

Q2-2016 Colorado DSM Roundtable

August 17, 2016



AGENDA

- 1:00 – 1:30 p.m. Welcome and DSM Regulatory Updates
- 1:30 – 2:15 p.m. DSM Programs: Q2-2016
 - » Q2 Achievement Update
 - » Business Programs
 - » Business Financing Deep Dive
 - » Lighting Efficiency and Small Business Lighting Update
 - » Residential and Low-Income Programs
- 2:15 – 2:30 p.m. -- *Networking Break* --
- 2:30 – 3:00 p.m. DSM Pilot Updates: Q2-2016
- 3:00 – 3:30 p.m. DSM Product Development: Q2-2016
- 3:30 – 4:00 p.m. DSM Product Express Update: Q2-2016

DSM Regulatory Updates Q2-2016

Shawn White
DSM Regulatory

60/90-Day Notices

- ENERGY STAR Retail Products Platform (ESRPP) Pilot
 - *Posted: Dec. 2, 2015*
 - *Implemented: Jan. 1, 2016*
- Home Lighting & Recycling
 - *Posted: Jan. 6, 2016*
- ECMs
 - *Posted: Jan. 13, 2016*
 - *Implemented: Feb. 13, 2016*
- LED Street Lights
 - *Posted: Feb. 2, 2016*
 - *Implemented: April 1, 2016*
- Data Center Efficiency
 - *Posted: Feb. 15, 2016*
 - *Implemented: Mar. 16, 2016*
- Home Lighting & Recycling (Evaluation)
 - *Posted: Feb. 5, 2016*
 - *Implemented: April 6, 2016*
- Business Lighting Efficiency (Evaluation)
 - *Posted: February 19, 2016*
 - *Implemented: March 22, 2016*
- Business Lighting Efficiency and Small Business Lighting
 - *Posted: May 26, 2016*
 - *Implemented: August 1, 2016*

2017/2018 DSM Plan Forecast & Targets

2017	GWh Savings	Demand Response (MW)	Demand Reduction from EE (MW)	Electric MTRC	Dth Savings	Natural Gas MTRC
Goal	400.0	620	65.0	>1.0	n/a	>1.0
Plan Target	401.3	621	59.4	1.26	636,078	1.49

2017 Budget Proposed: \$80.3 M (Elect EE), \$19.2 M (DR), \$13.1 M (Gas EE)

2018	GWh Savings	Demand Response (MW)	Demand Reduction from EE (MW)	MTRC	Dth Savings	Natural Gas MTRC
Goal	400	640	65	>1.0	n/a	>1.0
Plan Target	401.6	646	57.9	1.31	573,136	1.58

2018 Budget Proposed: \$77.7 M (Elect EE), \$20.6 M (DR), \$12.8 M (Gas EE)

DSM Regulatory Update (Con't.)

- **2017/2018 Plan 210-Day Decision**
 - March 24, 2017
- **Next Roundtable – Save the Date!**
 - Q3-2016 DSM Roundtable Meeting:
Wednesday, November 9, 2016

DSM Achievements Q2-2016

David Hueser,
Team Lead, Customer Solutions

2016 Q2 Achievement Highlights

Electric Portfolio

- 194 GWh (48% of 407 GWh Goal)
- 33.8 MW (38% of Target)
- \$36.3M (39% of Budget)

Business Programs (% of kWh Target)

- EMS – 79% of Target
- Small Business Lighting – 73% of Target
- Motors & Drive Efficiency – 53% of Target
- Self Direct – 67% of Target

Residential / LI Programs (% of kWh Target)

- ENERGY STAR New Homes – 65% of Target
- Home Lighting & Recycling – 87% of Target
- Residential Heating – 66% of Target

Gas Portfolio

- 213,868 Net Dth (35% of 615,040 Dth Goal)
- \$5.9M Spend (43% of Budget)

Business Programs (% of Dth Target)

- Custom Efficiency – 92% of Target
- EMS – 63% of Target
- Recommissioning – 60% of Target

Residential / LI Programs (% of Dth Target)

- Energy Feedback Residential – 58% of Target
- Insulation & Air Sealing – 70% of Target
- Water Heating – 147% of Target
- LI Multifamily Weatherization – 52% of Target

Marketing Campaigns & Outreach

Business

- Heating Efficiency customer bonus, trade incentive extended to 12/31
- Recommissioning customer implementation bonus, trade incentive
- Data Centers: re-engaging study providers
- Brewers Campaign: refrigeration, process packaging, compressed air
- Energy Analysis Earth Day promotion
- CAHED Trade Show, Sport's Authority Field
- Apartment Association Trade Show
- CD Jones Open House
- Energy Expo and Wire-Off Competition

Residential

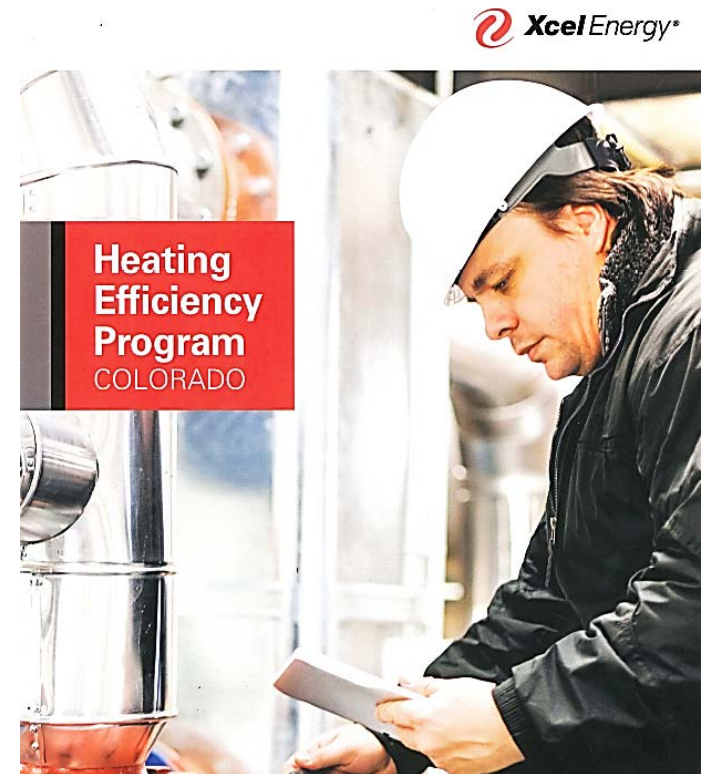
- ENERGY STAR New Homes: continued, free "Selling High Performance" training classes for sales agents and home raters.
- Home Lighting: 17 May and June events including Rockies promotion 6/28
- Energy Efficiency Showerhead spring mailings and digital campaigns
- Evaporative Cooling customer benefits, technical training, trade overview
- Home Energy Squad email, social media outreach, LED and discount promotions
- Saver's Switch spring ramp up, digital campaigns

DSM Business Program Q2-2016 Highlights

Kim Spickard
Team Lead, Customer Solutions

Heating Efficiency Outreach

- Customer bonus (25%) & trade incentive (10%) until year end
- Promoting new customer Heating Efficiency Guide
- Specifically targeting top gas consuming customers
- Planning 2 fall trainings:
 - Technical Training for Trade Partners
 - Customer Heating Efficiency Best Practices
- Continuing collaboration w/CO State Boiler Inspectors Office
 - Mutual customer benefits for rebates & boiler safety
 - Direct outreach to their trade partner network
- Now seeing participation in ECMs for furnace fans (new measure launched late 2015)



Digital Application Project Launched

Rebate Application

 : Required Field

Step 1 of 6

▼ Program Information

State

--None--

Customer Type

--None--

Are you a Customer
or Trade Partner?

