participants

Total Participants	314
<b>Total Budget</b>	<b>\$6,673,386</b>
<b>Net coincident kW Saved at Generator</b>	<b>6,701 kW</b>
Gross Annual kWh Saved at Customer	53,419,596 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>57,225,063 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0067</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$996</b>



Company: **Xcel Energy**  
 Project: **Process Efficiency**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$283,266
Escalation Rate =	4.69%		Incentive Costs =	\$783,860
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$1,067,126
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$89,923
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$13
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$40,268
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	12.3
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	4,875.01
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	47
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	229,125
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$16,677.88
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$22,763	<b>Ratepayer Impact Measure Test</b>	(\$4,812,597)	0.71
Cost per Participant per Dth =	\$22.65	<b>Utility Cost Test</b>	\$10,633,952	10.97
Lifetime Energy Reduction (Dth)	8,359,423	<b>Societal Test</b>	\$16,837,794	4.18
Societal Cost per Dth	\$0.63	<b>Participant Test</b>	\$13,895,984	4.29

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
 Project: **Process Efficiency**

Input Data			2021	
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$416,192	
Escalation Rate =	4.69%	Incentive Costs =	\$913,878	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,330,069	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$1,710,469	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	954,161	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	12.0	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	8,314.70	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	30	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	249,441	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$30,462.60	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$22,763	Ratepayer Impact Measure Test	(\$63,344,497)	0.16
Cost per Participant per Dth =	\$22.65	Utility Cost Test	\$10,985,156	9.26
Lifetime Energy Reduction (Dth)	8,540,142	Societal Test	\$50,064,484	5.69
Societal Cost per Dth	\$1.25	Participant Test	\$35,348,978	4.79

**COMMERCIAL AC CONTROL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$2,518,826	\$2,518,826	\$2,518,826	\$2,850,266
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$80,607	\$80,607	\$80,607	\$90,257
Environmental Externality	N/A	N/A	N/A	N/A	\$14,021
Subtotal	N/A	\$2,599,432	\$2,599,432	\$2,599,432	\$2,954,544
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$7,177,753	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$329,818	N/A	N/A	\$329,818	\$329,818
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$7,507,571	N/A	N/A	\$329,818	\$329,818
<b>Total Benefits</b>	<b>\$7,507,571</b>	<b>\$2,599,432</b>	<b>\$2,599,432</b>	<b>\$2,929,251</b>	<b>\$3,284,362</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$2,212,990	\$2,212,990	\$2,212,990	\$2,212,990
Advertising & Promotion	N/A	\$200,000	\$200,000	\$200,000	\$200,000
Measurement & Verification	N/A	\$200,000	\$200,000	\$200,000	\$200,000
Rebates	N/A	\$329,818	\$329,818	\$329,818	\$329,818
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$2,942,808	\$2,942,808	\$2,942,808	\$2,942,808
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$7,177,753	N/A	N/A
Subtotal	N/A	N/A	\$7,177,753	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$333,471	N/A	N/A	\$333,471	\$332,562
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$333,471	N/A	N/A	\$333,471	\$332,562
<b>Total Costs</b>	<b>\$333,471</b>	<b>\$2,942,808</b>	<b>\$10,120,561</b>	<b>\$3,276,280</b>	<b>\$3,275,370</b>
<b>Net Benefit (Cost)</b>	<b>\$7,174,100</b>	<b>(\$343,376)</b>	<b>(\$7,521,129)</b>	<b>(\$347,029)</b>	<b>\$8,992</b>
<b>Benefit/Cost Ratio</b>	<b>22.51</b>	<b>0.88</b>	<b>0.26</b>	<b>0.89</b>	<b>1.00</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	9.9 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	1.20 kW
Gross Annual kWh Saved at Customer	93 kWh
Net Annual kWh Saved at Generator	99 kWh

**Program Summary All Participants**

Total Participants	4,017
<b>Total Budget</b>	<b>\$2,942,808</b>
<b>Net coincident kW Saved at Generator</b>	<b>4,815 kW</b>
Gross Annual kWh Saved at Customer	371,721 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>398,201 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.7500</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$611</b>

**COMMERCIAL AC CONTROL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,943,253	\$1,943,253	\$1,943,253	\$2,195,577
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$150,646	\$150,646	\$150,646	\$169,119
Environmental Externality	N/A	N/A	N/A	N/A	\$26,988
Subtotal	N/A	\$2,093,899	\$2,093,899	\$2,093,899	\$2,391,683
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$842,370	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$5,475	N/A	N/A	\$5,475	\$5,475
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$847,845	N/A	N/A	\$5,475	\$5,475
<b>Total Benefits</b>	<b>\$847,845</b>	<b>\$2,093,899</b>	<b>\$2,093,899</b>	<b>\$2,099,374</b>	<b>\$2,397,158</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$1,642,729	\$1,642,729	\$1,642,729	\$1,642,729
Advertising & Promotion	N/A	\$93,267	\$93,267	\$93,267	\$93,267
Measurement & Verification	N/A	\$16,500	\$16,500	\$16,500	\$16,500
Rebates	N/A	\$5,475	\$5,475	\$5,475	\$5,475
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,757,971	\$1,757,971	\$1,757,971	\$1,757,971
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$842,370	N/A	N/A
Subtotal	N/A	N/A	\$842,370	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$448,242	N/A	N/A	\$448,242	\$448,242
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$448,242	N/A	N/A	\$448,242	\$448,242
<b>Total Costs</b>	<b>\$448,242</b>	<b>\$1,757,971</b>	<b>\$2,600,341</b>	<b>\$2,206,213</b>	<b>\$2,206,213</b>
<b>Net Benefit (Cost)</b>	<b>\$399,603</b>	<b>\$335,928</b>	<b>(\$506,442)</b>	<b>(\$106,839)</b>	<b>\$190,945</b>
<b>Benefit/Cost Ratio</b>	<b>1.89</b>	<b>1.19</b>	<b>0.81</b>	<b>0.95</b>	<b>1.09</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	10.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	1.79 kW
Gross Annual kWh Saved at Customer	331 kWh
Net Annual kWh Saved at Generator	354 kWh

Program Summary All Participants

Total Participants	2,115
<b>Total Budget</b>	<b>\$1,757,971</b>
<b>Net coincident kW Saved at Generator</b>	<b>3,777 kW</b>
Gross Annual kWh Saved at Customer	699,680 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>749,523 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.2340</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$465</b>

Company: **Xcel Energy**  
 Project: **Commercial AC Control**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$5.43		Administrative & Operating Costs =	\$24,274
Escalation Rate =	4.69%		Incentive Costs =	\$6,112
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$30,386
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$79
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	7.70
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	83
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	639
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$73.63
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$251	<b>Ratepayer Impact Measure Test</b>	(\$38,957)	0.41
Cost per Participant per Dth =	\$42.34	<b>Utility Cost Test</b>	(\$3,607)	0.88
Lifetime Energy Reduction (Dth)	29,491	<b>Societal Test</b>	\$11,457	1.31
Societal Cost per Dth	\$1.27	<b>Participant Test</b>	\$34,901	6.32

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
Project: **Commercial AC Control**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$0
Escalation Rate =	4.69%	Incentive Costs =	\$0
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$0
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$2,301
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	-
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	7.70
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	234
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	1,802
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$0.00
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$251	<b>Ratepayer Impact Measure Test</b>	(\$35,652)	0.68
Cost per Participant per Dth =	\$42.34	<b>Utility Cost Test</b>	\$75,496	#DIV/0!
Lifetime Energy Reduction (Dth)	41,118	<b>Societal Test</b>	\$99,307	5.68
Societal Cost per Dth	\$0.52	<b>Participant Test</b>	\$101,776	5.80

**SELF-DIRECT**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$0	\$0	\$0	\$0
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$0	\$0	\$0	\$0
Environmental Externality	N/A	N/A	N/A	N/A	\$0
Subtotal	N/A	\$0	\$0	\$0	\$0
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$0	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Benefits</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$5,000	\$5,000	\$5,000	\$5,000
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$5,000	\$5,000	\$5,000	\$5,000
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$0	N/A	N/A
Subtotal	N/A	N/A	\$0	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$5,000</b>	<b>\$5,000</b>	<b>\$5,000</b>	<b>\$5,000</b>
<b>Net Benefit (Cost)</b>	<b>\$0</b>	<b>(\$5,000)</b>	<b>(\$5,000)</b>	<b>(\$5,000)</b>	<b>(\$5,000)</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	0.0 years
T & D Loss Factor (Energy)	0.00%
T & D Loss Factor (Demand)	0.00%
Net coincident kW Saved at Generator	#DIV/0!
Gross Annual kWh Saved at Customer	#DIV/0!
Net Annual kWh Saved at Generator	#DIV/0!

**Program Summary All Participants**

Total Participants	0
<b>Total Budget</b>	<b>\$5,000</b>
<b>Net coincident kW Saved at Generator</b>	<b>#DIV/0!</b>
Gross Annual kWh Saved at Customer	#DIV/0!
<b>Net Annual kWh Saved at Generator</b>	<b>#DIV/0!</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>#DIV/0!</b>
<b>Utility Program Cost per kW at Gen</b>	<b>#DIV/0!</b>

**SELF-DIRECT****2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$178,645	\$178,645	\$178,645	\$207,468
T & D	N/A	\$31,797	\$31,797	\$31,797	\$36,982
Marginal Energy	N/A	\$724,221	\$724,221	\$724,221	\$844,387
Environmental Externality	N/A	N/A	N/A	N/A	\$95,182
Subtotal	N/A	\$934,664	\$934,664	\$934,664	\$1,184,018
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$2,392,176	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$173,770	N/A	N/A	\$173,770	\$173,770
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$2,565,946	N/A	N/A	\$173,770	\$173,770
<b>Total Benefits</b>	<b>\$2,565,946</b>	<b>\$934,664</b>	<b>\$934,664</b>	<b>\$1,108,434</b>	<b>\$1,357,788</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$5,985	\$5,985	\$5,985	\$5,985
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$173,770	\$173,770	\$173,770	\$173,770
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$179,755	\$179,755	\$179,755	\$179,755
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$2,392,176	N/A	N/A
Subtotal	N/A	N/A	\$2,392,176	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$563,014	N/A	N/A	\$563,014	\$563,014
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$563,014	N/A	N/A	\$563,014	\$563,014
<b>Total Costs</b>	<b>\$563,014</b>	<b>\$179,755</b>	<b>\$2,571,931</b>	<b>\$742,769</b>	<b>\$742,769</b>
<b>Net Benefit (Cost)</b>	<b>\$2,002,932</b>	<b>\$754,909</b>	<b>(\$1,637,267)</b>	<b>\$365,664</b>	<b>\$615,019</b>
<b>Benefit/Cost Ratio</b>	<b>4.56</b>	<b>5.20</b>	<b>0.36</b>	<b>1.49</b>	<b>1.83</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021****ELECTRIC****ACTUAL****Input Summary and Totals****Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	15.0 years
T & D Loss Factor (Energy)	6.65%
T & D Loss Factor (Demand)	8.06%
Net coincident kW Saved at Generator	243.41 kW
Gross Annual kWh Saved at Customer	1,737,705 kWh
Net Annual kWh Saved at Generator	1,861,494 kWh

**Program Summary All Participants**

Total Participants	1
<b>Total Budget</b>	<b>\$179,755</b>
<b>Net coincident kW Saved at Generator</b>	<b>243 kW</b>
Gross Annual kWh Saved at Customer	1,737,705 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>1,861,494 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0064</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$738</b>



## NON-PROFIT ENERGY SAVINGS PROGRAM

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$162,527	\$162,527	\$162,527	\$192,368
T & D	N/A	\$25,726	\$25,726	\$25,726	\$29,922
Marginal Energy	N/A	\$319,641	\$319,641	\$319,641	\$391,733
Environmental Externality	N/A	N/A	N/A	N/A	\$59,819
Subtotal	N/A	\$507,895	\$507,895	\$507,895	\$673,843
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$2,021,266	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$149,152	N/A	N/A	\$149,152	\$149,152
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$17,401	N/A	N/A	\$17,401	\$19,656
Subtotal	\$2,187,819	N/A	N/A	\$166,553	\$168,808
<b>Total Benefits</b>	<b>\$2,187,819</b>	<b>\$507,895</b>	<b>\$507,895</b>	<b>\$674,448</b>	<b>\$842,651</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$51,960	\$51,960	\$51,960	\$51,960
Project Administration	N/A	\$501,595	\$501,595	\$501,595	\$501,595
Advertising & Promotion	N/A	\$19,500	\$19,500	\$19,500	\$19,500
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$149,152	\$149,152	\$149,152	\$149,152
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$722,207	\$722,207	\$722,207	\$722,207
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$2,021,266	N/A	N/A
Subtotal	N/A	N/A	\$2,021,266	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$377,342	N/A	N/A	\$377,342	\$377,342
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$377,342	N/A	N/A	\$377,342	\$377,342
<b>Total Costs</b>	<b>\$377,342</b>	<b>\$722,207</b>	<b>\$2,743,473</b>	<b>\$1,099,549</b>	<b>\$1,099,549</b>
<b>Net Benefit (Cost)</b>	<b>\$1,810,477</b>	<b>(\$214,312)</b>	<b>(\$2,235,578)</b>	<b>(\$425,101)</b>	<b>(\$256,898)</b>
<b>Benefit/Cost Ratio</b>	<b>5.80</b>	<b>0.70</b>	<b>0.19</b>	<b>0.61</b>	<b>0.77</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021 ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	14.0 years
T & D Loss Factor (Energy)	7.04%
T & D Loss Factor (Demand)	8.42%
Net coincident kW Saved at Generator	2.61 kW
Gross Annual kWh Saved at Customer	12,773 kWh
Net Annual kWh Saved at Generator	13,740 kWh

#### Program Summary All Participants

Total Participants	90
<b>Total Budget</b>	<b>\$722,207</b>
<b>Net coincident kW Saved at Generator</b>	<b>235 kW</b>
Gross Annual kWh Saved at Customer	1,149,872 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>1,236,913 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0417</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$3,075</b>

**NON-PROFIT ENERGY SAVINGS PROGRAM**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$0	\$0	\$0	\$0
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$0	\$0	\$0	\$0
Environmental Externality	N/A	N/A	N/A	N/A	\$0
Subtotal	N/A	\$0	\$0	\$0	\$0
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$0	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Benefits</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$2,392	\$2,392	\$2,392	\$2,392
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$2,392	\$2,392	\$2,392	\$2,392
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$0	N/A	N/A
Subtotal	N/A	N/A	\$0	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$2,392</b>	<b>\$2,392</b>	<b>\$2,392</b>	<b>\$2,392</b>
<b>Net Benefit (Cost)</b>	<b>\$0</b>	<b>(\$2,392)</b>	<b>(\$2,392)</b>	<b>(\$2,392)</b>	<b>(\$2,392)</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC ACTUAL**

Input Summary and Totals

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	0.0 years
T & D Loss Factor (Energy)	0.00%
T & D Loss Factor (Demand)	0.00%
Net coincident kW Saved at Generator	0.00 kW
Gross Annual kWh Saved at Customer	0 kWh
Net Annual kWh Saved at Generator	0 kWh

**Program Summary All Participants**

Total Participants	<b>90</b>
<b>Total Budget</b>	<b>\$2,392</b>
<b>Net coincident kW Saved at Generator</b>	<b>0 kW</b>
Gross Annual kWh Saved at Customer	0 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>0 kWh</b>

Utility Program Cost per kWh Lifetime	<b>#DIV/0!</b>
Utility Program Cost per kW at Gen	N/A

Company: **Xcel Energy**  
 Project: **Non-Profit Energy Savings Program**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$221,279	
Escalation Rate =	4.69%	Incentive Costs =	\$62,556	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$283,835	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$8,764	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$1,079	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	12.4	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	244.50	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	20	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	4,792	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$3,191.63	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$12,951	Ratepayer Impact Measure Test	(\$363,528)	0.40
Cost per Participant per Dth =	\$83.14	Utility Cost Test	(\$37,995)	0.87
Lifetime Energy Reduction (Dth)	236,878	Societal Test	\$35,919	1.08
Societal Cost per Dth	\$1.92	Participant Test	\$237,470	2.38

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
 Project: **Non-Profit Energy Savings Program**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$729
Escalation Rate =	4.69%	Incentive Costs =	\$0
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$729
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	-\$122
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	-
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	0.0
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	-
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	20
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	0
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$0.00
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	3.02%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$12,951	<b>Ratepayer Impact Measure Test</b>	(\$729)	-
Cost per Participant per Dth =	\$83.14	<b>Utility Cost Test</b>	(\$729)	-
Lifetime Energy Reduction (Dth)	177,360	<b>Societal Test</b>	(\$729)	-
Societal Cost per Dth	\$0.00	<b>Participant Test</b>	\$0	#DIV/0!

**RESIDENTIAL SEGMENT EE AND DR TOTAL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$39,703,650	\$39,703,650	\$39,703,650	\$46,508,843
T & D	N/A	\$4,331,773	\$4,331,773	\$4,331,773	\$4,883,387
Marginal Energy	N/A	\$59,265,428	\$59,265,428	\$59,265,428	\$73,780,961
Environmental Externality	N/A	N/A	N/A	N/A	\$10,601,255
Subtotal	N/A	\$103,300,851	\$103,300,851	\$103,300,851	\$135,774,446
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$380,866,954	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$12,137,482	N/A	N/A	\$12,137,482	\$12,137,482
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$4,009,900	N/A	N/A	\$4,009,900	\$4,529,646
Subtotal	\$397,014,335	N/A	N/A	\$16,147,382	\$16,667,128
<b>Total Benefits</b>	<b>\$397,014,335</b>	<b>\$103,300,851</b>	<b>\$103,300,851</b>	<b>\$119,448,233</b>	<b>\$152,441,574</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$582,884	\$582,884	\$582,884	\$582,884
Project Administration	N/A	\$12,094,059	\$12,094,059	\$12,094,059	\$12,094,059
Advertising & Promotion	N/A	\$1,705,566	\$1,705,566	\$1,705,566	\$1,705,566
Measurement & Verification	N/A	\$180,000	\$180,000	\$180,000	\$180,000
Rebates	N/A	\$12,137,482	\$12,137,482	\$12,137,482	\$12,137,482
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$26,699,991	\$26,699,991	\$26,699,991	\$26,699,991
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$380,866,954	N/A	N/A
Subtotal	N/A	N/A	\$380,866,954	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$21,166,699	N/A	N/A	\$21,166,699	\$20,666,365
Incremental O&M Costs	\$2,053	N/A	N/A	\$2,053	\$2,319
Subtotal	\$21,168,753	N/A	N/A	\$21,168,753	\$20,668,685
<b>Total Costs</b>	<b>\$21,168,753</b>	<b>\$26,699,991</b>	<b>\$407,566,945</b>	<b>\$47,868,744</b>	<b>\$47,368,676</b>
<b>Net Benefit (Cost)</b>	<b>\$375,845,583</b>	<b>\$76,600,860</b>	<b>(\$304,266,094)</b>	<b>\$71,579,489</b>	<b>\$105,072,898</b>
<b>Benefit/Cost Ratio</b>	<b>18.75</b>	<b>3.87</b>	<b>0.25</b>	<b>2.50</b>	<b>3.22</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	14.4 years
T & D Loss Factor (Energy)	7.68%
T & D Loss Factor (Demand)	9.54%
Net coincident kW Saved at Generator	0.11 kW
Gross Annual kWh Saved at Customer	357 kWh
Net Annual kWh Saved at Generator	376 kWh

**Program Summary All Participants**

Total Participants	<b>581,984</b>
<b>Total Budget</b>	<b>\$26,699,991</b>
<b>Net coincident kW Saved at Generator</b>	<b>63,307 kW</b>
Gross Annual kWh Saved at Customer	207,479,058 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>219,018,269 kWh</b>
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<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0085</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$422</b>

**RESIDENTIAL SEGMENT EE AND DR TOTAL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$57,147,951	\$57,147,951	\$57,147,951	\$67,372,685
T & D	N/A	\$7,884,929	\$7,884,929	\$7,884,929	\$9,430,157
Marginal Energy	N/A	\$90,650,640	\$90,650,640	\$90,650,640	\$113,590,447
Environmental Externality	N/A	N/A	N/A	N/A	\$17,073,218
Subtotal	N/A	\$155,683,519	\$155,683,519	\$155,683,519	\$207,466,507
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$531,458,850	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$17,337,942	N/A	N/A	\$17,337,942	\$17,337,942
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$5,395,227	N/A	N/A	\$5,395,227	\$6,095,412
Subtotal	\$554,192,020	N/A	N/A	\$22,733,169	\$23,433,354
<b>Total Benefits</b>	<b>\$554,192,020</b>	<b>\$155,683,519</b>	<b>\$155,683,519</b>	<b>\$178,416,689</b>	<b>\$230,899,861</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$344,373	\$344,373	\$344,373	\$344,373
Project Administration	N/A	\$10,771,786	\$10,771,786	\$10,771,786	\$10,771,786
Advertising & Promotion	N/A	\$1,301,919	\$1,301,919	\$1,301,919	\$1,301,919
Measurement & Verification	N/A	\$99,148	\$99,148	\$99,148	\$99,148
Rebates	N/A	\$17,337,942	\$17,337,942	\$17,337,942	\$17,337,942
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$29,855,170	\$29,855,170	\$29,855,170	\$29,855,170
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$531,458,850	N/A	N/A
Subtotal	N/A	N/A	\$531,458,850	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$27,110,830	N/A	N/A	\$27,110,830	\$27,110,830
Incremental O&M Costs	\$576,406	N/A	N/A	\$576,406	\$630,701
Subtotal	\$27,687,236	N/A	N/A	\$27,687,236	\$27,741,531
<b>Total Costs</b>	<b>\$27,687,236</b>	<b>\$29,855,170</b>	<b>\$561,314,020</b>	<b>\$57,542,405</b>	<b>\$57,596,701</b>
<b>Net Benefit (Cost)</b>	<b>\$526,504,784</b>	<b>\$125,828,350</b>	<b>(\$405,630,501)</b>	<b>\$120,874,283</b>	<b>\$173,303,161</b>
<b>Benefit/Cost Ratio</b>	<b>20.02</b>	<b>5.21</b>	<b>0.28</b>	<b>3.10</b>	<b>4.01</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.8 years
T & D Loss Factor (Energy)	7.73%
T & D Loss Factor (Demand)	9.59%
Net coincident kW Saved at Generator	0.11 kW
Gross Annual kWh Saved at Customer	363 kWh
Net Annual kWh Saved at Generator	384 kWh

Program Summary All Participants

Total Participants	821,053
<b>Total Budget</b>	<b>\$29,855,170</b>
<b>Net coincident kW Saved at Generator</b>	<b>86,833 kW</b>
Gross Annual kWh Saved at Customer	298,171,837 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>315,214,785 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0060</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$344</b>

Company: **Xcel Energy**  
 Project: **Residential Segment EE and DR Total**

Input Data			2021	
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$2,413,758	
Escalation Rate =	4.69%	Incentive Costs =	\$4,253,226	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$6,666,984	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$59	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$73	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	12.9	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	1.61	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	238,792	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	383,550	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$17.81	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$29	<b>Ratepayer Impact Measure Test</b>	(\$14,161,657)	0.56
Cost per Participant per Dth =	\$52.58	<b>Utility Cost Test</b>	\$11,055,723	2.66
Lifetime Energy Reduction (Dth)	15,424,830	<b>Societal Test</b>	\$35,669,211	2.69
Societal Cost per Dth	\$1.37	<b>Participant Test</b>	\$32,787,006	3.34

Company: **Xcel Energy**  
 Project: **Residential Segment EE and DR Total**

Input Data			2021	
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$2,295,770	
Escalation Rate =	4.69%	Incentive Costs =	\$5,625,386	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$7,921,157	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$721	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	94	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	14.3	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	2.03	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	247,763	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	502,423	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$22.70	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$29	<b>Ratepayer Impact Measure Test</b>	(\$21,851,536)	0.57
Cost per Participant per Dth =	\$52.58	<b>Utility Cost Test</b>	\$21,598,144	3.73
Lifetime Energy Reduction (Dth)	17,674,853	<b>Societal Test</b>	\$54,170,155	2.89
Societal Cost per Dth	\$1.62	<b>Participant Test</b>	\$59,906,796	3.90



## EFFICIENT NEW HOMES CONSTRUCTION

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,452,235	\$1,452,235	\$1,452,235	\$1,746,261
T & D	N/A	\$493,949	\$493,949	\$493,949	\$537,470
Marginal Energy	N/A	\$1,548,753	\$1,548,753	\$1,548,753	\$1,967,319
Environmental Externality	N/A	N/A	N/A	N/A	\$284,059
Subtotal	N/A	\$3,494,938	\$3,494,938	\$3,494,938	\$4,535,109
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$9,814,643	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$577,090	N/A	N/A	\$577,090	\$577,090
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$41,856	N/A	N/A	\$41,856	\$47,281
Subtotal	\$10,433,588	N/A	N/A	\$618,946	\$624,371
<b>Total Benefits</b>	<b>\$10,433,588</b>	<b>\$3,494,938</b>	<b>\$3,494,938</b>	<b>\$4,113,883</b>	<b>\$5,159,480</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$319,587	\$319,587	\$319,587	\$319,587
Advertising & Promotion	N/A	\$60,000	\$60,000	\$60,000	\$60,000
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$577,090	\$577,090	\$577,090	\$577,090
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$956,677	\$956,677	\$956,677	\$956,677
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$9,814,643	N/A	N/A
Subtotal	N/A	N/A	\$9,814,643	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$2,488,723	N/A	N/A	\$2,488,723	\$2,228,790
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$2,488,723	N/A	N/A	\$2,488,723	\$2,228,790
<b>Total Costs</b>	<b>\$2,488,723</b>	<b>\$956,677</b>	<b>\$10,771,320</b>	<b>\$3,445,400</b>	<b>\$3,185,467</b>
<b>Net Benefit (Cost)</b>	<b>\$7,944,865</b>	<b>\$2,538,261</b>	<b>(\$7,276,382)</b>	<b>\$668,483</b>	<b>\$1,974,013</b>
<b>Benefit/Cost Ratio</b>	<b>4.19</b>	<b>3.65</b>	<b>0.32</b>	<b>1.19</b>	<b>1.62</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	19.5 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.32 kW
Gross Annual kWh Saved at Customer	686 kWh
Net Annual kWh Saved at Generator	745 kWh

#### Program Summary All Participants

Total Participants	5,585
<b>Total Budget</b>	<b>\$956,677</b>
<b>Net coincident kW Saved at Generator</b>	<b>1,760 kW</b>
Gross Annual kWh Saved at Customer	3,830,658 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>4,161,950 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0118</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$544</b>

**EFFICIENT NEW HOMES CONSTRUCTION**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,036,798	\$1,036,798	\$1,036,798	\$1,261,316
T & D	N/A	\$185,807	\$185,807	\$185,807	\$226,639
Marginal Energy	N/A	\$2,227,123	\$2,227,123	\$2,227,123	\$2,836,685
Environmental Externality	N/A	N/A	N/A	N/A	\$832,672
Subtotal	N/A	\$3,449,729	\$3,449,729	\$3,449,729	\$5,157,311
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$13,043,807	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$454,641	N/A	N/A	\$454,641	\$454,641
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$16,916	N/A	N/A	\$16,916	\$19,318
Subtotal	\$13,515,364	N/A	N/A	\$471,557	\$473,958
<b>Total Benefits</b>	<b>\$13,515,364</b>	<b>\$3,449,729</b>	<b>\$3,449,729</b>	<b>\$3,921,286</b>	<b>\$5,631,270</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$406,529	\$406,529	\$406,529	\$406,529
Advertising & Promotion	N/A	\$33,676	\$33,676	\$33,676	\$33,676
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$454,641	\$454,641	\$454,641	\$454,641
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$894,846	\$894,846	\$894,846	\$894,846
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$13,043,807	N/A	N/A
Subtotal	N/A	N/A	\$13,043,807	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$2,451,265	N/A	N/A	\$2,451,265	\$2,451,265
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$2,451,265	N/A	N/A	\$2,451,265	\$2,451,265
<b>Total Costs</b>	<b>\$2,451,265</b>	<b>\$894,846</b>	<b>\$13,938,653</b>	<b>\$3,346,111</b>	<b>\$3,346,111</b>
<b>Net Benefit (Cost)</b>	<b>\$11,064,099</b>	<b>\$2,554,883</b>	<b>(\$10,488,924)</b>	<b>\$575,175</b>	<b>\$2,285,158</b>
<b>Benefit/Cost Ratio</b>	<b>5.51</b>	<b>3.86</b>	<b>0.25</b>	<b>1.17</b>	<b>1.68</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	19.9 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.34 kW
Gross Annual kWh Saved at Customer	1,571 kWh
Net Annual kWh Saved at Generator	1,706 kWh

**Program Summary All Participants**

Total Participants	3,456
<b>Total Budget</b>	<b>\$894,846</b>
<b>Net coincident kW Saved at Generator</b>	<b>1,167 kW</b>
Gross Annual kWh Saved at Customer	5,428,003 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>5,897,439 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0076</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$767</b>

Company: **Xcel Energy**  
 Project: **Efficient New Homes Construction**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$700,239	
Escalation Rate =	4.69%	Incentive Costs =	\$864,650	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,564,889	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$1,323	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$28	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	19.4	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	13.37	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	3,390	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	45,339	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$255.06	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$461	Ratepayer Impact Measure Test	(\$3,252,577)	0.52
Cost per Participant per Dth =	\$132.23	Utility Cost Test	\$2,008,896	2.28
Lifetime Energy Reduction (Dth)	2,747,353	Societal Test	\$808,757	1.13
Societal Cost per Dth	\$2.30	Participant Test	\$1,735,371	1.39

Company: **Xcel Energy**  
 Project: **Efficient New Homes Construction**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$875,361
Escalation Rate =	4.69%	Incentive Costs =	\$1,061,295
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,936,656
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$674
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	4
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	19.8
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	28.77
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	2,066
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	59,438
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$513.70
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	3.02%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$461	<b>Ratepayer Impact Measure Test</b>	(\$4,196,804)	0.53
Cost per Participant per Dth =	\$132.23	<b>Utility Cost Test</b>	\$2,849,351	2.47
Lifetime Energy Reduction (Dth)	3,046,140	<b>Societal Test</b>	\$1,753,850	1.23
Societal Cost per Dth	\$2.49	<b>Participant Test</b>	\$4,153,582	1.74

**ENERGY EFFICIENT SHOWERHEAD**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$34,939	\$34,939	\$34,939	\$38,535
T & D	N/A	\$6,172	\$6,172	\$6,172	\$6,811
Marginal Energy	N/A	\$164,448	\$164,448	\$164,448	\$184,275
Environmental Externality	N/A	N/A	N/A	N/A	\$28,912
Subtotal	N/A	\$205,559	\$205,559	\$205,559	\$258,533
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$975,873	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$10,638	N/A	N/A	\$10,638	\$10,638
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$1,230,430	N/A	N/A	\$1,230,430	\$1,389,913
Subtotal	\$2,216,941	N/A	N/A	\$1,241,068	\$1,400,551
<b>Total Benefits</b>	<b>\$2,216,941</b>	<b>\$205,559</b>	<b>\$205,559</b>	<b>\$1,446,627</b>	<b>\$1,659,085</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$22,878	\$22,878	\$22,878	\$22,878
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$10,638	\$10,638	\$10,638	\$10,638
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$33,516	\$33,516	\$33,516	\$33,516
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$975,873	N/A	N/A
Subtotal	N/A	N/A	\$975,873	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$10,818	N/A	N/A	\$10,818	\$10,818
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$10,818	N/A	N/A	\$10,818	\$10,818
<b>Total Costs</b>	<b>\$10,818</b>	<b>\$33,516</b>	<b>\$1,009,389</b>	<b>\$44,334</b>	<b>\$44,334</b>
<b>Net Benefit (Cost)</b>	<b>\$2,206,123</b>	<b>\$172,043</b>	<b>(\$803,830)</b>	<b>\$1,402,293</b>	<b>\$1,614,751</b>
<b>Benefit/Cost Ratio</b>	<b>204.93</b>	<b>6.13</b>	<b>0.20</b>	<b>32.63</b>	<b>37.42</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	10.0 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.01 kW
Gross Annual kWh Saved at Customer	212 kWh
Net Annual kWh Saved at Generator	139 kWh

**Program Summary All Participants**

Total Participants	<b>5,840</b>
<b>Total Budget</b>	<b>\$33,516</b>
<b>Net coincident kW Saved at Generator</b>	<b>66 kW</b>
Gross Annual kWh Saved at Customer	1,239,150 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>810,168 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0041</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$506</b>

**ENERGY EFFICIENT SHOWERHEAD**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$67,113	\$67,113	\$67,113	\$74,020
T & D	N/A	\$11,855	\$11,855	\$11,855	\$13,083
Marginal Energy	N/A	\$314,293	\$314,293	\$314,293	\$352,187
Environmental Externality	N/A	N/A	N/A	N/A	\$55,258
Subtotal	N/A	\$393,261	\$393,261	\$393,261	\$494,548
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,716,633	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$56,582	N/A	N/A	\$56,582	\$56,582
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$2,060,853	N/A	N/A	\$2,060,853	\$2,328,229
Subtotal	\$3,834,069	N/A	N/A	\$2,117,436	\$2,384,811
<b>Total Benefits</b>	<b>\$3,834,069</b>	<b>\$393,261</b>	<b>\$393,261</b>	<b>\$2,510,697</b>	<b>\$2,879,359</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$29,360	\$29,360	\$29,360	\$29,360
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$56,582	\$56,582	\$56,582	\$56,582
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$85,942	\$85,942	\$85,942	\$85,942
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,716,633	N/A	N/A
Subtotal	N/A	N/A	\$1,716,633	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$20,959	N/A	N/A	\$20,959	\$20,959
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$20,959	N/A	N/A	\$20,959	\$20,959
<b>Total Costs</b>	<b>\$20,959</b>	<b>\$85,942</b>	<b>\$1,802,575</b>	<b>\$106,902</b>	<b>\$106,902</b>
<b>Net Benefit (Cost)</b>	<b>\$3,813,109</b>	<b>\$307,319</b>	<b>(\$1,409,314)</b>	<b>\$2,403,795</b>	<b>\$2,772,457</b>
<b>Benefit/Cost Ratio</b>	<b>182.93</b>	<b>4.58</b>	<b>0.22</b>	<b>23.49</b>	<b>26.93</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	10.0 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.05 kW
Gross Annual kWh Saved at Customer	848 kWh
Net Annual kWh Saved at Generator	552 kWh

**Program Summary All Participants**

Total Participants	2,807
<b>Total Budget</b>	<b>\$85,942</b>
<b>Net coincident kW Saved at Generator</b>	<b>127 kW</b>
Gross Annual kWh Saved at Customer	2,381,590 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>1,548,398 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0056</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$676</b>

Company: **Xcel Energy**  
 Project: **Energy Efficient Showerhead**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$169,499
Escalation Rate =	4.69%	Incentive Costs =	\$90,086
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$259,585
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$2
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$237
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	0.54
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	49,400
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	26,781
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$1.82
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	3.02%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$5	<b>Ratepayer Impact Measure Test</b>	(\$789,496)	0.59
Cost per Participant per Dth =	\$13.41	<b>Utility Cost Test</b>	\$862,535	4.32
Lifetime Energy Reduction (Dth)	803,424	<b>Societal Test</b>	\$13,235,221	38.71
Societal Cost per Dth	\$0.44	<b>Participant Test</b>	\$13,355,702	147.07

Company: **Xcel Energy**  
 Project: **Energy Efficient Showerhead**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$183,607
Escalation Rate =	4.69%		Incentive Costs =	\$252,157
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$435,764
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$56
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	820
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	2.48
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	12,079
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	29,989
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$20.88
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$5	<b>Ratepayer Impact Measure Test</b>	(\$1,029,146)	0.55
Cost per Participant per Dth =	\$13.41	<b>Utility Cost Test</b>	\$820,760	2.88
Lifetime Energy Reduction (Dth)	835,502	<b>Societal Test</b>	\$13,473,823	25.88
Societal Cost per Dth	\$0.65	<b>Participant Test</b>	\$12,098,919	115.31



## HOME ENERGY INSIGHTS

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$754,146	\$754,146	\$754,146	\$754,146
T & D	N/A	\$131,214	\$131,214	\$131,214	\$131,214
Marginal Energy	N/A	\$1,303,120	\$1,303,120	\$1,303,120	\$1,303,120
Environmental Externality	N/A	N/A	N/A	N/A	(\$295,798)
Subtotal	N/A	\$2,188,480	\$2,188,480	\$2,188,480	\$1,892,682
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$7,036,595	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$7,036,595	N/A	N/A	\$0	\$0
<b>Total Benefits</b>	<b>\$7,036,595</b>	<b>\$2,188,480</b>	<b>\$2,188,480</b>	<b>\$2,188,480</b>	<b>\$1,892,682</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$1,428,667	\$1,428,667	\$1,428,667	\$1,428,667
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,428,667	\$1,428,667	\$1,428,667	\$1,428,667
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$7,036,595	N/A	N/A
Subtotal	N/A	N/A	\$7,036,595	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$1,428,667</b>	<b>\$8,465,262</b>	<b>\$1,428,667</b>	<b>\$1,428,667</b>
<b>Net Benefit (Cost)</b>	<b>\$7,036,595</b>	<b>\$759,813</b>	<b>(\$6,276,782)</b>	<b>\$759,813</b>	<b>\$464,016</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>1.53</b>	<b>0.26</b>	<b>1.53</b>	<b>1.32</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	2.7 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.02 kW
Gross Annual kWh Saved at Customer	79 kWh
Net Annual kWh Saved at Generator	86 kWh

#### Program Summary All Participants

Total Participants	232,000
<b>Total Budget</b>	<b>\$1,428,667</b>
<b>Net coincident kW Saved at Generator</b>	<b>4,409 kW</b>
Gross Annual kWh Saved at Customer	18,361,975 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>19,949,994 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0266</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$324</b>

## HOME ENERGY INSIGHTS

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$786,202	\$786,202	\$786,202	\$786,202
T & D	N/A	\$136,791	\$136,791	\$136,791	\$136,791
Marginal Energy	N/A	\$1,474,635	\$1,474,635	\$1,474,635	\$1,474,635
Environmental Externality	N/A	N/A	N/A	N/A	(\$328,826)
Subtotal	N/A	\$2,397,628	\$2,397,628	\$2,397,628	\$2,068,803
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$4,375,152	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$4,375,152	N/A	N/A	\$0	\$0
<b>Total Benefits</b>	<b>\$4,375,152</b>	<b>\$2,397,628</b>	<b>\$2,397,628</b>	<b>\$2,397,628</b>	<b>\$2,068,803</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$1,444,473	\$1,444,473	\$1,444,473	\$1,444,473
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,444,473	\$1,444,473	\$1,444,473	\$1,444,473
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$4,375,152	N/A	N/A
Subtotal	N/A	N/A	\$4,375,152	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$1,444,473</b>	<b>\$5,819,626</b>	<b>\$1,444,473</b>	<b>\$1,444,473</b>
<b>Net Benefit (Cost)</b>	<b>\$4,375,152</b>	<b>\$953,155</b>	<b>(\$3,421,998)</b>	<b>\$953,155</b>	<b>\$624,329</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>1.66</b>	<b>0.41</b>	<b>1.66</b>	<b>1.43</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## ACTUAL

### Input Summary and Totals

#### Program "Inputs" per Customer kWh and per Participant

Lifetime (Weighted on Generator kWh)	3.0 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.01 kW
Gross Annual kWh Saved at Customer	57 kWh
Net Annual kWh Saved at Generator	62 kWh

#### Program Summary All Participants

Total Participants	319,197
<b>Total Budget</b>	<b>\$1,444,473</b>
<b>Net coincident kW Saved at Generator</b>	<b>4,306 kW</b>
Gross Annual kWh Saved at Customer	18,329,333 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>19,914,530 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0242</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$335</b>

Company: **Xcel Energy**  
 Project: **Home Energy Insights**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$170,293
Escalation Rate =	4.69%		Incentive Costs =	\$0
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$170,293
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$0
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	2.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	0.33
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	131,000
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	43,372
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$0.00
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$1	<b>Ratepayer Impact Measure Test</b>	(\$213,832)	0.64
Cost per Participant per Dth =	\$3.73	<b>Utility Cost Test</b>	\$207,185	2.22
Lifetime Energy Reduction (Dth)	276,727	<b>Societal Test</b>	\$392,750	3.31
Societal Cost per Dth	\$0.62	<b>Participant Test</b>	\$421,018	#DIV/0!

Company: **Xcel Energy**  
 Project: **Home Energy Insights**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$103,958
Escalation Rate =	4.69%		Incentive Costs =	\$0
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$103,958
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$0
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	-
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	3.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	0.33
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	192,545
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	64,336
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$0.00
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$1	<b>Ratepayer Impact Measure Test</b>	(\$496,586)	0.63
Cost per Participant per Dth =	\$3.73	<b>Utility Cost Test</b>	\$727,456	8.00
Lifetime Energy Reduction (Dth)	382,106	<b>Societal Test</b>	\$1,136,170	11.93
Societal Cost per Dth	\$0.27	<b>Participant Test</b>	\$1,224,042	#DIV/0!

