| MOTOR & DRIVE EFFICIENCY                      |                        |              |                |              | 2020 ELEC                             |
|---|------------------------|--------------|----------------|--------------|---------------------------------------|
| 2020 Net Present Cost Benefit Summary Analysi | s For All Participants | 3            |                |              | Input Summary and Totals              |
|   |                        |              | Rate           | Modified     | Program Inputs per Customer kW        |
|   | Participant            | Utility      | Impact         | TRC          | Lifetime (Weighted on Generator kWh)  |
|   | Test                   | Test         | Test           | Test         | Annual Hours                          |
|   | (\$Total)              | (\$Total)    | (\$Total)      | (\$Total)    | Gross Customer kW                     |
| Benefits                                      |                        |              |                |              | Generator Peak Coincidence Factor     |
|   |                        |              |                |              | Gross Load Factor at Customer         |
| Avoided Revenue Requirements                  |                        |              |                |              | Net-to-Gross (Energy)                 |
| Generation Capacity                           | N/A                    | \$3,513,544  | \$3,513,544    | \$3,513,544  | Net-to-Gross (Demand)                 |
| Trans. & Dist. Capacity                       | N/A                    | \$448,118    | \$448,118      | \$448,118    | Transmission Loss Factor (Energy)     |
| Marginal Energy                               | N/A                    | \$6,271,057  | \$6,271,057    | \$6,271,057  | Transmission Loss Factor (Demand)     |
| Avoided Emissions (CO2)                       | N/A                    | N/A          | N/A            | \$0          | Installation Rate (Energy)            |
| Subtotal                                      |                        |              |                | \$10,232,718 | Installation Rate (Demand)            |
| Non-Energy Benefits Adder (20%)               |                        |              |                | \$2,046,544  | MTRC Net Benefit (Cost)               |
| Subtotal                                      | N/A                    | \$10,232,718 | \$10,232,718   | \$12,279,262 | MTRC Non-Energy Benefit Adder         |
| Other Benefits                                |                        |              |                |              | Gross Annual kWh Saved at Customer    |
| Bill Reduction - Electric                     | \$20,913,391           | N/A          | N/A            | N/A          | Net Annual kWh Saved at Customer      |
| Participant Rebates and Incentives            | \$2,140,769            | N/A          | N/A            | \$2,140,769  | Net Annual kWh Saved at Generator     |
| Incremental Capital Savings                   | \$0                    | N/A          | N/A            | \$0          | •                                     |
| Incremental O&M Savings                       | \$129,655              | N/A          | N/A            | \$105,020    | Program Summary All Participants      |
| Subtotal                                      | \$23,183,814           | N/A          | N/A            | \$2,245,789  | Total Budget                          |
| Total Benefits                                | \$23,183,814           | \$10,232,718 | \$10,232,718   | \$14,525,051 | Net coincident kW Saved at Generator  |
| Utility Project Costs                         |                        |              |                |              | Net Annual kWh Saved at Customer      |
| Program Planning & Design                     | N/A                    | \$0          | \$0            | \$0          | Net Annual kWh Saved at Generator     |
| Administration & Program Delivery             | N/A                    | \$539,581    | \$539,581      | \$539,581    | TRC Net Benefits with Adder           |
| Advertising/Promotion/Customer Ed             | N/A                    | \$36,450     | \$36,450       | \$36,450     | TRC Net Benefits without Adder        |
| Participant Rebates and Incentives            | N/A                    | \$2,140,769  | \$2,140,769    | \$2,140,769  | •                                     |
| Equipment & Installation                      | N/A                    | \$0          | \$0            | \$0          | Utility Program Cost per kWh Lifetime |
| Measurement and Verification                  | N/A                    | \$21,600     | \$21,600       | \$21,600     | Utility Program Cost per kW at Gen    |
| Subtotal                                      | N/A                    | \$2,738,400  | \$2,738,400    | \$2,738,400  |                                       |
| Utility Revenue Reduction                     |                        |              |                |              |                                       |
| Revenue Reduction - Electric                  | N/A                    | N/A          | \$17,581,556   | N/A          |                                       |
| Subtotal                                      | N/A                    | N/A          | \$17,581,556   | N/A          |                                       |
| Participant Costs                             |                        |              |                |              |                                       |
| Incremental Capital Costs                     | \$6,811,736            | N/A          | N/A            | \$5,568,178  |                                       |
| Incremental O&M Costs                         | \$0                    | N/A          | N/A            | \$0          |                                       |
| Subtotal                                      | \$6,811,736            | N/A          | N/A            | \$5,568,178  |                                       |
| Total Costs                                   | \$6,811,736            | \$2,738,400  | \$20,319,956   | \$8,306,578  |                                       |
| Net Benefit (Cost)                            | \$16,372,078           | \$7,494,318  | (\$10,087,238) | \$6,218,473  |                                       |

