BEFORE THE NEW MEXICO PUBLIC REGULATION COMMISSION

IN THE MATTER OF SOUTHWESTERN PUBLIC SERVICE COMPANY'S TRIENNIAL ENERGY EFFICIENCY PLAN APPLICATION REQUESTING APPROVAL OF: (1) SPS'S 2023-2025 ENERGY EFFICIENCY PLAN AND ASSOCIATED PROGRAMS; (2) A FINANCIAL INCENTIVE FOR PLAN YEAR 2023; AND (3) CONTINUATION OF SPS'S ENERGY EFFICIENCY TARIFF RIDER TO RECOVER ITS ANNUAL PROGRAM COSTS AND INCENTIVES,	)	**CASE NO. 22-00_____-UT**
SOUTHWESTERN PUBLIC SERVICE COMPANY,	)	
APPLICANT.	)	

DIRECT TESTIMONY

of

MARK R. SCHOENHEIDER

on behalf of

SOUTHWESTERN PUBLIC SERVICE COMPANY

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GLOSSARY OF ACRONYMS AND DEFINED TERMS

Acronym/Defined Term	Meaning
AC	Air Condition
ASHP	High Efficiency Air Source Heat Pump
BYOT	Bring Your Own Thermostat
CCAE	Coalition for Clean Affordable Energy
CFL	Compact Fluorescent Light
Commission	New Mexico Public Regulation Commission
DM	Demand Management
DR/LM	Demand Response/Load Management
DSM	Demand Side Management
EE	Energy Efficiency
EE/LM	Energy Efficiency/Load Management
EE Potential Study	Energy Efficiency Potential Study
EE Rule	Energy Efficiency Rule, 17.7.2 NMAC
EESP	Energy Efficiency Service Provider
EMNRD	New Mexico State Energy, Minerals, and Natural Resources Department
EPE	El Paso Electric Company
EUEA	Efficient Use of Energy Act (NMSA 1978, §§62-17-1 through 62-17-11)
Evergreen	Evergreen Economics

Acronym/Defined Term	Meaning
GWh	Gigawatt-hour
HEI	Home Energy Insights program
HES	Home Energy Services
HPWH	Heat Pump Water Heaters
HVAC	Heating, Ventilation and Air Conditioning
kWh	Kilowatt-hour
LED	Light-emitting diode
LIA	Low-Income Adjustment
Low-Income HES	Low-Income Home Energy Services
LISS	Low-Income Spending Shortfall
M&V	Measurement and Verification
MWh	Megawatt-hour
NEB	Non-energy Benefit
NMAG	New Mexico Attorney General
NMGC	New Mexico Gas Company
NPV	net present value
NSP	Northern States Power
PNM	Public Service Company of New Mexico
PSCO	Public Service Company of Colorado
PY	Plan Year

Acronym/Defined Term	Meaning
SPS	Southwestern Public Service Company, a New Mexico corporation
Staff	Utility Division Staff of the Commission
SWEEP	Southwest Energy Efficiency Project
T&D	transmission and distribution
Triennial Plan	SPS's Triennial Energy Efficiency and Load Management Plan
UCT	Utility Cost Test
VFD	Variable Frequency Drives
WACC	Weighted Average Cost of Capital
Xcel Energy	Xcel Energy Inc.
XES	Xcel Energy Services Inc.

LIST OF ATTACHMENTS

Attachment	Description
MRS-1	Triennial Energy Efficiency Plan
MRS-2	SPS's 2021 Annual EE Report
MRS-3	Table of Energy Efficiency Rule Requirements and Assignments
MRS-4	Comparison of SPS New Mexico EE/LM Programs to Other Xcel Energy Operating Companies' Programs
MRS-5	Calculated 2021 Incentive Mechanism
MRS-6	Proposed 2023-2025 Incentive Mechanism

Case No. 22-00--UT
Direct Testimony
of
Mark R. Schoenheider

I. WITNESS IDENTIFICATION AND QUALIFICATIONS

Q. Please state your name and business address.

A. My name is Mark R. Schoenheider. My business address is 1800 Larimer Street, Suite 1400, Denver, Colorado 80202.

Q. On whose behalf are you testifying in this proceeding?

A. I am filing testimony on behalf of Southwestern Public Service Company, a New Mexico corporation ("SPS") and wholly-owned subsidiary of Xcel Energy Inc. ("Xcel Energy"). [1]

Q. By whom are you employed and in what position?

A. I am employed by Xcel Energy Services Inc. ("XES"), the service company subsidiary of Xcel Energy, as a Consumer and Commercial Energy Efficiency ("EE") Marketing Manager.

1 Xcel Energy is the parent company of four utility operating companies: Northern States Power Company, a Minnesota corporation ("NSP"); Northern States Power Company, a Wisconsin corporation; Public Service Company of Colorado, a Colorado corporation ("PSCo"); and SPS (collectively, "Operating Companies"). Xcel Energy's natural gas pipeline company is WestGas InterState, Inc. Through a subsidiary, Xcel Energy Transmission Holding Company, LLC, Xcel Energy also owns three transmission-only operating companies: Xcel Energy Southwest Transmission Company, LLC; Xcel Energy Transmission Development Company, LLC; and Xcel Energy West Transmission Company, LLC, all of which are regulated by the Federal Energy Regulatory Commission ("FERC").

Q. Please briefly outline your responsibilities as Consumer and Commercial Energy Efficiency Marketing Manager.

A. As a Consumer and Commercial Energy Efficiency Marketing Manager, I manage the strategic planning and implementation of energy efficiency products across multiple jurisdictions, including SPS, to meet short-term regulatory and long-term resource planning goals. My responsibilities include:

- accountability for strategic leadership, product goal attainment, regulatory plans, and tracking and reporting in New Mexico, Texas, Minnesota, North Dakota, South Dakota, and Colorado;
- overseeing Product Portfolio Managers, Channel Managers, Engineers and Marketing Assistants;
- interpreting customer requirements and motivations to implement energy efficiency measures;
- providing strategic expertise on all aspects of the marketing mix; and
- determining market research requirements for team products focusing on short-term challenges, long-term planning, and product evaluation.

Q. Please describe your educational background.

A. I graduated from the University of Wyoming with a Bachelor's degree in Civil Engineering, and I have an MBA from the University of Colorado with an emphasis in Finance.

Q. Please describe your professional experience.

A. I have been employed by XES for fourteen years in multiple roles including Product Developer, Energy Efficiency Engineer, Team Lead Energy Efficiency Engineer, and Strategic Segment Team Lead. In January 2019, I was promoted to my current position as Consumer and Commercial Energy Efficiency Marketing Manager. Prior to Xcel Energy, I worked in multiple engineering and environmental consulting roles for TriHydro Corporation and the Wyoming Department of Transportation.

Q. Please describe your experience with SPS's energy efficiency programs and previous Energy Efficiency and Load Management filings.

A. I have been responsible for the implementation of SPS's Energy Efficiency/Load Management ("EE/LM") programs and have been closely involved with SPS's EE/LM filings in both New Mexico and Texas. In particular, I have worked on forecasting the portfolio achievements and budget allocations, reconciliation of SPS's expenditures, and overall compilation of SPS's EE/LM filings.

Q. Have you testified or filed testimony before any regulatory authorities?

A. Yes. I provided testimony on behalf of SPS before the New Mexico Public Regulation Commission ("Commission") in SPS's most recent EE Triennial Filing, Case No. 19-00140-UT as well as SPS's 2021 EE Potential Study filing, Case No. 21-00186-UT. I have also provided testimony on EE related matters before the Public Utility Commission of Texas and Colorado Public Utilities Commission.

II. ASSIGNMENT AND RECOMMENDATIONS

Q. What is the purpose of your testimony?

A. My testimony provides the following:

- a summary of SPS's request for relief in this case;
- an introduction of SPS's other witness in the case;
- a description of SPS;
- a description of the compliance requirements under the Efficient Use of Energy Act (NMSA 1978, Sections 62-17-1 through 62-17-11, "EUEA"), the Commission's Energy Efficiency Rule (17.7.2 NMAC) ("EE Rule"), New Mexico Supreme Court ("Court") precedent, and SPS's compliance with these applicable standards;
- an overview and support for SPS's 2023, 2024, and 2025 Energy Efficiency Plan ("Triennial Plan") and associated energy efficiency and load management[2] programs (the programs are collectively referred to as "EE/LM programs"), which are designed to maximize energy and demand savings in a cost-effective manner, consistent with the EUEA's and EE Rule's requirements—a copy of the Triennial Plan is provided as Attachment MRS-1 to my direct testimony;
- a description of how SPS's proposed savings goals for the three-year Triennial Plan are achievable and reasonable;
- a discussion of the process used by SPS to evaluate, select, and design its proposed portfolio of Residential and Business energy efficiency programs to meet its proposed Triennial Plan goals;

[2] Throughout my testimony and SPS's application, the terms "load management" and "demand management" are used interchangeably.

- an explanation of the Utility Cost Test ("UCT") assumptions and calculations used to evaluate the cost-effectiveness of each program;

- support for the reasonableness and necessity of the Planning and Research Segment costs to achieve the goals of the EUEA;

- a description of the background and necessity of the measurement and verification ("M&V") of SPS's EE/LM programs;

- a presentation of SPS's proposed incentive mechanism, support for the reasonableness of the incentive mechanism for SPS's EE efforts for plan years ("PY") 2023-2025, and an explanation of SPS's requested financial incentive, which is consistent with the EUEA and EE Rule; and

- a presentation of SPS's PY 2021 incentive based on the incentive mechanism approved in Case No. 19-00140-UT, which SPS witness Richard M. Luth incorporates into the proposed PY 2023 EE Rider.

Q. Please summarize the requested relief in this case.

A. SPS requests that the Commission:

- approve SPS's Triennial Plan and associated EE/LM programs;

- authorize SPS to apply the Commission's approval of the PY 2023 EE/LM budget to the entirety of 2023, even if the Commission has not issued a final order by December 31, 2022;

- authorize SPS to fund its Triennial Plan program and administrative costs at three to five percent of customer bills in accordance with Section 17.7.2.8(C)(1) of the EE Rule and Section 62-17-6(A) of the EUEA and to recover these costs through its EE Rider;

- approve SPS's proposed methodology to calculate the financial incentive for each year of the Triennial Plan;

- approve recovery through SPS's EE Rider of a financial incentive for PY 2023, adjusted to account for the under-recovery of SPS's earned financial incentive for energy savings achieved in PY 2021;

- approve SPS's proposed reconciliation of the authorized budget and actual plan year expenditures and collections for PY 2021; and

- grant all other approvals, authorizations, and relief that may be required under the EUEA, the EE Rule, and the New Mexico Public Utility Act (NMSA 1978, Sections 62 3-1 et seq., "PUA") for SPS to implement the approved Triennial Plan and EE Rider.

Q. Please identify the other SPS witness in this case and describe their areas of testimony.

A. Mr. Luth's testimony supports and addresses: (a) the calculation of SPS's 2023 EE Rider and projected customer bill impacts; (b) recovery through the EE Rider of an incentive for spending and savings achieved as a result of SPS's EE programs; and (c) reconciliation of SPS's collections to actual expenditures for PY 2021.

Q. Do you sponsor any sections of the Triennial Plan?

A. Yes, I sponsor the Executive Summary; Section I: (A)-(J); Section II: (A)-(C), (D)(II), and (D)(III); Section III: (A)-(C); Section IV; Appendix A; and Appendix B of the Triennial Plan, provided as Attachment MRS-1.

Q. Please summarize the recommendations presented in your testimony.

A. SPS's application and supporting filing comply with and satisfy all applicable requirements of the EUEA, PUA, and Commission regulations and orders. Accordingly, the approvals and authorizations requested in the Application should be granted by the Commission.

Specifically, the Commission should approve SPS's Triennial Plan, without modification. SPS has designed a portfolio of cost-effective EE/LM programs to maximize the potential energy savings for PYs 2023-2025 as required by the EUEA and the EE Rule. Described in Table MRS-1 below, SPS projects that implementation of the Triennial Plan will result in savings ranging from 55.862 gigawatt hours ("GWh") in PY 2023 to 55.238 GWh in PY 2025 (net customer).

Table MRS-1

2023	Electric Budget	Net Customer kW	Net Customer kWh
Business Program			
Business Comprehensive	**$9,239,402**	**3,937**	**26,473,342**
Building Tune-Up	$22,000	0	6,885
Cooling Efficiency	$528,000	78	297,264
Custom Efficiency	$5,113,000	1,855	15,280,584
Lighting Efficiency	$1,154,302	821	4,144,442
Motors & Drives	$2,422,100	1,183	6,744,167
Business Thermostat Rewards	$38,400	133	24,145
Commercial Codes & Standards	$14,797	0	0
Business Program EE Total	**$9,292,599**	**4,070**	**26,497,488**
Residential Program			
Home Energy Insights	$200,300	1,100	6,056,146
Heat Pump Water Heaters	$310,800	156	1,179,698
Home Energy Services - Residential and Low Income	**$2,515,733**	**656**	**9,666,110**
Residential Home Energy Services	$1,240,759	285	4,377,490
Low Income Home Energy Services	$1,209,394	332	4,912,035
Low Income Energy Savings Kit	$65,580	39	376,585
Home Lighting & Recycling	$1,425,627	928	9,502,792
HVAC - Residential and Low Income	**$778,331**	**236**	**1,095,971**
Residential HVAC	$399,331	135	495,975
Low Income HVAC	$379,000	102	599,997
School Education Kits	$217,365	95	798,312
Refrigerator Recycling	$158,148	41	503,551

Table MRS-1, continued

2023	Electric Budget	Net Customer kW	Net Customer kWh
Residential Codes & Standards	$91,894	287	47,397
Residential Thermostat Rewards	$207,159	592	514,642
Residential Program EE Total	**$5,905,357**	**4,092**	**29,364,617**
Planning and Research			
Consumer Education	$250,000	0	0
Market Research	$150,000	0	0
Measurement & Verification	$230,000	0	0
Planning & Administration	$420,000	0	0
Product Development	$190,000	0	0
EE Planning and Research Total	**$1,240,000**	**0**	**0**
PORTFOLIO TOTAL	**$16,437,956**	**8,162**	**55,862,105**

Table MRS-1, continued

2024	Electric Budget	Net Customer kW	Net Customer kWh
Business Program			
Business Comprehensive	**$10,188,288**	**4,239**	**28,616,891**
Building Tune-Up	$29,200	0	6,885
Cooling Efficiency	$549,100	82	306,233
Custom Efficiency	$5,707,000	1,987	16,245,584
Lighting Efficiency	$1,355,088	938	4,985,654
Motors & Drives	$2,547,900	1,232	7,072,536
Business Thermostat Rewards	$51,200	333	49,155
Commercial Codes & Standards	$15,264	101	101,953
Business Program EE Total	**$10,254,752**	**4,672**	**28,767,999**
Residential Program			
Home Energy Insights	$203,685	1,018	5,629,748
Heat Pump Water Heaters	$335,800	171	1,298,073
Home Energy Services - Residential and Low Income	**$2,308,124**	**623**	**9,099,656**
Residential Home Energy Services	$1,136,188	274	4,165,836
Low Income Home Energy Services	$1,098,501	307	4,529,341
Low Income Energy Savings Kit	$73,435	42	404,479
Home Lighting & Recycling	$1,257,761	690	7,070,027
HVAC - Residential and Low Income	**$913,631**	**266**	**1,403,711**
Residential HVAC	$403,631	145	526,316
Low Income HVAC	$510,000	120	877,395
School Education Kits	$215,000	96	804,208
Refrigerator Recycling	$217,457	55	670,677

Table MRS-1, continued

2024	Electric Budget	Net Customer kW	Net Customer kWh
Residential Codes & Standards	$96,098	353	79,818
Residential Thermostat Rewards	$207,780	1,591	566,415
Residential Program EE Total	**$5,755,337**	**4,863**	**26,622,332**
Planning and Research			
Consumer Education	$250,000	0	0
Market Research	$150,000	0	0
Measurement & Verification	$245,000	0	0
Planning & Administration	$433,944	0	0
Product Development	$196,308	0	0
EE Planning and Research Total	**$1,275,252**	**0**	**0**
PORTFOLIO TOTAL	**$17,285,341**	**9,535**	**55,390,332**

Table MRS-1, continued

2025	Electric Budget	Net Customer kW	Net Customer kWh
Business Program			
Business Comprehensive	**$10,803,570**	**4,344**	**29,321,714**
Building Tune-Up	$36,500	0	6,885
Cooling Efficiency	$561,600	86	316,028
Custom Efficiency	$6,001,000	1,948	15,994,101
Lighting Efficiency	$1,465,470	1,004	5,480,328
Motors & Drives	$2,739,000	1,305	7,524,372
Business Thermostat Rewards	$64,300	582	72,010
Commercial Codes & Standards	$12,796	199	201,616
Business Program EE Total	**$10,880,666**	**5,125**	**29,595,341**
Residential Program			
Home Energy Insights	$218,393	1,276	6,974,763
Heat Pump Water Heaters	$353,800	188	1,429,790
Home Energy Services - Residential and Low Income	**$2,084,893**	**580**	**8,285,370**
Residential Home Energy Services	$1,038,020	260	3,849,478
Low Income Home Energy Services	$973,089	277	4,025,326
Low Income Energy Savings Kit	$73,784	42	410,566
Home Lighting & Recycling	$1,153,811	493	5,054,937
HVAC - Residential and Low Income	**$990,288**	**267**	**1,560,972**
Residential HVAC	$413,288	157	558,437
Low Income HVAC	$577,000	110	1,002,535
School Education Kits	$212,969	96	810,104

Table MRS-1, continued

2025	Electric Budget	Net Customer kW	Net Customer kWh
Refrigerator Recycling	$276,497	68	836,733
Residential Codes & Standards	$89,131	307	71,543
Residential Thermostat Rewards	$231,420	2,516	618,154
Residential Program EE Total	**$5,611,202**	**5,791**	**25,642,365**
Planning and Research			
Consumer Education	$250,000	0	0
Market Research	$150,000	0	0
Measurement & Verification	$275,000	0	0
Planning & Administration	$448,351	0	0
Product Development	$202,825	0	0
EE Planning and Research Total	**$1,326,176**	**0**	**0**
PORTFOLIO TOTAL	**$17,818,044**	**10,916**	**55,237,706**

SPS's proposed savings goals for the Triennial Plan are achievable and reasonable as they are based on SPS's historic program performance and knowledge of the market conditions in SPS's service territory.

SPS has leveraged experience in New Mexico and other Xcel Energy jurisdictions to develop a set of programs which: (i) are cost-effective, consistent with the EUEA, thus providing overall benefits to all SPS customers, including non-participants; and (ii) provide opportunities for all SPS's customer classes to participate, thus enabling all customers the opportunity to receive direct benefits. While developing its programs, SPS paid particular attention to minimizing costs for non-incentive and non-promotional activities as incentive and promotional costs directly benefit customers, allocating costs to the most cost-effective programs wherever possible, and balancing the need for short-term achievement with a long-term strategy. Accordingly, SPS's Triennial Plan is reasonable and necessary, as well as cost-effective. Thus, the Commission should approve SPS's Triennial Plan, including the proposed Residential and Business programs, and the associated proposed program budgets.

In addition, the incentive mechanism proposed by SPS for PYs 2023-2025 is reasonable because it incents SPS to exceed its annual energy savings forecast.

Q. Were Attachments MRS-1, MRS-3, MRS-4, MRS-5 and MRS-6 prepared by you or under your direct supervision and control?

A. Yes.

Q. Is Attachment MRS-2 a true and correct copy of what it is represented to be?

A. Yes.

III. COMPANY DESCRIPTION

Q. Please generally describe SPS.

A. SPS is a fully integrated generation, transmission, and distribution electric utility that serves approximately 403,000 customers in a 52,000 square-mile area of eastern and southern New Mexico and the Panhandle and the South Plains of Texas. Approximately 126,000 customers are located in SPS's New Mexico service area. SPS's service area extends approximately 400 miles from north to south and 200 miles from east to west.

Q. Please generally describe SPS's customer base.

A. SPS's retail customer base in both New Mexico and Texas consist of residential and commercial customers with a large component of agriculture, industrial, and oil and natural gas customers. The agricultural areas are mostly irrigated by pumping from natural underground water sources and there is also a large investment in cattle feeding and dairy operations in the service area. Recently, the SPS service area has experienced significant growth in oil and natural gas development.

Q. Please describe SPS's customer mix.

A. Unlike many utilities, SPS serves a very large amount of commercial and industrial retail load. Indeed, approximately 83% of New Mexico retail sales are

to industrial and commercial customers, and at least 70% of SPS's New Mexico retail jurisdictional sales are to oil and natural gas businesses. Table MRS-2 illustrates SPS's customer sales mix during 2021.

Table MRS-2: 2021 Customer Sales Mix

Customer Class	kWh	Percent of Total
Residential	1,146,098,898	14.78%
Commercial & Industrial (SGS, SG, PG, LGST, IRR)	6,473,128,857	83.48%
Muni & School	127,519,358	1.64%
Lighting	7,492,551	0.10%
Total	**7,754,239,664**	**100.00%**

IV. SPS'S TRIENNIAL FILING COMPLIES WITH APPLICABLE STANDARDS AND REQUIREMENTS

A. EUEA Requirements for Electric Utilities

Q. What are the EUEA's general requirements for electric utilities?

A. The EUEA requires public utilities providing electric and natural gas service to New Mexico customers to "evaluate and implement cost-effective programs that reduce energy demand and consumption" and to acquire "cost-effective and achievable energy efficiency and load management resources available in their service territories."[3] The 2019 EUEA amendment increased the savings requirement to no less than 5% of SPS's 2020 total retail kWh sales to New Mexico customer classes that have the opportunity to participate in 2025 as a result of EE/LM programs implemented in 2021-2025.[4]

The EUEA also provides that if an electric utility determines it cannot achieve the minimum requirements, the utility should propose an alternative goal based on acquiring cost-effective and achievable EE/LM resources.[5] In this regard, the Commission can determine, after hearing, that the EUEA's 2025

[3] NMSA 1978, § 62-17-5(B), (G).

[4] *Id*., § 62-17-5(G).

[5] "Achievable" in the context of the EUEA means "those energy efficiency and load management resources available to the utility using its best efforts." *Id*., § 62-17-4(A).

savings requirement is not achievable or reasonable and therefore approve a lower goal for the utility.[6]

The amended EUEA also established funding at no less than 3% and no more than 5% of customer bills (excluding gross receipts taxes and franchise and right-of-way access fees) or seventy-five thousand dollars ($75,000) per customer per calendar year, whichever is less.[7] In addition, a minimum of 5% of spending must be dedicated to cost-effective, low-income programs.[8]

The Commission is required to identify and remove regulatory disincentives to EE/LM and provide an opportunity for utilities to earn a profit on cost-effective EE/LM programs that is more attractive than supply-side investments.[9]

B. EE Rule Requirements

Q. How does the Commission's EE Rule relate to the EUEA?

A. The EE Rule implements the EUEA by establishing specific requirements regarding annual reports and triennial plan filings. Consistent with 17.7.2.8(A)

[6] *Id*. § 62-17-5(H).

[7] *Id*., § 62-17-6(A)(1).

[8] *Id*., § 62-17-6(B).

[9] *Id.,* § 62-17-5(F)

NMAC, SPS has timely filed its application for PY 2023 through PY 2025 and the prior PY's report (for calendar year 2021).

Q. Has SPS complied with the remaining provisions of the EE Rule?

A. Yes. SPS's application contains all of the information required by the EE Rule. In support of the application, I provide SPS's Triennial Plan for PYs 2023, 2024, and 2025 as Attachment MRS-1. SPS has separately and simultaneously filed its Annual EE Report in this case, which addresses SPS's compliance with the rules, applications, and associated filing requirements. I provide a copy of SPS's Annual EE Report for PY 2021 as Attachment MRS-2 to my testimony. Finally, Attachment MRS-3 details each section of the EE Rule and where SPS addresses each of these sections in its application.

Q. Has SPS complied with the requirement in 17.7.2.14(B) NMAC to post its Annual EE Report on a publicly accessible website?

A. Yes. SPS's Annual EE Report can be accessed at the following website:

http://www.xcelenergy.com/Company/Rates_&_Regulations/Filings/New_Mexico_Demand-Side_Management

Q. Are there any audit costs to be recovered under 17.7.2.18 NMAC?

A. No, not at this time.

Q. Is SPS requesting in its application any variances under 17.7.2.19 NMAC?

A. No, not at this time.

V. SPS's COMPLIANCE WITH PRIOR COMMISSION ORDERS

Q. Does SPS have any obligations resulting from prior Commission orders?

A. Yes, SPS has a number of obligations, which I will discuss below.

Q. Please discuss how SPS considered programs offered in other jurisdictions as required by Decretal Paragraph O in the Commission's Final Order Adopting Recommended Decision in Case No. 08-00333-UT.

A. Attachment MRS-4 is a cross-reference of programs between the various jurisdictions in which Xcel Energy operates significant energy efficiency portfolios. Furthermore, as discussed throughout my testimony as well as in the Triennial Plan, SPS has leveraged the experience of Xcel Energy utilities in other jurisdictions to offer, where appropriate, time-tested programs and measures in its New Mexico portfolio. For example, SPS is continuing to evolve the long-standing, low-income home energy services program by offering a new food-bank giveaway offering in the Triennial Plan that has been successful in other Xcel Energy jurisdictions. Also, SPS utilized the knowledge and experience gained from the growing residential heating, ventilation and air conditioning ("HVAC") product in PSCoto identify program operation and measure changes to the SPS

offering to encourage growth in SPS New Mexico territory. SPS has also added multiple prescriptive business lighting measures based on our experience in PSCo and NSP and Heat Pump Water Heaters ("HPWHs") in Case No. 21-00186-UT, which SPS believes will make the point-of-sale instant rebates possible.

Q. How has SPS addressed the requirement in Section 1.1(c) from the Stipulation agreement in Case No. 19-00140-UT?

A. Section 1.1(c) required SPS to work with the Statewide Program Evaluator to include estimates of water and natural gas savings for the School Education Kit Program in the annual program evaluations if no additional cost to do so is required by the evaluator. The School Education Kit Program will be evaluated in the PY 2023 Evaluation Report and discussions on how to capture those savings are ongoing with the evaluator.

Q. How has SPS addressed the requirement in Section 1.1(d) from the Stipulation agreement in Case No. 19-00140-UT?

A. Section 1.1(d) required SPS to evaluate the cost effectiveness and marketability of adding whole house fans as a measure offered by contractors in either the Residential Cooling or the Home Energy Services programs. After determining it

to be cost effective, SPS added the measure to its Residential Cooling program at the beginning of PY 2020.

Q. How has SPS addressed the requirement in Section 1.1(e) from the Stipulation agreement in Case No. 19-00140-UT?

A. Section 1.1(e) required SPS to include direct install measures such as light emitting diode ("LED") lamps, Smart Thermostats, and other low-cost measures in the Building Tune up product under SPS's Business Comprehensive program. SPS added bathroom aerators, smart thermostats, and ten LED measures to the Building Tune-up product in PY 2020. There has been no participation in this product since PY 2017.

Q. Has SPS complied with the instruction in Case No. 21-00186-UT that it work with interested parties to address Coalition for Clean Affordable Energy's ("CCAE") program-related concerns and any other issues that may arise in the collaborative process required under EUEA § 62-17-5(E) in developing the 2022 Triennial Plan filing?

A. Yes. CCAE raised four program-related requests for SPS in Case No. 21-00186-UT:

- Expand the Home Energy Insights program ("HEI") (previously known as Energy Feedback).

- Maintain an additional $200 incentive for Quality Install in the Residential HVAC Program (previously known as Residential Cooling).

- Increase incentives for high efficiency air source heat pumps to at least $1,000 in the Residential HVAC program.

- Increase Low-Income insulation and air sealing incentives to at least 80-90% of measure incremental costs.

During the development of the Triennial Plan, SPS evaluated each of CCAE's proposals and incorporated their requests into the programs to the extent they were appropriate. The results of this evaluation are detailed further below in Section IV(F)(1) of my testimony. SPS provided this feedback to CCAE and stakeholders, as well as solicited additional non-binding feedback, during two Public Advisory Meetings SPS held. The Public Advisory Meetings are detailed further below and in Section I(A) of Attachment MRS-1.

Q. In Case No. 21-00186-UT SPS was directed to address and evaluate Demand Management ("DM") programs or measures for the C&I class of customer as part of this Triennial Plan filing. Did SPS evaluate such programs and measures?

A. Yes. As part of the preparation for this Triennial Plan filing, SPS considered adding a DM program to its portfolio. Given SPS's business customer base in New Mexico, and the PY 2022 launch of the Residential Thermostat Rewards program, the Company is proposing a Business Thermostat Rewards program in this Triennial Plan. Additional details about this program are detailed below and in Section III of Attachment MRS-1.

Q. In Case No. 21-00186-UT, SPS was ordered to address and evaluate including a DM component or factor in its proposed incentive mechanism as part of its 2022 Triennial Plan filing. Has SPS complied with this directive?

A. Yes. SPS evaluated the inclusion of a DM component or factor in the incentive mechanism proposed in this Triennial Plan, but ultimately decided against it for two reasons. The main reason for the exclusion of such a factor or component is that SPS's DM offerings are relatively new—the Residential Thermostat Rewards program was implemented in PY 2022 and the Business Thermostat Rewards

programs is proposed for implementation in PY 2023—and constitute only a small portion of the offerings in the Triennial Plan. As such, the performance of demand response offerings would warrant a very small contribution to or impact on the incentive mechanism. Additionally, as new programs, the accuracy of forecasted participation and achievement is likely to be less accurate than the forecasts for participation and achievement of the longer-tenured EE offerings to customers. For these two reasons, the incentive mechanism proposed by SPS does not include a DM component or factor. SPS believes the circumstances should be re-evaluated as part of the development of its next triennial plan. If appropriate based on program data and participation rates, a DM factor or component could be included in the incentive mechanism at that time.

VI. SPS's TRIENNIAL PLAN AND ASSOCIATED PROGRAMS

A. Overview

Q. Please provide an overview of SPS's Triennial Plan.

A. SPS's Triennial Plan presents a portfolio of cost-effective EE/LM programs to maximize the potential energy savings under the program constraints experienced by SPS, as well as spending and cost recovery limitations imposed under the EUEA. SPS's Triennial Plan presents twelve programs that target customers in the Residential (including low-income) and Business Segments. Additionally, SPS's Triennial Plan includes a Planning and Research Segment, which is necessary for the successful implementation of the EE/LM programs.

For PYs 2023-2025, SPS proposes energy savings goals of 55.862, 55.390, and 55.238 GWh (net customer) at budgets of $16,437,956, including interest, for PY 2023, $17,285,341 for PY 2024, and $17,818,044 for PY 2025.[10] Please refer to Section I(H) of Attachment MRS-1 for the methodology and breakdown of how SPS calculated the goals. The portfolio of programs is expected to produce lifetime benefits from avoided generation capacity,

[10] The program budgets for PYs 2024 and 2025 are based on SPS's current estimates of revenues eligible for EE/LM program funding to be billed in the respective PYs. If future forecasts indicate a need for SPS to adjust these budgets, consistent with the EUEA and EE Rule funding requirements, SPS will provide an updated PY budget in its future EE Rider reconciliation filings.

transmission and distribution capacity, and marginal energy costs ranging from $17,027,011 in 2023 to $17,885,683 in 2025,[11] which accrue to all SPS's New Mexico customers. Tables MRS-3 through MRS-5 provide a summary of the budgets and demand and energy savings at the net customer and net generator levels, as well as the UCT results at the program level.

Table MRS-3

2023	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Business Program							
Business Comprehensive	**376**	**$9,239,402**	**3,937**	**26,473,342**	**4,289**	**28,374,429**	**1.01**
Building Tune-Up	4	$22,000	0	6,885	0	7,380	0.05
Cooling Efficiency	28	$528,000	78	297,264	85	318,610	0.25
Custom Efficiency	44	$5,113,000	1,855	15,280,584	2,021	16,377,904	1.01
Lighting Efficiency	224	$1,154,302	821	4,144,442	894	4,442,060	1.30
Motors & Drives	76	$2,422,100	1,183	6,744,167	1,288	7,228,475	1.05
Business Thermostat Rewards	48	$38,400	133	24,145	0	25,879	0.11

[11] Please see Appendix A to Attachment MRS-1. The portfolio lifetime benefit is reflected in the "Total Benefits" line item.

Table MRS-3, continued

2023	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Commercial Codes & Standards	0	$14,797	0	0	0	0	N/A
Business Program EE Total Residential Program	**424**	**$9,292,599**	**4,070**	**26,497,488**	**4,289**	**28,400,308**	**1.00**
Home Energy Insights	34,365	$200,300	1,100	6,056,146	1,284	6,835,379	1.05
Heat Pump Water Heaters	455	$310,800	156	1,179,698	182	1,331,487	1.01
Home Energy Services - Residential and Low Income	**8,953**	**$2,515,733**	**656**	**9,666,110**	**765**	**10,909,831**	**1.32**
Residential Home Energy Services	853	$1,240,759	285	4,377,490	332	4,940,734	1.06
Low Income Home Energy Services	850	$1,209,394	332	4,912,035	387	5,544,057	1.51
Low Income Energy Savings Kit	7,250	$65,580	39	376,585	46	425,039	2.42
Home Lighting & Recycling	327,420	$1,425,627	928	9,502,792	1,078	10,589,014	1.87
HVAC - Residential and Low Income	**672**	**$778,331**	**236**	**1,095,971**	**276**	**1,236,988**	**0.62**
Residential HVAC	577	$399,331	135	495,975	157	559,791	0.55

Table MRS-3, continued

	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Low Income HVAC	95	$379,000	102	599,997	119	677,197	0.70
School Education Kits	3,498	$217,365	95	798,312	111	901,029	1.25
Refrigerator Recycling	750	$158,148	41	503,551	48	568,342	0.59
Residential Codes & Standards	595	$91,894	287	47,397	335	53,495	2.71
Residential Thermostat Rewards	1,250	$207,159	592	514,642	0	580,860	0.49
Residential Program EE Total	**377,958**	**$5,905,357**	**4,092**	**29,364,617**	**4,079**	**33,006,423**	**1.30**
Planning and Research							
Consumer Education	0	$250,000	0	0	0	0	N/A
Market Research	0	$150,000	0	0	0	0	N/A
Measurement & Verification	0	$230,000	0	0	0	0	N/A
Planning & Administration	0	$420,000	0	0	0	0	N/A
Product Development	0	$190,000	0	0	0	0	N/A
EE Planning and Research Total	**0**	**$1,240,000**	**0**	**0**	**0**	**0**	**N/A**
PORTFOLIO TOTAL	**378,382**	**$16,437,956**	**8,162**	**55,862,105**	**8,368**	**61,406,732**	**1.04**

Table MRS-4

2024	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Business Program							
Business Comprehensive	**400**	**$10,188,288**	**4,239**	**28,616,891**	**4,618**	**30,671,909**	**1.01**
Building Tune-Up	5	$29,200	0	6,885	0	7,380	0.04
Cooling Efficiency	30	$549,100	82	306,233	89	328,224	0.26
Custom Efficiency	51	$5,707,000	1,987	16,245,584	2,164	17,412,201	0.99
Lighting Efficiency	238	$1,355,088	938	4,985,654	1,022	5,343,680	1.34
Motors & Drives	76	$2,547,900	1,232	7,072,536	1,342	7,580,424	1.07
Business Thermostat Rewards	112	$51,200	333	49,155	0	52,685	0.17
Commercial Codes & Standards	1	$15,264	101	101,953	110	109,274	7.47
Business Program EE Total	**513**	**$10,254,752**	**4,672**	**28,767,999**	**4,727**	**30,833,869**	**1.02**
Residential Program							
Home Energy Insights	31,880	$203,685	1,018	5,629,748	1,188	6,354,117	0.86
Heat Pump Water Heaters	500	$335,800	171	1,298,073	200	1,465,093	1.05
Home Energy Services - Residential and Low Income	**9,506**	**$2,308,124**	**623**	**9,099,656**	**727**	**10,270,492**	**1.36**

Table MRS-4, continued

2024	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Residential Home Energy Services	826	$1,136,188	274	4,165,836	320	4,701,846	1.12
Low Income Home Energy Services	830	$1,098,501	307	4,529,341	358	5,112,123	1.55
Low Income Energy Savings Kit	7,850	$73,435	42	404,479	48	456,523	2.35
Home Lighting & Recycling	238,099	$1,257,761	690	7,070,027	802	7,877,781	1.63
HVAC - Residential and Low Income	**739**	**$913,631**	**266**	**1,403,711**	**310**	**1,584,324**	**0.67**
HVAC - Residential and Low Income	**739**	**$913,631**	**266**	**1,403,711**	**310**	**1,584,324**	**0.67**
Residential HVAC	609	$403,631	145	526,316	169	594,036	0.60
Low Income HVAC	130	$510,000	120	877,395	141	990,288	0.73
School Education Kits	3,523	$215,000	96	804,208	112	907,684	1.30
Refrigerator Recycling	1,000	$217,457	55	670,677	65	756,972	0.58
Residential Codes & Standards	618	$96,098	353	79,818	411	90,088	3.53
Residential Thermostat Rewards	1,635	$207,780	1,591	566,415	0	639,295	0.52
Residential Program EE Total	**287,500**	**$5,755,337**	**4,863**	**26,622,332**	**3,814**	**29,945,845**	**1.25**

Table MRS-4, continued

2024	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Planning and Research							
Consumer Education	0	$250,000	0	0	0	0	N/A
Market Research	0	$150,000	0	0	0	0	N/A
Measurement & Verification	0	$245,000	0	0	0	0	N/A
Planning & Administration	0	$433,944	0	0	0	0	N/A
Product Development	0	$196,308	0	0	0	0	N/A
EE Planning and Research Total	**0**	**$1,275,252**	**0**	**0**	**0**	**0**	**N/A**
PORTFOLIO TOTAL	**288,013**	**$17,285,341**	**9,535**	**55,390,332**	**8,541**	**60,779,714**	**1.02**

Table MRS-5

2025	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Business Program							
Business Comprehensive	**425**	**$10,803,570**	**4,344**	**29,321,714**	**4,732**	**31,427,347**	**1.01**
Building Tune-Up	6	$36,500	0	6,885	0	7,380	0.03
Cooling Efficiency	32	$561,600	86	316,028	94	338,723	0.28
Custom Efficiency	48	$6,001,000	1,948	15,994,101	2,122	17,142,659	0.95
Lighting Efficiency	263	$1,465,470	1,004	5,480,328	1,094	5,873,878	1.40
Motors & Drives	76	$2,739,000	1,305	7,524,372	1,422	8,064,707	1.10
Business Thermostat Rewards	186	$64,300	582	72,010	0	77,181	0.20
Commercial Codes & Standards	1	$12,796	199	201,616	217	216,094	18.89
Business Program EE Total	**612**	**$10,880,666**	**5,125**	**29,595,341**	**4,949**	**31,720,622**	**1.03**
Residential Program							
Home Energy Insights	40,358	$218,393	1,276	6,974,763	1,489	7,872,193	1.04
Heat Pump Water Heaters	550	$353,800	188	1,429,790	220	1,613,758	1.14
Home Energy Services - Residential and Low Income	**9,559**	**$2,084,893**	**580**	**8,285,370**	**676**	**9,351,434**	**1.41**

Table MRS-5, continued

2025	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Residential Home Energy Services	803	$1,038,020	260	3,849,478	303	4,344,784	1.17
Low Income Home Energy Services	806	$973,089	277	4,025,326	324	4,543,258	1.60
Low Income Energy Savings Kit	7,950	$73,784	42	410,566	49	463,392	2.46
Home Lighting & Recycling	164,290	$1,153,811	493	5,054,937	573	5,632,076	1.34
HVAC - Residential and Low Income	**783**	**$990,288**	**267**	**1,560,972**	**312**	**1,761,820**	**0.70**
Residential HVAC	643	$413,288	157	558,437	183	630,290	0.66
Low Income HVAC	140	$577,000	110	1,002,535	129	1,131,529	0.72
School Education Kits	3,548	$212,969	96	810,104	112	914,339	1.36
Refrigerator Recycling	1,250	$276,497	68	836,733	79	944,393	0.59
Residential Codes & Standards	635	$89,131	307	71,543	358	80,748	3.61
Residential Thermostat Rewards	2,145	$231,420	2,516	618,154	0	697,690	0.51
Residential Program EE Total	**223,118**	**$5,611,202**	**5,791**	**25,642,365**	**3,818**	**28,868,452**	**1.20**

Table MRS-5, continued

2025	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Planning and Research							
Consumer Education	0	$250,000	0	0	0	0	N/A
Market Research	0	$150,000	0	0	0	0	N/A
Measurement & Verification	0	$275,000	0	0	0	0	N/A
Planning & Administration	0	$448,351	0	0	0	0	N/A
Product Development	0	$202,825	0	0	0	0	N/A
EE Planning and Research Total	**0**	**$1,326,176**	**0**	**0**	**0**	**0**	**N/A**
PORTFOLIO TOTAL	**223,730**	**$17,818,044**	**10,916**	**55,237,706**	**8,768**	**60,589,074**	**1.00**

Q. Does SPS propose to continue operating any programs while it awaits a Commission decision on its proposed Triennial Plan?