--None--

Equipment Group

--None--

Product

--None--

Platte River Power Authority

Colorado Midstream Cooling Program

The midstream Cooling Program encourages distributors to stock and upsell eligible high efficiency equipment

Participating Utilities



Estes Park
Light and Power

Fort Collins
Utilities

Longmont
Power &
Communications

Loveland
Water and
Power

Platte River
Power Authority

Colorado Midstream

Estes Park
Light and Power

Fort Collins
Utilities

Longmont
Power &
Communications

Loveland
Water and Power

Platte River
Power Authority



Business Financing Program

Bob Macauley
Channel Manager, Customer Solutions

Energy Efficiency Commercial Financing

- Xcel Energy knows that our business customers may need assistance in finding the right source of capital to invest in energy efficiency upgrades.
- Customer feedback has shown that finding the right source of financing for their business has been tricky.
- Xcel Energy has partnered with HBC Energy Capital to provide commercial customers and trade partners a one-stop shopping on-line portal for all their energy efficiency financing needs.
- The portal will provide financing proposals from a variety of Xcel Energy approved lenders to ensure that customers have access to the most appropriate financing from the lender that best suits their specific project.

Energy Efficiency Commercial Financing

- The Financing Process:
 - Customers or Trade Partners fill out the Finance Request Form found online at XcelEnergy.com.
 - HBC will develop a customized cash flow analysis to help customers understand what it takes to make their energy efficiency upgrades a reality.
 - HBC can answer any questions customers may have, revise their financing proposal if the project scope changes, and work with the various lenders to present multiple financing options so customers can pick the one that best meets their needs.

Energy Efficiency Commercial Financing

- Xcel Energy Approved Lenders:
 - We will review customer's project and provide at least two lender options.
- Proposals will come from:
 - Ascentium Capital
 - Colorado Enterprise Fund
 - Key Bank
 - Spark Fund
 - U.S. Bank
 - Colorado Commercial Property Assessed Clean Energy (CoPACE)

Energy Efficiency Commercial Financing

SAMPLE Financing Proposal

Prepared for: Xcel Energy Trade Partner

Project summary

Trade Partner has engaged HBC Energy Capital to procure low cost financing for your project. The figures on this sheet explain the payments and savings calculated specifically for your project. Choose the term that best suits your needs and we will reach out with a 1-page application for financing approval.

Please note: proposal amounts are subject to credit review; interest rates and final payment amounts may vary.

\$ Financing metrics

Project Cost
\$10,000

Rebate
\$1,200

Net Financed
\$8,800

Estimated
Interest Rate
6.00%

Project savings metrics*

Term	Monthly savings	Monthly payment	Net monthly cash flow
3 years	\$217	\$268	-\$51
Term	Monthly savings	Monthly payment	Net monthly cash flow
4 years	\$217	\$207	\$10
Term	Monthly savings	Monthly payment	Net monthly cash flow
5 years	\$217	\$170	\$47

Next steps

- | | |
|---------------------------------|---|
| <input type="checkbox"/> Step 1 | Review financing proposal |
| <input type="checkbox"/> Step 2 | Fill out the financing application from an Xcel Energy approved finance partner. Return application to jeremy.epstein@harcourtbrown.com |
| <input type="checkbox"/> Step 3 | Receive notification of financing approval and begin equipment installation |

*Monthly payment estimate is based on financing the total project cost minus rebates (may require assignment of rebate to finance company). Longer terms may be available to some borrowers.

Energy Efficiency Commercial Financing

- Business financing can cover up to 100 percent of your customer's project costs.
- Xcel Energy rebates can be used in conjunction with business financing.
- Customer approvals are quick and typically received within one business day.
- We expect the commercial financing portal to be fully operational by 9/1/16.
- For more information contact:
 - Robert.Macauley@XcelEnergy.com
 - 303-294-2675

Business Lighting Efficiency & Small Business Lighting Programs

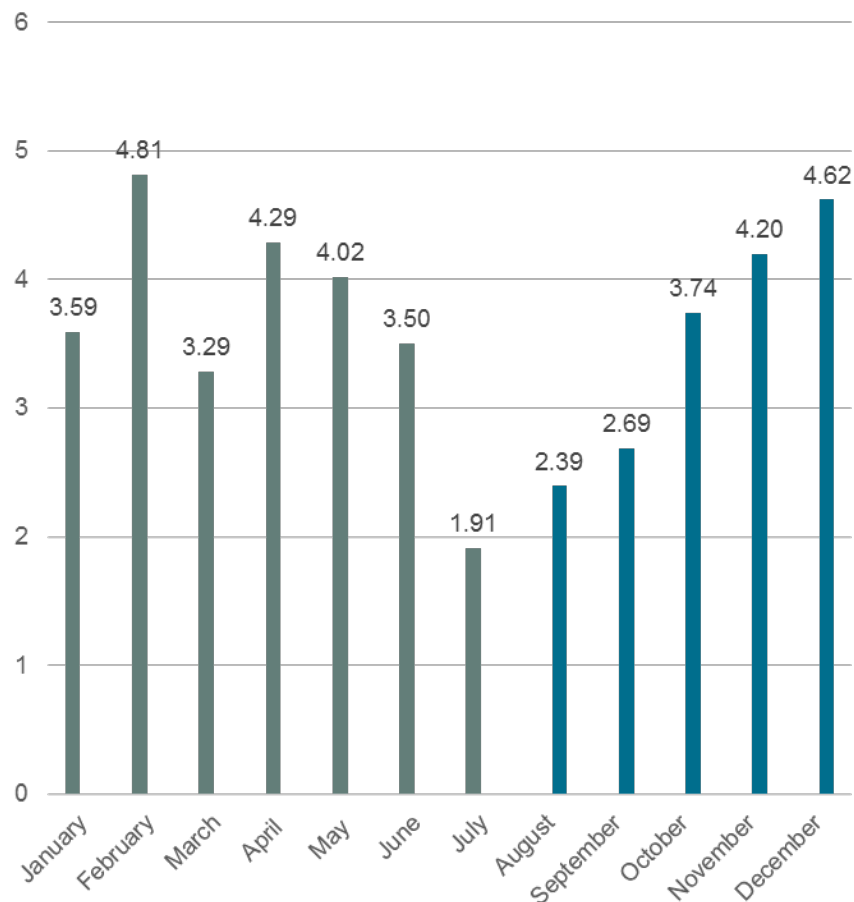
Paige Romero
Program Manager, Customer Solutions