## HOME ENERGY SQUAD

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,224,046	\$1,224,046	\$1,224,046	\$1,426,798
T & D	N/A	\$139,084	\$139,084	\$139,084	\$156,789
Marginal Energy	N/A	\$2,622,873	\$2,622,873	\$2,622,873	\$3,290,646
Environmental Externality	N/A	N/A	N/A	N/A	\$494,426
Subtotal	N/A	\$3,986,003	\$3,986,003	\$3,986,003	\$5,368,659
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$17,171,451	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$710,213	N/A	N/A	\$710,213	\$710,213
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$792,611	N/A	N/A	\$792,611	\$895,346
Subtotal	\$18,674,275	N/A	N/A	\$1,502,825	\$1,605,559
<b>Total Benefits</b>	<b>\$18,674,275</b>	<b>\$3,986,003</b>	<b>\$3,986,003</b>	<b>\$5,488,828</b>	<b>\$6,974,218</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$571,734	\$571,734	\$571,734	\$571,734
Project Administration	N/A	\$435,077	\$435,077	\$435,077	\$435,077
Advertising & Promotion	N/A	\$299,266	\$299,266	\$299,266	\$299,266
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$710,213	\$710,213	\$710,213	\$710,213
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$2,016,290	\$2,016,290	\$2,016,290	\$2,016,290
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$17,171,451	N/A	N/A
Subtotal	N/A	N/A	\$17,171,451	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$697,867	N/A	N/A	\$697,867	\$692,438
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$697,867	N/A	N/A	\$697,867	\$692,438
<b>Total Costs</b>	<b>\$697,867</b>	<b>\$2,016,290</b>	<b>\$19,187,741</b>	<b>\$2,714,157</b>	<b>\$2,708,728</b>
<b>Net Benefit (Cost)</b>	<b>\$17,976,408</b>	<b>\$1,969,713</b>	<b>(\$15,201,737)</b>	<b>\$2,774,671</b>	<b>\$4,265,491</b>
<b>Benefit/Cost Ratio</b>	<b>26.76</b>	<b>1.98</b>	<b>0.21</b>	<b>2.02</b>	<b>2.57</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	18.2 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.25 kW
Gross Annual kWh Saved at Customer	884 kWh
Net Annual kWh Saved at Generator	960 kWh

#### Program Summary All Participants

Total Participants	8,133
<b>Total Budget</b>	<b>\$2,016,290</b>
<b>Net coincident kW Saved at Generator</b>	<b>2,016 kW</b>
Gross Annual kWh Saved at Customer	7,186,183 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>7,807,673 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0142</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,000</b>

**HOME ENERGY SQUAD**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$323,503	\$323,503	\$323,503	\$388,138
T & D	N/A	\$57,853	\$57,853	\$57,853	\$69,588
Marginal Energy	N/A	\$857,908	\$857,908	\$857,908	\$1,088,596
Environmental Externality	N/A	N/A	N/A	N/A	\$163,536
Subtotal	N/A	\$1,239,264	\$1,239,264	\$1,239,264	\$1,709,859
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$5,186,180	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$70,195	N/A	N/A	\$70,195	\$79,302
Subtotal	\$5,256,375	N/A	N/A	\$70,195	\$79,302
<b>Total Benefits</b>	<b>\$5,256,375</b>	<b>\$1,239,264</b>	<b>\$1,239,264</b>	<b>\$1,309,459</b>	<b>\$1,789,161</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$344,373	\$344,373	\$344,373	\$344,373
Project Administration	N/A	\$189,558	\$189,558	\$189,558	\$189,558
Advertising & Promotion	N/A	\$138,964	\$138,964	\$138,964	\$138,964
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$672,896	\$672,896	\$672,896	\$672,896
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$5,186,180	N/A	N/A
Subtotal	N/A	N/A	\$5,186,180	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$114,654	N/A	N/A	\$114,654	\$114,654
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$114,654	N/A	N/A	\$114,654	\$114,654
<b>Total Costs</b>	<b>\$114,654</b>	<b>\$672,896</b>	<b>\$5,859,076</b>	<b>\$787,550</b>	<b>\$787,550</b>
<b>Net Benefit (Cost)</b>	<b>\$5,141,721</b>	<b>\$566,368</b>	<b>(\$4,619,813)</b>	<b>\$521,909</b>	<b>\$1,001,611</b>
<b>Benefit/Cost Ratio</b>	<b>45.85</b>	<b>1.84</b>	<b>0.21</b>	<b>1.66</b>	<b>2.27</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	19.2 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.18 kW
Gross Annual kWh Saved at Customer	862 kWh
Net Annual kWh Saved at Generator	936 kWh

Program Summary All Participants

Total Participants	2,600
<b>Total Budget</b>	<b>\$672,896</b>
<b>Net coincident kW Saved at Generator</b>	<b>472 kW</b>
Gross Annual kWh Saved at Customer	2,240,073 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>2,433,804 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0144</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,426</b>

Company: **Xcel Energy**  
 Project: **Home Energy Squad**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$621,282
Escalation Rate =	4.69%		Incentive Costs =	\$53,658
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$674,940
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$24
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$1,200
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	6.18
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	2,988
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	18,458
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$17.96
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$225	<b>Ratepayer Impact Measure Test</b>	(\$1,039,270)	0.43
Cost per Participant per Dth =	\$39.81	<b>Utility Cost Test</b>	\$96,552	1.14
Lifetime Energy Reduction (Dth)	636,209	<b>Societal Test</b>	\$4,120,901	6.49
Societal Cost per Dth	\$1.18	<b>Participant Test</b>	\$4,704,304	66.87

Company: **Xcel Energy**  
 Project: **Home Energy Squad**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$230,818
Escalation Rate =	4.69%		Incentive Costs =	\$0
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$230,818
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$335
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	263
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	8.55
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	780
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	6,669
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$0.00
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$225	<b>Ratepayer Impact Measure Test</b>	(\$315,046)	0.36
Cost per Participant per Dth =	\$39.81	<b>Utility Cost Test</b>	(\$52,461)	0.77
Lifetime Energy Reduction (Dth)	518,680	<b>Societal Test</b>	\$288,520	2.20
Societal Cost per Dth	\$0.46	<b>Participant Test</b>	\$486,732	53.64



## HOME LIGHTING

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$15,656,841	\$15,656,841	\$15,656,841	\$18,764,580
T & D	N/A	\$1,968,375	\$1,968,375	\$1,968,375	\$2,171,042
Marginal Energy	N/A	\$46,500,081	\$46,500,081	\$46,500,081	\$58,329,313
Environmental Externality	N/A	N/A	N/A	N/A	\$8,807,027
Subtotal	N/A	\$64,125,297	\$64,125,297	\$64,125,297	\$88,071,961
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$298,250,199	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$4,577,559	N/A	N/A	\$4,577,559	\$4,577,559
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$302,827,758	N/A	N/A	\$4,577,559	\$4,577,559
<b>Total Benefits</b>	<b>\$302,827,758</b>	<b>\$64,125,297</b>	<b>\$64,125,297</b>	<b>\$68,702,856</b>	<b>\$92,649,520</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$562,258	\$562,258	\$562,258	\$562,258
Advertising & Promotion	N/A	\$625,000	\$625,000	\$625,000	\$625,000
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$4,577,559	\$4,577,559	\$4,577,559	\$4,577,559
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$5,764,817	\$5,764,817	\$5,764,817	\$5,764,817
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$298,250,199	N/A	N/A
Subtotal	N/A	N/A	\$298,250,199	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$6,552,258	N/A	N/A	\$6,552,258	\$6,552,258
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$6,552,258	N/A	N/A	\$6,552,258	\$6,552,258
<b>Total Costs</b>	<b>\$6,552,258</b>	<b>\$5,764,817</b>	<b>\$304,015,016</b>	<b>\$12,317,075</b>	<b>\$12,317,075</b>

<b>Net Benefit (Cost)</b>	<b>\$296,275,500</b>	<b>\$58,360,480</b>	<b>(\$239,889,719)</b>	<b>\$56,385,781</b>	<b>\$80,332,446</b>
<b>Benefit/Cost Ratio</b>	<b>46.22</b>	<b>11.12</b>	<b>0.21</b>	<b>5.58</b>	<b>7.52</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.7 years
T & D Loss Factor (Energy)	7.58%
T & D Loss Factor (Demand)	9.26%
Net coincident kW Saved at Generator	0.10 kW
Gross Annual kWh Saved at Customer	650 kWh
Net Annual kWh Saved at Generator	698 kWh

#### Program Summary All Participants

Total Participants	231,508
<b>Total Budget</b>	<b>\$5,764,817</b>
<b>Net coincident kW Saved at Generator</b>	<b>22,180 kW</b>
Gross Annual kWh Saved at Customer	150,402,791 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>161,583,086 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0023</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$260</b>

## HOME LIGHTING

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$26,104,278	\$26,104,278	\$26,104,278	\$31,467,546
T & D	N/A	\$4,671,355	\$4,671,355	\$4,671,355	\$5,646,555
Marginal Energy	N/A	\$78,633,332	\$78,633,332	\$78,633,332	\$99,199,607
Environmental Externality	N/A	N/A	N/A	N/A	\$14,964,618
Subtotal	N/A	\$109,408,965	\$109,408,965	\$109,408,965	\$151,278,327
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$470,596,456	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$7,081,095	N/A	N/A	\$7,081,095	\$7,081,095
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$477,677,551	N/A	N/A	\$7,081,095	\$7,081,095
<b>Total Benefits</b>	<b>\$477,677,551</b>	<b>\$109,408,965</b>	<b>\$109,408,965</b>	<b>\$116,490,060</b>	<b>\$158,359,422</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$501,976	\$501,976	\$501,976	\$501,976
Advertising & Promotion	N/A	\$638,866	\$638,866	\$638,866	\$638,866
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$7,081,095	\$7,081,095	\$7,081,095	\$7,081,095
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$8,221,937	\$8,221,937	\$8,221,937	\$8,221,937
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$470,596,456	N/A	N/A
Subtotal	N/A	N/A	\$470,596,456	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$7,344,219	N/A	N/A	\$7,344,219	\$7,344,219
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$7,344,219	N/A	N/A	\$7,344,219	\$7,344,219
<b>Total Costs</b>	<b>\$7,344,219</b>	<b>\$8,221,937</b>	<b>\$478,818,393</b>	<b>\$15,566,156</b>	<b>\$15,566,156</b>
<b>Net Benefit (Cost)</b>	<b>\$470,333,332</b>	<b>\$101,187,028</b>	<b>(\$369,409,428)</b>	<b>\$100,923,904</b>	<b>\$142,793,266</b>
<b>Benefit/Cost Ratio</b>	<b>65.04</b>	<b>13.31</b>	<b>0.23</b>	<b>7.48</b>	<b>10.17</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## ACTUAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	16.6 years
T & D Loss Factor (Energy)	7.68%
T & D Loss Factor (Demand)	9.40%
Net coincident kW Saved at Generator	0.09 kW
Gross Annual kWh Saved at Customer	597 kWh
Net Annual kWh Saved at Generator	642 kWh

#### Program Summary All Participants

Total Participants	401,494
<b>Total Budget</b>	<b>\$8,221,937</b>
<b>Net coincident kW Saved at Generator</b>	<b>34,887 kW</b>
Gross Annual kWh Saved at Customer	239,844,089 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>257,751,424 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0019</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$236</b>

## INSULATION REBATE PROGRAM

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$166,397	\$166,397	\$166,397	\$193,615
T & D	N/A	\$32,366	\$32,366	\$32,366	\$39,273
Marginal Energy	N/A	\$71,876	\$71,876	\$71,876	\$87,880
Environmental Externality	N/A	N/A	N/A	N/A	\$11,834
Subtotal	N/A	\$270,639	\$270,639	\$270,639	\$332,602
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$412,595	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$41,746	N/A	N/A	\$41,746	\$41,746
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$454,342	N/A	N/A	\$41,746	\$41,746
<b>Total Benefits</b>	<b>\$454,342</b>	<b>\$270,639</b>	<b>\$270,639</b>	<b>\$312,386</b>	<b>\$374,349</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$41,269	\$41,269	\$41,269	\$41,269
Advertising & Promotion	N/A	\$5,000	\$5,000	\$5,000	\$5,000
Measurement & Verification	N/A	\$2,000	\$2,000	\$2,000	\$2,000
Rebates	N/A	\$41,746	\$41,746	\$41,746	\$41,746
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$90,015	\$90,015	\$90,015	\$90,015
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$412,595	N/A	N/A
Subtotal	N/A	N/A	\$412,595	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$354,760	N/A	N/A	\$354,760	\$279,478
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$354,760	N/A	N/A	\$354,760	\$279,478
<b>Total Costs</b>	<b>\$354,760</b>	<b>\$90,015</b>	<b>\$502,611</b>	<b>\$444,775</b>	<b>\$369,493</b>
<b>Net Benefit (Cost)</b>	<b>\$99,582</b>	<b>\$180,624</b>	<b>(\$231,971)</b>	<b>(\$132,389)</b>	<b>\$4,855</b>
<b>Benefit/Cost Ratio</b>	<b>1.28</b>	<b>3.01</b>	<b>0.54</b>	<b>0.70</b>	<b>1.01</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021 ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.2 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.19 kW
Gross Annual kWh Saved at Customer	147 kWh
Net Annual kWh Saved at Generator	160 kWh

#### Program Summary All Participants

Total Participants	1,381
<b>Total Budget</b>	<b>\$90,015</b>
<b>Net coincident kW Saved at Generator</b>	<b>256 kW</b>
Gross Annual kWh Saved at Customer	203,685 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>221,301 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0268</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$352</b>

## INSULATION REBATE PROGRAM

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$151,854	\$151,854	\$151,854	\$171,938
T & D	N/A	\$26,924	\$26,924	\$26,924	\$30,531
Marginal Energy	N/A	\$47,937	\$47,937	\$47,937	\$57,370
Environmental Externality	N/A	N/A	N/A	N/A	\$9,626
Subtotal	N/A	\$226,715	\$226,715	\$226,715	\$269,465
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$242,286	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$57,050	N/A	N/A	\$57,050	\$57,050
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$299,337	N/A	N/A	\$57,050	\$57,050
<b>Total Benefits</b>	<b>\$299,337</b>	<b>\$226,715</b>	<b>\$226,715</b>	<b>\$283,765</b>	<b>\$326,515</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$40,837	\$40,837	\$40,837	\$40,837
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$3,542	\$3,542	\$3,542	\$3,542
Rebates	N/A	\$57,050	\$57,050	\$57,050	\$57,050
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$101,429	\$101,429	\$101,429	\$101,429
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$242,286	N/A	N/A
Subtotal	N/A	N/A	\$242,286	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$357,700	N/A	N/A	\$357,700	\$357,700
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$357,700	N/A	N/A	\$357,700	\$357,700
<b>Total Costs</b>	<b>\$357,700</b>	<b>\$101,429</b>	<b>\$343,715</b>	<b>\$459,129</b>	<b>\$459,129</b>
<b>Net Benefit (Cost)</b>	<b>(\$58,363)</b>	<b>\$125,286</b>	<b>(\$117,001)</b>	<b>(\$175,364)</b>	<b>(\$132,614)</b>
<b>Benefit/Cost Ratio</b>	<b>0.84</b>	<b>2.24</b>	<b>0.66</b>	<b>0.62</b>	<b>0.71</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## ACTUAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.4 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.14 kW
Gross Annual kWh Saved at Customer	107 kWh
Net Annual kWh Saved at Generator	116 kWh

#### Program Summary All Participants

Total Participants	1,790
<b>Total Budget</b>	<b>\$101,429</b>
<b>Net coincident kW Saved at Generator</b>	<b>258 kW</b>
Gross Annual kWh Saved at Customer	191,000 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>207,518 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0318</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$394</b>

Company: **Xcel Energy**  
 Project: **Insulation Rebate Program**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$44,097
Escalation Rate =	4.69%		Incentive Costs =	\$203,493
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$247,590
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$1,463
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	13.4
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	19.77
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	996
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	19,689
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$204.31
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$248	<b>Ratepayer Impact Measure Test</b>	(\$763,056)	0.59
Cost per Participant per Dth =	\$86.71	<b>Utility Cost Test</b>	\$843,941	4.41
Lifetime Energy Reduction (Dth)	793,710	<b>Societal Test</b>	\$268,691	1.15
Societal Cost per Dth	\$2.20	<b>Participant Test</b>	\$353,728	1.24

Company: **Xcel Energy**  
 Project: **Insulation Rebate Program**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$46,222
Escalation Rate =	4.69%	Incentive Costs =	\$318,364
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$364,587
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	-\$133
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	-
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	14.4
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	14.58
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	1,575
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	22,964
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$202.14
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	3.02%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$248	<b>Ratepayer Impact Measure Test</b>	(\$880,600)	0.55
Cost per Participant per Dth =	\$86.71	<b>Utility Cost Test</b>	\$728,102	3.00
Lifetime Energy Reduction (Dth)	860,494	<b>Societal Test</b>	(\$354,217)	0.86
Societal Cost per Dth	\$2.85	<b>Participant Test</b>	\$63,637	1.03

## REFRIGERATOR RECYCLING

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$394,470	\$394,470	\$394,470	\$427,171
T & D	N/A	\$58,641	\$58,641	\$58,641	\$62,684
Marginal Energy	N/A	\$879,394	\$879,394	\$879,394	\$955,048
Environmental Externality	N/A	N/A	N/A	N/A	\$196,429
Subtotal	N/A	\$1,332,505	\$1,332,505	\$1,332,505	\$1,641,333
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$5,786,854	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$474,750	N/A	N/A	\$474,750	\$474,750
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$6,261,604	N/A	N/A	\$474,750	\$474,750
<b>Total Benefits</b>	<b>\$6,261,604</b>	<b>\$1,332,505</b>	<b>\$1,332,505</b>	<b>\$1,807,255</b>	<b>\$2,116,083</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$7,400	\$7,400	\$7,400	\$7,400
Project Administration	N/A	\$546,632	\$546,632	\$546,632	\$546,632
Advertising & Promotion	N/A	\$210,000	\$210,000	\$210,000	\$210,000
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$474,750	\$474,750	\$474,750	\$474,750
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,238,782	\$1,238,782	\$1,238,782	\$1,238,782
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$5,786,854	N/A	N/A
Subtotal	N/A	N/A	\$5,786,854	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$9,000	N/A	N/A	\$9,000	\$9,000
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$9,000	N/A	N/A	\$9,000	\$9,000
<b>Total Costs</b>	<b>\$9,000</b>	<b>\$1,238,782</b>	<b>\$7,025,636</b>	<b>\$1,247,782</b>	<b>\$1,247,782</b>
<b>Net Benefit (Cost)</b>	<b>\$6,252,604</b>	<b>\$93,723</b>	<b>(\$5,693,131)</b>	<b>\$559,473</b>	<b>\$868,301</b>
<b>Benefit/Cost Ratio</b>	<b>695.73</b>	<b>1.08</b>	<b>0.19</b>	<b>1.45</b>	<b>1.70</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	7.2 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.09 kW
Gross Annual kWh Saved at Customer	582 kWh
Net Annual kWh Saved at Generator	632 kWh

#### Program Summary All Participants

Total Participants	10,350
<b>Total Budget</b>	<b>\$1,238,782</b>
<b>Net coincident kW Saved at Generator</b>	<b>955 kW</b>
Gross Annual kWh Saved at Customer	6,019,510 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>6,540,102 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0263</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,297</b>

## REFRIGERATOR RECYCLING

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$195,509	\$195,509	\$195,509	\$210,577
T & D	N/A	\$34,411	\$34,411	\$34,411	\$37,078
Marginal Energy	N/A	\$532,545	\$532,545	\$532,545	\$583,514
Environmental Externality	N/A	N/A	N/A	N/A	\$110,576
Subtotal	N/A	\$762,465	\$762,465	\$762,465	\$941,745
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$3,201,479	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$236,700	N/A	N/A	\$236,700	\$236,700
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$3,438,179	N/A	N/A	\$236,700	\$236,700
<b>Total Benefits</b>	<b>\$3,438,179</b>	<b>\$762,465</b>	<b>\$762,465</b>	<b>\$999,165</b>	<b>\$1,178,445</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$487,705	\$487,705	\$487,705	\$487,705
Advertising & Promotion	N/A	\$99,009	\$99,009	\$99,009	\$99,009
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$236,700	\$236,700	\$236,700	\$236,700
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$823,414	\$823,414	\$823,414	\$823,414
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$3,201,479	N/A	N/A
Subtotal	N/A	N/A	\$3,201,479	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$823,414</b>	<b>\$4,024,892</b>	<b>\$823,414</b>	<b>\$823,414</b>
<b>Net Benefit (Cost)</b>	<b>\$3,438,179</b>	<b>(\$60,949)</b>	<b>(\$3,262,428)</b>	<b>\$175,751</b>	<b>\$355,031</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>0.93</b>	<b>0.19</b>	<b>1.21</b>	<b>1.43</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## ACTUAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	7.9 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.10 kW
Gross Annual kWh Saved at Customer	707 kWh
Net Annual kWh Saved at Generator	768 kWh

#### Program Summary All Participants

Total Participants	4,724
<b>Total Budget</b>	<b>\$823,414</b>
<b>Net coincident kW Saved at Generator</b>	<b>467 kW</b>
Gross Annual kWh Saved at Customer	3,340,138 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>3,629,007 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0286</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,762</b>



**RESIDENTIAL DEMAND RESPONSE**
**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$11,896,511	\$11,896,511	\$11,896,511	\$13,527,734
T & D	N/A	\$67,661	\$67,661	\$67,661	\$73,057
Marginal Energy	N/A	\$115,411	\$115,411	\$115,411	\$129,853
Environmental Externality	N/A	N/A	N/A	N/A	\$18,321
Subtotal	N/A	\$12,079,582	\$12,079,582	\$12,079,582	\$13,748,965
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$4,704,545	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$1,048,308	N/A	N/A	\$1,048,308	\$1,048,308
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$5,752,853	N/A	N/A	\$1,048,308	\$1,048,308
<b>Total Benefits</b>	<b>\$5,752,853</b>	<b>\$12,079,582</b>	<b>\$12,079,582</b>	<b>\$13,127,889</b>	<b>\$14,797,273</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$7,495,850	\$7,495,850	\$7,495,850	\$7,495,850
Advertising & Promotion	N/A	\$375,000	\$375,000	\$375,000	\$375,000
Measurement & Verification	N/A	\$150,000	\$150,000	\$150,000	\$150,000
Rebates	N/A	\$1,048,308	\$1,048,308	\$1,048,308	\$1,048,308
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$9,069,158	\$9,069,158	\$9,069,158	\$9,069,158
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$4,704,545	N/A	N/A
Subtotal	N/A	N/A	\$4,704,545	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$782,205	N/A	N/A	\$782,205	\$755,696
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$782,205	N/A	N/A	\$782,205	\$755,696
<b>Total Costs</b>	<b>\$782,205</b>	<b>\$9,069,158</b>	<b>\$13,773,703</b>	<b>\$9,851,363</b>	<b>\$9,824,854</b>
<b>Net Benefit (Cost)</b>	<b>\$4,970,648</b>	<b>\$3,010,424</b>	<b>(\$1,694,121)</b>	<b>\$3,276,526</b>	<b>\$4,972,419</b>
<b>Benefit/Cost Ratio</b>	<b>7.35</b>	<b>1.33</b>	<b>0.88</b>	<b>1.33</b>	<b>1.51</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**
**ELECTRIC**
**GOAL**
**Input Summary and Totals**
**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	9.9 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.68 kW
Gross Annual kWh Saved at Customer	15 kWh
Net Annual kWh Saved at Generator	17 kWh

**Program Summary All Participants**

Total Participants	31,465
<b>Total Budget</b>	<b>\$9,069,158</b>
<b>Net coincident kW Saved at Generator</b>	<b>21,242 kW</b>
Gross Annual kWh Saved at Customer	478,825 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>520,236 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$1.7572</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$427</b>

**RESIDENTIAL DEMAND RESPONSE**
**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$13,631,448	\$13,631,448	\$13,631,448	\$15,405,271
T & D	N/A	\$108,638	\$108,638	\$108,638	\$119,896
Marginal Energy	N/A	\$150,364	\$150,364	\$150,364	\$169,010
Environmental Externality	N/A	N/A	N/A	N/A	\$23,485
Subtotal	N/A	\$13,890,450	\$13,890,450	\$13,890,450	\$15,717,662
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$770,733	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$1,199,150	N/A	N/A	\$1,199,150	\$1,199,150
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,969,883	N/A	N/A	\$1,199,150	\$1,199,150
<b>Total Benefits</b>	<b>\$1,969,883</b>	<b>\$13,890,450</b>	<b>\$13,890,450</b>	<b>\$15,089,600</b>	<b>\$16,916,812</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$6,273,139	\$6,273,139	\$6,273,139	\$6,273,139
Advertising & Promotion	N/A	\$318,319	\$318,319	\$318,319	\$318,319
Measurement & Verification	N/A	\$70,300	\$70,300	\$70,300	\$70,300
Rebates	N/A	\$1,199,150	\$1,199,150	\$1,199,150	\$1,199,150
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$7,860,908	\$7,860,908	\$7,860,908	\$7,860,908
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$770,733	N/A	N/A
Subtotal	N/A	N/A	\$770,733	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,543,771	N/A	N/A	\$1,543,771	\$1,543,771
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,543,771	N/A	N/A	\$1,543,771	\$1,543,771
<b>Total Costs</b>	<b>\$1,543,771</b>	<b>\$7,860,908</b>	<b>\$8,631,641</b>	<b>\$9,404,678</b>	<b>\$9,404,678</b>
<b>Net Benefit (Cost)</b>	<b>\$426,112</b>	<b>\$6,029,542</b>	<b>\$5,258,809</b>	<b>\$5,684,921</b>	<b>\$7,512,134</b>
<b>Benefit/Cost Ratio</b>	<b>1.28</b>	<b>1.77</b>	<b>1.61</b>	<b>1.60</b>	<b>1.80</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**
**ELECTRIC**
**ACTUAL**
**Input Summary and Totals**
**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	10.0 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.88 kW
Gross Annual kWh Saved at Customer	21 kWh
Net Annual kWh Saved at Generator	22 kWh

**Program Summary All Participants**

Total Participants	29,486
<b>Total Budget</b>	<b>\$7,860,908</b>
<b>Net coincident kW Saved at Generator</b>	<b>26,090 kW</b>
Gross Annual kWh Saved at Customer	606,728 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>659,200 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$1.1940</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$301</b>

Company: **Xcel Energy**  
 Project: **Residential Demand Response**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$34,380
Escalation Rate =	4.69%		Incentive Costs =	\$279,442
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$313,822
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$15
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	2.05
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	14,650
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	29,999
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$19.07
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$21	<b>Ratepayer Impact Measure Test</b>	(\$907,412)	0.58
Cost per Participant per Dth =	\$17.63	<b>Utility Cost Test</b>	\$943,141	4.01
Lifetime Energy Reduction (Dth)	899,971	<b>Societal Test</b>	\$1,729,438	4.11
Societal Cost per Dth	\$0.62	<b>Participant Test</b>	\$1,913,951	9.86

Company: **Xcel Energy**  
 Project: **Residential Demand Response**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$46,318
Escalation Rate =	4.69%		Incentive Costs =	\$41,728
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$88,045
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$513
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	-
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	6.58
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	2,475
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	16,296
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$16.86
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$21	<b>Ratepayer Impact Measure Test</b>	(\$410,500)	0.62
Cost per Participant per Dth =	\$17.63	<b>Utility Cost Test</b>	\$594,772	7.76
Lifetime Energy Reduction (Dth)	762,944	<b>Societal Test</b>	\$769,680	3.13
Societal Cost per Dth	\$0.47	<b>Participant Test</b>	\$880,055	4.21

## RESIDENTIAL HEATING AND COOLING

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$6,500,263	\$6,500,263	\$6,500,263	\$7,755,549
T & D	N/A	\$1,145,925	\$1,145,925	\$1,145,925	\$1,371,457
Marginal Energy	N/A	\$3,306,425	\$3,306,425	\$3,306,425	\$4,114,687
Environmental Externality	N/A	N/A	N/A	N/A	\$548,563
Subtotal	N/A	\$10,952,613	\$10,952,613	\$10,952,613	\$13,790,257
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$19,177,169	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$3,989,794	N/A	N/A	\$3,989,794	\$3,989,794
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$23,166,963	N/A	N/A	\$3,989,794	\$3,989,794
<b>Total Benefits</b>	<b>\$23,166,963</b>	<b>\$10,952,613</b>	<b>\$10,952,613</b>	<b>\$14,942,407</b>	<b>\$17,780,051</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$3,750	\$3,750	\$3,750	\$3,750
Project Administration	N/A	\$628,216	\$628,216	\$628,216	\$628,216
Advertising & Promotion	N/A	\$126,300	\$126,300	\$126,300	\$126,300
Measurement & Verification	N/A	\$28,000	\$28,000	\$28,000	\$28,000
Rebates	N/A	\$3,989,794	\$3,989,794	\$3,989,794	\$3,989,794
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$4,776,060	\$4,776,060	\$4,776,060	\$4,776,060
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$19,177,169	N/A	N/A
Subtotal	N/A	N/A	\$19,177,169	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$9,504,910	N/A	N/A	\$9,504,910	\$9,377,825
Incremental O&M Costs	\$684	N/A	N/A	\$684	\$773
Subtotal	\$9,505,594	N/A	N/A	\$9,505,594	\$9,378,598
<b>Total Costs</b>	<b>\$9,505,594</b>	<b>\$4,776,060</b>	<b>\$23,953,230</b>	<b>\$14,281,654</b>	<b>\$14,154,658</b>
<b>Net Benefit (Cost)</b>	<b>\$13,661,369</b>	<b>\$6,176,552</b>	<b>(\$13,000,617)</b>	<b>\$660,752</b>	<b>\$3,625,393</b>
<b>Benefit/Cost Ratio</b>	<b>2.44</b>	<b>2.29</b>	<b>0.46</b>	<b>1.05</b>	<b>1.26</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	18.1 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.43 kW
Gross Annual kWh Saved at Customer	432 kWh
Net Annual kWh Saved at Generator	469 kWh

#### Program Summary All Participants

Total Participants	18,510
<b>Total Budget</b>	<b>\$4,776,060</b>
<b>Net coincident kW Saved at Generator</b>	<b>7,898 kW</b>
Gross Annual kWh Saved at Customer	7,987,769 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>8,678,584 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0305</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$605</b>

**RESIDENTIAL HEATING AND COOLING**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$12,917,754	\$12,917,754	\$12,917,754	\$15,389,651
T & D	N/A	\$2,307,828	\$2,307,828	\$2,307,828	\$2,755,263
Marginal Energy	N/A	\$3,411,205	\$3,411,205	\$3,411,205	\$4,123,562
Environmental Externality	N/A	N/A	N/A	N/A	\$700,277
Subtotal	N/A	\$18,636,788	\$18,636,788	\$18,636,788	\$22,968,752
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$15,928,666	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$7,577,259	N/A	N/A	\$7,577,259	\$7,577,259
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$23,505,925	N/A	N/A	\$7,577,259	\$7,577,259
<b>Total Benefits</b>	<b>\$23,505,925</b>	<b>\$18,636,788</b>	<b>\$18,636,788</b>	<b>\$26,214,047</b>	<b>\$30,546,011</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$764,075	\$764,075	\$764,075	\$764,075
Advertising & Promotion	N/A	\$72,040	\$72,040	\$72,040	\$72,040
Measurement & Verification	N/A	\$25,307	\$25,307	\$25,307	\$25,307
Rebates	N/A	\$7,577,259	\$7,577,259	\$7,577,259	\$7,577,259
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$8,438,680	\$8,438,680	\$8,438,680	\$8,438,680
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$15,928,666	N/A	N/A
Subtotal	N/A	N/A	\$15,928,666	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$14,570,873	N/A	N/A	\$14,570,873	\$14,570,873
Incremental O&M Costs	\$576,028	N/A	N/A	\$576,028	\$630,275
Subtotal	\$15,146,901	N/A	N/A	\$15,146,901	\$15,201,147
<b>Total Costs</b>	<b>\$15,146,901</b>	<b>\$8,438,680</b>	<b>\$24,367,346</b>	<b>\$23,585,581</b>	<b>\$23,639,828</b>
<b>Net Benefit (Cost)</b>	<b>\$8,359,024</b>	<b>\$10,198,107</b>	<b>(\$5,730,559)</b>	<b>\$2,628,465</b>	<b>\$6,906,184</b>
<b>Benefit/Cost Ratio</b>	<b>1.55</b>	<b>2.21</b>	<b>0.76</b>	<b>1.11</b>	<b>1.29</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	18.2 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.86 kW
Gross Annual kWh Saved at Customer	685 kWh
Net Annual kWh Saved at Generator	744 kWh

Program Summary All Participants

Total Participants	18,510
<b>Total Budget</b>	<b>\$8,438,680</b>
<b>Net coincident kW Saved at Generator</b>	<b>15,973 kW</b>
Gross Annual kWh Saved at Customer	12,678,620 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>13,775,120 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0337</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$528</b>

Company: **Xcel Energy**  
 Project: **Residential Heating and Cooling**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$295,592	
Escalation Rate =	4.69%	Incentive Costs =	\$2,660,721	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$2,956,313	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$380	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	18.0	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	6.11	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	19,670	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	120,130	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$135.27	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$151	Ratepayer Impact Measure Test	(\$7,126,456)	0.55
Cost per Participant per Dth =	\$86.97	Utility Cost Test	\$5,874,228	2.99
Lifetime Energy Reduction (Dth)	6,479,293	Societal Test	\$7,118,156	1.67
Societal Cost per Dth	\$1.63	Participant Test	\$8,184,540	2.09

Company: **Xcel Energy**  
 Project: **Residential Heating and Cooling**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$481,799	
Escalation Rate =	4.69%	Incentive Costs =	\$3,838,874	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$4,320,673	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$351	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	-	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	18.1	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	12.17	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	19,670	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	239,420	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$195.16	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<b>Cost Summary</b>		<b>Test Results</b>	<b>2021 NPV</b>	<b>2021 B/C</b>
Utility Cost per Participant =	\$151	<b>Ratepayer Impact Measure Test</b>	(\$12,799,824)	0.58
Cost per Participant per Dth =	\$86.97	<b>Utility Cost Test</b>	\$13,655,308	4.16
Lifetime Energy Reduction (Dth)	8,643,492	<b>Societal Test</b>	\$17,826,328	2.07
Societal Cost per Dth	\$1.92	<b>Participant Test</b>	\$23,630,893	2.92



**SCHOOL EDUCATION KITS**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,596,590	\$1,596,590	\$1,596,590	\$1,842,626
T & D	N/A	\$283,869	\$283,869	\$283,869	\$328,258
Marginal Energy	N/A	\$2,726,607	\$2,726,607	\$2,726,607	\$3,386,744
Environmental Externality	N/A	N/A	N/A	N/A	\$502,630
Subtotal	N/A	\$4,607,067	\$4,607,067	\$4,607,067	\$6,060,258
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$17,371,504	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$683,652	N/A	N/A	\$683,652	\$683,652
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$1,945,002	N/A	N/A	\$1,945,002	\$2,197,105
Subtotal	\$20,000,158	N/A	N/A	\$2,628,654	\$2,880,757
<b>Total Benefits</b>	<b>\$20,000,158</b>	<b>\$4,607,067</b>	<b>\$4,607,067</b>	<b>\$7,235,721</b>	<b>\$8,941,014</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$598,100	\$598,100	\$598,100	\$598,100
Advertising & Promotion	N/A	\$5,000	\$5,000	\$5,000	\$5,000
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$683,652	\$683,652	\$683,652	\$683,652
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,286,751	\$1,286,751	\$1,286,751	\$1,286,751
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$17,371,504	N/A	N/A
Subtotal	N/A	N/A	\$17,371,504	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$703,182	N/A	N/A	\$703,182	\$703,182
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$703,182	N/A	N/A	\$703,182	\$703,182
<b>Total Costs</b>	<b>\$703,182</b>	<b>\$1,286,751</b>	<b>\$18,658,255</b>	<b>\$1,989,933</b>	<b>\$1,989,933</b>
<b>Net Benefit (Cost)</b>	<b>\$19,296,976</b>	<b>\$3,320,315</b>	<b>(\$14,051,189)</b>	<b>\$5,245,788</b>	<b>\$6,951,082</b>
<b>Benefit/Cost Ratio</b>	<b>28.44</b>	<b>3.58</b>	<b>0.25</b>	<b>3.64</b>	<b>4.49</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**GOAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	14.6 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.07 kW
Gross Annual kWh Saved at Customer	316 kWh
Net Annual kWh Saved at Generator	234 kWh

**Program Summary All Participants**

Total Participants	<b>37,000</b>
<b>Total Budget</b>	<b>\$1,286,751</b>
<b>Net coincident kW Saved at Generator</b>	<b>2,484 kW</b>
Gross Annual kWh Saved at Customer	11,679,403 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>8,648,360 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0102</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$518</b>

**SCHOOL EDUCATION KITS**

**2021 Net Present Cost Benefit Summary Analysis For All Participants**

	<b>Participant Test (\$Total)</b>	<b>Utility Test (\$Total)</b>	<b>Rate Impact Test (\$Total)</b>	<b>Total Resource Test (\$Total)</b>	<b>Societal Test (\$Total)</b>
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$1,911,172	\$1,911,172	\$1,911,172	\$2,191,561
T & D	N/A	\$339,482	\$339,482	\$339,482	\$389,995
Marginal Energy	N/A	\$2,980,932	\$2,980,932	\$2,980,932	\$3,680,351
Environmental Externality	N/A	N/A	N/A	N/A	\$537,999
Subtotal	N/A	\$5,231,586	\$5,231,586	\$5,231,586	\$6,799,905
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$16,285,745	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$659,571	N/A	N/A	\$659,571	\$659,571
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$3,247,262	N/A	N/A	\$3,247,262	\$3,668,563
Subtotal	\$20,192,578	N/A	N/A	\$3,906,833	\$4,328,134
<b>Total Benefits</b>	<b>\$20,192,578</b>	<b>\$5,231,586</b>	<b>\$5,231,586</b>	<b>\$9,138,419</b>	<b>\$11,128,039</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$615,163	\$615,163	\$615,163	\$615,163
Advertising & Promotion	N/A	\$1,045	\$1,045	\$1,045	\$1,045
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$659,571	\$659,571	\$659,571	\$659,571
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,275,780	\$1,275,780	\$1,275,780	\$1,275,780
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$16,285,745	N/A	N/A
Subtotal	N/A	N/A	\$16,285,745	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$663,615	N/A	N/A	\$663,615	\$663,615
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$663,615	N/A	N/A	\$663,615	\$663,615
<b>Total Costs</b>	<b>\$663,615</b>	<b>\$1,275,780</b>	<b>\$17,561,525</b>	<b>\$1,939,395</b>	<b>\$1,939,395</b>
<b>Net Benefit (Cost)</b>	<b>\$19,528,963</b>	<b>\$3,955,806</b>	<b>(\$12,329,939)</b>	<b>\$7,199,024</b>	<b>\$9,188,644</b>
<b>Benefit/Cost Ratio</b>	<b>30.43</b>	<b>4.10</b>	<b>0.30</b>	<b>4.71</b>	<b>5.74</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

**Input Summary and Totals**

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	16.4 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.08 kW
Gross Annual kWh Saved at Customer	354 kWh
Net Annual kWh Saved at Generator	252 kWh

**Program Summary All Participants**

Total Participants	36,936
<b>Total Budget</b>	<b>\$1,275,780</b>
<b>Net coincident kW Saved at Generator</b>	<b>3,058 kW</b>
Gross Annual kWh Saved at Customer	13,063,425 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>9,323,554 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0083</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$417</b>

Company: **Xcel Energy**  
 Project: **School Education Kits**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$294,361
Escalation Rate =	4.69%		Incentive Costs =	\$68,754
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$363,115
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$0
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	\$118
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	9.9
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	4.66
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	16,500
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	76,861
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$4.17
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$24	Ratepayer Impact Measure Test	\$139,516	1.38
Cost per Participant per Dth =	\$5.17	Utility Cost Test	\$139,516	1.38
Lifetime Energy Reduction (Dth)	2,631,164	Societal Test	\$7,969,040	22.95
Societal Cost per Dth	\$0.14	Participant Test	\$2,013,757	#DIV/0!

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
 Project: **School Education Kits**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$309,460
Escalation Rate =	4.69%		Incentive Costs =	\$80,797
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$390,256
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	\$529
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	792
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	10.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	3.66
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	16,521
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	60,443
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$4.89
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<hr/>				
Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$24	<b>Ratepayer Impact Measure Test</b>	(\$1,586,247)	0.61
Cost per Participant per Dth =	\$5.17	<b>Utility Cost Test</b>	\$2,142,329	6.49
Lifetime Energy Reduction (Dth)	2,471,839	<b>Societal Test</b>	\$19,187,830	42.79
Societal Cost per Dth	\$0.19	<b>Participant Test</b>	\$17,216,013	250.86

## WHOLE HOME EFFICIENCY

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$27,211	\$27,211	\$27,211	\$31,828
T & D	N/A	\$4,518	\$4,518	\$4,518	\$5,333
Marginal Energy	N/A	\$26,441	\$26,441	\$26,441	\$32,077
Environmental Externality	N/A	N/A	N/A	N/A	\$4,850
Subtotal	N/A	\$58,170	\$58,170	\$58,170	\$74,087
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$165,526	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$23,732	N/A	N/A	\$23,732	\$23,732
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$189,258	N/A	N/A	\$23,732	\$23,732
<b>Total Benefits</b>	<b>\$189,258</b>	<b>\$58,170</b>	<b>\$58,170</b>	<b>\$81,902</b>	<b>\$97,819</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$15,526	\$15,526	\$15,526	\$15,526
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$23,732	\$23,732	\$23,732	\$23,732
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$39,258	\$39,258	\$39,258	\$39,258
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$165,526	N/A	N/A
Subtotal	N/A	N/A	\$165,526	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$62,977	N/A	N/A	\$62,977	\$56,881
Incremental O&M Costs	\$1,369	N/A	N/A	\$1,369	\$1,546
Subtotal	\$64,346	N/A	N/A	\$64,346	\$58,428
<b>Total Costs</b>	<b>\$64,346</b>	<b>\$39,258</b>	<b>\$204,784</b>	<b>\$103,604</b>	<b>\$97,686</b>
<b>Net Benefit (Cost)</b>	<b>\$124,912</b>	<b>\$18,912</b>	<b>(\$146,614)</b>	<b>(\$21,702)</b>	<b>\$133</b>
<b>Benefit/Cost Ratio</b>	<b>2.94</b>	<b>1.48</b>	<b>0.28</b>	<b>0.79</b>	<b>1.00</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021 ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	14.3 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.19 kW
Gross Annual kWh Saved at Customer	420 kWh
Net Annual kWh Saved at Generator	457 kWh

#### Program Summary All Participants

Total Participants	212
<b>Total Budget</b>	<b>\$39,258</b>
<b>Net coincident kW Saved at Generator</b>	<b>41 kW</b>
Gross Annual kWh Saved at Customer	89,108 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>96,815 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0284</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$952</b>

## WHOLE HOME EFFICIENCY

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$22,319	\$22,319	\$22,319	\$26,466
T & D	N/A	\$3,984	\$3,984	\$3,984	\$4,736
Marginal Energy	N/A	\$20,366	\$20,366	\$20,366	\$24,930
Environmental Externality	N/A	N/A	N/A	N/A	\$3,998
Subtotal	N/A	\$46,669	\$46,669	\$46,669	\$60,130
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$111,713	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$15,895	N/A	N/A	\$15,895	\$15,895
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$127,608	N/A	N/A	\$15,895	\$15,895
<b>Total Benefits</b>	<b>\$127,608</b>	<b>\$46,669</b>	<b>\$46,669</b>	<b>\$62,564</b>	<b>\$76,025</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$18,969	\$18,969	\$18,969	\$18,969
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$15,895	\$15,895	\$15,895	\$15,895
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$34,864	\$34,864	\$34,864	\$34,864
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$111,713	N/A	N/A
Subtotal	N/A	N/A	\$111,713	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$43,774	N/A	N/A	\$43,774	\$43,774
Incremental O&M Costs	\$378	N/A	N/A	\$378	\$427
Subtotal	\$44,152	N/A	N/A	\$44,152	\$44,201
<b>Total Costs</b>	<b>\$44,152</b>	<b>\$34,864</b>	<b>\$146,577</b>	<b>\$79,016</b>	<b>\$79,065</b>
<b>Net Benefit (Cost)</b>	<b>\$83,456</b>	<b>\$11,805</b>	<b>(\$99,908)</b>	<b>(\$16,452)</b>	<b>(\$3,040)</b>
<b>Benefit/Cost Ratio</b>	<b>2.89</b>	<b>1.34</b>	<b>0.32</b>	<b>0.79</b>	<b>0.96</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## ACTUAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	15.2 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.56 kW
Gross Annual kWh Saved at Customer	1,299 kWh
Net Annual kWh Saved at Generator	1,411 kWh

#### Program Summary All Participants

Total Participants	53
<b>Total Budget</b>	<b>\$34,864</b>
<b>Net coincident kW Saved at Generator</b>	<b>30 kW</b>
Gross Annual kWh Saved at Customer	68,858 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>74,791 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0307</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,174</b>

Company: **Xcel Energy**  
 Project: **Whole Home Efficiency**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$84,014
Escalation Rate =	4.69%	Incentive Costs =	\$32,421
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$116,436
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$1,094
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$0
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	16.4
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	14.76
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	198
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	2,922
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$163.74
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	3.02%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$581	<b>Ratepayer Impact Measure Test</b>	(\$209,073)	0.48
Cost per Participant per Dth =	\$113.74	<b>Utility Cost Test</b>	\$79,729	1.68
Lifetime Energy Reduction (Dth)	156,979	<b>Societal Test</b>	\$26,255	1.08
Societal Cost per Dth	\$2.16	<b>Participant Test</b>	\$104,635	1.48

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

ACTUAL

Company: **Xcel Energy**  
 Project: **Whole Home Efficiency**

Input Data			2021	
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$18,227	
Escalation Rate =	4.69%	Incentive Costs =	\$32,172	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$50,399	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	-\$15	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	-	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	15.6	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	55.17	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	52	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	2,869	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$618.70	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$581	<b>Ratepayer Impact Measure Test</b>	(\$136,784)	0.57
Cost per Participant per Dth =	\$113.74	<b>Utility Cost Test</b>	\$132,526	3.63
Lifetime Energy Reduction (Dth)	153,657	<b>Societal Test</b>	\$88,172	1.35
Societal Cost per Dth	\$1.65	<b>Participant Test</b>	\$152,924	1.76



**LOW INCOME SEGMENT TOTAL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$449,006	\$449,006	\$449,006	\$513,363
T & D	N/A	\$60,466	\$60,466	\$60,466	\$70,398
Marginal Energy	N/A	\$684,063	\$684,063	\$684,063	\$850,052
Environmental Externality	N/A	N/A	N/A	N/A	\$127,668
Subtotal	N/A	\$1,193,535	\$1,193,535	\$1,193,535	\$1,561,482
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$4,430,655	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$2,823,652	N/A	N/A	\$2,823,652	\$2,823,652
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$208,675	N/A	N/A	\$208,675	\$235,722
Subtotal	\$7,462,981	N/A	N/A	\$3,032,326	\$3,059,374
<b>Total Benefits</b>	<b>\$7,462,981</b>	<b>\$1,193,535</b>	<b>\$1,193,535</b>	<b>\$4,225,861</b>	<b>\$4,620,855</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$185,933	\$185,933	\$185,933	\$185,933
Project Administration	N/A	\$758,391	\$758,391	\$758,391	\$758,391
Advertising & Promotion	N/A	\$200,788	\$200,788	\$200,788	\$200,788
Measurement & Verification	N/A	\$27,930	\$27,930	\$27,930	\$27,930
Rebates	N/A	\$2,823,652	\$2,823,652	\$2,823,652	\$2,823,652
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$3,996,692	\$3,996,692	\$3,996,692	\$3,996,692
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$4,430,655	N/A	N/A
Subtotal	N/A	N/A	\$4,430,655	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$2,786,649	N/A	N/A	\$2,786,649	\$2,776,374
Incremental O&M Costs	\$1,410	N/A	N/A	\$1,410	\$1,553
Subtotal	\$2,788,059	N/A	N/A	\$2,788,059	\$2,777,927
<b>Total Costs</b>	<b>\$2,788,059</b>	<b>\$3,996,692</b>	<b>\$8,427,347</b>	<b>\$6,784,752</b>	<b>\$6,774,619</b>
<b>Net Benefit (Cost)</b>	<b>\$4,674,922</b>	<b>(\$2,803,158)</b>	<b>(\$7,233,812)</b>	<b>(\$2,558,891)</b>	<b>(\$2,153,764)</b>
<b>Benefit/Cost Ratio</b>	<b>2.68</b>	<b>0.30</b>	<b>0.14</b>	<b>0.62</b>	<b>0.68</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	16.7 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.11 kW
Gross Annual kWh Saved at Customer	278 kWh
Net Annual kWh Saved at Generator	299 kWh

**Program Summary All Participants**

Total Participants	7,241
<b>Total Budget</b>	<b>\$3,996,692</b>
<b>Net coincident kW Saved at Generator</b>	<b>818 kW</b>
Gross Annual kWh Saved at Customer	2,013,738 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>2,161,630 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.1104</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$4,886</b>

**LOW INCOME SEGMENT TOTAL**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$205,836	\$205,836	\$205,836	\$240,847
T & D	N/A	\$36,673	\$36,673	\$36,673	\$43,000
Marginal Energy	N/A	\$466,162	\$466,162	\$466,162	\$573,844
Environmental Externality	N/A	N/A	N/A	N/A	\$88,430
Subtotal	N/A	\$708,671	\$708,671	\$708,671	\$946,122
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$2,224,333	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$1,377,639	N/A	N/A	\$1,377,639	\$1,377,639
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$53,588	N/A	N/A	\$53,588	\$60,557
Subtotal	\$3,655,559	N/A	N/A	\$1,431,226	\$1,438,196
<b>Total Benefits</b>	<b>\$3,655,559</b>	<b>\$708,671</b>	<b>\$708,671</b>	<b>\$2,139,897</b>	<b>\$2,384,318</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$74,540	\$74,540	\$74,540	\$74,540
Project Administration	N/A	\$571,083	\$571,083	\$571,083	\$571,083
Advertising & Promotion	N/A	\$147,660	\$147,660	\$147,660	\$147,660
Measurement & Verification	N/A	\$21,022	\$21,022	\$21,022	\$21,022
Rebates	N/A	\$1,377,639	\$1,377,639	\$1,377,639	\$1,377,639
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$2,191,944	\$2,191,944	\$2,191,944	\$2,191,944
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$2,224,333	N/A	N/A
Subtotal	N/A	N/A	\$2,224,333	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,182,929	N/A	N/A	\$1,182,929	\$1,182,929
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,182,929	N/A	N/A	\$1,182,929	\$1,182,929
<b>Total Costs</b>	<b>\$1,182,929</b>	<b>\$2,191,944</b>	<b>\$4,416,277</b>	<b>\$3,374,873</b>	<b>\$3,374,873</b>
<b>Net Benefit (Cost)</b>	<b>\$2,472,630</b>	<b>(\$1,483,273)</b>	<b>(\$3,707,606)</b>	<b>(\$1,234,976)</b>	<b>(\$990,555)</b>
<b>Benefit/Cost Ratio</b>	<b>3.09</b>	<b>0.32</b>	<b>0.16</b>	<b>0.63</b>	<b>0.71</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	17.3 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.04 kW
Gross Annual kWh Saved at Customer	218 kWh
Net Annual kWh Saved at Generator	235 kWh