A. Yes. Consistent with past practice, if the Commission has not made a final decision on SPS's Triennial Plan by December 31, 2022, SPS proposes to continue operating its PY 2022 suite of programs in the interim. This approach is reasonable, as temporary program stoppage creates customer confusion, can hinder customers' ability to complete energy efficiency projects, and prevents customers from accessing programs designed to reduce their energy bills. Furthermore, temporary program stoppage is administratively inefficient, and decreases program cost-effectiveness. This interim measure would allow continuation of the PY 2022 programs that were most recently approved by the Commission in Case No. 21-00186-UT.

Q. Does SPS propose to operate its programs in 2023 under the 2023 budget?

A. Yes. Consistent with past practice, SPS proposes to apply the approval of its 2023 budget to the entirety of 2023, even if the Commission has not made a final decision by December 31, 2022.

B. Program Selection Process

Q. Please generally describe the process used by SPS in the development of the Triennial Plan.

A. SPS was guided in its selection by five over-arching principles: (i) design an EE/LM portfolio to maximize energy savings; (ii) ensure that the portfolio meets the EUEA's funding requirements; (iii) ensure a cost-effective portfolio; (iv) minimize, to the greatest extent practical, the administrative costs of developing and implementing the programs; and (v) offer a sufficient menu of programs to allow all customers the opportunity to participate. SPS balanced each of these principles in its selection of programs for inclusion in the Triennial Plan.

Q. How did SPS determine which Residential and Business Segment programs to offer as part of its Triennial Plan?

A. Using the above-listed five principles, SPS began with an evaluation of its existing Commission-approved, program portfolio. Each program was reviewed to adjust to current market conditions while increasing savings to the extent possible while maintaining the cost effectiveness of the overall portfolio. The updated portfolio was reviewed to verify that it provided an opportunity for all

customers to participate in programs. Further, SPS carefully reviewed: (i) the current programs' historical performance from mid-2008 through 2022 with specific focus on the most recent plan years; (ii) programs and measures offered in other Xcel Energy jurisdictions, as well as other New Mexico energy efficiency portfolios; (iii) specific program-related concerns raised by parties in past cases; (iv) comments received from stakeholders at the public participation meetings; and (v) recommendations made by the Commission's independent M&V evaluator.

Q. Have the marginal energy and avoided capacity costs used for the programs changed from SPS's last approved triennial plan?

A. Yes. Both have decreased.

Q. Please explain why the avoided costs have decreased since SPS's last triennial plan filing.

A. The reduction in avoided costs is due to two factors. First, SPS's resource planning model now incorporates an increasingly renewable-heavy resource portfolio, which is reflective of the State's carbon free objectives. As renewable energy is modeled without any operating costs, this significantly reduces the marginal energy costs, especially in the later years. Slightly counteracting the

higher levels of renewable energy in the future energy mix, natural gas commodity prices have increased recently, which also increased the marginal energy cost for natural gas burning generation in the early years of the plan. Netting these two impacts results in an overall decrease in marginal energy avoided cost per MWh.

The second reason for the decrease in avoided costs is that SPS has lowered its cost estimates for new combustion turbine generators based on the assumption that they are located at the site of existing / retiring resources.

Q. How do the changes to avoided capacity and marginal energy costs affect the programs and portfolio?

A. The lower avoided capacity and marginal energy costs reduce the benefits generated by programs in SPS's Triennial Plan. Specifically, these benefits make up the majority of the numerator in the UCT. Therefore, reductions to avoided capacity and marginal energy costs reduce the cost effectiveness of all measures, and the overall portfolio. SPS has adapted the programs within the portfolio to meet the goals while maximizing the value to customers and incorporating the reduced avoided capacity and marginal energy costs.

C. Public Advisory Meeting Process

Q. Please describe SPS's public advisory process for its Triennial Plan.

A. In accordance with 17.7.2.8(B) NMAC, SPS invited the Commission's Utility Division Staff ("Staff"), the New Mexico Attorney General ("NMAG"), and the New Mexico Energy, Minerals, and Natural Resources Department, as well as environmental group representatives, consumer advocates, large customers, and other utilities to a public meeting to solicit non-binding recommendations on the design and implementation of the proposed Triennial Plan. SPS held its first public advisory meeting on February 25, 2022, via web conference and provided a review of PY 2021 preliminary achievements, an overview and update of Case No. 21-00186-UT, and the tentative programs and products the Company was reviewing for inclusion in its Triennial Plan filing. SPS also specifically addressed CCAE's program-related proposals raised in Case No. 21-00186-UT and committed to providing final results of their evaluation at the second meeting. SPS requested non-binding feedback on the programs and measures it was reviewing for inclusion within the Triennial Plan and took the feedback it received in the first meeting to continue its review and evaluation of possible measures. Participating attendees included representatives from Staff, the New

Mexico State Energy, Minerals, and Natural Resources Department ("EMNRD"), Southwest Energy Efficiency Project ("SWEEP")/CCAE, New Mexico Gas Company ("NMGC"), El Paso Electric Company ("EPE"), and Public Service Company of New Mexico ("PNM").

SPS held its second public advisory meeting on April 25, 2022, via web conference. Participating attendees included representatives from Staff, EMNRD, NMGC, EPE, and PNM.[12] SPS provided final savings and spending from PY 2021, an overview of current program offerings and proposed updates for the PYs 2023-2025 Triennial Plan filing, and discussed final feedback on CCAE's program-related proposals from Case No. 21-00186-UT. A description of SPS's program changes in response to CCAE's program proposals are discussed below. A comprehensive list of feedback from both meetings can be found in Section I(A) of SPS's Triennial Plan.

[12] Although invited, CCAE was unable to attend SPS's second public advisory meeting. Nevertheless, SPS transmitted the meeting materials to CCAE on April 25, 2022, and had a follow-up individual conversation with CCAE on May 3, 2022.

Q. Are there any programs that were presented at the public advisory meetings that are not included in SPS's Triennial Plan?

A. No. Although there were questions and discussion on whether SPS had reviewed certain measures for inclusion within its Triennial Plan, there were no new programs proposed by participants at either meeting.

D. Program Changes

Q. As a result of the evaluation and update process described above, has SPS included any new measures[13] or eliminated any existing measures in its Triennial Plan?

A. Yes. SPS has made the following measures-level changes for its Triennial Plan:

- Home Energy Insights
  - additional participants added
- Residential HVAC (Res and Low-income)
  - addition of Low-Income direct-install offering targeted to multi-family units
- Home Energy Services ("HES") (Res and Low-income)

[13] A measure is an individual piece of equipment, technology, or practice.

- addition of specific manufactured home and multi-family measures for both residential and low-income including ceiling insulation, air infiltration, floor insulation, duct leakage and aerators.
- addition of food-bank giveaway including LED bulbs and an LED nightlight

- Home Lighting and Recycling
  - addition of Smart LED bulbs
  - addition of LED night lights
- Heat Pump Water Heaters
  - inclusion of additional rebate channel
- School Education Kits
  - addition of advanced power strip added to the Innovation Kit
  - Claiming savings for LED nightlight measures, which was previously a measure included in the kit without counting the energy savings
- Business Comprehensive- Cooling Efficiency
  - expand eligibility for Electronically Commutated (EC) motors for walk-in coolers
  - addition of low and medium temperature permanent magnet synchronous motor (PMSM) display case measures
  - addition of Floating head pressure controls for refrigeration systems

- addition of Walk-in freezer defrosts controls

- Business Comprehensive- Lighting Efficiency
  - addition of prescriptive indoor agricultural measures
  - addition of LED high-bay retrofit kits
  - addition of two-foot LED tubes
  - addition of high-end Trim control measures
- Business Comprehensive – Motors and Drives
  - addition of prescriptive motor measures up to 500 hp
  - addition of prescriptive compressed air offerings and increased rebates

Q. Has SPS included any new products or programs[14] or eliminated any products or programs measures or programs in its Triennial Plan?

A. Yes. SPS has made the following program-level changes for its Triennial Plan:

- Program additions
  - Residential Codes and Standards
  - Commercial Codes and Standards
  - Business Thermostat Rewards

[14] A program is the complete product offering of like (similar) measures.

- Programs eliminated
  - None

Q. Is SPS proposing to add or remove any Indirect Segments in its Triennial Plan?

A. No.

E. Budgeting Process

Q. Please describe SPS's budgeting process.

A. As discussed by Mr. Luth, SPS began by establishing the projected program funding it could receive in PY 2023 consistent with the 3-5% funding methodology outlined in the EUEA. Once the 3-5% funding levels were established, SPS then determined the necessary amount within that range to implement EE/LM programs that would position SPS to achieve its approved savings goal for PYs 2023 through 2025 while keeping the portfolio cost effective.

To do this, SPS minimized program delivery costs, while maintaining the ability to effectively deliver its programs. In general, the proposed budgets were developed by determining forecasted energy savings goals by program and the associated rebate levels that were necessary to encourage participation, while

maintaining the cost-effectiveness of the program. Other budget components, such as promotion and materials, were developed based on experience and discussions with industry personnel. Prior to filing, SPS reviewed the budget for reasonableness given the historical and projected performance of each program. In particular, SPS evaluated its costs and made adjustments where possible, without sacrificing necessary expenditures to maximize energy savings. The resulting amount for 2023 is $16,437,956.

Q. Does the EE Rule require that SPS file budgets for each of its specific programs?

A. Yes. 17.7.2.8(H)(12) NMAC requires that a "detailed separate measure or program budget that identifies the estimated monetary program costs to be incurred" be provided in the utility's application. Table 1a through Table 1c of Attachment MRS-1 includes specific budget information for each program proposed in SPS's Triennial Plan.

Q. Does SPS seek flexibility in the management of the program budgets?

A. Yes. Consistent with its prior practice, SPS presents forecasted budgets for its Triennial Plan programs; however, it may adjust those budgets throughout the year and will explain in its annual report when variances of greater than 25% from

the budgets occur. This flexibility allows SPS to adjust its annual program spending to accommodate its most successful and cost-effective programs, which in turn provides increased benefits to customers.[15] In adjusting its programs' budgets, SPS is still subject to the requirements of both the EUEA and EE Rule, specifically the requirements to fund energy efficiency programs at a 3-5% funding level and that no less than 5% of spending be directed towards low-income programs.

Q. For purposes of managing its programs budgets, will SPS adjust incentives as needed to reflect market conditions?

A. Yes. SPS has proposed a rebate or incentive for most of the measures offered in its portfolio, but SPS will adjust these incentives based on market conditions.[16]

For example, if the incremental cost for a customer to install a high efficiency air source heat pump ("ASHP") instead of a standard efficiency air conditioner decreases, SPS could reduce the incentive it pays for these measures

[15] The approved Stipulation in Case No. 14-00310-UT allows PNM to increase the budget for any program that is reasonably anticipated to exceed the stipulated budget due to an increase in program participation costs and reduce the stipulated budget for any program that is reasonably anticipated to be less than the stipulated budget due to a decrease in program participation costs.

[16] Customers receiving a Home Energy Report through the Home Energy Insights Program do not receive an incentive or rebate for participation.

and thereby increase the cost-effectiveness of the program. Alternatively, if SPS determines that ASHP measures are not gaining traction in the marketplace and that additional incentives or rebates are necessary, it could increase these rates to help promote customer or trade partner interest.

Q. Please discuss further how SPS evaluates and minimizes the administrative costs related to its programs.

A. SPS minimizes delivery costs by determining whether it is more efficient to deliver the programs using internal resources or contracting with third parties. SPS self-administers its programs where it is more cost or operationally effective – meaning that internal staff, supplemented with consultants on an as-needed basis, handle product development, program planning, technical analyses, sales and marketing, rebate processing, and regulatory support.

While SPS self-administers the EE programs where possible, the actual sale and delivery of energy efficiency technologies to end-use customers is conducted by market suppliers and vendors, such as retailers and contractors. In addition to SPS-provided messages, training, and education, SPS relies upon retail suppliers and vendors to educate customers about energy efficiency and market

equipment or services. SPS has generally found this approach to be the most effective and efficient method for operating EE programs.

SPS uses third-party providers to assist in implementing certain programs including School Education Kits, Business Comprehensive, Home Energy Services ("HES"), Energy Feedback, Home Lighting, and Smart Thermostats.

F. Program Summaries

1. Residential Segment Programs

Q. Please provide a summary of the residential programs included in the Triennial Plan.

A. SPS proposes nine residential programs including:

- Home Energy Insights – The design of Home Energy Insights (previously known as the Energy Feedback Program) is to quantify the effects of informational feedback on energy consumption in approximately 23,350 residential households, consistent with the Commission's Final Order in Case No. 09-00352-UT. The program provides educational materials through various communication strategies to influence individual energy usage behavior change. Program design is structured to measure the impact of these changes in customer behavior when provided with feedback on the results of their energy-using habits.

- Residential HVAC (Residential and Low-Income) – Residential HVAC (previously known as Residential Cooling) provides a rebate to SPS residential and low-income customers who purchase qualifying evaporative cooling and heating, ventilation and air conditioning

equipment for residential use. This program will also work with multi-family complexes to replace older inefficient equipment with new HVAC equipment, with an emphasis on serving the low-income units through direct installation where possible. This program strives to increase energy efficiency in homes and apartments by encouraging customers to purchase high efficiency equipment. The overall goals of the program are to educate customers on the benefits of using high efficiency units and creating demand to encourage retailers and contractors to stock high efficiency units.

- Home Energy Services (Residential and Low-Income) – Under this program, SPS provides incentives for the installation of a wide range of energy savings measures that reduce customer energy costs. The incentives are paid to Energy Efficiency Service Providers ("EESPs" or "contractors") on the basis of deemed energy savings. The program includes measures such as insulation, air infiltration reduction, advanced power-strips, duct leakage repairs, aerators, and domestic hot water pipe insulation. This program includes the Low-Income Home Energy Services products, which cost-effectively ensures that all customer segments can participate in SPS programs at no cost to these qualified customers. Multi-family buildings are also eligible to participate in the program along with customers in manufactured houses. This program is promoted by the service providers and SPS through advertising and sponsored events.

- Home Lighting & Recycling – This program provides incentives for customers to purchase energy efficient LEDs through participating retailers. Participating retailers may include home improvement, mass merchandisers, hardware, dollar stores, and warehouse store's locations. The price on the store shelves includes SPS's discounts so the customer receives the discounts instantly at the register. SPS also offers LED discounts via the online marketplace to reach customers who may not live by a participating retailer and/or those who want to purchase bulbs from the convenience of their home. The program is administered by a third party who coordinates offering the program

with the retailers and manufacturers. Customers will also be able to recycle used compact fluorescent light ("CFLs") at select retail partner locations.

- Heat Pump Water Heaters – This program is designed to encourage SPS customers to purchase and install an eligible energy-efficient electric HPWH for residential use. HPWHs are the most efficient electric fuel option for customers. The incentive will be available for self-install or professional installation through an HVAC contractor. Following installation, a completed rebate application form and invoice are submitted to SPS. Customers can expect to receive a rebate six to eight weeks after submitting an application.

- School Education Kits Program – The School Education Kits Program provides free energy efficiency educational kits to students in SPS's New Mexico service area. The program's primary product is for fifth grade students, with additional products for secondary students and community outreach. The kits include energy efficiency educational materials and products, including LEDs, a low-flow showerhead, kitchen and bathroom aerators, and an LED nightlight. This program provides value beyond the direct installation of measures included in the kits by creating awareness of energy efficiency with students, teachers, and parents.

- Residential Thermostat Rewards – The Residential Thermostat Rewards program (previously known as Smart Thermostats) allows customers to enroll their thermostat devices into the cooling and/or heating rewards program and receive demand response incentives in the form of bill credits for doing so. The program also offers a $50 energy efficiency rebate for eligible devices. Customers can participate in the program through the Bring Your Own Thermostat ("BYOT") channel for those who already have a device or through the Direct Install channel, where the Company will provide a device and installation of the device free-of-charge. In exchange for joining the Residential Thermostat Rewards program, customers allow SPS to call cooling and/or heating demand response events and measure the

capacity savings of such events. Customers must have electric heat or central AC, an eligible Wi-Fi enabled smart thermostat, and receive electric service from SPS in order to qualify for the program.

- Residential Codes and Standards Program – The Residential Codes and Standards program will pro-actively encourage and support jurisdictions to ensure compliance with the latest state-wide building codes for residential new construction. This program offers training and resources to people who work in new construction in the Company's service territory. Target audiences for this program are local building code officials, construction trades, architects, and any other groups who are responsible for designing, building, or verifying new construction.

- Refrigerator Recycling – The Refrigerator Recycling program, which was reintroduced in PY 2022, offers incentives to SPS single-family residential customers and businesses who recycle qualified working refrigerators and freezers. The program also offers free pick-up and disposal of operable room air conditioners, but no financial incentive is offered. In addition. SPS will partner with secondary used refrigerator stores to recycle older units. We will give the owners a rebate for each unit collected. By working with secondary retailers, the program will be able to perform bulk pick-ups of refrigerators and freezers – recycling equipment that otherwise would be lost by the program. SPS works with a third party to administer the Refrigerator Recycling Program.

Q. As part of its Triennial Plan, does SPS propose any significant additions, modifications, or terminations to the Residential Segment programs or products that were/are offered during PY 2022?

A. Yes. As discussed in Section D above, SPS proposes to add a Codes and Standards Program to the Residential segment. SPS is also proposing to launch a Low-Income segment under the Residential HVAC program.

Q. Why is SPS proposing to include a Codes and Standards Program in its Triennial Plan?

A. In order to reach its cumulative savings goal through 2025, SPS is exploring new energy savings program models. One of these is a building code support offering that has recently been launched in other Xcel jurisdictions and will be delivered under the umbrella of a Codes and Standards Program that works with local governments, building trades, and other stakeholders in the new construction process to close gaps between planned and actual performance of homes in SPS's territory.

Q. Why does SPS believe that a Codes and Standards Program is appropriate in its EE Portfolio?

A. SPS believes that Codes and Standards are appropriate for two reasons. First, SPS has engaged a number of the communities in its territory as part of a Product Development pilot of building code support training and has observed significant engagement from a cross section of new construction stakeholders. This demonstrates a need in SPS's territory that a full program could fill. Second, the program calculates savings based on a code minimum baseline while the proposed Codes and Standards program intends to raise energy use performance of newly constructed buildings to meet the energy use levels expected from a code compliant building, ensuring that savings will not be double counted in the instance that a building participates in an above-code product at the same time that the Codes and Standards program is active.

Q. Why is SPS proposing to include a Low-income segment within the Residential HVAC program in its Triennial Plan?

A. Historically, the participation and customer engagement in the Residential HVAC program has been low. When evaluating ways to adjust the program structure and measure offerings, it was determined that there was an opportunity to meet the

low-income segment needs with a direct-installation offering for ASHPs, targeted initially towards multi-family units. There will be a third-party implementer that is brought in to address general market barriers to the Residential HVAC program such as customer and trade partner education and equipment availability. By gaining traction with the low-income segment and engaging with customers and trade partners in a different way, SPS also believes that momentum will transfer over to the market rate residential segment.

Q. As part of its Triennial Plan, has SPS proposed any program changes or modifications to address CCAE's concerns raised in Case No. 21-00186-UT?

A. Yes. Those changes or modifications include:

- Home Energy Insights (previously known as Energy Feedback)
  - In case No. 21-00186-UT, CCAE requested that SPS expand the HEI program. To that end, SPS is in the process of completing a Request for Proposal with requirements, among others, to present options to improve data quality towards increasing the number of customers that qualify to participate in the program. Likewise, the program is also looking for ways to improve report engagement, digital meter (AMI) data enablement to drive targeted efficiency tips and consolidating the presentation of customer results and communication of multiple related behavioral-based energy efficiency programs.
- Residential HVAC (previously known as Residential Cooling)

- In case No. 21-00186-UT, CCAE requested that SPS maintain an additional $200 incentive for Quality Install. SPS is maintaining this incentive in its Triennial Plan.

- Home Energy Services (HES)

  - In case No. 21-00186-UT, CCAE recommended that SPS increase the low-income insulation and air sealing incentives in the program to at least 80-90% of the measure incremental costs. For PY 2021, there was no customer contribution (i.e the incentives were 100% of the measure incremental cost) for any participant for low-income HES. SPS intends to continue this for the Triennial Plan. This program expanded to include both multi-family complexes and manufactured homes and we will adjust the marketing efforts accordingly to reach these new segments.

Q. As part of its Triennial Plan, were there any changes CCAE recommended in case No. 21-00186-UT that SPS did not make?

A. Yes. In case No. 21-00186-UT, CCAE requested that SPS increase incentives provided in the Residential HVAC program (previously known as Residential Cooling) for high-efficiency ASHPs to at least $1000. In PY 2022, SPS raised rebates for air source heat pumps by 33% and is proposing to nearly double these incentives in the Triennial Plan. SPS has not, however, raised the incentive $1000, as recommended by CCAE, because increasing rebates further will have a negative impact on the cost effectiveness of this measure and the entire portfolio.

SPS will continue to monitor the incremental cost as well as the market adoption and adjust rebates as deemed appropriate.

Q. How does SPS plan to address the requirement under the EUEA that at least 5% of total spending be directed towards low-income customers?

A. SPS plans to meet this requirement primarily through its Low-Income HES and proposed Low-Income HVAC programs. SPS projects to spend $1,653,974 in PY 2023, $1,681,935 in PY 2024, and $1,623,873 in PY 2025 on these programs, which accounts for roughly 10% of each years' total portfolio program costs.

Q. Are the proposed programs included in the Residential Segment cost-effective?

A. Yes. All of the proposed programs, with the exception of Residential HVAC, Refrigerator Recycling, and Residential Thermostat Rewards, pass the UCT at the program level[17]. The Residential Segment has an overall UCT of 1.30 in PY 2023, 1.25 in PY 2024, and 1.20 in PY 2025. Table 1 in the Triennial Plan provides the UCT results for each program and Appendix A of the Triennial Plan provides detailed calculations and methodologies for each UCT calculation.

[17] HEI passes the UCT in PY 2023 and 2025 but does not pass the UCT in 2024.

Please refer to Section VIII(B) of my testimony, which addresses the UCT in more detail.

2. Business Segment Programs

Q. Please provide a summary of the Business programs included in the Triennial Plan.

A. SPS proposes three programs in the Business Segment.

- Business Comprehensive Program – This program includes the bundling of the following products: Cooling Efficiency, Lighting Efficiency, Motor & Drive Efficiency Custom Efficiency, Large Customer Self-Direct, and Building Tune-Up.
    - Cooling Efficiency: The Cooling Efficiency product encourages SPS business customers to choose the most efficient air conditioning, refrigeration, or foodservice equipment to meet their needs. The product offers rebates in both new construction and retrofit applications. Rebates reflect a significant portion of the cost of selecting high efficiency measures over standard efficiency measures.
    - Lighting Efficiency: The Lighting Efficiency product offers rebates to customers who purchase and install qualifying energy efficient lighting products in existing or new construction buildings. Rebates are offered to encourage customers to purchase energy efficient lighting by lowering the upfront premium costs associated with this equipment. Common lighting retrofit projects include replacing high intensity discharge or fluorescent fixtures with LED fixtures. Retrofit rebates also include networked lighting controls, standalone control rebates for occupancy sensors and photocells which are used for daylight harvesting. The program

has a third-party implementer to run the Lighting Efficiency program as well as provide direct installation of energy saving lamps, aerators and LED tubes to customers with a peak demand of less than 100 kW.

- Motor & Drive Efficiency: The Motor & Drive Efficiency product is designed to reduce the barriers that prevent customers from purchasing high efficiency motors, variable frequency drives ("VFDs"), motor controls, or compressed air equipment. To overcome these barriers, SPS offers rebates to customers who install motors that meet the Department of Energy (DOE) efficiency standards; VFDs; motor controllers; pump-off controllers on oil wells; or energy efficient compressed air equipment such as cycling dryers, dryer purge demand controls, mist eliminators, no loss air drains, or VFD compressors.

- Custom Efficiency: The Custom Efficiency product is designed to provide SPS's business customers rebates on a wide variety of unique or unusual equipment and process improvements that are not covered by the prescriptive products. Rebates are offered for measures that exceed the standard efficiency options. The rebate is intended to reduce the incremental project cost of the higher efficiency option, thereby encouraging customers to choose the more energy efficient option. Since energy applications and building system complexity can vary greatly by customer type, it is important for customers to have a customized energy efficiency option to help them implement cost-effective energy efficiency measures. The Custom Efficiency product also includes an optional evaluation component, called the Large Commercial and Industrial Study, designed to introduce large C&I customers to energy efficiency opportunities and build the product pipeline for future years.

- Large Customer Self-Direct: As an alternative to the guided process of the Custom Efficiency product, the Large Customer Self-Direct product is available to SPS customers with contiguous facilities that use over 7,000 MWh per year. The Large Customer Self-Direct product enables customers to administer their own energy efficiency projects to receive either a bill credit or exemption from a portion of the charges under the Energy Efficiency Rider.

- Building Tune-Up: The Building Tune-Up product is a study/implementation option targeted at buildings smaller than 75,000 square feet. With this offering, the study vendor works through a checklist of measures focusing on the proper operation of existing equipment and completes fixes on-site as appropriate. The Building Tune-Up product is designed to assist smaller business customers to improve the efficiency of existing building operations by identifying existing functional systems that can be "tuned up" to run as efficiently as possible through low- or no-cost improvements. SPS offers rebates for both Building Tune-Up studies and the implementation of recommissioning measures.

- Business Thermostat Rewards – The Business Thermostat Rewards program seeks to reduce system load by using smart thermostats to curtail air conditioning ("AC") unit load during months where air conditioning load is active. The offering is targeted towards the small-to-medium size business customers and will offer to install smart thermostats free of charge through the program contractors for thermostats that control a central AC or rooftop unit. In addition to the direct install channel, the program will have a Bring Your Own Thermostat (BYOT) enrollment channel option for those customers with an eligible smart thermostat already installed and controlling an eligible cooling load. BYOT customers will receive an enrollment incentive in the form of a bill credit upon program eligibility verification and all customers who remain enrolled in the program will receive an annual bill credit for each actively enrolled thermostat.

- Commercial Codes and Standards – Similar to the residential codes and standards program, the Commercial Codes and Standards offering will pro-actively encourage and support jurisdictions to ensure compliance with the latest state-wide building codes for non-residential new construction. This program offers training and resources to people who work in new construction in the Company's service territory. Target audiences for this program are local building code officials, construction trades, architects, and any other groups who are responsible for designing, building, or verifying new construction. It should be noted that the building codes supported by this program typically apply to structures such as commercial or multi-family buildings, but do not typically govern industrial process construction projects.

Q. As part of its Triennial Plan, does SPS propose any significant additions, modifications, or terminations to the Business Segment programs or products that were/are offered during 2022?

A. Yes. As discussed in Section D above, SPS proposes to add a Codes and Standards Program to the Business segment. SPS is also proposing to launch a Business Thermostat Rewards DM Program.

Q. Why is SPS proposing to include a Codes and Standards Program to its Triennial Plan?

A. Similar to the identified needs for the residential codes and standards program discussed earlier, SPS believes that our service territory would benefit from education and support for code officials and other parties involved in the new

construction process. Increasing compliance with building codes will result in the construction of more energy efficient buildings.

Q. Why is SPS proposing to add the Business Thermostat Rewards program to its Triennial Plan?

A. As referenced above, SPS evaluated the addition of DM offerings for the business segment to the Triennial Plan. Our evaluation concluded that offering a business thermostat rewards program can leverage the administrative efforts and market acceptance created by the residential thermostat rewards offering and thereby provide business customers DM options at a relatively low cost.

Q. Are the proposed programs included in the Business Segment cost-effective?

A. Yes. All the proposed programs pass the UCT at the program level, with the exception of SPS's proposed Business Thermostat Rewards program. The business segment has an overall UCT of 1.00 in PY 2023, 1.02 in PY 2024, and 1.03 in PY 2025. Cost-effectiveness testing is discussed in Section VIII of my testimony.

Q. Did SPS have any participants in the Large Customer Self-Direct program in PY 2021 and does SPS forecast any participants in PYs 2022 or 2023?

A. No. SPS did not have participation in the Large Customer Self-Direct program in PY 2021 and has not had discussions with any customer who is interested in participating. However, if a large customer chooses to participate under 17.7.2.10 or 17.7.2.11 NMAC, SPS will comply with the requirements under those portions of the EE Rule**.**

3. Planning and Research Segment

Q. What is the purpose of SPS's Planning and Research Segment?

A. The Planning and Research Segment consists of internal company activities, which provide the support needed to develop, implement, and maintain SPS's portfolio of EE programs. In addition, the activities provide direct support to program operations. The Planning and Research Segment includes the following essential activities: Consumer Education, Market Research, M&V, Planning & Administration, and Product Development. I provide a brief summary of each activity below, with a more detailed discussion included in the Triennial Plan.

Q. Why is the Planning and Research Segment necessary?

A. The Planning and Research Segment is necessary because it provides the backbone support for the portfolio, unifying the development of programs with underlying technical assumptions and providing program managers with the research needed to target the markets and segments that are most likely to participate in their programs, as well as providing the education to increase customers' awareness of energy efficiency and load management. This segment is also necessary for maintaining the integrity of the portfolio by carefully tracking program participation and achievements and applying for and receiving Commission endorsement and approval of the programs. Once approved, these functions are necessary for maintaining compliance with the regulatory requirements, such as cost-effectiveness standards and the requirement that programs receive M&V at least once every three years.

Q. Please provide a brief description of each component within the Planning and Research Segment.

A. The following components are included within the Planning and Research Segment:

- Consumer Education: This program includes activities to increase residential customer awareness of the benefits of energy efficiency and conservation. Examples of activities include advertising through local newspapers, third-party websites,[18] newsletters, bill onserts, and radio. The messaging includes targeted communications to address seasonal energy usage challenges.

- Market Research: This activity focuses on market research to provide information for SPS to use in its decision-making process concerning EE program design, planning, and delivery.

- Measurement and Verification: This activity is responsible for managing and coordinating the overall M&V Plan for SPS and working with the Commission's Independent Program Evaluator, to ensure compliance with the EUEA and the EE Rule. In this filing, SPS has moved all program-specific M&V forecasted spend to the indirect segment. Costs in this segment now include program-specific forecasted costs for M&V and general M&V forecasted costs.

- Planning & Administration: This function ensures compliance with all EUEA and EE Rule requirements. Specifically, this group is responsible for the coordination and preparation of the various New Mexico EE regulatory filings. These activities include the preparation of testimony, the annual plans and reports, discovery responses, rulemaking comments, benefit-cost analyses for every program, and tracking and reporting of EE expenditures and savings achievements. Additionally, any outside consultants and external legal service fees related to EE regulatory activities are included in this budget.

[18] Third-party websites may include websites for community organizations, program sponsors, or partner contractors.

- Product Development: This activity identifies, assesses, and develops new EE programs, including engineering support and technical assumptions, and supports the modification of current programs.

Q. Has SPS proposed to terminate any components from its Planning and Research Segment?

A. No.

Q. Has SPS proposed to include any new components in its Planning and Research Segment?

A. Yes. SPS has moved program-specific M&V estimates used in its forecasting to the M&V indirect segment under the Planning and Research Segment. There are several reasons for this decision. First, the majority of programs are only evaluated every three years. Inclusion of M&V costs in program specific budgets can sway cost effectiveness ratios from year to year when the costs are incurred. Similarly, embedding non-recurring M&V costs in the programs reduces transparency of the costs of administration versus program delivery.

Q. How does SPS allocate the Planning and Administration Costs?

A. SPS does not directly allocate the Planning and Administration costs to specific programs. As first approved by the Commission in SPS's 2008 filing (Case No.

07-00376-UT),[19] and utilized and approved since, indirect costs such as Consumer Education or Market Research are separated from the individual program budgets. Allocating these costs directly would not be appropriate for the following reasons:

- Inaccuracy: Because these indirect costs do not directly benefit a program and are not associated with the direct operation of a program, it would be inappropriate to allocate these costs in a similar manner as, for example, allocating the cost of developing a new product to an unrelated existing product.

- Irregularity: Because these indirect costs are not consistent in their accrual, direct allocation could result in significant year-to-year changes in the budgeting and reporting process that would inaccurately reflect when the benefits of these indirect programs are received.

- Management: Because of the irregularity of these indirect costs, direct allocation would require additional and unwarranted administrative efforts to account for these costs and would require a change in the SPS accounting process.

Q. Are the Planning and Research Segment costs incorporated into the UCT ratio?

A. Yes. Consistent with the Commission's approval in Case No. 07-00376-UT,[20] and each successive annual plan filing, the Planning and Research Segment costs

[19] *In the Matter of Southwestern Public Service Company's Application for Approval of Electric Energy Efficiency and Load Management Programs and Program Cost Tariff Riders Pursuant to the New Mexico Public Utility Act and Efficient Use of Energy Act,* Case No. 07-00376-UT, Final Order (Apr. 17, 2008).

are placed into their own segment and, therefore, impact the overall portfolio UCT ratio, but not the individual programs' UCT ratios.

Q. How was the Planning and Research Segment budget developed?

A. Each group within the Planning and Research Segment budgets for SPS's Triennial Plan is based on past history of spending for internal labor and expenses, as well as estimates and bids received from outside consultants, vendors, and outside legal services.

Q. Are the Triennial Planning and Research Segment budgets for the next three years reasonable?

A. Yes. The total budget for the Planning and Research Segment for PY 2023 is $1,240,000, which is approximately 8% of the total portfolio budget of $16,437,956. The total budgets for the Planning and Research Segment for PYs 2024 and 2025 are $1,275,252 and $1,326,176, which are approximately 7% of the total portfolio budgets of $17,285,341 and $17,818,044 for each year. The costs included in this segment are necessary to deliver the programs needed to meet the EUEA goals.

[20] Case No. 07-00376-UT, Recommended Decision at 25-26 (Mar. 27, 2008), approved in relevant part by Final Order (Apr. 17, 2008).

Q. When the Planning and Research Segment costs are included, does the total portfolio remain cost-effective?

A. Yes. When these reasonable and necessary costs are included, SPS's overall portfolio remains cost-effective with a UCT ratio of 1.04 in PY 2023, 1.02 in PY 2024, and 1.00 in PY 2025. Accordingly, these budgeted expenses should be approved.