Business LED Instant Rebate Program

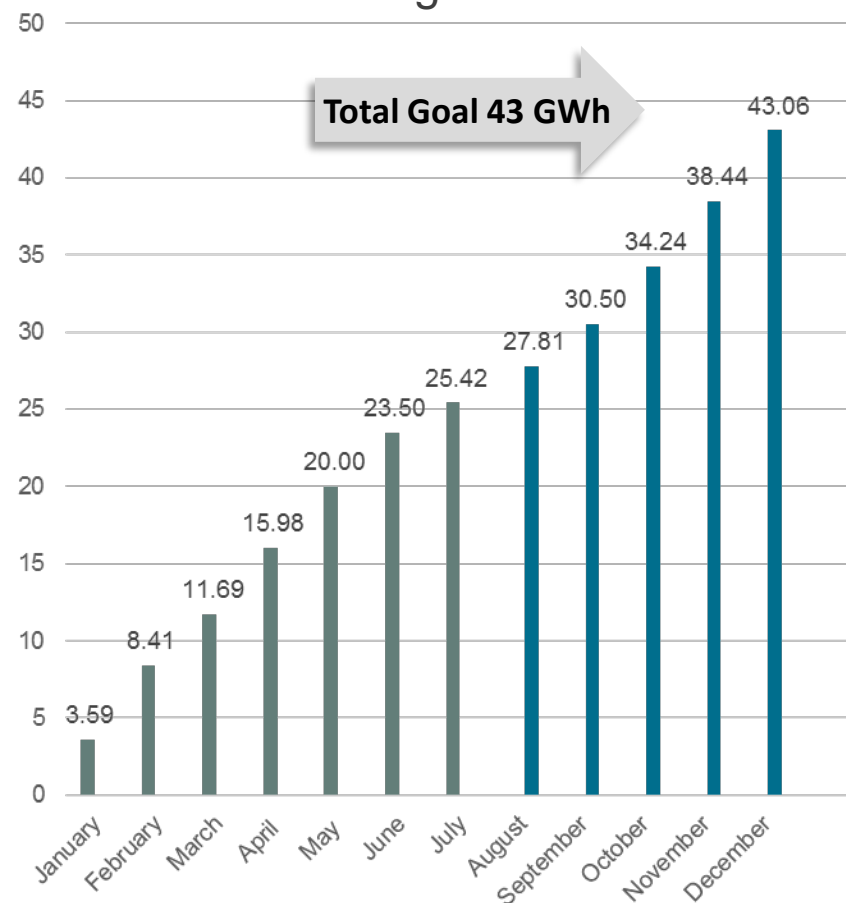
Includes both Lighting Efficiency & Small Business Lighting achievements