Program Summary All Participants

Total Participants	6,590
<b>Total Budget</b>	<b>\$2,191,944</b>
<b>Net coincident kW Saved at Generator</b>	<b>294 kW</b>
Gross Annual kWh Saved at Customer	1,437,388 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>1,549,564 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0818</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$7,462</b>

Company: **Xcel Energy**  
 Project: **Low Income Segment Total**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$838,658
Escalation Rate =	4.69%	Incentive Costs =	\$1,804,359
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$2,643,017
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$1,679
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$1,234
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	15.4
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	18.21
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	1,145
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	20,854
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$1,575.86
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$2,205	<b>Ratepayer Impact Measure Test</b>	(\$3,260,795)	0.29
Cost per Participant per Dth =	\$212.11	<b>Utility Cost Test</b>	(\$1,334,832)	0.49
Lifetime Energy Reduction (Dth)	1,567,378	<b>Societal Test</b>	\$850,999	1.19
Societal Cost per Dth	\$2.92	<b>Participant Test</b>	\$3,221,415	2.68

Company: **Xcel Energy**  
 Project: **Low Income Segment Total**

Input Data	2021		
1) Retail Rate (\$/Dth) =	\$5.43	Administrative & Operating Costs =	\$516,242
Escalation Rate =	4.69%	Incentive Costs =	\$1,411,818
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,928,060
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	-\$865
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	84
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =	14.9
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	10.87
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	770
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	8,370
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$1,834.01
9) Gas Environmental Damage Factor =	\$2.0700		
Escalation Rate =	2.30%		
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000		
Escalation Rate =	2.30%		
11) Participant Discount Rate =	6.38%		
12) MN CIP Utility Discount Rate =	5.34%		
13) Societal Discount Rate =	3.02%		
14) General Input Data Year =	2020		
15a) Project Analysis Year 1 =	2021		
15b) Project Analysis Year 2 =	2022		
15c) Project Analysis Year 3 =	2023		

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$2,205	<b>Ratepayer Impact Measure Test</b>	(\$2,165,609)	0.19
Cost per Participant per Dth =	\$212.11	<b>Utility Cost Test</b>	(\$1,425,034)	0.26
Lifetime Energy Reduction (Dth)	1,371,377	<b>Societal Test</b>	(\$933,807)	0.71
Societal Cost per Dth	\$2.38	<b>Participant Test</b>	\$1,018,631	1.76

## HOME ENERGY SAVINGS PROGRAM

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$122,597	\$122,597	\$122,597	\$143,422
T & D	N/A	\$16,118	\$16,118	\$16,118	\$18,950
Marginal Energy	N/A	\$217,442	\$217,442	\$217,442	\$272,022
Environmental Externality	N/A	N/A	N/A	N/A	\$41,156
Subtotal	N/A	\$356,157	\$356,157	\$356,157	\$475,550
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,434,938	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$1,179,586	N/A	N/A	\$1,179,586	\$1,179,586
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$4,399	N/A	N/A	\$4,399	\$4,970
Subtotal	\$2,618,923	N/A	N/A	\$1,183,985	\$1,184,555
<b>Total Benefits</b>	<b>\$2,618,923</b>	<b>\$356,157</b>	<b>\$356,157</b>	<b>\$1,540,143</b>	<b>\$1,660,105</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$437,686	\$437,686	\$437,686	\$437,686
Advertising & Promotion	N/A	\$176,068	\$176,068	\$176,068	\$176,068
Measurement & Verification	N/A	\$12,069	\$12,069	\$12,069	\$12,069
Rebates	N/A	\$1,179,586	\$1,179,586	\$1,179,586	\$1,179,586
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,805,408	\$1,805,408	\$1,805,408	\$1,805,408
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,434,938	N/A	N/A
Subtotal	N/A	N/A	\$1,434,938	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,179,586	N/A	N/A	\$1,179,586	\$1,179,586
Incremental O&M Costs	\$1,410	N/A	N/A	\$1,410	\$1,553
Subtotal	\$1,180,995	N/A	N/A	\$1,180,995	\$1,181,139
<b>Total Costs</b>	<b>\$1,180,995</b>	<b>\$1,805,408</b>	<b>\$3,240,347</b>	<b>\$2,986,404</b>	<b>\$2,986,547</b>
<b>Net Benefit (Cost)</b>	<b>\$1,437,928</b>	<b>(\$1,449,251)</b>	<b>(\$2,884,189)</b>	<b>(\$1,446,261)</b>	<b>(\$1,326,442)</b>
<b>Benefit/Cost Ratio</b>	<b>2.22</b>	<b>0.20</b>	<b>0.11</b>	<b>0.52</b>	<b>0.56</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## GOAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	17.3 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.08 kW
Gross Annual kWh Saved at Customer	274 kWh
Net Annual kWh Saved at Generator	295 kWh

#### Program Summary All Participants

Total Participants	2,280
<b>Total Budget</b>	<b>\$1,805,408</b>
<b>Net coincident kW Saved at Generator</b>	<b>176 kW</b>
Gross Annual kWh Saved at Customer	624,758 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>672,351 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.1549</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$10,256</b>

## HOME ENERGY SAVINGS PROGRAM

### 2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$129,413	\$129,413	\$129,413	\$152,145
T & D	N/A	\$23,073	\$23,073	\$23,073	\$27,186
Marginal Energy	N/A	\$298,334	\$298,334	\$298,334	\$367,864
Environmental Externality	N/A	N/A	N/A	N/A	\$57,268
Subtotal	N/A	\$450,819	\$450,819	\$450,819	\$604,462
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,443,541	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$843,768	N/A	N/A	\$843,768	\$843,768
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$29,655	N/A	N/A	\$29,655	\$33,520
Subtotal	\$2,316,964	N/A	N/A	\$873,423	\$877,288
<b>Total Benefits</b>	<b>\$2,316,964</b>	<b>\$450,819</b>	<b>\$450,819</b>	<b>\$1,324,242</b>	<b>\$1,481,750</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$441,367	\$441,367	\$441,367	\$441,367
Advertising & Promotion	N/A	\$130,758	\$130,758	\$130,758	\$130,758
Measurement & Verification	N/A	\$21,022	\$21,022	\$21,022	\$21,022
Rebates	N/A	\$843,768	\$843,768	\$843,768	\$843,768
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,436,915	\$1,436,915	\$1,436,915	\$1,436,915
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,443,541	N/A	N/A
Subtotal	N/A	N/A	\$1,443,541	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$855,788	N/A	N/A	\$855,788	\$855,788
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$855,788	N/A	N/A	\$855,788	\$855,788
<b>Total Costs</b>	<b>\$855,788</b>	<b>\$1,436,915</b>	<b>\$2,880,456</b>	<b>\$2,292,704</b>	<b>\$2,292,704</b>
<b>Net Benefit (Cost)</b>	<b>\$1,461,176</b>	<b>(\$986,096)</b>	<b>(\$2,429,637)</b>	<b>(\$968,462)</b>	<b>(\$810,954)</b>
<b>Benefit/Cost Ratio</b>	<b>2.71</b>	<b>0.31</b>	<b>0.16</b>	<b>0.58</b>	<b>0.65</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

## 2021

## ELECTRIC

## ACTUAL

### Input Summary and Totals

#### Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	17.0 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.06 kW
Gross Annual kWh Saved at Customer	335 kWh
Net Annual kWh Saved at Generator	359 kWh

#### Program Summary All Participants

Total Participants	2,820
<b>Total Budget</b>	<b>\$1,436,915</b>
<b>Net coincident kW Saved at Generator</b>	<b>181 kW</b>
Gross Annual kWh Saved at Customer	943,823 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>1,013,314 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0834</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$7,929</b>

Company: **Xcel Energy**  
 Project: **Home Energy Savings Program**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$540,977	
Escalation Rate =	4.69%	Incentive Costs =	\$1,448,165	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,989,142	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$3,721	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$915	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	14.6	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	19.03	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	408	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	7,763	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$3,549.42	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<b>Cost Summary</b>		<b>Test Results</b>	<b>2021 NPV</b>	<b>2021 B/C</b>
Utility Cost per Participant =	\$3,459	<b>Ratepayer Impact Measure Test</b>	(\$2,206,982)	0.17
Cost per Participant per Dth =	\$526.54	<b>Utility Cost Test</b>	(\$1,527,852)	0.23
Lifetime Energy Reduction (Dth)	380,755	<b>Societal Test</b>	(\$911,632)	0.74
Societal Cost per Dth	\$9.21	<b>Participant Test</b>	\$982,498	1.65

Company: **Xcel Energy**  
 Project: **Home Energy Savings Program**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$435,977	
Escalation Rate =	4.69%	Incentive Costs =	\$1,411,818	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$1,847,796	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	-\$1,988	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	-	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	16.3	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	13.83	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	473	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	6,537	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$2,986.08	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
<b>Cost Summary</b>		<b>Test Results</b>	<b>2021 NPV</b>	<b>2021 B/C</b>
Utility Cost per Participant =	\$3,459	<b>Ratepayer Impact Measure Test</b>	(\$2,049,145)	0.17
Cost per Participant per Dth =	\$526.54	<b>Utility Cost Test</b>	(\$1,421,424)	0.23
Lifetime Energy Reduction (Dth)	373,971	<b>Societal Test</b>	(\$1,049,731)	0.67
Societal Cost per Dth	\$8.51	<b>Participant Test</b>	\$832,042	1.62



**LOW INCOME HOME ENERGY SQUAD**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$231,566	\$231,566	\$231,566	\$260,769
T & D	N/A	\$27,499	\$27,499	\$27,499	\$32,014
Marginal Energy	N/A	\$306,968	\$306,968	\$306,968	\$380,513
Environmental Externality	N/A	N/A	N/A	N/A	\$57,139
Subtotal	N/A	\$566,033	\$566,033	\$566,033	\$730,435
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$1,986,294	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$216,427	N/A	N/A	\$216,427	\$216,427
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$199,780	N/A	N/A	\$199,780	\$225,675
Subtotal	\$2,402,501	N/A	N/A	\$416,207	\$442,102
<b>Total Benefits</b>	<b>\$2,402,501</b>	<b>\$566,033</b>	<b>\$566,033</b>	<b>\$982,240</b>	<b>\$1,172,537</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$185,933	\$185,933	\$185,933	\$185,933
Project Administration	N/A	\$166,331	\$166,331	\$166,331	\$166,331
Advertising & Promotion	N/A	\$21,320	\$21,320	\$21,320	\$21,320
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$216,427	\$216,427	\$216,427	\$216,427
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$590,011	\$590,011	\$590,011	\$590,011
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$1,986,294	N/A	N/A
Subtotal	N/A	N/A	\$1,986,294	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$138,828	N/A	N/A	\$138,828	\$136,438
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$138,828	N/A	N/A	\$138,828	\$136,438
<b>Total Costs</b>	<b>\$138,828</b>	<b>\$590,011</b>	<b>\$2,576,305</b>	<b>\$728,839</b>	<b>\$726,449</b>
<b>Net Benefit (Cost)</b>	<b>\$2,263,673</b>	<b>(\$23,978)</b>	<b>(\$2,010,271)</b>	<b>\$253,402</b>	<b>\$446,088</b>
<b>Benefit/Cost Ratio</b>	<b>17.31</b>	<b>0.96</b>	<b>0.22</b>	<b>1.35</b>	<b>1.61</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	16.9 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.31 kW
Gross Annual kWh Saved at Customer	560 kWh
Net Annual kWh Saved at Generator	609 kWh

Program Summary All Participants

Total Participants	1,594
<b>Total Budget</b>	<b>\$590,011</b>
<b>Net coincident kW Saved at Generator</b>	<b>487 kW</b>
Gross Annual kWh Saved at Customer	893,105 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>970,345 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0361</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,212</b>

**LOW INCOME HOME ENERGY SQUAD**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$53,274	\$53,274	\$53,274	\$62,181
T & D	N/A	\$9,488	\$9,488	\$9,488	\$11,096
Marginal Energy	N/A	\$125,649	\$125,649	\$125,649	\$154,317
Environmental Externality	N/A	N/A	N/A	N/A	\$23,156
Subtotal	N/A	\$188,411	\$188,411	\$188,411	\$250,750
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$529,204	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$23,933	N/A	N/A	\$23,933	\$27,038
Subtotal	\$553,136	N/A	N/A	\$23,933	\$27,038
<b>Total Benefits</b>	<b>\$553,136</b>	<b>\$188,411</b>	<b>\$188,411</b>	<b>\$212,344</b>	<b>\$277,787</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$74,540	\$74,540	\$74,540	\$74,540
Project Administration	N/A	\$55,474	\$55,474	\$55,474	\$55,474
Advertising & Promotion	N/A	\$16,796	\$16,796	\$16,796	\$16,796
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$146,810	\$146,810	\$146,810	\$146,810
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$529,204	N/A	N/A
Subtotal	N/A	N/A	\$529,204	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$16,650	N/A	N/A	\$16,650	\$16,650
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$16,650	N/A	N/A	\$16,650	\$16,650
<b>Total Costs</b>	<b>\$16,650</b>	<b>\$146,810</b>	<b>\$676,014</b>	<b>\$163,461</b>	<b>\$163,461</b>
<b>Net Benefit (Cost)</b>	<b>\$536,486</b>	<b>\$41,601</b>	<b>(\$487,603)</b>	<b>\$48,883</b>	<b>\$114,326</b>
<b>Benefit/Cost Ratio</b>	<b>33.22</b>	<b>1.28</b>	<b>0.28</b>	<b>1.30</b>	<b>1.70</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

**Program "Inputs" per Customer kW and per Participant**

Lifetime (Weighted on Generator kWh)	18.5 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.15 kW
Gross Annual kWh Saved at Customer	702 kWh
Net Annual kWh Saved at Generator	763 kWh

**Program Summary All Participants**

Total Participants	512
<b>Total Budget</b>	<b>\$146,810</b>
<b>Net coincident kW Saved at Generator</b>	<b>75 kW</b>
Gross Annual kWh Saved at Customer	359,665 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>390,770 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0203</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$1,955</b>

Company: **Xcel Energy**  
 Project: **Low Income Home Energy Squad**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$286,249	
Escalation Rate =	4.69%	Incentive Costs =	\$29,344	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$315,592	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$29	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	\$0	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	\$1,542	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	10.0	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	7.96	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	672	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	5,349	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$43.67	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$450	Ratepayer Impact Measure Test	(\$421,086)	0.35
Cost per Participant per Dth =	\$63.24	Utility Cost Test	(\$92,204)	0.71
Lifetime Energy Reduction (Dth)	178,727	Societal Test	\$1,085,443	4.23
Societal Cost per Dth	\$1.88	Participant Test	\$1,374,667	71.19

Company: **Xcel Energy**  
 Project: **Low Income Home Energy Squad**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =	\$80,060	
Escalation Rate =	4.69%	Incentive Costs =	\$0	
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =	\$80,060	
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =	\$170	
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =	-	
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =	218	
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =	2.30%	
Escalation Rate =	4.69%	20) Project Life (Years) =	10.0	
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =	6.17	
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh	
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh	
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =	297	
Escalation Rate =	3.59%	24) Total Annual Dth Saved =	1,833	
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =	\$0.00	
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$450	<b>Ratepayer Impact Measure Test</b>	(\$116,259)	0.40
Cost per Participant per Dth =	\$63.24	<b>Utility Cost Test</b>	(\$3,405)	0.96
Lifetime Energy Reduction (Dth)	143,711	<b>Societal Test</b>	\$116,129	2.40
Societal Cost per Dth	\$0.58	<b>Participant Test</b>	\$186,589	63.78

**MULTI-FAMILY ENERGY SAVINGS PROGRAM**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$70,217	\$70,217	\$70,217	\$79,306
T & D	N/A	\$12,444	\$12,444	\$12,444	\$14,077
Marginal Energy	N/A	\$96,235	\$96,235	\$96,235	\$116,835
Environmental Externality	N/A	N/A	N/A	N/A	\$17,730
Subtotal	N/A	\$178,897	\$178,897	\$178,897	\$227,949
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$606,496	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$1,328,157	N/A	N/A	\$1,328,157	\$1,328,157
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,934,653	N/A	N/A	\$1,328,157	\$1,328,157
<b>Total Benefits</b>	<b>\$1,934,653</b>	<b>\$178,897</b>	<b>\$178,897</b>	<b>\$1,507,054</b>	<b>\$1,556,106</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$151,888	\$151,888	\$151,888	\$151,888
Advertising & Promotion	N/A	\$3,400	\$3,400	\$3,400	\$3,400
Measurement & Verification	N/A	\$15,861	\$15,861	\$15,861	\$15,861
Rebates	N/A	\$1,328,157	\$1,328,157	\$1,328,157	\$1,328,157
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,499,306	\$1,499,306	\$1,499,306	\$1,499,306
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$606,496	N/A	N/A
Subtotal	N/A	N/A	\$606,496	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$1,304,518	N/A	N/A	\$1,304,518	\$1,304,518
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$1,304,518	N/A	N/A	\$1,304,518	\$1,304,518
<b>Total Costs</b>	<b>\$1,304,518</b>	<b>\$1,499,306</b>	<b>\$2,105,802</b>	<b>\$2,803,824</b>	<b>\$2,803,824</b>
<b>Net Benefit (Cost)</b>	<b>\$630,135</b>	<b>(\$1,320,409)</b>	<b>(\$1,926,905)</b>	<b>(\$1,296,771)</b>	<b>(\$1,247,718)</b>
<b>Benefit/Cost Ratio</b>	<b>1.48</b>	<b>0.12</b>	<b>0.08</b>	<b>0.54</b>	<b>0.55</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	13.9 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.04 kW
Gross Annual kWh Saved at Customer	104 kWh
Net Annual kWh Saved at Generator	107 kWh

Program Summary All Participants

Total Participants	3,258
<b>Total Budget</b>	<b>\$1,499,306</b>
<b>Net coincident kW Saved at Generator</b>	<b>126 kW</b>
Gross Annual kWh Saved at Customer	339,061 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>347,896 kWh</b>

<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.3099</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$11,886</b>

**MULTI-FAMILY ENERGY SAVINGS PROGRAM**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$23,150	\$23,150	\$23,150	\$26,522
T & D	N/A	\$4,111	\$4,111	\$4,111	\$4,719
Marginal Energy	N/A	\$42,179	\$42,179	\$42,179	\$51,664
Environmental Externality	N/A	N/A	N/A	N/A	\$8,006
Subtotal	N/A	\$69,440	\$69,440	\$69,440	\$90,910
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$251,589	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$533,871	N/A	N/A	\$533,871	\$533,871
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$785,459	N/A	N/A	\$533,871	\$533,871
<b>Total Benefits</b>	<b>\$785,459</b>	<b>\$69,440</b>	<b>\$69,440</b>	<b>\$603,311</b>	<b>\$624,781</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$73,012	\$73,012	\$73,012	\$73,012
Advertising & Promotion	N/A	\$106	\$106	\$106	\$106
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$533,871	\$533,871	\$533,871	\$533,871
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$606,989	\$606,989	\$606,989	\$606,989
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$251,589	N/A	N/A
Subtotal	N/A	N/A	\$251,589	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$310,491	N/A	N/A	\$310,491	\$310,491
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$310,491	N/A	N/A	\$310,491	\$310,491
<b>Total Costs</b>	<b>\$310,491</b>	<b>\$606,989</b>	<b>\$858,578</b>	<b>\$917,480</b>	<b>\$917,480</b>
<b>Net Benefit (Cost)</b>	<b>\$474,969</b>	<b>(\$537,549)</b>	<b>(\$789,138)</b>	<b>(\$314,169)</b>	<b>(\$292,699)</b>
<b>Benefit/Cost Ratio</b>	<b>2.53</b>	<b>0.11</b>	<b>0.08</b>	<b>0.66</b>	<b>0.68</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC ACTUAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	16.2 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.01 kW
Gross Annual kWh Saved at Customer	41 kWh
Net Annual kWh Saved at Generator	45 kWh

**Program Summary All Participants**

Total Participants	3,258
<b>Total Budget</b>	<b>\$606,989</b>
<b>Net coincident kW Saved at Generator</b>	<b>37 kW</b>
Gross Annual kWh Saved at Customer	133,900 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>145,480 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.2583</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$16,225</b>

**AFFORDABLE EFFICIENT NEW HOME CONSTRUCTION**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$24,625	\$24,625	\$24,625	\$29,866
T & D	N/A	\$4,404	\$4,404	\$4,404	\$5,357
Marginal Energy	N/A	\$63,418	\$63,418	\$63,418	\$80,682
Environmental Externality	N/A	N/A	N/A	N/A	\$11,643
Subtotal	N/A	\$92,447	\$92,447	\$92,447	\$127,548
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$402,927	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$99,482	N/A	N/A	\$99,482	\$99,482
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$4,495	N/A	N/A	\$4,495	\$5,077
Subtotal	\$506,904	N/A	N/A	\$103,977	\$104,559
<b>Total Benefits</b>	<b>\$506,904</b>	<b>\$92,447</b>	<b>\$92,447</b>	<b>\$196,424</b>	<b>\$232,107</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$2,485	\$2,485	\$2,485	\$2,485
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$99,482	\$99,482	\$99,482	\$99,482
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$101,967	\$101,967	\$101,967	\$101,967
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$402,927	N/A	N/A
Subtotal	N/A	N/A	\$402,927	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$163,718	N/A	N/A	\$163,718	\$155,831
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$163,718	N/A	N/A	\$163,718	\$155,831
<b>Total Costs</b>	<b>\$163,718</b>	<b>\$101,967</b>	<b>\$504,894</b>	<b>\$265,685</b>	<b>\$257,799</b>
<b>Net Benefit (Cost)</b>	<b>\$343,186</b>	<b>(\$9,520)</b>	<b>(\$412,446)</b>	<b>(\$69,260)</b>	<b>(\$25,691)</b>
<b>Benefit/Cost Ratio</b>	<b>3.10</b>	<b>0.91</b>	<b>0.18</b>	<b>0.74</b>	<b>0.90</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021 ELECTRIC**

**GOAL**

Input Summary and Totals

<b>Program "Inputs" per Customer kW and per Participant</b>	
Lifetime (Weighted on Generator kWh)	19.6 years
T & D Loss Factor (Energy)	7.96%
T & D Loss Factor (Demand)	9.84%
Net coincident kW Saved at Generator	0.27 kW
Gross Annual kWh Saved at Customer	1,439 kWh
Net Annual kWh Saved at Generator	1,563 kWh

**Program Summary All Participants**

Total Participants	<b>109</b>
<b>Total Budget</b>	<b>\$101,967</b>
<b>Net coincident kW Saved at Generator</b>	<b>29 kW</b>
Gross Annual kWh Saved at Customer	156,814 kWh
<b>Net Annual kWh Saved at Generator</b>	<b>170,376 kWh</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>\$0.0306</b>
<b>Utility Program Cost per kW at Gen</b>	<b>\$3,530</b>

**AFFORDABLE EFFICIENT NEW HOME CONSTRUCTION**

2021 Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
<b>Avoided Revenue Requirements</b>					
Generation	N/A	\$0	\$0	\$0	\$0
T & D	N/A	\$0	\$0	\$0	\$0
Marginal Energy	N/A	\$0	\$0	\$0	\$0
Environmental Externality	N/A	N/A	N/A	N/A	\$0
Subtotal	N/A	\$0	\$0	\$0	\$0
<b>Participant Benefits</b>					
Bill Reduction - Electric	\$0	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$0	N/A	N/A	\$0	\$0
Incremental Capital Savings	\$0	N/A	N/A	\$0	\$0
Incremental O&M Savings	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Benefits</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Costs</b>					
<b>Utility Project Costs</b>					
Customer Services	N/A	\$0	\$0	\$0	\$0
Project Administration	N/A	\$1,229	\$1,229	\$1,229	\$1,229
Advertising & Promotion	N/A	\$0	\$0	\$0	\$0
Measurement & Verification	N/A	\$0	\$0	\$0	\$0
Rebates	N/A	\$0	\$0	\$0	\$0
Other	N/A	\$0	\$0	\$0	\$0
Subtotal	N/A	\$1,229	\$1,229	\$1,229	\$1,229
<b>Utility Revenue Reduction</b>					
Revenue Reduction - Electric	N/A	N/A	\$0	N/A	N/A
Subtotal	N/A	N/A	\$0	N/A	N/A
<b>Participant Costs</b>					
Incremental Capital Costs	\$0	N/A	N/A	\$0	\$0
Incremental O&M Costs	\$0	N/A	N/A	\$0	\$0
Subtotal	\$0	N/A	N/A	\$0	\$0
<b>Total Costs</b>	<b>\$0</b>	<b>\$1,229</b>	<b>\$1,229</b>	<b>\$1,229</b>	<b>\$1,229</b>
<b>Net Benefit (Cost)</b>	<b>\$0</b>	<b>(\$1,229)</b>	<b>(\$1,229)</b>	<b>(\$1,229)</b>	<b>(\$1,229)</b>
<b>Benefit/Cost Ratio</b>	<b>INF</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

**2021**

**ELECTRIC**

**ACTUAL**

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	0.0 years
T & D Loss Factor (Energy)	0.00%
T & D Loss Factor (Demand)	0.00%
Net coincident kW Saved at Generator	#DIV/0!
Gross Annual kWh Saved at Customer	#DIV/0!
Net Annual kWh Saved at Generator	#DIV/0!

Program Summary All Participants

Total Participants	0
<b>Total Budget</b>	<b>\$1,229</b>
<b>Net coincident kW Saved at Generator</b>	<b>#DIV/0!</b>
Gross Annual kWh Saved at Customer	#DIV/0!
<b>Net Annual kWh Saved at Generator</b>	<b>#DIV/0!</b>
<b>Utility Program Cost per kWh Lifetime</b>	<b>#DIV/0!</b>
<b>Utility Program Cost per kW at Gen</b>	<b>#DIV/0!</b>



Company: **Xcel Energy**  
 Project: **Affordable Efficient New Home Construction**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06	Administrative & Operating Costs =		\$11,432
Escalation Rate =	4.69%	Incentive Costs =		\$326,851
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000	16) Total Utility Project Costs =		\$338,283
Escalation Rate =	4.69%	17) Direct Participant Costs (\$/Part.) =		\$5,912
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh	18) Participant Non-Energy Costs (Annual \$/Part.) =		\$0
3) Commodity Cost (\$/Dth) =	\$3.25	Escalation Rate =		2.30%
Escalation Rate =	4.69%	19) Participant Non-Energy Savings (Annual \$/Part.) =		\$58
4) Demand Cost (\$/Unit/Yr) =	\$82.36	Escalation Rate =		2.30%
Escalation Rate =	4.69%	20) Project Life (Years) =		19.9
5) Peak Reduction Factor =	1.00%	21) Avg. Dth/Part. Saved =		119.11
6) Variable O&M (\$/Dth) =	\$0.0411	22) Avg Non-Gas Fuel Units/Part. Saved =		0 kWh
Escalation Rate =	4.69%	22a) Avg Additional Non-Gas Fuel Units/ Part. Used =		0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000	23) Number of Participants =		65
Escalation Rate =	3.59%	24) Total Annual Dth Saved =		7,742
8) Non-Gas Fuel Loss Factor	0.00%	25) Incentive/Participant =		\$5,028.48
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$5,094	Ratepayer Impact Measure Test	(\$632,728)	0.50
Cost per Participant per Dth =	\$86.62	Utility Cost Test	\$285,224	1.84
Lifetime Energy Reduction (Dth)	1,007,896	Societal Test	\$677,188	1.93
Societal Cost per Dth	\$0.72	Participant Test	\$864,250	3.25

Company: **Xcel Energy**  
 Project: **Affordable Efficient New Home Construction**

Input Data		2021		
1) Retail Rate (\$/Dth) =	\$6.06		Administrative & Operating Costs =	\$205
Escalation Rate =	4.69%		Incentive Costs =	\$0
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000		16) Total Utility Project Costs =	\$205
Escalation Rate =	4.69%		17) Direct Participant Costs (\$/Part.) =	-\$19
Non-Gas Fuel Units (ie. kWh, Gallons, etc) =	kWh		18) Participant Non-Energy Costs (Annual \$/Part.) =	#DIV/0!
3) Commodity Cost (\$/Dth) =	\$3.25		Escalation Rate =	2.30%
Escalation Rate =	4.69%		19) Participant Non-Energy Savings (Annual \$/Part.) =	#DIV/0!
4) Demand Cost (\$/Unit/Yr) =	\$82.36		Escalation Rate =	2.30%
Escalation Rate =	4.69%		20) Project Life (Years) =	0.0
5) Peak Reduction Factor =	1.00%		21) Avg. Dth/Part. Saved =	-
6) Variable O&M (\$/Dth) =	\$0.0411		22) Avg Non-Gas Fuel Units/Part. Saved =	0 kWh
Escalation Rate =	4.69%		22a) Avg Additional Non-Gas Fuel Units/ Part. Used =	0 kWh
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.00000		23) Number of Participants =	-
Escalation Rate =	3.59%		24) Total Annual Dth Saved =	0
8) Non-Gas Fuel Loss Factor	0.00%		25) Incentive/Participant =	\$0.00
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0000			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	3.02%			
12) MN CIP Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			

Cost Summary	2021	Test Results	2021 NPV	2021 B/C
Utility Cost per Participant =	\$5,094	<b>Ratepayer Impact Measure Test</b>	(\$205)	-
Cost per Participant per Dth =	\$86.62	<b>Utility Cost Test</b>	(\$205)	-
Lifetime Energy Reduction (Dth)	853,695	<b>Societal Test</b>	(\$205)	-
Societal Cost per Dth	\$0.00	<b>Participant Test</b>	\$0	#DIV/0!

➤ One-Stop Efficiency Shop Program (Electric) 2021 Actual

Net Present Cost Benefit Summary Analysis For All Participants

	Participant Test (\$Total)	Utility Test (\$Total)	Rate Impact Test (\$Total)	Total Resource Test (\$Total)	Societal Test (\$Total)
<b>Benefits</b>					
Avoided Revenue Requirements					
Generation	N/A	\$ 8,017,136	\$ 8,017,136	\$ 8,017,136	\$ 9,430,138
T & D	N/A	\$ 1,429,542	\$ 1,429,542	\$ 1,429,542	\$ 1,684,992
Marginal Energy	N/A	\$ 17,489,833	\$ 17,489,833	\$ 17,489,833	\$ 21,356,012
Environmental Externality	N/A	N/A	N/A	N/A	\$ 3,207,612
Subtotal	N/A	\$ 26,936,511	\$ 26,936,511	\$ 26,936,511	\$ 35,678,754
Participant Benefits					
Bill Reduction - Electric	\$ 64,754,069	N/A	N/A	N/A	N/A
Rebates from Xcel Energy	\$ 7,401,852	N/A	N/A	\$ 7,401,852	\$ 7,401,852
Incremental Capital Savings	\$ -	N/A	N/A	\$ -	\$ -
Incremental O&M Savings	\$ -	N/A	N/A	\$ -	\$ -
Subtotal	\$ 72,155,921	N/A	N/A	\$ 7,401,852	\$ 7,401,852
<b>Total Benefits</b>	\$ 72,155,921	\$ 26,936,511	\$ 26,936,511	\$ 34,338,363	\$ 43,080,606
<b>Costs</b>					
Utility Project Costs					
Project Administration	N/A	\$ 5,657,111	\$ 5,657,111	\$ 5,657,111	\$ 5,657,111
Utility Administration	N/A	\$ 334,334	\$ 334,334	\$ 334,334	\$ 334,334
Advertising & Promotion	N/A	\$ -	\$ -	\$ -	\$ -
Measurement & Verification	N/A	\$ -	\$ -	\$ -	\$ -
Rebates	N/A	\$ 7,401,852	\$ 7,401,852	\$ 7,401,852	\$ 7,401,852
Other	N/A	\$ -	\$ -	\$ -	\$ -
Subtotal	N/A	\$ 13,393,297	\$ 13,393,297	\$ 13,393,297	\$ 13,393,297
Utility Revenue Reduction					
Revenue Reduction - Electric	N/A	N/A	\$ 64,754,069	N/A	N/A
Subtotal	N/A	N/A	\$ 64,754,069	N/A	N/A
Participant Costs					
Incremental Capital Costs	\$ 14,109,503	N/A	N/A	\$ 14,109,503	\$ 14,109,503
Incremental O&M Costs	\$ 1,739,095	N/A	N/A	\$ 1,739,095	\$ 2,067,352
Subtotal	\$ 15,848,599	N/A	N/A	\$ 15,848,599	\$ 16,176,855
<b>Total Costs</b>	\$ 15,848,599	\$ 13,393,297	\$ 78,147,366	\$ 29,241,895	\$ 29,570,152
<b>Net Benefit (Cost)</b>	<b>\$56,307,322</b>	<b>\$13,543,214</b>	<b>(\$51,210,855)</b>	<b>\$5,096,468</b>	<b>\$13,510,454</b>
<b>Benefit/Cost Ratio</b>	<b>4.55</b>	<b>2.01</b>	<b>0.34</b>	<b>1.17</b>	<b>1.46</b>

Note: Dollar values represent present value of impacts accumulated over the lifetime of the measures.

➤ One-Stop Efficiency Shop Program 2021 Actual

Input Summary and Totals

Program "Inputs" per Customer kW

Lifetime (Weighted on Generator kWh)	A	16.00 years
Annual Hours	B	8760
Gross Customer kW	C	1 kW
Generator Peak Coincidence Factor	D	78.32%
Gross Load Factor at Customer	E	47.78%
Transmission Loss Factor (Energy)	F	6.650%
Transmission Loss Factor (Demand)	G	8.060%
TRC Net Benefit (Cost)	H	\$1,057
Net coincident kW Saved at Generator	$(D \times C) / (1 - G)$	0.8518 kW
Gross Annual kWh Saved at Customer	$(B \times E \times C)$	4,185 kWh
Net Annual kWh Saved at Generator	$(B \times E \times C) / (1 - F)$	4,484 kWh

Program Summary per Participant

Gross kW Saved at Customer	I	5.94 kW
Net coincident kW Saved at Generator	$(I \times D) / (1 - G)$	5.06 kW
Gross Annual kWh Saved at Customer	$(B \times E \times I)$	24,870 kWh
Net Annual kWh Saved at Generator	$(B \times E \times I) / (1 - F)$	26,642 kWh

Program Summary All Participants

Total Participants	J	2,151
Total Budget	K	\$ 13,393,297
Gross kW Saved at Customer	$(J \times I)$	12,782 kW
Net coincident kW Saved at Generator	$(I \times D) / (1 - G) \times J$	10,888 kW
Gross Annual kWh Saved at Customer	$(B \times E \times I) \times J$	53,495,140 kWh
Net Annual kWh Saved at Generator	$((B \times E \times I) / (1 - F)) \times J$	57,305,988 kWh
TRC Net Benefits	$(J \times I \times H)$	\$13,510,454

Utility Program Cost per kWh Lifetime	\$0.0146
Utility Program Cost per kW at Gen	\$1,230.11

Conservation Improvement Program (CIP)

BENEFIT COST FOR GAS CIPS-- Cost-Effectiveness Analysis

Company: **Xcel Energy**  
 Project: **One-Stop Efficiency Shop**

Input Data		First Year	Second Year	Third Year
1) Retail Rate (\$/Dth) =	\$5.43			
Escalation Rate =	4.69%			
2) Non-Gas Fuel Retail Rate (\$/Fuel Unit) =	\$0.000			
Escalation Rate =	3.59%			
Non-Gas Fuel Units (ie. kWh,Gallons, etc) =	kWh			
3) Commodity Cost (\$/Dth) =	\$3.25			
Escalation Rate =	4.69%			
4) Demand Cost (\$/Unit/Yr) =	\$82.36			
Escalation Rate =	4.69%			
5) Peak Reduction Factor =	1.00%			
6) Variable O&M (\$/Dth) =	\$0.0411			
Escalation Rate =	4.69%			
7) Non-Gas Fuel Cost (\$/Fuel Unit) =	\$0.02657			
Escalation Rate =	3.59%			
8) Non-Gas Fuel Loss Factor	7.70%			
9) Gas Environmental Damage Factor =	\$2.0700			
Escalation Rate =	2.30%			
10) Non Gas Fuel Enviro. Damage Factor (\$/Unit) =	\$0.0198			
Escalation Rate =	2.30%			
11) Participant Discount Rate =	6.38%			
12) Utility Discount Rate =	5.34%			
13) Societal Discount Rate =	3.02%			
14) General Input Data Year =	2020			
15a) Project Analysis Year 1 =	2021			
15b) Project Analysis Year 2 =	2022			
15c) Project Analysis Year 3 =	2023			
16 Utility Project Costs				
16 a) Administrative & Operating Costs =		\$0		
16 b) Incentive Costs =		\$0		
16 c) Total Utility Project Costs =		\$0		
17) Direct Participant Costs (\$/Part.) =		\$0		
18) Participant Non-Energy Costs (Annual \$/Part.) =		\$0		
Escalation Rate =		2.30%		
19) Participant Non-Energy Savings (Annual \$/Part)		\$0		
Escalation Rate =		2.30%		
20) Project Life (Years) =		10		
21) Avg. Dth/Part. Saved =		57		
22) Avg Non-Gas Fuel Units/Part. Saved =		0 kWh		
22a) Avg Additional Non-Gas Fuel Units/ Part. Used		0 kWh		
23) Number of Participants =		41		
24) Total Annual Dth Saved =		2,330		
25) Incentive/Participant =		\$0		

Cost Summary	1st Yr	2nd Yr	3rd Yr	Test Results	Triennial NPV	Triennial B/C
Utility Cost per Participant =		\$0.00		<b>Ratepayer Impact Measure Test</b>	(\$31,249)	0.76
Cost per Participant per Dth =	\$	-				
Lifetime Energy Reduction (Dth)		23,299		<b>Utility Cost Test</b>	\$97,623	N/A
Societal Cost per Dth	\$	-		<b>Societal Test</b>	\$155,827	N/A
				<b>Participant Test</b>	\$123,410	N/A

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Affordable Efficient New Home Construction	New Homes	11 MSR - Combo Customers	Energy Efficient Home	20	\$13,900.00	\$13,819.71	1,274	0.200	296.8	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	12 MSR - Combo Customers	Energy Efficient Home	20	\$14,600.00	\$14,541.50	1,323	0.216	401.1	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	13 MSR - Combo Customers	Energy Efficient Home	20	\$14,500.00	\$14,400.69	1,329	0.217	418.2	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	11 MSR - Gas Only Customers	Energy Efficient Home	20	\$11,100.00	\$11,055.77	0	0.000	296.8	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	12 MSR - Gas Only Customers	Energy Efficient Home	20	\$11,700.00	\$11,633.20	0	0.000	296.8	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	13 MSR - Gas Only Customers	Energy Efficient Home	20	\$11,600.00	\$11,520.55	0	0.000	418.2	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes - 100% Electric Homes	11 MSR + Electrification - Electric Only Customers	Energy Efficient Home	20	\$14,200.00	\$14,129.71	7,878	0.452	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes - 100% Electric Homes	12 MSR + Electrification - Electric Only Customers	Energy Efficient Home	20	\$14,900.00	\$14,851.50	9,883	0.469	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes - 100% Electric Homes	13 MSR + Electrification - Electric Only Customers	Energy Efficient Home	20	\$15,000.00	\$14,910.69	10,210	0.469	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	20% to 25% improvement over code - Combo Customers	Energy Efficient Home	20	\$1,000.00	\$4,452.55	1,455	0.491	32.5	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	25% to 30% improvement over code - Combo Customers	Energy Efficient Home	20	\$1,200.00	\$5,437.00	1,895	0.551	43.9	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	30% to 35% improvement over code - Combo Customers	Energy Efficient Home	20	\$1,500.00	\$6,715.04	5,521	0.925	21.8	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	35% and greater improvement over code - Combo Customers	Energy Efficient Home	20	\$2,000.00	\$7,918.43	6,466	0.716	37.4	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	20% to 25% improvement over code - Gas Only Customers	Energy Efficient Home	20	\$1,000.00	\$3,913.00	0	0.000	32.1	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	25% to 30% improvement over code - Gas Only Customers	Energy Efficient Home	20	\$1,200.00	\$4,700.30	0	0.000	43.3	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	30% to 35% improvement over code - Gas Only Customers	Energy Efficient Home	20	\$1,500.00	\$3,251.88	0	0.000	57.5	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes	35% and greater improvement over code - Gas Only Customers	Energy Efficient Home	20	\$2,000.00	\$4,335.84	0	0.000	88.9	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes - 100% Electric Homes	20% to 25% improvement over code - 100% Electric Home - Electric Only Customers	Energy Efficient Home	20	\$1,000.00	\$6,047.08	5,344	0.509	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes - 100% Electric Homes	25% to 30% improvement over code - 100% Electric Home - Electric Only Customers	Energy Efficient Home	20	\$1,200.00	\$7,702.49	6,636	0.653	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes - 100% Electric Homes	30% to 35% improvement over code - 100% Electric Home - Electric Only Customers	Energy Efficient Home	20	\$1,500.00	\$9,956.47	8,434	0.876	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	New Homes - 100% Electric Homes	35% and greater improvement over code - 100% Electric Home - Electric Only Customers	Energy Efficient Home	20	\$2,000.00	\$16,518.88	19,398	1.360	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	ENERGY STAR Refrigerator	Refrigerator Replacement	ENERGY STAR @ Refrigerators	14	\$15.00	\$20.00	45	0.003	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	ENERGY STAR Clothes Dryer	ENERGY STAR Clothes Dryer	Energy Star Clothes Dryer >= 4.4 Cu. Ft.	12	\$40.00	\$75.00	98	0.350	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	ENERGY STAR Clothes Washer	Energy Star Front-loading Clothes Washer - Combo Customers w/ Electric DHW	Energy Star Front-Loading Clothes Washer w/ electric DHW and Electric Dryer	11	\$40.00	\$50.00	151	0.510	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	ENERGY STAR Clothes Washer	Energy Star Front-Loading Clothes Washer - Combo Customers w/ Gas DHW	Energy Star Front-Loading Clothes Washer w/ Gas DHW and Electric Dryer	11	\$20.00	\$50.00	125	0.420	1.2	\$0.00	100%		
Affordable Efficient New Home Construction	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	76	0.180	5.5	\$0.00	100%		
Affordable Efficient New Home Construction	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	2	1.109	0.0	\$0.00	100%		

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Affordable Efficient New Home Construction	AC Rewards-DR	Residential Smart Thermostat	Utility Load Control for control period with Tier II or III thermostat	5	\$125.00	\$215.00	2	1.109	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	Smart Thermostat	Install Energy Star certified smart thermostat - AC & GAS	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	5.5	\$0.00	100%		
Affordable Efficient New Home Construction	Smart Thermostat	Install Energy Star certified smart thermostat - AC ONLY	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	Smart Thermostat	Install Energy Star certified smart thermostat - GAS Only	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	0	0.000	5.5	\$0.00	100%		
Affordable Efficient New Home Construction	ES Radon Fans	Energy Star Radon Fans	Energy Star Radon Fan - Radonaway RFP140	10	\$20.00	\$0.00	273	0.031	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.25	\$1.25	74	0.010	0.0	\$12.17	100%		
Affordable Efficient New Home Construction	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$1.50	\$1.50	91	0.013	0.0	\$17.32	100%		
Affordable Efficient New Home Construction	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.25	\$1.25	0	0.000	0.3	\$12.17	100%		
Affordable Efficient New Home Construction	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$1.50	\$1.50	0	0.000	0.4	\$17.32	100%		
Affordable Efficient New Home Construction	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	511	0.037	0.0	\$97.40	100%		
Affordable Efficient New Home Construction	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	344	0.025	0.0	\$65.49	100%		
Affordable Efficient New Home Construction	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	0	0.000	2.2	\$97.40	100%		
Affordable Efficient New Home Construction	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	0	0.000	1.5	\$65.49	100%		
Affordable Efficient New Home Construction	Water Heater DR	Demand response capability on grid enabled electric resistance water heater	Demand response from electric resistance water heater	1	\$100.00	\$200.00	1	0.213	0.0	\$0.00	100%		
Affordable Efficient New Home Construction	Water Heater DR	Load Shift & Demand response capability on new heat pump water heater (CTA 2045)	Heat Pump Water Heater w/ DR Management	1	\$100.00	\$325.00	152	0.071	0.0	\$0.00	100%		
Business Energy Assessments	Behavioral Industrial	Behavioral Changes	Behavior changes that reduce energy use	3	\$464.91	\$0.00	23,245	1.445	0.0	\$0.00	100%		
Business Energy Assessments	Behavioral Industrial	Behavioral Changes	Behavior changes that reduce energy use	3	\$464.91	\$0.00	23,245	1.445	0.0	\$0.00	100%		
Business Energy Assessments	Behavioral Commercial	Behavioral Changes	Behavior changes that reduce energy use	3	\$1,859.62	\$0.00	92,981	5.778	0.0	\$0.00	100%		
Business Energy Assessments	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%		
Business Energy Assessments	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%		
Business Energy Assessments	AC Rewards - Business	Business Smart Thermostat - DR Direct Install	New Installation of DR Capable Smart Thermostat	5	\$255.00	\$255.00	14	2.081	0.0	\$0.00	100%		
Business Energy Assessments	AC Rewards - Business	Business Smart Thermostat - BYOT	Existing Dispatchable Device	5	\$100.00	\$100.00	14	2.081	0.0	\$0.00	100%		
Business Energy Assessments	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & GAS	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	7.7	\$0.00	100%		
Business Energy Assessments	AC Rewards - Business	Install Energy Star certified smart thermostat - AC ONLY	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	0.0	\$0.00	100%		
Business Energy Assessments	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Energy Star Certified Thermostat	10	\$95.00	\$95.00	911	0.000	0.0	\$0.00	100%		