VII. GOAL COMPLIANCE

Q. What is SPS's total savings requirement under the EUEA for the 2021-2025 period?

A. As approved in Case No. 21-00186-UT, SPS's cumulative savings requirement for the 2021-2025 period is 269,769 MWh.[21] To meet this goal, SPS would be required to achieve average annual savings of roughly 53,954 MWh during this period.

Q. Will the annual goals for PYs 2023-2025 proposed in this Triennial Plan allow SPS to meet its cumulative savings requirement?

A. Yes. As shown in Table MRS-6, SPS's 2021 actual savings achievement and forecasted savings achievement in PYs 2022-2025 position SPS to meet its cumulative savings requirement of 269,769 MWh.

[21] *See* Case No. 21-00186-UT, *In the Matter of Southwestern Public Service Company's Submittal of Energy Efficiency Potential Study Pursuant to Final Order in Case No. 19-00140-UT and Corresponding Requests for Approval*, Recommended Decision at 23-26 and 55 (Feb. 3, 2022), approved by Final Order Approving Recommended Decision at 2-4 (Mar. 9, 2022).

Table MRS-6

Year	Annual Net Customer Achievement (GWh)	Cumulative Net Customer Achievement (GWh)	Cumulative % of SPS's Goal Requirement
2021 Actual	50,209,534	50,209,534	19%
2022 Forecast	56,492,074	106,701,608	40%
2023 Forecast	55,862,105	162,563,713	60%
2024 Forecast	55,390,332	217,954,045	81%
2025 Forecast	55,237,706	273,191,751	101%

Q. How will the amended EUEA requirement on program funding affect SPS's spending?

A. Given the current market conditions, the Triennial Plan strikes the ideal balance between the strategic priorities described in the EUEA. SPS will continue to evaluate the portfolio, market conditions, and new product and measure ideas throughout implementation of the Triennial Plan and make adjustments in how we operate the plan to maximize cost effective savings while maintaining spending within the 3% to 5% range.

VIII. COST-EFFECTIVENESS TEST ASSUMPTIONS AND CALCULATIONS

A. General Description

Q. What is the New Mexico cost-effectiveness standard for EE programs?

A. The EUEA requires the use of the UCT to evaluate the cost-effectiveness of EE programs. The EUEA defines the UCT as follows:

> A standard that is met if the monetary costs that are borne by the public utility and that are incurred to develop, acquire and operate energy efficiency or load management resources on a life-cycle basis are less than the avoided monetary costs associated with developing, acquiring and operating the associated supply-side resources.[22]

The UCT measures the effectiveness of the program in terms of avoided revenue requirements that are realized when customers utilize energy more efficiently in comparison to utility costs for delivery of energy efficiency projects. As a result, the UCT has these sensitivities:

[22] NMSA 1978, § 62-17-4(C).

- an increase in rebates has a negative impact on the test;
- an increase in other project costs has a negative impact on the test; and
- an increase in avoided revenue requirements has a positive impact on the test.

In addition, 17.7.2.8(J) NMAC also requires that the public utility demonstrate that its portfolio of programs or measures be cost-effective – meaning a UCT of greater than one.

Q. Did SPS perform a UCT calculation for the proposed programs in each PY of its Triennial Plan?

A. Yes. The detailed cost-effectiveness test results for each program, as well as a summary table, are provided in Appendix A of the Triennial Plan. SPS's total projected portfolio UCT ratios are 1.04 for PY 2023, 1.02 for PY 2024, and 1.00 for PY 2025.

Q. Please discuss the program cost-effectiveness levels in the Triennial Plan versus PY 2022.

A. Overall, the forecasted cost-effectiveness of the proposed Triennial Plan portfolio has decreased relative to PY 2022. This is due, primarily to the increased goals and decreased avoided costs. Demand side management ("DSM") portfolios,

such as that proposed in SPS's Triennial Plan, are generally designed to capture the most cost-effective savings available in a given year first. As goals increase, the portfolio must target less and less cost-effective measures to increase overall savings. The portfolio proposed in this Triennial Plan targets the most savings possible while maintaining a cost-effective portfolio. As such, the overall cost effectiveness of the portfolio is designed to be very close to 1.0 in order to maximize the amount of savings.

B. Utility Cost Test Calculations

Q. Please describe how SPS calculates the UCT ratio for each program.

A. The UCT ratio is calculated as the net present value ("NPV") of the supply-side benefits (also known as system benefits or cost to serve) (numerator) divided by the NPV of the utility costs (denominator).

Q. What does SPS mean by "supply-side benefits"?

A. Supply-side benefits are system benefits which accrue to all customers by reducing or alleviating the need to build (or purchase) new generation, transmission, and/or distribution to meet growing customer demand. While the participants in EE programs will reap the additional benefit of a decrease in their electricity consumption, all customers will benefit from the system reductions.

Q. What are the supply-side benefits and how are they calculated for each EE program?

A. SPS avoids generation capacity, Transmission and Distribution ("T&D") buildout, and marginal energy costs associated with reduced electricity use. SPS used a deferred combustion turbine generator to calculate the value of avoided generation costs when considering future resource needs and forecasted generation additions to the SPS system.

SPS used the values of avoided T&D capacity as identified in PSCO's study of avoided T&D costs, performed in 2016 and included in the 2017 Strategic Issues Proceeding (Commission Decision No. C08-0417).

SPS used the EnCompass production cost model to calculate the value of marginal energy savings.

Q. Please generally describe what EnCompass is.

A. EnCompass is a full chronological hourly model that uses a mixed integer optimization engine to simultaneously optimize capacity expansion, unit commitment and dispatch, economic market interaction, and ancillary service requirements. An hourly dispatch model can be performed based on an expansion

plan of existing and future generation resources and other various inputs such as demand and energy forecasts, and operating parameters of generation resources.

Q. What data from EnCompass is used to inform the Triennial Plan?

A. EnCompass can provide marginal energy prices for each hour of the year. SPS used the hourly marginal energy price that included DSM to calculate the avoided cost of have these energy efficiency programs in place.

Q. Has SPS included carbon emissions as part of the benefits for this portfolio?

A. No. Neither SPS, nor its ratepayers, are currently required to directly pay a price adder for carbon dioxide emissions and at this time there is no policy imposed for such pricing.

Q. What costs are included in the utility costs (*i.e.*, the denominator) in the UCT calculation?

A. Utility costs consist of all the program-related expenses associated with internal administration, third-party administration, promotional costs, rebates paid to customers, incentives paid to vendors, and M&V costs. SPS costs are found in the UCT results of Appendix A of the Triennial Plan. The utility costs are also shown in the categories listed in Table 10a-c of the Triennial Plan. Rebates paid directly to customers make up about 37% of the total portfolio costs. Promotions,

the category which captures SPS's efforts to inform, educate, and market energy efficiency to customers, makes up approximately another 11% of the budget. Internal administration, third-party delivery, and M&V make up the remaining 51% of the costs.

Q. What are the estimated monetary program costs incurred by the utility for each year of the expected useful life of the measures or programs?

A. SPS only incurs costs for the measures or programs in the first year of the measure or program. In other words, the estimated program budgets, presented in Table MRS-1, are equal to the lifetime program costs for each program. As an example, if SPS pays a rebate to a commercial customer that installs high efficiency lighting, that rebate is paid in the first year of the estimated useful life. SPS will not make any additional rebate payments nor incur any future costs for the customer's installation of that high efficiency lighting.

Q. Continuing your example, do benefits for the installed measure continue to accrue over the lifetime of the measure or are they incurred only in the first year?

A. Yes. Benefits for the installed measure continue to accrue for the life of the measure. In Appendix A to Attachment MRS-1, SPS has provided both the

lifetime system benefits as well as the lifetime program costs (incurred only in the first year) as these are the primary factors used to determine the cost-effectiveness of a program.

Q. Has SPS incorporated into its Low-Income Programs any of the non-energy benefit ("NEB") values, consistent with 17.7.2.9(B)(3) NMAC?

A. Yes. SPS has assumed a 20% value of reductions in working capital, reduced collection costs, lower bad-debt expense, improved customer service, and effectiveness as utility system economic benefits.

Q. Tables MRS-3 through MRS-5 show several programs with a UCT below 1. Does SPS expect these UCT to improve?

A. It is possible that the cost effectiveness of individual programs will improve, however as discussed earlier, it is likely that the overall portfolio UCT will remain very close to 1.0 due to the aggressive energy savings goals and the general trend of additional energy savings being increasingly more expensive.

C. Program-Level Technical Assumptions

Q. Has SPS provided the technical assumptions associated with its proposed programs in its Triennial Plan?

A. Yes. Appendix B, "Electric Planning Assumptions," to the Triennial Plan includes SPS's Forecasted Planning Assumptions by program. These assumptions include the technical assumptions used to calculate savings. The detailed methodology and algorithms used to calculate the energy and demand savings are reviewed by the Commission's M&V evaluator.

Q. Are the technical assumption values reasonable?

A. Yes. SPS has compiled the assumptions and calculated the savings using the latest available information relevant to the SPS service territory or from Xcel Energy's other service areas when SPS-specific information is unavailable. In addition, the technical assumptions have been updated according to the Technical Resource Manual or based on recommendations made by Evergreen as a result of M&V conducted in prior plan years on SPS's EE programs.

Q. Is SPS seeking approval of its technical assumptions?

A. No. The Commission's Independent Program Evaluator is responsible for reviewing and recommending, if necessary, any changes to the deemed savings and forecasted technical assumptions in conjunction with the M&V for each plan

year. Accordingly, SPS is not seeking Commission approval of these assumptions in this proceeding, as they will be reviewed and modified, on an after-the-fact basis, by the Independent Program Evaluator.

IX. MEASUREMENT AND VERIFICATION

Q. What is M&V?

A. M&V refers to an analysis performed by an independent evaluator that estimates reductions of energy usage or peak demand and determines any actual reduction of energy usage or peak demand that directly results from the utility's implementation of particular energy efficiency measures or programs or of particular load management measures or programs (17.7.2.7(M)(2) NMAC). M&V is designed to provide accountability, risk management, and improvement to a utility's programs. In other words, M&V seeks to answer the following questions: (i) did the program deliver its estimated savings; (ii) how certain are these savings; and (iii) what can be done to improve future program performance?

Q. What are the requirements of the EUEA regarding M&V?

A. Section 62-17-8(B) of the EUEA requires public utilities to submit a comprehensive measurement, verification, and program evaluation report prepared by an Independent Program Evaluator at least every three years.

Q. What are the Commission's M&V requirements?

A. 17.7.2.15(A) NMAC requires public utilities to annually submit a comprehensive measurement, verification, and program evaluation report prepared by an

Independent Program Evaluator. It is also required that each program be independently evaluated at least once every three years. 17.7.2.15(B) NMAC requires that an Independent Program Evaluator be selected by the Commission to verify energy and demand savings. 17.7.2.8(H)(15) NMAC requires supporting documentation, underlying data, calculations, estimates, and other items shall be presented in a manner that facilitates the preparation of an M&V report by an Independent Program Evaluator, along with compilation and preparation of the public utility's reporting requirements, and that facilitates a simple comparison of measure or program estimated results to actual results, including the public utility's cost of capital and discount rate.

Q. Has SPS met the M&V requirements of the EUEA and the EE Rule?

A. Yes. SPS's 2021 Annual Report includes the Independent Program Evaluator's 2021 M&V report, which is Appendix A of that attachment. SPS's 2021 Annual EE Report is being filed separately in Case No. 19-00140-UT. However, SPS's 2021 Annual EE Report is also attached to my testimony as Attachment MRS-2.

Q. Has the Commission selected an Independent Program Evaluator?

A. Yes. Evergreen Economics was selected in 2017 by the Commission's Evaluation Committee and approved by the Commission as the Independent Program Evaluator to evaluate PYs 2017 and 2018. Evergreen's contract was renewed in 2018 to cover PYs 2019 and 2020 and extended in 2020 to cover PYs 2021-2022.

Q. What is the status of the selection of an Independent Program Evaluator for PYs 2023-2025?

A. Currently, there is no contract in place beyond PY 2022. Pursuant to 17.7.2.15(C)(1) NMAC, Staff will undertake a competitive bid process to identify the next Independent Program Evaluator. Because there is no contract in place for PYs 2023-2025, SPS has used estimates from prior year evaluations of programs conducted by Evergreen.

Q. How are the results of M&V used?

A. In each Annual Report, SPS reports savings that have been modified according to the M&V results – they may be higher, lower, or the same as what SPS initially calculated depending upon the findings of Evergreen. These modified savings are then used for compliance in reaching the EUEA goals.

Q. What is the projected Triennial M&V costs?

A. The total M&V costs are forecasted to be $230,000 for PY 2023, $245,000 for PY 2024, and $275,000 for PY 2025 and are included in SPS's Planning and Research costs. Evergreen's costs are directly allocated to programs based upon the evaluation plan for each Triennial year. However, SPS included these M&V costs as well as general costs in the Planning and Administration section for purposes of forecasting this Triennial Plan. I discuss these costs further in Section VI(F)(3) of my testimony.

Q. Are the Triennial M&V costs reasonable and necessary?

A. Yes. The total budget for each year M&V activities represents approximately 2% of the total portfolio budget. This is very reasonable considering that a common guideline for M&V is 3-6% of total portfolio costs. Consequently, these costs should be approved by the Commission.

X. SPS'S PROPOSED FINANCIAL INCENTIVES FOR PLAN YEARS 2023-2025 ARE REASONABLE AND IN THE PUBLIC INTEREST

Q. What do you cover in this section of your testimony?

A. This section of my testimony provides:

- a discussion of the statutory requirements and basis for incentives as outlined in the EUEA, EE Rule, and relevant Court and Commission decisions;
- a presentation of SPS's proposed incentive mechanism;[23]
- a description of the methodology for calculating SPS's proposed incentives and the resulting projected incentives; and
- an explanation of the reasonableness of the proposed approach.

A. Incentive Basis

Q. Does the EUEA address incentives associated with EE/LM programs?

A. Yes. Section 62-17-5(F)(3) of the EUEA provides that the Commission shall, "provide public utilities an opportunity to earn a profit on cost-effective energy

[23] The proposed incentive mechanism is structurally the same as the incentive mechanism adopted by the Commission in El Paso Electric Company's and Public Service Company of New Mexico's most recent EE proceedings. *In the Matter of El Paso Electric Company Application for Approval of its 2019-2021 Energy Efficiency and Load Management Plan, Utility Incentive and Revised Rate No. 17 – Efficient Use of Energy Recovery Factor,* Case No. 18-00116-UT, Final Order Adopting Recommended Decision with Modifications (Mar. 6, 2019) and *In the Matter of the Application of Public Service Company of New Mexico for Approval of its 2018 Electric Energy Efficiency Program Plan, Profit Incentive and Revised Rider No. 16 Pursuant to the New Mexico Public Utility Act, Efficient Use of Energy Act and Energy Efficiency Rule*, Case No. 17-00076-UT, Order Partially Approving Certification of Stipulation (Jan. 31, 2018).

efficiency and load management resource development that, with satisfactory program performance, is financially more attractive to the utility than supply-side utility resources."

Q. Does the EE Rule address incentives associated with EE/LM programs?

A. Yes. The EE Rule also allows utilities to include proposals to earn a profit on cost-effective EE/LM resource development. Specifically, the EE Rule (17.7.2.8(L) NMAC) provides that any application that includes a proposed annual incentive award shall:

(1) be based on the utility's costs;

(2) be based on satisfactory performance of measures and programs;

(3) be supported by written testimony and exhibits; and

(4) not exceed the product (expressed in dollars) of:

(i) its weighted cost of capital (expressed as a percent), and

(ii) its approved annual program costs.

Q. Are there other pertinent legal requirements that relate to EE/LM incentives?

A. Yes, there are two Court cases that establish the parameters for incentive recovery. The first case considered the propriety of the Commission Rule that

concerned disincentives and incentives.[24] In that case, the Court rejected the Commission's use of a general incentive rate for all utilities in the prior rule.[25] The Court further held that under the EUEA and PUA, EE/LM incentives must be evidence-based, cost-based, and utility specific.[26]

In the second case, the Court rejected the NMAG's) argument that an incentive must be based on capital investment and determined that a utility could earn a return or performance-based incentive based on operating expenses incurred from EE programs, consistent with the Commission's ratemaking authority under the PUA and EUEA.[27] My testimony below explains how the incentive mechanism SPS proposes for the Triennial Plan is consistent with the Court decisions discussed above.

B. SPS's Proposed Incentive Mechanism

[24] *See New Mexico Attorney General v. New Mexico Public Regulation Commission*, 258 P.3d 453 (Jul. 27, 2011) ("*NMAG Decision*").

[25] *NMAG Decision* at 457-58.

[26] *Id*. At 458

[27] *See New Mexico Attorney General v. New Mexico Public Regulation Commission*, 309 P.3d 89, 96-97 (Aug 29, 2013).

Q. Did the Commission approve an incentive mechanism for SPS's most recent energy efficiency proceeding?

A. Yes. In Case No. 21-00186-UT SPS proposed the same incentive mechanism that was approved in its 2019 Triennial filing. However, the mechanism was recalibrated to account for projected PY 2022 changes in incremental savings goal targets that SPS needed to achieve in order to earn an incentive.

Q. Is SPS proposing an incentive mechanism for PYs 2023-2025 in this Triennial Plan?

A. Yes. SPS is proposing the same incentive mechanism for all three Triennial Plan years. This incentive mechanism is similar to the mechanism approved in Case No. 21-00186-UT and 19-00140-UT, but it has been adjusted to account for a change in SPS's weighted average cost of capital ("WACC") and savings targets projected for PYs 2023-2025.

Q. Please describe the proposed incentive mechanism for PYs 2023-2025.

A. The incentive mechanism proposed would utilize a sliding scale of achievement allowing SPS to earn a base incentive of 5.75% of actual spend if it meets a base incentive goal of 44 GWh net customer each year of the Plan. For every GWh achieved in excess of this base goal, SPS will incrementally achieve an additional 0.10% before capping out the incentive at 7.19% of actual spend, SPS's most

recent, Commission-approved pre-tax WACC.[28] Please refer to Attachment MRS-6 for a copy of SPS's proposed incentive mechanism for PY 2023-2025.

Q. Does SPS's proposed incentive comport with the EUEA requirements?

A. Yes. Consistent with the EUEA, the proposed incentive: (i) provides an opportunity (not guarantee) for SPS to earn an incentive; (ii) is based on SPS's actual performance, where performance is measured by EUEA spending and achievement goals; and (iii) at this time, provides a satisfactory basis for SPS to prefer demand-side over supply-side resources.

Q. Please explain further how the proposed incentive furthers the policies of the EUEA.

A. Section 62-17-3 of the EUEA states the following:

> It is the policy of the Efficient Use of Energy Act that public utilities, distribution cooperative utilities and municipal utilities include all cost-effective energy efficiency and load management programs in their energy resource portfolios, that regulatory disincentives to public utility development of cost-effective energy efficiency and load management be removed in a manner that balances the public interest, consumers' interests and

[28] *In the Matter of Southwestern Public Service Company's Application for: (1) Revision of its Retail Electric Rates Under Advice Notice No. 282; (2) Authorization and Approval to Shorten the Service Life and Abandon its Tolk Generating Station Units; and (3) Other Related Relief*, Case No. 19-00170-UT, Certification of Stipulation at 31 and 34 (May 11, 2020), *approved by* Final Order Adopting Certification of Stipulation (May 20, 2020).

> investors' interests and that the commission provide public utilities an opportunity to earn a profit on cost-effective energy efficiency and load management resources that, with satisfactory program performance, is financially more attractive to the utility than supply-side resources.

SPS's proposed incentive promotes this policy by rewarding the best efforts of SPS to implement available, cost-effective EE/LM programs that are designed to allow every affected customer class with the opportunity to participate and benefit economically.

The incentive also properly balances the public interest as well as that of SPS's customers and investors by establishing a reasonable range of potential incentive recovery that affords SPS the opportunity to earn a profit for satisfactory performance in the implementation of cost-effect EE/LM programs designed to meet and, potentially, exceed SPS's savings goal under the EUEA.

Q. Please explain how the incentive is evidence-based, cost-based, and utility specific.

A. As previously noted in the discussion of the *NMAG Decision*, the Court held EE/LM incentives must be evidence-based, cost-based, and utility specific. SPS's proposed incentive is both cost-based and utility-specific because it is based on SPS's portfolio budget level consistent with the three to five percent funding

requirement. The incentive will also be determined by the performance of SPS's EE programs in meeting the SPS-specific cumulative net customer savings goal, which is an indicator of progress towards SPS's EUEA goals. Therefore, the incentives: (a) will be calculated directly from SPS's actual EE/LM portfolio budget in the plan year; and (b) will reflect SPS's verified energy savings. As a result, the proposed incentives are unique to SPS for the plan year.

The incentive is evidence-based because the testimony provided herein provides SPS-specific cost and performance data. Thus, the incentive meets the requirements for the incentive approval in the *NMAG Decision*.

Q. Does SPS's proposed incentive comply with EE Rule?

A. Yes. As required by 17.7.2.8(L)(4) NMAC, the proposed incentive does not exceed the product (in dollars) of SPS's WACC multiplied by annual program costs. In addition, as discussed above, the proposed incentive properly balances the interests of customers with that of SPS.

Q. Does the proposed incentive meet the satisfactory performance criteria of 17.7.2.8(L) NMAC?

A. Yes. SPS's proposed incentive mechanism provides SPS an opportunity to earn an incentive based on actual performance and energy savings achievements used

to meet the EUEA goals. Specifically, the proposed incentive ensures satisfactory performance by targeting key performance metrics: (i) actual measured and verified savings achievements (*i.e.*, kWh reductions used for compliance) (Section 62-17-5(G)-(H)); and (ii) statutory spending requirement (Section 62-17-6(A)(1)).

Further, the proposed base incentive is not earned until SPS achieves at least 80 percent of approved PY energy savings goal. In addition, the incentive mechanism authorizes additional incentive amounts if SPS exceeds the minimum cumulative energy savings threshold.

XI. SPS'S EARNED INCENTIVE FOR PY 2021

Q. Please describe the stipulated PY 2021 incentive mechanism.

A. The incentive mechanism approved in Case No. 19-00140-UT,[29] for PYs 2020 and 2021 is presented in Attachment MRS-5. The incentive mechanism that was approved utilizes a sliding scale of achievement allowing SPS to earn a base incentive of 5.90% of actual spend if it meets a base incentive goal of 33 GWh net customer each year of the Plan. For every GWh achieved in excess of this base goal, SPS will incrementally achieve an additional .10% before capping out the incentive at 7.24% of actual spend.

Q. Did SPS earn an incentive for PY 2021 based on reported and verified savings from the statewide evaluator?

A**.** Yes. As described in Attachment MRS-2, SPS achieved 50.209 GWh (net customer) in 2021 which is 10 GWh over SPS's approved energy goal of 40.134 GWh (net customer). Based on these inputs, SPS is allowed to earn and recover a

[29] *In the Matter of Southwestern Public Service Company's Triennial Energy Efficiency Plan Application requesting approval of: (1) SPS's 2020-2022 Energy Efficiency Plan and Associated Programs; (2) A Financial Incentive Plan for Plan Year 2020; (3) Recovery of the Costs Associated with a Potential Energy Efficiency Study over a Two-Year Time Period; and (4) Continuation of SPS's Energy Efficiency Tariff Rider to Recover Its Annual Program Costs and Incentives,* Case No. 19-00140-UT, Final Order Approving Certification of Stipulation (Feb. 19, 2020).

maximum incentive of $844,761 for PY 2021. Please refer to the Direct Testimony of Mr. Luth for the 2021 incentive reconciliation that SPS will request in its 2023 EE Rider.

Q. Did SPS's programs perform satisfactorily in 2021 and in 2022 to date?

A. Yes. As previously noted, the 2021 Annual EE Report demonstrates that SPS met its 2021 performance and achievements as set forth in the EUEA. For 2022, SPS is on target to meet the current savings goal of 56.492 GWh.

Q. Does this conclude your pre-filed direct testimony?

A. Yes.

BEFORE THE NEW MEXICO PUBLIC REGULATION COMMISSION

IN THE MATTER OF SOUTHWESTERN PUBLIC SERVICE COMPANY'S TRIENNIAL ENERGY EFFICIENCY PLAN APPLICATION REQUESTING APPROVAL OF: (1) SPS'S 2023-2025 ENERGY EFFICIENCY PLAN AND ASSOCIATED PROGRAMS; (2) A FINANCIAL INCENTIVE FOR PLAN YEAR 2023; AND (3) CONTINUATION OF SPS'S ENERGY EFFICIENCY TARIFF RIDER TO RECOVER ITS ANNUAL PROGRAM COSTS AND INCENTIVES,	)	**CASE NO. 22-_____-UT**
SOUTHWESTERN PUBLIC SERVICE COMPANY,	)	
APPLICANT	)	

VERIFICATION

On this day, May 16, 2022, I, Mark R. Schoenheider, swear and affirm under penalty of perjury under the law of the State of New Mexico, that my testimony contained in Direct Testimony of Mark R. Schoenheider is true and correct.

/s/ Mark R. Schoenheider
Mark R. Schoenheider

Southwestern Public Service Company's

2023-2025
Energy Efficiency and Load Management Plan

Case No. 22-00___-UT

Prepared in Compliance with the Efficient Use of Energy Act and 17.7.2 NMAC (Energy Efficiency Rule)

May 16, 2021

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Glossary of Acronyms and Defined Terms

Acronym/Defined Term	Meaning
AMI	Advanced Metering Infrastructure
BYOT	Bring Your Own Thermostat
C&I	commercial and industrial
CCAE	Coalition for Clean Affordable Energy
CFL	compact fluorescent light
C&I	Commercial and Industrial
Commission	New Mexico Public Regulation Commission
deemed savings	Expected energy and demand savings attributed to well-known or commercially available energy efficiency and load management devices or measures based on standard engineering calculations, ratings, simulation models or field measurement studies, periodically adjusted as appropriate for New Mexico specific data, including building and household characteristics, and climate conditions in pertinent region(s) within the state
DOE	Department of Energy
DRMS	Demand Response Management Systems
DSM	demand-side management
EA	Energy Advisors
EE	Energy Efficiency
EE Rider	Energy Efficiency Rider
EESP or contractors	Energy Efficiency Service Provider
EMNRD	New Mexico State Energy, Minerals, and Natural Resources Department
EA	Energy Advisors

Acronym/Defined Term	Meaning
EPE	El Paso Electric Company
EUEA	New Mexico Efficient Use of Energy Act, as amended by Senate Bill 418 (2007), House Bill 305 (2008) and House Bill 267 (2013), NMSA 1978, §§62-17-1 through 62-17-11
GWh	gigawatt-hour, a measure of energy savings
HEI	Home Energy Insights
HER	Home Energy Report
HES	Home Energy Services
Home Use Study	Study of appliance saturations performed periodically by Wiese Research Associates
HPWH	Heat Pump Water Heater
HVAC	heating, ventilation, and air conditioning
Independent Program Evaluator or Evaluator	Person or group selected by a Commission-approved Evaluation Committee for the purpose of Measurement and Verification of the installation of cost-effective energy efficiency or load management projects
kW	kilowatt
kWh	kilowatt-hour
Large Customer	A utility customer at a single, contiguous field, location or facility, regardless of the number of meters at that field, location or facility, with electricity consumption greater than 7,000 megawatt-hours per year
LED	light-emitting diode
LIHEAP	Low-Income Home Energy Assistance Program
M&V	Measurement and Verification

Acronym/Defined Term	Meaning
Measure	The components of a public utility program, which may include material, device, technology, educational program, practice, or facility alteration.
MW	megawatt
MWh	megawatt-hour
NEB	non-energy benefits
NEMA	National Electrical Manufacturers Association, an organization that rates motor efficiency
NMGC	New Mexico Gas Company
NTG	Net-to-Gross
PMSM	Permanent Magnet Synchronous Motor
PNM	Public Service Company of New Mexico
Portfolio	All programs which will continue to be offered, and those proposed to be offered, by the public utility
Program	One or more measures or a bundled group of two or more products provided as part of a single offering to consumers
PYs	Plan Years
PSCo	Public Service Company of Colorado, a Colorado corporation
Rule	Commission's Energy Efficiency Rule, 17.7.2 NMAC
Self-Direct Administrator	Person or group selected by SPS to administer and manage cost-effective energy efficiency projects under the Large Customer Self-Direct program.
SPS	Southwestern Public Service Company, a New Mexico corporation
Staff	Commission's Utility Division Staff

Acronym/Defined Term	Meaning
SWEEP	Southwest Energy Efficiency Project
Triennial Plan or Plan	SPS's 2023-2025 Energy Efficiency Plan
UCT	Utility Cost Test
VFD	variable frequency drive
WACC	weighted average cost of capital
Xcel Energy	Xcel Energy Inc.
XES	Xcel Energy Services Inc.

Executive Summary

In accordance with the Efficient Use of Energy Act, as amended by Senate Bill 418 (2007), House Bill 305 (2008) (NMSA 1978, §62-17-1 through 62-17-11, "EUEA")[1], and House Bill 267 (2013), and the New Mexico Public Regulation Commission's ("Commission") 2017 version of the Energy Efficiency Rule (17.7.2 NMAC, "Rule"), Southwestern Public Service Company, a New Mexico corporation ("SPS") and electric utility operating company that is a wholly-owned subsidiary of Xcel Energy Inc. ("Xcel Energy"), respectfully submits for Commission review and approval SPS's 2023-2025 Energy Efficiency Plan ("Triennial Plan" or "Plan").

The EUEA requires public utilities to obtain cost-effective and achievable energy efficiency ("EE") and load management and a reduction of no less than five percent of 2020 retail sales by 2025, unless the Commission establishes a lower minimum savings requirement for a utility based on the maximum amount of energy efficiency and load management that the Commission determines can be achieved. As approved in Case No. 21-00186-UT, SPS's cumulative savings requirement for the 2021-2025 period is 269,769 MWh.[2]

The Triennial Plan provides SPS's proposed programs, budgets, and goals for its energy efficiency for program for plan years ("PYs") 2023 through 2025. SPS proposes a portfolio of electric energy efficiency direct impact programs in two main customer segments: Residential (including Low-Income) and Business (including Large Customer). In addition, the Triennial Plan includes a Planning & Research Segment, which provides support functions for the direct impact programs.

Plan Overview

SPS proposes the following energy efficiency programs for 2023-2025:

Residential Segment

- Home Energy Insights ("HEI");
- Residential Heating Ventilation and Air Conditioning ("HVAC") (Residential and Low-Income);
- Home Energy Services ("HES") (Residential and Low-Income);
- Home Lighting & Recycling;
- Heat Pump Water Heaters;
- School Education Kits;
- Residential Thermostat Rewards;
- Residential Codes and Standards; and

[1] The EUEA was most recently amended through HB 93 and has an effective date of May 20, 2020.

[2] *See* Case No. 21-00186-UT, *In the Matter of Southwestern Public Service Company's Submittal of Energy Efficiency Potential Study Pursuant to Final Order in Case No. 19-00140-UT and Corresponding Requests for Approval*, Recommended Decision at 23-26 and 55 (Feb. 3, 2022), approved by Final Order Approving Recommended Decision at 2-4 (Mar. 9, 2022).

- Refrigerator Recycling

Business Segment

- Business Comprehensive;
- Commercial Codes and Standards; and
- Business Thermostat Rewards

Planning and Research Segment

- Market Research;
- Measurement and Verification ("M&V");
- Consumer Education;
- Planning & Administration; and
- Product Development.

Tables 1a through Table 1c show SPS's proposed Triennial Plan budgets and goals for PYs 2023-2025. The portfolio-level Utility Cost Test ("UCT") ratio is forecasted to be 1.04 in 2023, 1.02 in 2024, and 1.00 in 2025.

Table 1a: SPS's 2023 Budgets & Goals

2023	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Business Program							
Business Comprehensive	**376**	**$9,239,402**	**3,937**	**26,473,342**	**4,289**	**28,374,429**	**1.01**
Building Tune-Up	4	$22,000	0	6,885	0	7,380	0.05
Cooling Efficiency	28	$528,000	78	297,264	85	318,610	0.25
Custom Efficiency	44	$5,113,000	1,855	15,280,584	2,021	16,377,904	1.01
Lighting Efficiency	224	$1,154,302	821	4,144,442	894	4,442,060	1.30
Motors & Drives	76	$2,422,100	1,183	6,744,167	1,288	7,228,475	1.05
Business Thermostat Rewards	48	$38,400	133	24,145	0	25,879	0.11
Commercial Codes & Standards	0	$14,797	0	0	0	0	N/A
Business Program EE Total	**424**	**$9,292,599**	**4,070**	**26,497,488**	**4,289**	**28,400,308**	**1.00**
Residential Program							
Home Energy Insights	34,365	$200,300	1,100	6,056,146	1,284	6,835,379	1.05
Heat Pump Water Heaters	455	$310,800	156	1,179,698	182	1,331,487	1.01
Home Energy Services - Residential and Low Income	**8,953**	**$2,515,733**	**656**	**9,666,110**	**765**	**10,909,831**	**1.32**
Residential Home Energy Services	853	$1,240,759	285	4,377,490	332	4,940,734	1.06
Low Income Home Energy Services	850	$1,209,394	332	4,912,035	387	5,544,057	1.51
Low Income Energy Savings Kit	7,250	$65,580	39	376,585	46	425,039	2.42
Home Lighting & Recycling	327,420	$1,425,627	928	9,502,792	1,078	10,589,014	1.87
HVAC - Residential and Low Income	**672**	**$778,331**	**236**	**1,095,971**	**276**	**1,236,988**	**0.62**
Residential HVAC	577	$399,331	135	495,975	157	559,791	0.55
Low Income HVAC	95	$379,000	102	599,997	119	677,197	0.70
School Education Kits	3,498	$217,365	95	798,312	111	901,029	1.25
Refrigerator Recycling	750	$158,148	41	503,551	48	568,342	0.59
Residential Codes & Standards	595	$91,894	287	47,397	335	53,495	2.71
Residential Thermostat Rewards	1,250	$207,159	592	514,642	0	580,860	0.49
Residential Program EE Total	**377,958**	**$5,905,357**	**4,092**	**29,364,617**	**4,079**	**33,006,423**	**1.30**
Planning and Research							
Consumer Education	0	$250,000	0	0	0	0	N/A
Market Research	0	$150,000	0	0	0	0	N/A
Measurement & Verification	0	$230,000	0	0	0	0	N/A
Planning & Administration	0	$420,000	0	0	0	0	N/A
Product Development	0	$190,000	0	0	0	0	N/A
EE Planning and Research Total	**0**	**$1,240,000**	**0**	**0**	**0**	**0**	**N/A**
PORTFOLIO TOTAL	**378,382**	**$16,437,956**	**8,162**	**55,862,105**	**8,368**	**61,406,732**	**1.04**

Table 1b: SPS's 2024 Budgets & Goals

2024	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Business Program							
Business Comprehensive	**400**	**$10,188,288**	**4,239**	**28,616,891**	**4,618**	**30,671,909**	**1.01**
Building Tune-Up	5	$29,200	0	6,885	0	7,380	0.04
Cooling Efficiency	30	$549,100	82	306,233	89	328,224	0.26
Custom Efficiency	51	$5,707,000	1,987	16,245,584	2,164	17,412,201	0.99
Lighting Efficiency	238	$1,355,088	938	4,985,654	1,022	5,343,680	1.34
Motors & Drives	76	$2,547,900	1,232	7,072,536	1,342	7,580,424	1.07
Business Thermostat Rewards	112	$51,200	333	49,155	0	52,685	0.17
Commercial Codes & Standards	1	$15,264	101	101,953	110	109,274	7.47
Business Program EE Total	**513**	**$10,254,752**	**4,672**	**28,767,999**	**4,727**	**30,833,869**	**1.02**
Residential Program							
Home Energy Insights	31,880	$203,685	1,018	5,629,748	1,188	6,354,117	0.86
Heat Pump Water Heaters	500	$335,800	171	1,298,073	200	1,465,093	1.05
Home Energy Services - Residential and Low Income	**9,506**	**$2,308,124**	**623**	**9,099,656**	**727**	**10,270,492**	**1.36**
Residential Home Energy Services	826	$1,136,188	274	4,165,836	320	4,701,846	1.12
Low Income Home Energy Services	830	$1,098,501	307	4,529,341	358	5,112,123	1.55
Low Income Energy Savings Kit	7,850	$73,435	42	404,479	48	456,523	2.35
Home Lighting & Recycling	238,099	$1,257,761	690	7,070,027	802	7,877,781	1.63
HVAC - Residential and Low Income	**739**	**$913,631**	**266**	**1,403,711**	**310**	**1,584,324**	**0.67**
Residential HVAC	609	$403,631	145	526,316	169	594,036	0.60
Low Income HVAC	130	$510,000	120	877,395	141	990,288	0.73
School Education Kits	3,523	$215,000	96	804,208	112	907,684	1.30
Refrigerator Recycling	1,000	$217,457	55	670,677	65	756,972	0.58
Residential Codes & Standards	618	$96,098	353	79,818	411	90,088	3.53
Residential Thermostat Rewards	1,635	$207,780	1,591	566,415	0	639,295	0.52
Residential Program EE Total	**287,500**	**$5,755,337**	**4,863**	**26,622,332**	**3,814**	**29,945,845**	**1.25**
Planning and Research							
Consumer Education	0	$250,000	0	0	0	0	N/A
Market Research	0	$150,000	0	0	0	0	N/A
Measurement & Verification	0	$245,000	0	0	0	0	N/A
Planning & Administration	0	$433,944	0	0	0	0	N/A
Product Development	0	$196,308	0	0	0	0	N/A
EE Planning and Research Total	**0**	**$1,275,252**	**0**	**0**	**0**	**0**	**N/A**
PORTFOLIO TOTAL	**288,013**	**$17,285,341**	**9,535**	**55,390,332**	**8,541**	**60,779,714**	**1.02**

Table 1c: SPS's 2025 Budgets & Goals

2025	Electric Participants	Electric Budget	Net Customer kW	Net Customer kWh	Net Gen kW	Net Generator kWh	Utility Cost Test Ratio
Business Program							
Business Comprehensive	**425**	**$10,803,570**	**4,344**	**29,321,714**	**4,732**	**31,427,347**	**1.01**
Building Tune-Up	6	$36,500	0	6,885	0	7,380	0.03
Cooling Efficiency	32	$561,600	86	316,028	94	338,723	0.28
Custom Efficiency	48	$6,001,000	1,948	15,994,101	2,122	17,142,659	0.95
Lighting Efficiency	263	$1,465,470	1,004	5,480,328	1,094	5,873,878	1.40
Motors & Drives	76	$2,739,000	1,305	7,524,372	1,422	8,064,707	1.10
Business Thermostat Rewards	186	$64,300	582	72,010	0	77,181	0.20
Commercial Codes & Standards	1	$12,796	199	201,616	217	216,094	18.89
Business Program EE Total	**612**	**$10,880,666**	**5,125**	**29,595,341**	**4,949**	**31,720,622**	**1.03**
Residential Program							
Home Energy Insights	40,358	$218,393	1,276	6,974,763	1,489	7,872,193	1.04
Heat Pump Water Heaters	550	$353,800	188	1,429,790	220	1,613,758	1.14
Home Energy Services - Residential and Low Income	**9,559**	**$2,084,893**	**580**	**8,285,370**	**676**	**9,351,434**	**1.41**
Residential Home Energy Services	803	$1,038,020	260	3,849,478	303	4,344,784	1.17
Low Income Home Energy Services	806	$973,089	277	4,025,326	324	4,543,258	1.60
Low Income Energy Savings Kit	7,950	$73,784	42	410,566	49	463,392	2.46
Home Lighting & Recycling	164,290	$1,153,811	493	5,054,937	573	5,632,076	1.34
HVAC - Residential and Low Income	**783**	**$990,288**	**267**	**1,560,972**	**312**	**1,761,820**	**0.70**
Residential HVAC	643	$413,288	157	558,437	183	630,290	0.66
Low Income HVAC	140	$577,000	110	1,002,535	129	1,131,529	0.72
School Education Kits	3,548	$212,969	96	810,104	112	914,339	1.36
Refrigerator Recycling	1,250	$276,497	68	836,733	79	944,393	0.59
Residential Codes & Standards	635	$89,131	307	71,543	358	80,748	3.61
Residential Thermostat Rewards	2,145	$231,420	2,516	618,154	0	697,690	0.51
Residential Program EE Total	**223,118**	**$5,611,202**	**5,791**	**25,642,365**	**3,818**	**28,868,452**	**1.20**
Planning and Research							
Consumer Education	0	$250,000	0	0	0	0	N/A
Market Research	0	$150,000	0	0	0	0	N/A
Measurement & Verification	0	$275,000	0	0	0	0	N/A
Planning & Administration	0	$448,351	0	0	0	0	N/A
Product Development	0	$202,825	0	0	0	0	N/A
EE Planning and Research Total	**0**	**$1,326,176**	**0**	**0**	**0**	**0**	**N/A**
PORTFOLIO TOTAL	**223,730**	**$17,818,044**	**10,916**	**55,237,706**	**8,768**	**60,589,074**	**1.00**

I. Portfolio Characteristics

SPS's energy savings obligations under the EUEA and the EE Rule are shown in the following table as a percent of SPS's adjusted 2020 sales, along with SPS's verified achievements (through 2021), and forecasted savings (2022-2025). SPS must achieve 269,769 gigawatt-hours ("GWhs") in PYs 2021-2025 to meet its EUEA savings goal. As shown in Table 2 below, SPS projects to achieve a total of 273,191 GWhs through PY 2025.