■ Completed
■ Forecasted

CO 2016 forecast gross GWh by month



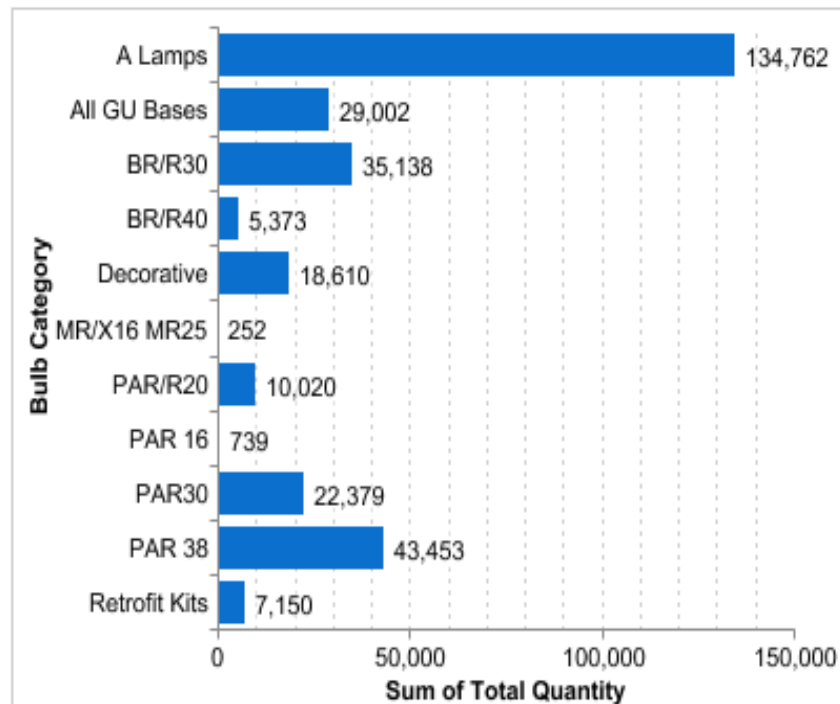
2016 cumulative gross GWh forecast



LED Instant Rebate by Lamp Type

Units by Lamp Type

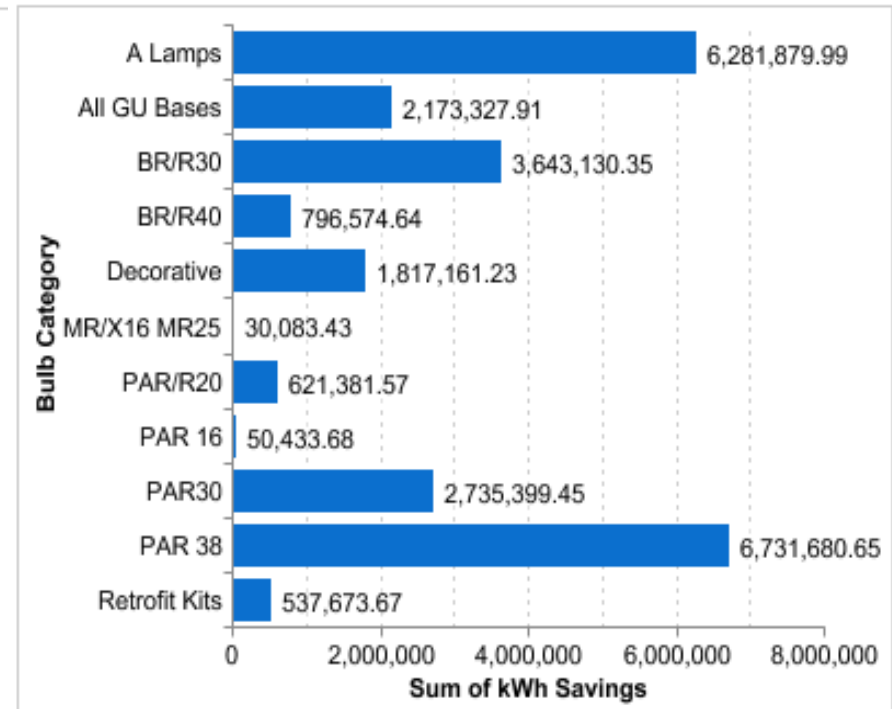
YTD Midstream LED Sales- CO



Total quantity YTD for all batched and paid projects

Achievement by Lamp Type

YTD Midstream LED kWh Savings - CO



kWh savings YTD from all batched and paid projects

Business Lighting 60-Day Notice

Program Additions:

- 1) LED Pin-Based Lamps
- 2) LED UL Type B Linear Replacement Lamps (tubes)
- 3) T12 to LED rebate offering
- 4) 3 additional LED Lamp categories added to direct install offering

T12 to LED Limited Time Rebate Promotion:

- 2015 Colorado Lighting Market Study findings revealed:
Overall saturations of T12 lighting technologies largely unchanged since 2005 , although 7 of 10 sampled program participants had no T12s.
- A limited time T12 to LED rebate offering has been developed and proposed to launch August 1, 2016, closing December 31, 2018.

T12 to LED Limited Time Rebate Promotion

Rebates available for upgrading T12 systems to LEDs
(August 1, 2016 through December 31, 2018)

LED upgrade product	Rebate
LED troffer	\$70/fixture
LED troffer retrofit kit	\$50/fixture
LED tube Type A, 4 foot	\$10/tube
LED tube Type B, 4 foot	\$10/tube
LED tube Type C, 4 foot	\$18/tube
LEDs in refrigerator and freezer cases (5' or 6' doors) with LEDs	\$55/door
LED linear ambient $\leq 35\text{W}$ (direct only)	\$80/fixture
LED linear ambient 36–60W (direct only)	\$120/fixture
LED linear ambient $\geq 61\text{W}$ (direct only)	\$175/fixture

DSM Residential & Low-Income Program Q2-2016 Highlights

David Hueser,
Team Lead, Customer Solutions

2017/2018 DSM Plan change and additions: Residential, Low Income, Electric & Natural Gas savings Products

Primary segment goal: continue to drive residential penetration through new customer participation

Residential/Low Income Product	Product changes or Measures added	Measures eliminated	Next Steps
ENERGY STAR New Homes	Increased rebate levels to \$250 - \$2,550 for achieving 10%+ better than code (BTC) energy savings for 2012 IECC or higher homes	ENERGY STAR Dishwasher	Evaluating training opportunities for joint Net-Zero-Energy (NZE) builders and architects. Exercise Gas DSM spending discretion to meet portfolio goals.
High Efficiency Air Conditioning	Ductless Mini-Split Heat Pumps, 15 SEER or higher, AHRI Certified, used for cooling and heating, \$200 rebate		On-going trade partner Product training and communications
Home Energy Squad	Value LEDs included in core service*		Partners in Energy opportunities
Home Lighting	LED changes per ENERGY STAR specifications – 15,000 life, no more dimming and omni-directional light distribution	Discontinue support of CFLs beginning in 2018	Continue primarily retail Point Of Sale (POS) strategy with WECC/Wisconsin Energy Conservation Corp.
Insulation and Air Sealing	Increased minimum savings requirement – 20% and 30%+ savings tiers	"Tier 1" 10% savings	Trade partner training, communications
School Education Kits	LED-only lamp mix	CFLs	Volume orders by Third Party Implementer, kit building for 2017
Low Income Single Family Weatherization	Select LED lamps*, Programmable thermostat, ECM furnace motors*, Water Heater blankets		With Energy Outreach Colorado, evaluating the potential addition of other prescriptive rebates

* Added via 60-Day Notice Product modification in 2016

ENERGY STAR® New Homes (E&G savings)

We expect to keep the product open for full year in 2016

- Q2 2016 achievement remains strong:
 - 2,128 homes earned a rebate (51% of filed goal)
 - 1,982,950 net gen kWh (65% of filed goal)
 - 61,752 net Dth (49% of filed goal)
- 5 out of 6 months exceeded 400 homes per month
 - First time this has occurred
- First home to complete under 2015 IECC (Parker, CO)
- Ongoing training targeted to sales agents and home raters



Plan: Oakwood Homes, Aurora, CO



Photo: Lennar, Stapleton, Pioneer model

ENERGY STAR® New Homes (E&G savings)

Proposed Changes for 2017/18

- Rebate determined using local energy code
 - IECC 2009 and older - \$200 to \$1,400
 - IECC 2012 and newer - \$250 to \$2,550

Percent Better Than Local Code	Builder Rebate – IECC 2009 & older	Builder Rebate – IECC 2012 & newer
10.0-14.999%	\$200	\$250
15.0-19.999%	\$350	\$400
20.0-24.999%	\$500	\$600
25.0-29.999%	\$650	\$900
30.0-34.999%	\$800	\$1,200
35.0-39.999%	\$1,000	\$2,000
40% and higher	\$1,400	\$2,550

- High Efficiency Lighting rebate changes
 - IECC 2009 and older jurisdictions (\$20 rebate), must install at least 20 CFL or LED lamps
 - IECC 2012 and newer (\$10 rebate), must install 100% CFL or LED lamps
- ES Clothes Washer rebate - reduced from \$50 to \$30
- ES Dishwasher rebate discontinued

Residential Home Performance with ENERGY STAR®

YTD Q2 2016 Achievement: Dth and kW savings ahead of 2015 pace, but kWh trails so far.

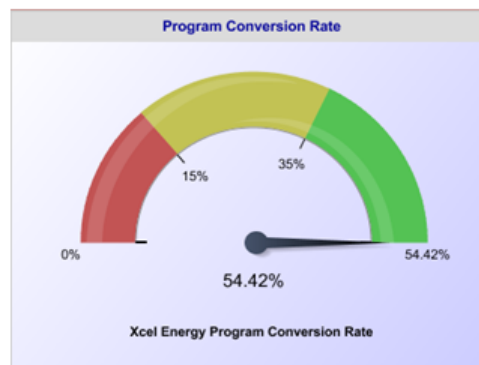
Year	kW	kWh	Dth
2015	49.17	153,549	4,122
2016	66.17	63,735	5,004

Q2 incentives and improvements include bonuses and co-marketing

- High Efficiency Furnace bonus: \$200 through Nov. 15th.
- \$250 Insulation Bonus on attic or wall insulation when 25%+ air-sealing reduction is achieved.
- Denver Energy Challenge HP awareness mailer.
- Boulder Energy Smart marketing mailer with bonus rebate offering.