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Business Energy Assessments	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$5,274.00	\$0.00	986	164.289	0.0	\$0.00	100%		
Business Energy Assessments	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$5,274.00	\$0.00	986	164.289	0.0	\$0.00	100%		
Business Energy Assessments	Custom BEA Industrial Project	Custom Industrial BEA Electric	High Efficiency Product/system	18	\$5,036.11	\$60,089.96	115,245	13.872	0.0	\$0.00	100%		
Business Energy Assessments	Custom BEA Industrial Project	Custom Industrial BEA Gas	High Efficiency Product/system	19	\$12,823.85	\$74,630.00	0	0.000	2,564.8	\$16,050.85	100%		
Business Energy Assessments	Custom BEA Commercial Project	Custom Commercial BEA Electric	New Efficient Equipment	17	\$7,752.07	\$34,850.64	101,300	19.617	0.0	\$0.00	100%		
Business Energy Assessments	Custom BEA Commercial Project	Custom Commercial BEA Gas	New Efficient Equipment	15	\$3,888.67	\$17,980.33	0	0.000	737.8	\$42.67	100%		
Business Energy Assessments	Efficiency Controls Gas Project	Business Energy Assessments Controls Gas Project	New Building Controls	15	\$4,005.47	\$47,311.88	0	0.000	801.1	\$1,195.19	100%		
Business Energy Assessments	Efficiency Controls Electric Project	Business Energy Assessments Controls Electric Project	New Building Controls	15	\$8,375.64	\$52,277.85	170,777	2.244	0.0	\$1,481.23	100%		
Business Energy Assessments	Industrial Prescriptive	Average Cooling Project	More efficient cooling equipment	20	\$740.70	\$1,532.95	13,379	1.284	0.0	\$0.00	100%		
Business Energy Assessments	Industrial Prescriptive	Average Compressed Air/FSO Project	Optimized System	11	\$4,654.65	\$7,994.12	68,687	6.676	0.0	\$0.00	100%		
Business Energy Assessments	Industrial Prescriptive	Average EMS	New Direct Digital Controls System	15	\$1,598.33	\$41,031.09	66,293	0.000	0.0	\$0.00	100%		
Business Energy Assessments	Industrial Prescriptive	Average Lighting Project	Optimized System	15	\$5,474.70	\$22,649.44	78,367	7.781	0.0	\$0.00	100%		
Business Energy Assessments	Industrial Prescriptive	Average Motor Project	Optimized System	15	\$3,031.26	\$10,652.08	33,890	6.214	0.0	\$0.00	100%		
Business Energy Assessments	Industrial Prescriptive	Average Heating Project	New System	17	\$99.42	\$312.88	0	0.000	195.5	\$0.00	100%		
Business Energy Assessments	Commercial Prescriptive	Average Cooling Project	More efficient cooling equipment	20	\$24,535.65	\$28,196.15	211,955	20.190	0.0	\$0.00	100%		
Business Energy Assessments	Commercial Prescriptive	Average Compressed Air/FSO Project	Efficient Equipment	11	\$7,456.56	\$9,340.91	62,980	7.132	0.0	\$9.38	100%		
Business Energy Assessments	Commercial Prescriptive	Average Lighting Project	Efficient Equipment	15	\$6,926.60	\$25,670.06	130,959	19.684	0.0	-\$641.69	100%		
Business Energy Assessments	Commercial Prescriptive	Average Motor Project	Efficient Equipment	15	\$7,459.87	\$25,828.65	92,699	14.282	0.0	\$0.00	100%		
Business Energy Assessments	Commercial Prescriptive	Average Heating Project	Efficient Equipment	17	\$387.62	\$1,039.70	0	0.000	240.4	-\$0.72	100%		
Business Energy Assessments	BEA Building Assessment	Building Assessment	Assessment Performed and Energy Efficient Improvements Implemented	0	\$3,500.00	\$5,000.00	0	0.000	0.0	\$0.00	100%		
Business Energy Assessments	BEA Targeted Building Assessment	Targeted Building Assessment	Assessment Performed and Energy Efficient Improvements Implemented	0	\$15,000.00	\$20,000.00	0	0.000	0.0	\$0.00	100%		
Business Energy Assessments	Building Assessment RCx Implementation	Recommissioning Implementation	Post-Recommissioned Building	7	\$7,000.72	\$21,198.47	190,218	1.724	4,370	\$9,987.08	100%	16	3
Business Energy Assessments	Targeted Building Assessment RCx Implementation	Recommissioning Implementation	Post-Recommissioned Building	7	\$6,303.37	\$24,000.57	197,023	6.159	534.4	\$623.93	100%	0	0
Business Energy Assessments	BEA Industrial Streamlined Assessment	Industrial Streamlined Assessment	Assessment Performed and Energy Efficient Improvements Implemented	0	\$6,172.07	\$6,172.07	0	0.000	0.0	\$0.00	100%	0	0
Business Energy Assessments	Building Operator Certification	BOC	Energy Use After Class	5	\$500.00	\$844.32	10,380	1.127	0	\$0.00	100%	2	0
Business Energy Assessments	BEA Industrial Streamlined Assessment	Recommissioning Implementation	Post-Recommissioned Building	7	\$0.00	\$250.00	21,741	0.000	260.6	\$0.00	100%		
Business New Construction	EDA	Energy Design Assistance - Gas	More Efficient than Code Building	20	\$4,251.80	\$61,203.41	0	0.000	781.0	\$15.34	100%	0	191
Business New Construction	EDA	Energy Design Assistance - Electric	More Efficient than Code Building	20	\$5,573.94	\$20,401.14	20,477	8.388	0.0	\$1.48	100%	1,757	0
Business New Construction	EDA	Energy Design Assistance - Gas - 2023	More Efficient than Code Building	20	\$8,952.58	\$161,280.57	0	0.000	1,790.5	\$0.00	100%	0	0
Business New Construction	EDA	Energy Design Assistance - Electric - 2023	More Efficient than Code Building	20	\$52,180.67	\$201,846.37	344,615	77.186	0.0	-\$104.84	100%	0	0
Business New Construction	EEB	Energy Efficient Buildings - Gas	More Efficient than Code Building	18	\$11,698.29	\$41,230.98	0	0.000	2,029.7	\$5,487.81	100%	0	7
Business New Construction	EEB	Energy Efficient Buildings - Electric	More Efficient than Code Building	18	\$6,438.01	\$21,274.57	70,209	13.128	0.0	\$270.36	100%	182	0
Business New Construction	Code Compliance	Code review of buildings to elevate reviewed buildings to code.	Code-Compliant Building	13	\$0.00	\$24,891.48	49,737	22.059	43.2	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Business New Construction	Interrupted Rates	Participating Customer	Utility load control of at least 50 kW for control period	5	\$0.00	\$0.00	329	164.289	0.0	\$0.00	100%	0	0
Business New Construction	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%	0	0
Business New Construction	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%	0	0
Business New Construction	AC Rewards - Business	Business Smart Thermostat - DR Direct Install	New Installation of DR Capable Smart Thermostat	5	\$255.00	\$255.00	14	2.081	0.0	\$0.00	100%	0	0
Business New Construction	AC Rewards - Business	Business Smart Thermostat - BYOT	Existing Dispatchable Device	5	\$100.00	\$100.00	14	2.081	0.0	\$0.00	100%	0	0
Business New Construction	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & GAS	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	7.7	\$0.00	100%	0	0
Business New Construction	AC Rewards - Business	Install Energy Star certified smart thermostat - AC ONLY	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	0.0	\$0.00	100%	0	0
Business New Construction	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Energy Star Certified Thermostat	10	\$95.00	\$95.00	911	0.000	0.0	\$0.00	100%	0	0
Business New Construction	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$3,667.00	\$0.00	685	114.240	0.0	\$0.00	100%	0	0
Business New Construction	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$3,667.00	\$0.00	685	114.240	0.0	\$0.00	100%	0	0
Business New Construction	AC Rewards-DR	Residential Smart Thermostat - Multifamily - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$25.00	\$25.00	1	0.386	0.0	\$0.00	70%	0	0
Business New Construction	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo - Multifamily	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	43	0.082	1.4	\$0.00	100%	0	0
Business New Construction	EEB	Energy Efficient Buildings - Gas - 2023	More Efficient than Code Building	19	\$3,694.44	\$8,754.70	0	0.000	193.7	-\$28.00	100%	0	0
Business New Construction	EEB	Energy Efficient Buildings - Electric - 2023	More Efficient than Code Building	18	\$8,340.74	\$16,995.81	35,543	9.401	0.0	-\$130.09	100%	0	0
Commercial Efficiency	Commercial Efficiency Prescriptive	Average Compressed Air/FSO Project	Optimized System	39	\$250.00	\$363.31	13,859	2,190	0.0	\$0.00	100%	4	0
Commercial Efficiency	Commercial Efficiency Prescriptive	Average Cooling Project	More efficient cooling equipment	39	\$2,067.73	\$1,441.14	3,907	2,394	0.0	\$0.00	100%	70	0
Commercial Efficiency	Commercial Efficiency Prescriptive	Average Heating Project	New System	4	\$43.57	\$279.02	0	0.000	127.8	\$0.00	100%	0	235
Commercial Efficiency	Commercial Efficiency Prescriptive	Average Lighting Project	Optimized System	16	\$10.38	\$48.14	195	0.025	0.0	\$0.44	100%	76,289	0
Commercial Efficiency	Commercial Efficiency Prescriptive	Average Motor Project	Optimized System	19	\$1,298.93	\$4,499.16	19,269	2,091	0.0	\$0.00	100%	304	0
Commercial Efficiency	Behavioral Commercial	Behavioral Changes	Behavior changes that reduce energy use	3	\$1,859.62	\$0.00	92,981	5.778	0.0	\$0.00	100%	0	0
Commercial Efficiency	AC Rewards - Business	Business Smart Thermostat - BYOT	Existing Dispatchable Device	5	\$100.00	\$100.00	14	2.081	0.0	\$0.00	100%	0	0
Commercial Efficiency	AC Rewards - Business	Business Smart Thermostat - DR Direct Install	New Installation of DR Capable Smart Thermostat	5	\$255.00	\$255.00	14	2.081	0.0	\$0.00	100%	0	0
Commercial Efficiency	Data Center Efficiency Implementation	CE Data Center Custom Project	High Efficiency Product/system	20	\$5,708.54	\$86,625.00	146,829	7.547	0.0	\$2,000.00	100%	0	0
Commercial Efficiency	EDA	CE Parent for electric EDA projects	More Efficient than Code Building	20	\$67,221.00	\$267,596.70	400,533	94,000	0.0	\$0.00	100%	1	0
Commercial Efficiency	EDA	CE Parent for electric EDA projects - 2023	More Efficient than Code Building	20	\$52,180.67	\$201,846.37	344,615	77.186	0.0	-\$104.84	100%	0	0
Commercial Efficiency	EEB	CE Parent for electric EEB projects	More Efficient than Code Building	20	\$4,752.26	\$13,879.49	41,914	9,890	0.0	\$199.79	100%	5	0
Commercial Efficiency	EDA	CE Parent for gas EDA projects	More Efficient than Code Building	20	\$10,043.00	\$161,280.57	0	0.000	2,014.1	\$0.00	100%	0	0
Commercial Efficiency	EDA	CE Parent for gas EDA projects - 2023	More Efficient than Code Building	20	\$8,952.58	\$161,280.57	0	0.000	1,790.5	\$0.00	100%	0	0
Commercial Efficiency	EEB	CE Parent for gas EEB projects	More Efficient than Code Building	20	\$3,694.44	\$8,754.70	0	0.000	193.7	-\$28.00	100%	0	0



Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Commercial Efficiency	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%	0	0
Commercial Efficiency	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%	0	0
Commercial Efficiency	Efficiency Controls Electric Project	Commercial Efficiency Controls Electric Project	New Building Controls	15	\$8,375.64	\$52,277.85	170,777	2,244	0.0	\$1,461.23	100%	0	0
Commercial Efficiency	Efficiency Controls Gas Project	Commercial Efficiency Controls Gas Project	New Building Controls	15	\$4,005.47	\$47,311.88	0	0.000	801.1	\$1,195.19	100%	0	0
Commercial Efficiency	Custom Electric Commercial Efficiency Project	Custom Electric Commercial Efficiency Project	New Efficient Equipment	18	\$13,698.53	\$52,098.95	181,920	28	0.0	\$128.95	100%	47	0
Commercial Efficiency	Custom Gas Commercial Efficiency Project	Custom Gas Commercial Efficiency Project	New Efficient Equipment	9	\$4,124.08	\$36,913.93	0	0	1,178.5	\$682.93	100%	0	12
Commercial Efficiency	EEB	Energy Efficient Buildings - Electric - 2023	More Efficient than Code Building	18	\$8,340.74	\$16,995.81	35,543	9,401	0.0	-\$130.09	100%	0	0
Commercial Efficiency	EEB	Energy Efficient Buildings - Gas - 2023	More Efficient than Code Building	19	\$3,694.44	\$8,754.70	0	0.000	193.7	-\$28.00	100%	0	0
Commercial Efficiency	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$6,559.00	\$0.00	1,226	204.320	0.0	\$0.00	100%	0	0
Commercial Efficiency	RCx Implementation	Implementation of ECO's found in studies	Post-Recommissioned Building	7	\$3,848.06	\$12,402.42	232,240	2,779	141.2	\$0.00	100%	0	0
Commercial Efficiency	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Energy Star Certified Thermostat	10	\$95.00	\$95.00	911	0.000	0.0	\$0.00	100%	0	0
Commercial Efficiency	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & GAS	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	7.7	\$0.00	100%	0	0
Commercial Efficiency	AC Rewards - Business	Install Energy Star certified smart thermostat - AC ONLY	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	0.0	\$0.00	100%	0	0
Commercial Efficiency	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$6,559.00	\$0.00	1,226	204.320	0.0	\$0.00	100%	0	0
Commercial Efficiency	Electric Rate Savings	Participating Customer	Utility load control of at least 50 kW for control period	5	\$0.00	\$0.00	329	164.289	0.0	\$0.00	100%	0	0
Commercial Efficiency	Commercial Efficiency Study	Phase 2 Study	0	0	\$13,782.44	\$17,974.94	0	0.000	0.0	\$0.00	100%	0	0
Commercial Efficiency	CE	System Optimization and Annual Achievement Bonuses	0	0	\$46,508.64	\$0.00	0	0.000	0.0	\$0.00	100%	0	0
Commercial Streamlined Assessment	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%		
Commercial Streamlined Assessment	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%		
Commercial Streamlined Assessment	AC Rewards - Business	Business Smart Thermostat - DR Direct Install	New Installation of DR Capable Smart Thermostat	5	\$255.00	\$255.00	14	2.081	0.0	\$0.00	100%		
Commercial Streamlined Assessment	AC Rewards - Business	Business Smart Thermostat - BYOT	Existing Dispatchable Device	5	\$100.00	\$100.00	14	2.081	0.0	\$0.00	100%		
Commercial Streamlined Assessment	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & GAS	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	7.7	\$0.00	100%		
Commercial Streamlined Assessment	AC Rewards - Business	Install Energy Star certified smart thermostat - AC ONLY	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	0.0	\$0.00	100%		
Commercial Streamlined Assessment	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Energy Star Certified Thermostat	10	\$95.00	\$95.00	911	0.000	0.0	\$0.00	100%		
Commercial Streamlined Assessment	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$3,821.00	\$0.00	714	119.040	0.0	\$0.00	100%		

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Commercial Streamlined Assessment	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$3,821.00	\$0.00	714	119.040	0.0	\$0.00	100%		
Commercial Streamlined Assessment	Custom Turnkey Electric Project	Custom Turnkey Electric Project	New Efficient Equipment	16	\$6,254.26	\$29,347.96	78,728	0	0.0	\$286.21	100%	39	0
Commercial Streamlined Assessment	Custom Turnkey Gas Project	Custom Turnkey Gas Project	New Efficient Equipment	16	\$2,965.17	\$13,397.97	0	0	966.7	\$191.96	100%	0	6
Commercial Streamlined Assessment	Turn Key Services Prescriptive	Average Cooling Project	More efficient cooling equipment	16	\$400.58	\$1,203.14	920	0.000	0.0	\$0.00	100%	186	0
Commercial Streamlined Assessment	Turn Key Services Prescriptive	Average Compressed Air/FSO Project	Efficient Equipment	16	\$1,482.54	\$3,090.35	3,700	1.728	0.0	\$0.00	100%	18	0
Commercial Streamlined Assessment	Turn Key Services Prescriptive	Average Lighting Project	Optimized System	16	\$16.56	\$70.91	150	0.000	0.0	\$5.53	100%	43,543	0
Commercial Streamlined Assessment	Turn Key Services Prescriptive	Average Motor Project	Efficient Equipment	16	\$933.00	\$1,305.61	4,280	1.000	0.0	\$0.00	100%	125	0
Commercial Streamlined Assessment	Turn Key Services Prescriptive	Average Heating Project	New System	16	\$0.00	\$0.00	0	0.000	148.1	\$0.00	100%	0	54
Commercial Streamlined Assessment	Commercial Streamlined Assessment	Streamlined Assessment	Assessment Performed and Energy Efficient Improvements Implemented	0	\$1,500.00	\$1,750.00	0	0.000	0.0	\$0.00	100%		
Commercial Streamlined Assessment	Commercial Streamlined Assessment	Recommissioning Implementation	Post-Recommissioned Building	7	\$4,216.80	\$10,879.94	286,100	0.000	3,947.0	\$0.00	100%	1	1
Compressed Air Efficiency	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$4,458.00	\$0.00	833	138.880	0.0	\$0.00	100%	0	0
Compressed Air Efficiency	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$4,458.00	\$0.00	833	138.880	0.0	\$0.00	100%	0	0
Compressed Air Efficiency	ECO	Non-Custom Opportunity identified in a study	Optimized System	5	\$0.00	\$2,568.00	106,530	12.275	0.0	\$0.00	100%	0	0
Compressed Air Efficiency	Supply Side Study	Supply-side compressed air study with leak fixes	Leaks & Waste Found and Repaired	4	\$3,978.38	\$0,000.00	94,000	4,802	0.0	\$0.00	100%	37	0
Compressed Air Efficiency	Cycling Dryers	Cycling or Variable Speed Refrigerated Dryer	New Cycling Refrigerated Dryer	20	\$818.92	\$1,162.53	6,488	1,186	0.0	\$0.00	100%	30	0
Compressed Air Efficiency	Dryer Purge Demand Controls	Dryer Purge Demand Controls on a Heatless Desiccant Dryer	Purge Control for Heatless Desiccant Dryers	20	\$1,587.50	\$3,329.76	97,000	7,818	0.0	\$0.00	100%	2	0
Compressed Air Efficiency	Mist Eliminators	Mist Eliminator Filter w/ rated pressure drop of 1 psig or less	New Mist Eliminator Filter	11	\$2,166.67	\$4,336.76	11,707	1,521	0.0	\$189.96	100%	9	0
Compressed Air Efficiency	No Air Loss Drain	New No-Air Loss Drains	New No-Air Loss Drains	16	\$200.00	\$891.71	3,740	0,400	0.0	\$0.00	100%	66	0
Compressed Air Efficiency	New VFD Compressor	10HP VFD Air Compressor - New	New 10HP VFD Compressor	20	\$1,500.00	\$3,774.90	6,200	2,000	0.0	\$0.00	100%	5	0
Compressed Air Efficiency	New VFD Compressor	15HP VFD Air Compressor - New	New 15HP VFD Compressor	20	\$2,687.50	\$5,146.84	7,773	3,100	0.0	\$0.00	100%	12	0
Compressed Air Efficiency	New VFD Compressor	20HP VFD Air Compressor - New	New 20HP VFD Compressor	20	\$2,900.00	\$5,876.88	10,527	4,007	0.0	\$0.00	100%	10	0
Compressed Air Efficiency	New VFD Compressor	25HP VFD Air Compressor - New	New 25HP VFD Compressor	20	\$3,812.50	\$6,732.36	21,266	6,068	0.0	\$0.00	100%	8	0
Compressed Air Efficiency	New VFD Compressor	30HP VFD Air Compressor - New	New 30HP VFD Compressor	20	\$4,312.50	\$8,780.53	23,226	6,960	0.0	\$0.00	100%	8	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Compressed Air Efficiency	New VFD Compressor	40HP VFD Air Compressor - New	New 40HP VFD Compressor	30	\$5,692.31	\$9,809.93	34,206	8,196	0.0	\$0.00	100%	13	0
Compressed Air Efficiency	Demand Side Study	Demand-side compressed air and vacuum system studies	Study Completed	5	\$3,753.00	\$5,003.00	0	0.000	0.0	\$0.00	100%	0	0
Compressed Air Efficiency	Custom Compressed Air Project	Custom compressed air, blower, and vacuum opportunities. With Study	New Equipment	20	\$13,890.57	\$52,320.90	206,575	35	0.0	\$0.00	100%	21	0
Compressed Air Efficiency	Custom Compressed Air Project	Custom compressed air, blower, and vacuum opportunities. Without Study	New Equipment	20	\$2,167.83	\$13,013.50	60,140	7,244	0.0	\$0.00	100%	0	0
Custom Efficiency	Custom Custom Electric Project	Custom Efficiency Electric	High Efficiency Product/system	19	\$17,216.71	\$233,590.13	263,314	26	0.0	\$37,338.71	100%	24	0
Custom Efficiency	Custom Gas Project	Custom Efficiency Gas	High Efficiency Product/system	14	\$7,577.25	\$53,779.50	0	0	1,815.4	\$0.00	100%	0	4
Custom Efficiency	In-Depth Study	Custom Studies Electric	0	0	\$12,972.79	\$22,074.46	0	0.000	0.0	\$0.00	100%	0	0
Custom Efficiency	In-Depth Study	Custom Studies Gas	0	0	\$15,653.25	\$22,463.67	0	0.000	0.0	\$0.00	100%	0	0
Data Center Efficiency	EDA	New Construction, addition or renovation for Data Centers	Highly efficient data center	20	\$40,444.44	\$96,780.28	483,333	42,222	0.0	\$0.00	100%	0	0
Data Center Efficiency	Electric Rate Savings	Participating Customer	Utility load control of at least 50 kW for control period	5	\$0.00	\$0.00	329	164,289	0.0	\$0.00	100%	0	0
Data Center Efficiency	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods	1	\$8,259.00	\$0.00	1,544	257,280	0.0	\$0.00	100%	0	0
Data Center Efficiency	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods	1	\$8,259.00	\$0.00	1,544	257,280	0.0	\$0.00	100%	0	0
Data Center Efficiency	Computer VDI	Zero & Thin Client Installations	Server & software at data center, along with thin-client or zero-client device, to replace desktop CPU (e.g. VM Ware w/ Wyse thin-client system, Pano-Logic zero-client system); meeting Energy Star 6.0 specification	10	\$10.00	\$117.00	711	0.097	0.0	\$305.00	100%	0	0
Data Center Efficiency	Data Center Efficiency Implementation	Data Center Measures - Study Identified	High Efficiency Product/system	20	\$11,711.00	\$226,744.00	272,600	27	0.0	\$2,303.00	100%	1	0
Data Center Efficiency	Data Center Efficiency Implementation	Data Center Measures - Customer Identified	High Efficiency Product/system	20	\$5,708.54	\$86,625.00	146,829	7,547	0.0	\$0.00	100%	0	0
Data Center Efficiency	Data Center Efficiency Implementation	Data Center Measures - On Site	High Efficiency Product/system	20	\$5,708.54	\$86,625.00	146,829	7,547	0.0	\$2,000.00	100%	0	0
Data Center Efficiency	Data Center Efficiency Prescriptive	Average Cooling Project	Efficient Equipment	30	\$8,555.62	\$22,313.74	413,840	16,976	0.0	\$0.00	100%	9	0
Data Center Efficiency	Data Center Efficiency Prescriptive	Average Lighting Project	Efficient Equipment	20	\$405.00	\$1,976.40	16,177	3,057	0.0	-\$86.30	100%	0	0
Data Center Efficiency	Data Center Efficiency Prescriptive	Average Motor Project	Efficient Equipment	15	\$2,000.00	\$5,290.12	75,916	8,313	0.0	\$0.00	100%	2	0
Data Center Efficiency	Data Center Efficiency Prescriptive	Average Computer Project	Efficient Equipment	10	\$4,717.89	\$9,199.89	10,031	1,372	0.0	\$2,358.46	0%	0	0
Data Center Efficiency	CRAC Units	Downflow, Air-Cooled w/ Economizer, 65,000 ≤ Net Sensible Btuh < 240,000	More efficient CRAC unit	20	\$1,457.88	\$4,047.71	23,260	3,455	0.0	\$0.00	100%	0	0
Data Center Efficiency	CRAC Units	Downflow, Air-Cooled w/ Economizer, 240,000 ≤ Net Sensible Btuh < 760,000	More efficient CRAC unit	20	\$3,195.20	\$15,417.12	91,298	12,455	0.0	\$0.00	100%	0	0
Data Center Efficiency	CRAC Units	Upflow, Air-Cooled w/ Economizer, 240,000 ≤ Net Sensible Btuh < 760,000	More efficient CRAC unit	20	\$3,301.40	\$14,853.08	94,984	12,658	0.0	\$0.00	100%	0	0
Data Center Efficiency	CRAC Units	Downflow, Glycol-Cooled, 65,000 ≤ Net Sensible Btuh < 240,000	More efficient CRAC unit	20	\$893.00	\$7,541.97	15,302	1,747	0.0	\$0.00	100%	0	0
Data Center Efficiency	CRAC Units	Upflow, Glycol-Cooled w/ Economizer, 240,000 ≤ Net Sensible Btuh < 760,000	More efficient CRAC unit	20	\$1,656.48	\$13,186.20	28,681	3,899	0.0	\$0.00	100%	0	0
Data Center Efficiency	Plate & Frame Heat Exchangers	Chilled Water Systems Waterside Economizer	Chilled water system with waterside economizer	20	\$21,200.00	\$65,570.00	180,351	0.000	0.0	\$0.00	100%	0	0
Data Center Efficiency	In-Depth Study	Data Center Efficiency Study	Study Performed	0	\$7,350.00	\$9,800.00	0	0.000	0.0	\$0.00	100%	0	0
Efficiency Controls	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%		
Efficiency Controls	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%		

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Efficiency Controls	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$4,171.00	\$0.00	780	129.920	0.0	\$0.00	100%		
Efficiency Controls	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$4,171.00	\$0.00	780	129.920	0.0	\$0.00	100%		
Efficiency Controls	Efficiency Controls Gas Project	Efficiency Controls - Gas	New Building Controls	16	\$4,645.25	\$44,874.63	0	0	1,027.5	\$136.75	100%	0	8
Efficiency Controls	Efficiency Controls Electric Project	Efficiency Controls - Electric	New Building Controls	16	\$13,545.10	\$75,192.52	192,048	11	0.0	\$5,471.96	100%	29	0
Efficiency Controls	Demand Control	RTU Economizer Control with Demand Control Ventilation	RTU With Demand Control	16	\$540.00	\$1,300.00	1,048	1,690	0.0	\$0.00	100%	1	0
Efficient New Homes Construction	ENERGY STAR Refrigerator	Refrigerator Replacement	ENERGY STAR ® Refrigerators	14	\$15.00	\$24.04	42	0.004	0.0	\$0.00	100%	1,241	0
Efficient New Homes Construction	ENERGY STAR Clothes Dryer	ENERGY STAR Clothes Dryer	Energy Star Clothes Dryer >= 4.4 Cu.Ft.	12	\$40.00	\$78.00	28	0.000	0.0	\$0.00	100%	29	0
Efficient New Homes Construction	ENERGY STAR Clothes Washer	Energy Star Front-loading Clothes Washer - Combo Customers w/ Electric DHW	Energy Star Front-Loading Clothes Washer w/ electric DHW and Electric Dryer	11	\$11.47	\$38.98	24	0.004	0.0	\$0.00	100%	143	0
Efficient New Homes Construction	ENERGY STAR Clothes Washer	Energy Star Front-Loading Clothes Washer - Combo Customers w/ Gas DHW	Energy Star Front-Loading Clothes Washer w/ Gas DHW and Electric Dryer	11	\$16.69	\$28.70	27	0.011	0.0	\$0.00	100%	74	114
Efficient New Homes Construction	ENERGY STAR Clothes Washer	Energy Star Top-loading Clothes Washer - Combo Customers w/ Electric DHW	Energy Star Top-Loading Clothes Washer w/ electric DHW and Electric Dryer	11	\$40.00	\$20.00	71	0.010	0.0	\$0.00	100%	14	0
Efficient New Homes Construction	ENERGY STAR Clothes Washer	Energy Star Top-Loading Clothes Washer - Combo Customers w/ Gas DHW	Energy Star Top-Loading Clothes Washer w/ Gas DHW and Electric Dryer	11	\$19.93	\$48.63	18	0.003	0.0	\$0.00	100%	24	8
Efficient New Homes Construction	New Homes	Low Income Envelope Improvements - Combo	Energy Efficient Home	20	\$568.31	\$3,624.95	1,143	0.385	24.1	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes	Low Income Envelope Improvements - Electric Only	Energy Efficient Home	20	\$100.00	\$1,842.72	1,814	0.499	0.0	\$0.00	100%	3	0
Efficient New Homes Construction	New Homes	Low Income Envelope Improvements - Gas Only	Energy Efficient Home	20	\$563.42	\$3,064.94	0	0.000	22.3	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes	10% to 15% improvement over code - Combo	Energy Efficient Home	20	\$251.74	\$1,978.03	5,782	0.983	14.7	\$0.00	100%	40	154
Efficient New Homes Construction	New Homes	15% to 20% improvement over code - Combo	Energy Efficient Home	20	\$510.71	\$3,982.00	7,948	1.269	26.9	\$0.00	100%	104	442
Efficient New Homes Construction	New Homes	20% to 25% improvement over code - Combo	Energy Efficient Home	20	\$999.20	\$4,192.96	8,177	1.391	42.8	\$0.00	100%	131	532
Efficient New Homes Construction	New Homes	25% to 30% improvement over code - Combo	Energy Efficient Home	20	\$1,206.00	\$5,314.18	9,334	1.548	60.3	\$0.00	100%	27	115
Efficient New Homes Construction	New Homes	30% to 35% improvement over code - Combo	Energy Efficient Home	20	\$1,500.53	\$6,487.23	3,273	0.945	104.1	\$0.00	100%	7	6
Efficient New Homes Construction	New Homes	35% and greater improvement over code - Combo	Energy Efficient Home	20	\$2,008.00	\$7,713.03	4,810	0.828	119.5	\$0.00	100%	1	2
Efficient New Homes Construction	New Homes	10% to 15% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$100.00	\$392.98	1,792	0.223	0.0	\$0.00	100%	240	0
Efficient New Homes Construction	New Homes	15% to 20% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$100.00	\$918.89	1,494	0.282	0.0	\$0.00	100%	712	0
Efficient New Homes Construction	New Homes	20% to 25% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$100.00	\$733.90	1,798	0.338	0.0	\$0.00	100%	778	0
Efficient New Homes Construction	New Homes	25% to 30% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$100.00	\$905.54	2,983	0.420	0.0	\$0.00	100%	143	0
Efficient New Homes Construction	New Homes	30% to 35% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$100.00	\$1,698.57	2,190	0.478	0.0	\$0.00	100%	18	0
Efficient New Homes Construction	New Homes	35% and greater improvement over code - Electric Only Customer	Energy Efficient Home	20	\$100.00	\$2,413.31	21,926	1.683	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Efficient New Homes Construction	New Homes	10% to 15% improvement over code - Gas Only	Energy Efficient Home	20	\$250.00	\$1,308.31	0	0.000	11.8	\$0.00	100%	0	43
Efficient New Homes Construction	New Homes	15% to 20% improvement over code - Gas Only	Energy Efficient Home	20	\$500.00	\$1,203.13	0	0.000	21.8	\$0.00	100%	0	201
Efficient New Homes Construction	New Homes	20% to 25% improvement over code - Gas Only	Energy Efficient Home	20	\$1,029.69	\$1,273.12	0	0.000	32.8	\$0.00	100%	0	256
Efficient New Homes Construction	New Homes	25% to 30% improvement over code - Gas Only	Energy Efficient Home	20	\$1,200.00	\$4,700.30	0	0.000	43.3	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes	30% to 35% improvement over code - Gas Only	Energy Efficient Home	20	\$1,500.00	\$2,372.26	0	0.000	54.8	\$0.00	100%	0	5
Efficient New Homes Construction	New Homes	35% and greater improvement over code - Gas Only	Energy Efficient Home	20	\$2,000.00	\$7,794.54	0	0.000	88.9	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes - 100% Electric Homes	10% to 15% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$250.00	\$3,515.79	3,809	0.285	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes - 100% Electric Homes	15% to 20% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$500.00	\$4,677.00	4,335	0.371	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes - 100% Electric Homes	20% to 25% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$1,000.00	\$6,047.08	5,344	0.509	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes - 100% Electric Homes	25% to 30% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$1,200.00	\$7,702.49	6,636	0.653	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes - 100% Electric Homes	30% to 35% improvement over code - Electric Only Customer	Energy Efficient Home	20	\$1,500.00	\$9,956.47	8,434	0.876	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	New Homes - 100% Electric Homes	35% and greater improvement over code - Electric Only Customer	Energy Efficient Home	20	\$2,000.00	\$16,518.88	19,398	1.360	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	76	0.180	5.5	\$0.00	100%	0	0
Efficient New Homes Construction	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	2	1.109	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	76	0.180	5.5	\$0.00	100%	0	0
Efficient New Homes Construction	AC Rewards-DR	Residential Smart Thermostat	Utility Load Control for control period with Tier II or III thermostat	5	\$125.00	\$215.00	2	1.109	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	Smart Thermostat	Install Energy Star certified smart thermostat - AC & GAS	Average Single Family House with EnergyStar Smart Thermostat	10	\$126.23	\$198.23	283	0.890	6.8	\$0.00	100%	53	143
Efficient New Homes Construction	Smart Thermostat	Install Energy Star certified smart thermostat - AC ONLY	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$37.87	76	0.180	0.0	\$0.00	100%	117	0
Efficient New Homes Construction	Smart Thermostat	Install Energy Star certified smart thermostat - GAS Only	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$84.70	0	0.000	4.4	\$0.00	100%	0	30
Efficient New Homes Construction	ES Radon Fans	Energy Star Radon Fans	Energy Star Radon Fan - Radonaway RP140	10	\$20.00	\$0.00	273	0.031	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.25	\$1.25	74	0.010	0.0	\$12.17	100%	0	0
Efficient New Homes Construction	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$1.50	\$1.50	91	0.013	0.0	\$17.32	100%	0	0
Efficient New Homes Construction	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.25	\$1.25	0	0.000	0.3	\$12.17	100%	0	0
Efficient New Homes Construction	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$1.50	\$1.50	0	0.000	0.4	\$17.32	100%	0	0
Efficient New Homes Construction	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	511	0.037	0.0	\$97.40	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Efficient New Homes Construction	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	344	0.025	0.0	\$65.49	100%	0	0
Efficient New Homes Construction	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	0	0.000	2.2	\$97.40	100%	0	0
Efficient New Homes Construction	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	0	0.000	1.5	\$65.49	100%	0	0
Efficient New Homes Construction	Water Heater DR	Demand response capability on grid enabled electric resistance water heater	Demand response from electric resistance water heater	1	\$100.00	\$200.00	1	0.213	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	Water Heater DR	Load Shift & Demand response capability on new heat pump water heater (CTA 2045)	Heat Pump Water Heater w/ DR Management	1	\$100.00	\$325.00	152	0.071	0.0	\$0.00	100%	0	0
Efficient New Homes Construction	Water Heater DR	Load Shift & Demand response capability on new heat pump water heater (CTA 2045) - Annual Re Enrollment	Heat Pump Water Heater w/ DR Management - Re Enrollment of Existing Customer	1	\$25.00	\$0.00	152	0.071	0.0	\$0.00	100%	0	0
Energy Information Systems	Behavioral EIS	Behavioral Changes	Behavior changes that reduce energy use	3	\$3,371.87	\$0.00	92,981	5.778	1,512.3	\$0.00	100%	0	0
Energy Information Systems	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%	0	0
Energy Information Systems	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%	0	0
Energy Information Systems	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$3,657.00	\$0.00	684	113.920	0.0	\$0.00	100%	0	0
Energy Information Systems	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$3,657.00	\$0.00	684	113.920	0.0	\$0.00	100%	0	0
Energy Information Systems	Custom EIS Project	Custom EIS Project	New Equipment	6	\$3,292.27	\$14,794.96	78,708	18	0.0	\$10.36	100%	11	0
Energy Information Systems	RCx Implementation	Recommissioning Implementation	Post-Recommissioned Building	7	\$8,255.62	\$1,118.60	131,067	10,001	2,880.0	\$0.00	100%	11	1
Energy Information Systems	EIS - Prescriptive	Average Cooling Project	More efficient cooling equipment	20	\$209.80	\$1,057.28	327	0.368	0.0	\$0.00	100%	0	0
Energy Information Systems	EIS - Prescriptive	Average Lighting Project	Efficient Equipment	19	\$6.76	\$129.63	100	0.016	0.0	\$9.44	100%	21,636	0
Energy Information Systems	EIS - Prescriptive	Average Motor Project	Efficient Equipment	16	\$1,020.00	\$3,036.32	4,499	1.951	0.0	\$0.00	100%	15	0
Energy Information Systems	EIS - Prescriptive	Average Heating Project	Efficient Equipment	20	\$397.66	\$1,251.52	0	0.000	782.0	\$0.00	100%	0	0
Energy Information Systems	Custom EIS Gas Project	Custom EIS Gas Project	New Efficient Equipment	11	\$3,832.00	\$13,031.00	0	0	1,136.9	\$27.17	100%	0	6
Energy Information Systems	Efficiency Controls Electric Project	EIS Efficiency Controls Electric Project	New Building Controls	15	\$8,375.64	\$52,277.85	170,777	2,244	0.0	\$1,461.23	100%	0	0
Energy Information Systems	Efficiency Controls Gas Project	EIS Efficiency Controls Gas Project	New Building Controls	15	\$4,005.47	\$47,311.88	0	0.000	801.1	\$1,195.19	100%	0	0
Energy Information Systems	EIS Prescriptive	Average Compressed Air/FSO Project	Optimized System	11	\$5,560.00	\$13,880.63	52,930	7.257	0.0	\$0.00	100%	0	0
Energy Information Systems	Energy Information Installation	Energy Information Installation	New EIS		\$12,495.71	\$42,319.35					100%	0	0
Electric Rate Savings	Electric Rate Savings	Participating Customer	Utility load control of at least 50 kW for control period	5	\$0.00	\$0.00	9,433	299,499	0.0	\$0.00	100%	195	0
Energy Efficient Showerhead	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2021	1.5 GPM Kitchen Faucet Aerator	10	\$1.64	\$1.64	74	0.010	0.0	\$6.42	31%	2,449	0
Energy Efficient Showerhead	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2022	1.5 GPM Kitchen Faucet Aerator	10	\$1.64	\$1.64	74	0.010	0.0	\$12.17	31%	0	0
Energy Efficient Showerhead	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2023	1.5 GPM Kitchen Faucet Aerator	10	\$1.64	\$1.64	74	0.010	0.0	\$12.17	31%	0	0
Energy Efficient Showerhead	Aerators - EWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2021	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	64	0.009	0.0	\$6.42	39%	2,454	0
Energy Efficient Showerhead	Aerators - EWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2022	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	64	0.009	0.0	\$12.22	39%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Energy Efficient Showerhead	Aerators - EWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2023	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	64	0.009	0.0	\$12.22	39%	0	0
Energy Efficient Showerhead	Aerators - EWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2021	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	64	0.009	0.0	\$6.39	30%	1,895	0
Energy Efficient Showerhead	Aerators - EWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2022	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	64	0.009	0.0	\$12.22	30%	0	0
Energy Efficient Showerhead	Aerators - EWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater - 2023	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	64	0.009	0.0	\$12.22	30%	0	0
Energy Efficient Showerhead	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2021	1.5 GPM Kitchen Faucet Aerator	10	\$1.64	\$1.64	0	0.000	0.3	\$6.98	31%	0	12,053
Energy Efficient Showerhead	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2022	1.5 GPM Kitchen Faucet Aerator	10	\$1.64	\$1.64	0	0.000	0.3	\$12.17	31%	0	0
Energy Efficient Showerhead	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2023	1.5 GPM Kitchen Faucet Aerator	10	\$1.64	\$1.64	0	0.000	0.3	\$12.17	31%	0	0
Energy Efficient Showerhead	Aerators - GWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2021	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	0	0.000	0.3	\$6.60	39%	0	12,052
Energy Efficient Showerhead	Aerators - GWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2022	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	0	0.000	0.3	\$12.22	39%	0	0
Energy Efficient Showerhead	Aerators - GWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2023	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	0	0.000	0.3	\$12.22	39%	0	0
Energy Efficient Showerhead	Aerators - GWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2021	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	0	0.000	0.3	\$6.39	30%	0	9,583
Energy Efficient Showerhead	Aerators - GWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2022	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	0	0.000	0.3	\$12.22	30%	0	0
Energy Efficient Showerhead	Aerators - GWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater - 2023	1.0 GPM Bathroom Faucet Aerator	10	\$0.52	\$0.52	0	0.000	0.3	\$12.22	30%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2021	1.5 GPM Showerhead	10	\$2.76	\$3.90	463	0.034	0.0	\$97.40	75%	239	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2022	1.5 GPM Showerhead	10	\$3.25	\$3.25	511	0.037	0.0	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2023	1.5 GPM Showerhead	10	\$3.25	\$3.25	511	0.037	0.0	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2021	1.5 GPM Showerhead	10	\$3.20	\$3.27	343	0.025	0.0	\$33.02	49%	1,871	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2022	1.5 GPM Showerhead	10	\$3.25	\$3.25	344	0.025	0.0	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2023	1.5 GPM Showerhead	10	\$3.25	\$3.25	344	0.025	0.0	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2021	1.5 GPM Handheld Showerhead	10	\$3.25	\$3.25	510	0.037	0.0	\$96.93	75%	2,279	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2022	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	511	0.037	0.0	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2023	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	511	0.037	0.0	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2021	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	343	0.025	0.0	\$65.49	49%	24	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2022	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	344	0.025	0.0	\$65.49	49%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Energy Efficient Showerhead	Showerheads - EWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2023	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	344	0.025	0.0	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2021	1.5 GPM Styled Showerhead	10	\$2.66	\$8.65	344	0.025	0.0	\$65.49	75%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2022	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	511	0.037	0.0	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Primary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2023	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	511	0.037	0.0	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2021	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	344	0.025	0.0	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2022	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	344	0.025	0.0	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - EWH	Secondary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater - 2023	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	344	0.025	0.0	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2021	1.5 GPM Showerhead	10	\$3.17	\$3.25	0	0.000	2.2	\$66.11	75%	0	12,183
Energy Efficient Showerhead	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2022	1.5 GPM Showerhead	10	\$3.25	\$3.25	0	0.000	2.2	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2023	1.5 GPM Showerhead	10	\$3.25	\$3.25	0	0.000	2.2	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2021	1.5 GPM Showerhead	10	\$3.24	\$3.25	0	0.000	1.5	\$21.79	49%	0	8,870
Energy Efficient Showerhead	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2022	1.5 GPM Showerhead	10	\$3.25	\$3.25	0	0.000	1.5	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2023	1.5 GPM Showerhead	10	\$3.25	\$3.25	0	0.000	1.5	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2021	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	0	0.000	2.2	\$34.43	75%	0	35
Energy Efficient Showerhead	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2022	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	0	0.000	2.2	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2023	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	0	0.000	2.2	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2021	1.5 GPM Handheld Showerhead	10	\$1.97	\$8.65	0	0.000	1.5	\$66.39	49%	0	678
Energy Efficient Showerhead	Showerheads - GWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2022	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	0	0.000	1.5	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2023	1.5 GPM Handheld Showerhead	10	\$2.66	\$8.65	0	0.000	1.5	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Primary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2021	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	0	0.000	2.2	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Primary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2022	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	0	0.000	2.2	\$97.40	75%	0	0



Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Energy Efficient Showerhead	Showerheads - GWH	Primary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2023	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	0	0.000	2.2	\$97.40	75%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Secondary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2021	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	0	0.000	1.5	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Secondary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2022	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	0	0.000	1.5	\$65.49	49%	0	0
Energy Efficient Showerhead	Showerheads - GWH	Secondary Styled Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater - 2023	1.5 GPM Styled Showerhead	10	\$1.26	\$4.25	0	0.000	1.5	\$65.49	49%	0	0
Foodservice Equipment	Dishwasher Combo	Dishwashers - Primary Fuel: Elec; Secondary Fuel: Gas	ENERGY STAR qualified unit	12	\$125.00	\$344.31	3,899	1,820	0.0	\$82.81	100%	1	0
Foodservice Equipment	Dishwasher Combo	Dishwashers - Primary Fuel: Gas; Secondary Fuel: Elec	ENERGY STAR qualified unit	14	\$138.89	\$279.59	3,944	9,491	9.9	\$99.59	100%	5	1
Foodservice Equipment	Dishwasher Electric	Dishwashers - Primary Fuel: Elec; Secondary Fuel: Elec	ENERGY STAR qualified unit	14	\$250.00	\$544.29	9,989	1,219	0.0	\$198.97	100%	7	0
Foodservice Equipment	Dishwasher Electric	Dishwashers - Primary Fuel: Elec; Secondary Fuel: None	ENERGY STAR qualified unit	15	\$250.00	\$91.00	2,949	9,339	0.0	\$68.97	100%	1	0
Foodservice Equipment	Dishwasher Gas	Dishwashers - Primary Fuel: Gas; Secondary Fuel: Gas	ENERGY STAR qualified unit	10	\$250.00	\$120.00	0	0.000	7.1	\$28.52	100%	0	0
Foodservice Equipment	Dishwasher Gas	Dishwashers - Primary Fuel: Gas; Secondary Fuel: None	ENERGY STAR qualified unit	10	-\$125.00	\$9.99	0	0.000	-26.3	\$272.98	100%	0	2
Foodservice Equipment	Food Service	Combi-Oven	Combination Oven	12	\$1,000.00	\$9,347.79	0	0.000	\$79.9	\$9.99	100%	0	13
Foodservice Equipment	Food Service	Commercial Gas Fryer	High Efficiency Unit	12	\$250.00	\$1,799.52	0	0.000	39.4	\$9.99	100%	0	14
Foodservice Equipment	Food Service	Convection Oven	Convection Oven	12	\$500.00	\$2,819.77	0	0.000	149.3	\$9.99	100%	0	39
Foodservice Equipment	Food Service	Conveyor Oven	Conveyor Oven	12	\$750.00	\$4,199.94	0	0.000	129.1	\$9.99	100%	0	17
Foodservice Equipment	Food Service	High Efficiency Charbroiler	High Efficiency Charbroiler	12	\$450.00	\$1,899.79	0	0.000	97.7	\$9.99	100%	0	2
Foodservice Equipment	Food Service	High Efficiency Salamander Broiler	High Efficiency Salamander Broiler	12	\$150.00	\$1,357.20	0	0.000	31.9	\$0.00	100%	0	0
Foodservice Equipment	Food Service	Pasta Cooker	Pasta Cooker	12	\$200.00	\$1,972.81	0	0.000	113.0	\$0.00	100%	0	0
Foodservice Equipment	Food Service	Rotating Rack Oven	Rotating Rack Oven	12	\$500.00	\$2,599.97	0	0.000	149.3	\$9.99	100%	0	3
Foodservice Equipment	Food Service	Rotisserie Oven	Rotisserie Oven - Infrared	12	\$500.00	\$2,189.40	0	0.000	45.4	\$0.00	100%	0	0
Foodservice Equipment	Food Service	Upright Broiler	Upright Broiler	12	\$600.00	\$1,272.00	0	0.000	31.2	\$0.00	100%	0	0
Foodservice Equipment	Food Service Electric	Hot Food Holding Cabinet	ENERGY STAR qualified unit	12	\$400.00	\$1,713.00	2,073	0.324	0.0	\$0.00	100%	0	0
Foodservice Equipment	Steam Cooker	3 Pan Steam Cooker	Energy Star 3 Pan Steam Cooker	12	\$349.72	\$2,270.00	0	0.000	87.4	\$219.40	100%	0	0
Foodservice Equipment	Steam Cooker	4 Pan Steam Cooker	Energy Star 4 Pan Steam Cooker	12	\$402.64	\$2,270.00	0	0.000	100.7	\$292.49	100%	0	0
Foodservice Equipment	Steam Cooker	5 Pan Steam Cooker	Energy Star 5 Pan Steam Cooker	12	\$456.38	\$2,270.00	0	0.000	113.9	\$365.61	100%	0	0
Foodservice Equipment	Steam Cooker	6+ Pan Steam Cooker	Energy Star 6+ Pan Steam Cooker	12	\$509.32	\$2,270.00	0	0.000	127.3	\$438.73	100%	0	0
Foodservice Equipment	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%	0	0
Foodservice Equipment	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%	0	0
Foodservice Equipment	AC Rewards - Business	Business Smart Thermostat - DR Direct Install	New Installation of DR Capable Smart Thermostat	5	\$255.00	\$255.00	14	2.081	0.0	\$0.00	100%	0	0
Foodservice Equipment	AC Rewards - Business	Business Smart Thermostat - BYOT	Existing Dispatchable Device	5	\$100.00	\$100.00	14	2.081	0.0	\$0.00	100%	0	0
Foodservice Equipment	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & GAS	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	7.7	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Foodservice Equipment	AC Rewards - Business	Install Energy Star certified smart thermostat - AC ONLY	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	0.0	\$0.00	100%	0	0
Foodservice Equipment	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Energy Star Certified Thermostat	10	\$95.00	\$95.00	911	0.000	0.0	\$0.00	100%	0	0
Foodservice Equipment	Demand Control Ventilation	Demand Controlled Ventilation - Electric Only or Gas Only or Combo Customer	Commercial kitchen ventilation Roods with Demand Controlled Ventilation with 8.65 HP Motor	20	\$786.54	\$1,288.49	10,231	2.727	304.1	\$0.00	100%	15	9
Home Energy Insights	Behavioral Residential	Online Energy Feedback & Tools	Treatment	1	\$0.00	\$0.00	294	0.000	1.4	\$0.00	100%	9,662	9,662
Home Energy Insights	Behavioral Residential	ROLL-UP: Existing Participant - 2021	Treatment	1	\$0.00	\$0.00	232	0.002	0.4	\$0.00	100%	195,057	195,057
Home Energy Insights	Behavioral Residential	ROLL-UP: New Participant - 2021	Treatment	1	\$0.00	\$0.00	39	0.013	0.3	\$0.00	100%	121,565	121,565
Home Energy Insights	Behavioral Residential	ROLL-UP: Existing Participant - 2022	Treatment	1	\$0.00	\$0.00	157	0.039	0.5	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	ROLL-UP: New Participant - 2022	Treatment	1	\$0.00	\$0.00	103	0.024	0.3	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	ROLL-UP: Existing Participant - 2023	Treatment	1	\$0.00	\$0.00	143	0.039	0.5	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	ROLL-UP: New Participant - 2023	Treatment	1	\$0.00	\$0.00	103	0.024	0.3	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	Behavioral Adjustment-Online Group Savings	Treatment	0	\$0.00	\$0.00	-172	-0.000	-1.9	\$0.00	100%	9,662	9,662
Home Energy Insights	Behavioral Residential	Behavioral Adjustments Rollup: Existing Participants 2021 Savings	Treatment	0	\$0.00	\$0.00	-125	-0.004	-0.6	\$0.00	100%	195,057	195,057
Home Energy Insights	Behavioral Residential	Behavioral Adjustments Rollup: New Participant 2021 Savings	Treatment	0	\$0.00	\$0.00	-98	-0.000	-0.9	\$0.00	100%	121,565	121,565
Home Energy Insights	Behavioral Residential	Behavioral Adjustments Rollup: Existing Participants 2022 Savings	Treatment	0	\$0.00	\$0.00	-105	-0.026	-0.3	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	Behavioral Adjustments Rollup: New Participant 2022 Savings	Treatment	0	\$0.00	\$0.00	-68	-0.016	-0.2	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	Behavioral Adjustments Rollup: Existing Participants 2023 Savings	Treatment	0	\$0.00	\$0.00	-95	-0.026	-0.3	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	Behavioral Adjustments Rollup: New Participant 2023 Savings	Treatment	0	\$0.00	\$0.00	-68	-0.016	-0.2	\$0.00	100%	0	0
Home Energy Insights	Behavioral Residential	Behavioral Demand Response	Treatment	1	\$0.00	\$0.00	0	0.038	0.0	\$0.00	100%	0	0
Home Energy Insights	High Bill Alerts	High Bill Alert	Customer enrolled in High Bill Alerts	1	\$0.00	\$0.00	28	0.000	0.4	\$0.00	100%	0	0
Home Energy Savings Program	Advanced Power Strip	Advanced Power Strip	Tier 1 Advanced Power Strip	7	\$25.00	\$25.00	48	0.000	0.0	\$0.00	75%	657	0
Home Energy Savings Program	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$5.00	\$5.00	74	0.010	0.0	\$12.17	100%	18	0
Home Energy Savings Program	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$5.00	\$5.00	91	0.013	0.0	\$17.32	100%	17	0
Home Energy Savings Program	Aerators - EWH	Renter Kit Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.22	\$1.22	74	0.010	0.0	\$12.17	100%	0	0
Home Energy Savings Program	Aerators - EWH	Renter Kit Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$0.48	\$0.48	64	0.009	0.0	\$12.22	100%	0	0
Home Energy Savings Program	Aerators - EWH	Secondary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$5.00	\$5.00	91	0.013	0.0	\$17.32	100%	1	0
Home Energy Savings Program	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$5.20	\$5.20	0	0.000	0.3	\$12.17	100%	0	0
Home Energy Savings Program	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$5.20	\$5.20	0	0.000	0.4	\$17.32	100%	0	0
Home Energy Savings Program	Aerators - GWH	Renter Kit Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.22	\$1.22	0	0.000	0.3	\$12.17	100%	0	0
Home Energy Savings Program	Aerators - GWH	Renter Kit Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$0.48	\$0.48	0	0.000	0.3	\$12.22	100%	0	0
Home Energy Savings Program	Aerators - GWH	Secondary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$5.20	\$5.20	0	0.000	0.4	\$17.32	100%	0	0
Home Energy Savings Program	Air Sealing - Electric Heating and cooling	Air sealing in homes with electric heating / electric cooling	Home with bypass air sealing performed	10	\$113.74	\$113.74	664	0.005	0.0	\$0.00	100%	2	0
Home Energy Savings Program	Air Sealing - Electric Heating Only	Air sealing in homes with electric heating / no cooling	Home with bypass air sealing performed	10	\$499.20	\$499.20	102	0.000	0.0	\$0.00	100%	1	0
Home Energy Savings Program	Air Sealing - Gas Heating / Electric Cooling	Air sealing in homes with gas heating / electric cooling for combo customers	Home with bypass air sealing performed	10	\$382.84	\$382.84	402	0.000	13.8	\$0.00	100%	8	137
Home Energy Savings Program	Air Sealing - Gas Heating / Electric Cooling	Air sealing in homes with gas heating / electric cooling for gas-only customers	Home with bypass air sealing performed	10	\$401.76	\$401.76	54	0.103	14.7	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Home Energy Savings Program	Air Sealing - Gas Heating Only	Air sealing in homes with gas heating / no cooling	Home with bypass air sealing performed	10	\$401.76	\$401.76	0	0.000	17.3	\$0.00	100%	0	0
Home Energy Savings Program	Attic Insulation - Electric Heating and Cooling	Attic insulation in homes with electric heating / electric cooling	Home with R49 or more attic insulation	20	\$1,918.12	\$1,918.12	863	0.017	0.0	\$0.00	100%	3	0
Home Energy Savings Program	Attic Insulation - Electric Heating Only	Attic insulation in homes with electric heating / no cooling	Home with R49 or more attic insulation	20	\$2,999.65	\$2,999.65	1,754	0.000	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Attic Insulation - Gas Heating / Electric Cooling	Attic insulation in homes with gas heating / electric cooling for combo customers	Home with R49 or more attic insulation	20	\$2,907.64	\$2,907.64	288	0.077	7.7	\$0.00	100%	9	91
Home Energy Savings Program	Attic Insulation - Gas Heating / Electric Cooling	Attic insulation in homes with gas heating / electric cooling for gas-only customers	Home with R49 or more attic insulation	20	\$2,476.38	\$2,476.38	42	0.081	8.5	\$0.00	100%	0	0
Home Energy Savings Program	Attic Insulation - Gas Heating Only	Attic insulation in homes with gas heating / no cooling	Home with R49 or more attic insulation	20	\$2,608.05	\$2,608.05	0	0.000	9.9	\$0.00	100%	0	42
Home Energy Savings Program	Boiler	95% Efficient Boiler	95% Efficient Boiler	20	\$4,915.15	\$4,979.46	0	0.000	17.3	\$0.00	100%	0	97
Home Energy Savings Program	Dehumidifier Recycling	Dehumidifier removal and Recycling	Removal of dehumidifier	5	\$15.00	\$15.00	824	0.426	0.0	\$0.00	100%	0	0
Home Energy Savings Program	ECM Furnace Fan	EC Fan Motor on Retrofit Residential Furnace no AC	Furnace Fan without AC retrofitted with ECM	7	\$640.00	\$640.00	433	0.099	0.0	\$0.00	100%	4	0
Home Energy Savings Program	ECM Furnace Fan	EC Fan Motor on Retrofit Residential Furnace with AC	Furnace Fan with AC retrofitted with ECM	7	\$775.00	\$775.00	438	0.134	0.0	\$0.00	100%	4	0
Home Energy Savings Program	ENERGY STAR Dehumidifier	≤ 50 pints/day dehumidifier	ENERGY STAR Dehumidifier - low capacity	12	\$289.00	\$289.00	211	0.130	0.0	\$0.00	100%	0	0
Home Energy Savings Program	ENERGY STAR Refrigerator	Freezer Replacement	ENERGY STAR @ Freezers	11	\$381.82	\$381.82	319	0.298	0.0	\$0.00	100%	267	0
Home Energy Savings Program	ENERGY STAR Refrigerator	Refrigerator Replacement	ENERGY STAR @ Refrigerators	14	\$733.47	\$733.47	280	0.294	0.0	\$0.00	100%	472	0
Home Energy Savings Program	Furnace	Replace Furnace AFUE 80 to 95 (SF)	95% Efficient Furnace	18	\$4,500.00	\$4,500.00	0	0.000	10.9	\$0.00	100%	0	0
Home Energy Savings Program	Home Lighting DI	LED A19 10W	LED A19 10W	20	\$36.17	\$36.17	590	0.066	0.0	\$0.00	100%	860	0
Home Energy Savings Program	Home Lighting DI	LED A19 10W	LED A19 10W	20	\$4.80	\$4.80	4	0.001	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Home Lighting DI	LED Candelabra 6W	LED Candelabra 6W	20	\$32.57	\$32.57	593	0.046	0.0	\$0.00	100%	217	0
Home Energy Savings Program	Home Lighting DI	LED Globe 6W	LED Globe 6W	20	\$26.71	\$26.71	671	0.036	0.0	\$0.00	100%	301	0
Home Energy Savings Program	Home Lighting DI	Renter Kit 11W LED	11W LED	20	\$4.81	\$4.81	32	0.004	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Home Lighting DI	Renter Kit 9W LED	9W LED	20	\$3.19	\$3.19	34	0.004	0.0	\$0.00	100%	0	0
Home Energy Savings Program	HP Water Heater	Heat Pump Water Heater - Non- Refrigerant Based Cooling Natural Gas Heat	High Efficiency Heat Pump Water Heater	10	\$4,600.00	\$4,600.00	2,352	0.269	0.0	-\$15.73	100%	0	0
Home Energy Savings Program	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling ASHP Heat	High Efficiency Heat Pump Water Heater	10	\$4,600.00	\$4,600.00	2,018	0.267	0.0	\$0.00	100%	0	0
Home Energy Savings Program	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Electric Resistance Heat	High Efficiency Heat Pump Water Heater	10	\$4,600.00	\$4,600.00	1,727	0.267	0.0	\$0.00	100%	0	0
Home Energy Savings Program	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Natural Gas Heat	High Efficiency Heat Pump Water Heater	10	\$4,600.00	\$4,600.00	2,336	0.267	0.0	-\$15.73	100%	0	0
Home Energy Savings Program	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling ASHP Heat	High Efficiency Heat Pump Water Heater	10	\$4,600.00	\$4,600.00	2,035	0.269	0.0	\$0.00	100%	0	0
Home Energy Savings Program	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Electric Resistance Heat	High Efficiency Heat Pump Water Heater	10	\$4,600.00	\$4,600.00	1,743	0.269	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Home Energy Savings Program	Mini-Split Heat Pump	Mini-Split Heat Pump	Residential Mini-Split Heat Pump w/2 heads (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF ) with electric resistance heat backup	15	\$9,000.00	\$9,000.00	4,012	0.881	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Mini-Split Heat Pump	Mini-Split Heat Pump	Residential Mini-Split Heat Pump w/2 heads (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF (unadjusted) ) replacing a MSHHP or new spot cooling need	15	\$9,000.00	\$9,000.00	814	0.881	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Refrigerator Recycling	Freezer Removal and Recycling	Removal of freezer	7	\$75.00	\$75.00	833	0.095		\$0.00	100%	0	0
Home Energy Savings Program	Refrigerator Recycling	Refrigerator Removal and Recycling	Removal of Primary and Secondary Refrigerator	8	\$75.00	\$75.00	810	0.093		\$0.00	100%	0	0
Home Energy Savings Program	Res ASHP	Installation of new ASHP 16 SEER, 13 EER, 9 HSPF 2 tons w/ Electric Resistance Heat Backup	Quality Installation of new ASHP 16 SEER, 13 EER, 9 HSPF 2 tons w/ Electric Resistance Heat Backup	18	\$9,942.00	\$9,942.00	4,498	0.211	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Residential Boiler Tune Up	Boiler Tune Up	Existing Boiler with Tune Up - 5% improvement in efficiency	2	<del>\$350.00</del>	<del>\$350.00</del>	0	0.000	1.8	<del>\$0.00</del>	100%	0	1
Home Energy Savings Program	Residential Furnace Tune Up	Furnace Tune Up	Existing Furnace with Tune Up - 5% improvement in efficiency	2	<del>\$387.14</del>	<del>\$387.14</del>	0	0.000	3.2	<del>\$0.00</del>	100%	0	21
Home Energy Savings Program	Room Air Conditioner Recycling	Wall Air Conditioner Removal and Recycling	Removal of Standard 10,000 Btu/hr Window AC Unit	5	\$50.00	\$50.00	542	0.781		\$0.00	100%	0	0
Home Energy Savings Program	Room Air Conditioner Recycling	Window Air Conditioner Removal and Recycling	Removal of Standard 10,000 Btu/hr Window AC Unit	5	\$50.00	\$50.00	499	0.720		\$0.00	100%	0	0
Home Energy Savings Program	Saver's Switch	Residential AC Switch	Utility Load Control for control period with smart switch	15	\$10.00	\$10.00	1	0.748		\$0.00	100%	0	0
Home Energy Savings Program	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$47.00	\$47.00	511	0.037	0.0	\$97.40	100%	0	0
Home Energy Savings Program	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	<del>\$45.00</del>	<del>\$45.00</del>	<del>510</del>	<del>0.037</del>	0.0	<del>\$97.40</del>	100%	18	0
Home Energy Savings Program	Showerheads - EWH	Renter Kit Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.22	\$3.22	511	0.037	0.0	\$97.40	100%	0	0
Home Energy Savings Program	Showerheads - EWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$47.00	\$47.00	344	0.025	0.0	\$65.49	100%	0	0
Home Energy Savings Program	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	<del>\$15.00</del>	<del>\$15.00</del>	<del>543</del>	<del>0.025</del>	0.0	<del>\$65.49</del>	100%	18	0
Home Energy Savings Program	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$47.00	\$47.00	0	0.000	2.2	\$97.40	100%	0	0
Home Energy Savings Program	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$15.00	\$15.00	0	0.000	2.2	\$97.40	100%	0	0
Home Energy Savings Program	Showerheads - GWH	Renter Kit Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$3.22	\$3.22	0	0.000	2.2	\$97.40	100%	0	0
Home Energy Savings Program	Showerheads - GWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$47.00	\$47.00	0	0.000	1.5	\$65.49	100%	0	0
Home Energy Savings Program	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$15.00	\$15.00	0	0.000	1.5	\$65.49	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Home Energy Savings Program	Smart Thermostat	Install Energy Star certified smart thermostat - AC & GAS	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	5.5	\$0.00	100%	0	0
Home Energy Savings Program	Wall AC	Wall Air Conditioner Replacement	Average Energy Star Wall AC w/o Louvers 10,000 Btu/hr 10.8 EER Window AC Unit	9	\$612.37	\$612.37	98	0.073	0.0	\$0.00	100%	186	0
Home Energy Savings Program	Wall Insulation - Electric Heating and Cooling	Wall insulation in homes with electric heating / electric cooling	Home with R11 wall cavity insulation added	20	\$2,374.40	\$2,374.40	7,216	0.287	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Wall Insulation - Electric Heating Only	Wall insulation in homes with electric heating / no cooling	Home with R11 wall cavity insulation added	20	\$2,374.40	\$2,374.40	6,867	0.000	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Wall Insulation - Gas Heating / Electric Cooling	Wall insulation in homes with gas heating / electric cooling for combo customers	Home with R11 wall cavity insulation added	20	\$2,090.84	\$2,090.84	1,294	2.269	21.4	\$0.00	100%	2	23
Home Energy Savings Program	Wall Insulation - Gas Heating / Electric Cooling	Wall insulation in homes with gas heating / electric cooling for gas-only customers	Home with R11 wall cavity insulation added	20	\$1,111.47	\$1,111.47	62	0.119	12.5	\$0.00	100%	0	0
Home Energy Savings Program	Wall Insulation - Gas Heating Only	Wall insulation in homes with gas heating / no cooling	Home with R11 wall cavity insulation added	20	\$3,422.49	\$3,422.49	0	0.000	45.8	\$1.00	100%	0	15
Home Energy Savings Program	Water Heater	High Efficiency Storage Water Heater	68% UEF High Efficiency Storage Water Heater - Medium Draw	13	\$2,249.66	\$2,249.66	0	0.000	1.8	\$0.00	100%	0	149
Home Energy Savings Program	Water Heater	High Efficiency Storage Water Heater	68% UEF High Efficiency Storage Water Heater - High Draw	13	\$32.00	\$32.00	0	0.000	1.8	\$0.00	100%	0	0
Home Energy Savings Program	Weatherstripping - Electric Heating and Cooling	Weatherstripping in homes with electric heating / electric cooling	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$32.00	\$32.00	322	0.012	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Weatherstripping - Electric Heating Only	Weatherstripping in homes with electric heating / no cooling	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$32.00	\$32.00	316	0.000	0.0	\$0.00	100%	0	0
Home Energy Savings Program	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for combo customers	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$32.00	\$32.00	6	0.012	1.8	\$0.00	100%	0	0
Home Energy Savings Program	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for gas-only customers	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$32.00	\$32.00	6	0.012	1.8	\$0.00	100%	0	0
Home Energy Savings Program	Weatherstripping - Gas Heating Only	Weatherstripping in homes with gas heating / no cooling	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$32.00	\$32.00	0	0.000	1.8	\$0.00	100%	0	0
Home Energy Savings Program	Window AC	Window Air Conditioner Replacement	Average Energy Star Window AC with Louvers 10,000 Btu/hr 10.8 EER Window AC Unit	9	\$434.50	\$434.50	94	0.048	0.0	\$0.00	100%	421	0
Home Energy Squad	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$25.00	\$25.00	2	1.109		\$0.00	100%		
Home Energy Squad	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	5.5	\$0.00	100%		
Home Energy Squad	AC Rewards-EE	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	2,361	0.180	0.0	\$0.00	100%		
Home Energy Squad	AC Rewards-EE	Install Energy Star certified smart thermostat - AC & GAS	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	5.5	\$0.00	100%		
Home Energy Squad	AC Rewards-EE	Install Energy Star certified smart thermostat - AC ONLY	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	0.0	\$0.00	100%		
Home Energy Squad	Advanced Power Strip	Advanced Power Strip	Tier 1 Advanced Power Strip	7	\$25.00	\$25.00	68	0.009	0.0	\$0.00	100%		
Home Energy Squad	Advanced Power Strip	Advanced Power Strip	Tier 2 Advanced Power Strip	8	\$40.00	\$40.00	118	0.015	0.0	\$0.00	100%		
Home Energy Squad	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.25	\$1.25	74	0.010	0.0	\$12.17	100%	30	

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Home Energy Squad	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$1.50	\$1.50	91	0.013	0.0	\$17.32	100%	176	
Home Energy Squad	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.25	\$1.25	0	0.000	0.3	\$12.17	100%		72
Home Energy Squad	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$1.50	\$1.50	0	0.000	0.4	\$17.32	100%		556
Home Energy Squad	ENERGY STAR Dehumidifier	>50 pints/day dehumidifier	ENERGY STAR Dehumidifier - high capacity	12	\$35.00	\$34.00	178	0.110	0.0	\$0.00	100%		
Home Energy Squad	ENERGY STAR Dehumidifier	≤ 50 pints/day dehumidifier	ENERGY STAR Dehumidifier - low capacity	12	\$35.00	\$34.00	211	0.130	0.0	\$0.00	100%	9	
Home Energy Squad	Home Energy Squad Service	Home Energy Squad Service	Tier One Energy Squad Service	0	\$0.00	\$70.00	0	0.000	0.0	\$0.00	100%		
Home Energy Squad	Home Lighting DI	LED - A-lamp (15W)	15w Standard LED (100w Equivalent)	20	\$2.65	\$2.65	56	0.007	0.0	\$0.00	100%		
Home Energy Squad	Home Lighting DI	LED - A-lamp	15w or 100w Standard LED (100w or 100w Equivalent)	20	\$2.65	\$2.65	48	0.006	0.0	\$0.00	100%	43,038	
Home Energy Squad	Home Lighting DI	LED - Candelabra (5W)	LED - Candelabra (5W)	15	\$2.65	\$2.65	21	0.003	0.0	\$0.00	100%		
Home Energy Squad	Home Lighting DI	LED - Flood (10W)	10W VALUE led (60W Equivalent)	20	\$2.65	\$2.65	32	0.004	0.0	\$0.00	100%		
Home Energy Squad	Home Lighting DI	LED - Globe (6W)	6w Globe LED Dim	15	\$2.65	\$2.65	23	0.003	0.0	\$0.00	100%		
Home Energy Squad	Home Lighting DI	Replace Compact Fluorescent Lamps (CFLs) with LEDs	A-Line LED	20	\$2.65	\$2.65	10	0.001	0.0	\$0.00	100%		
Home Energy Squad	Home Lighting DI	Replace Compact Fluorescent Lamps (CFLs) with LEDs	Specialty LED	17	\$2.65	\$2.65	3	0.000	0.0	\$0.00	100%		
Home Energy Squad	Programmable Thermostat	Install Programmable T-stat (Elec Cooling & Gas Heat)	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$35.00	\$35.00	79	0.112	8.4	\$0.00	100%	224	151
Home Energy Squad	Programmable Thermostat	Install Second Programmable Thermostat	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$0.00	\$35.00	39	0.056	4.2	\$0.00	100%	3	2
Home Energy Squad	Programmable Thermostat	Programming of Existing T-stat (Elec Cooling & Gas Heat)	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$0.00	\$0.00	79	0.112	8.4	\$0.00	100%	75	51
Home Energy Squad	Saver's Switch	Residential AC Switch	Utility Load Control for control period with smart switch	15	\$90.00	\$90.00	1	0.748	0.0	\$0.00	100%		
Home Energy Squad	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$9.50	\$9.50	511	0.037	0.0	\$97.40	100%	116	
Home Energy Squad	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	511	0.037	0.0	\$97.40	100%		
Home Energy Squad	Showerheads - EWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$9.50	\$9.50	344	0.025	0.0	\$65.49	100%	58	
Home Energy Squad	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	344	0.025	0.0	\$65.49	100%		
Home Energy Squad	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$9.50	\$9.50	0	0.000	2.2	\$97.40	100%		
Home Energy Squad	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	0	0.000	2.2	\$97.40	100%		392
Home Energy Squad	Showerheads - GWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$9.50	\$9.50	0	0.000	1.5	\$65.49	100%		

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Home Energy Squad	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	0	0.000	1.5	\$65.49	100%		199
Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$125.00	1,370	0.180	0.0	\$0.00	100%		
Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - AC & GAS	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$125.00	76	0.180	5.5	\$0.00	100%	651	394
Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - AC ONLY	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$125.00	76	0.180	0.0	\$0.00	100%		
Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - GAS Only	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$125.00	0	0.000	5.5	\$0.00	100%		
Home Energy Squad	Water Heater DR	Demand response capability on grid enabled electric resistance water heater	Demand response from electric resistance water heater	1	\$100.00	\$200.00	1	0.213	0.0	\$0.00	100%		
Home Energy Squad	Water Heater Setback	Electric Water Heater Setback	setback WH setpoint to 120 F	2	\$0.00	\$0.00	161	0.007			100%		
Home Energy Squad	Water Heater Setback	Gas Water Heater Setback	setback WH setpoint to 120 F	8	\$0.00	\$0.00	0	0.000	0.4	\$0.00	100%		129
Home Energy Squad	Weatherstripping - Electric Heating and Cooling	A la carte weatherstripping in homes with electric heating / electric cooling	Additional weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$0.00	\$12.00	322	0.012	0.0	\$0.00	100%		
Home Energy Squad	Weatherstripping - Electric Heating and Cooling	Weatherstripping in homes with electric heating / electric cooling	Weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$12.00	\$12.00	322	0.012	0.0	\$0.00	100%	2	
Home Energy Squad	Weatherstripping - Electric Heating Only	A la carte weatherstripping in homes with electric heating / no cooling	Additional weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$0.00	\$12.00	316	0.000	0.0	\$0.00	100%		
Home Energy Squad	Weatherstripping - Electric Heating Only	Weatherstripping in homes with electric heating / no cooling	Weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$12.00	\$12.00	316	0.000	0.0	\$0.00	100%		
Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	A la carte weatherstripping in homes with gas heating / electric cooling for combo customers	Additional weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$0.00	\$12.00	6	0.012	1.8	\$0.00	100%		
Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	A la carte weatherstripping in homes with gas heating / electric cooling for electric-only customers	Additional weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$0.00	\$12.00	6	0.012	1.8	\$0.00	100%		
Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	A la carte weatherstripping in homes with gas heating / electric cooling for gas-only customers	Additional weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$0.00	\$12.00	6	0.012	1.8	\$0.00	100%		
Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for combo customers	Weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$12.00	\$12.00	6	0.012	1.8	\$0.00	100%	64	62
Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for electric-only customers	Weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$12.00	\$12.00	6	0.012	1.8	\$0.00	100%		
Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for gas-only customers	Weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$12.00	\$12.00	6	0.012	1.8	\$0.00	100%		
Home Energy Squad	Weatherstripping - Gas Heating Only	A la carte weatherstripping in homes with gas heating / no cooling	Additional weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$0.00	\$12.00	0	0.000	1.8	\$0.00	100%		
Home Energy Squad	Weatherstripping - Gas Heating Only	Weatherstripping in homes with gas heating / no cooling	Weatherstripped door achieving 0.18 CFM/(linear ft. of crack) leakage rate	10	\$12.00	\$12.00	0	0.000	1.8	\$0.00	100%		709

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Home Lighting	Residential Home Lighting - Residential Customers	LED Bulb - A-Line	LED Bulb Purchase - A-Line	20	\$1.28	\$1.28	30	0.004	0.0	\$0.00	99%	4,539,678	0
Home Lighting	Residential Home Lighting - Business Customers	LED Bulb - A-Line	LED Bulb Purchase - A-Line	4	\$1.44	\$1.44	163	0.020	0.0	\$0.00	100%	204,104	0
Home Lighting	Residential Home Lighting - Residential Customers	LED Bulb - Specialty	LED Bulb Purchase - Specialty	20	\$1.67	\$1.67	90	0.007	0.0	\$0.00	99%	537,744	0
Home Lighting	Residential Home Lighting - Business Customers	LED Bulb - Specialty	LED Bulb Purchase - Specialty	4	\$1.67	\$1.67	200	0.004	0.0	\$0.00	100%	34,324	0
Home Lighting	Residential Home Lighting - Residential Customers	LED Tubes (Linear Lamps)	LED Linear Tube	20	\$2.07	\$0.20	13	0.001	0.0	\$0.00	99%	5,552	0
Home Lighting	Residential Home Lighting - Business Customers	LED Tubes (Linear Lamps)	LED Linear Tube	6	\$2.32	\$0.24	61	0.012	0.0	\$0.00	100%	34,451	0
HVAC+R	Ozone Laundry	Ozone Washer Extractor	New ozone laundry system(Venturi Injection or Bubble Diffusion) is added-on to new or existing commercial washing machine using hot water heated with natural gas	10	\$3,028.26	\$10,804.35	0	0.000	82.0	\$1,272.23	100%	0	0
HVAC+R	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%	0	0
HVAC+R	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%	0	0
HVAC+R	AC Rewards - Business	Business Smart Thermostat - DR Direct Install	New Installation of DR Capable Smart Thermostat	5	\$255.00	\$255.00	14	2.081	0.0	\$0.00	100%	0	0
HVAC+R	AC Rewards - Business	Business Smart Thermostat - BYOT	Existing Dispatchable Device	5	\$100.00	\$100.00	14	2.081	0.0	\$0.00	100%	0	0
HVAC+R	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & GAS	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	7.7	\$0.00	100%	0	0
HVAC+R	AC Rewards - Business	Install Energy Star certified smart thermostat - AC ONLY	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	0.0	\$0.00	100%	0	0
HVAC+R	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Energy Star Certified Thermostat	10	\$95.00	\$95.00	911	0.000	0.0	\$0.00	100%	0	0
HVAC+R	Custom Cooling Project	Custom Cooling Projects	New Efficient Equipment	18	\$8,843.85	\$58,558.67	93,404	19.134	0.0	\$1.67	100%	0	0
HVAC+R	Custom Motors Project	Custom Motors Project	New Equipment	17	\$6,751.12	\$28,584.28	74,886	13.571	0.0	\$0.00	100%	0	0
HVAC+R	Custom Heating Project	Custom Heating Project	New Efficient Equipment	16	\$4,164.00	\$40,100.00	0	0	\$20.00	\$0.00	100%	0	2
HVAC+R	Custom Refrigeration Project	Custom Refrigeration Project	New Efficient Equipment	16	\$12,257.79	\$71,019.11	154,882	24.504	0.0	\$7,781.69	100%	0	0
HVAC+R	DX	DX Units < 5.4 tons	DX unit size 3.79 tons, 12.30 EER, 15.09 SEER	20	\$365.20	\$197.76	276	0.364	0.0	\$0.00	100%	718	0
HVAC+R	DX	DX Units 5.4 - 11.3 tons	DX unit size 7.98 tons, 12.01 EER, 14.06 SEER	20	\$1,230.39	\$2,219.00	1,143	0.723	0.0	\$0.00	100%	313	0
HVAC+R	DX	DX Units 11.4 - 19.9 tons	DX unit size 14.65 tons, 11.87 EER, 14.44 SEER	20	\$2,511.48	\$2,896.73	1,404	1.600	0.0	\$0.00	100%	141	0
HVAC+R	DX	DX Units 20 - 63.3 tons	DX unit size 31.74 tons, 11.39 EER, 13.94 SEER	20	\$3,174.39	\$3,996.74	3,731	3.298	0.0	\$0.00	100%	32	0
HVAC+R	DX	DX Units ≥ 63.3 tons	DX unit size 89.99 tons, 10.87 EER, 15.10 SEER	20	\$15,952.96	\$7,526.24	26,106	14.308	0.0	\$0.00	100%	4	0
HVAC+R	WSHP	Water Source Heat Pumps	WSHP unit size 2.81 tons, 14.20 EER, 15.78 SEER	20	\$224.54	\$863.86	240	0.363	0.0	\$0.00	100%	125	0
HVAC+R	DX	PTAC Units	PTAC unit size 0.44 tons, 13.14 EER, 15.46 SEER	20	\$38.21	\$177.15	36	0.000	0.0	\$0.00	100%	253	0
HVAC+R	Chiller	Scroll/Screw Chiller < 75 tons	Chiller size 55 tons, 0.70 FLV kW/ton, 0.59 IPLV kW/ton	20	\$1,155.00	\$7,150.00	716	3.960	0.0	\$0.00	100%	0	0



Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Chiller	Scroll/Screw chiller 75 to 150 tons	Chiller size 78.3 tons, 0.70 FLV kW/ton, 0.58 IPLV kW/ton	20	\$1,644.30	\$7,047.00	1,464	5.638	0.0	\$0.00	100%	0	0
HVAC+R	Chiller	Scroll/Screw chiller 150 to 300 tons	Chiller size 225 tons, 0.60 FLV kW/ton, 0.54 IPLV kW/ton	20	\$4,725.00	\$20,250.00	4,208	16.200	0.0	\$0.00	100%	0	0
HVAC+R	Chiller	Scroll/Screw chiller ≥ 300 tons	Chiller size 500 tons, 0.54 FLV kW/ton, 0.50 IPLV kW/ton	20	\$13,131.41	\$11,340.00	24,200	76.400	0.0	\$0.00	100%	2	0
HVAC+R	Chiller	Centrifugal Chillers < 150 tons	Chiller size 75.00 tons, 0.60 FLV kW/ton, 0.58 IPLV kW/ton	20	\$885.00	\$9,750.00	283	1.978	0.0	\$0.00	100%	0	0
HVAC+R	Chiller	Centrifugal Chillers 150 - 300 tons	Chiller size 250.00 tons, 0.58 FLV kW/ton, 0.35 IPLV kW/ton	20	\$7,647.62	\$12,825.00	30,720	10.000	0.0	\$0.00	100%	2	0
HVAC+R	Chiller	Centrifugal Chillers 300 - 600 tons	Chiller size 385.63 tons, 0.55 FLV kW/ton, 0.35 IPLV kW/ton	20	\$9,813.19	\$32,778.13	39,055	15.510	0.0	\$0.00	100%	0	0
HVAC+R	Chiller	Centrifugal Chillers ≥ 600 tons	Chiller size 1,000.00 tons, 0.54 FLV kW/ton, 0.35 IPLV kW/ton	20	\$24,427.50	\$40,000.00	100,905	60.966	0.0	\$0.00	100%	0	0
HVAC+R	Chiller	Air-Cooled Chillers < 150 tons	Chiller size 88.61 tons, 10.95 EER, 16.16 SEER	20	\$1,885.16	\$17,883.90	20,720	5.624	0.0	\$0.00	100%	12	0
HVAC+R	Chiller	Air-Cooled Chillers ≥ 150 tons	Chiller size 258.87 tons, 10.45 EER, 17.83 SEER	20	\$12,987.98	\$29,220.82	40,200	30.900	0.0	\$0.00	100%	20	0
HVAC+R	Chiller VFD	Chiller VFD Retrofit	VFD Chiller with 600 tons, 0.58 FLV kW/ton, 0.35 IPLV	15	\$11,088.04	\$49,336.11	216,690	-10.449	0.0	\$0.00	100%	0	0
HVAC+R	MN ERV	ERV Install on RTU/AHU for reduced cooling & heating load	70% Sensible Effectiveness Heat Recovery on 5041 CFM OA (Cooling Mode)	16	\$2,678.04	\$1,875.40	1,700	3.800	447.6	\$0.00	100%	41	3
HVAC+R	Mini Split	Mini-Split Heat Pump	MSHP size 1.2 tons, 21.27 SEER, 10.50 HSPF	16	\$238.92	\$381.75	602	3.600	0.0	\$0.00	100%	78	0
HVAC+R	Mini Split	Mini-Split AC - Data Center	MSAC size 2.2 tons, 17.79 SEER	18	\$107.84	\$542.29	2,926	0.559	0.0	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 0 - 0.499 MMBTUH	85% Efficient Boiler	20	\$1,359.58	\$2,371.00	0	0.000	64.0	\$0.00	100%	0	64
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 0.5 - 0.999 MMBTUH	85% Efficient Boiler	20	\$2,158.33	\$6,200.00	0	0.000	108.9	\$0.00	100%	0	6
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 1 - 1.999 MMBTUH	85% Efficient Boiler	20	\$6,399.17	\$7,700.00	0	0.000	328.6	\$0.00	100%	0	6
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 2 - 2.499 MMBTUH	85% Efficient Boiler	20	\$10,645.83	\$16,500.00	0	0.000	508.3	\$0.00	100%	0	12
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 2.5 - 3.999 MMBTUH	85% Efficient Boiler	20	\$2,400.00	\$5,000.00	0	0.000	352.0	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 4 - 5.999 MMBTUH	85% Efficient Boiler	20	\$15,750.00	\$22,000.00	0	0.000	721.4	\$0.00	100%	0	8
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 6 - 7.999 MMBTUH	85% Efficient Boiler	20	\$4,800.00	\$15,000.00	0	0.000	422.4	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Non-condensing 8 - 9.999 MMBTUH	85% Efficient Boiler	20	\$6,400.00	\$20,000.00	0	0.000	563.2	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 0 - 0.499 MMBTUH	88% Efficient Boiler	20	\$6,400.00	\$20,000.00	0	0.000	563.2	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 0.5 - 0.999 MMBTUH	88% Efficient Boiler	20	\$6,400.00	\$20,000.00	0	0.000	563.2	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 1 - 1.999 MMBTUH	88% Efficient Boiler	20	\$6,400.00	\$20,000.00	0	0.000	563.2	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 2 - 2.499 MMBTUH	88% Efficient Boiler	20	\$6,400.00	\$20,000.00	0	0.000	563.2	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 2.5 - 3.999 MMBTUH	88% Efficient Boiler	20	\$6,400.00	\$20,000.00	0	0.000	563.2	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 4 - 5.999 MMBTUH	88% Efficient Boiler	20	\$6,400.00	\$20,000.00	0	0.000	563.2	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 6 - 7.999 MMBTUH	88% Efficient Boiler	20	\$21,000.00	\$43,500.00	0	0.000	1,126.4	\$0.00	100%	0	0
HVAC+R	Boiler	Hot Water Boiler - Condensing 8 - 9.999 MMBTUH	88% Efficient Boiler	20	\$28,000.00	\$58,000.00	0	0.000	1,501.9	\$0.00	100%	0	0
HVAC+R	Boiler	Condensing Boiler Upgrade; 0 - 0.499 MMBTUH; for space heating	88% Efficient Boiler	20	\$2,030.00	\$4,600.00	0	0.000	85.8	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Boiler	Condensing Boiler Upgrade; 0.500 - 0.999 MMBTUH; for space heating	88% Efficient Boiler	20	\$4,900.00	\$11,200.00	0	0.000	207.3	\$0.00	100%	0	0
HVAC+R	Boiler	Condensing Boiler Upgrade; 1 - 1.999 MMBTUH; for space heating	88% Efficient Boiler	20	\$7,000.00	\$15,000.00	0	0.000	296.1	\$0.00	100%	0	0
HVAC+R	Boiler	Condensing Boiler Upgrade; 2 - 3.999 MMBTUH; for space heating	88% Efficient Boiler	20	\$17,920.00	\$26,500.00	0	0.000	757.9	\$0.00	100%	0	0
HVAC+R	Boiler	Condensing Boiler Upgrade; 4 - 5.999 MMBTUH; for space heating	88% Efficient Boiler	20	\$28,000.00	\$53,000.00	0	0.000	1,184.2	\$0.00	100%	0	0
HVAC+R	Boiler	Condensing Boiler Upgrade; 6 - 7.999 MMBTUH; for space heating	88% Efficient Boiler	20	\$42,000.00	\$79,500.00	0	0.000	1,776.2	\$0.00	100%	0	0
HVAC+R	Boiler	Condensing Boiler Upgrade; 8 - 9.999 MMBTUH; for space heating	88% Efficient Boiler	20	\$56,000.00	\$106,000.00	0	0.000	2,368.3	\$0.00	100%	0	0
HVAC+R	Boiler	Low Pressure Steam Boiler; 0 - 0.499 MMBTUH	84% Efficient Boiler	20	\$230.00	\$1,320.00	0	0.000	56.0	\$0.00	100%	0	0
HVAC+R	Boiler	Low Pressure Steam Boiler; 0.5 - 4.999 MMBTUH	84% Efficient Boiler	20	\$2,100.00	\$3,168.00	0	0.000	80.6	\$0.00	100%	0	4
HVAC+R	Boiler	Low Pressure Steam Boiler; 5 - 9.999 MMBTUH	84% Efficient Boiler	20	\$2,725.00	\$16,800.00	0	0.000	80.6	\$0.00	100%	0	4
HVAC+R	Boiler	High Pressure Steam Boiler; 0 - 0.499 MMBTUH	83% Efficient Boiler	20	\$150.00	\$1,320.00	0	0.000	29.2	\$0.00	100%	0	0
HVAC+R	Boiler	High Pressure Steam Boiler; 0.5 - 4.999 MMBTUH	83% Efficient Boiler	20	\$2,205.00	\$3,168.00	0	0.000	429.7	\$0.00	100%	0	0
HVAC+R	Boiler	High Pressure Steam Boiler; 5 - 9.999 MMBTUH	83% Efficient Boiler	20	\$4,155.00	\$16,500.00	0	0.000	1,012.0	\$0.00	100%	0	0
HVAC+R	Furnace	90% Efficient Furnaces	90% Efficient Furnaces	20	\$100.00	\$1,254.30	0	0.000	12.3	\$0.00	100%	0	0
HVAC+R	Furnace	92% Efficient Furnaces	92% Efficient Furnaces	20	\$200.00	\$1,341.80	0	0.000	13.2	\$0.00	100%	0	22
HVAC+R	Furnace	94% Efficient Furnaces	94% Efficient Furnaces	20	\$250.00	\$1,429.40	0	0.000	16.9	\$0.00	100%	0	49
HVAC+R	Furnace	96% Efficient Furnaces	96% Efficient Furnaces	20	\$300.00	\$1,517.07	0	0.000	14.9	\$0.00	100%	0	160
HVAC+R	Unit Heater	Non-Condensing Power Vent (83% efficiency)	Non-condensing power vent unit heater	20	\$122.31	\$326.11	0	0.000	15.4	\$0.00	100%	0	27
HVAC+R	Unit Heater	Condensing (>90% efficiency)	Condensing power vent unit heater	20	\$1,075.00	\$1,944.61	0	0.000	42.1	\$0.00	100%	0	3
HVAC+R	Unit Heater Infrared	Infrared	Infrared Heater	16	\$127.99	\$299.10	2,479	0.000	28.9	\$0.00	100%	5	25
HVAC+R	Boiler Tune Up	Non-Condensing Boiler Tune-Up <= 300 MBTUH	Boiler Tune-up - 2% additive improvement in efficiency; Boiler now at 80% efficiency	2	\$108.19	\$331.51	0	0.000	30.3	\$0.00	100%	0	498
HVAC+R	Boiler Tune Up	Non-Condensing Boiler Tune-Up 301 - 1 MMBTUH	Boiler Tune-up - 2% additive improvement in efficiency; Boiler now at 80% efficiency	2	\$108.25	\$433.00	0	0.000	24.7	\$0.00	100%	0	0
HVAC+R	Boiler Tune Up	Non-Condensing Boiler Tune-Up 1 - 10 MMBTUH	Boiler Tune-up - 2% additive improvement in efficiency; Boiler now at 80% efficiency	2	\$174.25	\$697.00	0	0.000	100.7	\$0.00	100%	0	0
HVAC+R	Boiler Tune Up	Non-Condensing Boiler Tune-Up >= 10 MMBTUH	Boiler Tune-up - 2% additive improvement in efficiency; Boiler now at 80% efficiency	2	\$182.50	\$730.00	0	0.000	333.0	\$0.00	100%	0	0
HVAC+R	Boiler Tune Up	Condensing Boiler Tune-Up	Condensing Boiler Tune-up - 0.8% additive improvement in efficiency; Boiler now at 88% average annual operating efficiency	2	\$165.48	\$718.44	0	0.000	22.3	\$0.00	100%	0	96
HVAC+R	Water Heater	Commercial Water Heaters - Tankless	95% Efficient Tankless Water Heater	20	\$556.19	\$1,009.94	0	0.000	15.1	\$152.17	100%	0	23
HVAC+R	Water Heater	Commercial Water Heaters - Storage	96% Efficient Storage Water Heater	15	\$611.39	\$1,157.90	0	0.000	141.5	\$0.00	100%	0	49
HVAC+R	Boiler Controls	Outdoor Air Reset on Non-Condensing Boiler <= 300MBTUH	83% Efficient Boiler	20	\$200.00	\$628.00	0	0.000	36.5	\$0.00	100%	0	18
HVAC+R	Boiler Controls	Outdoor Air Reset on Non-Condensing Boiler 301 - 1 MMBTUH	83% Efficient Boiler	20	\$200.00	\$1,271.00	0	0.000	35.7	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Outdoor Air Reset on Non-Condensing Boiler 1 - 10 MMBTUH	83% Efficient Boiler	20	\$200.00	\$1,504.00	0	0.000	145.6	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Outdoor Air Reset on Non-Condensing Boiler >= 10 MMBTUH	83% Efficient Boiler	20	\$200.00	\$1,500.00	0	0.000	1,324.1	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Stack Dampers on Non-Condensing Boiler <= 300MBTUH	81% Efficient Boiler	12	\$116.49	\$446.37	0	0.000	4.1	\$0.00	100%	0	25
HVAC+R	Boiler Controls	Stack Dampers on Non-Condensing Boiler 301 - 1 MMBTUH	81% Efficient Boiler	12	\$127.00	\$508.00	0	0.000	12.2	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Stack Dampers on Non-Condensing Boiler 1 - 10 MMBTUH	81% Efficient Boiler	12	\$200.00	\$800.00	0	0.000	49.7	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Boiler Controls	Stack Dampers on Non-Condensing Boiler >= 10 MMBTUH	81% Efficient Boiler	12	\$250.00	\$2,000.00	0	0.000	452.3	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Modulating Burners on Non Condensing Boiler <= 300MBTUH	83% Efficient Boiler	20	\$375.00	\$30,000.00	0	0.000	16.6	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Modulating Burners on Non-Condensing Boiler 301 - 1 MMBTUH	83% Efficient Boiler	20	\$810.00	\$34,667.00	0	0.000	35.7	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Modulating Burners on Non-Condensing Boiler 1 - 10 MMBTUH	83% Efficient Boiler	20	\$3,300.00	\$30,004.00	0	0.000	145.6	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Modulating Burners on Non-Condensing Boiler >= 10 MMBTUH	83% Efficient Boiler	20	\$7,000.00	\$198,000.00	0	0.000	4,400.1	\$0.00	100%	0	8
HVAC+R	Boiler Controls	Turbulators on Non Condensing Boiler <= 300MBTUH	83% Efficient Boiler	20	\$400.00	\$3,125.00	0	0.000	16.6	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Turbulators on Non-Condensing Boiler 301 - 1 MMBTUH	83% Efficient Boiler	20	\$400.00	\$3,125.00	0	0.000	35.7	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Turbulators on Non-Condensing Boiler 1 - 10 MMBTUH	83% Efficient Boiler	20	\$400.00	\$3,125.00	0	0.000	145.6	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Turbulators on Non-Condensing Boiler >= 10 MMBTUH	83% Efficient Boiler	20	\$400.00	\$3,125.00	0	0.000	1,324.1	\$0.00	100%	0	0
HVAC+R	Boiler Controls	O2 Trim Control on Non Condensing Boiler <= 300MBTUH	82% Efficient Boiler	20	\$1,827.75	\$7,311.00	0	0.000	11.2	\$0.00	100%	0	0
HVAC+R	Boiler Controls	O2 Trim Control on Non-Condensing Boiler 301 - 1 MMBTUH	82% Efficient Boiler	20	\$1,827.75	\$7,311.00	0	0.000	24.1	\$0.00	100%	0	0
HVAC+R	Boiler Controls	O2 Trim Control on Non-Condensing Boiler 1 - 10 MMBTUH	82% Efficient Boiler	20	\$1,827.75	\$7,311.00	0	0.000	98.3	\$0.00	100%	0	0
HVAC+R	Boiler Controls	O2 Trim Control on Non-Condensing Boiler >= 10 MMBTUH	82% Efficient Boiler	20	\$1,827.75	\$7,311.00	0	0.000	893.5	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Linkageless Controls on Non Condensing Boiler <= 300MBTUH	83% Efficient Boiler	16	\$75.00	\$564.23	0	0.000	16.6	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Linkageless Controls on Non-Condensing Boiler 301 - 1 MMBTUH	83% Efficient Boiler	16	\$162.00	\$1,218.73	0	0.000	35.7	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Linkageless Controls on Non-Condensing Boiler 1 - 10 MMBTUH	83% Efficient Boiler	16	\$660.00	\$4,965.20	0	0.000	145.6	\$0.00	100%	0	0
HVAC+R	Boiler Controls	Linkageless Controls on Non-Condensing Boiler >= 10 MMBTUH	83% Efficient Boiler	16	\$6,000.00	\$45,138.16	0	0.000	1,324.1	\$0.00	100%	0	0
HVAC+R	Steam Traps	Steam Traps - Low Pressure	New Steam Traps	5	\$50.00	\$258.03	0	0.000	39.9	\$0.00	100%	0	0
HVAC+R	Steam Traps	Steam Traps - High Pressure	New Steam Traps	5	\$23.40	\$982.31	0	0.000	23.1	\$0.00	100%	0	1,152
HVAC+R	Pipe Insulation	Pipe Insulation 105-200 Degree	100 ft of pipe with new insulation	13	\$578.13	\$1,063.05	0	0.000	9.9	\$0.00	100%	0	2
HVAC+R	Pipe Insulation	Pipe Insulation 201-250 Degree	101 ft of pipe with new insulation	13	\$1,428.75	\$3,160.75	0	0.000	86.3	\$0.00	100%	0	0
HVAC+R	Pipe Insulation	Pipe Insulation 251-350 Degree	102 ft of pipe with new insulation	13	\$1,686.25	\$996.71	0	0.000	130.2	\$0.00	100%	0	0
HVAC+R	Destratification Fans	Destratification Fans	HVLS Destratification Fan, 14 ft to <26 ft	16	\$2,000.00	\$0,400.00	0	0.000	14.2	\$0.00	100%	0	2
HVAC+R	Retrofit Refrigerated	LED Refrigerated Case Lighting	LED Strip lighting	20	\$45.00	\$163.75	682	0.081	0.0	\$0.00	100%	0	0
HVAC+R	Motors	1 HP Enhanced Efficiency Motor	1 hp motor 1% more efficient than NEMA Premium	20	\$15.00	\$134.12	24	0.004	0.0	\$0.00	100%	0	0
HVAC+R	Motors	1.5 HP Enhanced Efficiency Motor	1.5 hp motor 1% more efficient than NEMA Premium	20	\$15.00	\$148.55	26	0.006	0.0	\$0.00	100%	0	0
HVAC+R	Motors	2 HP Enhanced Efficiency Motor	2 hp motor 1% more efficient than NEMA Premium	20	\$15.00	\$181.46	34	0.010	0.0	\$0.00	100%	1	0
HVAC+R	Motors	3 HP Enhanced Efficiency Motor	3 hp motor 1% more efficient than NEMA Premium	20	\$20.00	\$165.78	63	0.012	0.0	\$0.00	100%	0	0
HVAC+R	Motors	5 HP Enhanced Efficiency Motor	5 hp motor 1% more efficient than NEMA Premium	20	\$20.00	\$183.25	101	0.021	0.0	\$0.00	100%	0	0
HVAC+R	Motors	7.5 HP Enhanced Efficiency Motor	7.5 hp motor 1% more efficient than NEMA Premium	20	\$30.00	\$263.65	169	0.030	0.0	\$0.00	100%	0	0
HVAC+R	Motors	10 HP Enhanced Efficiency Motor	10 hp motor 1% more efficient than NEMA Premium	20	\$35.00	\$313.82	224	0.041	0.0	\$0.00	100%	0	0
HVAC+R	Motors	15 HP Enhanced Efficiency Motor	15 hp motor 1% more efficient than NEMA Premium	20	\$45.00	\$441.22	373	0.060	0.0	\$0.00	100%	0	0
HVAC+R	Motors	20 HP Enhanced Efficiency Motor	20 hp motor 1% more efficient than NEMA Premium	20	\$60.00	\$534.64	474	0.079	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Motors	25 HP Enhanced Efficiency Motor	25 hp motor 1% more efficient than NEMA Premium	20	\$75.00	\$861.36	577	0.103	0.0	\$0.00	100%	0	0
HVAC+R	Motors	30 HP Enhanced Efficiency Motor	30 hp motor 1% more efficient than NEMA Premium	20	\$90.00	\$763.56	832	0.116	0.0	\$0.00	100%	0	0
HVAC+R	Motors	40 HP Enhanced Efficiency Motor	40 hp motor 1% more efficient than NEMA Premium	20	\$110.00	\$963.09	1,040	0.161	0.0	\$0.00	100%	0	0
HVAC+R	Motors	50 HP Enhanced Efficiency Motor	50 hp motor 1% more efficient than NEMA Premium	20	\$137.50	\$1,097.83	1,223	0.204	0.0	\$0.00	100%	0	0
HVAC+R	Motors	60 HP Enhanced Efficiency Motor	60 hp motor 1% more efficient than NEMA Premium	20	\$160.00	\$1,513.84	1,548	0.241	0.0	\$0.00	100%	0	0
HVAC+R	Motors	75 HP Enhanced Efficiency Motor	75 hp motor 1% more efficient than NEMA Premium	20	\$187.50	\$1,835.34	2,297	0.311	0.0	\$0.00	100%	0	0
HVAC+R	Motors	100 HP Enhanced Efficiency Motor	100 hp motor 1% more efficient than NEMA Premium	20	\$250.00	\$2,219.55	2,706	0.414	0.0	\$0.00	100%	0	0
HVAC+R	Motors	125 HP Enhanced Efficiency Motor	125 hp motor 1% more efficient than NEMA Premium	20	\$312.50	\$2,783.49	2,749	0.538	0.0	\$0.00	100%	0	0
HVAC+R	Motors	150 HP Enhanced Efficiency Motor	150 hp motor 1% more efficient than NEMA Premium	20	\$375.00	\$3,287.22	3,777	0.641	0.0	\$0.00	100%	0	0
HVAC+R	Motors	200 HP Enhanced Efficiency Motor	200 hp motor 1% more efficient than NEMA Premium	20	\$450.00	\$4,084.78	5,537	0.821	0.0	\$0.00	100%	0	0
HVAC+R	Motors	250 HP Enhanced Efficiency Motor	250 hp motor 1% more efficient than NEMA Premium	20	\$562.50	\$5,030.61	8,528	1.062	0.0	\$0.00	100%	0	0
HVAC+R	Motors	300 HP Enhanced Efficiency Motor	300 hp motor 1% more efficient than NEMA Premium	20	\$675.00	\$6,186.20	10,017	1.309	0.0	\$0.00	100%	0	0
HVAC+R	Motors	350 HP Enhanced Efficiency Motor	350 hp motor 1% more efficient than NEMA Premium	20	\$787.50	\$10,114.75	11,922	1.460	0.0	\$0.00	100%	0	0
HVAC+R	Motors	400 HP Enhanced Efficiency Motor	400 hp motor 1% more efficient than NEMA Premium	20	\$900.00	\$11,547.97	13,663	1.513	0.0	\$0.00	100%	0	0
HVAC+R	Motors	450 HP Enhanced Efficiency Motor	450 hp motor 1% more efficient than NEMA Premium	20	\$1,012.50	\$13,102.94	15,328	1.877	0.0	\$0.00	100%	0	0
HVAC+R	Motors	500 HP Enhanced Efficiency Motor	500 hp motor 1% more efficient than NEMA Premium	20	\$1,125.00	\$13,566.70	17,070	2.182	0.0	\$0.00	100%	0	0
HVAC+R	VFDs	1 HP Variable Frequency Drive	1 hp centrifugal fan or pump coupled with a VFD	15	\$400.00	\$1,487.88	899	0.195	0.0	\$0.00	100%	6	0
HVAC+R	VFDs	1.5 HP Variable Frequency Drive	1.5 hp centrifugal fan or pump coupled with a VFD	15	\$400.00	\$1,390.37	1,347	0.392	0.0	\$0.00	100%	30	0
HVAC+R	VFDs	2 HP Variable Frequency Drive	2 hp centrifugal fan or pump coupled with a VFD	15	\$400.00	\$1,693.33	1,577	0.392	0.0	\$0.00	100%	38	0
HVAC+R	VFDs	3 HP Variable Frequency Drive	3 hp centrifugal fan or pump coupled with a VFD	15	\$400.00	\$2,751.10	2,543	0.514	0.0	\$0.00	100%	149	0
HVAC+R	VFDs	5 HP Variable Frequency Drive	5 hp centrifugal fan or pump coupled with a VFD	15	\$600.00	\$3,224.28	5,927	0.893	0.0	\$0.00	100%	135	0
HVAC+R	VFDs	7.5 HP Variable Frequency Drive	7.5 hp centrifugal fan or pump coupled with a VFD	15	\$750.00	\$3,629.70	8,794	1.264	0.0	\$0.00	100%	97	0
HVAC+R	VFDs	10 HP Variable Frequency Drive	10 hp centrifugal fan or pump coupled with a VFD	15	\$1,000.00	\$4,030.20	9,294	1.607	0.0	\$0.00	100%	79	0
HVAC+R	VFDs	15 HP Variable Frequency Drive	15 hp centrifugal fan or pump coupled with a VFD	15	\$1,250.00	\$4,398.60	13,794	2.790	0.0	\$0.00	100%	116	0
HVAC+R	VFDs	20 HP Variable Frequency Drive	20 hp centrifugal fan or pump coupled with a VFD	15	\$1,600.00	\$5,739.58	19,877	3.630	0.0	\$0.00	100%	77	0
HVAC+R	VFDs	25 HP Variable Frequency Drive	25 hp centrifugal fan or pump coupled with a VFD	15	\$2,000.00	\$6,598.01	24,879	4.408	0.0	\$0.00	100%	53	0
HVAC+R	VFDs	30 HP Variable Frequency Drive	30 hp centrifugal fan or pump coupled with a VFD	15	\$2,400.00	\$7,359.58	30,729	5.290	0.0	\$0.00	100%	23	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	VFDs	40 HP Variable Frequency Drive	40 hp centrifugal fan or pump coupled with a VFD	15	\$3,000.00	\$7,736.36	28,678	8.844	0.0	\$0.00	100%	22	0
HVAC+R	VFDs	50 HP Variable Frequency Drive	50 hp centrifugal fan or pump coupled with a VFD	15	\$3,500.00	\$14,223.51	49,490	8.325	0.0	\$0.00	100%	18	0
HVAC+R	VFDs	60 HP Variable Frequency Drive	60 hp centrifugal fan or pump coupled with a VFD	15	\$4,000.00	\$15,905.49	71,903	8.581	0.0	\$0.00	100%	15	0
HVAC+R	VFDs	75 HP Variable Frequency Drive	75 hp centrifugal fan or pump coupled with a VFD	15	\$5,000.00	\$11,371.23	88,764	13.721	0.0	\$0.00	100%	23	0
HVAC+R	VFDs	100 HP Variable Frequency Drive	100 hp centrifugal fan or pump coupled with a VFD	15	\$6,000.00	\$9,926.29	198,493	21.298	0.0	\$0.00	100%	2	0
HVAC+R	VFDs	125 HP Variable Frequency Drive	125 hp centrifugal fan or pump coupled with a VFD	15	\$7,000.00	\$29,198.31	68,743	18.298	0.0	\$0.00	100%	5	0
HVAC+R	VFDs	150 HP Variable Frequency Drive	150 hp centrifugal fan or pump coupled with a VFD	15	\$7,000.00	\$14,448.41	181,209	32.983	0.0	\$0.00	100%	4	0
HVAC+R	VFDs	200 HP Variable Frequency Drive	200 hp centrifugal fan or pump coupled with a VFD	15	\$8,000.00	\$21,937.87	201,316	38.484	0.0	\$0.00	100%	2	0
HVAC+R	Motors	1 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$100.00	\$882.34	132	0.016	0.0	\$0.00	100%	1	0
HVAC+R	Motors	1.5 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$116.67	\$719.14	112	0.013	0.0	\$0.00	100%	6	0
HVAC+R	Motors	2 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$120.00	\$725.37	120	0.024	0.0	\$0.00	100%	5	0
HVAC+R	Motors	3 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$131.25	\$758.89	287	0.041	0.0	\$0.00	100%	12	0
HVAC+R	Motors	5 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$159.38	\$797.34	291	0.047	0.0	\$0.00	100%	16	0
HVAC+R	Motors	7.5 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$225.00	\$981.88	540	0.084	0.0	\$0.00	100%	13	0
HVAC+R	Motors	10 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$263.89	\$1,114.84	648	0.109	0.0	\$0.00	100%	18	0
HVAC+R	Motors	15 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$445.31	\$2,139.27	980	0.127	0.0	\$0.00	100%	16	0
HVAC+R	Motors	20 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$478.13	\$2,394.44	1,208	0.153	0.0	\$0.00	100%	8	0
HVAC+R	Motors	25 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$500.00	\$2,651.21	1,132	0.184	0.0	\$0.00	100%	6	0
HVAC+R	Motors	30 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$500.00	\$2,898.81	1,483	0.229	0.0	\$0.00	100%	3	0
HVAC+R	Motors	40 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$750.00	\$3,342.89	1,328	0.258	0.0	\$0.00	100%	8	0
HVAC+R	Motors	50 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$750.00	\$3,695.31	2,674	0.348	0.0	\$0.00	100%	6	0
HVAC+R	Motors	60 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$900.00	\$4,098.95	2,298	0.385	0.0	\$0.00	100%	3	0
HVAC+R	Motors	75 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$1,687.50	\$5,349.49	2,152	0.330	0.0	\$0.00	100%	2	0
HVAC+R	Motors	100 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$1,500.00	\$6,826.27	3,289	0.348	0.0	\$0.00	100%	2	0
HVAC+R	Motors	125 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$3,750.00	\$8,243.87	1,297	0.340	0.0	\$0.00	100%	2	0
HVAC+R	Motors	150 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$4,500.00	\$9,429.16	4,400	0.373	0.0	\$0.00	100%	2	0
HVAC+R	Motors	200 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$2,500.00	\$11,653.55	4,491	0.666	0.0	\$0.00	100%	0	0
HVAC+R	Motors	250 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$6,250.00	\$13,329.50	8,335	1.289	0.0	\$0.00	100%	1	0
HVAC+R	Motors	300 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$3,125.00	\$16,722.72	4,007	0.524	0.0	\$0.00	100%	0	0
HVAC+R	Motors	350 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$3,125.00	\$26,199.40	7,153	0.876	0.0	\$0.00	100%	0	0
HVAC+R	Motors	400 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$5,000.00	\$29,656.70	10,930	1.210	0.0	\$0.00	100%	0	0
HVAC+R	Motors	450 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$5,000.00	\$33,407.70	9,197	1.126	0.0	\$0.00	100%	0	0
HVAC+R	Motors	500 HP Upgrade Motor	NEMA Premium Efficient Motor	15	\$5,000.00	\$34,526.40	6,828	0.873	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	1 HP Well Water Pump Variable Frequency Drive	1 hp well water pump coupled with a VFD	15	\$100.00	\$2,182.10	184	0.046	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	1.5 HP Well Water Pump Variable Frequency Drive	1.5 hp well water pump coupled with a VFD	15	\$100.00	\$2,493.50	276	0.069	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Well Pump VFD	2 HP Well Water Pump Variable Frequency Drive	2 hp well water pump coupled with a VFD	15	\$100.00	\$2,741.03	369	0.092	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	3 HP Well Water Pump Variable Frequency Drive	3 hp well water pump coupled with a VFD	15	\$100.00	\$3,132.19	553	0.139	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	5 HP Well Water Pump Variable Frequency Drive	5 hp well water pump coupled with a VFD	15	\$150.00	\$3,705.41	921	0.231	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	7.5 HP Well Water Pump Variable Frequency Drive	7.5 hp well water pump coupled with a VFD	15	\$150.00	\$4,234.18	1,382	0.346	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	10 HP Well Water Pump Variable Frequency Drive	10 hp well water pump coupled with a VFD	15	\$225.00	\$4,654.52	7,890	0.826	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	15 HP Well Water Pump Variable Frequency Drive	15 hp well water pump coupled with a VFD	15	\$350.00	\$5,318.74	11,688	1.419	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	20 HP Well Water Pump Variable Frequency Drive	20 hp well water pump coupled with a VFD	15	\$4,000.00	\$13,471.35	135,753	16,716	0.0	\$0.00	100%	1	0
HVAC+R	Well Pump VFD	25 HP Well Water Pump Variable Frequency Drive	25 hp well water pump coupled with a VFD	15	\$1,000.00	\$6,292.12	27,534	3,562	0.0	\$0.00	100%	2	0
HVAC+R	Well Pump VFD	30 HP Well Water Pump Variable Frequency Drive	30 hp well water pump coupled with a VFD	15	\$1,200.00	\$6,691.09	30,736	4,274	0.0	\$0.00	100%	2	0
HVAC+R	Well Pump VFD	40 HP Well Water Pump Variable Frequency Drive	40 hp well water pump coupled with a VFD	15	\$825.00	\$7,344.33	20,023	2,650	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	50 HP Well Water Pump Variable Frequency Drive	50 hp well water pump coupled with a VFD	15	\$1,000.00	\$7,903.80	47,438	6,346	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	60 HP Well Water Pump Variable Frequency Drive	60 hp well water pump coupled with a VFD	15	\$1,225.00	\$8,392.40	45,862	6,046	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	75 HP Well Water Pump Variable Frequency Drive	75 hp well water pump coupled with a VFD	15	\$1,475.00	\$9,031.71	49,110	6,898	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	100 HP Well Water Pump Variable Frequency Drive	100 hp well water pump coupled with a VFD	15	\$4,500.00	\$14,336.48	50,742	5,702	0.0	\$0.00	100%	2	0
HVAC+R	Well Pump VFD	125 HP Well Water Pump Variable Frequency Drive	125 hp well water pump coupled with a VFD	15	\$1,925.00	\$10,684.59	51,158	6,118	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	150 HP Well Water Pump Variable Frequency Drive	150 hp well water pump coupled with a VFD	15	\$2,125.00	\$11,345.11	116,651	15,592	0.0	\$0.00	100%	0	0
HVAC+R	Well Pump VFD	200 HP Well Water Pump Variable Frequency Drive	200 hp well water pump coupled with a VFD	15	\$2,375.00	\$12,471.35	140,873	17,828	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	1 HP Efficient Fan	Efficient Fan with Qualifying FEI	19	\$120.00	\$228.70	97	0.017	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	1.5 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$160.00	\$324.90	146	0.025	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	2 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$180.00	\$356.79	223	0.032	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	3 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$200.00	\$405.08	305	0.047	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	5 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$220.00	\$405.27	484	0.074	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	7.5 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$240.00	\$511.59	695	0.108	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	10 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$260.00	\$557.78	936	0.140	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	15 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$300.00	\$566.01	1,169	0.177	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	20 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$320.00	\$545.64	1,477	0.229	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	25 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$360.00	\$645.32	1,794	0.281	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	30 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$380.00	\$695.06	2,461	0.344	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	40 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$420.00	\$809.83	3,303	0.449	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	50 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$460.00	\$843.13	4,020	0.582	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	60 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$500.00	\$844.69	5,420	0.669	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	75 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$540.00	\$1,150.65	6,352	0.812	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Fan Efficiency (FEI)	100 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$600.00	\$1,287.82	8,034	1.102	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	125 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$640.00	\$1,095.45	10,126	1.352	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	150 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$820.00	\$1,392.99	12,344	1.641	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	200 HP Efficient Fan	Efficient Fan with Qualifying FEI	20	\$1,100.00	\$1,840.38	14,063	1.895	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	1 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$520.00	\$2,365.32	986	0.174	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	1.5 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$560.00	\$2,718.31	1,490	0.256	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	2 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$580.00	\$3,019.32	2,339	0.339	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	3 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$600.00	\$3,395.09	3,192	0.495	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	5 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$820.00	\$3,995.48	5,391	0.822	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	7.5 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$990.00	\$4,585.74	7,772	1.210	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	10 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$1,260.00	\$5,098.48	10,727	1.604	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	15 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$1,550.00	\$5,743.76	15,552	2.356	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	20 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$1,920.00	\$6,266.13	20,209	3.128	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	25 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$2,360.00	\$6,898.24	24,797	3.888	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	30 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$2,780.00	\$7,208.23	33,292	4.656	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	40 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$3,420.00	\$7,964.98	45,511	6.187	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	50 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$3,960.00	\$8,597.51	53,132	7.693	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	60 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$4,500.00	\$9,030.05	74,574	9.203	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	75 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$5,540.00	\$9,982.36	89,276	11.415	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	100 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$6,600.00	\$10,950.26	110,616	15.174	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	125 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$7,640.00	\$11,582.14	142,076	18.966	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	150 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$7,820.00	\$12,486.98	170,589	22.672	0.0	\$0.00	100%	0	0
HVAC+R	Fan Efficiency (FEI)	200 HP Efficient Fan and integrated VFD	Variable Speed Efficient Fan with Qualifying FEI and Integrated VFD	15	\$9,100.00	\$14,209.42	224,002	30.184	0.0	\$0.00	100%	0	0
HVAC+R	Refrigeration Fans	PMSM - Medium Temp Display Case	PMSM Motor	15	\$40.00	\$93.30	430	0.049	0.0	\$0.00	100%	0	0
HVAC+R	Refrigeration Fans	PMSM - Low Temp Display Case	PMSM Motor	15	\$40.00	\$93.30	508	0.058	0.0	\$0.00	100%	0	0
HVAC+R	Refrigeration Fans	ECM Motors - Medium Temp Display Case	ECM Motor	15	\$40.00	\$140.71	414	0.047	0.0	\$0.00	100%	274	0
HVAC+R	Refrigeration Fans	ECM Motors - Low Temp Display Case	ECM Motor	15	\$40.00	\$140.71	489	0.056	0.0	\$0.00	100%	193	0
HVAC+R	Refrigeration Fans	ECM Motors - Medium Temp Walk-in, Evap fan <= 15" Diameter	ECM Motor	15	\$70.00	\$298.71	780	0.081	0.0	\$0.00	100%	198	0
HVAC+R	Refrigeration Fans	ECM Motors - Low Temp Walk-in, Evap fan <= 15" Diameter	ECM Motor	15	\$70.00	\$298.71	897	0.107	0.0	\$0.00	100%	43	0
HVAC+R	Refrigeration Fans	ECM Motors - Medium Temp Walk-in, Evap fan > 15" Diameter	ECM Motor	15	\$70.00	\$298.71	890	0.098	0.0	\$0.00	100%	5	0
HVAC+R	Refrigeration Fans	ECM Motors - Low Temp Walk-in, Evap fan > 15" Diameter	ECM Motor	15	\$70.00	\$298.71	710	0.082	0.0	\$0.00	100%	8	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Fractional HP Circ. Pumps	1/20 HP Circulator Pump	1/20 HP Circulator Pump with an ECM	15	\$50.00	\$142.24	412	0.074	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Circ. Pumps	1/15 HP Circulator Pump	1/15 HP Circulator Pump with an ECM	15	\$50.00	\$144.55	549	0.098	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Circ. Pumps	1/6 HP Circulator Pump	1/6 HP Circulator Pump with an ECM	15	\$50.00	\$158.35	1,373	0.245	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Circ. Pumps	1/4 HP Circulator Pump	1/4 HP Circulator Pump with an ECM	15	\$50.00	\$169.86	1,494	0.260	0.0	\$0.00	100%	5	0
HVAC+R	Fractional HP Circ. Pumps	1/3 HP Circulator Pump	1/3 HP Circulator Pump with an ECM	15	\$100.00	\$181.37	2,746	0.491	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Circ. Pumps	1/2 HP Circulator Pump	1/2 HP Circulator Pump with an ECM	15	\$100.00	\$204.38	4,119	0.736	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Circ. Pumps	3/4 HP Circulator Pump	3/4 HP Circulator Pump with an ECM	15	\$100.00	\$238.90	6,178	1.104	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Circ. Pumps	7/8 HP Circulator Pump	7/8 HP Circulator Pump with an ECM	15	\$100.00	\$256.16	7,208	1.288	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	1/20 HP Fan Motor	1/20 HP Fan with an ECM	15	\$50.00	\$142.24	163	0.056	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	1/15 HP Fan Motor	1/15 HP Fan with an ECM	15	\$50.00	\$144.54	230	0.079	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	1/6 HP Fan Motor	1/6 HP Fan with an ECM	15	\$50.00	\$158.35	582	0.199	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	1/4 HP Fan Motor	1/4 HP Fan with an ECM	15	\$50.00	\$169.86	555	0.190	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	1/3 HP Fan Motor	1/3 HP Fan with an ECM	15	\$100.00	\$181.36	686	0.235	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	1/2 HP Fan Motor	1/2 HP Fan with an ECM	15	\$100.00	\$204.38	872	0.299	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	3/4 HP Fan Motor	3/4 HP Fan with an ECM	15	\$100.00	\$238.89	1,014	0.348	0.0	\$0.00	100%	0	0
HVAC+R	Fractional HP Fan Motors	7/8 HP Fan Motor	7/8 HP Fan with an ECM	15	\$100.00	\$256.15	1,050	0.360	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	1 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$100.00	\$187.35	374	0.068	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	1.5 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$120.00	\$214.51	548	0.100	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	2 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$120.00	\$236.14	728	0.133	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	3 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$160.00	\$270.38	1,061	0.193	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	5 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$180.00	\$320.68	1,763	0.321	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	7.5 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$200.00	\$367.18	2,595	0.473	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	10 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$220.00	\$404.21	3,439	0.627	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	15 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$260.00	\$462.82	5,105	0.931	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	20 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$280.00	\$509.49	6,776	1.236	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	25 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$320.00	\$548.91	8,423	1.536	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	30 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$340.00	\$583.37	10,087	1.839	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	40 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$360.00	\$642.20	13,404	2.444	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	50 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$400.00	\$691.89	16,667	3.039	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	60 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$420.00	\$735.33	19,938	3.635	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	75 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$460.00	\$792.23	24,836	4.528	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	100 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$500.00	\$872.12	33,016	6.020	0.0	\$0.00	100%	0	0



Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Pump Efficiency (PEI)	125 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$540.00	\$939.60	41,266	7.524	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	150 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$580.00	\$998.60	49,329	8.994	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	200 HP Efficient Pump	Pump at least 0.02 PEI better than minimum efficiency	20	\$640.00	\$1,051.35	65,673	11.974	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	1 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$495.00	\$1,207.85	4,987	0.717	0.0	\$0.00	100%	1	0
HVAC+R	Pump Efficiency (PEI)	1.5 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$520.00	\$2,757.52	3,477	0.634	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	2 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$520.00	\$3,031.63	4,617	0.842	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	3 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$560.00	\$3,464.86	6,732	1.227	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	5 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$780.00	\$4,099.85	11,186	2.039	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	7.5 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$750.00	\$1,367.75	11,602	1.822	0.0	\$0.00	100%	1	0
HVAC+R	Pump Efficiency (PEI)	10 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$1,220.00	\$4,965.93	20,204	3.684	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	15 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$1,510.00	\$5,675.44	29,988	5.468	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	20 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$1,880.00	\$6,239.50	39,809	7.258	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	25 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$2,320.00	\$6,715.35	49,484	9.022	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	30 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$2,740.00	\$7,130.97	59,256	10.804	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	40 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$3,360.00	\$7,839.70	78,744	14.357	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	50 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$3,900.00	\$8,437.60	97,912	17.852	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	60 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$4,420.00	\$8,959.81	117,127	21.356	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	75 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$5,460.00	\$9,643.14	145,903	26.602	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	100 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$6,500.00	\$10,601.55	193,961	35.365	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	125 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$7,540.00	\$11,410.08	242,426	44.201	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	150 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$7,580.00	\$12,116.28	289,795	52.838	0.0	\$0.00	100%	0	0
HVAC+R	Pump Efficiency (PEI)	200 HP Efficient Pump With Integrated VFD	Pump at least 0.02 PEI better than minimum efficiency with a VFD	15	\$8,640.00	\$13,283.37	385,810	70.344	0.0	\$0.00	100%	0	0
HVAC+R	Anti-Sweat Heater Controls	Anti-Sweat Heater Controls, Medium Temperature Case	Anti-Sweat Heater Controls	10	\$1,890.00	\$3,475.00	30,079	3.991	0.0	\$0.00	100%	2	0
HVAC+R	Anti-Sweat Heater Controls	Anti-Sweat Heater Controls, Low Temperature Case	Anti-Sweat Heater Controls	10	\$5,160.00	\$14,480.00	135,377	13.982	0.0	\$0.00	100%	2	0
HVAC+R	No Heat Case Doors	No Heat Case Doors - Medium Temp	No Heat Case Doors	10	\$1,642.86	\$4,517.86	17,431	1.980	0.0	\$0.00	100%	7	0
HVAC+R	No Heat Case Doors	No Heat Case Doors - Low Temp	No Heat Case Doors	10	\$1,350.00	\$7,200.00	16,744	2.140	0.0	\$0.00	100%	2	0
HVAC+R	Evaporator Fan Motor Controller	Evaporator Fan Motor Controller (EFMC) (Cooler)	Evaporator fan motor control on medium temp walk-in	15	\$146.39	\$314.39	3,371	0.791	0.0	\$13.97	100%	97	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
HVAC+R	Evaporator Fan Motor Controller	Evaporator Fan Motor Controller (EFMC) (Freezer)	Evaporator fan motor control on low temp walk-in	16	\$35.00	\$321.46	366	0.001	0.0	\$0.00	100%	1	0
HVAC+R	Medium-temp Enclosed Reach-In Case	Medium-temp Enclosed Reach-In Case (per linear foot)	Medium-temp Reach-In Cases with Doors	15	\$2,674.00	\$34,218.38	37,071	4.232	0.0	\$0.00	100%	10	0
HVAC+R	Medium-temp Enclosed Reach-In Case	New Medium-temp Enclosed Reach-In Case (per linear foot)	New Medium-temp Reach-In Cases with Doors	16	\$100.00	\$497.82	514	0.059	6.7	\$0.00	100%	0	0
HVAC+R	Retrofit of open multi-deck cases with solid glass doors	Retrofit of open multi-deck cooler cases with solid glass doors (per linear foot of case)	Closed Case with Doors	12	\$100.00	\$497.82	514	0.059	6.7	\$0.00	100%	0	0
HVAC+R	Retrofit of open multi-deck cases with solid glass doors	Retrofit of open multi-deck freezer cases with solid glass doors (per linear foot of case)	Closed Case with Doors	12	\$150.00	\$497.82	1,563	0.178	8.3	\$0.00	100%	0	0
HVAC+R	Walk-in Freezer Defrost Controls	Controls that only operate defrost when needed in a Walk-in Freezer	Demand Defrost Controls installed in Walk-in Freezer	16	\$409.50	\$1,361.00	4,331	0.484	0.0	\$0.00	100%	1	0
HVAC+R	Floating Head Pressure Controls	Floating head pressure controls added onto a commercial refrigeration system	Electronic solenoids connected to floating head pressure controls to reduce minimum head pressure	15	\$2,511.00	\$4,185.00	85,563	0.000	0.0	\$0.00	100%	0	0
HVAC+R	In-Depth Study	Cooling Studies	0	0	\$12,725.00	\$17,650.00	0	0.000	0.0	\$0.00	100%	0	0
HVAC+R	In-Depth Study	Motors Studies	0	0	\$10,875.00	\$14,500.00	0	0.000	0.0	\$0.00	100%	0	0
HVAC+R	In-Depth Study	Heating Studies	0	0	\$15,653.25	\$22,463.67	0	0.000	0.0	\$0.00	100%	0	0
HVAC+R	Assessment	Refrigeration Assessment	0	0	\$3,000.00	\$3,000.00	0	0.000	0.0	\$0.00	100%	0	0
HVAC+R	In-Depth Study	Refrigeration Study	0	0	\$12,972.79	\$22,074.46	0	0.000	0.0	\$0.00	100%	0	0
HVAC+R	Aerators	Sink Aerator -restroom, elec water heating (per aerator)	0.6 gallons per minute restroom faucet aerator	9	\$8.00	\$8.00	1,933	0.004	0.0	\$360.96	100%	0	0
HVAC+R	Aerators	Sink Aerator -kitchen, elec water heating (per aerator)	1.5 gallons per minute kitchen faucet aerator	9	\$8.00	\$8.00	389	0.000	0.0	\$52.75	100%	0	0
HVAC+R	Aerators	CHW Pre-Rinse Sprayer - electric water heating	1.28 gallons per minute sprayer	5	\$45.00	\$45.00	455	0.001	0.0	\$87.35	100%	0	0
HVAC+R	Aerators	Faucet Aerator (Restroom), gas water heating	0.6 gallons per minute restroom faucet aerator	9	\$8.00	\$8.00	0	0.000	8.1	\$360.96	100%	0	0
HVAC+R	Aerators	Faucet Aerator (Kitchen), gas water heating	1.5 gallons per minute kitchen faucet aerator	9	\$8.00	\$8.00	0	0.000	1.6	\$52.75	100%	0	0
HVAC+R	Aerators	CHW Pre-Rinse Sprayer - gas water heating	1.28 gallons per minute sprayer	5	\$45.00	\$45.00	0	0.000	1.9	\$87.35	100%	0	0
HVAC+R	Strip Curtains - Direct Install	Strip Curtains - Doorway to Freezer Space	Installation of new strip curtain at door 0.34 inches thick added to a walk-in freezer preventing warm doorway when open	4	\$270.83	\$270.83	4,620	0.527	0.0	\$0.00	100%	0	0
HVAC+R	Auto Closers - Direct Install	Auto-Close Doors - Walk-in Cooler	Installation of new automatic hydraulic door closer on door walk-in cooler door	8	\$156.82	\$156.82	943	0.137	0.0	\$0.00	100%	0	0
HVAC+R	Auto Closers - Direct Install	Auto-Close Doors - Walk-in Freezer	Installation of new automatic hydraulic door closer on door walk-in freezer door	8	\$156.82	\$156.82	2,307	0.309	0.0	\$0.00	100%	0	0
HVAC+R	Direct Install Refrigerated	LED Ref and Frz Screw in Fixture Retrofit	LED Lamp	8	\$41.10	\$146.47	493	0.071	0.0	\$0.00	100%	140	0
Insulation Rebate Program	Attic Insulation - Electric Heating and Cooling	Attic insulation in homes with electric heating / electric cooling	Home with R49 or more attic insulation	20	\$333.75	\$0,000.00	1,218	0.000	0.0	\$0.00	100%	17	0
Insulation Rebate Program	Attic Insulation - Electric Heating Only	Attic insulation in homes with electric heating / no cooling	Home with R49 or more attic insulation	20	\$314.59	\$1,935.03	1,801	0.000	0.0	\$0.00	100%	0	0
Insulation Rebate Program	Attic Insulation - Gas Heating / Electric Cooling	Attic insulation in homes with gas heating / electric cooling for combo customers	Home with R49 or more attic insulation	20	\$144.60	\$694.84	185	0.367	10.7	\$1.00	100%	230	621
Insulation Rebate Program	Attic Insulation - Gas Heating Only	Attic insulation in homes with gas heating / no cooling	Home with R49 or more attic insulation	20	\$318.45	\$1,031.33	0	0.000	11.8	\$0.00	100%	0	21
Insulation Rebate Program	Attic Insulation - Gas Heating / Electric Cooling	Attic insulation in homes with gas heating / electric cooling for gas-only customers	Home with R49 or more attic insulation	20	\$326.91	\$2,111.96	50	0.096	10.1	\$0.00	100%	0	0
Insulation Rebate Program	Attic Insulation - Gas Heating / Electric Cooling	Attic insulation in homes with gas heating / electric cooling for electric-only customers	Home with R49 or more attic insulation	20	\$60.00	\$2,243.57	57	0.110	11.6	\$0.00	100%	0	0
Insulation Rebate Program	Wall Insulation - Electric Heating and Cooling	Wall insulation in homes with electric heating / electric cooling	Home with R11 wall cavity insulation added	20	\$262.35	\$4,304.00	8,437	0.881	0.0	\$0.00	100%	4	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Insulation Rebate Program	Wall Insulation - Electric Heating Only	Wall insulation in homes with electric heating / no cooling	Home with R11 wall cavity insulation added	20	\$300.00	\$3,248.89	6,867	0.000	0.0	\$0.00	100%	0	0
Insulation Rebate Program	Wall Insulation - Gas Heating / Electric Cooling	Wall insulation in homes with gas heating / electric cooling for combo customers	Home with R11 wall cavity insulation added	20	\$149.08	\$1,494.44	993	1.393	45.4	\$1.00	100%	18	66
Insulation Rebate Program	Wall Insulation - Gas Heating Only	Wall insulation in homes with gas heating / no cooling	Home with R11 wall cavity insulation added	20	\$300.00	\$2,539.60	0	0.000	20.7	\$0.00	100%	0	10
Insulation Rebate Program	Wall Insulation - Gas Heating / Electric Cooling	Wall insulation in homes with gas heating / electric cooling for gas-only customers	Home with R11 wall cavity insulation added	20	\$210.00	\$3,512.00	198	0.380	40.0	\$0.00	100%	0	0
Insulation Rebate Program	Wall Insulation - Gas Heating / Electric Cooling	Wall insulation in homes with gas heating / electric cooling for electric-only customers	Home with R11 wall cavity insulation added	20	\$25.00	\$3,343.07	185	0.356	37.4	\$0.00	100%	0	0
Insulation Rebate Program	Air Sealing - Electric Heating and Cooling	Air sealing in homes with electric heating / electric cooling	Home with bypass air sealing performed	10	\$144.23	\$946.54	2,360	0.113	0.0	\$0.00	100%	13	0
Insulation Rebate Program	Air Sealing - Electric Heating Only	Air sealing in homes with electric heating / no cooling	Home with bypass air sealing performed	10	\$150.00	\$500.00	2,032	0.090	0.0	\$0.00	100%	2	0
Insulation Rebate Program	Air Sealing - Gas Heating / Electric Cooling	Air sealing in homes with gas heating / electric cooling for combo customers	Home with bypass air sealing performed	10	\$59.12	\$304.39	362	0.230	16.8	\$0.00	100%	206	637
Insulation Rebate Program	Air Sealing - Gas Heating Only	Air sealing in homes with gas heating / no cooling	Home with bypass air sealing performed	10	\$150.00	\$0.00	0	0.000	22.2	\$0.00	100%	0	8
Insulation Rebate Program	Air Sealing - Gas Heating / Electric Cooling	Air sealing in homes with gas heating / electric cooling for gas-only customers	Home with bypass air sealing performed	10	\$145.05	\$842.25	91	0.175	26.1	\$0.00	100%	0	0
Insulation Rebate Program	Air Sealing - Gas Heating / Electric Cooling	Air sealing in homes with gas heating / electric cooling for electric-only customers	Home with bypass air sealing performed	10	\$15.00	\$1,109.69	90	0.174	25.7	\$0.00	100%	0	0
Insulation Rebate Program	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	2	1.109	0.0	\$0.00	100%	0	0
Insulation Rebate Program	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	123	0.236	9.5	\$0.00	100%	0	0
Lighting	Custom Lighting Project	Custom Lighting	High Efficiency Lighting	17	\$4,518.42	\$26,421.04	80,830	0	0.0	\$278.03	100%	52	0
Lighting	Networked Lighting Controls	Networked Lighting Controls	Lighting Fixture with Networked Lighting Controls	15	\$5,777.16	\$21,875.37	94,424	0.265	0.0	\$19.15	100%	19	0
Lighting	Lighting Controls	Occupancy Sensor	Sensor	8	\$550.01	\$5,113.15	12,736	2.362	0.0	\$5.11	100%	70	0
Lighting	Lighting Controls	Photocell Sensor	Sensor	8	\$357.78	\$2,192.46	4,915	0.899	0.0	\$2.55	100%	6	0
Lighting	Lighting Controls	Occupancy & Photo Cell Sensor	Sensor	8	\$951.66	\$3,879.18	11,749	1.897	0.0	\$9.31	100%	7	0
Lighting	Retrofit Flat	LED Stairwell Fixtures	LED Stairwell Fixture	20	\$40.00	\$144.61	394	0.054	0.0	-\$1.65	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 75-94W	LED High Bay Fixture	20	\$50.00	\$240.04	484	0.086	0.0	-\$1.96	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 95-189W	LED High Bay Fixture	20	\$90.00	\$316.23	1,158	0.206	0.0	-\$4.68	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 190-290W	LED High Bay Fixture	20	\$100.00	\$617.07	1,189	0.211	0.0	-\$4.80	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 291-464W	LED High Bay Fixture	20	\$200.00	\$891.65	1,441	0.256	0.0	-\$5.82	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 465-625W	LED High Bay Fixture	20	\$250.00	\$1,421.20	3,303	0.587	0.0	-\$13.34	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 75-94W	LED High Bay Kit	20	\$30.00	\$144.02	484	0.086	0.0	-\$1.96	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 95-189W	LED High Bay Kit	20	\$30.00	\$127.24	1,104	0.196	0.0	-\$4.46	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 190-290W	LED High Bay Kit	20	\$99.32	\$435.89	1,486	0.219	0.0	-\$5.46	100%	530	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 291-464W	LED High Bay Kit	20	\$50.00	\$534.99	1,441	0.256	0.0	-\$5.82	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 465-625W	LED High Bay Kit	20	\$105.00	\$852.72	3,303	0.587	0.0	-\$13.34	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 75-94W (Fluorescent Baseline)	LED High Bay Fixture	20	\$47.78	\$212.61	471	0.094	0.0	\$2.30	100%	462	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 95-189W (Fluorescent Baseline)	LED High Bay Fixture	20	\$121.46	\$304.96	623	0.113	0.0	\$2.96	100%	11,309	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 190-290W (Fluorescent Baseline)	LED High Bay Fixture	20	\$140.42	\$590.89	820	0.196	0.0	\$4.27	100%	1,433	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 291-464W (Fluorescent Baseline)	LED High Bay Fixture	20	\$184.27	\$690.30	1,710	0.340	0.0	\$8.43	100%	178	0
Lighting	Retrofit High Bay	LED High Bay Fixture - 465-625W (Fluorescent Baseline)	LED High Bay Fixture	20	\$165.00	\$1,421.20	2,227	0.396	0.0	-\$9.00	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 75-94W (Fluorescent Baseline)	LED High Bay Kit	20	\$30.00	\$144.02	379	0.067	0.0	-\$1.53	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 95-189W (Fluorescent Baseline)	LED High Bay Kit	20	\$40.00	\$224.77	365	0.093	0.0	-\$1.18	100%	40	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 190-290W (Fluorescent Baseline)	LED High Bay Kit	20	\$83.12	\$366.72	1,074	0.171	0.0	\$3.70	100%	170	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 291-464W (Fluorescent Baseline)	LED High Bay Kit	20	\$50.00	\$534.99	1,774	0.315	0.0	-\$7.16	100%	0	0
Lighting	Retrofit High Bay	LED High Bay Fixture Kit - 465-625W (Fluorescent Baseline)	LED High Bay Kit	20	\$105.00	\$852.72	2,227	0.396	0.0	-\$9.00	100%	0	0
Lighting	Retrofit Exterior	LED Street Lighting - 30-44W	LED Street Lighting	20	\$15.00	\$394.82	240	0.000	0.0	\$0.00	100%	0	0
Lighting	Retrofit Exterior	LED Street Lighting - 45-55W	LED Street Lighting	20	\$25.00	\$420.42	384	0.000	0.0	\$0.00	100%	0	0
Lighting	Retrofit Exterior	LED Street Lighting - 56-79W	LED Street Lighting	20	\$25.00	\$454.87	579	0.000	0.0	\$0.00	100%	0	0
Lighting	Retrofit Exterior	LED Street Lighting - 80-109W	LED Street Lighting	20	\$25.00	\$280.41	533	0.000	0.0	\$0.00	100%	0	0
Lighting	Retrofit Exterior	LED Street Lighting - 110-139W	LED Street Lighting	20	\$40.00	\$562.34	814	0.000	0.0	\$0.00	100%	0	0
Lighting	Retrofit Exterior	LED Street Lighting - 140-209W	LED Street Lighting	20	\$50.00	\$593.53	1,081	0.000	0.0	\$0.00	100%	0	0
Lighting	Retrofit Exterior	LED Area Lighting - 45-65W	LED Area Lighting	20	\$33.92	\$373.64	660	0.000	0.0	\$0.00	100%	210	0
Lighting	Retrofit Exterior	LED Area Lighting - 66-89W	LED Area Lighting	20	\$33.78	\$417.36	665	0.000	0.0	\$0.00	100%	351	0
Lighting	Retrofit Exterior	LED Area Lighting - 90-119W	LED Area Lighting	20	\$39.79	\$435.50	1,031	0.000	0.0	\$0.00	100%	378	0
Lighting	Retrofit Exterior	LED Area Lighting - 120-140W	LED Area Lighting	20	\$48.40	\$544.09	1,081	0.000	0.0	\$0.00	100%	273	0
Lighting	Retrofit Exterior	LED Area Lighting - 141-199W	LED Area Lighting	20	\$59.41	\$594.17	2,209	0.000	0.0	\$0.00	100%	942	0
Lighting	Retrofit Exterior	LED Area Lighting - 200-550W	LED Area Lighting	20	\$89.47	\$624.64	3,498	0.000	0.0	\$0.00	100%	814	0
Lighting	Retrofit Troffer	LED Troffer Fixture	LED Troffer Fixture	20	\$29.41	\$134.37	331	0.044	0.0	\$0.00	100%	39,917	0
Lighting	Retrofit Troffer	LED Troffer Retrofit Kit	LED Troffer Kit	20	\$30.00	\$162.36	262	0.047	0.0	\$0.00	100%	7,039	0
Lighting	Retrofit Exterior	LED Exterior Wall Pack <= 25W	LED Exterior Wall Packs	20	\$15.00	\$66.34	167	0.000	0.0	\$0.00	100%	1	0
Lighting	Retrofit Exterior	LED Exterior Wall Pack 26W - 60W	LED Exterior Wall Packs	20	\$28.88	\$163.07	796	0.000	0.0	\$0.00	100%	1,168	0
Lighting	Retrofit Exterior	LED Exterior Wall Pack 61W - 150W	LED Exterior Wall Packs	20	\$49.34	\$236.16	1,361	0.000	0.0	\$0.00	100%	810	0
Lighting	Retrofit Flat	LED Parking Garage Wall Pack <= 25W	LED Parking Garage Wall Packs	20	\$30.00	\$274.04	842	0.096	0.0	\$0.00	100%	0	0
Lighting	Retrofit Flat	LED Parking Garage Wall Pack 26W - 60W	LED Parking Garage Wall Packs	20	\$60.00	\$362.09	1,424	0.163	0.0	\$0.00	100%	51	0
Lighting	Retrofit Flat	LED Parking Garage Wall Pack 61W - 150W	LED Parking Garage Wall Packs	20	\$75.00	\$562.63	3,189	0.384	0.0	\$0.00	100%	5	0
Lighting	Retrofit Exterior	LED Outdoor Canopy or Soffit lighting 25W - 60W	LED Outdoor Canopy Lighting	20	\$18.80	\$234.14	794	0.000	0.0	\$0.00	100%	46	0
Lighting	Retrofit Exterior	LED Outdoor Canopy or Soffit lighting 61W - 150W	LED Outdoor Canopy Lighting	20	\$23.97	\$69.27	1,227	0.000	0.0	\$0.00	100%	139	0
Lighting	Retrofit Troffer	LED Linear Ambient <=35W	LED Linear Ambients	20	\$16.62	\$128.10	131	0.000	0.0	-\$0.64	100%	3,701	0
Lighting	Retrofit Troffer	LED Linear Ambient 36-60W	LED Linear Ambients	20	\$22.54	\$174.60	260	0.046	0.0	-\$1.16	100%	4,373	0
Lighting	Retrofit Troffer	LED Linear Ambient >=61W	LED Linear Ambients	20	\$34.76	\$266.17	600	0.106	0.0	-\$3.76	100%	6,101	0
Lighting	Retrofit Flat	LED Exit Sign	Exit Sign Retrofit and Replacement	20	\$25.00	\$47.16	312	0.043	0.0	-\$1.24	100%	854	0
Lighting	Retrofit Refrigerated	LED Ref and Frz Cases 5' or 6' doors	LED Linear Tubes	20	\$35.87	\$129.63	677	0.076	0.0	\$0.00	100%	245	0
Lighting	Retrofit Tube	LED Linear Tube Type A 2 foot	LED Linear Tubes	10	\$1.98	\$5.66	48	0.006	0.0	-\$0.24	100%	3,406	0
Lighting	Retrofit Tube	LED Linear Tube Type B 2 foot	LED Linear Tubes	10	\$2.96	\$16.73	74	0.006	0.0	-\$0.08	100%	860	0
Lighting	Retrofit Tube	LED Linear Tube Type C 2 foot	LED Linear Tubes	20	\$1.23	\$0.69	131	0.002	0.0	-\$0.06	100%	36,644	0
Lighting	Retrofit Tube	LED Linear Tube Type A 4 foot	LED Linear Tubes	10	\$1.99	\$0.94	67	0.016	0.0	-\$0.39	100%	100,130	0
Lighting	Retrofit Tube	LED Linear Tube Type B 4 foot	LED Linear Tubes	10	\$2.99	\$16.26	78	0.014	0.0	-\$0.36	100%	217,893	0
Lighting	Retrofit Tube	LED Linear Tube Type C 4 foot	LED Linear Tubes	20	\$5.00	\$26.06	72	0.014	0.0	-\$0.30	100%	62,442	0
Lighting	Retrofit Tube	LED Tube Type A 4 foot T5	LED Linear Tubes	10	\$2.00	\$13.81	173	0.000	0.0	-\$0.96	100%	3,030	0
Lighting	Retrofit Tube	LED Tube Type B 4 foot T5	LED Linear Tubes	10	\$3.00	\$21.70	160	0.001	0.0	-\$0.81	100%	5,453	0
Lighting	Retrofit Tube	LED Tube Type C 4 foot T5	LED Linear Tubes	20	\$5.00	\$44.67	66	0.016	0.0	-\$0.81	100%	975	0
Lighting	Retrofit High Bay	LED Lamps - 30-39W (HID Base)	LED Screw-in Lamps	8	\$30.00	\$85.92	538	0.080	0.0	-\$1.63	100%	0	0
Lighting	Retrofit High Bay	LED Lamps - 40-49W (HID Base)	LED Screw-in Lamps	8	\$40.00	\$67.39	1,080	0.161	0.0	-\$3.27	100%	0	0
Lighting	Retrofit High Bay	LED Lamps - 50-79W (HID Base)	LED Screw-in Lamps	8	\$50.00	\$125.20	1,343	0.200	0.0	-\$4.07	100%	0	0
Lighting	Retrofit High Bay	LED Lamps - 80-119W (HID Base)	LED Screw-in Lamps	8	\$60.00	\$193.65	1,611	0.240	0.0	-\$4.88	100%	0	0
Lighting	Retrofit High Bay	LED Lamps - 120-144W (HID Base)	LED Screw-in Lamps	8	\$75.00	\$192.41	2,106	0.314	0.0	-\$6.38	100%	0	0
Lighting	Retrofit High Bay	LED Lamps - 145-230W (HID Base)	LED Screw-in Lamps	8	\$75.00	\$243.81	1,974	0.295	0.0	-\$5.98	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Lighting	Retrofit Troffer	LED PL/G based CFL Replacement lamp	LED PL/G based CFL Replacement lamp	11	\$7.00	\$10.97	116	0.022	0.0	-\$0.48	100%	0	0
Lighting	Retrofit Troffer	LED PL/G based CFL Replacement lamp Type B	LED PL/G based CFL Replacement lamp	11	\$7.00	\$31.64	126	0.024	0.0	-\$0.53	100%	0	0
Lighting	Retrofit Troffer	LED Interior Fixture <= 25W	LED Interior Fixtures	20	\$35.00	\$83.99	571	0.112	0.0	-\$2.46	100%	0	0
Lighting	Retrofit Troffer	LED Interior Fixture <= 25W (CFL Base)	LED Interior Fixtures	20	\$25.00	\$50.06	158	0.031	0.0	-\$0.68	100%	0	0
Lighting	Retrofit Troffer	LED Interior Fixture 26W - 50W	LED Interior Fixtures	20	\$50.00	\$133.39	722	0.141	0.0	-\$3.11	100%	0	0
Lighting	Retrofit Troffer	LED Interior Fixture 26W - 50W (CFL Base)	LED Interior Fixtures	20	\$35.00	\$145.42	192	0.038	0.0	-\$0.83	100%	0	0
Lighting	Retrofit Flat	LED Parking Garage Lighting 25W-60W (Fluorescent Baseline)	LED Parking Garage Lighting	20	\$107.06	\$347.83	716	0.082	0.0	\$0.00	100%	228	0
Lighting	Retrofit Flat	LED Parking Garage lighting 61W-83W (Fluorescent Baseline)	LED Parking Garage Lighting	20	\$125.00	\$412.85	560	0.064	0.0	\$0.00	100%	0	0
Lighting	Retrofit Flat	LED Parking Garage Lighting 25W-60W	LED Parking Garage Lighting	20	\$76.97	\$244.39	1,312	0.180	0.0	\$0.00	100%	1,675	0
Lighting	Retrofit Flat	LED Parking Garage lighting 61W - 83W	LED Parking Garage Lighting	20	\$125.00	\$396.79	560	0.067	0.0	\$0.00	100%	1,296	0
Lighting	Midstream Screw In	LED Interior Lamp - A Lamps	LED Lamp	4	\$4.01	\$1.80	94	0.016	0.0	\$0.00	100%	78,122	0
Lighting	Midstream Screw In	LED Interior Lamp - PAR20, R20	LED Lamp	5	\$4.23	\$3.81	116	0.020	0.0	\$0.00	100%	1,368	0
Lighting	Midstream Screw In	LED Interior Lamp - PAR30	LED Lamp	5	\$5.39	\$2.41	216	0.037	0.0	\$0.00	100%	7,373	0
Lighting	Midstream Screw In	LED Interior Lamp - BR30	LED Lamp	5	\$5.36	\$0.92	173	0.028	0.0	\$0.00	100%	4,005	0
Lighting	Midstream Screw In	LED Interior Lamp - PAR38	LED Lamp	5	\$10.42	\$10.35	329	0.058	0.0	\$0.00	100%	9,628	0
Lighting	Midstream Screw In	LED Interior Lamp - BR40	LED Lamp	5	\$6.40	\$4.87	258	0.044	0.0	\$0.00	100%	575	0
Lighting	Midstream Screw In	LED Interior Lamp - PAR16	LED Lamp	5	\$3.24	\$2.89	180	0.017	0.0	\$0.00	100%	690	0
Lighting	Midstream Screw In	LED Interior Lamp - MR16	LED Lamp	5	\$5.58	\$0.91	187	0.033	0.0	\$0.00	100%	2,810	0
Lighting	Midstream Screw In	LED Interior Lamp - Decorative (B, BA, Candle)	LED Lamp	4	\$4.05	\$8.24	216	0.038	0.0	\$0.00	100%	5,022	0
Lighting	Midstream Screw In	LED Interior Screw In Fixture Retrofit	LED Retrofit Kit	9	\$10.38	\$1.88	157	0.027	0.0	\$0.00	100%	1,952	0
Lighting	Midstream Tube	LED Linear Tube Type A 2 foot	LED Linear Tubes	9	\$2.00	\$5.41	56	0.010	0.0	-\$0.23	100%	0	0
Lighting	Midstream Tube	LED Linear Tube Type B 2 foot	LED Linear Tubes	10	\$3.00	\$8.26	39	0.007	0.0	-\$0.16	100%	0	0
Lighting	Midstream Tube	LED Linear Tube Type C 2 foot	LED Linear Tubes	20	\$5.00	\$21.65	34	0.006	0.0	-\$0.14	100%	0	0
Lighting	Midstream Tube	LED Linear Tube Type A 4 foot	LED Linear Tubes	9	\$2.00	\$6.64	81	0.015	0.0	-\$0.34	100%	0	0
Lighting	Midstream Tube	LED Linear Tube Type B 4 foot	LED Linear Tubes	10	\$3.00	\$16.52	79	0.014	0.0	-\$0.33	100%	0	0
Lighting	Midstream Tube	LED Linear Tube Type C 4 foot	LED Linear Tubes	20	\$5.00	\$25.08	83	0.015	0.0	-\$0.35	100%	0	0
Lighting	Midstream Tube	LED Tube Type A 4 foot T5	LED Linear Tubes	9	\$2.00	\$13.73	181	0.032	0.0	-\$0.75	100%	0	0
Lighting	Midstream Tube	LED Tube Type B 4 foot T5	LED Linear Tubes	10	\$3.00	\$23.68	185	0.033	0.0	-\$0.77	100%	0	0
Lighting	Midstream Tube	LED Tube Type C 4 foot T5	LED Linear Tubes	20	\$5.00	\$34.67	132	0.024	0.0	-\$0.55	100%	0	0
Lighting	Midstream High Bay	LED Lamps - 30-39W (HID Base)	LED Screw-in Lamps	8	\$23.85	\$78.75	494	0.098	0.0	-\$2.79	100%	229	0
Lighting	Midstream High Bay	LED Lamps - 40-49W (HID Base)	LED Screw-in Lamps	8	\$37.18	\$76.87	463	0.147	0.0	-\$3.39	100%	71	0
Lighting	Midstream High Bay	LED Lamps - 50-79W (HID Base)	LED Screw-in Lamps	8	\$49.70	\$127.49	1,060	0.183	0.0	-\$3.33	100%	251	0
Lighting	Midstream High Bay	LED Lamps - 80-119W (HID Base)	LED Screw-in Lamps	8	\$59.94	\$153.37	823	0.196	0.0	-\$3.84	100%	270	0
Lighting	Midstream High Bay	LED Lamps - 120-144W (HID Base)	LED Screw-in Lamps	8	\$74.68	\$186.80	1,221	0.203	0.0	-\$6.34	100%	59	0
Lighting	Midstream High Bay	LED Lamps - 145-230W (HID Base)	LED Screw-in Lamps	8	\$75.00	\$211.55	1,048	0.180	0.0	-\$4.90	100%	210	0
Lighting	Midstream Troffer	LED PL/G based CFL Replacement lamp	LED PL/G based CFL Replacement lamp	11	\$6.56	\$7.85	74	0.014	0.0	-\$0.34	100%	11,484	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Lighting	Midstream Troffer	LED PL/G based CFL Replacement lamp Type B	LED PL/G based CFL Replacement lamp	11	\$6.31	\$28.00	140	0.023	0.0	\$5.54	100%	3,207	0
Lighting	Midstream Troffer	LED Interior Fixture <= 25W	LED Interior Fixtures	20	\$24.48	\$42.51	200	0.028	0.0	\$7.89	100%	19,849	0
Lighting	Midstream Troffer	LED Interior Fixture <= 25W (CFL Base)	LED Interior Fixtures	20	\$26.57	\$63.24	237	0.042	0.0	\$11.28	100%	4,716	0
Lighting	Midstream Troffer	LED Interior Fixture 26W - 50W	LED Interior Fixtures	20	\$37.79	\$153.02	451	0.075	0.0	\$21.09	100%	2,506	0
Lighting	Midstream Troffer	LED Interior Fixture 26W - 50W (CFL Base)	LED Interior Fixtures	20	\$38.22	\$134.95	349	0.063	0.0	\$11.78	100%	419	0
Lighting	New Construction Troffer	LED Interior Fixture <= 25W	LED Downlight Fixture	20	\$25.00	\$9.28	195	0.029	0.0	-\$0.82	100%	0	0
Lighting	New Construction Troffer	LED Interior Fixture 26W - 50W	LED Downlight Fixture	20	\$40.00	\$109.96	631	0.094	0.0	-\$2.64	100%	0	0
Lighting	New Construction Refrigerated	LED Ref and Frz Cases 5' or 6' doors	LED Strip Lighting	20	\$35.00	\$87.03	412	0.069	0.0	\$0.00	100%	0	0
Lighting	New Construction Flat	LED Parking Garage Lighting 25W-60W	LED Parking Garage Fixture	20	\$25.00	\$92.55	1,390	0.159	0.0	\$0.00	100%	0	0
Lighting	New Construction Flat	LED Parking Garage lighting 61W - 83W	LED Parking Garage Fixture	20	\$35.00	\$120.39	1,840	0.210	0.0	\$0.00	100%	0	0
Lighting	New Construction High Bay	LED High Bay Fixture - 75-94W	LED High Bay Fixture	20	\$40.15	\$87.28	744	0.118	0.0	\$2.74	100%	491	0
Lighting	New Construction High Bay	LED High Bay Fixture - 95-189W	LED High Bay Fixture	20	\$112.12	\$278.02	870	0.140	0.0	\$3.31	100%	5,792	0
Lighting	New Construction High Bay	LED High Bay Fixture - 190-290W	LED High Bay Fixture	20	\$138.46	\$430.29	1,200	0.246	0.0	\$5.36	100%	2,202	0
Lighting	New Construction High Bay	LED High Bay Fixture - 291-464W	LED High Bay Fixture	20	\$172.87	\$658.14	2,281	0.344	0.0	\$12.39	100%	790	0
Lighting	New Construction High Bay	LED High Bay Fixture - 465-625W	LED High Bay Fixture	20	\$250.00	\$1,330.05	1,151	0.203	0.0	\$4.27	100%	102	0
Lighting	New Construction Exterior	LED Street Lighting - 30-44W	LED Street Lighting	20	\$15.00	\$240.28	240	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Street Lighting - 45-55W	LED Street Lighting	20	\$25.00	\$253.22	384	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Street Lighting - 56-79W	LED Street Lighting	20	\$25.00	\$417.53	564	0.000	0.0	\$0.00	100%	99	0
Lighting	New Construction Exterior	LED Street Lighting - 80-109W	LED Street Lighting	20	\$25.00	\$59.43	533	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Street Lighting - 110-139W	LED Street Lighting	20	\$40.00	\$332.28	653	0.000	0.0	\$0.00	100%	3	0
Lighting	New Construction Exterior	LED Street Lighting - 140-209W	LED Street Lighting	20	\$50.00	\$632.01	1,407	0.000	0.0	\$0.00	100%	2	0
Lighting	New Construction Exterior	LED Area Lighting - 45-65W	LED Fixture	20	\$35.00	\$296.27	366	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Area Lighting - 66-89W	LED Fixture	20	\$35.00	\$273.23	644	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Area Lighting - 90-119W	LED Fixture	20	\$40.00	\$367.58	932	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Area Lighting - 120-140W	LED Fixture	20	\$50.00	\$394.96	1,578	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Area Lighting - 141-199W	LED Fixture	20	\$60.00	\$325.23	3,408	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Area Lighting - 200-550W	LED Fixture	20	\$90.00	\$528.39	3,852	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Troffer	LED Troffer Fixture	LED Troffer Fixture	20	\$30.00	\$93.99	175	0.033	0.0	-\$0.09	100%	0	0
Lighting	New Construction Troffer	LED Linear Ambient <=35W	LED Linear Ambient Fixture	20	\$15.00	\$110.78	173	0.033	0.0	-\$0.72	100%	0	0
Lighting	New Construction Troffer	LED Linear Ambient 36-60W	LED Linear Ambient Fixture	20	\$20.00	\$120.35	283	0.055	0.0	-\$1.18	100%	0	0
Lighting	New Construction Troffer	LED Linear Ambient >=61W	LED Linear Ambient Fixture	20	\$25.00	\$164.11	352	0.068	0.0	-\$1.47	100%	0	0
Lighting	New Construction Exterior	LED Exterior Wall Pack <= 25W	LED Wall Pack Fixture	20	\$14.11	\$81.28	302	0.000	0.0	\$0.00	100%	517	0
Lighting	New Construction Exterior	LED Exterior Wall Pack 26W - 60W	LED Wall Pack Fixture	20	\$30.00	\$54.55	762	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Exterior Wall Pack 61W - 150W	LED Wall Pack Fixture	20	\$50.00	\$237.61	1,586	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Flat	LED Parking Garage Wall Pack <= 25W	LED Wall Pack Fixture	20	\$15.00	\$45.99	787	0.090	0.0	\$0.00	100%	0	0
Lighting	New Construction Flat	LED Parking Garage Wall Pack 26W - 60W	LED Wall Pack Fixture	20	\$30.00	\$89.67	1,484	0.169	0.0	\$0.00	100%	0	0
Lighting	New Construction Flat	LED Parking Garage Wall Pack 61W - 150W	LED Wall Pack Fixture	20	\$50.00	\$242.57	3,640	0.416	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Outdoor Canopy or Soffit lighting 25W - 60W	LED Canopy Fixture	20	\$20.00	\$126.47	1,086	0.000	0.0	\$0.00	100%	0	0
Lighting	New Construction Exterior	LED Outdoor Canopy or Soffit lighting 61W - 150W	LED Canopy Fixture	20	\$25.00	\$80.41	1,620	0.000	0.0	\$0.00	100%	0	0
Lighting	Lighting Redesign	Lighting Redesign Studies	Redesign Lighting Solution Study	0	\$21,637.50	\$29,953.20	0	0.000	0.0	\$0.00	100%	0	0
Lighting	Lighting Redesign	Lighting Redesign Implementation	Redesign Lighting Solution Installed	20	\$97,968.00	\$871,880.20	1,118,334	288,180	0.0	\$10,124.80	100%	1	0
Lighting	Retrofit Troffer	LED Linear Ambient Retrofit Kit <=35W	LED Linear Ambient Kits	20	\$15.00	\$117.88	173	0.033	0.0	-\$0.72	100%	0	0
Lighting	Retrofit Troffer	LED Linear Ambient Retrofit Kit 36-60W	LED Linear Ambient Kits	20	\$20.00	\$130.14	283	0.055	0.0	-\$1.18	100%	0	0
Lighting	Retrofit Troffer	LED Linear Ambient Retrofit Kit >=61W	LED Linear Ambient Kits	20	\$30.00	\$176.41	352	0.068	0.0	-\$1.47	100%	0	0
Lighting	New Construction Lighting Controls	Occupancy Sensor	Sensor	8	\$3.00	\$36.73	75	0.013	0.0	-\$0.04	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Lighting	New Construction Flat	LED Stairwell Fixtures	LED Stairwell Fixture	20	\$36.59	\$139.68	388	0.092	0.0	\$1.78	100%	381	0
Lighting	New Construction Tube	LED Tubes	LED Linear Tubes	20	\$2.00	\$11.02	73	0.014	0.0	-\$0.30	100%	0	0
Lighting	New Construction Troffer	LED Linear Ambient Retrofit Kit <=35W	LED Linear Ambient Fix	20	\$10.00	\$71.48	173	0.033	0.0	-\$0.72	100%	0	0
Lighting	New Construction Troffer	LED Linear Ambient Retrofit Kit 36-60W	LED Linear Ambient Fix	20	\$15.00	\$76.97	283	0.055	0.0	-\$1.18	100%	0	0
Lighting	New Construction Troffer	LED Linear Ambient Retrofit Kit >=61W	LED Linear Ambient Fix	20	\$20.00	\$105.30	352	0.068	0.0	-\$1.47	100%	0	0
Low Income Home Energy Squad	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	2	1.109	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III Thermostat	5	\$190.00	\$190.00	2	1.109	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	76	0.180	5.5	\$0.00	100%	0	0
Low Income Home Energy Squad	Advanced Power Strip	Advanced Power Strip	Tier 1 Advanced Power Strip	7	\$15.00	\$15.00	68	0.009	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Advanced Power Strip	Advanced Power Strip	Tier 2 Advanced Power Strip	8	\$40.00	\$40.00	118	0.015	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$0.00	\$0.00	74	0.010	0.0	\$4.98	100%	21	0
Low Income Home Energy Squad	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$0.00	\$0.00	190	0.014	0.0	\$12.87	100%	43	0
Low Income Home Energy Squad	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$0.00	\$0.00	0	0.000	0.0	\$4.78	100%	0	47
Low Income Home Energy Squad	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$0.00	\$0.00	0	0.000	0.0	\$14.80	100%	0	105
Low Income Home Energy Squad	Dehumidifier Recycling	Dehumidifier removal and Recycling	Removal of dehumidifier	5	\$15.00	\$15.00	824	0.426	0.0	\$1.00	100%	0	0
Low Income Home Energy Squad	ENERGY STAR Dehumidifier	≤ 50 Pints/Day Dehumidifier	ENERGY STAR Dehumidifier - Low Capacity	12	\$229.97	\$229.97	211	0.130	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Energy Squad Service	Home Energy Squad Service	Tier One Energy Squad Service	0	\$70.00	\$70.00	0	0.000	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Lighting DI	3-WAY 5W-9W-16W	3-WAY 5W-9W-16W	15	\$2.65	\$2.65	20	0.003	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Lighting DI	LED - A-lamp (15W)	15w Standard LED (100w Equivalent)	20	\$0.00	\$14.68	638	0.092	0.0	\$0.00	100%	479	0
Low Income Home Energy Squad	Home Lighting DI	LED - A-lamp (9W)	9w Standard LED (60w Equivalent)	20	\$2.65	\$2.65	34	0.004	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Lighting DI	LED - Candelabra (5W)	LED - Candelabra (5W)	15	\$2.65	\$2.65	21	0.003	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Lighting DI	LED - Flood (10W)	10W VALUE led (60W Equivalent)	20	\$2.65	\$2.65	32	0.004	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Lighting DI	LED - Globe (6W)	6w Globe LED Dim	15	\$2.65	\$2.65	23	0.003	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Lighting DI	Replace Compact Fluorescent Lamps (CFLs) with LEDs	A-Line LED	20	\$2.65	\$2.65	10	0.001	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Home Lighting DI	Replace Compact Fluorescent Lamps (CFLs) with LEDs	Specialty LED	17	\$2.65	\$2.65	3	0.000	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Programmable Thermostat	Install Programmable T-stat (Elec Cooling & Gas Heat) - Gas Only Customer	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$35.00	\$35.00	0	0.000	8.4	\$0.00	100%	0	0
Low Income Home Energy Squad	Programmable Thermostat	Install Programmable T-stat (Elec Cooling & Gas Heat) combo customer	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$0.00	\$0.00	193	0.198	16.1	\$0.00	100%	181	93
Low Income Home Energy Squad	Programmable Thermostat	Install Programmable T-stat (Elec Cooling & Gas Heat) electric only customer	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$35.00	\$35.00	79	0.112	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Low Income Home Energy Squad	Programmable Thermostat	Install Second Programmable Thermostat - Combo Customer	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$35.00	\$35.00	39	0.056	4.2	\$0.00	100%	0	0
Low Income Home Energy Squad	Programmable Thermostat	Install Second Programmable Thermostat - Electric Only	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$35.00	\$35.00	39	0.056	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Programmable Thermostat	Install Second Programmable Thermostat - Gas Only Customer	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$35.00	\$35.00	0	0.000	4.2	\$0.00	100%	0	0
Low Income Home Energy Squad	Programmable Thermostat	Programming of Existing T-stat (Elec Cooling & Gas Heat) - Combo Customer	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$0.00	\$0.00	110	0.132	10.8	\$0.00	100%	20	10
Low Income Home Energy Squad	Programmable Thermostat	Programming of Existing T-stat (Elec Cooling & Gas Heat) - Electric Only Customer	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$0.00	\$0.00	79	0.112	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Saver's Switch	Residential AC Switch	Utility Load Control for control period with smart switch	15	\$90.00	\$90.00	1	0.748	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$0.00	\$0.00	48	0.003	0.0	\$1.07	100%	479	0
Low Income Home Energy Squad	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.50	\$3.50	511	0.037	0.0	\$97.40	100%	0	0
Low Income Home Energy Squad	Showerheads - EWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$9.50	\$9.50	344	0.025	0.0	\$65.49	100%	0	0
Low Income Home Energy Squad	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$0.00	\$0.00	374	0.007	0.0	\$33.33	100%	11	0
Low Income Home Energy Squad	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$9.50	\$9.50	0	0.000	2.2	\$97.40	100%	0	0
Low Income Home Energy Squad	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$0.00	\$0.00	0	0.000	2.2	\$99.41	100%	0	144
Low Income Home Energy Squad	Showerheads - GWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$9.50	\$9.50	0	0.000	1.5	\$65.49	100%	0	0
Low Income Home Energy Squad	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$0.00	\$0.00	0	0.000	1.5	\$24.34	100%	0	42
Low Income Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	1,370	0.180	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - AC & GAS	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	5.5	\$0.00	100%	0	0
Low Income Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - AC ONLY	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Smart Thermostat	Install Energy Star certified smart thermostat - GAS ONLY	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	0	0.000	5.5	\$8.77	100%	0	0
Low Income Home Energy Squad	Water Heater DR	Demand response capability on grid enabled electric resistance water heater	Demand response from electric resistance water heater	1	\$100.00	\$200.00	1	0.213	0.0	\$0.00	100%	0	0



Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Low Income Home Energy Squad	Water Heater Setback	Electric Water Heater Setback	setback WH setpoint to 120 F	2	\$0.00	\$0.00	181	0.007	0.0	\$0.00	100%	1	0
Low Income Home Energy Squad	Water Heater Setback	Gas Water Heater Setback	setback WH setpoint to 120 F	8	\$0.00	\$0.00	0	0.000	0.4	\$0.00	100%	0	48
Low Income Home Energy Squad	Weatherstripping - Electric Heating and Cooling	Weatherstripping in homes with electric heating / electric cooling	Weatherstripped door achieving 0.18 CFM/(linear ft of crack) leakage rate	10	\$12.00	\$12.00	322	0.012	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Weatherstripping - Electric Heating Only	Weatherstripping in homes with electric heating / no cooling	Weatherstripped door achieving 0.18 CFM/(linear ft of crack) leakage rate	10	\$12.00	\$12.00	316	0.000	0.0	\$0.00	100%	0	0
Low Income Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for combo customers	Weatherstripped door achieving 0.18 CFM/(linear ft of crack) leakage rate	10	\$0.00	\$40.04	114	0.342	\$1.3	\$0.00	100%	1	1
Low Income Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for electric-only customers	Weatherstripped door achieving 0.18 CFM/(linear ft of crack) leakage rate	10	\$12.00	\$12.00	6	0.012	1.8	\$0.00	100%	0	0
Low Income Home Energy Squad	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for gas-only customers	Weatherstripped door achieving 0.18 CFM/(linear ft of crack) leakage rate	10	\$12.00	\$12.00	6	0.012	1.8	\$0.00	100%	0	0
Low Income Home Energy Squad	Weatherstripping - Gas Heating Only	Weatherstripping in homes with gas heating / no cooling	Weatherstripped door achieving 0.18 CFM/(linear ft of crack) leakage rate	10	\$0.00	\$1,270.00	0	0.000	100.0	\$0.00	100%	0	2
Multi-Family Energy Savings Program	Advanced Power Strip	Advanced Power Strip	Tier 1 Advanced Power Strip	7	\$20.00	\$20.00	68	0.009		\$0.00	75%	0	0
Multi-Family Energy Savings Program	Aerators - EWH	Renter Kit Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$1.22	\$1.22	98	0.014	0.0	\$15.76	100%	0	0
Multi-Family Energy Savings Program	Aerators - EWH	Renter Kit Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Bathroom Faucet Aerator	10	\$0.48	\$0.48	73	0.010	0.0	\$13.85	100%	0	0
Multi-Family Energy Savings Program	Dehumidifier Recycling	Dehumidifier removal and Recycling	Removal of dehumidifier	5	\$15.00	\$15.00	824	0.426	0.0	\$0.00	100%	0	0
Multi-Family Energy Savings Program	ENERGY STAR Dehumidifier	≤ 50 pints/day dehumidifier	ENERGY STAR Dehumidifier (see capacity)	12	\$289.00	\$289.00	211	0.130		\$0.00	100%	0	0
Multi-Family Energy Savings Program	ENERGY STAR Refrigerator	Freezer Replacement	ENERGY STAR @ Freezers	11	\$347.94	\$347.94	43	0.003		\$0.00	100%	0	0
Multi-Family Energy Savings Program	ENERGY STAR Refrigerator	Refrigerator Replacement	ENERGY STAR @ Refrigerators	14	\$755.37	\$755.37	200	0.200	0.0	\$0.00	100%	219	0
Multi-Family Energy Savings Program	Home Lighting DI	LED A19 10W	LED A19 10W	20	\$30.36	\$30.36	310	0.041	0.0	\$0.00	100%	169	0
Multi-Family Energy Savings Program	Home Lighting DI	LED A19 10W	LED A19 10W	20	\$15.92	\$15.92	17	0.002	0.0	\$0.00	100%	95	0
Multi-Family Energy Savings Program	Home Lighting DI	LED Candelabra 6W	LED Candelabra 6W	20	\$137.20	\$137.20	660	0.123	0.0	\$0.00	100%	1	0
Multi-Family Energy Savings Program	Home Lighting DI	LED Globe 6W	LED Globe 6W	20	\$14.56	\$14.56	140	0.018	0.0	\$0.00	100%	34	0
Multi-Family Energy Savings Program	Home Lighting DI	Renter Kit 11W LED	11W LED	20	\$4.81	\$4.81	32	0.004	0.0	\$0.00	100%	0	0
Multi-Family Energy Savings Program	Home Lighting DI	Renter Kit 9W LED	9W LED	20	\$3.19	\$3.19	34	0.004	0.0	\$0.00	100%	0	0
Multi-Family Energy Savings Program	Mini-Split Heat Pump	Mini-Split Heat Pump	Residential Mini-Split Heat Pump (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF) with electric resistance heat backup	15	\$6,855.29	\$6,855.29	4,012	0.881	0.0	\$0.00	100%	0	0
Multi-Family Energy Savings Program	Mini-Split Heat Pump	Mini-Split Heat Pump	Residential Mini-Split Heat Pump (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF (unadjusted)) replacing a MSHP or new spot cooling need.	15	\$6,855.29	\$6,855.29	814	0.881	0.0	\$0.00	100%	0	0
Multi-Family Energy Savings Program	Refrigerator Recycling	Freezer Removal and Recycling	Removal of freezer	7	\$40.75	\$40.75	833	0.095		\$0.00	100%	0	0
Multi-Family Energy Savings Program	Refrigerator Recycling	Refrigerator Removal and Recycling	Removal of Primary and Secondary Refrigerator	8	\$40.75	\$40.75	810	0.093		\$0.00	100%	0	0
Multi-Family Energy Savings Program	Room Air Conditioner Recycling	Wall Air Conditioner Removal and Recycling	Removal of Standard 10,000 Btu/hr 9.8 EER Window AC Unit	5	\$40.75	\$40.75	642	0.781		\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Multi-Family Energy Savings Program	Room Air Conditioner Recycling	Window Air Conditioner Removal and Recycling	Removal of Standard 10,000 Btu/hr Window AC Unit	5	\$40.75	\$40.75	591	0.720		\$0.00	100%	0	0
Multi-Family Energy Savings Program	Showerheads - EWH	Renter Kit Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$3.22	\$3.22	604	0.044	0.0	\$115.19	100%	0	0
Multi-Family Energy Savings Program	Wall AC	Wall Air Conditioner Replacement	Average Energy Star Wall AC w/o Louvers 10,000 Btu/hr 10.8 EER Window AC Unit	9	\$653.03	\$653.03	81	0.074	0.0	\$0.00	100%	1	0
Multi-Family Energy Savings Program	Window AC	Window Air Conditioner Replacement	Average Energy Star Window AC with Louvers 10,000 Btu/hr 10.8 EER Window AC Unit	9	\$653.03	\$653.03	75	0.062	0.0	\$0.00	100%	210	0
Multi-Family Building Efficiency	Advanced Power Strip	Advanced Power Strip	Tier 1 Advanced Power Strip	7	\$17.99	\$17.99	68	0.000	0.0	\$0.00	75%	9,570	0
Multi-Family Building Efficiency	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.798	0.0	\$0.00	100%	1	0
Multi-Family Building Efficiency	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%	0	0
Multi-Family Building Efficiency	Custom Electric Multi-Family Building Efficiency Project	Custom Electric MFBE	Efficient Equipment	13	\$2,147.85	\$6,493.35	19,004	0	0.0	\$1.00	100%	13	0
Multi-Family Building Efficiency	Custom Gas Multi-Family Building Efficiency Project	Custom Gas MFBE	Efficient Equipment	19	\$14,050.55	\$27,117.95	0	0	\$66.8	\$0.00	100%	0	2
Multi-Family Building Efficiency	Multi-Family Bundles	Carryover Projects Electric	Efficient Equipment	19	\$3,352.56	\$8,034.48	15,383	1.538	0.0	-\$30.44	100%	0	0
Multi-Family Building Efficiency	Multi-Family Bundles	Carryover Projects Gas	Efficient Equipment	19	\$3,732.72	\$33,096.56	0	0.000	45.3	\$0.00	100%	0	0
Multi-Family Building Efficiency	Weatherstripping - Electric Heating and Cooling	Weatherstripping in homes with electric heating / electric cooling	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$30.00	\$30.00	322	0.012	0.0	\$0.00	100%	0	0
Multi-Family Building Efficiency	Weatherstripping - Electric Heating Only	Weatherstripping in homes with electric heating / no cooling	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$30.00	\$30.00	316	0.000	0.0	\$0.00	100%	0	0
Multi-Family Building Efficiency	Weatherstripping - Gas Heating / Electric Cooling	Weatherstripping in homes with gas heating / electric cooling for combo customers	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$30.00	\$30.00	6	0.012	1.8	\$0.00	100%	0	0
Multi-Family Building Efficiency	Weatherstripping - Gas Heating Only	Weatherstripping in homes with gas heating / no cooling	Weatherstripped door achieving 0.18 CFM/linear ft of crack) leakage rate	10	\$30.00	\$30.00	0	0.000	0.0	\$0.00	100%	0	28
Multi-Family Building Efficiency	Renter Kit Window Film - Gas Heating Only	Window film in homes with gas heating	Window with seasonal window film installed	1	\$0.00	\$0.00	0	0.000	0.1	\$0.00	100%	0	0
Multi-Family Building Efficiency	Multi-Family Prescriptive	Average Cooling Project	Efficient Cooling Equipment	26	\$1,910.07	\$3,051.36	7,577	2.176	0.0	\$0.00	100%	9	0
Multi-Family Building Efficiency	Multi-Family Prescriptive	Average Lighting Project	LED Lighting	15	\$17.31	\$44.87	132	0.017	0.0	\$5.03	100%	1,766	0
Multi-Family Building Efficiency	Multi-Family Prescriptive	Average Motor Project	Efficient Motors & Drives	26	\$622.22	\$2,297.63	6,923	0.724	0.0	\$0.00	100%	9	0
Multi-Family Building Efficiency	Multi-Family Prescriptive	Average Heating Project	Efficient Heating Equipment	6	\$469.95	\$1,352.96	0	0.000	\$3.8	\$0.00	100%	0	141
Multi-Family Building Efficiency	Home Lighting DI	Replace screw-in incandescents within tenant units with LEDs	LED Bulbs	20	\$8.18	\$8.18	31	0.004	0.0	\$0.00	100%	0	0
Multi-Family Building Efficiency	Home Lighting DI	Replace screw-in CFL within tenant units with LEDs	LED Bulbs	20	\$111.29	\$111.29	790	0.101	0.0	\$0.00	100%	2,708	0
Multi-Family Building Efficiency	Home Lighting DI	Renter Kit 9W LED	9W LED	20	\$0.00	\$0.00	34	0.004	0.0	\$0.00	100%	0	0
Multi-Family Building Efficiency	Home Lighting DI	Renter Kit 11W LED	11W LED	20	\$6.75	\$6.75	313	0.040	0.0	\$0.00	100%	55	0
Multi-Family Building Efficiency	Lighting DI	Replace screw-in incandescents and CFLs in common areas with screw-in LEDs	LED Bulbs	6	\$9.00	\$0.00	212	0.020	0.0	\$5.78	100%	17	0
Multi-Family Building Efficiency	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$2.86	\$2.86	98	0.014	0.0	\$15.78	100%	18	0
Multi-Family Building Efficiency	Aerators - EWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$1.48	\$1.48	73	0.010	0.0	\$13.85	100%	0	0
Multi-Family Building Efficiency	Aerators - EWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$1.48	\$1.48	73	0.010	0.0	\$13.85	100%	0	0
Multi-Family Building Efficiency	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$4.00	\$4.00	103	0.015	0.0	\$19.84	100%	119	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Multi-Family Building Efficiency	Aerators - EWH	Secondary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$4.00	\$4.00	103	0.015	0.0	\$19.64	100%	0	0
Multi-Family Building Efficiency	Aerators - EWH	Renter Kit Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$0.00	\$0.00	98	0.014	0.0	\$15.76	100%	0	0
Multi-Family Building Efficiency	Aerators - EWH	Renter Kit Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$0.00	\$0.00	73	0.010	0.0	\$13.85	100%	0	0
Multi-Family Building Efficiency	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$2.86	\$2.86	0	0.000	0.4	\$11.76	100%	0	821
Multi-Family Building Efficiency	Aerators - GWH	Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$1.48	\$1.48	0	0.000	0.3	\$13.85	100%	0	0
Multi-Family Building Efficiency	Aerators - GWH	Secondary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$1.48	\$1.48	0	0.000	0.3	\$13.85	100%	0	0
Multi-Family Building Efficiency	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$4.00	\$4.00	0	0.000	0.4	\$19.64	100%	0	1,991
Multi-Family Building Efficiency	Aerators - GWH	Secondary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$4.00	\$4.00	0	0.000	0.4	\$19.64	100%	0	0
Multi-Family Building Efficiency	Aerators - GWH	Renter Kit Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$0.00	\$0.00	0	0.000	0.4	\$15.76	100%	0	0
Multi-Family Building Efficiency	Aerators - GWH	Renter Kit Primary Bath Faucet Aerator - 1.0 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.0 GPM Bathroom Faucet Aerator	10	\$0.00	\$0.00	0	0.000	0.3	\$13.85	100%	0	0
Multi-Family Building Efficiency	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$5.60	\$5.60	604	0.044	0.0	\$176.79	100%	60	0
Multi-Family Building Efficiency	Showerheads - EWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$5.60	\$5.60	79	0.006	0.0	\$15.02	100%	0	0
Multi-Family Building Efficiency	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$16.25	\$16.25	604	0.044	0.0	\$176.79	100%	5	0
Multi-Family Building Efficiency	Showerheads - EWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$16.25	\$16.25	79	0.006	0.0	\$15.02	100%	0	0
Multi-Family Building Efficiency	Showerheads - EWH	Renter Kit Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$0.00	\$0.00	604	0.044	0.0	\$115.19	100%	0	0
Multi-Family Building Efficiency	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$5.60	\$5.60	0	0.000	2.6	\$176.79	100%	0	1,411
Multi-Family Building Efficiency	Showerheads - GWH	Secondary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$5.60	\$5.60	0	0.000	0.3	\$15.02	100%	0	0
Multi-Family Building Efficiency	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$16.25	\$16.25	0	0.000	2.6	\$176.79	100%	0	83
Multi-Family Building Efficiency	Showerheads - GWH	Secondary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$16.25	\$16.25	0	0.000	0.3	\$15.02	100%	0	0
Multi-Family Building Efficiency	Showerheads - GWH	Renter Kit Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$0.00	\$0.00	0	0.000	2.6	\$115.19	100%	0	0
Multi-Family Building Efficiency	Water Heater Setback	Water Heater Setback	Building hot water system with setback	2	\$0.00	\$0.00	4,875	0.556	0.0	\$0.00	100%	0	0
Multi-Family Building Efficiency	Water Heater Setback	Water Heater Setback	Building hot water system with setback	2	\$0.00	\$0.00	0	0.000	3.7	\$0.00	100%	0	50
Non-Profit Energy Savings Program	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Custom Electric Non-Profit Program Project	Custom Electric NPP	Efficient Equipment	18	\$259.46	\$1,161.09	1,766	0.330	0.0	\$0.00	100%		