Table 2: SPS Progress to EUEA Goal

Year	Annual Net Customer Achievement (GWh)	Cumulative Net Customer Achievement (GWh)	Cumulative % of SPS's Goal Requirement
2021 Actual	50,209,534	50,209,534	19%
2022 Forecast	56,492,074	106,701,608	40%
2023 Forecast	55,862,105	162,563,713	60%
2024 Forecast	55,390,332	217,954,045	81%
2025 Forecast	55,237,706	273,191,751	101%

A. Public Participation

17.7.2.8.B NMAC requires utilities to solicit public input from the Commission's Utility Division Staff ("Staff"), the New Mexico Attorney General, the New Mexico State Energy, Minerals, and Natural Resources Department ("EMNRD"), as well as environmental group representatives, consumer advocates, and other interested parties on the design and implementation of its proposed programs prior to filing its Energy Efficiency Plan. In compliance with this requirement, SPS invited representatives from Staff, the New Mexico Attorney General's office, Southwest Energy Efficiency Project ("SWEEP"), Coalition for Clean Affordable Energy ("CCAE"), EMNRD, Occidental Petroleum, LLC, El Paso Electric ("EPE"), New Mexico Gas Company ("NMGC"), and Public Service Company of New Mexico ("PNM"). SPS held its first public participation meeting on February 25, 2022 via web conference. Representatives of EMNRD, SWEEP, Staff, EPE, PNM, and NMGC participated in the meeting. SPS representatives provided a review of 2021 preliminary achievements, an overview and update of the 2021 Potential Study Filing, and the tentative programs and products the Company was reviewing for inclusion into the Triennial filing. SPS also addressed CCAE's program-related proposals outlined in Case No. 21-00186-UT and committed to providing final results of their evaluation at the second meeting.

SPS held its second public participation meeting on April 25, 2022 via web conference. Participating attendees included representatives from Staff, EMNRD, NMGC, EPE, and PNM. SPS provided final savings and spending from 2021, an overview of current program offerings and proposed updates for the 2023-2025 Triennial Filing, and discussed final feedback on CCAE's program-related proposals from Case No. 21-00186-UT. Table 3, below, presents a summary of the feedback SPS received from both meetings held in preparation of the Triennial Plan:

Table 3: SPS Response to Public Meeting Input

Category	Question/Suggestion	SPS Response
February 25, 2022 Public Participation Meeting		
Home Energy Services (Low-Income)	Sweep would like to find a way where we pay 100% of incremental costs for LI measures	For the vast majority of projects we do pay 100% of incremental costs.
Home Energy Services	Can you provide more detail on manufactured home and multi-family measures you will be offering?	We have not identified a full list of measures, but one would be floor insulation.
Home Energy Services	For Multifamily offerings, is there a statewide program that involves both gas and electric? Have you tried to work with the Gas utility in your area to promote measures?	SPS representatives are unsure but we can look into it and will follow-up.
Heat Pump Water Heaters	Are you working with distributor networks to promote the offering? More states that are in the market are doing a lot of trade partner engagement	We are still looking into the best way to offer. There are several barriers, including contractors aggressively dissuading customers for one reason or another.
Residential HVAC	Have you looked at including rooftop controls in this program?	Rooftop controls are eligible for rebates through the custom program, but at this time we don't feel it's necessary to offer prescriptive rebates for these measures.
Residential HVAC	PNM has moved their offering to a mid-stream model. Would SPS be able to build out a program similar?	The Company is unsure of what the model will change into, but we haven't seen much success in a mid-stream model in some of our other states.
Residential HVAC	Are you looking at packaged prescriptive measures for heat pumps?	This may take a few years for technology and customer adoption to catch up, but we would like to.
Business lighting	Has SPS thought about advanced controls?	Yes, we have some measures in the program (occupancy sensors) but not any tied to HVAC.

Building Tune-Up	Do you offer an HVAC tune-up in the Recommissioning Program?	We do not have a robust tune-up offering of measures. Some tune up measures have benefit, and some do not.
<u>April 25, 2022 Public Participation Meeting</u>		
N/A	N/A	N/A

B. Broad Participation of all Classes

SPS recognizes that its customers represent a large variety of end-uses including, but not limited to: residential; irrigation; agricultural processing; oil well pumping; grain elevators; industrial; gas pipeline compression; federal installations; municipal street, guard, and flood lighting; public and parochial schools; and water pumping customers. For the purposes of this Triennial Plan, all end-uses have been divided into two customer segments: Residential and Business. Household and low-income customers fall into the Residential Segment. Commercial, agricultural, municipal, school, and industrial customers fall into the Business Segment. SPS has developed a portfolio that is well-balanced and designed to provide all customers the ability to participate. For business customers, SPS has a custom product within the Business Comprehensive program that provides rebates for any cost-effective energy efficiency measures that have not been included in a prescriptive product, ensuring that all business customers may participate in a program.

C. Estimated Energy and Demand Savings

SPS manages its energy efficiency and load management programs as cost-effectively as possible and maximizes its energy and demand savings at a reasonable cost. The 2023, 2024, and 2025 estimated energy and demand savings for the individual programs are shown in Tables 1a-1c (above). SPS's proposed goals assume that all programs will operate for a full 12 months.

D. Ease of Program Deployment

SPS continues to leverage its large institutional infrastructure to bring its energy efficiency programs to the market. Specifically, through Xcel Energy Services Inc. ("XES"), SPS has internal capabilities in product development, program management, rebate processing, and regulatory administration, which it can rely on to develop, implement, and administer the energy efficiency and load management programs.

SPS intends to administer the Business Comprehensive program in conjunction with a third-party contractor. The Business Comprehensive program includes: Cooling Efficiency, Lighting Efficiency, Motor & Drive Efficiency, Custom Efficiency, Large Customer Self-Direct, and Building Tune-Up.

Other programs, including HEI, Residential HVAC (including low-income), HES (including low-income), Home Lighting & Recycling, School Education Kits, Codes and Standards (residential and commercial), and Refrigerator Recycling will be partially or completely administered by third-party providers.

E. Product Development Process

For over 30 years, XES or its predecessors has successfully operated energy efficiency and load management programs, and in doing so, has gained significant expertise in the design

and development of these programs. XES and SPS use a comprehensive product development process to identify, analyze, prioritize, and select the programs to include in its energy efficiency and load management portfolio. The product development process utilizes traditional stage/gate methods in order to foster sound ideas that meet customer needs and Company goals. The process begins by analyzing service territory characteristics (*e.g.*, number and types of customers, climate, and market potential) to develop a list of relevant programs that Xcel Energy's operating companies have successfully operated in other jurisdictions. The specific stages that the product development process then follows are: Opportunity Identification, Framing, Concept Evaluation, Development, Test, and Launch. Ideas are reviewed by management at the transition points between each stage, which allows for proper culling of less effective ideas early in the process before significant work is done. Descriptions of each stage are provided below.

Opportunity Identification - The objectives of this stage are to compile ideas for new programs/products from those who are closest to the customers, describe the program concept, and to filter the most viable ideas that will progress to the Framing Stage. This stage begins by asking: "*What idea do you have that will solve a customer concern?"* This stage solicits ideas from several sources and provides a brief explanation of the concept in the form of an Idea Napkin. To progress to Framing, new ideas must pass a prioritization screening process so that only the most promising ideas are worked on in the Framing Stage.

Framing - The objectives of this stage are to evaluate the market opportunity of new program/product ideas. This stage begins by asking: "*What is the opportunity for this idea?"* The ultimate deliverable of this stage will be a Framing Document, which is the due diligence needed to develop the program/product case. It will also define project boundaries and determine strategic fit from a business, technical, and market perspective. The primary gate decision here is, *"Does this concept merit spending more resources?"*

Concept Evaluation - Once it has been determined that a new concept is a viable opportunity upon which to spend more resources, the program/product idea moves to the Concept Evaluation Stage. The objectives of this stage are to refine and validate assumptions made in the Framing Stage, and to more clearly define the program/product and opportunity. The process to obtain any legal approvals or meet any regulations begins here. The deliverables of this stage are high-level requirements, a Product Case 1.0, and a high-level project plan. The primary gate decision is, "*Should we commit the resources/dollars to build this measure, product, or program?"*

Development - Once the program/product receives concept approval, the process moves to the Development Stage. All high-level requirements are broken down into detailed requirements, and the project plan is refined in order to accomplish physical development of the product and systems. Preliminary launch planning begins in this stage. The deliverable from this stage is a testable product. The primary gate decision is, "*Is the measure, product, or program ready to be tested (if needed) or moved to launch?"*

Test - Once the measure, product, or program has passed the Development Stage, it is tested against user requirements and usage scenarios to verify desired performance. Operational processes are also tested for flow-through. Testing assesses the readiness for full deployment. Testing could take various forms such as laboratory testing or field trial (pilot testing). Any needed rework of the product before deployment is done in this stage. The deliverables of this stage are: end-to-end validation of test results, operational and product/program assessments for full deployment, and the complete marketing plan to bring the product/program to launch. The primary gate decision is, *"Are we ready to proceed with launch, or should the measure, product, or program go back to design?"*

Launch - Upon successful testing, the process moves to the Launch Stage. The objectives of this phase are to stabilize all processes, transition the new product/program into a life cycle, and execute launching the product/program. The primary gate decision is*, "Is everything ready from beginning to end that will enable this product/program to be successful?"*

F. Risk of Technologies and Methods

As discussed above, SPS's affiliated operating companies have extensive experience designing, implementing, and administering energy efficiency and load management programs in a variety of jurisdictions. The Triennial Plan benefits from those years of experience and expertise and allows SPS to have greater confidence in its program proposals. The proposed programs have been offered successfully either in New Mexico or in other jurisdictions. The third-party partnerships are with reputable, long-standing organizations. Therefore, SPS does not perceive a great risk with the technologies or methods it has chosen. However, the New Mexico service area is a significantly different market than other jurisdictions where the Company offers demand-side management ("DSM") programs. The SPS jurisdiction has much lower population density and a more homogenous business sector with the largest local industries being: oil and gas production and agriculture. In other jurisdictions, manufacturing, commercial real estate, education, and retail are more prevalent and more likely to participate. SPS is mindful of the challenges associated with its market with regards to customer participation.

G. Under Review, Rejected, and Future Programs

SPS draws on the historical knowledge it has developed over the past several years operating energy efficiency and load management programs in New Mexico. SPS continuously works with customers, vendors, and other organizations to identify new opportunities.

The following programs/products were reviewed in the Product Development process but are still under review.

1. Programs/Measures Under Development or Review

a. Oil Field Measures

SPS continues to look for possible prescriptive measures for this market segment. One avenue for this research is to review custom projects for repeatable measures. SPS is working with CLEAResult to continue pursuing custom projects with which to gain more insight into technology that could be moved to a prescriptive measure. SPS will continue to work with the oil and gas industry to help identify potential measures specific to this customer segment.

b. High Bill Alerts

A product that leverages Advanced Metering Infrastructure ("AMI") to notify customers in a timely manner that they are on track for a higher-than-normal bill and provide tips to reduce usage. Successful high bill alerts are dependent on AMI metering and therefore are not feasible in the service territory at this time.

c. Controlled Environment Assessment

A highly customized assessment option for optimizing controlled environment agriculture facilities. Detailed reports will be tailored to customer's horticultural goals.

2. Programs/Measures Rejected

a. Residential HVAC Mid-stream

Investigated using a midstream model instead of the existing downstream rebates for program implementation. The midstream approach had a high cost versus savings due to the rural service territory and did not have the high contact with customers or contractors that SPS believes is needed to move this market.

b. Heat Pumps for Manufactured Homes

Due to the limitations in ducting space in manufactured homes, it is not possible to install a heat pump above the baseline specification. SPS will continue to watch the market and re-consider the potential to market heat pumps to manufactured homeowners should a more efficient model become available.

SPS believes its proposed Triennial Plan provides sufficient program opportunities to cover the most common electric end-uses operated in households and businesses. As new technologies become available, the Product Development team will evaluate them for inclusion in future programs. Furthermore, any party interested in submitting a new measure to SPS for consideration can do so through the Xcel Energy website.[3]

H. Goal Setting

SPS considered the following factors while developing its energy efficiency program goals and budgets for the Triennial Plan:

[3] http://www.xcelenergy.com/productideas

- legislated goals;
- legislated budget parameters;
- historical and expected participation levels;
- settlement requirements;
- incremental cost of energy efficient equipment;
- 2021 EE Potential Study
- recent Commission decisions; and
- cost-effectiveness.

I. General Marketing

SPS proposes to market to both the residential and business customer segments based on the number of customers, relative size of each customer, and potential for conservation at the customer site. SPS uses a more personal sales approach for large commercial and industrial ("C&I") customers because they generally have larger and more complex energy efficiency and load management opportunities. Small business customers may work with XES's Business Solutions Center to learn more about program offerings. In contrast, because energy efficiency potential for individual residential customers is relatively small and costs per participant need to be strictly controlled, SPS relies most heavily on mass-market advertising and promotion for this segment as well as trade partners that have been trained to utilize the programs.

In addition to formal rebate and incentive programs, SPS maintains a large database of energy savings information on its website.[4] All currently rebated measures, as well as rebate amounts, can be found on the website. Customers and the general public are able to access information on the latest technologies and practices available for saving energy. Residential customers can access information on low/no-cost ways to save energy, performing an energy assessment, and calculating appliance energy consumption. Business customers can keep up to date on new technologies and access one of several energy advisor or energy assessment tools.

The proposed programs in this Triennial are designed to accommodate diverse customer lifestyles and provide convenient participation and information to assist customers in making wise energy choices. In addition to its direct impact program portfolio, SPS plans to provide consumer education, as well as conduct market research, product development, and planning and administration to support these programs. More detailed marketing approaches are available in the program description sections of the Triennial Plan.

J. Utility Cost Test and Avoided Costs

17.7.2.8.J NMAC requires that a utility's portfolio of energy efficiency and load management programs be cost-effective, and Section 62-17-4(C) of the EUEA states the

[4] https://www.xcelenergy.com/Programs_and_Rebates

UCT shall be used to determine cost-effectiveness. Programs are cost-effective if they achieve positive net benefits in the UCT (*i.e.*, the UCT is greater than 1.0

Individual program-level UCT results are provided in Table 1a-1c. The following sections describe the assumptions SPS has made in order to perform the cost-effectiveness and energy and demand savings estimates.

1. Avoided Costs

In order to determine the cost-effectiveness of its programs, SPS must first calculate the avoided generation, transmission, distribution, and marginal energy costs associated with the energy efficiency and load management savings.

a. Generation

Avoided generation represents the cost of supply-side generation resources displaced by energy efficiency and load management programs. The avoided generation values used in the Triennial Plan were derived by XES's Resource Planning group. SPS utilized the EnCompass production cost model to determine the least-cost portfolio of resources and alternative portfolios to meet customers electric demand and energy needs consistent with its New Mexico Integrated Resource Plan (Case No.21-00169-UT).[5] Resources were selected that most closely met resource needs based on an overall least-cost approach that balanced actual resource cost and the corresponding cost of energy. The analysis covered the entire 22-year planning period of this Plan. Table 4 below provides the annual values of avoided generation costs from 2023 to 2044.

Table 4: Estimated Annual Avoided Generation Capacity Costs for Energy Efficiency Programs

Year	Gen Capacity $/kW-yr	Year	Gen Capacity $/kW-yr
2023	$0.00	**2034**	$67.61
2024	$0.00	**2035**	$69.03
2025	$0.00	**2036**	$70.50
2026	$57.22	**2037**	$71.99
2027	$58.42	**2038**	$73.51
2028	$59.66	**2039**	$75.07
2029	$60.91	**2040**	$76.66
2030	$62.19	**2041**	$78.29
2031	$63.50	**2042**	$79.95
2032	$64.84	**2043**	$81.65
2033	$66.21	**2044**	$83.38

[5] *In the Matter of Southwestern Public Service Company's 2021 Integrated Resource Plan for New Mexico*, Case No. 21-00169-UT, Final Order (Oct. 21, 2021).

b. Transmission and Distribution

Avoided transmission and distribution refers to the costs avoided by saving electricity rather than having to extend or improve the existing transmission and distribution system to meet increased demand. The values in the table below were provided by XES Transmission and Distribution Planning groups and represent the estimated annualized cost of transmission interconnection and delivery of the proposed supply-side generation resources.

Table 5: Estimated Avoided Transmission and Distribution Costs

	Avoided Capacity $/kW-yr				Avoided Capacity $/kW-yr		
Year	**Transmission**	**Distribution**	**T&D**	**Year**	**Transmission**	**Distribution**	**T&D**
2023	$0.00	$9.43	$9.43	**2034**	$3.19	$11.72	$14.91
2024	$0.00	$9.62	$9.62	**2035**	$3.25	$11.96	$15.21
2025	$0.00	$9.81	$9.81	**2036**	$3.32	$12.20	$15.52
2026	$2.72	$10.01	$12.73	**2037**	$3.38	$12.44	$15.82
2027	$2.78	$10.21	$12.99	**2038**	$3.45	$12.69	$16.14
2028	$2.83	$10.41	$13.24	**2039**	$3.52	$12.94	$16.46
2029	$2.89	$10.62	$13.51	**2040**	$3.59	$13.20	$16.79
2030	$2.95	$10.83	$13.78	**2041**	$3.66	$13.47	$17.13
2031	$3.01	$11.05	$14.06	**2042**	$3.73	$13.74	$17.47
2032	$3.07	$11.27	$14.34	**2043**	$3.81	$14.01	$17.82
2033	$3.13	$11.49	$14.62	**2044**	$3.89	$14.29	$18.18

c. Marginal Energy

The hourly marginal energy costs represent the incremental fuel cost from owned and purchased power generation or the incremental cost of short-term market purchases, whichever are lower, after meeting SPS's load requirements. The hourly marginal costs are representative of the costs avoided by saving energy rather than generating or purchasing it. For the Triennial Plan, the Company's Resource Planning Modeling group utilized the EnCompass production cost model to produce hourly marginal energy estimates. The marginal energy cost is representative of SPS generation resources, SPS contractual assets, future-planned asset additions, and electric markets. For each individual measure in the Plan, an hourly load shape is assigned. The estimated annual avoided energy resulting from the product of hourly marginal energy estimates and the hourly load shape is used to determine the estimate annual avoided energy costs for each measure.

Table 6 below provides annual average values for the marginal energy baseline

Table 6: Estimated Annual Avoided Marginal Energy Costs

Annual Average $/MWh			
Year	**Marginal Energy without Emissions**	**Year**	**Marginal Energy without Emissions**
2023	$25.51	**2034**	$23.52
2024	$22.04	**2035**	$23.51
2025	$22.04	**2036**	$22.86
2026	$22.79	**2037**	$23.96
2027	$22.77	**2038**	$24.83
2028	$22.89	**2039**	$25.97
2029	$22.52	**2040**	$26.74
2030	$23.62	**2041**	$28.23
2031	$23.42	**2042**	$29.46
2032	$22.92	**2043**	$30.96
2033	$24.17	**2044**	$32.45

2. Discount Rate/Cost of Capital

SPS used its most recent Commission-approved before-tax weighted average cost of capital ("WACC") for the discount rate in its cost-effectiveness analysis. Specifically, SPS utilized the WACC approved in Case No. 19-00170-UT.[6] The tax-unadjusted WACC from that case is 7.19 percent.

3. Net-to-Gross

Net-to-Gross ("NTG") refers to the percent of customers who purchase energy efficient equipment or provide load control who would not have done so without the existence of the utility's energy efficiency and load management programs. NTG is used to determine the actual amount of energy and demand saved that can be attributed to the influence of SPS's energy efficiency and load management programs. The NTG ratio does not normally reflect the percent of customers who install the efficiency measure; instead, the "Installation Rate" is estimated through the M&V process.

In 2021, Evergreen Economics moved utilities to a prospective NTG. NTG ratios determined in the PY2021 evaluations conducted by Evergreen will be applied to PY2022 savings achievement. SPS will utilize these NTG in the calculation of energy savings until updated values through an evaluation cycle become available. Additional details on NTG factors, including product, channel, or measure level NTG ratios can be found in Appendix

[6] *In the Matter of Southwestern Public Service Company's Application for: (1) Revision of its Retail Electric Rates Under Advice Notice No. 282; (2) Authorization and Approval to Shorten the Service Life and Abandon its Tolk Generating Station Units; and (3) Other Related Relief*, Case No. 19-00170-UT, Certification of Stipulation at 31 and 34 (May 11, 2020), *approved by* Final Order Adopting Certification of Stipulation (May 20, 2020).

B: Planning Assumptions, of the 2021 M&V Report included as Appendix A to SPS's 2021 Annual Report.

4. Transmission Loss Factors

The Transmission Loss Factor accounts for the energy lost in the form of heat due to resistance while electricity is being transmitted from the generator to the customer. This value becomes important because energy and demand savings are typically measured at the customer meter and must be converted into generator savings to understand their impact on resource planning. SPS uses a weighted average loss factor of 6.7 percent for the annual energy saved, and a factor of 8.2 percent at the time of system peak for the annual capacity savings for all business programs. For residential programs, these factors are 11.4 percent for the annual energy saved, and 14.3 percent for the annual capacity savings. These factors are consistent with those used in SPS's most recently approved base rate case (Case No. 17-00255-UT).

5. Non-Energy Benefits

Non-energy benefits ("NEB") are those savings to the customer or utility that result from participation in an energy efficiency or load management program but that are not directly related to the consumption of fuel served by SPS (electricity). Such NEBs may include savings from reduced outages, arrearages, savings, or costs related to the change in consumption of fuel not served by SPS (*e.g.*, natural gas, propane, wood, etc.), or incremental operation and maintenance savings of labor, maintenance, or materials. SPS has included a 20 percent NEBs adder for low-income in its benefit-cost analyses.

6. System Benefits

System benefits refer to the benefits received by everyone served by SPS's electrical system as a result of SPS offering energy efficiency and load management programs. By definition, cost-effective energy efficiency and load management programs deliver system benefits to all customers by reducing or alleviating the need to build new generation, transmission, or distribution to meet growing customer demand. While the participants in these programs will reap the additional benefit of a decrease in their electricity consumption, all customers will benefit from the system reductions. The total portfolio UCTs for the Triennial filing are projected to be 1.04 in 2023, 1.02 in 2024, and 1.00 in 2025, which demonstrates that the benefits (the avoided costs of generation, transmission, distribution of traditional power plants or purchases of power) outweigh the projected energy efficiency programs' utility and customer costs.

II. Program Delivery and Administration

A. General Marketing and Outreach Plan

SPS has developed an extensive marketing and outreach plan to target residential (including low-income) and business customers throughout the service area. The following sections describe the plans specific to each customer segment.

1. Residential Segment

The focus over the life of the Triennial Plan will be to increase awareness and interest in energy efficiency among homeowners and renters. Efficiency messages will be promoted through a variety of channels, including:

- efficient equipment distributors and installation contractors;
- advertising, bill inserts, newsletters, and direct mail campaigns;
- internet, email, and social media marketing;
- SPS's residential call center; and
- joint promotions with SPS's Consumer Education program (indirect).

2. Business Segment

SPS will use a wide variety of channels and marketing tactics to reach its business customers and trade allies. The ultimate goal is to increase program awareness and knowledge with customers and trade partners, drive efficient equipment stocking practices, and increase program participation.

SPS will use the following channels to interact with customers:

- Account Managers – Account Managers will work with SPS's large, managed account customers to inform them of energy efficiency programs, help them identify qualifying energy efficiency opportunities, and walk them through the participation process. This channel is very important for the customized programs due to the participation requirements and complexities of analyzing energy savings.
- Energy Advisors – The Energy Advisors ("EA") from the Business Solutions Center will handle all interactions with SPS's small and mid-sized non-managed account customers. They will educate business customers about efficiency programs and cross-sell energy efficiency on incoming calls for utility issues. In addition, they will proactively reach out to customers to help promote energy efficiency programs, guide customers through the application process, and prepare paperwork for rebate submission.
- Third-Party Program Implementers – SPS will rely on a third-party program implementer to provide direct customer marketing, outreach, and trade training for specific program offerings. The implementer will perform energy efficiency audits and will recommend participation in all Business programs. The implementer will also perform a sales engineering role supporting both managed and non-managed customers. The implementer will also assist customers to complete rebate applications and process supporting documentation.

SPS will use the following marketing tactics to notify and educate business customers about the programs:

- program collateral including feature sheets, case studies, rebate applications, and engineering analysis worksheets;
- newsletters, newspaper advertising, radio advertising, and internet search advertising;
- presentations to Chambers of Commerce, trade organizations, and architectural and engineering firms; and
- targeted campaigns via direct mail or email to customers and trade allies.

SPS remains committed to delivering cost-effective projects in the future, and to that end, it is implementing strategies to accelerate customer acceptance going forward. SPS's efforts to improve business performance include:

- continuing to build general energy efficiency and program awareness with customers;
- expanding trade outreach to increase the number of energy efficiency proponents in its service territory;
- increasing large customer planning and sales efforts; and
- continuing to aggressively market all business programs.

SPS is confident that these activities will significantly augment the work already started in New Mexico and build a strong pipeline of energy efficiency projects for completion in future years.

B. Roles and Responsibilities

SPS typically uses resources from several different internal departments to administer its energy efficiency programs. Specifically, the following roles contribute to the process:

- Market Research Analyst – performs and oversees research on the energy efficiency market to help guide program planning;
- Product Developer – identifies and develops the proposed programs and products;
- Program Manager – manages overall program marketing and performance tracking;
- Account Manager – interacts with large business customers to promote programs;
- Energy Solutions Engineer – reviews Custom Efficiency and Large Customer Self-Direct applications, and helps to develop and refine product deemed savings and technical assumptions;
- Energy Advisor– works with small and mid-sized account customers;
- Rebate Processor – reviews/approves applications and invoices and pays rebates; and
- Regulatory Analyst – performs benefit-cost analyses, drafts and manages program filings, and corresponds with regulators and other interested parties.

In addition, SPS works with outside groups such as equipment vendors and manufacturers, community agencies, third-party administrators, and contractors as noted in the individual program descriptions.

C. Reporting Process

SPS filed its first annual report reflecting its 2008 program year on August 1, 2009 and has filed its reports annually each subsequent year. The 2021 Annual Report was filed on May 16, 2022. Listed below are the details provided in this report:

- actual expenditures and verified achievements of the preceding calendar year;
- reporting requirements as stated in 17.7.2.14 NMAC;
- program/project descriptions, including an explanation of deviations from goal and changes during 2021 organized into the Residential, Business, and Planning & Research Segments; and
- benefit-cost analyses for the Residential and Business programs, as well as the overall portfolio.

D. Cost Recovery

The EUEA authorizes utilities to receive cost recovery for Commission-approved energy efficiency and load management expenditures. Cost recovery from each customer is capped at $75,000 per year. To recover these expenditures, SPS proposes to continue collecting its costs through an Energy Efficiency Rider ("EE Rider") charge applied to the energy consumption adjusted for the loss factor at each of four voltage-service levels. The EE Rider rates for these service levels are summarized in Table 7a below. The EE Rider will approximate contemporaneous cost recovery of the 2023 Plan expenditures. The EE Rider will be revised with each plan to recover:

- forecasted expenditures - for PY 2023, expenditures are forecasted to be $16,437,956; and
- any approved incentive/disincentive compensation for the program year.

The proposed Triennial Plan costs would result in the EE Rider rates shown in Table 7a below.

Table 7a: Triennial Plan Energy Efficiency Rider

Rate Schedule	Rate (% of Bill)
Residential Service, Residential Heating Service, Residential Water Heating Service, Small General Service, Small Municipal and School Service, Municipal Street Lighting Service, Area Lighting Service	3.331%
Secondary General Service, Irrigation Power Service, Large Municipal and School Service	3.331%
Primary General Service	3.331%
Large General Service – Transmission	3.331%

1. Rate Impact and Customer Bill Impact

The following table shows the estimated average monthly bill impact of the proposed EE Rider:

Table 7b: Estimated Average Bill Impact of Triennial Plan Energy Efficiency Rider

Average Customer Impacts (assumes $16,437,956 recovery of estimated program-related costs)			
Rate Schedule	**Monthly Bill excluding EER**	**Monthly EER Charge**	**Charge as % of Bill**
Residential Service -- 900 kWh	$118.17	$3.94	3.331%
Small General Service – 1,100 kWh	$125.87	$4.19	3.331%
Secondary General Service -- 45 kW; 15,000 kWh	$1,560.48	$51.98	3.331%
Primary General Service -- 80 kW; 35,000 kWh	$2,796.47	$93.16	3.331%
Large General Service Transmission -- 6,300 kW; 4,000,000 kWh	$409,575.30	$6,250.00	1.526%

2. Shared/Allocated Program Costs

SPS's plan includes indirect programs with associated costs. Since these costs cannot be directly attributed to a program, SPS uses an allocation methodology approved by the Commission in the Final Order in Case No. 07-00376-UT. The Commission adopted the Recommended Decision of the Hearing Examiner in that case, which stated "SPS's filing demonstrates that its alternative method is appropriate and should be approved."

In accordance with its approved alternative method, SPS has allocated the projected direct program costs associated with marketing and promotion, rebates, labor, and utility administration to the individual program budgets. However, the indirect costs of Consumer Education, Market Research, M&V, Planning & Administration, and Product Development were kept out of the individual program budgets.

SPS believes that this is the most appropriate treatment of costs not specific to a particular program for several reasons:

- First, such costs are often not directly related to individual programs. Therefore, to use the direct costs of those particular programs as an allocation method would not be accurate.
- Second, these types of costs are often irregular, with large expenses in some years and almost no expenditures in other years. If SPS must allocate these charges to the programs, regardless of magnitude, it may result in certain programs becoming non-cost-effective.

- Third, given the variation in these costs from year-to-year, and the suggested method to allocate based on direct program costs, it would be very difficult for SPS to manage individual program budgets and ensure their cost-effectiveness because program managers would not know how much to expect from these indirect programs.
- Finally, it is more administratively efficient for SPS to manage the indirect costs outside of the individual programs. SPS's internal accounting system uses individual accounting codes for each indirect program as well as for each direct-impact program. These indirect costs could not be allocated directly to the programs, but would first be charged to their subject area, and then allocated to the programs, creating a two-step accounting process instead of one.

3. Budget Categories

SPS intends to use the following five budget categories to track and report its annual expenditures for each energy efficiency program:

- Total Incentive – The total dollars paid in rebates to customers.
- Internal Administration – This category includes the costs for:
    - Project Delivery – to deliver the program to the customer including Program Manager labor and costs;
    - Utility Administration – to administer the program internally, including Rebate Processing and Planning & Administration;
    - Other Project Administration – internal or external costs not covered in any other cost category. These costs may include outside contractors and consultants hired to perform installation, engineering, or other services for SPS to assist in delivery or administration of programs to customers; and
    - Research & Development – internal costs to develop the programs.
- Third-Party Delivery – Used only when a third-party administers, implements, or delivers a major portion of the program to customers. This should include all costs that the third-party incurs, minus the cost of the energy efficient equipment, which should be counted as a rebate.
- Promotion – Costs to market and promote the programs.
- M&V – Costs to perform M&V on the programs.

The following table describes SPS's proposed program expenditures split into the proposed budget categories listed above.