3.74

1.75

0.50

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

3.40

Benefit/Cost Ratio

| 2020 ELECT                           | GOAL                    |                |
|--------------------------------------|-------------------------|----------------|
| nput Summary and Totals              |                         |                |
| rogram Inputs per Customer kW        |                         |                |
| Lifetime (Weighted on Generator kWh) | A                       | 18 years       |
| Annual Hours                         | В                       | 8760           |
| Gross Customer kW                    | С                       | 1 kW           |
| Generator Peak Coincidence Factor    | D                       | 76.90%         |
| Gross Load Factor at Customer        | E                       | 50.87%         |
| Net-to-Gross (Energy)                | F                       | 83.8%          |
| Net-to-Gross (Demand)                | G                       | 84.0%          |
| Transmission Loss Factor (Energy)    | Н                       | 5.332%         |
| Transmission Loss Factor (Demand)    | I                       | 7.711%         |
| Installation Rate (Energy)           | J                       | 100.0%         |
| Installation Rate (Demand)           | K                       | 100.0%         |
| MTRC Net Benefit (Cost)              | L                       | \$1,295        |
| MTRC Non-Energy Benefit Adder        | M                       | \$420          |
| Gross Annual kWh Saved at Customer   | (BxExC)                 | 4,456 kWh      |
| Net Annual kWh Saved at Customer     | (Fx(BxExCxJ))           | 3,736 kWh      |
| Net Annual kWh Saved at Generator    | (Fx(BxExCxJ))/(1-H)     | 3,947 kWh      |
| rogram Summary All Participants      |                         |                |
| Total Budget                         | N                       | \$2,738,400    |
| Net coincident kW Saved at Generator | (G x O x K) x D / (1-I) | 3,360 kW       |
| Net Annual kWh Saved at Customer     | (Fx(BxExOxJ)            | 17,940,484 kWł |
| Net Annual kWh Saved at Generator    | (Fx(BxExOxJ))/(1-H)     | 18,950,985 kWI |
| TRC Net Benefits with Adder          | (OxL)                   | \$6,218,473    |
| TRC Net Benefits without Adder       | (Ox(L-M))               | \$4,171,929    |