Lead conversion rate from Advising peaking at 54%

Conversion Rates



Percentage of enrolled properties that have completed a qualifying upgrade or are in process completing a qualifying upgrade.

Main Proposed Changes for 2017/2018

- Align air-sealing measure with Insulation and Air Sealing Product
- Terminate CFL and Dishwasher measures

Measure	Prescriptive Rebates		
Top 3 Improvements*	Gas Heat/AC Cooled	Gas Heat, no Cooling	Elec. Heat/Cooled
Attic Insulation	\$600	\$400	\$700
Air Sealing, Weather-Stripping Top Tier	\$500	\$325	\$550
Air Sealing, Weather-Stripping Bottom Tier	\$400	\$250	\$450

* Recommended in customer's audit

Evaporative Cooling (Electric savings)

Positive 2016 effect from 2015 rebate increases, especially Standard/Tier 1 systems

- YTD Q2 electric DSM savings 21% of 2016 goal on 31% of spend. Mid-year 2016 participation increased by over 40% vs. prior year driven by Standard/Tier 1 systems, generally window- or wall-mounted units
- Q2 trade partner training, including “big 3” manufacturers representatives, focused on customer benefits, sizing, ducting, technical basics
- Outreach and marketing efforts focused on targeted mailings, email, trade relations – especially Western Slope
- Product is not expected to achieve its 2016 filed goals, but year-over-year participation is expected to significantly improve

Most popular-selling units from “big 3” manufacturers



Champion/Mastercool
4001DD



PMI Brisa BD4000



Breezair EXV155



Bonaire/Durango
4500E



Hart/Cooley

Home Depot

Low-Income Single Family Weatherization (E&G)

Primarily aimed at natural gas savings for low income, single-family homes, the Product represents \$3.6M, or 57% of the \$6.4M total electric & gas budget dedicated to low income

- In Q2, eight weatherization agencies participating in the Product
- Colorado's Affordable Residential Energy program/CARE (Summit County/High Country Conservation) expanded to Metro Denver, where EOC partners with Energy Resource Center
- 2016 contingency plans to drive additional electric savings focus on refrigerator replacement, lighting
- 2017/18 Product changes/additions: LED lamps, ECM furnace motors, Programmable Thermostat, Water Heater blankets
- For 2017/18, with Energy Outreach Colorado, evaluating the potential addition of other prescriptive rebates

Program Implementers



Collaborations









- *Networking Break* -



DSM Pilot Updates Q2-2016 Highlights

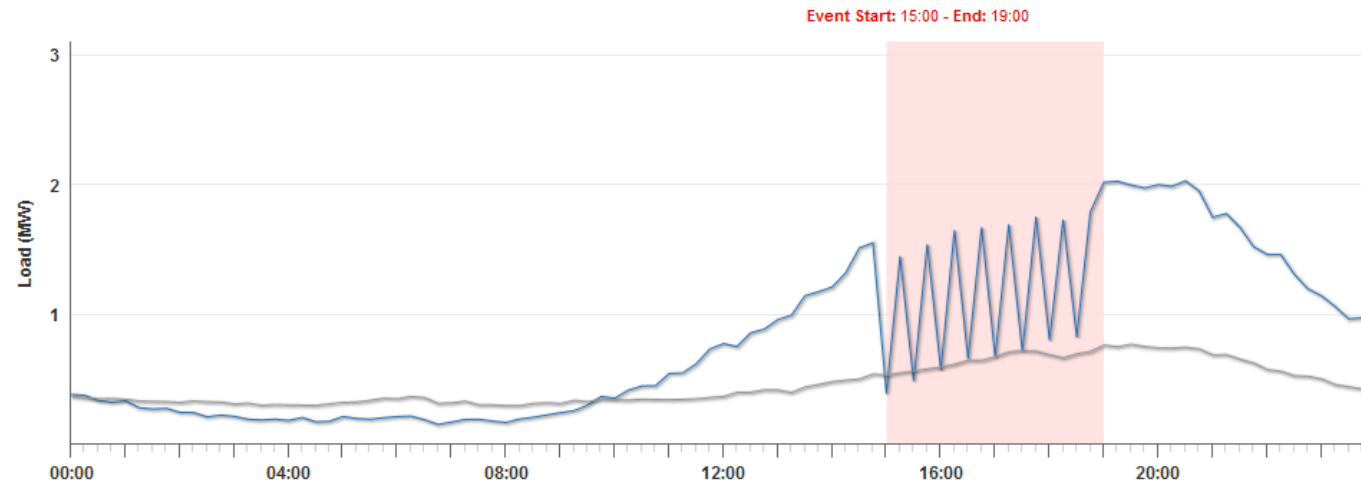
Colin Lamb
Team Lead, Product Development

	PILOT	STATUS	
1	Smart Thermostat Pilot	In Progress	
2	Small Business Smart Thermostat Pilot	In Progress	
3	Energy Feedback – Business Pilot	In Progress	
4	Building Optimization DR Pilot	In Progress	
5	Multifamily Buildings Pilot	In Progress	
6	ENERGY STAR Retail Products Platform	In Progress	

DSM Pilot Highlights

Residential Smart Thermostat

- Fully subscribed (5,000 participant target)
- Nearly 60% to date used online storefront with instant rebate
- Began DR events June 21



DSM Pilot Highlights

Small Business Smart Thermostat

- Nearly fully subscribed
- Technical challenges delayed installation
- Preparing to implement DR events in Q3