Table 8a: SPS's PY 2023 Program Costs by Budget Category

2023	Internal Administration	Third Party Delivery	Promotion	Incentives	Measurement and Verification	Total
Business Program						
Business Comprehensive	**$585,653**	**$4,813,200**	**$715,000**	**$3,125,550**	**$0**	**$9,239,402**
Building Tune-Up	$1,000	$0	$0	$21,000	$0	$22,000
Cooling Efficiency	$27,200	$402,500	$17,000	$81,300	$0	$528,000
Custom Efficiency	$188,000	$2,900,000	$125,000	$1,900,000	$0	$5,113,000
Lighting Efficiency	$175,853	$272,700	$368,000	$337,750	$0	$1,154,302
Motors & Drives	$193,600	$1,238,000	$205,000	$785,500	$0	$2,422,100
Business Thermostat Rewards	$24,900	$1,500	$4,000	$8,000	$0	$38,400
Commercial Codes & Standards	$4,382	$10,415	$0	$0	$0	$14,797
Business Program EE Total	**$614,935**	**$4,825,115**	**$719,000**	**$3,133,550**	**$0**	**$9,292,599**
Residential Program						
Home Energy Insights	$95,300	$105,000	$0	$0	$0	$200,300
Heat Pump Water Heaters	$7,800	$28,000	$47,500	$227,500	$0	$310,800
Home Energy Services - Residential and Low Income	**$381,776**	**$105,870**	**$330,000**	**$1,698,087**	**$0**	**$2,515,733**
Residential Home Energy Services	$188,208	$50,000	$180,000	$822,551	$0	$1,240,759
Low Income Home Energy Services	$173,008	$50,000	$130,000	$856,386	$0	$1,209,394
Low Income Energy Savings Kit	$20,560	$5,870	$20,000	$19,150	$0	$65,580
Home Lighting & Recycling	$104,410	$242,250	$575,000	$503,967	$0	$1,425,627
HVAC - Residential and Low Income	**$65,651**	**$245,000**	**$60,000**	**$407,680**	**$0**	**$778,331**
Residential HVAC	$35,651	$170,000	$45,000	$148,680	$0	$399,331
Low Income HVAC	$30,000	$75,000	$15,000	$259,000	$0	$379,000
School Education Kits	$16,825	$116,562	$7,500	$76,478	$0	$217,365
Refrigerator Recycling	$4,185	$71,963	$45,000	$37,000	$0	$158,148
Residential Codes & Standards	$27,439	$64,455	$0	$0	$0	$91,894
Residential Thermostat Rewards	$46,909	$35,000	$50,000	$75,250	$0	$207,159
Residential Program EE Total	**$750,295**	**$1,014,100**	**$1,115,000**	**$3,025,963**	**$0**	**$5,905,357**
Planning and Research						
Consumer Education	$250,000	$0	$0	$0	$0	$250,000
Market Research	$150,000	$0	$0	$0	$0	$150,000
Measurement & Verification	$0	$0	$0	$0	$230,000	$230,000
Planning & Administration	$420,000	$0	$0	$0	$0	$420,000
Product Development	$190,000	$0	$0	$0	$0	$190,000
EE Planning and Research Total	**$1,010,000**	**$0**	**$0**	**$0**	**$230,000**	**$1,240,000**
PORTFOLIO TOTAL	**$2,375,229**	**$5,839,215**	**$1,834,000**	**$6,159,512**	**$230,000**	**$16,437,956**

Table 8b: SPS's PY 2024 Program Costs by Budget Category

2024	Internal Administration	Third Party Delivery	Promotion	Incentives	Measurement and Verification	Total
Business Program						
Business Comprehensive	**$619,575**	**$5,414,196**	**$787,000**	**$3,367,517**	**$0**	**$10,188,288**
Building Tune-Up	$1,200	$0	$0	$28,000	$0	$29,200
Cooling Efficiency	$28,400	$415,100	$20,000	$85,600	$0	$549,100
Custom Efficiency	$204,000	$3,363,000	$140,000	$2,000,000	$0	$5,707,000
Lighting Efficiency	$181,575	$351,796	$400,000	$421,717	$0	$1,355,088
Motors & Drives	$204,400	$1,284,300	$227,000	$832,200	$0	$2,547,900
Business Thermostat Rewards	$27,900	$1,500	$5,000	$16,800	$0	$51,200
Commercial Codes & Standards	$4,474	$10,790	$0	$0	$0	$15,264
Business Program EE Total	**$651,949**	**$5,426,486**	**$792,000**	**$3,384,317**	**$0**	**$10,254,752**
Residential Program						
Home Energy Insights	$100,685	$103,000	$0	$0	$0	$203,685
Heat Pump Water Heaters	$7,800	$28,000	$50,000	$250,000	$0	$335,800
Home Energy Services - Residential and Low Income	**$379,908**	**$105,952**	**$226,000**	**$1,596,264**	**$0**	**$2,308,124**
Residential Home Energy Services	$191,174	$50,000	$111,000	$784,014	$0	$1,136,188
Low Income Home Energy Services	$166,974	$50,000	$90,000	$791,527	$0	$1,098,501
Low Income Energy Savings Kit	$21,760	$5,952	$25,000	$20,723	$0	$73,435
Home Lighting & Recycling	$107,302	$249,500	$528,415	$372,544	$0	$1,257,761
HVAC - Residential and Low Income	**$63,571**	**$245,000**	**$63,000**	**$542,060**	**$0**	**$913,631**
Residential HVAC	$31,571	$170,000	$46,000	$156,060	$0	$403,631
Low Income HVAC	$32,000	$75,000	$17,000	$386,000	$0	$510,000
School Education Kits	$17,308	$115,300	$5,000	$77,392	$0	$215,000
Refrigerator Recycling	$5,168	$98,040	$65,000	$49,250	$0	$217,457
Residential Codes & Standards	$28,268	$67,830	$0	$0	$0	$96,098
Residential Thermostat Rewards	$46,530	$10,000	$50,000	$101,250	$0	$207,780
Residential Program EE Total	**$756,539**	**$1,022,622**	**$987,415**	**$2,988,760**	**$0**	**$5,755,337**
Planning and Research						
Consumer Education	$250,000	$0	$0	$0	$0	$250,000
Market Research	$150,000	$0	$0	$0	$0	$150,000
Measurement & Verification	$0	$0	$0	$0	$245,000	$245,000
Planning & Administration	$433,944	$0	$0	$0	$0	$433,944
Product Development	$196,308	$0	$0	$0	$0	$196,308
EE Planning and Research Total	**$1,030,252**	**$0**	**$0**	**$0**	**$245,000**	**$1,275,252**
PORTFOLIO TOTAL	**$2,438,740**	**$6,449,108**	**$1,779,415**	**$6,373,078**	**$245,000**	**$17,285,341**

Table 8c: SPS's PY 2025 Program Costs by Budget Category

2025	Internal Administration	Third Party Delivery	Promotion	Incentives	Measurement and Verification	Total
Business Program						
Business Comprehensive	**$647,485**	**$5,716,923**	**$863,000**	**$3,576,162**	**$0**	**$10,803,570**
Building Tune-Up	$1,500	$0	$0	$35,000	$0	$36,500
Cooling Efficiency	$29,600	$423,500	$21,000	$87,500	$0	$561,600
Custom Efficiency	$218,000	$3,533,000	$150,000	$2,100,000	$0	$6,001,000
Lighting Efficiency	$185,885	$386,423	$425,000	$468,162	$0	$1,465,470
Motors & Drives	$212,500	$1,374,000	$267,000	$885,500	$0	$2,739,000
Business Thermostat Rewards	$30,900	$1,500	$6,000	$25,900	$0	$64,300
Commercial Codes & Standards	$4,501	$8,295	$0	$0	$0	$12,796
Business Program EE Total	**$682,886**	**$5,726,718**	**$869,000**	**$3,602,062**	**$0**	**$10,880,666**
Residential Program						
Home Energy Insights	$107,393	$111,000	$0	$0	$0	$218,393
Heat Pump Water Heaters	$7,800	$28,000	$43,000	$275,000	$0	$353,800
Home Energy Services - Residential and Low Income	**$374,078**	**$106,034**	**$150,000**	**$1,454,781**	**$0**	**$2,084,893**
Residential Home Energy Services	$186,259	$50,000	$75,000	$726,761	$0	$1,038,020
Low Income Home Energy Services	$166,059	$50,000	$50,000	$707,030	$0	$973,089
Low Income Energy Savings Kit	$21,760	$6,034	$25,000	$20,990	$0	$73,784
Home Lighting & Recycling	$110,281	$249,500	$530,254	$263,776	$0	$1,153,811
HVAC - Residential and Low Income	**$66,518**	**$245,000**	**$67,000**	**$611,770**	**$0**	**$990,288**
Residential HVAC	$32,518	$170,000	$47,000	$163,770	$0	$413,288
Low Income HVAC	$34,000	$75,000	$20,000	$448,000	$0	$577,000
School Education Kits	$17,805	$114,358	$2,500	$78,307	$0	$212,969
Refrigerator Recycling	$4,625	$125,372	$85,000	$61,500	$0	$276,497
Residential Codes & Standards	$28,506	$60,625	$0	$0	$0	$89,131
Residential Thermostat Rewards	$47,170	$5,000	$50,000	$129,250	$0	$231,420
Residential Program EE Total	**$764,176**	**$1,044,889**	**$927,754**	**$2,874,384**	**$0**	**$5,611,202**
Planning and Research						
Consumer Education	$250,000	$0	$0	$0	$0	$250,000
Market Research	$150,000	$0	$0	$0	$0	$150,000
Measurement & Verification	$0	$0	$0	$0	$275,000	$275,000
Planning & Administration	$448,351	$0	$0	$0	$0	$448,351
Product Development	$202,825	$0	$0	$0	$0	$202,825
EE Planning and Research Total	**$1,051,176**	**$0**	**$0**	**$0**	**$275,000**	**$1,326,176**
PORTFOLIO TOTAL	**$2,498,238**	**$6,771,607**	**$1,796,754**	**$6,476,446**	**$275,000**	**$17,818,044**

III. Program Details

A. Residential Segment

SPS will continue to offer a wide range of product offerings to serve the Residential Segment throughout the Triennial. These offerings will be available to over 92,000 customers residing in single family homes, multi-family homes, and apartments and condominiums in southeastern New Mexico.

The Residential Segment will focus on educating customers about energy efficiency, giving them simple ways to participate, and encouraging them to make long-term commitments to reduce their energy usage. The marketing strategy for the Residential Segment is to build awareness and provide consumers a variety of energy efficiency offerings, including direct impact measures, indirect impact services, and educational tools.

SPS will execute Residential Segment outreach and marketing efforts using targeted advertising, statement messaging, community meetings, events at local retailers, as well as content and tools on Xcel Energy's website xcelenergy.com.

SPS proposes to offer residential customers nine energy efficiency programs in the Triennial Plan, including: (i) HEI, (ii) Residential HVAC (Residential and Low-Income), (iii) HES (Residential and Low-Income), (iv) Home Lighting & Recycling, (v) Heat Pump Water Heaters, (vi) School Education Kits, (vii) Residential Thermostat Rewards, (viii) Residential Codes and Standards, and (ix) Refrigerator Recycling. The following sections detail each of the proposed programs.

1. Home Energy Insights

a. Program Description

HEI, previously known as Energy Feedback, is a free service offered to SPS residential customers designed to help them save energy and money by providing targeted Home Energy Reports ("HERs"). The report compares a customer's energy consumption to similar nearby households for benchmarking an individual household's performance. HEI 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 HEI program, SPS works with a third-party implementer that helps utilities meet their efficiency goals through effective customer engagement. This program currently serves 23,350 New Mexico customers as of February 2022.

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.

The product's main offerings include the following two components:

Personalized HERs – A targeted direct mail or email report that provides specific recommendations and tips to motivate customers to reduce their energy consumption. The individualized reports provide:

- customers' energy use compared to the average of similar-sized nearby homes with similar characteristics;
- personalized energy efficiency recommendations and tips based on an analysis of the household's energy usage, demographics, and home characteristics and information provided by the participant; and
- advice on how report recipients can easily implement efficiency measures based on their individual circumstances.

HEI energy savings are derived by comparing the energy usage of a Control Group to a Treatment Group, both randomly assigned. 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 SPS and other external influences. The third-party implementer uses its experience with utility behavioral programs and data analytics capabilities to group similar customers and summarize energy savings. 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. 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.

Online Portal – An online suite of tools provides customers the most up-to-date insight into their energy consumption and actions they can take to become more energy efficient. These tools are available to all SPS residential customers in New Mexico and expand upon the information customers receive in their HERs while providing more details and opportunities to customize their experience. These tools offer customers flexibility to analyze their consumption and provide options for customers to update their profiles making future HERs even more personalized and useful.

Customers who engage in the online portal are compared to similar customers who have not accessed the portal in order to determine energy savings driven by the use of the online tools. Savings from customers who are part of the HER Treatment Group who also use online tools will have all savings measured as part of their HER savings calculation. Only savings from customers who are not part of the HER Treatment Groups will be counted as attributable to online savings.

Budget

The budgets were developed based on estimated third-party implementer pricing, the Company's portfolio targets, and internal administrative cost estimates.[7] The majority of the product's budget is allocated to third-party implementation services, which include preparing and mailing the HERs, data analytics, marketing and conducting an ongoing regression analysis of Treatment and Control Group participants to determine the electric savings. Administrative costs for customer data extraction and product administration to be completed by SPS are based on costs derived from previous program years.

The budget for the online portal is largely fixed due to the information technology and delivery method and does not change as more customers use the tools and services. Online portal license fees are apportioned to this product's budget based on customer counts.

Changes for PYs 2023-2025

The Company has received RFP responses and is in the process of making a vendor selection towards improved direct mail, e-mail, and online customer experiences, while potentially expanding engagement options to phone applications and text. The Company anticipates selecting and contracting to be completed by June with service commencing in January 2023. The Company will work with the third-party administrator to determine when a refill of customers can be added based on a sample size that will provide statistically significant savings. The existing participants ("Legacy Group") along with a new cohort established in 2021 will roll over into 2023 and continue to receive HERs. The company will work with the vendor selected through the RFP to identify potential process changes

[7] Final third-party implementer contract pricing will be negotiated via RFP later in 2022 for the 2023-2025 filing period.

to determining home characteristics such as square footage, home type occupants and months of usage history with hopes to enroll additional participants.

b. Program Administration

There is no customer application or rebate for this product. Participants for the Treatment Group are secured using a random selection process administered by the third-party implementer. New participants, when added, will be informed of their selection at the beginning of treatment and will be given the opportunity to opt-out from receiving the Treatment Group communications at any time. Appropriately sized Control Groups are identified by the third-party implementer and enable isolation of effects attributable to each Treatment Group. The Control Group customers have not and will not be directly contacted or targeted by SPS or the third-party implementer regarding this product.

The on-line version of the Home Energy Insights program is opt-in. Customers become participants once they log onto My Account and go to the My Energy pages.

c. Marketing and Outreach Plan

The program randomly selects and opts customers into the HEI program. It is not marketed for customer enrollment. Participants may opt out of outbound communications at any time.

The online portal will be available to all New Mexico residential customers who engage in the My Account portal in addition to HEI participants. Active engagement of those customers will be initiated through:

- Alert messages to HEI participants with email addresses to encourage a greater understanding of their energy use and savings opportunities.
- Customer visits to the My Account portion of Xcel Energy's website, which features customized energy feedback results and a prominent button for customers to select to see more details and use the portal tools. My Account customers receive periodic reminders to visit My Account to view their bill, make payments, or track energy use.
- General marketing and promotion of online tools and services as part of program communications.
- Outbound marketing efforts to targeted customers may include email, on-bill messaging and promotion and social marketing.

d. Measurement & Verification Plan

Actual consumption in the form of meter billing data is used to M&V this program. Data for all participants, comparison homes, and control homes is provided to the third-party implementer for continuous analysis and performance reporting. The third-party implementer compares the consumption of participants ("Treatment Group") to those of the Control Group to determine the savings resulting from the program. Regarding both

the HER and online measures, energy savings will have a one-year life, with ongoing treatment and information exposure necessary to continue the full energy-savings benefits.

The independent evaluator performs M&V on the program annually.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial program benefit-cost analyses and Appendix B for the forecast planning assumptions.

2. Residential HVAC (Residential and Low Income)

a. Program Description

The Residential HVAC program, previously known as Residential Cooling, provides a rebate to SPS residential and low-income customers who purchase qualifying evaporative cooling and heating, ventilation, and air conditioning quipment for residential use. This program will also work with multi-family complexes to replace older inefficient equipment with new HVAC equipment, with an emphasis on serving the low-income units through direct installation where possible. Low Income multi-family complexes are those where the majority of the residents receive government support, receive funds from the Section 8 voucher program or make less than 200% of the poverty guideline. This program strives to increase energy efficiency in homes and apartments by encouraging consumers to purchase high efficiency evaporative coolers, central air conditioning and other HVAC equipment. The overall goals of the program are to educate customers on the benefits of using high efficiency units and creating demand to encourage retailers and contractors to stock high efficiency units.

Rebates are available for both premium evaporative cooling systems, which include equipment with media saturation effectiveness of 85 percent or higher. Only new, permanently installed direct, indirect, or two-stage evaporative cooling units qualify for the program. Customers must select their model from the pre-qualified equipment list. Portable coolers or systems with vapor compression backup are not eligible, nor are used or reconditioned equipment.

Rebates are also available for qualifying high efficiency air conditioning, air source heat pump systems, and select mini-split heat pumps installations. Contractors that perform quality installations that include proper sizing, testing, and efficiency along with supporting documentation will receive an extra rebate incentive.

Budget

The budget for the Residential Cooling program was developed based on historical program participation. The majority of the funds will go toward customer rebates, contractor incentives, program administration and promotions. Residential Cooling promotions include: an advertising campaign, retailer in-store signage, program applications, educational information about high efficiency units such as brochures for

customers and contractors, bill onserts, and contractor training if needed. In order to attract more customers to the program, rebates have been raised higher than the 2022 levels.

Changes for PYs 2023-2025

A third-party implementer will be added to run the program to administer residential customer rebates for high efficiency equipment. Added for this filing is an emphasis on retrofitting older equipment for low-income multi-family housing to new efficient systems. The third-party implementer will be able to focus on barriers for the contractors and customers, such as education on the benefits of high-efficiency equipment, as well as the availability of the equipment at local retailers. To help break down the barriers, the implementer and SPS will provide training for contractors on heat pump technology advancements and best practices for installations. They will provide information to the public through sponsored events to raise awareness for using highly efficient HVAC equipment.

b. Program Administration

SPS will hire a third-party implementer to administer the Residential HVAC program customers including low-income multi-family complexes. Customers will purchase the qualifying equipment and have it installed by a certified contractor of their choice. In the case of multi-family complexes, the implementer will replace the older equipment with new HVAC. SPS will maintain a list of certified contractors who will assist the customer to determine eligible equipment, install equipment correctly, complete rebate applications, and answer technical questions.

c. Marketing and Outreach Plan

The Residential HVAC program will include the following strategic marketing efforts:

- advertising through local radio, print, and internet ads;
- contractor/retailer incentives to increase contractor support of the program;
- customer email newsletters;
- bill onserts during the cooling season; and
- informational packets to contractors in the SPS New Mexico area detailing the program and its benefits.

SPS will target local retailers, regional equipment distributors, and contractors in SPS's New Mexico service area to receive program literature and promote the program. Retailers, distributors, and contractors in New Mexico will be an essential part of customer awareness efforts and will receive information on program changes regularly.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the 2022 and 2025 program years.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial program benefit-cost analyses and Appendix B for the forecast planning assumptions.

3. Home Energy Services (Residential and Low-Income)

a. Program Description

The HES program provides incentives to Energy Efficiency Service Providers ("EESPs" or "contractors") for the installation of a range of upgrades that save energy and reduce costs for existing residential and low-income households. Low-income households are those where the majority of the residents receive government support, receive funds from the Section 8 voucher program or make less than 200% of the poverty guideline. Residential and low-income customers can receive a combination of energy-efficiency and weatherization measures such as insulation, air infiltration reduction, duct leakage repairs, pipe-insulation, energy efficient showerheads, aerators, LED bulbs and advanced power strips.

Additionally, low-income customers will receive an offer through various marketing channels such as email, direct mail, or text message informing them of their eligibility to receive a free Energy Savings Kit. A customer is automatically qualified if they receive energy assistance through a federal program including Low-Income Home Energy Assistance Program (LIHEAP). If the customer chooses to receive a kit, they will send their response to the third-party implementer. Customers will receive a kit within six to eight weeks. The kits are made up of low-cost energy-saving measures, such as:

- LED bulbs;
- high efficiency showerheads;
- kitchen aerators;
- bathroom aerators; and
- LED nightlights

Low-income customers will also be provided with the opportunity to receive energy saving measures through food banks and pantries who offer services within SPS territory. The giveaways will be provided at no cost to customers and are made up of measures such as:

- LED bulbs; and
- LED nightlights

The primary objective of this program is to achieve cost-effective reductions in energy consumption in residential homes. Additional objectives of the program are to:

- encourage private sector delivery of energy efficiency products and services;
- utilize a whole-house approach to upgrade efficiently; and
- significantly reduce barriers to participation by streamlining program procedures and M&V requirements.

SPS will partner with qualifying contractors/EESPs to deliver these services. EESPs must apply to the program and be approved in order to participate. SPS will require EESPs to receive pre-approval for targeted multi-family sites prior to installation of any energy efficiency measures for which an incentive will be requested.

Budget

The budget is primarily calculated by reviewing historical costs per participant and applying those costs to the estimated number of participants. Participation rates were determined by considering a feasible number of energy efficiency projects and the most likely measures to be installed during the year. To estimate the number of projects for PYs 2023-2025, historical participation from 2020 and 2021, and feedback from the contractors/EESPs were used. The budget is made up of contractor incentives, third-party administration, customer incentives and administrative activities such as data capture and analysis, processing for rebates, and communications/promotions.

Changes for PYs 2023-2025

Changes to the program include allowing customers in multi-family complexes and manufactured homes to participate. Manufactured homes (often referred to as mobile homes) are those that are built in a factory on a chassis and then transported to a site to be occupied. Contractors will be encouraged to pro-actively engage manufactured home park residents by reaching out to manufactured home park managers and collaborating with them to inform their residents about this opportunity. In addition, EESP's will be provided marketing materials on other residential programs such as refrigeration recycling and heat pumps and encouraged to identify and discuss them with relevant customers. If a customer is interested in pursuing one of these opportunities the EESP will be responsible for leaving the relevant marketing material.

b. Program Administration

SPS will pay incentives to contractors on the basis of the deemed savings per measure implemented in customer homes. To determine the total rebate, each project will be evaluated individually based on the efficiency measures incorporated and the summer demand and annual energy savings achieved.

In their incentive application, contractors must include: the name of the EESP; the scope and location of work; the number and type of measures installed; the time period for completion of work; the payment requested; and the energy demand and consumption savings expected by the installed measures. Savings, rebates, and contractor incentives will be tracked by the Frontier Energy P-3 database.

SPS will administer the HES program and will contract with third-party EESPs to perform all marketing and installations for this program. SPS will hold a series of contractor workshops and contact experienced contractors to explain the program, its process, and participation requirements.

In order to be approved as a certified EESP, each contractor will be required to demonstrate a commitment to fulfilling program objectives and a competency in completing the proposed project. To do so, EESPs will be required to submit the following information as part of the application process:

- a description of the EESP's business, including relevant experience, areas of expertise, and references;
- a work plan that covers the design, implementation, project schedule, operation, and management of the project, including M&V of the project (the amount of detail required in this work plan will vary with project size);
- evidence of good credit;
- proof of applicable insurance, licenses, and permits;
- a valid New Mexico Contractor's License (GB-2 or GB-98);
- a New Mexico tax number;
- a valid New Mexico business license; and
- SPS-approved certification for at least one person on each work crew.

The Low-Income Kits offering does not pay a rebate, but rather provides free energy efficiency measures to participating low-income customers. Identified incentive dollars are the estimated value of the measures of the kit.

c. Marketing and Outreach Plan

SPS will work with contractors to market the program in order to reach a broad audience of customers and increase participation. Additionally, SPS will continue to conduct outreach for the program sponsors through a variety of marketing methods, including brochures, workshops, advertising, bill onserts, and other appropriate means. When and if possible, SPS will also contact and coordinate with community agencies such as the New Mexico Mortgage Finance Authority or LIHEAP agencies for the low-income portion of the program.

SPS will manage the marketing and outreach for the Low-Income Kits portion of the Low-Income HES product. Low-income customers will receive direct mail offers for the free energy savings kits which include a pre-paid business reply card. SPS will evaluate additional communication channels such as email and text message to promote participation within Low-Income Kits.

d. Measurement & Verification Plan

A third-party inspection contractor will conduct random in person visits to ongoing and finished projects to determine if contractors have fulfilled their stated claims of energy efficiency increases. The inspection contractor will also randomly inspect customer agreements, low-income certifications, field notes, insurance, and contractor licenses to ensure that contractors are complying with all requirements of the program.

The independent evaluator is expected to perform M&V on the 2024 program year.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial program benefit-cost analyses and Appendix B for the forecast planning assumptions.

4. Home Lighting & Recycling

a. Program Description

The Home Lighting & Recycling product provides resources for customers to purchase energy-efficient light bulbs and to dispose of fluorescent light bulbs in an environmentally friendly manner. Using energy-efficient bulbs is an easy and inexpensive way for customers to save electricity. The Company provides an avenue for customers to purchase discounted energy-efficient bulbs through local retailers. Customers can also recycle CFLs free of charge through the product at Home Depot and various hardware stores.

Bulb Discounts
SPS motivates customers to purchase LEDs by offering in-store retail discounts through an upstream model. An instant rebate is provided through Company collaboration with bulb manufacturers and retailers, enabling customers to purchase a variety of energy-efficient bulb models at a discounted price. SPS partners with retailers such as Home Depot, Walmart, Ace Hardware, Lowe's, Target, Goodwill and Dollar Tree. Customers receive the discounted price at the register; there is no mail-in rebate form.

CFL Recycling
The CFL Recycling component provides an environmentally friendly method for customers to dispose of CFLs. SPS created a partnership with retailers to serve as the retail arm for CFL recycling. Customers can bring spent CFLs to participating hardware stores and recycle them free of charge. The retailer stores the bulbs in a covered bin until it is full and ships the bulbs to the recycler in the postage paid bin. SPS covers the cost to ship and recycle the bulbs. There is no known health risk associated with LED disposal. Therefore, SPS does not offer LED recycling.

Budget
The Home Lighting & Recycling program budget is based primarily on the number of bulbs sold. SPS developed the budget by combining costs for incentives, implementation, advertising, promotion, and labor. The advertising costs will be spent on TV, radio, online, and print advertising.

The goal for this program was developed by reviewing market potential and logistics, including an analysis of historical sales data, retail store chains, and local promotional opportunities. This in turn helps determine estimated costs for budget development.

Changes in PYs 2023-2025
The company plans on adding LED night lights and smart bulbs to the program.

b. Program Administration

The Home Lighting program is offered throughout the SPS service area. SPS works with retail chain stores in order to obtain maximum penetration of the product and reach as many people as possible. SPS obtains sales data from the participating retailers for the sales of energy efficient bulbs including the wattage, model of bulb, date of sale, and retailer/location of sale. SPS uses a third-party implementer, Slipstream, to oversee manufacturer and retailer relations, develop an RFP to select partners, create parameters, calculate energy savings, contract with partners, implement the on-site field visits to educate partners, set sale signage, and verify inventory and prices of the discounted bulbs. SPS uses a variety of retail partners to ensure optimal pricing and help reduce free-ridership, including big box, mass merchandiser, and hardware stores. SPS makes every effort to target retailers and events that serve the hard-to-reach market segment. Customers may also choose to purchase discounted bulbs on our online store, which is another avenue we use to reach customers who may not live by a participating retailer.

c. Marketing and Outreach Plan

The objectives of the Home Lighting & Recycling program are to motivate customers to purchase LEDs, persuade them to try using energy-efficient bulbs in different applications throughout their homes, and encourage them to recycle the CFL bulbs when they burn out.

SPS uses discounts to motivate customers to purchase bulbs. The value of the incentive varies by the type and cost of the bulb. Customers can find participating retailers, locations and the bulbs that are discounted on the Xcel Energy website: http://www.xcelenergy.com/lightingdeals. SPS creates awareness of the program and drives customers to the retailers and/or website with television, radio, print, point-of-purchase display, bill onserts and online advertising. SPS also promotes LEDs at local community events to raise awareness of energy-efficiency and distribute free energy efficient bulbs.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the 2024 program year.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial program benefit-cost analyses and Appendix B for the forecast planning assumptions.

5. Heat Pump Water Heaters

a. Program Description

The Heat Pump Water Heater ("HPWH") program is designed to encourage SPS customers to purchase and install an eligible energy efficient electric HPWH for residential use. HPWHs are the most efficient electric fuel option for customers. The incentive will be available for self-install or professional installation through an HVAC contractor.

Following installation, a completed rebate application form and invoice are submitted to SPS. Customers can expect to receive a rebate six to eight weeks after submitting an application.

Qualifying Appliances:
The electric HPWH must meet the following requirements in order to qualify for the incentive:

- residential equipment listed on the Air-Conditioning, Heating, and Refrigeration Institute (AHRI) website or ENERGY STAR website. Indirect units and commercial water heaters are not eligible;
- installed in a new or existing home; and
- customer must receive electric service from SPS to qualify for a rebate.

Budget
The budget for the HPWH program was developed based on forecasted participation. The majority of the funds will go toward customer rebates, internal administration to launch the new program and to develop the point-of-sale rebate platform.

Changes for PYs 2023-2025
The Company will explore offering point-of-sale instant rebates at applicable retailers to increase product availability and induce a market transformation. Raising the rebates should help incentivize retailers to stock eligible product models. Limited product availability has historically been a barrier for program participation.

b. Program Administration

SPS will administer the HPWH program internally. Customers can purchase the qualifying equipment and install it themselves or work with the contractor of their choice to have it installed. If point-of-sale rebates are implemented, SPS will maintain a list of certified contractors who will assist the customer to determine eligible equipment, install equipment correctly, complete rebate applications, and answer technical questions. Otherwise, the program will operate as it had in 2022.

c. Marketing and Outreach Plan

The HPWH program will include the following strategic marketing efforts:

- customer email newsletters;
- direct mail;
- Signage in participating retailers promoting instant rebates;
- bill onserts throughout the year; and
- informational packets to contractors in the SPS New Mexico area detailing the program and its benefits.

SPS will target local retailers, regional equipment distributors, and contractors in SPS's New Mexico service area to receive program literature and promote the program. Retailers, distributors, and contractors in New Mexico will be an essential part of customer awareness efforts and will receive information on program changes regularly.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the 2023 program year.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial program benefit-cost analyses and Appendix B for the forecasted planning assumptions.

6. School Education Kits

a. Program Description

School Education Kits is a turnkey educational program that combines energy efficiency curriculum for teachers with easy-to-install energy efficiency and water-saving measures for students to install at home. SPS provides the program at no cost and targets its primary product to fifth grade students in its New Mexico service area with this annual program.

SPS and the third-party contractor will monitor schools in the New Mexico service area to determine if and when the program should be moved to another grade level to meet individual school district standards. The same content and kit measures would be provided, and the program would remain at that specific grade level for that school in subsequent years.

Starting in PY 2022, SPS began offering specialty bulb kits to participating schools for additional incentive and savings. These products are available for high school students and through community outreach programs.

The School Education Kits will include measures such as:

Take Action Kit (5th Grade)

- LED bulbs;
- high-efficiency showerheads;
- kitchen aerators;
- bathroom aerators;
- LED nightlights; and
- Classroom and at-home study materials

Innovation Kit (High School)

- advanced power strips;
- LED bulbs;

- High-efficiency showerheads;
- bathroom aerators;
- LED nightlights; and
- Classroom and at-home study materials

Specialty Kit – (Community)
- LED bulb variety pack; and
- LED nightlights

The program provides direct-impact conservation as part of an education program through classroom activities, curriculum, at home workbooks, and materials. Students participate in class activities and at home with parents testing and installing energy efficiency devices. The kits include items for at home testing such as thermometers for measuring water temperature and flow bags to determine water flow rates for showers and faucets. The program builds awareness of energy conservation in children and provides energy efficiency programs to customers of all income levels.

Budget
The School Education Kits budget was developed based on SPS's participation goals, estimated kit costs, and historical budgets. About 54 percent of the School Education Kits program budget will be paid to the third-party contractor for administration of the program. The remainder of the budget is designated for the cost of the measures in the kits, as well as internal labor to provide direction and oversight to the implementer, prepare and analyze data for reporting, and manage program expenditures.

The School Education Kits program does not pay a rebate, but rather provides free energy efficiency curriculum and activity kits to participating classrooms. Identified incentive dollars are the estimated value of the measures of the kit.

Changes for PYs 2023-2025
Beginning in 2023, the Innovation Kits for high school students will include the advanced power strip. The Company added the Innovation kit to the program in 2022 without the advanced power strip. In addition, the Company will claim savings for nightlights. In the past, the kits included night lights without claiming savings.

b. Program Administration

The program will be marketed and administered by the third-party contractor. The third-party contractor assumes all responsibility for curriculum and kit development, outreach to teachers, delivery of materials, and participant survey. SPS pays a flat rate per kit to cover all services.

In addition, the third-party contractor will perform pre- and post-surveys to gather installation data on the program. These surveys will confirm installation of energy and water saving devices. These results will be used, along with deemed savings estimates, to determine the demand and energy savings from the kits based on students and teacher

responses identifying the number of LEDs, high efficiency showerheads, and faucet aerators that were installed.

c. Marketing and Outreach Plan

The third-party contractor will manage all aspects of the School Education Kits program marketing and outreach activities. They will identify the schools that are within SPS's New Mexico service area and determine the approximate number of eligible teachers and students. They will send out customized marketing materials to help enroll the classrooms. The materials explain the program, while providing teachers with helpful tips to teach the energy efficiency curriculum to their students. Kits will also provide teachers with information about how and why SPS sponsors this program offering and the importance of conservation as part of their curriculum. SPS and the third-party contractor will continue to work together along with community organizations to determine the strategic approach for identifying schools. SPS and the third-party contractor also look for additional opportunities when available for cross promotion, outreach, or cost sharing.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the 2022 and 2025 program years.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial benefit-cost analyses and Appendix B for the forecasted planning assumptions.

7. Residential Thermostat Rewards

a. Program Description

Residential Thermostat Rewards, previously known as Smart Thermostats, enables customers to receive both an energy efficiency rebate for a smart thermostat as well as demand response incentives in the form of bill credits if the customer enrolls in the cooling and/or heating rewards program. In exchange for joining the Residential Thermostat Rewards program, customers allow SPS to call cooling and/or heating demand response events and measure the capacity savings of such events.

The Residential Thermostat Rewards offering allows customers to enroll through two channels:

1- Bring Your Own Thermostat ("BYOT") – customers that already have a qualifying thermostat installed at their residence can enroll it at a Company provided portal or through the thermostat manufacturer's app. BYOT participants receive a one-time enrollment incentive in the form of a bill credit upon joining Residential Thermostat Rewards.

2- Direct Install – for customers not comfortable installing their own device, the Company can provide and install an ENERGY STAR rated thermostat free of charge.

Customers will also receive an annual bill credit for participating in the program.

Budget
The budget will be primarily comprised of energy efficiency rebate dollars, demand response incentives, and program administration. Additional dollars were added to accommodate the implementation of the demand response component back into the program and also to allow for partnering with a vendor to deliver the direct install channel.

Changes for PYs 2023-2025
None.

b. Program Administration

Eligible customers will be able to receive a $50 energy efficiency rebate for an ENERGY STAR connected thermostat through the SPS storefront, paper applications and online applications that will be available to both end use customers and trade allies. SPS will also explore offering additional instant rebates, such as in hardware stores or other online storefronts, as program interest and budget allows. Customers must receive electric service from SPS in order to be eligible for a rebate.

Customers who also enroll in Residential Thermostat Rewards will receive an enrollment incentive of $75 (BYOT only) and an annual incentive of $25 for participating (BYOT and Direct Install). These will be paid in the form of a bill credit. Customers must have electric heat or central AC, an eligible Wi-Fi enabled smart thermostat, and receive electric service from SPS in order to qualify for the program.

Customers on the Residential Thermostat Rewards program allow SPS to call heating and/or cooling demand response events for their devices.

c. Marketing and Outreach Plan

SPS plans to promote this program via bill inserts, email marketing, direct mail, Xcel Energy's website, community events and/or local print media or radio. Marketing efforts will be aligned with promotions from SPS's thermostat manufacturing partners in order to provide the best value to customers and encourage participation. This will include promotions surrounding holidays and new product releases. Product demand peaks in the cooling and heating seasons along with end of year promotions so marketing campaigns will be aligned with these trends as well.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the program in 2024.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial benefit-cost analyses and Appendix B for the forecasted planning assumptions.

8. Residential Codes and Standards

a. Program Description

The Residential Codes and Standards program will pro-actively encourage and support jurisdictions to ensure compliance with the latest state-wide building codes for both residential and commercial and industrial. Communities will be given tools and resources to help them realize the economic and energy performance benefits of energy efficient buildings. Support will be designed to meet each jurisdiction where they are in the code adoption and implementation cycle and bring resources to assist with limited code staff time and information on how to ensure compliance as well as resources to address external barriers to increasing code compliance such as misinformation about the costs and benefits and homebuilder awareness and knowledge about how to meet the new codes efficiently and cost effectively.

Specific strategies may include: one on one support for local officials, the development of technical documents, marketing materials available through various channels, and trainings designed to support awareness and implementation of the statewide energy code in Company's electric service territory.

Additional residential strategies may include on-site training in homes under construction to review building elements required to meet the energy code.

Commercial & industrial strategies include trainings for architects who design non-residential buildings. This will ensure that the building is energy code complaint at the earliest stages, avoiding change orders and amendments to blueprints to accommodate a code for which the building wasn't designed.

Budget
The budget will be primarily made up of administrative and third-party expenses. Material costs include producing collateral in support of outreach and training or procuring updated code books for code officials in Company service territory. The budget will be split 80% to residential and 20% to commercial and industrial.

Changes for PYs 2023-2025
If approved, this program offering will be new in PY 2023.

b. Program Administration

The Company will engage with impacted parties through its third-party implementer. Efforts are underway to connect with building code officials, builders, and architects in the

area. Trainings and classes will be offered virtually and in-person, as possible. Trainings and classes will also be recorded and archived for reference. In order to track engagement, the Company's vendor will collect basic information on session attendees, such as their role, employer and work area.

c. Marketing and Outreach Plan

SPS plans to promote this program with its vendors and through code officials in its service territory. The Company will recruit for attendees at related trade shows and events.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the program in 2023.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial benefit-cost analyses and Appendix B for the forecasted planning assumptions.

9. Refrigerator Recycling

a. Program Description

The Refrigerator Recycling program offers incentives to SPS single-family residential customers and businesses who recycle working refrigerators and freezers. Rebates are also offered to encourage customers to remove secondary (i.e. garage or basement equipment that is not the residences primary means of refrigeration) refrigerators and freezers from the electric grid. The program also offers free pick-up and disposal of operable room air conditioners, but no financial incentive is offered.

In addition, there is an opportunity to reach a broader customer base in the business segment. SPS will partner with secondary used refrigerator stores to recycle older units. We will give the owners a rebate for each unit collected. By working with secondary retailers, the program will be able to perform bulk pick-ups of refrigerators and freezers – recycling equipment that otherwise would be lost by the program.

Budget
The Refrigerator Recycling program budget is based primarily on the number of units recycled. SPS developed the budget by combining costs for customer incentives, third party implementation, recycling fees, promotion, and internal labor.

Changes for PYs 2023-2025
None.

b. Program Administration

Eligible customers will be able to receive a $50 rebate for every refrigerator and freezer recycled, up to four units per year. In addition, secondary market owners will receive a $50 rebate for every refrigerator or freezer recycled with SPS. Customers must receive electric service from SPS in order to be eligible for a rebate as well as meeting refrigerator and freezer size requirements.

c. Marketing and Outreach Plan

SPS plans to promote this program via bill onserts, email marketing, SPS's website, social media, community events and/or local print media or radio. Marketing efforts will be aligned with the program vendor's marketing strategy and implementation based on the SPS demographic and market segment.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the program in 2025.

e. Cost-Effectiveness Tests

See Appendix A for the Triennial benefit-cost analyses and Appendix B for the forecasted planning assumptions.

B. Business Segment

SPS's Business Segment is composed of three programs: Business Comprehensive, Commercial Codes and Standards, and Business Thermostat Rewards. In New Mexico, SPS has approximately 25,000 active business customer locations. This customer group consumes a substantial share of the total energy in the service area, and, as such, represents much of the energy efficiency and load management potential for the region.