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Non-Profit Energy Savings Program	Custom Gas Non-Profit Program Project	Custom Gas NPP	Efficient Equipment	19	\$237.72	\$2,124.07	0	0.000	29.7	\$0.00	100%		
Non-Profit Energy Savings Program	Non-Profit Prescriptive	Average Cooling Project	Efficient Cooling Equipment	20	\$1,217.20	\$2,254.26	890	1.204	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Non-Profit Prescriptive	Average Lighting Project	LED Lighting	10	\$14.69	\$23.00	121	0.021	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Non-Profit Prescriptive	Average Motor Project	Efficient Motors & Drives	19	\$315.69	\$975.10	591	0.097	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Non-Profit Prescriptive	Average Heating Project	Efficient Heating Equipment	10	\$2,068.28	\$2,271.71	0	0.000	102.3	\$0.00	100%		
Non-Profit Energy Savings Program	Non-Profit Prescriptive	Average Foodservice Project	Efficient Foodservice Equipment	15	\$1,063.58	\$3,269.51	5,981	0.861	90.9	\$32.74	100%		
Non-Profit Energy Savings Program	Home Lighting DI	LED Lamps	LED Bulbs	20	\$5.08	\$5.08	31	0.004	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Home Lighting DI	LED Lamps CFL Baseline	LED Bulbs	20	\$5.08	\$5.08	6	0.001	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Direct Install Screw In	Replace screw-in incandescents and CFLs in common areas with screw-in LEDs	LED Bulbs	6	\$6.15	\$6.15	218	0.036	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$2.86	\$2.86	98	0.014	0.0	\$15.76	100%		
Non-Profit Energy Savings Program	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	1.5 GPM Kitchen Faucet Aerator	10	\$2.86	\$2.86	0	0.000	0.4	\$15.76	100%		
Non-Profit Energy Savings Program	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with electric DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$4.00	\$4.00	103	0.015	0.0	\$19.64	100%		
Non-Profit Energy Savings Program	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with natural gas DHW heater	0.5 GPM Bathroom Faucet Aerator	10	\$4.00	\$4.00	0	0.000	0.4	\$19.64	100%		
Non-Profit Energy Savings Program	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Showerhead	10	\$5.60	\$5.60	604	0.044	0.0	\$115.19	100%		
Non-Profit Energy Savings Program	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Showerhead	10	\$5.60	\$5.60	0	0.000	2.6	\$115.19	100%		
Non-Profit Energy Savings Program	Showerheads - EWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with electric DHW heater	1.5 GPM Handheld Showerhead	10	\$16.25	\$16.25	604	0.044	0.0	\$115.19	100%		
Non-Profit Energy Savings Program	Showerheads - GWH	Primary Handheld Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with natural gas DHW heater	1.5 GPM Handheld Showerhead	10	\$16.25	\$16.25	0	0.000	2.6	\$115.19	100%		
Non-Profit Energy Savings Program	Water Heater Setback	Water Heater Setback	Building hot water system with setback	2	\$0.00	\$0.00	4,875	0.556	0.0	\$0.00	100%		
Non-Profit Energy Savings Program	Water Heater Setback	Water Heater Setback	Building hot water system with setback	2	\$0.00	\$0.00	0	0.000	25.9	\$0.00	100%		
Peak Partner Rewards	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$28,418.00	\$0.00	5,312	885.294	0.0	\$0.00	100%	0	0
Peak Partner Rewards	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$7,883.73	\$0.00	394	310.149	0.0	\$0.00	100%	28	0
Process Efficiency	Behavioral Process	Behavioral Changes	Behavior changes that reduce energy use	3	\$1,859.62	\$0.00	92,981	5.778	0.0	\$0.00	100%	0	0
Process Efficiency	EDA	PE Parent for gas EDA projects	More Efficient than Code Building	20	\$19,445.00	\$198,664.63	0	0.000	3,895.0	\$0.00	100%	0	1
Process Efficiency	EDA	PE Parent for electric EDA projects	More Efficient than Code Building	20	\$220,531.96	\$420,593.16	1,478,293	\$40,590	0.0	\$0.00	100%	2	0
Process Efficiency	EDA	PE Parent for gas EDA projects - 2023	More Efficient than Code Building	20	\$8,952.58	\$161,280.57	0	0.000	1,790.5	\$0.00	100%	0	0
Process Efficiency	EDA	PE Parent for electric EDA projects - 2023	More Efficient than Code Building	20	\$52,180.67	\$201,846.37	344,615	77.186	0.0	-\$104.84	100%	0	0
Process Efficiency	EEB	PE Parent for gas EEB projects	More Efficient than Code Building	20	\$2,911.46	\$1,198.00	0	0.000	992.2	\$0.00	100%	0	1
Process Efficiency	EEB	PE Parent for electric EEB projects	More Efficient than Code Building	20	\$10,266.99	\$31,716.73	180,973	16.178	0.0	\$180.99	100%	18	0
Process Efficiency	Electric Rate Savings	Participating Customer	Utility load control of at least 50 kW for control period	5	\$0.00	\$0.00	329	164.289	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Process Efficiency	Business Saver's Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	1	0.806	0.0	\$0.00	100%	0	0
Process Efficiency	Business Saver's Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	2.113	0.0	\$0.00	100%	0	0
Process Efficiency	Peak Partner Rewards	New Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$15,356.00	\$0.00	2,870	478.400	0.0	\$0.00	100%	0	0
Process Efficiency	Peak Partner Rewards	Existing Participating Customer	Reduction of building electrical load by a program agreed upon amount when the electric grid experiences peak demand periods.	1	\$15,356.00	\$0.00	2,870	478.400	0.0	\$0.00	100%	0	0
Process Efficiency	Custom Electric Process Efficiency Project	Custom Electric Process Project	New or Optimized System or Equipment	16	\$23,030.88	\$205,941.74	403,880	31	0.0	\$64,904.52	100%	58	0
Process Efficiency	Custom Gas Process Efficiency Project	Custom Gas Process Project	New or Optimized System or Equipment	15	\$36,435.93	\$618,190.14	0	0	14,838.9	\$140,845.64	100%	0	14
Process Efficiency	Process Efficiency Prescriptive	Average Cooling Project	More efficient cooling equipment	16	\$4,175.24	\$6,772.31	21,847	4.874	0.0	\$0.00	100%	149	3
Process Efficiency	Process Efficiency Prescriptive	Average Compressed Air/FSO Project	Efficient Equipment	16	\$3,712.39	\$5,006.36	27,880	3.413	0.0	\$0.00	100%	44	0
Process Efficiency	Process Efficiency Prescriptive	Average Lighting Project	Efficient Equipment	16	\$33.22	\$134.52	405	0.006	0.0	\$1.36	100%	24,563	0
Process Efficiency	Process Efficiency Prescriptive	Average Motor Project	Efficient Equipment	16	\$1,562.18	\$5,293.96	19,420	2.996	0.0	\$0.00	100%	309	0
Process Efficiency	Process Efficiency Prescriptive	Average Heating Project	Efficient Equipment	6	\$183.51	\$1,365.16	0	0.000	100.3	\$0.00	100%	0	371
Process Efficiency	Process Efficiency Study	Phase 2 Study	0	0	\$15,628.95	\$16,355.26	0	0.000	0.0	\$0.00	100%	0	0
Process Efficiency	RCx Implementation	Implementation of ECO's found in PE studies	Post-Recommissioned Building	6	\$0.00	\$19,880.87	442,487	42,968	0.0	\$0.00	100%	3	0
Process Efficiency	PE Bonuses	System Optimization and Annual Achievement Bonuses	0	0	\$36,680.27	\$0.00	0	0.000	0.0	\$0.00	100%	0	0
Process Efficiency	EEB	Energy Efficient Buildings - Gas - 2023	More Efficient than Code Building	19	\$3,694.44	\$8,754.70	0	0.000	193.7	-\$28.00	100%	0	0
Process Efficiency	EEB	Energy Efficient Buildings - Electric - 2023	More Efficient than Code Building	18	\$8,340.74	\$16,995.81	35,543	9.401	0.0	-\$130.09	100%	0	0
Refrigerator Recycling	Dehumidifier Recycling	Dehumidifier removal and Recycling	Removal of dehumidifier	6	\$0.00	\$0.00	824	0.291	0.0	\$0.00	100%	84	0
Refrigerator Recycling	Refrigerator Recycling	Freezer Removal and Recycling	Removal of freezer	7	\$50.00	\$0.00	833	0.095	0.0	\$0.00	100%	0	0
Refrigerator Recycling	Refrigerator Recycling	Refrigerator Removal and Recycling	Removal of Primary and Secondary Refrigerator	8	\$50.00	\$0.00	711	0.091	0.0	\$0.00	100%	4,584	0
Refrigerator Recycling	Room Air Conditioner Recycling	Remove and Recycling Room AC	Removal of Standard 10,000 Btu/hr Window AC Unit	6	\$0.00	\$0.00	591	0.771	0.0	\$0.00	100%	20	0
Refrigerator Recycling	Saver's Switch	Residential AC Switch	Utility Load Control for control period with smart switch	15	\$90.00	\$90.00	1	0.748	0.0	\$0.00	100%	0	0
Refrigerator Recycling	Refrigerator Recycling	Secondary Market - Freezer Removal and Recycling	Removal of Resale Freezer	7	\$35.00	\$0.00	833	0.095	0.0	\$0.00	100%	0	0
Refrigerator Recycling	Refrigerator Recycling	Seoncdary Market - Refrigerator Removal and Recycling	Removal of Resale Refrigerator	8	\$35.00	\$0.00	810	0.093	0.0	\$0.00	100%	0	0
Residential Demand Response	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	2	1.106	0.0	\$0.00	100%	37	0
Residential Demand Response	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$85.06	\$175.88	598	0.602	10.3	\$0.00	100%	797	1,441
Residential Demand Response	AC Rewards-DR	Residential Smart Thermostat - Townhomes - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	1	0.706	0.0	\$0.00	100%	0	0
Residential Demand Response	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo - Townhomes	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	48	0.114	2.9	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Residential Demand Response	AC Rewards-DR	Residential Smart Thermostat - Multifamily - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	1	0.386	0.0	\$0.00	100%	0	0
Residential Demand Response	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo - Multifamily	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	26	0.063	0.8	\$0.00	100%	0	0
Residential Demand Response	AC Rewards-DR	Residential Smart Thermostat - BYOT	Utility Load Control for control period with Tier II or III thermostat	5	\$73.03	\$129.35	2	1.110	0.0	\$0.00	100%	9,517	0
Residential Demand Response	Saver's Switch	MN - Residential AC Switch	Utility Load Control for control period with smart switch	15	\$0.00	\$0.00	1	0.119	0.0	\$0.00	100%	16,495	0
Residential Demand Response	Saver's Switch	MN - Residential WH Switch	Utility Load Control for control period with smart switch	15	\$0.00	\$0.00	1	0.099	0.0	\$0.00	100%	16	0
Residential Demand Response	Smart Thermostat	BYOT EE - AC & Electric Heating	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$110.00	1,379	0.180	0.0	\$0.00	100%	1	0
Residential Demand Response	Smart Thermostat	BYOT EE - AC & Gas Heating - Combo Customer	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$76.28	194	0.232	0.2	\$0.00	100%	1,864	28
Residential Demand Response	Smart Thermostat	BYOT EE - AC & Gas Heating - Electric Only Customer	Average Single Family House with EnergyStar Smart Thermostat	10	\$109.04	\$33.94	80	0.193	0.0	\$0.00	100%	750	0
Residential Demand Response	Smart Thermostat	BYOT EE - Gas Heating Gas Only Customer	Average Single Family House with EnergyStar Smart Thermostat	10	\$104.63	\$78.81	0	0.000	3.5	\$0.00	100%	0	123
Residential Demand Response	Smart Thermostat	Direct Install Smart Thermostat EE - AC & Electric Heating	Average Single Family House with EnergyStar Smart Thermostat	10	\$0.00	\$0.00	76	0.180	5.5	\$0.00	100%	0	0
Residential Demand Response	Smart Thermostat	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$0.00	\$0.00	76	0.180	5.5	\$0.00	100%	0	0
Residential Demand Response	Smart Thermostat	Direct Install Smart Thermostat EE - AC & Gas Heating - Electric only	Average Single Family House with EnergyStar Smart Thermostat	10	\$0.00	\$0.00	76	0.180	5.5	\$0.00	100%	0	0
Residential Demand Response	Smart Thermostat	Direct Install Smart Thermostat EE - Gas Heating Gas Only Customer	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$125.47	0	0.000	7.0	\$0.00	100%	0	113
Residential Demand Response	AC Rewards-EE	Eco+	Smart thermostat with eco+	10	\$0.00	\$0.00	18	0.043	0.0	\$0.00	100%	0	0
Residential Demand Response	Water Heater DR	Load Shift & Demand response capability on new heat pump water heater (CTA 2045)	Heat Pump Water Heater w/ DR Management	1	\$100.00	\$325.00	152	0.071	0.0	\$0.00	100%	0	0
Residential Demand Response	Water Heater DR	Load Shift & Demand response capability on new heat pump water heater (CTA 2045) - Annual Re Enrollment	Heat Pump Water Heater w/ DR Management - Re Enrollment of Existing Customer	1	\$25.00	\$0.00	152	0.071	0.0	\$0.00	100%	0	0
Residential Demand Response	Water Heater DR	Demand response capability on grid enabled electric resistance water heater (CTA 2045)	Electric Resistance Water Heater w/ DR Management	1	\$100.00	\$325.00	1	0.213	0.0	\$0.00	100%	0	0
Residential Demand Response	Water Heater DR	Demand response capability on existing electric resistance water heater equipped with demand response capable retrofit device (DR switch w/ Non-CTA 2045)	Electric Resistance Water Heater w/ DR Management	1	\$100.00	\$0.00	1	0.213	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	2	1.109	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$1,928.19	\$28.00	4,410	-0.487	148.0	\$0.00	100%	2	-1
Residential Heating and Cooling	AC Rewards-DR	Residential Smart Thermostat	Utility Load Control for control period with Tier II or III thermostat	5	\$125.00	\$215.00	2	1.109	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	Boiler	95% Efficient Boiler	95% Efficient Boiler	20	\$292.11	\$1,776.00	0	0.000	16.4	\$0.00	100%	0	722
Residential Heating and Cooling	Furnace	95% Efficient Furnace in Existing Home	95% Efficient Furnace in existing home	18	\$200.00	\$800.00	0	0.000	18.1	\$0.00	100%	0	469

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincndent Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Residential Heating and Cooling	Furnace	95% Efficient Furnace in New Home	95% Efficient Furnace in new home	18	\$107.14	\$292.74	0	0.000	4.4	\$0.00	100%	0	28
Residential Heating and Cooling	Furnace	96% Efficient Furnace in Existing Home	96% Efficient Furnace in existing home	18	\$300.00	\$923.27	0	0.000	16.6	\$0.00	100%	0	7,493
Residential Heating and Cooling	Furnace	96% Efficient Furnace in New Home	96% Efficient Furnace in new home	18	\$150.00	\$376.44	0	0.000	4.3	\$0.00	100%	0	67
Residential Heating and Cooling	Furnace	97% Efficient Furnace in Existing Home	97% Efficient Furnace in existing home	18	\$400.00	\$1,171.11	0	0.000	23.1	\$0.00	100%	0	1,660
Residential Heating and Cooling	Furnace	97% Efficient Furnace in New Home	97% Efficient Furnace in new home	18	\$200.00	\$498.36	0	0.000	9.6	\$0.00	100%	0	5
Residential Heating and Cooling	ECM Furnace Fan	EC Fan Motor on Retrofit Residential Furnace no AC	ECM Furnace Fan	13	\$100.00	\$213.00	900	0.005	0.0	\$13.87	100%	164	0
Residential Heating and Cooling	ECM Furnace Fan	EC Fan Motor on Retrofit Residential Furnace with AC	ECM Furnace Fan	20	\$100.01	\$214.09	972	0.194	16.6	\$14.06	100%	6,201	1
Residential Heating and Cooling	Mini-Split Heat Pump	Mini Split Heat Pumps	Residential Mini-Split Heat Pump (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF ) with electric resistance heat backup	15	\$302.91	\$877.94	600	0.790	0.0	\$0.00	100%	860	0
Residential Heating and Cooling	Mini-Split Heat Pump	Mini-Split Heat Pump	Residential Mini-Split Heat Pump (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF (unadjusted) ) replacing a MSHP or new spot cooling need.	15	\$289.60	\$876.80	612	0.820	0.0	\$0.00	100%	452	0
Residential Heating and Cooling	Res AC	Installation of new AC 15 SEER 2.25 tons	Quality Installation of 15 SEER 2.25 tons	18	\$329.99	\$636.70	110	0.621	0.0	\$0.00	100%	2,189	0
Residential Heating and Cooling	Res AC	Installation of new AC 16 SEER 2.25 tons	Quality Installation of 16 SEER 2.25 tons	18	\$421.75	\$736.77	980	0.575	0.0	\$0.00	100%	2,110	0
Residential Heating and Cooling	Res AC w/ Furnace	Installation of new AC 15 SEER 2.25 tons w/ assoc furnace	Non - Quality Installation of 15 SEER 2.25 tons with Associated Furnace	18	\$200.00	\$414.56	147	0.234	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	Res AC w/ Furnace	Installation of new AC 16 SEER 2.25 tons w/ assoc furnace	Non - Quality Installation of 16 SEER 2.25 tons with Associated Furnace	18	\$300.00	\$621.86	207	0.311	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	Res AC	Provide Quality Installation of new AC 13 - 14.5 SEER 2.25 tons	Quality Installation of 13 - 14.5 SEER 2.25 tons	18	\$150.00	\$346.89	174	0.286	0.0	\$0.00	100%	5,244	0
Residential Heating and Cooling	Res AC w/ Furnace	Provide Quality Installation of new AC 13 - 14.5 SEER 2.25 tons w/ assoc furnace	Quality Installation of 13 - 14.5 SEER 2.25 tons w/ assoc furnace	18	\$150.52	\$337.44	218	0.498	3.5	\$1.00	100%	3,536	996
Residential Heating and Cooling	Res AC w/ Furnace	Provide Quality Installation of new AC 15 SEER 2.25 tons w/ assoc furnace	Quality Installation of 15 SEER 2.25 tons w/ assoc furnace	18	\$337.74	\$676.14	400	0.643	21.2	\$0.00	100%	521	193
Residential Heating and Cooling	Res AC w/ Furnace	Provide Quality Installation of new AC 16 SEER 2.25 tons w/ assoc furnace	Quality Installation of 16 SEER 2.25 tons w/ assoc furnace	18	\$360.45	\$676.09	500	0.690	26.9	\$0.00	100%	8,491	577
Residential Heating and Cooling	Res ASHP	Installation of new ASHP 15 SEER 12.5 EER 9 HSPF 2 tons w/ Electric Resistance Heat Backup	Quality Installation of New ASHP 15 SEER 12.5 EER 9 HSPF 2 tons with Electric Resistance backup heat	18	\$350.00	\$678.19	1,847	0.448	0.0	\$0.00	100%	5	0
Residential Heating and Cooling	Res ASHP	Installation of new ASHP 16 SEER, 13 EER, 9 HSPF 2 tons w/ Electric Resistance Heat Backup	Quality Installation of new ASHP 16 SEER, 13 EER, 9 HSPF 2 tons w/ Electric Resistance Heat Backup	18	\$410.00	\$798.19	1,424	0.462	0.0	\$0.00	100%	15	0
Residential Heating and Cooling	Res ASHP	Provide Quality Installation of new ASHP 14 SEER ASHP 2 tons w/ Electric Resistance Heat Backup	Quality Installation of 14 SEER ASHP 2 tons With Electric Resistance heat Backup	18	\$150.00	\$228.32	665	0.305	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	Res ASHP	Provide Quality Installation of new ASHP 14.5 SEER ASHP 2 tons w/ Electric Resistance Heat Backup	Quality Installation of 14.5 SEER ASHP 2 tons with electric Resistance heat Backup	18	\$150.00	\$228.32	659	0.305	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Residential Heating and Cooling	Res ASHP - Cooling only	Installation of new ASHP 15 SEER 12.5 EER 9 HSPF 2 tons for cooling use only	Non - Quality Installation of New ASHP 15 SEER, 12.5 EER, 9 HSPF 2 tons for cooling use only	18	\$349.70	\$566.19	360	0.513	0.0	\$0.00	100%	659	0
Residential Heating and Cooling	Res ASHP - Cooling only	Installation of new ASHP 16 SEER 13 EER 9 HSPF 2 tons for cooling use only	Non - Quality Installation of new ASHP 16 SEER 13 EER 9 HSPF 2 tons for cooling use only	18	\$450.00	\$591.60	480	0.620	0.0	\$0.00	100%	87	0
Residential Heating and Cooling	Res ASHP - Cooling only	Provide Quality Installation of new ASHP 14 SEER ASHP 2 tons cooling use only	Quality Installation of new ASHP 14 SEER ASHP 2 tons cooling use only	18	\$150.00	\$228.32	151	0.036	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	Res ASHP - Cooling only	Provide Quality Installation of new ASHP 14.5 SEER ASHP 2 tons cooling use only	Quality Installation of new ASHP 14.5 SEER ASHP 2 tons cooling use only	18	\$150.00	\$228.32	146	0.036	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	Res ASHP - Cooling only	Provide Quality Installation of new ASHP 15 SEER 12.5 EER ASHP 2 tons cooling use only	Quality Installation of ASHP 15 SEER, 12.5 EER, 9 HSPF 2 tons cooling use only	18	\$290.00	\$481.08	210	0.218	0.0	\$0.00	100%	10	0
Residential Heating and Cooling	Res ASHP - Cooling only	Provide Quality Installation of new ASHP 16 SEER 13 EER ASHP 2 tons cooling use only	Quality Installation of new ASHP 16 SEER 13 EER ASHP 2 tons cooling use only	18	\$311.70	\$527.69	320	0.390	0.0	\$0.00	100%	47	0
Residential Heating and Cooling	Res GSHP	Installation of High Efficiency GSHP equipment Existing Home GLHP	Quality Installation of GLHP Brine to Air with 55,690 BTUH heating, 18 EER, 4.0 COP	20	\$1,069.67	\$5,338.65	4,279	1.481	9.3	\$0.00	100%	33	13
Residential Heating and Cooling	Res GSHP	Installation of High Efficiency GSHP equipment Existing Home	Quality Installation of 2.5 Ton, closed loop, 18 EER GSHP with 55,690 BTUH heating capacity	20	\$1,856.33	\$14,405.05	-7,242	0.923	146.6	\$0.00	100%	0	0
Residential Heating and Cooling	Res GSHP	Installation of High Efficiency GSHP equipment New Home Other	Quality Installation of GLHP Brine to Air with 55,690 BTUH heating, 18 EER, 4.0 COP	20	\$1,690.00	\$13,940.94	-15,204	1.393	133.3	\$0.00	100%	1	2
Residential Heating and Cooling	Smart Thermostat	BYOT EE - AC & Electric Heating	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$110.00	1,379	0.180	0.0	\$0.00	100%	4	0
Residential Heating and Cooling	Smart Thermostat	BYOT EE - AC & Gas Heating - Combo Customer	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.47	\$110.99	390	0.390	7.9	\$0.00	100%	35	81
Residential Heating and Cooling	Smart Thermostat	BYOT EE - AC & Gas Heating - Electric Only Customer	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$31.92	75	0.177	0.0	\$0.00	100%	120	0
Residential Heating and Cooling	Smart Thermostat	BYOT EE - Gas Heating Gas Only Customer	Average Single Family House with EnergyStar Smart Thermostat	10	\$50.00	\$68.00	0	0.000	6.4	\$0.00	100%	0	33
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Electric Resistance Heat	High Efficiency Heat Pump Water Heater	10	\$424.76	\$733.06	3,328	0.414	0.0	\$11.83	100%	105	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling ASHP Heat	High Efficiency Heat Pump Water Heater	10	\$400.00	\$784.00	2,557	0.337	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Natural Gas Heat	High Efficiency Heat Pump Water Heater	10	\$400.00	\$784.00	2,953	0.337	0.0	-\$19.66	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Electric Resistance Heat	High Efficiency Heat Pump Water Heater	10	\$400.00	\$784.00	2,172	0.335	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling ASHP Heat	High Efficiency Heat Pump Water Heater	10	\$400.00	\$784.00	2,536	0.335	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Natural Gas Heat	High Efficiency Heat Pump Water Heater	10	\$400.00	\$784.00	2,933	0.335	0.0	-\$19.66	100%	0	0



Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Electric Resistance Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$500.00	\$784.00	2,192	0.337	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling ASHP Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$500.00	\$784.00	2,557	0.337	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Natural Gas Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$500.00	\$784.00	2,953	0.337	0.0	-\$19.66	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Electric Resistance Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$500.00	\$784.00	2,172	0.335	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling ASHP Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$500.00	\$784.00	2,536	0.335	0.0	\$0.00	100%	0	0
Residential Heating and Cooling	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Natural Gas Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$500.00	\$784.00	2,933	0.335	0.0	-\$19.66	100%	0	0
Residential Heating and Cooling	Water Heater	High Efficiency Storage Water Heater <40 Gal Med Draw	Storage Water Heater <= 40 Gal - Medium Draw	13	\$75.00	\$120.00	0	0.000	3.3	\$0.00	100%	0	77
Residential Heating and Cooling	Water Heater	High Efficiency Storage Water Heater <40 Gal High Draw	Storage Water Heater <= 40 Gal - High Draw	13	\$75.00	\$200.31	0	0.000	1.9	\$0.00	100%	0	149
Residential Heating and Cooling	Water Heater	High Efficiency Storage Water Heater >40 Gal Med Draw	Storage Water Heater > 40 Gal - Medium Draw	20	\$250.00	\$541.99	0	0.000	8.1	\$0.00	100%	0	0
Residential Heating and Cooling	Water Heater	High Efficiency Storage Water Heater >40 Gal High Draw	Storage Water Heater > 40 Gal - High Draw	20	\$250.00	\$541.99	0	0.000	8.1	\$0.00	100%	0	0
Residential Heating and Cooling	Water Heater	High Efficiency Tankless Water Heater High Draw	High Efficiency Tankless Water Heater - High Draw	20	\$250.00	\$541.99	0	0.000	8.1	\$0.00	100%	0	0
Residential Heating and Cooling	Water Heater	High Efficiency Tankless Water Heater Med Draw	High Efficiency Tankless Water Heater - Medium Draw	20	\$250.00	\$541.99	0	0.000	8.1	\$0.00	100%	0	0
Residential Heating and Cooling	Water Heater	High Efficiency Storage Water Heater >40 Gal Med Draw	Storage Water Heater > 40 Gal - Medium Draw	13	\$75.00	\$113.30	0	0.000	3.1	\$0.00	100%	0	4
Residential Heating and Cooling	Water Heater	High Efficiency Storage Water Heater >40 Gal High Draw	Storage Water Heater > 40 Gal - High Draw	13	\$75.00	\$211.06	0	0.000	2.3	\$0.00	100%	0	687
Residential Heating and Cooling	Water Heater	High Efficiency Tankless Water Heater High Draw	High Efficiency Tankless Water Heater - High Draw	20	\$250.00	\$634.99	0	0.000	7.2	\$0.00	100%	0	374
Residential Heating and Cooling	Water Heater	High Efficiency Tankless Water Heater Med Draw	High Efficiency Tankless Water Heater - Medium Draw	20	\$250.00	\$541.99	0	0.000	8.1	\$0.00	100%	0	0
Commercial AC Control	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & GAS	Energy Star Certified Thermostat	10	\$119.92	\$119.92	1,078	0.000	10.1	\$0.00	100%	56	178
Commercial AC Control	AC Rewards - Business	Install Energy Star certified smart thermostat - AC ONLY	Energy Star Certified Thermostat	10	\$95.00	\$95.00	378	0.000	0.0	\$0.00	100%	0	0
Commercial AC Control	AC Rewards - Business	Install Energy Star certified smart thermostat - AC & ELEC HEAT	Energy Star Certified Thermostat	10	\$285.95	\$285.95	394	1.101	0.0	\$0.00	100%	1,544	0
Commercial AC Control	Commercial AC Switch	Commercial AC Switch Single Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	3	0.000	0.0	\$0.00	100%	1,443	0
Commercial AC Control	Commercial AC Switch	Commercial AC Switch Multi Stage - MN	Utility load control for control period with smart switch	15	\$0.00	\$0.00	4	2.119	0.0	\$0.00	100%	288	0
School Education Kits	Advanced Power Strip	Advanced Power Strip	Tier 1 Advanced Power Strip	7	\$25.00	\$0.00	40	0.000	0.0	\$0.00	71%	2,500	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PCKW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
School Education Kits	Advanced Power Strip	Advanced Power Strip	Tier 2 Advanced Power Strip	8	\$40.00	\$40.00	118	0.015	0.0	\$0.00	71%	0	0
School Education Kits	Home Lighting DI	9 Watt LED Bulbs	LED: 2 x 9W	20	\$9.10	\$9.10	84	0.004	0.0	\$0.00	92%	34,436	0
School Education Kits	Home Lighting DI	11 Watt LED Bulbs	LED: 2 x 11 W	20	\$6.89	\$6.89	87	0.005	0.0	\$0.00	92%	28,933	0
School Education Kits	Home Lighting DI	9 Watt LED Bulbs - Electric Only	LED: 2 x 9W	20	\$6.38	\$6.38	67	0.009	\$0.00	\$0.00	92%	0	0
School Education Kits	Home Lighting DI	11 Watt LED Bulbs - Electric Only	LED: 2 x 11 W	20	\$9.62	\$9.62	63	0.008	\$0.00	\$0.00	92%	0	0
School Education Kits	Home Lighting DI	15 Watt LED Bulbs	LED: 15W	20	\$2.79	\$2.79	96	0.007	0.0	\$0.00	92%	11,006	0
School Education Kits	Home Lighting DI	8W Reflector LED	1 x 8W Reflector LED	20	\$2.65	\$2.65	96	0.007	0.0	\$0.00	92%	5,503	0
School Education Kits	Home Lighting DI	6W Globe LED	2 x 6W Globe LED	20	\$5.30	\$5.30	45	0.004	0.0	\$0.00	92%	5,503	0
School Education Kits	Home Lighting DI	4W-8W-14W 3-WAY LED	1 x 4W-8W-14W 3-WAY LED	20	\$2.65	\$2.65	96	0.004	0.0	\$0.00	92%	5,503	0
School Education Kits	Home Lighting DI	5W Candle LED	4 x 5W Candle LED	20	\$10.60	\$10.60	95	0.012	0.0	\$0.00	92%	5,503	0
School Education Kits	Programmable Thermostat	Programming of Existing T-stat (Elec Cooling & Gas Heat)	New T-stat w/ Auto setup by 1.2 F for cooling assume 2.3 ton AC, 13.4 SEER and setback of 2.6 F for heating with 80% AFUE furnace	10	\$0.00	\$0.00	79	0.006	1.9	\$0.00	40%	56,449	56,449
School Education Kits	Aerators - EWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with unknown DHW heater (EWH portion)	1.5 GPM Kitchen Faucet Aerator	10	\$0.25	\$0.25	10	0.002	0.0	\$2.00	41%	16,598	0
School Education Kits	Aerators - EWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with unknown DHW heater (EWH portion)	0.5 GPM Bathroom Faucet Aerator	10	\$0.11	\$0.11	14	0.002	0.0	\$2.24	43%	16,897	0
School Education Kits	Aerators - GWH	Kitchen Aerator - 1.5 GPM to replace existing 2.2 GPM aerator in home with unknown DHW heater (GWH portion)	1.5 GPM Kitchen Faucet Aerator	10	\$1.22	\$1.22	0	0.000	0.3	\$13.80	41%	0	12,345
School Education Kits	Aerators - GWH	Primary Bath Faucet Aerator - 0.5 GPM to replace existing 2.2 GPM aerator in home with unknown DHW heater (GWH portion)	0.5 GPM Bathroom Faucet Aerator	10	\$0.48	\$0.48	0	0.000	0.3	\$11.98	43%	0	14,536
School Education Kits	Showerheads - EWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with unknown DHW heater (EWH portion)	1.5 GPM Showerhead	10	\$0.72	\$0.72	114	0.006	0.0	\$17.80	48%	16,897	0
School Education Kits	Showerheads - GWH	Primary Showerhead - 1.5 gpm showerhead to replace existing 2.5 gpm showerhead in home with unknown DHW heater (GWH portion)	1.5 GPM Showerhead	10	\$3.22	\$3.22	0	0.000	2.3	\$88.34	48%	0	14,536
School Education Kits	Water Heater Setback	Gas Water Heater Setback	setback WH setpoint to 120 F	8	\$0.00	\$0.00	0	0.000	0.4	\$0.00	40%	0	0
School Education Kits	Water Heater Setback	Electric Water Heater Setback	setback WH setpoint to 120 F	2	\$0.00	\$0.00	161	0.007			40%	0	0
Self-Direct	Custom Self-Direct Project	Self Direct Project	New Efficient Equipment	16	\$173,770.47	\$863,014.43	1,737,768	323,769	0.0	\$0.00	100%	1.00	0.00
Whole Home Efficiency	ENERGY STAR Clothes Dryer	ENERGY STAR Clothes Dryer	Energy Star Clothes Dryer >= 4.4 Cu.Ft.	12	\$40.00	\$75.00	98	0.350	0.0	\$0.00	100%	0	0
Whole Home Efficiency	ENERGY STAR Clothes Washer	Energy Star Front-loading Clothes Washer - Combo Customers w/ Electric DHW	Energy Star Front-Loading Clothes Washer w/ electric DHW and Electric Dryer	11	\$10.00	\$50.00	151	0.510	0.0	\$0.00	100%	0	0
Whole Home Efficiency	ENERGY STAR Clothes Washer	Energy Star Front-Loading Clothes Washer - Combo Customers w/ Gas DHW	Energy Star Front-Loading Clothes Washer w/ Gas DHW and Electric Dryer	11	\$10.00	\$50.00	125	0.420	1.2	\$0.00	100%	0	0
Whole Home Efficiency	ENERGY STAR Clothes Washer	Energy Star Top-loading Clothes Washer - Combo Customers w/ Electric DHW	Energy Star Top-Loading Clothes Washer w/ electric DHW and Electric Dryer	11	\$10.00	\$50.00	397	1.340	0.0	\$0.00	100%	0	0
Whole Home Efficiency	ENERGY STAR Clothes Washer	Energy Star Top-Loading Clothes Washer - Combo Customers w/ Gas DHW	Energy Star Top-Loading Clothes Washer w/ Gas DHW and Electric Dryer	11	\$10.00	\$50.00	306	1.040	4.1	\$0.00	100%	0	0
Whole Home Efficiency	ENERGY STAR Dehumidifier	>50 pints/day dehumidifier	ENERGY STAR Dehumidifier - high capacity	12	\$35.00	\$144.00	178	0.110	0.0	\$0.00	100%	0	0
Whole Home Efficiency	ENERGY STAR Dehumidifier	≤ 50 pints/day dehumidifier	ENERGY STAR Dehumidifier - low capacity	12	\$35.00	\$144.00	211	0.130	0.0	\$0.00	100%	0	0
Whole Home Efficiency	ENERGY STAR Refrigerator	Refrigerator Replacement	ENERGY STAR ® Refrigerators	14	\$15.00	\$20.00	45	0.003	0.0	\$0.00	100%	0	0
Whole Home Efficiency	AC Rewards-DR	Residential Smart Thermostat - Direct Install	Utility Load Control for control period with Tier II or III thermostat	5	\$190.00	\$190.00	2	1.109	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Whole Home Efficiency	AC Rewards-EE	Direct Install Smart Thermostat EE - AC & Gas Heating - Combo	Average Single Family House with EnergyStar Smart Thermostat	10	\$110.00	\$110.00	76	0.180	5.5	\$0.00	100%	0	0
Whole Home Efficiency	Air Sealing - Electric Heating and Cooling	Air sealing in homes with electric heating / electric cooling	Home with bypass air sealing performed	10	\$1,757.11	<del>\$1,094.00</del>	<del>1,325</del>	<del>0.196</del>	0.0	<del>\$0.00</del>	100%	2	0
Whole Home Efficiency	Air Sealing - Electric Heating Only	Air sealing in homes with electric heating / no cooling	Home with bypass air sealing performed	10	<del>\$399.52</del>	<del>\$600.00</del>	<del>1,498</del>	<del>0.200</del>	0.0	<del>\$0.00</del>	100%	1	0
Whole Home Efficiency	Air Sealing - Gas Heating / Electric Cooling	Air sealing in homes with gas heating / electric cooling for combo customers	Home with bypass air sealing performed	10	\$138.59	<del>\$1,406.00</del>	<del>570</del>	<del>1.113</del>	<del>13.2</del>	<del>\$0.00</del>	100%	8	82
Whole Home Efficiency	Air Sealing - Gas Heating / Electric Cooling	Air sealing in homes with gas heating / electric cooling for gas-only customers	Home with bypass air sealing performed	10	\$243.31	\$710.01	87	0.167	24.3	\$0.00	100%	0	0
Whole Home Efficiency	Air Sealing - Gas Heating Only	Air sealing in homes with gas heating / no cooling	Home with bypass air sealing performed	10	\$243.31	\$710.01	0	0.000	24.3	\$0.00	100%	0	0
Whole Home Efficiency	Attic Insulation - Electric Heating and Cooling	Attic insulation in homes with electric heating / electric cooling	Home with 1162 sqft avg attic area and R51 avg upgraded insulation	20	\$321.70	<del>\$0,100.00</del>	<del>1,287</del>	<del>0.944</del>	0.0	<del>\$0.00</del>	100%	3	0
Whole Home Efficiency	Attic Insulation - Electric Heating Only	Attic insulation in homes with electric heating / no cooling	Home with 1162 sqft avg attic area and R51 avg upgraded insulation	20	\$438.56	\$2,041.96	1,754	0.000	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Attic Insulation - Gas Heating / Electric Cooling	Attic insulation in homes with gas heating / electric cooling for combo customers	Home with 1162 sqft avg attic area and R51 avg upgraded insulation	20	\$308.31	<del>\$2,401.00</del>	<del>680</del>	<del>1.102</del>	<del>13.2</del>	<del>\$0.00</del>	100%	1	3
Whole Home Efficiency	Attic Insulation - Gas Heating / Electric Cooling	Attic insulation in homes with gas heating / electric cooling for gas-only customers	Home with 1162 sqft avg attic area and R51 avg upgraded insulation	20	\$74.59	\$2,178.89	37	0.071	7.5	\$0.00	100%	0	0
Whole Home Efficiency	Attic Insulation - Gas Heating Only	Attic insulation in homes with gas heating / no cooling	Home with 1162 sqft avg attic area and R51 avg upgraded insulation	20	\$74.59	\$2,178.89	0	0.000	7.5	\$0.00	100%	0	0
Whole Home Efficiency	Boiler	95% Efficient Boiler	95% Efficient Boiler	20	\$400.00	\$1,421.90	0	0.000	13.4	\$0.00	100%	0	0
Whole Home Efficiency	Furnace	95% Efficient Furnace in Existing Home	95% Efficient Furnace in existing home	18	\$200.00	\$842.88	0	0.000	10.9	\$0.00	100%	0	0
Whole Home Efficiency	Furnace	96% Efficient Furnace in Existing Home	96% Efficient Furnace in existing home	18	\$300.00	<del>\$808.20</del>	0	0.000	<del>17.8</del>	<del>\$0.00</del>	100%	0	6
Whole Home Efficiency	Furnace	97% Efficient Furnace in Existing Home	97% Efficient Furnace in existing home	18	\$400.00	\$1,144.88	0	0.000	12.4	\$0.00	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Electric Resistance Heat	High Efficiency Heat Pump Water Heater	10	\$400.00	<del>\$184.00</del>	<del>2,295</del>	<del>0.296</del>	0.0	<del>\$0.00</del>	100%	5	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling ASHP Heat	High Efficiency Heat Pump Water Heater	10	\$450.00	\$784.00	2,557	0.337	0.0	\$0.00	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Natural Gas Heat	High Efficiency Heat Pump Water Heater	10	\$450.00	\$784.00	2,953	0.337	0.0	-\$19.66	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Electric Resistance Heat	High Efficiency Heat Pump Water Heater	10	\$450.00	\$784.00	2,172	0.335	0.0	\$0.00	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling ASHP Heat	High Efficiency Heat Pump Water Heater	10	\$450.00	\$784.00	2,536	0.335	0.0	\$0.00	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Natural Gas Heat	High Efficiency Heat Pump Water Heater	10	\$450.00	\$784.00	2,933	0.335	0.0	-\$19.66	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Electric Resistance Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$550.00	\$784.00	2,192	0.337	0.0	\$0.00	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling ASHP Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$550.00	\$784.00	2,557	0.337	0.0	\$0.00	100%	0	0

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Refrigerant Based Cooling Natural Gas Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$550.00	\$784.00	2,953	0.337	0.0	-\$19.66	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Electric Resistance Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$550.00	\$784.00	2,172	0.335	0.0	\$0.00	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling ASHP Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$550.00	\$784.00	2,536	0.335	0.0	\$0.00	100%	0	0
Whole Home Efficiency	HP Water Heater	Heat Pump Water Heater - Non-Refrigerant Based Cooling Natural Gas Heat + CEA/ANSI Communications Port	High Efficiency Heat Pump Water Heater with Communications Port	10	\$550.00	\$784.00	2,933	0.335	0.0	-\$19.66	100%	0	0
Whole Home Efficiency	Mini-Split Heat Pump	Mini-Split Heat Pump	Residential Mini-Split Heat Pump (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF ) with electric resistance heat backup	15	\$600.00	\$6,855.29	4,012	0.881	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Mini-Split Heat Pump	Mini-Split Heat Pump	Residential Mini-Split Heat Pump (Nominal 1.8 Tons with 18.9 SEER, 12.9 EER, 10.2 HSPF (unadjusted) ) replacing a MSHP or new spot cooling need.	15	\$300.00	\$739.97	814	0.881	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Res AC	Installation of new AC 15 SEER 2.25 tons	Quality Installation of 15 SEER 2.25 tons	18	\$350.00	\$646.49	307	0.566	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Res AC	Installation of new AC 16 SEER 2.25 tons	Quality Installation of 16 SEER 2.25 tons	18	\$450.00	\$849.55	356	0.629	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Res AC	Provide Quality Installation of new AC 13 - 14.5 SEER 2.25 tons	Quality Installation of 13 - 14.5 SEER 2.25 tons	18	\$150.00	\$240.38	177	0.346	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Res AC w/ Furnace	Installation of new AC 15 SEER 2.25 tons w/ assoc furnace	Non - Quality Installation of 15 SEER 2.25 tons with Associated Furnace	18	\$200.00	\$414.56	147	0.234	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Res AC w/ Furnace	Installation of new AC 16 SEER 2.25 tons w/ assoc furnace	Non - Quality Installation of 16 SEER 2.25 tons with Associated Furnace	18	\$300.00	\$621.86	207	0.311	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Res AC w/ Furnace	Provide Quality Installation of new AC 13 - 14.5 SEER 2.25 tons w/ assoc furnace	Quality Installation of 13 - 14.5 SEER 2.25 tons w/ assoc furnace	18	\$150.00	\$240.38	177	0.346	5.7	\$0.00	100%	0	0
Whole Home Efficiency	Res AC w/ Furnace	Provide Quality Installation of new AC 15 SEER 2.25 tons w/ assoc furnace	Quality Installation of 15 SEER 2.25 tons w/ assoc furnace	18	\$150.00	\$231.92	160	0.332	5.7	\$0.00	100%	0	0
Whole Home Efficiency	Res AC w/ Furnace	Provide Quality Installation of new AC 16 SEER 2.25 tons w/ assoc furnace	Quality Installation of 16 SEER 2.25 tons w/ assoc furnace	18	\$283.56	\$442.26	3,762	0.867	4.8	\$0.00	100%	2	1
Whole Home Efficiency	Smart Thermostat	Install Energy Star certified smart thermostat - AC & GAS	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	5.5	\$0.00	100%	0	0
Whole Home Efficiency	Smart Thermostat	Install Energy Star certified smart thermostat - AC ONLY	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	76	0.180	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Smart Thermostat	Install Energy Star certified smart thermostat - GAS Only	Average Single Family House with EnergyStar Smart Thermostat	10	\$125.00	\$125.00	0	0.000	5.5	\$0.00	100%	0	0
Whole Home Efficiency	Wall Insulation - Electric Heating and Cooling	Wall insulation in homes with electric heating / electric cooling	Home with R11 wall cavity insulation added	20	\$783.81	\$2,014.00	3,135	0.125	0.0	\$0.00	100%	1	0
Whole Home Efficiency	Wall Insulation - Electric Heating Only	Wall insulation in homes with electric heating / no cooling	Home with R11 wall cavity insulation added	20	\$3,939.65	\$5,207.00	15,758	0.060	0.0	\$0.00	100%	1	0
Whole Home Efficiency	Wall Insulation - Gas Heating / Electric Cooling	Wall insulation in homes with gas heating / electric cooling for combo customers	Home with R11 wall cavity insulation added	20	\$426.58	\$1,208.51	1,885	3.253	38.4	\$0.00	100%	4	37

Program Name	Measure Group	Measure Description	Efficient Product Description / Rating	Measure Lifetime (years)	Rebate Amount (\$)	Incremental Cost of Efficient Product (\$)	Annual Customer kWh Savings (kWh/yr)	Annual Custom Peak Coincident Demand Savings (PckW)	Gas Savings (Dth)	Non-Energy O&M Savings (\$)	Install Rate (%)	2021 Electric Units	2021 Gas Units
Whole Home Efficiency	Wall Insulation - Gas Heating / Electric Cooling	Wall insulation in homes with gas heating / electric cooling for gas-only customers	Home with R11 wall cavity insulation added	20	\$293.58	\$2,031.48	145	0.279	29.4	\$0.00	100%	0	0
Whole Home Efficiency	Wall Insulation - Gas Heating Only	Wall insulation in homes with gas heating / no cooling	Home with R11 wall cavity insulation added	20	\$293.58	\$2,031.48	0	0.000	29.4	\$0.00	100%	0	0
Whole Home Efficiency	Water Heater	High Efficiency Storage Water Heater	Storage Water Heater <= 40 Gal - Medium Draw	13	\$100.00	\$126.88	0	0.000	2.5	\$0.00	100%	0	0
Whole Home Efficiency	Water Heater	High Efficiency Storage Water Heater	Storage Water Heater <= 40 Gal - High Draw	13	\$100.00	\$260.86	0	0.000	1.6	\$0.00	100%	0	0
Whole Home Efficiency	Water Heater	High Efficiency Storage Water Heater	Storage Water Heater > 40 Gal - Medium Draw	13	\$100.00	\$384.34	0	0.000	3.6	\$0.00	100%	0	1
Whole Home Efficiency	Water Heater	High Efficiency Storage Water Heater	Storage Water Heater > 40 Gal - High Draw	13	\$75.00	\$280.86	0	0.000	1.9	\$0.00	100%	0	6
Whole Home Efficiency	Water Heater	Tankless Water Heater	High Efficiency Tankless Water Heater - High Draw	20	\$275.00	\$881.82	0	0.000	8.9	\$0.00	100%	0	1
Whole Home Efficiency	Water Heater	Tankless Water Heater	High Efficiency Tankless Water Heater - Medium Draw	20	\$275.00	\$541.99	0	0.000	6.9	\$0.00	100%	0	0
Whole Home Efficiency	Water Heater DR	Load Shift & Demand response capability on new heat pump water heater (CTA 2045)	Heat Pump Water Heater w/ DR Management	1	\$100.00	\$325.00	152	0.071	0.0	\$0.00	100%	0	0
Whole Home Efficiency	Water Heater DR	Load Shift & Demand response capability on new heat pump water heater (CTA 2045) - Annual Re Enrollment	Heat Pump Water Heater w/ DR Management - Re Enrollment of Existing Customer	1	\$25.00	\$0.00	152	0.071	0.0	\$0.00	100%	0	0