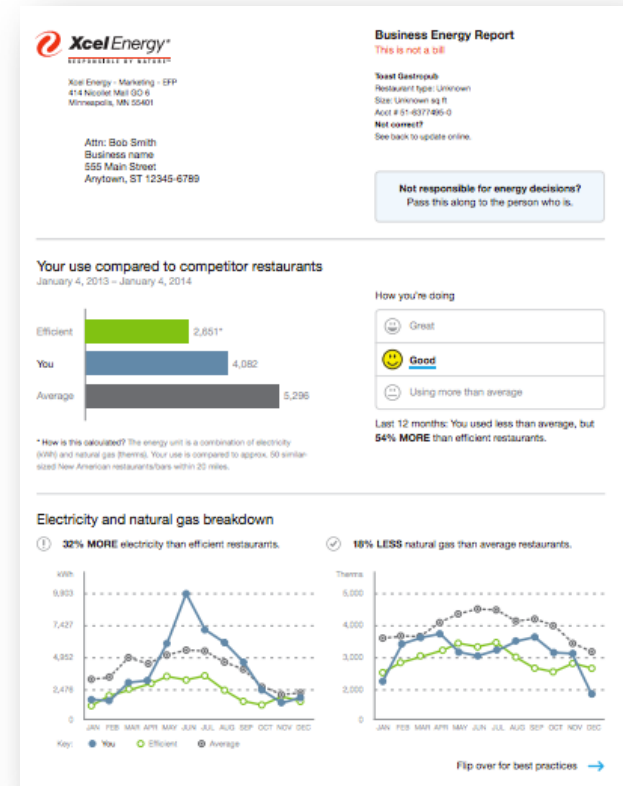
Honeywell



DSM Pilot Highlights

Energy Feedback – Business

- Latest measurement continued to show negligible savings
- Clear that customers are engaged with reports
- Pilot runs through 2016
- Actively exploring next steps



DSM Pilot Highlights

Building Optimization DR

- 1.8 million square feet enrolled
- 15 buildings totaling > 7.6 MW peak demand
- Final building in process; will complete enrollment
 - total 16 buildings, 2.5 million square feet
 - > 9MW peak demand
- Planning first demand response events for Q3 (successfully executed on July 21)
- Plan to pilot through 2017



DSM Pilot Highlights

Multifamily Buildings

- Current Results:

- 29 energy assessments completed YTD, 39 total
- Direct installation of energy efficient equipment at 969 apartments YTD
- New goal of 1,800 units to be met in Q3
- Phase 3 projects identified and being evaluated



High-Efficiency Lighting
(CFLs and LEDs)



Energy-Efficient
Showerheads (1.5 GPM)



Bathroom/Kitchen
Faucet Aerators
(1.5 GPM)



Water Heater Blanket

DSM Pilot Highlights

ESRPP PILOT

Energy Star Retail Products Platform (ESRPP) Pilot

- Reporting and data challenges persist; expect to be resolved in Q3
- Retailer support plans complete
- Engaging with national working groups
 - New products working group
 - EM&V working group



sears



DSM Product Development Q2-2016 Highlights

Thor Bjork
Team Lead, DSM Product Development

DSM Product Development

“Beyond Widgets” Research project with DOE’s Lawrence Berkeley National Laboratory

- Networked lighting controls
- Daylight redirecting window film
- Deep daylight dimming
- HVAC controls

- **Schedule:**

- 3/15 – 12/15: Systems research
- 1/16 – 7/16: Experiment design
- 8/16 – 6/17: Testing at FLEXLAB
- 7/17 – 9/17: Results and program implementation

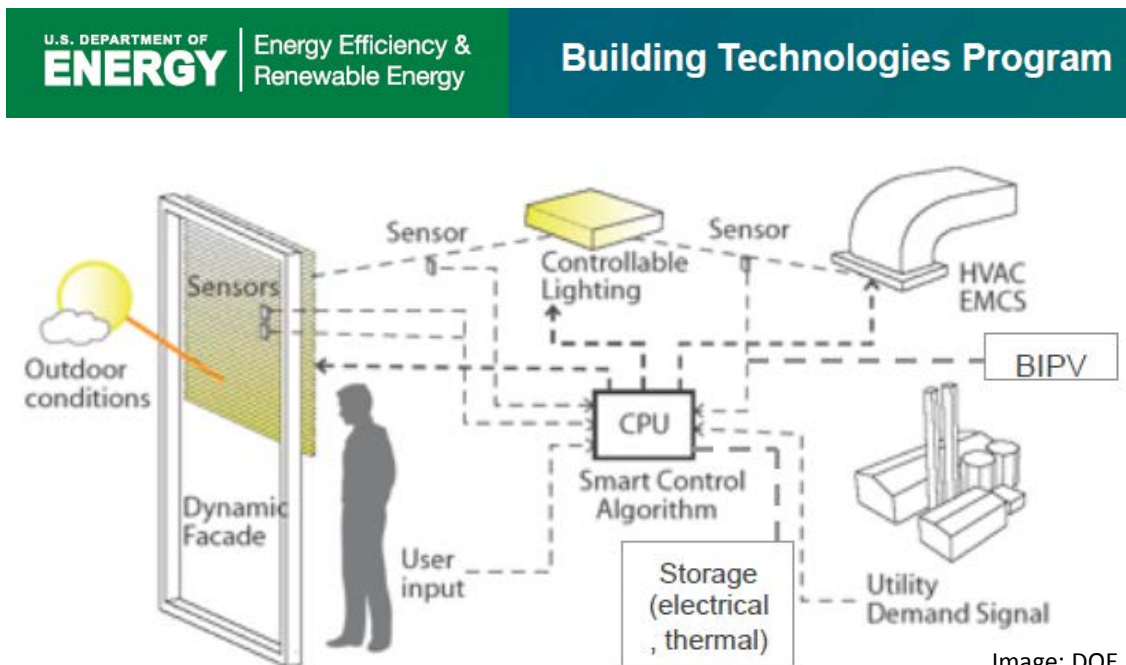


Image: DOE



DSM Product Development

Net Zero Energy New Construction

- Growing number of customers striving to minimize net energy consumption, with strategies across multiple DER technologies
 - Requires additional assistance beyond Energy Design Assistance
 - Earlier consulting and energy modeling
 - Enhanced monitoring and verification
 - Focus is to enable a streamlined, cost-effective approach to serving these projects
- ### To Create a Zero Energy Building...
- STEP 1** Increase energy efficiency
- Efficient building construction
 - Efficient systems and appliances
 - Operations and maintenance
 - Change in user behavior
- STEP 2** Address remaining needs with on-site renewable energy generation
- Wind
 - Solar
 - Hydro Energy

Image: energy.gov/eere/buildings/zero-energy-buildings

DSM Product development

Efficient Process/Commercial Dehumidification for indoor farming

- High-efficiency heat exchanger to condense excess moisture
- A study is required to overcome customer hesitancy and to prove savings
- Expected completion late 2016

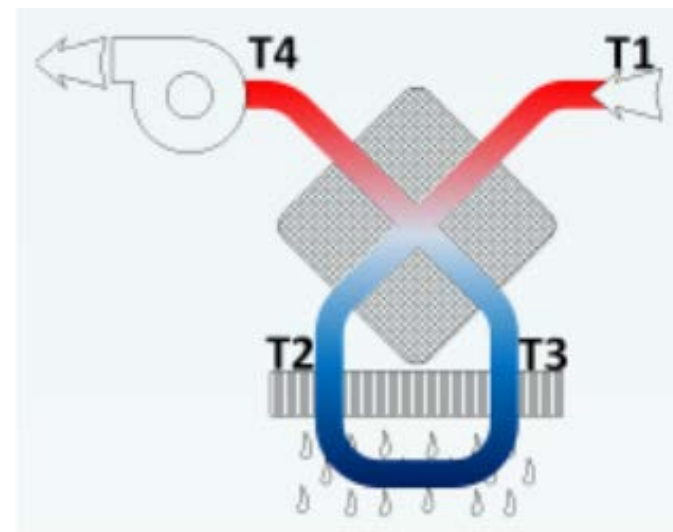


Figure 1 - Diagram of MSP technologies cooling process
(source: www.msptechnology.com)