SPS encourages business customers to reduce their energy use, offset energy peaks, and minimize environmental impacts through a variety of programs offering prescriptive rebates, customized programs, and study-funding. Despite these efforts, SPS business customers experience a number of barriers to participation, including:

- business customers often have little or no capital to invest in projects;
- business customers require very short payback periods for their projects; and
- typical business projects have very long lead times.

To combat these barriers, SPS's Account Managers, trade allies, EESPs, and Energy Advisors are trained to address the specific needs of business customers. SPS commonly assigns an Account Manager to its larger, more complex customers. Energy Advisors (phone-based account managers) serve the mid-market and small business customers, prospect for and promote savings opportunities, and manage the application and project completion process, assisting both customers and trade partners alike. Awareness-building communication campaigns, community and trade outreach, site visits, incentives, and

direct and electronic communications are also key components of the strategy to penetrate the SPS market.

The following sections detail each of the three proposed programs in SPS's Business Segment.

1. Business Comprehensive

a. Program Description

Business Comprehensive is the bundling of the traditional prescriptive, custom, and study/implementation products to provide customers with valuable energy management information and less complexity, as they consider participation in SPS programs. This program includes the Cooling Efficiency, Custom Efficiency, Large Customer Self-Direct, Lighting Efficiency, Motor & Drive Efficiency, and Building Tune-Up products.

A description of each of the products offered within the Business Comprehensive program follows:

Cooling Efficiency
The Cooling Efficiency product encourages SPS business customers to choose the most efficient air conditioning, refrigeration, or foodservice equipment to meet their needs. The product offers rebates in both new construction and retrofit applications. Rebates reflect a significant portion of the cost of selecting high efficiency measures over standard efficiency measures.

Lighting Efficiency
The Lighting Efficiency product offers rebates to customers who purchase and install qualifying energy efficient lighting products in existing or new construction buildings. Rebates are offered to encourage customers to purchase energy efficient lighting by lowering the upfront premium costs associated with this equipment. Common lighting retrofit projects include replacing high intensity discharge or fluorescent fixtures with LED fixtures. Retrofit rebates also include networked lighting controls, standalone control rebates for occupancy sensors and photocells which are used for daylight harvesting, and rebates for indoor agricultural lighting projects.

Motor & Drive Efficiency
The Motor & Drive Efficiency product is designed to reduce the barriers that prevent customers from purchasing high efficiency motors, variable frequency drives ("VFDs"), motor controls, or compressed air equipment. To overcome these barriers, SPS offers rebates to customers who install:

- motors that meet the Department of Energy (DOE) efficiency standards for motors;
- VFDs to vary the speed of motors;
- motor controllers to reduce the energy consumption of motors that must operate at a constant speed;
- Pump-Off Controllers on oil wells; or

- energy efficient compressed air equipment including cycling dryers, dryer purge demand controls, mist eliminators, no loss air drains, and VFD compressors.

Custom Efficiency

The Custom Efficiency product is designed to provide SPS's business customers rebates on a wide variety of unique or unusual equipment and process improvements that are not covered by the prescriptive products, including combined heat and power projects. Rebates are offered for measures that exceed the standard efficiency options. The rebate is intended to reduce the incremental project cost of the higher efficiency option, thereby encouraging customers to choose the more energy efficient option. Since energy applications and building system complexity can vary greatly by customer type, it is important for customers to have a customized energy efficiency option to help them implement cost-effective energy efficiency measures.

The Custom Efficiency product includes an optional evaluation component designed to introduce large commercial and industrial customers to energy efficiency opportunities and build the product pipeline for future years. The goals of this component, called the Large C&I Study, are to:

- increase customer awareness of energy consumption and opportunities to reduce consumption;
- identify and develop specific conservation opportunities;
- drive customers to implement identified measures through existing prescriptive and customized rebate programs; and
- drive customers to implement low capital and or short payback measures even though they may not qualify for an implementation rebate.

The Large C&I Study effort has several phases, which are customized and defined in a Memorandum of Understanding between SPS and each customer:

- Phase 1: Identification – Interested C&I customers will receive a free, one-day, on-site energy assessment performed by SPS staff and a contract vendor. At the end of the assessment, the customer will receive a detailed report identifying their energy consumption habits and conservation opportunities.
- Phase 2: Scoping – SPS will provide support and resources to further define and provide recommendations for energy savings opportunities identified in Phase 1. The customer will pay no more than $7,500 towards these efforts.
- Phase 3: Implementation – Implementation of measures scoped in Phase 2 will typically follow one of two paths:
    - Customers implementing measures that qualify for rebates under one of the prescriptive rebate products (*i.e.*, Lighting Efficiency, Motor & Drive Efficiency, etc.) or the Custom Efficiency product will receive rebates in accordance with the appropriate product.
    - Customers who implement measures scoped in Phase 2 that do not meet program/product requirements will not receive a rebate; however, SPS will count the energy and demand savings resulting from implementation.

SPS is targeting customers with aggregated annual consumption greater than 4 GWh for participation in the Large C&I Study. These C&I customers typically offer the largest potential conservation opportunities per study dollar spent. Account Managers will contact eligible customers and describe the product to solicit participation. Based on experience with similar products in other service territories, SPS expects project lifecycles to be greater than one year.

Large Customer Self-Direct

As an alternative to the guided process of the Custom Efficiency product, the Large Customer Self-Direct product is available to SPS customers with contiguous facilities that use over 7,000 MWh per year ("Large Customer"). Self-Direct participants are also eligible for the other Business Segment programs.

The Large Customer Self-Direct product entitles customers who use more than 7,000 MWh per year at a single, contiguous facility to apply for either:

- A bill credit of up to 70 percent of the energy efficiency tariff rider charges for approved incremental expenditures made towards cost-effective energy efficiency or load management; or
- An exemption of up to 70 percent of the energy efficiency tariff rider charges for 24 months if the customer demonstrates that it has exhausted all cost-effective energy efficiency or load management projects at its facility.

In this context, a project is cost-effective if it has a simple payback period of more than one year, but less than seven years.

To claim a credit, the customer must submit to the Self-Direct Administrator an energy efficiency project description, along with relevant engineering studies showing the projected savings, expenditures, and cost effectiveness, by November 30 of the year preceding the installation of the project. To claim an exemption, the customer must submit to the Self-Direct Administrator a detailed engineering study showing the absence of cost-effective energy efficiency investments and an affidavit confirming the results of the engineering study from the Evaluator by November 30 of the year preceding the exemption.

An energy efficiency project must reduce electric energy consumption or peak demand and be cost-effective in order to qualify for a credit. Large Customers will be able to receive the credit only after expenditures have been made, the project has been completed, and the Evaluator has determined that the efficiency measures are properly installed and are able to deliver the expected energy or peak demand savings. For projects that take more than one year to complete, annual credits for operating energy efficiency measures will be determined by the Evaluator. Eligible expenses incurred in excess of $52,500 in any year may be recovered in the subsequent year.

Eligible expenses are actual expenses reasonably incurred by a Large Customer in connection with construction, installation, or implementation of an eligible project,

including but not limited to, equipment costs, engineering and consulting expenses, and finance charges.

Building Tune-Up

The Building Tune-Up product is a study/implementation option targeted at buildings smaller than 75,000 square feet. The study vendor, selected by SPS, will work through a checklist of measures focusing on the proper operation of existing equipment and complete fixes on-site as appropriate. The Building Tune-Up product is designed to assist smaller business customers to improve the efficiency of existing building operations by identifying existing functional systems that can be "tuned up" to run as efficiently as possible through low- or no-cost improvements.

Examples of typical Building Tune-Up measures include:

- calibration/tune-up of Energy Management System points;
- adjustment of outside air and return air dampers;
- resetting the chilled water and hot water supply temperatures;
- optimizing the start/stop of air handlers and makeup air units (early shutdown in the evening, late start in the morning);
- resetting chiller condenser water temperature; and
- eliminating simultaneous heating and cooling.

Building Tune-Up consists of two phases: diagnosis (study) and implementation. SPS offers rebates for Building Tune-Up studies and the implementation of recommissioning measures. To ensure consistency with the studies and implementation of on-site fixes, SPS will hire a qualified engineering firm to complete both the study and implementation phases.

Budget

The Business Comprehensive program budget was developed based on the established goals. Rebates, promotional expenses, and labor, as described below, comprise the majority of the budget:

- Incentives: The largest portion of the Business Comprehensive budget is dedicated to customer rebates, which will be paid based on the energy savings achieved. The rebate budget is an average of all the rebate amounts which have been tracked in previous years. Prescriptive rebates are based on both the kW saved and a reasonable percent of the incremental cost of the higher efficiency option. Custom rebates are based on the calculated savings of expected projects.
- Promotions: The promotional budget includes spending for direct mail, email, radio, outdoor and print advertising, educational and sales materials, social media, online advertising, and events, webinars, and seminars for customers and the trade.
- Internal Administration: This was determined by estimating the number of full-time employees needed to manage the product and execute the marketing strategy, trade incentives, and engineering analysis and rebate processing, including internal employees, external consultants, and/or contract labor. Approximately half of the internal administration budget is dedicated to the cost of conducting engineering analysis for custom projects to ensure energy savings are accurate and credible.

- Third-Party Delivery: Much of SPS's program administration and delivery is delivered via a contracted agent/third-party. This portion of the budget includes costs that the third-party incurs, minus the cost of the energy efficient equipment, which should be counted as a rebate.

Changes for PYs 2023-2025

The program will add the following new measures and baselines:

- Cooling Efficiency Product
  - EC Motors – Walk in Cooler – changed eligibility from <=15" to all sizes
  - Low and medium temp Permanent Magnet Synchronous Motor ("PMSM") display case
  - Floating Head Pressure Controls
  - Walk-In Freezer Defrost Controls
- Lighting Efficiency Product
  - Indoor Agricultural Lighting
  - LED high bay retrofit kits
  - Two-foot LED tubes
  - High-End Trim
- Motor Efficiency Product
  - Increasing prescriptive motor measure from 200hp to 500hp
  - Increasing the following rebate levels:
    - New VFD Air Compressor $150/HP
    - VFD Air Compressor Upgrade $150/HP + $3,000
    - Dryer Purge Demand Controls $1,500 + $1/SCFM
    - Cycling Dryers $2.00/CFM

b. Program Administration

Customers learn about the program and its benefits through newsletters, email, webinars, social media, online ads, direct mail, trade allies, Account Managers, and Energy Advisors. Applications for the program are available both on Xcel Energy's website[8] and from trade allies. Customers may apply for rebates by completing the application and providing a detailed invoice for the newly installed efficient equipment. The equipment must be new and meet all the qualifications detailed on the application. After the customer has installed the equipment, the application and invoice must be submitted to SPS within 24 months of the invoice date. Once the paperwork is completed and submitted, rebate checks will be mailed to the customer within six to eight weeks. Participants in the program may submit their application to their Account Manager or an Energy Advisor.

The custom components of the Business Comprehensive program will be administered internally. The project review process involves the following steps:

[8] http://www.xcelenergy.com/business

1. Application – Prior to purchase and installation of equipment, customers must submit an application and receive pre-approval for their custom projects. The application form requests a description of the project, operating hours, and costs.
2. Pre-Approval – To qualify for a custom rebate, projects must be cost-effective using the UCT. SPS's engineering team will review the proposal, specifically reviewing the project's demand and energy savings relative to industry standards and the interactive energy effects of the system components. NEBs, such as maintenance savings and reduced water consumption, are considered in the analysis for customer benefit. These NEBs are not used to calculate the UCT by the Independent Evaluator.
3. Pre-Approval Notification – Typically, within approximately ten business days after receiving the complete proposal information, SPS will determine whether or not the project qualifies and notifies the customer of the decision and the rebate amount (if project is pre-approved).
4. Implementation – Once the customer has received pre-approval, they may purchase and install their new energy efficient equipment or process improvement.
5. Post-Project Review & Payment of Rebate – Upon completion of the project, the customer must notify SPS. If the project has undergone any changes of scope or equipment, a second engineering analysis will be performed to determine whether the project still qualifies under the program guidelines and what level of rebate is owed.

The study components of the Business Comprehensive program will be administered through a third-party study provider. Customers will learn about the program and its benefits through newsletters, email, online ads, direct mail, trade allies, Account Managers, and Energy Advisors. Applications for the program are available both on Xcel Energy's website and from trade allies. Customers may apply for study rebates by completing the application and corresponding Building Tune-Up. Once the study is completed and paperwork submitted, rebate checks will be mailed to the customer within six to eight weeks. Participants in the program may submit their application to their Account Manager or an Energy Advisor.

c. Marketing and Outreach Plan

Marketing communications will revolve around the benefits of choosing high energy efficiency equipment through paybacks, lifecycle cost and environmental benefits. The Business Comprehensive program creates a base level of awareness and knowledge in the marketplace through various tactics including, but not limited to, newsletters, online ads, radio, case studies, social media, website, collateral, webinars, events, email and direct mail to customers and trade allies. These tactics make customers aware of the key benefits of energy efficiency and its applicability to their systems and give the trade a platform from which to educate customers on high efficiency solutions for their particular applications and the myriad benefits of newer equipment. An effort will also be implemented to update business customer industry segments in order to craft and customize messages that would best resonate with this class. SPS Account Managers and the third-party implementer will continue efforts to target the oil and gas industry to identify energy efficiency projects as

well as explore energy efficiency opportunities for indoor agricultural customers and non-participating customers. The third-party implementer will attend industry events to network with new customers and raise awareness of potential energy efficiency measures.

The program also provides tools for the customers and trade allies to evaluate rebates and incorporate them into purchase decisions. SPS Account Managers and Energy Advisors will educate customers on specific energy efficiency opportunities, evaluate rebate potential, and assist in the rebate application process. The trade can find similar assistance through trade trainings and in some cases, the trades may be offered a cash incentive to promote qualifying products. It is also necessary to continue to partner with the trade allies and position customer incentives as a tool to increase their sales volumes and educate on best practices in sales techniques. Trade allies are one of SPS's greatest assets in continuing to educate customers on the benefits of energy efficient equipment. SPS's internal Account Managers and EAs are also an essential part of assisting customers with program participation and understanding.

To reach its energy savings goal, SPS will continue to educate customers and increase awareness of the program offerings. In addition, SPS will work with local communities on high-level energy efficiency planning and benchmarking to assist with long-term goals through the utilization of third-party administration expertise to achieve higher level savings and sustain long-term plans and partnerships at the city level.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the program annually.

e. Cost-Effectiveness Tests

See Appendix A for product-level benefit-cost analyses and Appendix B for the forecasted planning assumptions.

2. Commercial Codes and Standards

A full description of the Commercial Codes and Standards program is set forth above in the discussion of the Residential Segment programs. SPS anticipates that the majority of the achievement will be in residential.

3. Business Thermostat Rewards

a. Program Description

The Business Thermostat Rewards product seeks to reduce system load through various curtailment strategies. SPS will offer prescriptive measures and incentives to customers for the installation of building control measures and continued participation in the program. Prescriptive controls measures will be marketed to small and medium sized commercial customers (peak load of approximately 400kW and under) to provide simple demand management solutions that are more accessible to these customers than SPS's larger

performance-based programs. At this time, only smart thermostat demand response will be offered through this program with more measures to be added as they become more commercially available.

Budget
The primary costs for this product are the material and labor costs associated with the thermostat installations, one-time enrollment incentives for BYOT enrollments, and ongoing annual participation incentives. These costs will be spread out across products in situations where other products complete the installation. Once direct install devices are installed, the recurring API costs to the device manufacturers and Demand Response Management System (DRMS) providers and bill credits to customers will continue for devices that remain enrolled in the product. As product penetration increases, both administrative budgets and advertising and promotional budgets will increase accordingly.

Changes for PYs 2023-2025
As this is a new product offering in New Mexico for 2023, no changes are applicable. However, SPS will initially monitor program launch and implementation in addition to continuous evaluating success from year-to-year to modify any changes to the product structure and design as needed.

b. Program Administration

This product will initially be made available to customers through direct installation as well as a BYOT enrollment channel. Upon signing up for the program through direction installation, customers will receive a thermostat and installation at no cost along with a $25 annual bill credit per thermostat. There is no limit on the number of thermostats that a customer can request for direct install however each thermostat must directly control an AC unit and have access to a Wi-Fi signal. The annual $25 bill credit will be applied per year for each thermostat enrolled. If customers already have a qualifying smart thermostat located at their place of business, they can apply for program enrollment through a company provided portal. Over of the two enrollment channels are below:

- BYOT – customers that already have a qualifying thermostat installed at their business can enroll it at a company provided portal. BYOT participants receive a one-time bill credit upon joining AC Rewards.
- Direct Install – for customers not comfortable installing their own device, the company can provide and install free of charge.

In a control event, SPS communicates with the thermostat over the customer's Wi-Fi system and adjusts the set point by a few degrees. Customers have the ability to override control events by returning the device to a different set point. Currently, customers will not be penalized for opting out of control events. However, SPS will monitor product performance over time and may adjust incentives depending on how often events are overridden. SPS expects to analyze different control approaches, including event precooling, in the coming years to determine optimal operations.

Application Process
Customers can sign up for a direct installation through the product website or through participation in one of the direct installation products that include Wi-Fi thermostats. The installing contractors will record the information necessary to enroll the customers in the Company's DRMS and provide it to SPS as necessary to complete the enrollment. Existing eligible smart thermostats at a business customer's location can apply to enroll through the BYOT channel and will be evaluated for program eligibility based on information from the thermostat OEM inputted and updated by the customer. SPS will continue monitoring this information on an annual basis to ensure enrollment records match the latest customer information in the thermostat OEM application.

Rebates & Incentives
Customers will receive a free thermostat and installation of a smart thermostat in exchange for their participation in SPS's demand response program. They will also receive a recurring $25 bill credit per thermostat for each year that they remain involved in the program. SPS reserves the right to change these recurring payments based on ongoing evaluation of its product and customer behavior.

c. Marketing and Outreach Plan

Smart thermostat demand response will be promoted to customers through a variety of channels including bill inserts, company newsletters, print and radio advertising, direct mail, email campaigns or social media. The commercial product will take advantage of these marketing efforts where applicable and will expand the distribution of promotional materials to commercial customers that meet the customer characteristics spelled out above. Marketing for the commercial product will include email and direct mail marketing.

Targets and Participants
The target population for this product, for both thermostat demand response and future prescriptive measures, is small to medium commercial customers e. This product looks to bring a demand management option to customers within this segment to enable load flexibility via smart thermostats that also bring efficiency savings and various smart features through the thermostat technology.

d. Measurement & Verification Plan

The independent evaluator is expected to perform M&V on the program in 2025.

e. Cost-Effectiveness Tests

See Appendix A for product-level benefit-cost analyses and Appendix B for the forecasted planning assumptions.

C. Planning & Research Segment

The Planning & Research Segment consists of internal company functions (not customer-facing), which support the direct impact energy efficiency and load management programs. The Segment includes energy efficiency-related expenses for Consumer Education, Market Research, M&V, Planning & Administration, and Product Development. The overall objectives of the Planning & Research Segment are to:

- provide strategic direction for SPS's energy efficiency and load management programs;
- support direct impact programs through education and opportunity identification;
- ensure regulatory compliance with energy efficiency and load management legislation and rules;
- guide SPS internal policy issues related to energy efficiency and load management;
- evaluate program technical assumptions, program achievements, cost-effectiveness, and marketing strategies;
- provide segment and target market information;
- analyze overall effects of SPS's energy efficiency and load management portfolio on customer usage and overall system peak demand and system energy usage;
- measure customer satisfaction with SPS's energy efficiency and load management efforts; and
- develop new energy efficiency and load management programs.

Because of the indirect nature of the Planning & Research Segment, the normal program categories (*i.e.*, rebate structure, program administration, marketing & outreach, M&V, and cost-effectiveness) do not apply. The following sections are limited to a description of each program.

1. Consumer Education

Consumer Education is an indirect impact program that focuses primarily on creating consumer awareness of energy efficiency while providing residential customers with information on what they can do in their daily lives to reduce their energy usage. The program also supports the various energy efficiency products SPS offers to residential customers. SPS employs a variety of resources and channels to communicate conservation and energy efficiency messages, including the Xcel Energy website, social media, print, direct mail, public library partnerships and sponsorship of community events. SPS has found through industry and internal market research that customers who are educated on the benefits of energy efficiency are much more likely to participate in DSM programs. This research also shows that customers need multiple exposures to the same message before it becomes knowledge. SPS believes that this general education drives customers to participate in its portfolio of programs.

SPS's Consumer Education program targets all of its New Mexico residential customers. The primary emphasis will continue to focus on:

- Power Check meters and materials placed in public libraries;

- social media (Facebook, Twitter, blogs, etc.)
- targeted communications to address seasonal usage challenges;
- conservation messaging through Xcel Energy's newsletters and bill onserts to residential customers;
- creation and publication of reference education materials (in English and Spanish);
- sponsorship of community events supporting residential conservation and energy efficiency; and
- customer feedback surveys and customized post-event emails following outreach events.

SPS has approximately 92,000 residential customers in its New Mexico service territory. SPS plans to interface with the residential customer base through bill onserts, public library partnerships, digital kiosks, and community outreach events.

Budget
The Consumer Education budget was developed based on past experience building awareness and community outreach in New Mexico, as well as projected costs for reaching customers through multiple communication channels and tactics including:

- Power Check meters and materials in public libraries;
- social media;
- direct mail campaigns and promotions about conservation;
- bill onserts; and
- sponsorship of community events supporting residential conservation and energy efficiency.

Changes for PYs 2023-2025
None.

2. Market Research

The Market Research program sponsors a variety of research efforts that are used to assist SPS with energy efficiency and load management decision-making. These research functions are needed to provide overall support for clarifying issues and for thoroughly understanding both current and potential customers. Often, similar information is collected over multiple service territories, making comparisons possible.

In the 2023-2025 Triennial Plan, the Market Research program expects to subscribe to services or conduct projects and studies as described below:

- **Dun & Bradstreet Business List Purchase** – Update on the demographics of existing business customers. This updated information can then be used to understand, profile, and target marketing efforts more effectively.
- **E Source Membership** – Robust repository of secondary and syndicated research resources for national marketing studies, research services, and consulting services.
- **SPS Proprietary Relationship Study –** Provides more frequent feedback about customer attitudes and behaviors around energy.

- **J.D. Power Residential Electric Satisfaction Studies –** Identifies key drivers of customer satisfaction levels and benchmarks SPS's performance against utility peers.
- **Residential Segmentation –** Purchase updated customer data and create a new residential segmentation scheme and personas that are tailored to SPS to help identify customer groups for marketing efforts.
- **Building Code Compliance Study –** This 2023 research project will study gaps and training opportunities in the building construction process to help identify how the portfolio can increase adoption of efficient building practices.

Budget
The Market Research budget was developed based on past experience and the costs of the projects listed above.

Changes for PYs 2023-2025
Market Research is expected to add one or more new studies over the course of the Triennial Plan (e.g. the Building Code Compliance Study) and will also increase focus to New Mexico on cross-jurisdictional projects over the course of the Triennial Plan in alignment with the increased portfolio goals and budget.

3. Measurement and Verification

17.7.2.15. NMAC requires that all energy efficiency and load management programs be subject to measurement and verification through the Evaluator, where M&V is defined as "means an analysis performed by an independent evaluator that estimates, consistent with Subsection B of 17.7.2 NMAC, reductions of energy usage or peak demand and determines any actual reduction of energy usage or peak demand that directly results from the utility's implementation of particular energy efficiency measures or programs or of particular load management measures or programs." Under the direction of the Commission and Staff, the Evaluator will conduct an analysis of specified programs and provide a report on its findings. SPS will facilitate the M&V of all of its direct impact energy efficiency and load management programs according to the requirements set forth in the New Mexico rules and statutes.

a. Selection of the Independent Program Evaluator

While the Evaluation Committee has been eliminated as part of the statewide process, 17.7.2.15.B NMAC still provides the utilities the opportunity to participate in the selection of a statewide, M&V contractor.

b. Measurement & Verification Process

In the Triennial, SPS will require M&V of selected prescriptive programs (deemed savings) and its custom programs (calculated savings). The Evaluator will provide an individual M&V Plan for programs describing both the annual and comprehensive plans according to the program characteristics. The following are nationally accepted guidelines as to the type of M&V for each category of energy efficiency and load management programs:

Prescriptive Programs/Products

Prescriptive products are those pre-defined, common energy efficiency measures that do not require individual complex engineering analysis and are below a certain kW/kWh threshold. These measures make up a program, making the program 'prescriptive' in nature. The gross savings from prescriptive programs, which are determined using deemed savings technical assumptions, will be verified each year based on the factors identified in the deemed savings algorithm. In addition, the independent evaluator may choose to perform field measurements and verification in order to fine-tune the technical assumptions. For some programs, such as HES, which provide savings that may be detected at the whole-house level, the Evaluator may choose to perform an independent billing analysis of electric billings before and after the installation of measures, in order to calculate the gross savings.

SPS's algorithms and underlying deemed savings assumptions will be provided to the Evaluator to assist in its review. As part of their responsibilities, the Commission may rely on the Evaluator to assist the Commission in their review of these deemed savings technical assumptions. In addition, the Evaluator will review program processes and establish net-to-gross ratios to account for free-ridership.

Custom Products

For the custom projects (*e.g.*, Custom Efficiency and Large Customer Self-Direct), SPS and the Evaluator will analyze each project's savings separately, employing both internal and external engineers to calculate and provide expert engineering reviews. For projects that have large energy savings or unique technologies, the Evaluator may choose to perform pre- and post-metering of the efficiency measure or process. If metering is not physically or economically feasible, engineering models or other regression analyses may be employed to calculate the savings of each project.

c. Portfolio-Level M&V

The Evaluator will assess the cost-effectiveness of all programs each year prior to the annual status report filing. In compliance with reporting requirements, the Evaluator's M&V Report will include:

- expenditure documentation, at both the total portfolio and individual program levels;
- measured and verified savings;
- cost-effectiveness of all of SPS's energy efficiency and load management programs;
- deemed savings assumptions and all other assumptions used by the Evaluator; and
- description of the M&V process, including confirmation that:
    - measures are actually installed;
    - installations meet reasonable quality standards; and
    - measures are operating correctly and are expected to generate the predicted savings.

Budget
The Triennial budget for *indirect* M&V expenses includes the following:

- Internal labor and expenses to provide project management of the entire M&V process, to interface with the Evaluator processing invoices and tracking costs, and to ensure internally that proper M&V and data tracking is in place.
- Costs for special projects such as the development or updating of Technical Reference Manuals.

Although no statewide evaluator has been selected for PYs 2023-2025, SPS has budgeted for and included direct program-related M&V costs within the Indirect Segment budgets. For total budgeted costs see Table 1a-1c, and for the cost for each program by cost category, see Table 8a-8c.

Changes for PYs 2023-2025
SPS has budgeted for and included direct program-related M&V costs within the Indirect Segment budgets.

4. Planning & Administration

Planning & Administration provides policies and procedures for effectively addressing the requirements of the energy efficiency and load management regulatory processes. This functional team manages all regulatory filings, directs and carries out benefit-cost analyses, provides tracking and reporting of energy efficiency and load management achievements and expenditures, and analyzes and prepares cost recovery reports. The costs of outside legal services are included within this function as well. Outside legal services are retained for the purposes of preparing and filing of DSM regulatory reports, DSM plans, and settlements and representing SPS at all DSM evidentiary hearings. In addition, Planning & Administration supports the energy efficiency and load management components of resource planning, participates in rulemaking, and provides internal policy guidance. These functions are needed to ensure a cohesive and high-quality energy efficiency portfolio that meets legal requirements as well as the expectations of SPS's customers, regulators, and staff.

Budget
The Triennial budgets includes funds for: internal labor to prepare filings and benefit-cost analyses, outside legal services to support energy efficiency and load management filings and hearings, and employee expenses related to travel to and from New Mexico.

Changes for PYs 2023-2025
None.

5. Product Development

The Product Development group identifies, assesses, and develops new energy efficiency products and services that can be offered to customers in SPS's New Mexico service area. New product development will focus on exploring ideas and concepts from customers, regulators, energy professionals, interest groups, and Xcel Energy staff. These ideas are

then carefully screened and only ideas with the most potential are selected for the development process.

Measures, products, and programs are selected for development based on a variety of criteria, including: savings, potential cost of savings, ability to be developed quickly, longevity of the offering (*i.e.*, how long until a technology being rebated becomes the standard), level of market barriers and risk.

Budget
The Triennial Plan budgets include funds for internal labor as well as outside consultant support.

Changes for PYs 2023-2025
None.

IV. Conclusion

SPS proposes the following twelve programs to make up its portfolio of energy efficiency programs, consistent with the EUEA requirement:

Residential Segment

- Home Energy Insights;
- Residential HVAC;
- Home Energy Services:
- Home Lighting & Recycling;
- Heat Pump Water Heaters;
- School Education Kits;
- Residential Thermostat Rewards;
- Residential Codes and Standards; and
- Refrigerator Recycling

Business Segment

- Business Comprehensive;
- Commercial Codes and Standards; and
- Business Thermostat Rewards

These programs were designed to offer SPS's customers opportunities for broad participation and the ability to reduce their energy consumption and peak demand. SPS solicited input on the proposed Triennial Plan program design from Staff, the New Mexico Attorney General's office, Southwest Energy Efficiency Project, and Coalition for Clean Affordable Energy.

SPS has provided two appendices to this Plan:

- Appendix A contains the cost-effectiveness analyses of the individual programs, the customer segments, and the portfolio as a whole; and
- Appendix B presents the detailed forecasted planning assumptions on which the energy and demand savings projections and the cost-effectiveness analyses were calculated.

PORTFOLIO TOTAL **2023 ELECTRIC** **GOAL**

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$3,179,611
Trans. & Dist. Capacity	$906,073
Marginal Energy	$12,565,835
Avoided Emissions (CO2)	N/A
Subtotal	$16,651,518
Non-Energy Benefits Adder (2.3%)	$375,493
Subtotal	$17,027,011
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$17,027,011
Costs	
Utility Project Costs	
Internal Administration	$2,375,229
Third Party Delivery	$5,839,215
Participant Rebates and Incentives	$6,159,512
Promotion	$1,834,000
Measurement and Verification	$230,000
Subtotal	$16,437,956
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$16,437,956
Net Benefit (Cost)	**$589,055**
Benefit/Cost Ratio	**1.04**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	13.6 years
T & D Loss Factor (Energy)	B	9.00%
T & D Loss Factor (Demand)	C	11.32%
Net-to-Gross (Energy)	D	82.40%
Net-to-Gross (Demand)	E	82.12%
Installation Rate (Energy)	F	99.50%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.02 kW**
Net coincident kW Saved at Generator	I	0.02 kW
Gross Annual kWh Saved at Customer	J	**179.16 kWh**
Net Annual kWh Saved at Customer	K	**147.63 kWh**
Net Annual kWh Saved at Generator	L	162.29 kWh

Program Summary All Participants		
Total Budget	M	**$16,437,956**
Net coincident kW Saved at Customer	N	**8,162 kW**
Net coincident kW Saved at Generator	O	9,204 kW
Gross Annual kWh Saved at Customer	P	**67,792,838 kWh**
Net Annual kWh Saved at Customer	Q	**55,862,105 kWh**
Net Annual kWh Saved at Generator	R	61,406,732 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0196**
Utility Program Cost per kW at Gen	M/ O	**$1,786**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**369,678**

PORTFOLIO TOTAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$3,761,203
Trans. & Dist. Capacity	$980,875
Marginal Energy	$12,504,134
Avoided Emissions (CO2)	N/A
Subtotal	$17,246,212
Non-Energy Benefits Adder (2.2%)	$374,321
Subtotal	$17,620,533
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$17,620,533
Costs	
Utility Project Costs	
Internal Administration	$2,438,740
Third Party Delivery	$6,449,108
Participant Rebates and Incentives	$6,373,078
Promotion	$1,779,415
Measurement and Verification	$245,000
Subtotal	$17,285,341
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$17,285,341
Net Benefit (Cost)	**$335,192**
Benefit/Cost Ratio	**1.02**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	13.9 years
T & D Loss Factor (Energy)	B	8.83%
T & D Loss Factor (Demand)	C	11.39%
Net-to-Gross (Energy)	D	83.49%
Net-to-Gross (Demand)	E	85.17%
Installation Rate (Energy)	F	99.48%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.04 kW
Gross Annual kWh Saved at Customer	J	**230.36 kWh**
Net Annual kWh Saved at Customer	K	**192.32 kWh**
Net Annual kWh Saved at Generator	L	211.03 kWh

Program Summary All Participants		
Total Budget	M	**$17,285,341**
Net coincident kW Saved at Customer	N	**9,535 kW**
Net coincident kW Saved at Generator	O	**10,760 kW**
Gross Annual kWh Saved at Customer	P	**66,345,588 kWh**
Net Annual kWh Saved at Customer	Q	**55,390,332 kWh**
Net Annual kWh Saved at Generator	R	60,779,714 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0205**
Utility Program Cost per kW at Gen	M/ O	**$1,606**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**371,039**

PORTFOLIO TOTAL **2025 ELECTRIC** **GOAL**

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$4,188,654
Trans. & Dist. Capacity	$1,011,527
Marginal Energy	$12,327,004
Avoided Emissions (CO2)	N/A
Subtotal	$17,527,185
Non-Energy Benefits Adder (2.0%)	$358,498
Subtotal	$17,885,683
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$17,885,683
Costs	
Utility Project Costs	
Internal Administration	$2,498,238
Third Party Delivery	$6,771,607
Participant Rebates and Incentives	$6,476,446
Promotion	$1,796,754
Measurement and Verification	$275,000
Subtotal	$17,818,044
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$17,818,044
Net Benefit (Cost)	**$67,638**
Benefit/Cost Ratio	**1.00**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	13.7 years
T & D Loss Factor (Energy)	B	8.77%
T & D Loss Factor (Demand)	C	11.52%
Net-to-Gross (Energy)	D	85.42%
Net-to-Gross (Demand)	E	87.12%
Installation Rate (Energy)	F	99.46%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.05 kW**
Net coincident kW Saved at Generator	I	0.06 kW
Gross Annual kWh Saved at Customer	J	**290.87 kWh**
Net Annual kWh Saved at Customer	K	**246.89 kWh**
Net Annual kWh Saved at Generator	L	270.81 kWh

Program Summary All Participants		
Total Budget	M	**$17,818,044**
Net coincident kW Saved at Customer	N	**10,916 kW**
Net coincident kW Saved at Generator	O	12,337 kW
Gross Annual kWh Saved at Customer	P	**65,075,588 kWh**
Net Annual kWh Saved at Customer	Q	**55,237,706 kWh**
Net Annual kWh Saved at Generator	R	60,589,074 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0215**
Utility Program Cost per kW at Gen	M/ O	**$1,444**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**352,046**

RESIDENTIAL PROGRAM EE TOTAL — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$1,228,086
Trans. & Dist. Capacity	$358,903
Marginal Energy	$5,739,546
Avoided Emissions (CO2)	N/A
Subtotal	$7,326,535
Non-Energy Benefits Adder (5.1%)	$375,493
Subtotal	$7,702,027
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$7,702,027
Costs	
Utility Project Costs	
Internal Administration	$750,295
Third Party Delivery	$1,014,100
Participant Rebates and Incentives	$3,025,963
Promotion	$1,115,000
Measurement and Verification	$0
Subtotal	$5,905,357
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$5,905,357
Net Benefit (Cost)	**$1,796,670**
Benefit/Cost Ratio	**1.30**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	11.8 years
T & D Loss Factor (Energy)	B	10.91%
T & D Loss Factor (Demand)	C	14.21%
Net-to-Gross (Energy)	D	80.97%
Net-to-Gross (Demand)	E	79.60%
Installation Rate (Energy)	F	99.06%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.01 kW**
Net coincident kW Saved at Generator	I	0.01 kW
Gross Annual kWh Saved at Customer	J	**95.96 kWh**
Net Annual kWh Saved at Customer	K	**77.69 kWh**
Net Annual kWh Saved at Generator	L	87.33 kWh

Program Summary All Participants		
Total Budget	M	**$5,905,357**
Net coincident kW Saved at Customer	N	**4,092 kW**
Net coincident kW Saved at Generator	O	4,770 kW
Gross Annual kWh Saved at Customer	P	**36,268,013 kWh**
Net Annual kWh Saved at Customer	Q	**29,364,617 kWh**
Net Annual kWh Saved at Generator	R	33,006,423 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0151**
Utility Program Cost per kW at Gen	M/ O	**$1,238**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**169,164**

RESIDENTIAL PROGRAM EE TOTAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$1,316,214
Trans. & Dist. Capacity	$351,640
Marginal Energy	$5,147,639
Avoided Emissions (CO2)	N/A
Subtotal	$6,815,493
Non-Energy Benefits Adder (5.5%)	$374,321
Subtotal	$7,189,814
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$7,189,814
Costs	
Utility Project Costs	
Internal Administration	$756,539
Third Party Delivery	$1,022,622
Participant Rebates and Incentives	$2,988,760
Promotion	$987,415
Measurement and Verification	$0
Subtotal	$5,755,337
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$5,755,337
Net Benefit (Cost)	**$1,434,478**
Benefit/Cost Ratio	**1.25**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	11.9 years
T & D Loss Factor (Energy)	B	10.99%
T & D Loss Factor (Demand)	C	14.25%
Net-to-Gross (Energy)	D	82.84%
Net-to-Gross (Demand)	E	84.77%
Installation Rate (Energy)	F	98.92%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.02 kW**
Net coincident kW Saved at Generator	I	0.02 kW
Gross Annual kWh Saved at Customer	J	**111.78 kWh**
Net Annual kWh Saved at Customer	K	**92.60 kWh**
Net Annual kWh Saved at Generator	L	104.16 kWh