\$0.0081 \$815

| Net Present Cost Benefit Summary Analysis Fo | Participant Test (\$Total)            | Utility<br>Test<br>(\$Total) | Rate<br>Impact<br>Test<br>(\$Total) | Modified TRC Test (\$Total) |
|--|---------------------------------------|------------------------------|-------------------------------------|-----------------------------|
| Benefits                                     | · · · · · · · · · · · · · · · · · · · | , ,                          | , ,                                 |                             |
| Avoided Revenue Requirements                 |                                       |                              |                                     |                             |
| Generation Capacity                          | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Trans. & Dist. Capacity                      | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Marginal Energy                              | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Avoided Emissions (CO2)                      | N/A                                   | N/A                          | N/A                                 | \$0                         |
| Subtotal                                     |                                       |                              |                                     | \$0                         |
| #DIV/0!                                      |                                       |                              |                                     | \$0                         |
| Subtotal                                     | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Other Benefits                               |                                       |                              |                                     |                             |
| Bill Reduction - Electric                    | \$0                                   | N/A                          | N/A                                 | N/A                         |
| Participant Rebates and Incentives           | \$0                                   | N/A                          | N/A                                 | \$0                         |
| Incremental Capital Savings                  | \$0                                   | N/A                          | N/A                                 | \$0                         |
| Incremental O&M Savings                      | \$0                                   | N/A                          | N/A                                 | \$0                         |
| Subtotal                                     | \$0                                   | N/A                          | N/A                                 | \$0                         |
| Total Benefits                               | \$0                                   | \$0                          | <b>\$</b> 0                         | \$0                         |
| Utility Project Costs                        |                                       |                              |                                     |                             |
| Program Planning & Design                    | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Administration & Program Delivery            | N/A                                   | <b>\$</b> 0                  | \$0                                 | \$0                         |
| Advertising/Promotion/Customer Ed            | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Participant Rebates and Incentives           | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Equipment & Installation                     | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Measurement and Verification                 | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Subtotal                                     | N/A                                   | \$0                          | \$0                                 | \$0                         |
| Utility Revenue Reduction                    |                                       |                              |                                     |                             |
| Revenue Reduction - Electric                 | N/A                                   | N/A                          | \$0                                 | N/A                         |
| Subtotal                                     | N/A                                   | N/A                          | \$0                                 | N/A                         |
| Participant Costs                            |                                       |                              |                                     |                             |
| Incremental Capital Costs                    | \$0                                   | N/A                          | N/A                                 | \$0                         |
| Incremental O&M Costs                        | \$0                                   | N/A                          | N/A                                 | \$0                         |
| Subtotal                                     | \$0                                   | N/A                          | N/A                                 | \$0                         |
| Total Costs                                  | \$0                                   | \$0                          | <b>\$</b> 0                         | \$0                         |
| Net Benefit (Cost)                           | \$0                                   | \$0                          | <b>\$</b> 0                         | <b>\$</b> 0                 |
| Benefit/Cost Ratio                           | INF                                   | INF I                        | NF                                  | INF                         |

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

| ELECTRIC                              | GOAI                    |         |
|---------------------------------------|-------------------------|---------|
| Input Summary and Totals              |                         |         |
| Program Inputs per Customer kW        |                         |         |
| Lifetime (Weighted on Generator kWh)  | A                       | 0 years |
| Annual Hours                          | В                       | 8760    |
| Gross Customer kW                     | C                       | 1 kW    |
| Generator Peak Coincidence Factor     | D                       | #DIV/0! |
| Gross Load Factor at Customer         | E                       | #DIV/0! |
| Net-to-Gross (Energy)                 | F                       | 0.0%    |
| Net-to-Gross (Demand)                 | G                       | 0.0%    |
| Transmission Loss Factor (Energy)     | H                       | 0.000%  |
| Transmission Loss Factor (Demand)     | I                       | 0.000%  |
| Installation Rate (Energy)            | J                       | 0.0%    |
| Installation Rate (Demand)            | K                       | 0.0%    |
| MTRC Net Benefit (Cost)               | L                       | #DIV/0  |
| MTRC Non-Energy Benefit Adder         | M                       | #DIV/0  |
| Gross Annual kWh Saved at Customer    | (BxExC)                 | #DIV/0! |
| Net Annual kWh Saved at Customer      | (Fx(BxExCxJ))           | #DIV/0! |
| Net Annual kWh Saved at Generator     | (Fx(BxExCxJ))/(1-H)     | #DIV/0! |
| Program Summary All Participant       |                         |         |
| Total Budget                          | N                       | \$0     |
| Net coincident kW Saved at Generator  | (G x O x K) x D / (1-I) | #DIV/0  |
| Net Annual kWh Saved at Customer      | (Fx(BxExOx))            | #DIV/0  |
| Net Annual kWh Saved at Generator     | (Fx(BxExOxJ))/(1-H)     | #DIV/0  |
| TRC Net Benefits with Adder           | (OxL)                   | #DIV/0  |
| TRC Net Benefits without Adder        | (Ox(L-M))               | #DIV/0  |
| Utility Program Cost per kWh Lifetime |                         | #DIV/0! |
| Utility Program Cost per kW at Gen    |                         | #DIV/0! |