Dsm product development

Advance Roof Top Unit (RTU) Controllers

- VFD is operated using advanced economizer and demand controlled ventilation controls
- Challenges:
 - Bringing some RTUs up to code prior to retrofit may increase energy use
 - Developing prescriptive savings methodology
 - Doesn't fit most contractor business models



Photo: Platte River Power Authority

Advanced RTU Control System
Essential Features
Variable or multi-speed fan control
Integrated economizer
Demand controlled ventilation
Desirable features
Variable capacity compressors
Fault detection and diagnostics
Remote monitoring

Q2 idea submissions

- Gas Safety Monitoring & Energy Recycle; Received June 1, 2016
 - Indoor Air & Energy Recycle L.L.C.
- Description:
 - Commercial kitchen hood demand controlled ventilation (DCV)
- Evaluation Result:
 - Discussed with idea submitter
 - Technology is currently under development – 70% complete
 - Will revisit once unit is available and tested



DSM Quick To Market (formerly Product Development Express) Q2-2016 Highlights

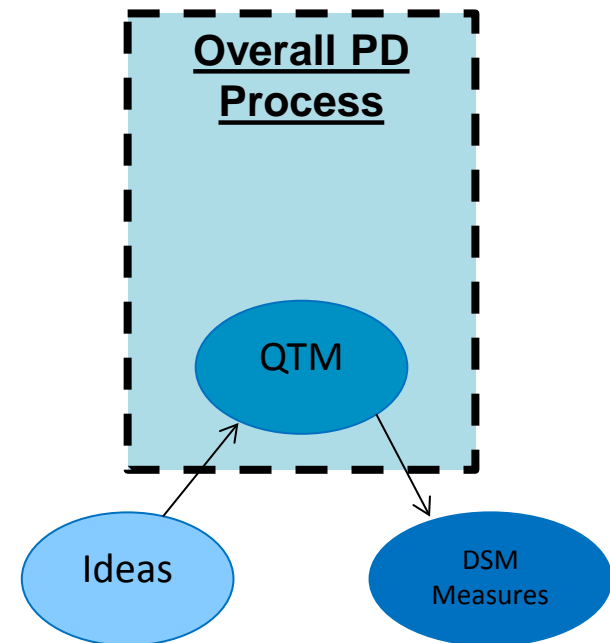
Michael Papula
Energy Efficiency Engineer

Quick to Market (QTM) Overview

- The DSM Team for Product Development Express (PDx) Has Taken A New Name - Quick to Market (QTM)
- Purpose of the Team Remains Unchanged:
 - Evaluate Current Custom Project Applications for Potential Prescriptive Products
 - Provide an Alternative Path for Smaller, Simpler, Straightforward Products to Become New Prescriptive Products
 - Manage the Development of Technical Assumptions And Launch New Prescriptive Products Based on Custom Projects
- Goal of the Team
 - Expand Upon the Cost-Effective Prescriptive Products Available to Customers

Quick to Market (QTM) Overview

- Initiated in the 2nd Quarter of 2014 as a DSM Team Working With Product Development
- Managed by Three Person Cross-Functional Team
- Process Follows Final Stages of Product Development Process



QTM – the past year

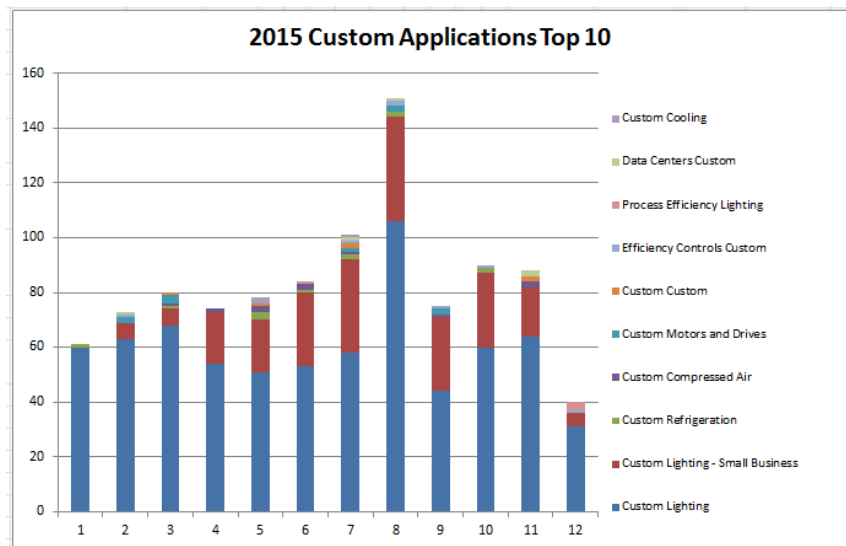
- QTM Measures Brought to Market in 2016 Through 60-Day Notice or Regulatory Filings:
 - Linear Fluorescent LED Replacements - Type B Lamps (CO/MN)
 - LED PL/G Pin-based Lamps to Replace CFLs (CO)
 - LED Interior and Highbay Wattage Ranges Expanded (CO/MN)
 - Direct Install LED Lamps for Small Business Lighting (CO)
 - Value LED Lamps for Residential Lighting (CO/MN/NM)
 - LED Fixtures with T12 Baselines (CO)

Custom Project Archive

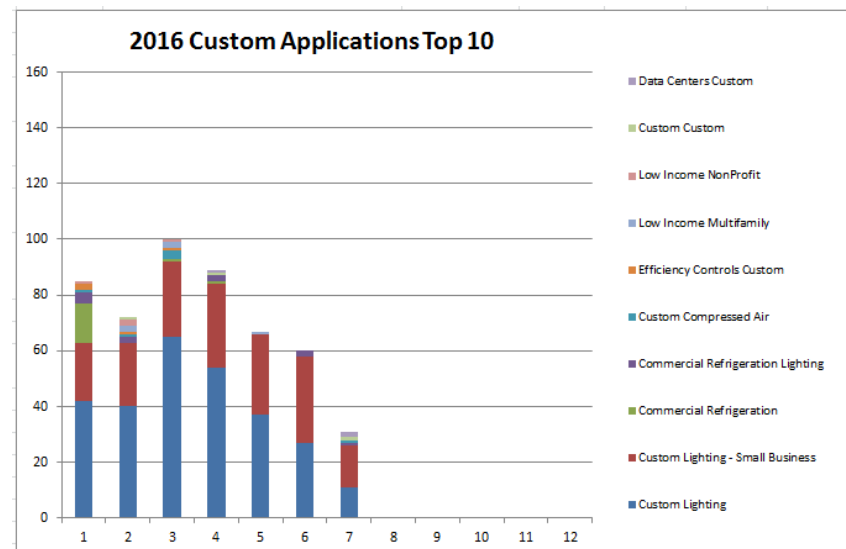
- Measures for T12 fixture Replacements and Retrofits with LED Technology Includes the Following:
 - LED in Refrigerator and Freezer Cases
 - LED Troffers
 - LED 4 foot Tubes in Type A, B & C
 - LED Linear Ambient fixtures