Program Summary All Participants		
Total Budget	M	**$5,755,337**
Net coincident kW Saved at Customer	N	**4,863 kW**
Net coincident kW Saved at Generator	O	**5,670 kW**
Gross Annual kWh Saved at Customer	P	**32,136,172 kWh**
Net Annual kWh Saved at Customer	Q	**26,622,332 kWh**
Net Annual kWh Saved at Generator	R	29,945,845 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0162**
Utility Program Cost per kW at Gen	M/ O	**$1,015**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**153,108**

RESIDENTIAL PROGRAM EE TOTAL — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$1,309,393
Trans. & Dist. Capacity	$326,758
Marginal Energy	$4,713,529
Avoided Emissions (CO2)	N/A
Subtotal	$6,349,679
Non-Energy Benefits Adder (5.6%)	$358,498
Subtotal	$6,708,177
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$6,708,177
Costs	
Utility Project Costs	
Internal Administration	$764,176
Third Party Delivery	$1,044,889
Participant Rebates and Incentives	$2,874,384
Promotion	$927,754
Measurement and Verification	$0
Subtotal	$5,611,202
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$5,611,202
Net Benefit (Cost)	**$1,096,975**
Benefit/Cost Ratio	**1.20**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	11.2 years
T & D Loss Factor (Energy)	B	11.08%
T & D Loss Factor (Demand)	C	14.27%
Net-to-Gross (Energy)	D	86.92%
Net-to-Gross (Demand)	E	87.77%
Installation Rate (Energy)	F	98.83%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.03 kW
Gross Annual kWh Saved at Customer	J	**134.02 kWh**
Net Annual kWh Saved at Customer	K	**114.93 kWh**
Net Annual kWh Saved at Generator	L	129.39 kWh

Program Summary All Participants		
Total Budget	M	**$5,611,202**
Net coincident kW Saved at Customer	N	**5,791 kW**
Net coincident kW Saved at Generator	O	6,754 kW
Gross Annual kWh Saved at Customer	P	**29,902,676 kWh**
Net Annual kWh Saved at Customer	Q	**25,642,365 kWh**
Net Annual kWh Saved at Generator	R	28,868,452 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0173**
Utility Program Cost per kW at Gen	M/ O	**$831**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**132,640**

HOME ENERGY INSIGHTS — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$12,107
Marginal Energy	$197,743
Avoided Emissions (CO2)	N/A
Subtotal	$209,850
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$209,850
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$209,850
Costs	
Utility Project Costs	
Internal Administration	$95,300
Third Party Delivery	$105,000
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$200,300
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$200,300
Net Benefit (Cost)	**$9,550**
Benefit/Cost Ratio	**1.05**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	1.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	106.78%
Net-to-Gross (Demand)	E	106.78%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.04 kW
Gross Annual kWh Saved at Customer	J	**165.04 kWh**
Net Annual kWh Saved at Customer	K	**176.23 kWh**
Net Annual kWh Saved at Generator	L	198.91 kWh

Program Summary All Participants		
Total Budget	M	**$200,300**
Net coincident kW Saved at Customer	N	**1,100 kW**
Net coincident kW Saved at Generator	O	1,284 kW
Gross Annual kWh Saved at Customer	P	**5,671,611 kWh**
Net Annual kWh Saved at Customer	Q	**6,056,146 kWh**
Net Annual kWh Saved at Generator	R	6,835,379 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0293**
Utility Program Cost per kW at Gen	M/ O	**$156**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,439**

HOME ENERGY INSIGHTS — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$11,425
Marginal Energy	$164,083
Avoided Emissions (CO2)	N/A
Subtotal	$175,508
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$175,508
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$175,508
Costs	
Utility Project Costs	
Internal Administration	$100,685
Third Party Delivery	$103,000
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$203,685
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$203,685
Net Benefit (Cost)	**($28,177)**
Benefit/Cost Ratio	**0.86**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	1.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	106.78%
Net-to-Gross (Demand)	E	106.78%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.04 kW
Gross Annual kWh Saved at Customer	J	**165.38 kWh**
Net Annual kWh Saved at Customer	K	**176.59 kWh**
Net Annual kWh Saved at Generator	L	199.31 kWh

Program Summary All Participants		
Total Budget	M	**$203,685**
Net coincident kW Saved at Customer	N	**1,018 kW**
Net coincident kW Saved at Generator	O	**1,188 kW**
Gross Annual kWh Saved at Customer	P	**5,272,287 kWh**
Net Annual kWh Saved at Customer	Q	**5,629,748 kWh**
Net Annual kWh Saved at Generator	R	6,354,117 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0321**
Utility Program Cost per kW at Gen	M/ O	**$172**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,862**

HOME ENERGY INSIGHTS — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$14,607
Marginal Energy	$212,179
Avoided Emissions (CO2)	N/A
Subtotal	$226,786
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$226,786
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$226,786
Costs	
Utility Project Costs	
Internal Administration	$107,393
Third Party Delivery	$111,000
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$218,393
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$218,393
Net Benefit (Cost)	**$8,393**
Benefit/Cost Ratio	**1.04**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	1.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	106.78%
Net-to-Gross (Demand)	E	106.78%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.04 kW
Gross Annual kWh Saved at Customer	J	**161.85 kWh**
Net Annual kWh Saved at Customer	K	**172.82 kWh**
Net Annual kWh Saved at Generator	L	195.06 kWh
Program Summary All Participants		
Total Budget	M	**$218,393**
Net coincident kW Saved at Customer	N	**1,276 kW**
Net coincident kW Saved at Generator	O	1,489 kW
Gross Annual kWh Saved at Customer	P	**6,531,900 kWh**
Net Annual kWh Saved at Customer	Q	**6,974,763 kWh**
Net Annual kWh Saved at Generator	R	7,872,193 kWh
Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0277**
Utility Program Cost per kW at Gen	M/ O	**$147**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**2,864**

HEAT PUMP WATER HEATERS — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$51,300
Trans. & Dist. Capacity	$16,271
Marginal Energy	$245,731
Avoided Emissions (CO2)	N/A
Subtotal	$313,303
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$313,303
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$313,303
Costs	
Utility Project Costs	
Internal Administration	$7,800
Third Party Delivery	$28,000
Participant Rebates and Incentives	$227,500
Promotion	$47,500
Measurement and Verification	$0
Subtotal	$310,800
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$310,800
Net Benefit (Cost)	**$2,503**
Benefit/Cost Ratio	**1.01**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	10.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.34 kW**
Net coincident kW Saved at Generator	I	0.40 kW
Gross Annual kWh Saved at Customer	J	**2,592.74 kWh**
Net Annual kWh Saved at Customer	K	**2,592.74 kWh**
Net Annual kWh Saved at Generator	L	2,926.35 kWh

Program Summary All Participants		
Total Budget	M	**$310,800**
Net coincident kW Saved at Customer	N	**156 kW**
Net coincident kW Saved at Generator	O	182 kW
Gross Annual kWh Saved at Customer	P	**1,179,698 kWh**
Net Annual kWh Saved at Customer	Q	**1,179,698 kWh**
Net Annual kWh Saved at Generator	R	1,331,487 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0233**
Utility Program Cost per kW at Gen	M/ O	**$1,711**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**5,938**

HEAT PUMP WATER HEATERS — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$67,488
Trans. & Dist. Capacity	$18,707
Marginal Energy	$266,491
Avoided Emissions (CO2)	N/A
Subtotal	$352,686
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$352,686
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$352,686
Costs	
Utility Project Costs	
Internal Administration	$7,800
Third Party Delivery	$28,000
Participant Rebates and Incentives	$250,000
Promotion	$50,000
Measurement and Verification	$0
Subtotal	$335,800
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$335,800
Net Benefit (Cost)	**$16,886**
Benefit/Cost Ratio	**1.05**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	10.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.34 kW**
Net coincident kW Saved at Generator	I	0.40 kW
Gross Annual kWh Saved at Customer	J	**2,596.15 kWh**
Net Annual kWh Saved at Customer	K	**2,596.15 kWh**
Net Annual kWh Saved at Generator	L	2,930.19 kWh

Program Summary All Participants		
Total Budget	M	**$335,800**
Net coincident kW Saved at Customer	N	**171 kW**
Net coincident kW Saved at Generator	O	**200 kW**
Gross Annual kWh Saved at Customer	P	**1,298,073 kWh**
Net Annual kWh Saved at Customer	Q	**1,298,073 kWh**
Net Annual kWh Saved at Generator	R	1,465,093 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0229**
Utility Program Cost per kW at Gen	M/ O	**$1,683**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**6,379**

HEAT PUMP WATER HEATERS — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$87,526
Trans. & Dist. Capacity	$21,548
Marginal Energy	$295,070
Avoided Emissions (CO2)	N/A
Subtotal	$404,143
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$404,143
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$404,143
Costs	
Utility Project Costs	
Internal Administration	$7,800
Third Party Delivery	$28,000
Participant Rebates and Incentives	$275,000
Promotion	$43,000
Measurement and Verification	$0
Subtotal	$353,800
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$353,800
Net Benefit (Cost)	**$50,343**
Benefit/Cost Ratio	**1.14**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	A	10.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.34 kW**
Net coincident kW Saved at Generator	I	0.40 kW
Gross Annual kWh Saved at Customer	J	**2,599.62 kWh**
Net Annual kWh Saved at Customer	K	**2,599.62 kWh**
Net Annual kWh Saved at Generator	L	2,934.11 kWh

Program Summary All Participants

Total Budget	M	**$353,800**
Net coincident kW Saved at Customer	N	**188 kW**
Net coincident kW Saved at Generator	O	220 kW
Gross Annual kWh Saved at Customer	P	**1,429,790 kWh**
Net Annual kWh Saved at Customer	Q	**1,429,790 kWh**
Net Annual kWh Saved at Generator	R	1,613,758 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0219**
Utility Program Cost per kW at Gen	M/ O	**$1,612**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**6,705**

HOME ENERGY SERVICES - RESIDENTIAL AND LOW INCOME — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$345,036
Trans. & Dist. Capacity	$96,905
Marginal Energy	$2,535,093
Avoided Emissions (CO2)	N/A
Subtotal	$2,977,034
Non-Energy Benefits Adder (11.1%)	$331,192
Subtotal	$3,308,226
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$3,308,226
Costs	
Utility Project Costs	
Internal Administration	$381,776
Third Party Delivery	$105,870
Participant Rebates and Incentives	$1,698,087
Promotion	$330,000
Measurement and Verification	$0
Subtotal	$2,515,733
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$2,515,733
Net Benefit (Cost)	**$792,493**
Benefit/Cost Ratio	**1.32**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.2 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	94.87%
Net-to-Gross (Demand)	E	94.75%
Installation Rate (Energy)	F	99.37%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.07 kW**
Net coincident kW Saved at Generator	I	0.09 kW
Gross Annual kWh Saved at Customer	J	**1,138.07 kWh**
Net Annual kWh Saved at Customer	K	**1,079.65 kWh**
Net Annual kWh Saved at Generator	L	1,218.57 kWh

Program Summary All Participants		
Total Budget	M	**$2,515,733**
Net coincident kW Saved at Customer	N	**656 kW**
Net coincident kW Saved at Generator	O	765 kW
Gross Annual kWh Saved at Customer	P	**10,189,118 kWh**
Net Annual kWh Saved at Customer	Q	**9,666,110 kWh**
Net Annual kWh Saved at Generator	R	10,909,831 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0142**
Utility Program Cost per kW at Gen	M/ O	**$3,287**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**79,544**

HOME ENERGY SERVICES - RESIDENTIAL AND LOW INCOME — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$371,157
Trans. & Dist. Capacity	$95,674
Marginal Energy	$2,364,204
Avoided Emissions (CO2)	N/A
Subtotal	$2,831,035
Non-Energy Benefits Adder (11.0%)	$312,156
Subtotal	$3,143,191
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$3,143,191
Costs	
Utility Project Costs	
Internal Administration	$379,908
Third Party Delivery	$105,952
Participant Rebates and Incentives	$1,596,264
Promotion	$226,000
Measurement and Verification	$0
Subtotal	$2,308,124
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$2,308,124
Net Benefit (Cost)	**$835,067**
Benefit/Cost Ratio	**1.36**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.2 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	94.74%
Net-to-Gross (Demand)	E	94.59%
Installation Rate (Energy)	F	99.28%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.07 kW**
Net coincident kW Saved at Generator	I	0.08 kW
Gross Annual kWh Saved at Customer	J	**1,010.45 kWh**
Net Annual kWh Saved at Customer	K	**957.25 kWh**
Net Annual kWh Saved at Generator	L	1,080.42 kWh

Program Summary All Participants		
Total Budget	M	**$2,308,124**
Net coincident kW Saved at Customer	N	**623 kW**
Net coincident kW Saved at Generator	O	**727 kW**
Gross Annual kWh Saved at Customer	P	**9,605,315 kWh**
Net Annual kWh Saved at Customer	Q	**9,099,656 kWh**
Net Annual kWh Saved at Generator	R	10,270,492 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0139**
Utility Program Cost per kW at Gen	M/ O	**$3,175**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**74,349**

HOME ENERGY SERVICES - RESIDENTIAL AND LOW INCOME — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$388,807
Trans. & Dist. Capacity	$92,529
Marginal Energy	$2,176,001
Avoided Emissions (CO2)	N/A
Subtotal	$2,657,338
Non-Energy Benefits Adder (10.9%)	$289,298
Subtotal	$2,946,636
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$2,946,636
Costs	
Utility Project Costs	
Internal Administration	$374,078
Third Party Delivery	$106,034
Participant Rebates and Incentives	$1,454,781
Promotion	$150,000
Measurement and Verification	$0
Subtotal	$2,084,893
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$2,084,893
Net Benefit (Cost)	**$861,743**
Benefit/Cost Ratio	**1.41**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.2 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	95.39%
Net-to-Gross (Demand)	E	94.42%
Installation Rate (Energy)	F	99.20%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.06 kW**
Net coincident kW Saved at Generator	I	0.07 kW
Gross Annual kWh Saved at Customer	J	**916.30 kWh**
Net Annual kWh Saved at Customer	K	**866.76 kWh**
Net Annual kWh Saved at Generator	L	978.29 kWh

Program Summary All Participants		
Total Budget	M	**$2,084,893**
Net coincident kW Saved at Customer	N	**580 kW**
Net coincident kW Saved at Generator	O	676 kW
Gross Annual kWh Saved at Customer	P	**8,758,867 kWh**
Net Annual kWh Saved at Customer	Q	**8,285,370 kWh**
Net Annual kWh Saved at Generator	R	9,351,434 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0138**
Utility Program Cost per kW at Gen	M/ O	**$3,083**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**66,125**

RESIDENTIAL HOME ENERGY SERVICES **2023 ELECTRIC** **GOAL**

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$146,306
Trans. & Dist. Capacity	$41,310
Marginal Energy	$1,133,457
Avoided Emissions (CO2)	N/A
Subtotal	$1,321,073
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,321,073
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,321,073
Costs	
Utility Project Costs	
Internal Administration	$188,208
Third Party Delivery	$50,000
Participant Rebates and Incentives	$822,551
Promotion	$180,000
Measurement and Verification	$0
Subtotal	$1,240,759
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,240,759
Net Benefit (Cost)	**$80,314**
Benefit/Cost Ratio	**1.06**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.9 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	90.51%
Net-to-Gross (Demand)	E	90.51%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.33 kW**
Net coincident kW Saved at Generator	I	0.39 kW
Gross Annual kWh Saved at Customer	J	**5,669.95 kWh**
Net Annual kWh Saved at Customer	K	**5,131.88 kWh**
Net Annual kWh Saved at Generator	L	5,792.18 kWh

Program Summary All Participants		
Total Budget	M	**$1,240,759**
Net coincident kW Saved at Customer	N	**285 kW**
Net coincident kW Saved at Generator	O	332 kW
Gross Annual kWh Saved at Customer	P	**4,836,471 kWh**
Net Annual kWh Saved at Customer	Q	**4,377,490 kWh**
Net Annual kWh Saved at Generator	R	4,940,734 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0158**
Utility Program Cost per kW at Gen	M/ O	**$3,732**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**35,291**

RESIDENTIAL HOME ENERGY SERVICES — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$159,916
Trans. & Dist. Capacity	$41,361
Marginal Energy	$1,068,980
Avoided Emissions (CO2)	N/A
Subtotal	$1,270,257
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,270,257
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,270,257
Costs	
Utility Project Costs	
Internal Administration	$191,174
Third Party Delivery	$50,000
Participant Rebates and Incentives	$784,014
Promotion	$111,000
Measurement and Verification	$0
Subtotal	$1,136,188
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,136,188
Net Benefit (Cost)	**$134,069**
Benefit/Cost Ratio	**1.12**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.9 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	90.51%
Net-to-Gross (Demand)	E	90.51%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.33 kW**
Net coincident kW Saved at Generator	I	0.39 kW
Gross Annual kWh Saved at Customer	J	**5,572.18 kWh**
Net Annual kWh Saved at Customer	K	**5,043.38 kWh**
Net Annual kWh Saved at Generator	L	5,692.31 kWh

Program Summary All Participants		
Total Budget	M	**$1,136,188**
Net coincident kW Saved at Customer	N	**274 kW**
Net coincident kW Saved at Generator	O	**320 kW**
Gross Annual kWh Saved at Customer	P	**4,602,625 kWh**
Net Annual kWh Saved at Customer	Q	**4,165,836 kWh**
Net Annual kWh Saved at Generator	R	4,701,846 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0152**
Utility Program Cost per kW at Gen	M/ O	**$3,548**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**33,400**

RESIDENTIAL HOME ENERGY SERVICES — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$171,098
Trans. & Dist. Capacity	$40,780
Marginal Energy	$998,968
Avoided Emissions (CO2)	N/A
Subtotal	$1,210,847
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,210,847
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,210,847
Costs	
Utility Project Costs	
Internal Administration	$186,259
Third Party Delivery	$50,000
Participant Rebates and Incentives	$726,761
Promotion	$75,000
Measurement and Verification	$0
Subtotal	$1,038,020
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,038,020
Net Benefit (Cost)	**$172,827**
Benefit/Cost Ratio	**1.17**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.9 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	90.51%
Net-to-Gross (Demand)	E	90.51%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.32 kW**
Net coincident kW Saved at Generator	I	0.38 kW
Gross Annual kWh Saved at Customer	J	**5,296.51 kWh**
Net Annual kWh Saved at Customer	K	**4,793.87 kWh**
Net Annual kWh Saved at Generator	L	5,410.69 kWh

Program Summary All Participants		
Total Budget	M	**$1,038,020**
Net coincident kW Saved at Customer	N	**260 kW**
Net coincident kW Saved at Generator	O	303 kW
Gross Annual kWh Saved at Customer	P	**4,253,097 kWh**
Net Annual kWh Saved at Customer	Q	**3,849,478 kWh**
Net Annual kWh Saved at Generator	R	4,344,784 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0150**
Utility Program Cost per kW at Gen	M/ O	**$3,423**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**30,184**

LOW INCOME HOME ENERGY SERVICES — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$173,559
Trans. & Dist. Capacity	$48,805
Marginal Energy	$1,301,466
Avoided Emissions (CO2)	N/A
Subtotal	$1,523,830
Non-Energy Benefits Adder (20.0%)	$304,766
Subtotal	$1,828,596
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,828,596
Costs	
Utility Project Costs	
Internal Administration	$173,008
Third Party Delivery	$50,000
Participant Rebates and Incentives	$856,386
Promotion	$130,000
Measurement and Verification	$0
Subtotal	$1,209,394
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,209,394
Net Benefit (Cost)	**$619,202**
Benefit/Cost Ratio	**1.51**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.5 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.39 kW**
Net coincident kW Saved at Generator	I	0.46 kW
Gross Annual kWh Saved at Customer	J	**5,778.86 kWh**
Net Annual kWh Saved at Customer	K	**5,778.86 kWh**
Net Annual kWh Saved at Generator	L	6,522.42 kWh

Program Summary All Participants		
Total Budget	M	**$1,209,394**
Net coincident kW Saved at Customer	N	**332 kW**
Net coincident kW Saved at Generator	O	387 kW
Gross Annual kWh Saved at Customer	P	**4,912,035 kWh**
Net Annual kWh Saved at Customer	Q	**4,912,035 kWh**
Net Annual kWh Saved at Generator	R	5,544,057 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0132**
Utility Program Cost per kW at Gen	M/ O	**$3,124**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**41,159**

LOW INCOME HOME ENERGY SERVICES — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$181,584
Trans. & Dist. Capacity	$46,857
Marginal Energy	$1,188,370
Avoided Emissions (CO2)	N/A
Subtotal	$1,416,812
Non-Energy Benefits Adder (20.0%)	$283,362
Subtotal	$1,700,174
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,700,174
Costs	
Utility Project Costs	
Internal Administration	$166,974
Third Party Delivery	$50,000
Participant Rebates and Incentives	$791,527
Promotion	$90,000
Measurement and Verification	$0
Subtotal	$1,098,501
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,098,501
Net Benefit (Cost)	**$601,673**
Benefit/Cost Ratio	**1.55**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.5 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.37 kW**
Net coincident kW Saved at Generator	I	0.43 kW
Gross Annual kWh Saved at Customer	J	**5,457.04 kWh**
Net Annual kWh Saved at Customer	K	**5,457.04 kWh**
Net Annual kWh Saved at Generator	L	6,159.18 kWh

Program Summary All Participants		
Total Budget	M	**$1,098,501**
Net coincident kW Saved at Customer	N	**307 kW**
Net coincident kW Saved at Generator	O	**358 kW**
Gross Annual kWh Saved at Customer	P	**4,529,341 kWh**
Net Annual kWh Saved at Customer	Q	**4,529,341 kWh**
Net Annual kWh Saved at Generator	R	5,112,123 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0130**
Utility Program Cost per kW at Gen	M/ O	**$3,067**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**37,666**

LOW INCOME HOME ENERGY SERVICES — 2025 — ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$184,219
Trans. & Dist. Capacity	$43,876
Marginal Energy	$1,066,988
Avoided Emissions (CO2)	N/A
Subtotal	$1,295,084
Non-Energy Benefits Adder (20.0%)	$259,017
Subtotal	$1,554,101
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,554,101
Costs	
Utility Project Costs	
Internal Administration	$166,059
Third Party Delivery	$50,000
Participant Rebates and Incentives	$707,030
Promotion	$50,000
Measurement and Verification	$0
Subtotal	$973,089
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$973,089
Net Benefit (Cost)	**$581,012**
Benefit/Cost Ratio	**1.60**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.4 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.34 kW**
Net coincident kW Saved at Generator	I	0.40 kW
Gross Annual kWh Saved at Customer	J	**4,994.20 kWh**
Net Annual kWh Saved at Customer	K	**4,994.20 kWh**
Net Annual kWh Saved at Generator	L	5,636.80 kWh

Program Summary All Participants		
Total Budget	M	**$973,089**
Net coincident kW Saved at Customer	N	**277 kW**
Net coincident kW Saved at Generator	O	324 kW
Gross Annual kWh Saved at Customer	P	**4,025,326 kWh**
Net Annual kWh Saved at Customer	Q	**4,025,326 kWh**
Net Annual kWh Saved at Generator	R	4,543,258 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0130**
Utility Program Cost per kW at Gen	M/ O	**$3,007**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**32,676**

LOW INCOME ENERGY SAVINGS KIT — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$25,171
Trans. & Dist. Capacity	$6,789
Marginal Energy	$100,170
Avoided Emissions (CO2)	N/A
Subtotal	$132,131
Non-Energy Benefits Adder (20.0%)	$26,426
Subtotal	$158,557
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$158,557
Costs	
Utility Project Costs	
Internal Administration	$20,560
Third Party Delivery	$5,870
Participant Rebates and Incentives	$19,150
Promotion	$20,000
Measurement and Verification	$0
Subtotal	$65,580
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$65,580
Net Benefit (Cost)	**$92,977**
Benefit/Cost Ratio	**2.42**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.1 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	85.47%
Net-to-Gross (Demand)	E	85.80%
Installation Rate (Energy)	F	85.47%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.01 kW**
Net coincident kW Saved at Generator	I	0.01 kW
Gross Annual kWh Saved at Customer	J	**60.77 kWh**
Net Annual kWh Saved at Customer	K	**51.94 kWh**
Net Annual kWh Saved at Generator	L	58.63 kWh

Program Summary All Participants		
Total Budget	M	**$65,580**
Net coincident kW Saved at Customer	N	**39 kW**
Net coincident kW Saved at Generator	O	46 kW
Gross Annual kWh Saved at Customer	P	**440,612 kWh**
Net Annual kWh Saved at Customer	Q	**376,585 kWh**
Net Annual kWh Saved at Generator	R	425,039 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0096**
Utility Program Cost per kW at Gen	M/ O	**$1,435**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,093**

LOW INCOME ENERGY SAVINGS KIT — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$29,657
Trans. & Dist. Capacity	$7,455
Marginal Energy	$106,854
Avoided Emissions (CO2)	N/A
Subtotal	$143,966
Non-Energy Benefits Adder (20.0%)	$28,793
Subtotal	$172,760
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$172,760
Costs	
Utility Project Costs	
Internal Administration	$21,760
Third Party Delivery	$5,952
Participant Rebates and Incentives	$20,723
Promotion	$25,000
Measurement and Verification	$0
Subtotal	$73,435
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$73,435
Net Benefit (Cost)	**$99,325**
Benefit/Cost Ratio	**2.35**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	85.45%
Net-to-Gross (Demand)	E	85.80%
Installation Rate (Energy)	F	85.45%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.01 kW**
Net coincident kW Saved at Generator	I	0.01 kW
Gross Annual kWh Saved at Customer	J	**60.30 kWh**
Net Annual kWh Saved at Customer	K	**51.53 kWh**
Net Annual kWh Saved at Generator	L	58.16 kWh

Program Summary All Participants		
Total Budget	M	**$73,435**
Net coincident kW Saved at Customer	N	**42 kW**
Net coincident kW Saved at Generator	O	**48 kW**
Gross Annual kWh Saved at Customer	P	**473,349 kWh**
Net Annual kWh Saved at Customer	Q	**404,479 kWh**
Net Annual kWh Saved at Generator	R	456,523 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0100**
Utility Program Cost per kW at Gen	M/ O	**$1,516**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,283**

LOW INCOME ENERGY SAVINGS KIT — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$33,490
Trans. & Dist. Capacity	$7,873
Marginal Energy	$110,045
Avoided Emissions (CO2)	N/A
Subtotal	$151,407
Non-Energy Benefits Adder (20.0%)	$30,281
Subtotal	$181,689
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$181,689
Costs	
Utility Project Costs	
Internal Administration	$21,760
Third Party Delivery	$6,034
Participant Rebates and Incentives	$20,990
Promotion	$25,000
Measurement and Verification	$0
Subtotal	$73,784
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$73,784
Net Benefit (Cost)	**$107,905**
Benefit/Cost Ratio	**2.46**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.1 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	85.80%
Installation Rate (Energy)	F	85.46%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.01 kW**
Net coincident kW Saved at Generator	I	0.01 kW
Gross Annual kWh Saved at Customer	J	**60.43 kWh**
Net Annual kWh Saved at Customer	K	**51.64 kWh**
Net Annual kWh Saved at Generator	L	58.29 kWh

Program Summary All Participants		
Total Budget	M	**$73,784**
Net coincident kW Saved at Customer	N	**42 kW**
Net coincident kW Saved at Generator	O	49 kW
Gross Annual kWh Saved at Customer	P	**480,443 kWh**
Net Annual kWh Saved at Customer	Q	**410,566 kWh**
Net Annual kWh Saved at Generator	R	463,392 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0099**
Utility Program Cost per kW at Gen	M/ O	**$1,495**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,265**

HOME LIGHTING & RECYCLING — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$470,200
Trans. & Dist. Capacity	$132,956
Marginal Energy	$2,068,760
Avoided Emissions (CO2)	N/A
Subtotal	$2,671,916
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$2,671,916
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$2,671,916
Costs	
Utility Project Costs	
Internal Administration	$104,410
Third Party Delivery	$242,250
Participant Rebates and Incentives	$503,967
Promotion	$575,000
Measurement and Verification	$0
Subtotal	$1,425,627
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,425,627
Net Benefit (Cost)	**$1,246,289**
Benefit/Cost Ratio	**1.87**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	12.8 years
T & D Loss Factor (Energy)	B	10.24%
T & D Loss Factor (Demand)	C	13.92%
Net-to-Gross (Energy)	D	61.84%
Net-to-Gross (Demand)	E	61.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.00 kW**
Net coincident kW Saved at Generator	I	0.00 kW
Gross Annual kWh Saved at Customer	J	**46.93 kWh**
Net Annual kWh Saved at Customer	K	**29.02 kWh**
Net Annual kWh Saved at Generator	L	32.34 kWh

Program Summary All Participants		
Total Budget	M	**$1,425,627**
Net coincident kW Saved at Customer	N	**928 kW**
Net coincident kW Saved at Generator	O	1,078 kW
Gross Annual kWh Saved at Customer	P	**15,366,196 kWh**
Net Annual kWh Saved at Customer	Q	**9,502,792 kWh**
Net Annual kWh Saved at Generator	R	10,589,014 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0105**
Utility Program Cost per kW at Gen	M/ O	**$1,322**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**60,754**

HOME LIGHTING & RECYCLING — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$402,414
Trans. & Dist. Capacity	$104,000
Marginal Energy	$1,543,062
Avoided Emissions (CO2)	N/A
Subtotal	$2,049,477
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$2,049,477
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$2,049,477
Costs	
Utility Project Costs	
Internal Administration	$107,302
Third Party Delivery	$249,500
Participant Rebates and Incentives	$372,544
Promotion	$528,415
Measurement and Verification	$0
Subtotal	$1,257,761
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,257,761
Net Benefit (Cost)	**$791,716**
Benefit/Cost Ratio	**1.63**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	13.1 years
T & D Loss Factor (Energy)	B	10.24%
T & D Loss Factor (Demand)	C	13.92%
Net-to-Gross (Energy)	D	61.84%
Net-to-Gross (Demand)	E	61.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.00 kW**
Net coincident kW Saved at Generator	I	0.00 kW
Gross Annual kWh Saved at Customer	J	**48.02 kWh**
Net Annual kWh Saved at Customer	K	**29.69 kWh**
Net Annual kWh Saved at Generator	L	33.09 kWh

Program Summary All Participants		
Total Budget	M	**$1,257,761**
Net coincident kW Saved at Customer	N	**690 kW**
Net coincident kW Saved at Generator	O	**802 kW**
Gross Annual kWh Saved at Customer	P	**11,432,966 kWh**
Net Annual kWh Saved at Customer	Q	**7,070,027 kWh**
Net Annual kWh Saved at Generator	R	7,877,781 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0122**
Utility Program Cost per kW at Gen	M/ O	**$1,568**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**45,648**

HOME LIGHTING & RECYCLING — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$330,517
Trans. & Dist. Capacity	$78,631
Marginal Energy	$1,137,864
Avoided Emissions (CO2)	N/A
Subtotal	$1,547,012
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,547,012
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,547,012
Costs	
Utility Project Costs	
Internal Administration	$110,281
Third Party Delivery	$249,500
Participant Rebates and Incentives	$263,776
Promotion	$530,254
Measurement and Verification	$0
Subtotal	$1,153,811
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,153,811
Net Benefit (Cost)	**$393,201**
Benefit/Cost Ratio	**1.34**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	13.5 years
T & D Loss Factor (Energy)	B	10.23%
T & D Loss Factor (Demand)	C	13.91%
Net-to-Gross (Energy)	D	61.84%
Net-to-Gross (Demand)	E	61.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.00 kW**
Net coincident kW Saved at Generator	I	0.00 kW
Gross Annual kWh Saved at Customer	J	**49.76 kWh**
Net Annual kWh Saved at Customer	K	**30.77 kWh**
Net Annual kWh Saved at Generator	L	34.28 kWh
Program Summary All Participants		
Total Budget	M	**$1,153,811**
Net coincident kW Saved at Customer	N	**493 kW**
Net coincident kW Saved at Generator	O	573 kW
Gross Annual kWh Saved at Customer	P	**8,174,465 kWh**
Net Annual kWh Saved at Customer	Q	**5,054,937 kWh**
Net Annual kWh Saved at Generator	R	5,632,076 kWh
Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0152**
Utility Program Cost per kW at Gen	M/ O	**$2,015**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**32,719**

HVAC - RESIDENTIAL AND LOW INCOME

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$119,512
Trans. & Dist. Capacity	$33,874
Marginal Energy	$286,824
Avoided Emissions (CO2)	N/A
Subtotal	$440,211
Non-Energy Benefits Adder (10.1%)	$44,300
Subtotal	$484,511
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$484,511
Costs	
Utility Project Costs	
Internal Administration	$65,651
Third Party Delivery	$245,000
Participant Rebates and Incentives	$407,680
Promotion	$60,000
Measurement and Verification	$0
Subtotal	$778,331
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$778,331
Net Benefit (Cost)	**($293,820)**
Benefit/Cost Ratio	**0.62**

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

2023 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	74.71%
Net-to-Gross (Demand)	E	70.13%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.35 kW**
Net coincident kW Saved at Generator	I	0.41 kW
Gross Annual kWh Saved at Customer	J	**2,182.94 kWh**
Net Annual kWh Saved at Customer	K	**1,630.91 kWh**
Net Annual kWh Saved at Generator	L	1,840.76 kWh

Program Summary All Participants		
Total Budget	M	**$778,331**
Net coincident kW Saved at Customer	N	**236 kW**
Net coincident kW Saved at Generator	O	276 kW
Gross Annual kWh Saved at Customer	P	**1,466,933 kWh**
Net Annual kWh Saved at Customer	Q	**1,095,971 kWh**
Net Annual kWh Saved at Generator	R	1,236,988 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0420**
Utility Program Cost per kW at Gen	M/ O	**$2,822**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**8,276**

HVAC - RESIDENTIAL AND LOW INCOME

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$152,694
Trans. & Dist. Capacity	$39,589
Marginal Energy	$361,989
Avoided Emissions (CO2)	N/A
Subtotal	$554,271
Non-Energy Benefits Adder (11.2%)	$62,166
Subtotal	$616,437
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$616,437
Costs	
Utility Project Costs	
Internal Administration	$63,571
Third Party Delivery	$245,000
Participant Rebates and Incentives	$542,060
Promotion	$63,000
Measurement and Verification	$0
Subtotal	$913,631
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$913,631
Net Benefit (Cost)	**($297,194)**
Benefit/Cost Ratio	**0.67**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	78.10%
Net-to-Gross (Demand)	E	70.98%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.36 kW**
Net coincident kW Saved at Generator	I	0.42 kW
Gross Annual kWh Saved at Customer	J	**2,432.16 kWh**
Net Annual kWh Saved at Customer	K	**1,899.47 kWh**
Net Annual kWh Saved at Generator	L	2,143.88 kWh

Program Summary All Participants		
Total Budget	M	**$913,631**
Net coincident kW Saved at Customer	N	**266 kW**
Net coincident kW Saved at Generator	O	**310 kW**
Gross Annual kWh Saved at Customer	P	**1,797,366 kWh**
Net Annual kWh Saved at Customer	Q	**1,403,711 kWh**
Net Annual kWh Saved at Generator	R	1,584,324 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0384**
Utility Program Cost per kW at Gen	M/ O	**$2,948**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**10,552**

HVAC - RESIDENTIAL AND LOW INCOME — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$173,643
Trans. & Dist. Capacity	$41,447
Marginal Energy	$405,658
Avoided Emissions (CO2)	N/A
Subtotal	$620,748
Non-Energy Benefits Adder (11.1%)	$69,200
Subtotal	$689,948
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$689,948
Costs	
Utility Project Costs	
Internal Administration	$66,518
Third Party Delivery	$245,000
Participant Rebates and Incentives	$611,770
Promotion	$67,000
Measurement and Verification	$0
Subtotal	$990,288
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$990,288
Net Benefit (Cost)	**($300,340)**
Benefit/Cost Ratio	**0.70**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	78.89%
Net-to-Gross (Demand)	E	69.49%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.34 kW**
Net coincident kW Saved at Generator	I	0.40 kW
Gross Annual kWh Saved at Customer	J	**2,527.02 kWh**
Net Annual kWh Saved at Customer	K	**1,993.58 kWh**
Net Annual kWh Saved at Generator	L	2,250.09 kWh

Program Summary All Participants		
Total Budget	M	**$990,288**
Net coincident kW Saved at Customer	N	**267 kW**
Net coincident kW Saved at Generator	O	312 kW
Gross Annual kWh Saved at Customer	P	**1,978,653 kWh**
Net Annual kWh Saved at Customer	Q	**1,560,972 kWh**
Net Annual kWh Saved at Generator	R	1,761,820 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0375**
Utility Program Cost per kW at Gen	M/ O	**$3,175**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**11,497**

RESIDENTIAL HVAC **2023 ELECTRIC** **GOAL**

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$68,103
Trans. & Dist. Capacity	$19,298
Marginal Energy	$131,307
Avoided Emissions (CO2)	N/A
Subtotal	$218,709
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$218,709
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$218,709
Costs	
Utility Project Costs	
Internal Administration	$35,651
Third Party Delivery	$170,000
Participant Rebates and Incentives	$148,680
Promotion	$45,000
Measurement and Verification	$0
Subtotal	$399,331
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$399,331
Net Benefit (Cost)	**($180,622)**
Benefit/Cost Ratio	**0.55**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	57.21%
Net-to-Gross (Demand)	E	57.21%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.23 kW**
Net coincident kW Saved at Generator	I	0.27 kW
Gross Annual kWh Saved at Customer	J	**1,502.49 kWh**
Net Annual kWh Saved at Customer	K	**859.57 kWh**
Net Annual kWh Saved at Generator	L	970.17 kWh