Custom Project Archive

2015 Top 10 CO Custom Programs

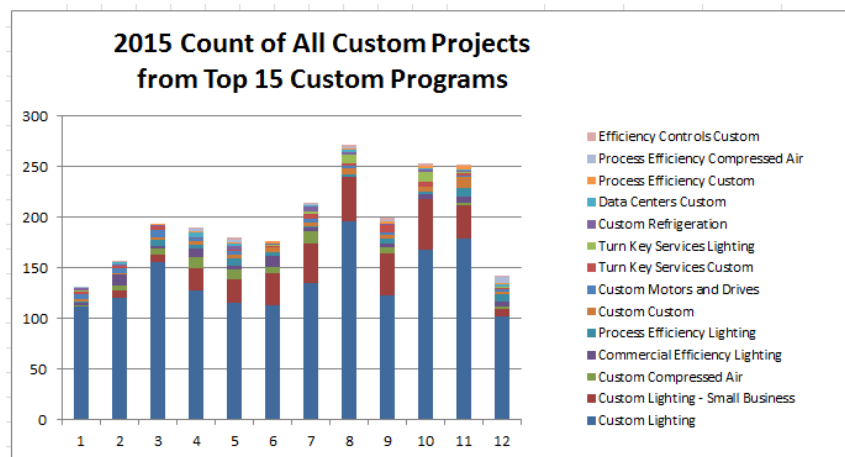


2016 Top 10 CO Custom Programs

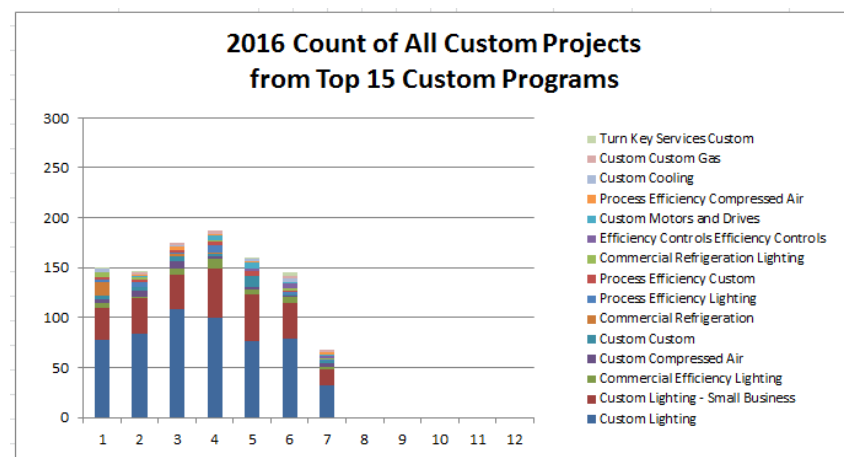


Custom project archive

Top 15 custom programs 2015



Top 15 custom programs 2016



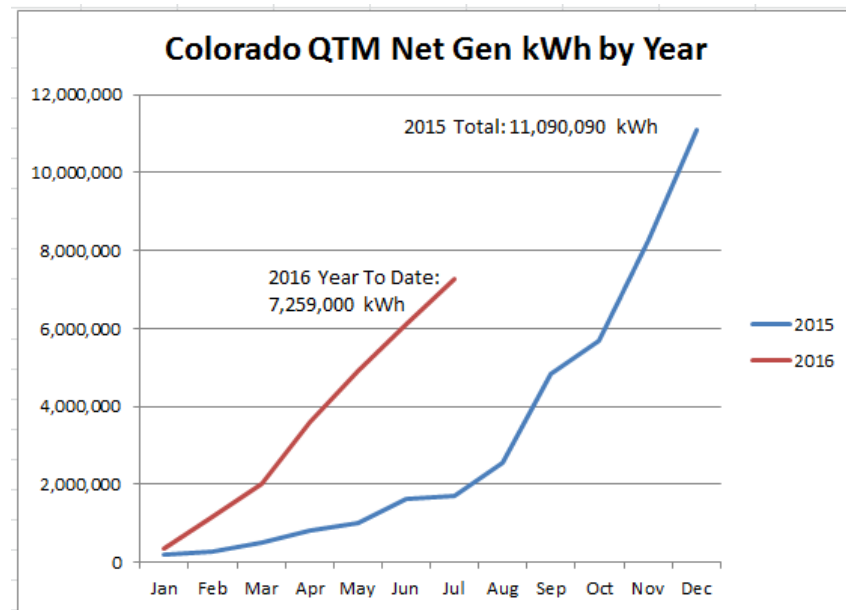
Custom Project Archive

- The Number of Custom Projects Are Showing A Trend Toward Reducing Both in Colorado and Across All Xcel Jurisdictions
- In Colorado Approximately 1/3 of the 600 Custom Applications received in Q2 Will Be Covered by New Prescriptive Measures by August 1, 2016

Custom Project Archive

Performance of New Products

- The Cumulative Net Generator kWh Thru New Prescriptive Products
 - Total to Date: 18,349,090 kWh
- Slow Ramp Up During 2015
- Customer Use of Measures Appears Steady During 2016
- Already Seeing Uptake of New T12 Measures in First Week of August



Custom Project Archive

- New Prescriptive Measures for the 2017 / 2018 DSM Filing
 - LED Lamps - Screw-in (with HID Base)
 - LED Interior Fixtures (with CFL Base)
 - VFD Measure for Water Well Pumps
 - Unit Heater Measures for Commercial and Industrial Spaces
 - High Efficiency Non-condensing Unit Heaters
 - High Efficiency Condensing Unit Heaters
 - Infrared Radiant Heaters

Custom Project Archive – Next Steps

- Continue to Monitor the Performance of the New Measures
- QTM Team Continues Review Custom Projects For Potential New Measures
- Participate In Product Development's Opportunity Identification Efforts During Q3

Questions?

- Thank you -