Program Summary All Participants		
Total Budget	M	**$399,331**
Net coincident kW Saved at Customer	N	**135 kW**
Net coincident kW Saved at Generator	O	157 kW
Gross Annual kWh Saved at Customer	P	**866,937 kWh**
Net Annual kWh Saved at Customer	Q	**495,975 kWh**
Net Annual kWh Saved at Generator	R	559,791 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0476**
Utility Program Cost per kW at Gen	M/ O	**$2,543**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,743**

RESIDENTIAL HVAC

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$83,590
Trans. & Dist. Capacity	$21,666
Marginal Energy	$138,186
Avoided Emissions (CO2)	N/A
Subtotal	$243,442
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$243,442
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$243,442
Costs	
Utility Project Costs	
Internal Administration	$31,571
Third Party Delivery	$170,000
Participant Rebates and Incentives	$156,060
Promotion	$46,000
Measurement and Verification	$0
Subtotal	$403,631
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$403,631
Net Benefit (Cost)	**($160,189)**
Benefit/Cost Ratio	**0.60**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	57.21%
Net-to-Gross (Demand)	E	57.21%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.24 kW**
Net coincident kW Saved at Generator	I	0.28 kW
Gross Annual kWh Saved at Customer	J	**1,510.63 kWh**
Net Annual kWh Saved at Customer	K	**864.23 kWh**
Net Annual kWh Saved at Generator	L	975.43 kWh

Program Summary All Participants		
Total Budget	M	**$403,631**
Net coincident kW Saved at Customer	N	**145 kW**
Net coincident kW Saved at Generator	O	**169 kW**
Gross Annual kWh Saved at Customer	P	**919,971 kWh**
Net Annual kWh Saved at Customer	Q	**526,316 kWh**
Net Annual kWh Saved at Generator	R	594,036 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0453**
Utility Program Cost per kW at Gen	M/ O	**$2,382**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,956**

RESIDENTIAL HVAC **2025 ELECTRIC** **GOAL**

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$102,084
Trans. & Dist. Capacity	$24,362
Marginal Energy	$148,302
Avoided Emissions (CO2)	N/A
Subtotal	$274,748
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$274,748
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$274,748
Costs	
Utility Project Costs	
Internal Administration	$32,518
Third Party Delivery	$170,000
Participant Rebates and Incentives	$163,770
Promotion	$47,000
Measurement and Verification	$0
Subtotal	$413,288
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$413,288
Net Benefit (Cost)	**($138,540)**
Benefit/Cost Ratio	**0.66**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	57.21%
Net-to-Gross (Demand)	E	57.21%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.24 kW**
Net coincident kW Saved at Generator	I	0.28 kW
Gross Annual kWh Saved at Customer	J	**1,518.07 kWh**
Net Annual kWh Saved at Customer	K	**868.49 kWh**
Net Annual kWh Saved at Generator	L	980.23 kWh

Program Summary All Participants		
Total Budget	M	**$413,288**
Net coincident kW Saved at Customer	N	**157 kW**
Net coincident kW Saved at Generator	O	183 kW
Gross Annual kWh Saved at Customer	P	**976,118 kWh**
Net Annual kWh Saved at Customer	Q	**558,437 kWh**
Net Annual kWh Saved at Generator	R	630,290 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0437**
Utility Program Cost per kW at Gen	M/ O	**$2,257**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**4,115**

LOW INCOME HVAC

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$51,408
Trans. & Dist. Capacity	$14,576
Marginal Energy	$155,518
Avoided Emissions (CO2)	N/A
Subtotal	$221,502
Non-Energy Benefits Adder (20.0%)	$44,300
Subtotal	$265,802
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$265,802
Costs	
Utility Project Costs	
Internal Administration	$30,000
Third Party Delivery	$75,000
Participant Rebates and Incentives	$259,000
Promotion	$15,000
Measurement and Verification	$0
Subtotal	$379,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$379,000
Net Benefit (Cost)	**($113,198)**
Benefit/Cost Ratio	**0.70**

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

2023 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**1.07 kW**
Net coincident kW Saved at Generator	I	1.25 kW
Gross Annual kWh Saved at Customer	J	**6,315.75 kWh**
Net Annual kWh Saved at Customer	K	**6,315.75 kWh**
Net Annual kWh Saved at Generator	L	7,128.39 kWh

Program Summary All Participants		
Total Budget	M	**$379,000**
Net coincident kW Saved at Customer	N	**102 kW**
Net coincident kW Saved at Generator	O	119 kW
Gross Annual kWh Saved at Customer	P	**599,997 kWh**
Net Annual kWh Saved at Customer	Q	**599,997 kWh**
Net Annual kWh Saved at Generator	R	677,197 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0373**
Utility Program Cost per kW at Gen	M/ O	**$3,191**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**4,519**

LOW INCOME HVAC

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$69,103
Trans. & Dist. Capacity	$17,923
Marginal Energy	$223,803
Avoided Emissions (CO2)	N/A
Subtotal	$310,829
Non-Energy Benefits Adder (20.0%)	$62,166
Subtotal	$372,995
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$372,995
Costs	
Utility Project Costs	
Internal Administration	$32,000
Third Party Delivery	$75,000
Participant Rebates and Incentives	$386,000
Promotion	$17,000
Measurement and Verification	$0
Subtotal	$510,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$510,000
Net Benefit (Cost)	**($137,005)**
Benefit/Cost Ratio	**0.73**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.93 kW**
Net coincident kW Saved at Generator	I	1.08 kW
Gross Annual kWh Saved at Customer	J	**6,749.19 kWh**
Net Annual kWh Saved at Customer	K	**6,749.19 kWh**
Net Annual kWh Saved at Generator	L	7,617.60 kWh

Program Summary All Participants		
Total Budget	M	**$510,000**
Net coincident kW Saved at Customer	N	**120 kW**
Net coincident kW Saved at Generator	O	**141 kW**
Gross Annual kWh Saved at Customer	P	**877,395 kWh**
Net Annual kWh Saved at Customer	Q	**877,395 kWh**
Net Annual kWh Saved at Generator	R	990,288 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0343**
Utility Program Cost per kW at Gen	M/ O	**$3,629**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**6,584**

LOW INCOME HVAC **2025 ELECTRIC** **GOAL**

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$71,559
Trans. & Dist. Capacity	$17,085
Marginal Energy	$257,356
Avoided Emissions (CO2)	N/A
Subtotal	$346,000
Non-Energy Benefits Adder (20.0%)	$69,200
Subtotal	$415,200
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$415,200
Costs	
Utility Project Costs	
Internal Administration	$34,000
Third Party Delivery	$75,000
Participant Rebates and Incentives	$448,000
Promotion	$20,000
Measurement and Verification	$0
Subtotal	$577,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$577,000
Net Benefit (Cost)	**($161,800)**
Benefit/Cost Ratio	**0.72**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.79 kW**
Net coincident kW Saved at Generator	I	0.92 kW
Gross Annual kWh Saved at Customer	J	**7,160.96 kWh**
Net Annual kWh Saved at Customer	K	**7,160.96 kWh**
Net Annual kWh Saved at Generator	L	8,082.35 kWh

Program Summary All Participants		
Total Budget	M	**$577,000**
Net coincident kW Saved at Customer	N	**110 kW**
Net coincident kW Saved at Generator	O	129 kW
Gross Annual kWh Saved at Customer	P	**1,002,535 kWh**
Net Annual kWh Saved at Customer	Q	**1,002,535 kWh**
Net Annual kWh Saved at Generator	R	1,131,529 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0340**
Utility Program Cost per kW at Gen	M/ O	**$4,479**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**7,382**

SCHOOL EDUCATION KITS — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$48,717
Trans. & Dist. Capacity	$13,769
Marginal Energy	$208,589
Avoided Emissions (CO2)	N/A
Subtotal	$271,075
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$271,075
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$271,075
Costs	
Utility Project Costs	
Internal Administration	$16,825
Third Party Delivery	$116,562
Participant Rebates and Incentives	$76,478
Promotion	$7,500
Measurement and Verification	$0
Subtotal	$217,365
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$217,365
Net Benefit (Cost)	**$53,710**
Benefit/Cost Ratio	**1.25**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	14.2 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	74.15%
Net-to-Gross (Demand)	E	76.11%
Installation Rate (Energy)	F	74.44%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.03 kW
Gross Annual kWh Saved at Customer	J	**307.78 kWh**
Net Annual kWh Saved at Customer	K	**228.22 kWh**
Net Annual kWh Saved at Generator	L	257.58 kWh

Program Summary All Participants		
Total Budget	M	**$217,365**
Net coincident kW Saved at Customer	N	**95 kW**
Net coincident kW Saved at Generator	O	111 kW
Gross Annual kWh Saved at Customer	P	**1,076,615 kWh**
Net Annual kWh Saved at Customer	Q	**798,312 kWh**
Net Annual kWh Saved at Generator	R	901,029 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0170**
Utility Program Cost per kW at Gen	M/ O	**$1,952**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**6,219**

SCHOOL EDUCATION KITS — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$55,553
Trans. & Dist. Capacity	$14,377
Marginal Energy	$208,560
Avoided Emissions (CO2)	N/A
Subtotal	$278,490
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$278,490
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$278,490
Costs	
Utility Project Costs	
Internal Administration	$17,308
Third Party Delivery	$115,300
Participant Rebates and Incentives	$77,392
Promotion	$5,000
Measurement and Verification	$0
Subtotal	$215,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$215,000
Net Benefit (Cost)	**$63,489**
Benefit/Cost Ratio	**1.30**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	14.2 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	74.17%
Net-to-Gross (Demand)	E	76.18%
Installation Rate (Energy)	F	74.46%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.03 kW
Gross Annual kWh Saved at Customer	J	**307.78 kWh**
Net Annual kWh Saved at Customer	K	**228.27 kWh**
Net Annual kWh Saved at Generator	L	257.65 kWh

Program Summary All Participants		
Total Budget	M	**$215,000**
Net coincident kW Saved at Customer	N	**96 kW**
Net coincident kW Saved at Generator	O	**112 kW**
Gross Annual kWh Saved at Customer	P	**1,084,307 kWh**
Net Annual kWh Saved at Customer	Q	**804,208 kWh**
Net Annual kWh Saved at Generator	R	907,684 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0167**
Utility Program Cost per kW at Gen	M/ O	**$1,921**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**6,201**

SCHOOL EDUCATION KITS — 2025 — ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$62,997
Trans. & Dist. Capacity	$15,019
Marginal Energy	$212,304
Avoided Emissions (CO2)	N/A
Subtotal	$290,321
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$290,321
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$290,321
Costs	
Utility Project Costs	
Internal Administration	$17,805
Third Party Delivery	$114,358
Participant Rebates and Incentives	$78,307
Promotion	$2,500
Measurement and Verification	$0
Subtotal	$212,969
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$212,969
Net Benefit (Cost)	**$77,351**
Benefit/Cost Ratio	**1.36**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	14.2 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	99.66%
Net-to-Gross (Demand)	E	76.25%
Installation Rate (Energy)	F	74.47%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.03 kW**
Net coincident kW Saved at Generator	I	0.03 kW
Gross Annual kWh Saved at Customer	J	**307.78 kWh**
Net Annual kWh Saved at Customer	K	**228.33 kWh**
Net Annual kWh Saved at Generator	L	257.71 kWh

Program Summary All Participants		
Total Budget	M	**$212,969**
Net coincident kW Saved at Customer	N	**96 kW**
Net coincident kW Saved at Generator	O	112 kW
Gross Annual kWh Saved at Customer	P	**1,091,999 kWh**
Net Annual kWh Saved at Customer	Q	**810,104 kWh**
Net Annual kWh Saved at Generator	R	914,339 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0165**
Utility Program Cost per kW at Gen	M/ O	**$1,893**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**6,091**

REFRIGERATOR RECYCLING — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$8,665
Trans. & Dist. Capacity	$3,214
Marginal Energy	$81,752
Avoided Emissions (CO2)	N/A
Subtotal	$93,631
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$93,631
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$93,631
Costs	
Utility Project Costs	
Internal Administration	$4,185
Third Party Delivery	$71,963
Participant Rebates and Incentives	$37,000
Promotion	$45,000
Measurement and Verification	$0
Subtotal	$158,148
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$158,148
Net Benefit (Cost)	**($64,517)**
Benefit/Cost Ratio	**0.59**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	7.8 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	72.00%
Net-to-Gross (Demand)	E	72.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.05 kW**
Net coincident kW Saved at Generator	I	0.06 kW
Gross Annual kWh Saved at Customer	J	**932.50 kWh**
Net Annual kWh Saved at Customer	K	**671.40 kWh**
Net Annual kWh Saved at Generator	L	757.79 kWh

Program Summary All Participants		
Total Budget	M	**$158,148**
Net coincident kW Saved at Customer	N	**41 kW**
Net coincident kW Saved at Generator	O	48 kW
Gross Annual kWh Saved at Customer	P	**699,376 kWh**
Net Annual kWh Saved at Customer	Q	**503,551 kWh**
Net Annual kWh Saved at Generator	R	568,342 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0358**
Utility Program Cost per kW at Gen	M/ O	**$3,302**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**1,937**

REFRIGERATOR RECYCLING — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$14,963
Trans. & Dist. Capacity	$4,534
Marginal Energy	$106,983
Avoided Emissions (CO2)	N/A
Subtotal	$126,480
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$126,480
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$126,480
Costs	
Utility Project Costs	
Internal Administration	$5,168
Third Party Delivery	$98,040
Participant Rebates and Incentives	$49,250
Promotion	$65,000
Measurement and Verification	$0
Subtotal	$217,457
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$217,457
Net Benefit (Cost)	**($90,977)**
Benefit/Cost Ratio	**0.58**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	7.8 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	72.00%
Net-to-Gross (Demand)	E	72.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.06 kW**
Net coincident kW Saved at Generator	I	0.06 kW
Gross Annual kWh Saved at Customer	J	**931.50 kWh**
Net Annual kWh Saved at Customer	K	**670.68 kWh**
Net Annual kWh Saved at Generator	L	756.97 kWh

Program Summary All Participants		
Total Budget	M	**$217,457**
Net coincident kW Saved at Customer	N	**55 kW**
Net coincident kW Saved at Generator	O	**65 kW**
Gross Annual kWh Saved at Customer	P	**931,496 kWh**
Net Annual kWh Saved at Customer	Q	**670,677 kWh**
Net Annual kWh Saved at Generator	R	756,972 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0370**
Utility Program Cost per kW at Gen	M/ O	**$3,364**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**2,547**

REFRIGERATOR RECYCLING — 2025 — ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$23,130
Trans. & Dist. Capacity	$5,904
Marginal Energy	$134,189
Avoided Emissions (CO2)	N/A
Subtotal	$163,223
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$163,223
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$163,223
Costs	
Utility Project Costs	
Internal Administration	$4,625
Third Party Delivery	$125,372
Participant Rebates and Incentives	$61,500
Promotion	$85,000
Measurement and Verification	$0
Subtotal	$276,497
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$276,497
Net Benefit (Cost)	**($113,274)**
Benefit/Cost Ratio	**0.59**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	7.7 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	72.00%
Net-to-Gross (Demand)	E	72.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.05 kW**
Net coincident kW Saved at Generator	I	0.06 kW
Gross Annual kWh Saved at Customer	J	**929.70 kWh**
Net Annual kWh Saved at Customer	K	**669.39 kWh**
Net Annual kWh Saved at Generator	L	755.51 kWh

Program Summary All Participants		
Total Budget	M	**$276,497**
Net coincident kW Saved at Customer	N	**68 kW**
Net coincident kW Saved at Generator	O	79 kW
Gross Annual kWh Saved at Customer	P	**1,162,129 kWh**
Net Annual kWh Saved at Customer	Q	**836,733 kWh**
Net Annual kWh Saved at Generator	R	944,393 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0378**
Utility Program Cost per kW at Gen	M/ O	**$3,510**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**3,045**

RESIDENTIAL CODES & STANDARDS — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$184,656
Trans. & Dist. Capacity	$49,806
Marginal Energy	$14,194
Avoided Emissions (CO2)	N/A
Subtotal	$248,656
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$248,656
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$248,656
Costs	
Utility Project Costs	
Internal Administration	$27,439
Third Party Delivery	$64,455
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$91,894
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$91,894
Net Benefit (Cost)	**$156,762**
Benefit/Cost Ratio	**2.71**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	20.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	45.65%
Net-to-Gross (Demand)	E	45.65%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.48 kW**
Net coincident kW Saved at Generator	I	0.56 kW
Gross Annual kWh Saved at Customer	J	**174.50 kWh**
Net Annual kWh Saved at Customer	K	**79.66 kWh**
Net Annual kWh Saved at Generator	L	89.91 kWh

Program Summary All Participants		
Total Budget	M	**$91,894**
Net coincident kW Saved at Customer	N	**287 kW**
Net coincident kW Saved at Generator	O	335 kW
Gross Annual kWh Saved at Customer	P	**103,826 kWh**
Net Annual kWh Saved at Customer	Q	**47,397 kWh**
Net Annual kWh Saved at Generator	R	53,495 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0859**
Utility Program Cost per kW at Gen	M/ O	**$274**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**485**

RESIDENTIAL CODES & STANDARDS — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$251,944
Trans. & Dist. Capacity	$63,334
Marginal Energy	$23,905
Avoided Emissions (CO2)	N/A
Subtotal	$339,183
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$339,183
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$339,183
Costs	
Utility Project Costs	
Internal Administration	$28,268
Third Party Delivery	$67,830
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$96,098
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$96,098
Net Benefit (Cost)	**$243,085**
Benefit/Cost Ratio	**3.53**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	20.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	53.95%
Net-to-Gross (Demand)	E	53.95%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.57 kW**
Net coincident kW Saved at Generator	I	0.67 kW
Gross Annual kWh Saved at Customer	J	**239.40 kWh**
Net Annual kWh Saved at Customer	K	**129.15 kWh**
Net Annual kWh Saved at Generator	L	145.77 kWh

Program Summary All Participants		
Total Budget	M	**$96,098**
Net coincident kW Saved at Customer	N	**353 kW**
Net coincident kW Saved at Generator	O	**411 kW**
Gross Annual kWh Saved at Customer	P	**147,947 kWh**
Net Annual kWh Saved at Customer	Q	**79,818 kWh**
Net Annual kWh Saved at Generator	R	90,088 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0533**
Utility Program Cost per kW at Gen	M/ O	**$234**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**813**

RESIDENTIAL CODES & STANDARDS — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$242,772
Trans. & Dist. Capacity	$57,073
Marginal Energy	$21,760
Avoided Emissions (CO2)	N/A
Subtotal	$321,605
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$321,605
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$321,605
Costs	
Utility Project Costs	
Internal Administration	$28,506
Third Party Delivery	$60,625
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$89,131
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$89,131
Net Benefit (Cost)	**$232,474**
Benefit/Cost Ratio	**3.61**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	20.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	45.65%
Net-to-Gross (Demand)	E	45.65%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.48 kW**
Net coincident kW Saved at Generator	I	0.56 kW
Gross Annual kWh Saved at Customer	J	**246.80 kWh**
Net Annual kWh Saved at Customer	K	**112.67 kWh**
Net Annual kWh Saved at Generator	L	127.16 kWh

Program Summary All Participants		
Total Budget	M	**$89,131**
Net coincident kW Saved at Customer	N	**307 kW**
Net coincident kW Saved at Generator	O	358 kW
Gross Annual kWh Saved at Customer	P	**156,720 kWh**
Net Annual kWh Saved at Customer	Q	**71,543 kWh**
Net Annual kWh Saved at Generator	R	80,748 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0552**
Utility Program Cost per kW at Gen	M/ O	**$249**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**717**

RESIDENTIAL THERMOSTAT REWARDS — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$0
Marginal Energy	$100,859
Avoided Emissions (CO2)	N/A
Subtotal	$100,859
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$100,859
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$100,859
Costs	
Utility Project Costs	
Internal Administration	$46,909
Third Party Delivery	$35,000
Participant Rebates and Incentives	$75,250
Promotion	$50,000
Measurement and Verification	$0
Subtotal	$207,159
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$207,159
Net Benefit (Cost)	**($106,299)**
Benefit/Cost Ratio	**0.49**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	10.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.47 kW**
Net coincident kW Saved at Generator	I	0.55 kW
Gross Annual kWh Saved at Customer	J	**411.71 kWh**
Net Annual kWh Saved at Customer	K	**411.71 kWh**
Net Annual kWh Saved at Generator	L	464.69 kWh

Program Summary All Participants		
Total Budget	M	**$207,159**
Net coincident kW Saved at Customer	N	**592 kW**
Net coincident kW Saved at Generator	O	691 kW
Gross Annual kWh Saved at Customer	P	**514,642 kWh**
Net Annual kWh Saved at Customer	Q	**514,642 kWh**
Net Annual kWh Saved at Generator	R	580,860 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0357**
Utility Program Cost per kW at Gen	M/ O	**$300**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**2,586**

RESIDENTIAL THERMOSTAT REWARDS — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$0
Marginal Energy	$108,362
Avoided Emissions (CO2)	N/A
Subtotal	$108,362
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$108,362
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$108,362
Costs	
Utility Project Costs	
Internal Administration	$46,530
Third Party Delivery	$10,000
Participant Rebates and Incentives	$101,250
Promotion	$50,000
Measurement and Verification	$0
Subtotal	$207,780
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$207,780
Net Benefit (Cost)	**($99,418)**
Benefit/Cost Ratio	**0.52**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	10.0 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.97 kW**
Net coincident kW Saved at Generator	I	1.14 kW
Gross Annual kWh Saved at Customer	J	**346.43 kWh**
Net Annual kWh Saved at Customer	K	**346.43 kWh**
Net Annual kWh Saved at Generator	L	391.01 kWh

Program Summary All Participants		
Total Budget	M	**$207,780**
Net coincident kW Saved at Customer	N	**1,591 kW**
Net coincident kW Saved at Generator	O	**1,856 kW**
Gross Annual kWh Saved at Customer	P	**566,415 kWh**
Net Annual kWh Saved at Customer	Q	**566,415 kWh**
Net Annual kWh Saved at Generator	R	639,295 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0327**
Utility Program Cost per kW at Gen	M/ O	**$112**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**2,770**

RESIDENTIAL THERMOSTAT REWARDS — 2025 — ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$0
Marginal Energy	$118,504
Avoided Emissions (CO2)	N/A
Subtotal	$118,504
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$118,504
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$118,504
Costs	
Utility Project Costs	
Internal Administration	$47,170
Third Party Delivery	$5,000
Participant Rebates and Incentives	$129,250
Promotion	$50,000
Measurement and Verification	$0
Subtotal	$231,420
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$231,420
Net Benefit (Cost)	**($112,916)**
Benefit/Cost Ratio	**0.51**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	9.9 years
T & D Loss Factor (Energy)	B	11.40%
T & D Loss Factor (Demand)	C	14.30%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**1.17 kW**
Net coincident kW Saved at Generator	I	1.37 kW
Gross Annual kWh Saved at Customer	J	**288.18 kWh**
Net Annual kWh Saved at Customer	K	**288.18 kWh**
Net Annual kWh Saved at Generator	L	325.26 kWh
Program Summary All Participants		
Total Budget	M	**$231,420**
Net coincident kW Saved at Customer	N	**2,516 kW**
Net coincident kW Saved at Generator	O	2,936 kW
Gross Annual kWh Saved at Customer	P	**618,154 kWh**
Net Annual kWh Saved at Customer	Q	**618,154 kWh**
Net Annual kWh Saved at Generator	R	697,690 kWh
Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0334**
Utility Program Cost per kW at Gen	M/ O	**$79**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**2,877**

BUSINESS PROGRAM EE TOTAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$1,951,525
Trans. & Dist. Capacity	$547,170
Marginal Energy	$6,826,289
Avoided Emissions (CO2)	N/A
Subtotal	$9,324,984
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$9,324,984
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$9,324,984
Costs	
Utility Project Costs	
Internal Administration	$614,935
Third Party Delivery	$4,825,115
Participant Rebates and Incentives	$3,133,550
Promotion	$719,000
Measurement and Verification	$0
Subtotal	$9,292,599
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$9,292,599
Net Benefit (Cost)	**$32,384**
Benefit/Cost Ratio	**1.00**

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

2023 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.8 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	84.05%
Net-to-Gross (Demand)	E	84.82%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**9.60 kW**
Net coincident kW Saved at Generator	I	10.46 kW
Gross Annual kWh Saved at Customer	J	**74,351.00 kWh**
Net Annual kWh Saved at Customer	K	**62,494.07 kWh**
Net Annual kWh Saved at Generator	L	66,981.86 kWh

Program Summary All Participants		
Total Budget	M	**$9,292,599**
Net coincident kW Saved at Customer	N	**4,070 kW**
Net coincident kW Saved at Generator	O	4,434 kW
Gross Annual kWh Saved at Customer	P	**31,524,824 kWh**
Net Annual kWh Saved at Customer	Q	**26,497,488 kWh**
Net Annual kWh Saved at Generator	R	28,400,308 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0207**
Utility Program Cost per kW at Gen	M/ O	**$2,096**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**200,514**

BUSINESS PROGRAM EE TOTAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$2,444,989
Trans. & Dist. Capacity	$629,235
Marginal Energy	$7,356,495
Avoided Emissions (CO2)	N/A
Subtotal	$10,430,719
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$10,430,719
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$10,430,719
Costs	
Utility Project Costs	
Internal Administration	$651,949
Third Party Delivery	$5,426,486
Participant Rebates and Incentives	$3,384,317
Promotion	$792,000
Measurement and Verification	$0
Subtotal	$10,254,752
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$10,254,752
Net Benefit (Cost)	**$175,967**
Benefit/Cost Ratio	**1.02**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.9 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	84.09%
Net-to-Gross (Demand)	E	85.59%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**9.11 kW**
Net coincident kW Saved at Generator	I	9.92 kW
Gross Annual kWh Saved at Customer	J	**66,685.02 kWh**
Net Annual kWh Saved at Customer	K	**56,077.97 kWh**
Net Annual kWh Saved at Generator	L	60,105.01 kWh

Program Summary All Participants		
Total Budget	M	**$10,254,752**
Net coincident kW Saved at Customer	N	**4,672 kW**
Net coincident kW Saved at Generator	O	**5,090 kW**
Gross Annual kWh Saved at Customer	P	**34,209,416 kWh**
Net Annual kWh Saved at Customer	Q	**28,767,999 kWh**
Net Annual kWh Saved at Generator	R	30,833,869 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0209**
Utility Program Cost per kW at Gen	M/ O	**$2,015**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**217,931**

BUSINESS PROGRAM EE TOTAL — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$2,879,261
Trans. & Dist. Capacity	$684,769
Marginal Energy	$7,613,475
Avoided Emissions (CO2)	N/A
Subtotal	$11,177,505
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$11,177,505
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$11,177,505
Costs	
Utility Project Costs	
Internal Administration	$682,886
Third Party Delivery	$5,726,718
Participant Rebates and Incentives	$3,602,062
Promotion	$869,000
Measurement and Verification	$0
Subtotal	$10,880,666
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$10,880,666
Net Benefit (Cost)	**$296,839**
Benefit/Cost Ratio	**1.03**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	A	15.8 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	84.14%
Net-to-Gross (Demand)	E	86.40%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**8.37 kW**
Net coincident kW Saved at Generator	I	9.12 kW
Gross Annual kWh Saved at Customer	J	**57,472.08 kWh**
Net Annual kWh Saved at Customer	K	**48,358.40 kWh**
Net Annual kWh Saved at Generator	L	51,831.08 kWh

Program Summary All Participants

Total Budget	M	**$10,880,666**
Net coincident kW Saved at Customer	N	**5,125 kW**
Net coincident kW Saved at Generator	O	5,583 kW
Gross Annual kWh Saved at Customer	P	**35,172,911 kWh**
Net Annual kWh Saved at Customer	Q	**29,595,341 kWh**
Net Annual kWh Saved at Generator	R	31,720,622 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0217**
Utility Program Cost per kW at Gen	M/ O	**$1,949**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**219,405**

BUSINESS COMPREHENSIVE — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$1,951,525
Trans. & Dist. Capacity	$547,170
Marginal Energy	$6,821,886
Avoided Emissions (CO2)	N/A
Subtotal	$9,320,581
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$9,320,581
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$9,320,581
Costs	
Utility Project Costs	
Internal Administration	$585,653
Third Party Delivery	$4,813,200
Participant Rebates and Incentives	$3,125,550
Promotion	$715,000
Measurement and Verification	$0
Subtotal	$9,239,402
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$9,239,402
Net Benefit (Cost)	**$81,178**
Benefit/Cost Ratio	**1.01**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.8 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	84.04%
Net-to-Gross (Demand)	E	84.39%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**10.47 kW**
Net coincident kW Saved at Generator	I	11.41 kW
Gross Annual kWh Saved at Customer	J	**83,778.40 kWh**
Net Annual kWh Saved at Customer	K	**70,407.83 kWh**
Net Annual kWh Saved at Generator	L	75,463.91 kWh
Program Summary All Participants		
Total Budget	M	**$9,239,402**
Net coincident kW Saved at Customer	N	**3,937 kW**
Net coincident kW Saved at Generator	O	4,289 kW
Gross Annual kWh Saved at Customer	P	**31,500,679 kWh**
Net Annual kWh Saved at Customer	Q	**26,473,342 kWh**
Net Annual kWh Saved at Generator	R	28,374,429 kWh
Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0206**
Utility Program Cost per kW at Gen	M/ O	**$2,154**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**200,406**

BUSINESS COMPREHENSIVE **2024 ELECTRIC** **GOAL**

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$2,377,875
Trans. & Dist. Capacity	$612,364
Marginal Energy	$7,317,756
Avoided Emissions (CO2)	N/A
Subtotal	$10,307,995
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$10,307,995
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$10,307,995
Costs	
Utility Project Costs	
Internal Administration	$619,575
Third Party Delivery	$5,414,196
Participant Rebates and Incentives	$3,367,517
Promotion	$787,000
Measurement and Verification	$0
Subtotal	$10,188,288
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$10,188,288
Net Benefit (Cost)	**$119,707**
Benefit/Cost Ratio	**1.01**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.9 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	84.02%
Net-to-Gross (Demand)	E	84.35%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**10.60 kW**
Net coincident kW Saved at Generator	I	11.54 kW
Gross Annual kWh Saved at Customer	J	**85,145.77 kWh**
Net Annual kWh Saved at Customer	K	**71,542.23 kWh**
Net Annual kWh Saved at Generator	L	76,679.77 kWh

Program Summary All Participants		
Total Budget	M	**$10,188,288**
Net coincident kW Saved at Customer	N	**4,239 kW**
Net coincident kW Saved at Generator	O	**4,618 kW**
Gross Annual kWh Saved at Customer	P	**34,058,308 kWh**
Net Annual kWh Saved at Customer	Q	**28,616,891 kWh**
Net Annual kWh Saved at Generator	R	30,671,909 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0209**
Utility Program Cost per kW at Gen	M/ O	**$2,206**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**216,733**

BUSINESS COMPREHENSIVE **2025 ELECTRIC** **GOAL**

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$2,732,165
Trans. & Dist. Capacity	$650,189
Marginal Energy	$7,540,667
Avoided Emissions (CO2)	N/A
Subtotal	$10,923,020
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$10,923,020
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$10,923,020
Costs	
Utility Project Costs	
Internal Administration	$647,485
Third Party Delivery	$5,716,923
Participant Rebates and Incentives	$3,576,162
Promotion	$863,000
Measurement and Verification	$0
Subtotal	$10,803,570
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$10,803,570
Net Benefit (Cost)	**$119,450**
Benefit/Cost Ratio	**1.01**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	15.8 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	84.02%
Net-to-Gross (Demand)	E	84.33%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**10.22 kW**
Net coincident kW Saved at Generator	I	11.13 kW
Gross Annual kWh Saved at Customer	J	**82,115.97 kWh**
Net Annual kWh Saved at Customer	K	**68,992.27 kWh**
Net Annual kWh Saved at Generator	L	73,946.70 kWh

Program Summary All Participants		
Total Budget	M	**$10,803,570**
Net coincident kW Saved at Customer	N	**4,344 kW**
Net coincident kW Saved at Generator	O	4,732 kW
Gross Annual kWh Saved at Customer	P	**34,899,285 kWh**
Net Annual kWh Saved at Customer	Q	**29,321,714 kWh**
Net Annual kWh Saved at Generator	R	31,427,347 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0217**
Utility Program Cost per kW at Gen	M/ O	**$2,283**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**217,197**

BUILDING TUNE-UP — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$80
Trans. & Dist. Capacity	$30
Marginal Energy	$953
Avoided Emissions (CO2)	N/A
Subtotal	$1,063
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,063
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,063
Costs	
Utility Project Costs	
Internal Administration	$1,000
Third Party Delivery	$0
Participant Rebates and Incentives	$21,000
Promotion	$0
Measurement and Verification	$0
Subtotal	$22,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$22,000
Net Benefit (Cost)	**($20,937)**
Benefit/Cost Ratio	**0.05**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	7.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.11 kW**
Net coincident kW Saved at Generator	I	0.12 kW
Gross Annual kWh Saved at Customer	J	**2,053.88 kWh**
Net Annual kWh Saved at Customer	K	**1,721.35 kWh**
Net Annual kWh Saved at Generator	L	1,844.97 kWh

Program Summary All Participants		
Total Budget	M	**$22,000**
Net coincident kW Saved at Customer	N	**0 kW**
Net coincident kW Saved at Generator	O	0 kW
Gross Annual kWh Saved at Customer	P	**8,216 kWh**
Net Annual kWh Saved at Customer	Q	**6,885 kWh**
Net Annual kWh Saved at Generator	R	7,380 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.4259**
Utility Program Cost per kW at Gen	M/ O	**$47,718**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**23**

BUILDING TUNE-UP

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$104
Trans. & Dist. Capacity	$32
Marginal Energy	$938
Avoided Emissions (CO2)	N/A
Subtotal	$1,074
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,074
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,074
Costs	
Utility Project Costs	
Internal Administration	$1,200
Third Party Delivery	$0
Participant Rebates and Incentives	$28,000
Promotion	$0
Measurement and Verification	$0
Subtotal	$29,200
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$29,200
Net Benefit (Cost)	**($28,126)**
Benefit/Cost Ratio	**0.04**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	7.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.08 kW**
Net coincident kW Saved at Generator	I	0.09 kW
Gross Annual kWh Saved at Customer	J	**1,643.10 kWh**
Net Annual kWh Saved at Customer	K	**1,377.08 kWh**
Net Annual kWh Saved at Generator	L	1,475.97 kWh

Program Summary All Participants		
Total Budget	M	**$29,200**
Net coincident kW Saved at Customer	N	**0 kW**
Net coincident kW Saved at Generator	O	**0 kW**
Gross Annual kWh Saved at Customer	P	**8,216 kWh**
Net Annual kWh Saved at Customer	Q	**6,885 kWh**
Net Annual kWh Saved at Generator	R	7,380 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.5652**
Utility Program Cost per kW at Gen	M/ O	**$63,334**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**22**

BUILDING TUNE-UP **2025 ELECTRIC** **GOAL**

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$131
Trans. & Dist. Capacity	$34
Marginal Energy	$946
Avoided Emissions (CO2)	N/A
Subtotal	$1,111
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,111
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,111
Costs	
Utility Project Costs	
Internal Administration	$1,500
Third Party Delivery	$0
Participant Rebates and Incentives	$35,000
Promotion	$0
Measurement and Verification	$0
Subtotal	$36,500
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$36,500
Net Benefit (Cost)	**($35,389)**
Benefit/Cost Ratio	**0.03**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	7.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**0.07 kW**
Net coincident kW Saved at Generator	I	0.08 kW
Gross Annual kWh Saved at Customer	J	**1,369.25 kWh**
Net Annual kWh Saved at Customer	K	**1,147.57 kWh**
Net Annual kWh Saved at Generator	L	1,229.98 kWh
Program Summary All Participants		
Total Budget	M	**$36,500**
Net coincident kW Saved at Customer	N	**0 kW**
Net coincident kW Saved at Generator	O	0 kW
Gross Annual kWh Saved at Customer	P	**8,216 kWh**
Net Annual kWh Saved at Customer	Q	**6,885 kWh**
Net Annual kWh Saved at Generator	R	7,380 kWh
Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.7066**
Utility Program Cost per kW at Gen	M/ O	**$79,168**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**21**

COOLING EFFICIENCY — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$41,204
Trans. & Dist. Capacity	$11,399
Marginal Energy	$79,884
Avoided Emissions (CO2)	N/A
Subtotal	$132,487
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$132,487
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$132,487
Costs	
Utility Project Costs	
Internal Administration	$27,200
Third Party Delivery	$402,500
Participant Rebates and Incentives	$81,300
Promotion	$17,000
Measurement and Verification	$0
Subtotal	$528,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$528,000
Net Benefit (Cost)	**($395,513)**
Benefit/Cost Ratio	**0.25**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	17.4 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**2.79 kW**
Net coincident kW Saved at Generator	I	3.04 kW
Gross Annual kWh Saved at Customer	J	**12,667.41 kWh**
Net Annual kWh Saved at Customer	K	**10,616.56 kWh**
Net Annual kWh Saved at Generator	L	11,378.95 kWh
Program Summary All Participants		
Total Budget	M	**$528,000**
Net coincident kW Saved at Customer	N	**78 kW**
Net coincident kW Saved at Generator	O	85 kW
Gross Annual kWh Saved at Customer	P	**354,687 kWh**
Net Annual kWh Saved at Customer	Q	**297,264 kWh**
Net Annual kWh Saved at Generator	R	318,610 kWh
Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0952**
Utility Program Cost per kW at Gen	M/ O	**$6,208**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**2,493**

COOLING EFFICIENCY

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$48,338
Trans. & Dist. Capacity	$12,354
Marginal Energy	$81,844
Avoided Emissions (CO2)	N/A
Subtotal	$142,536
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$142,536
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$142,536
Costs	
Utility Project Costs	
Internal Administration	$28,400
Third Party Delivery	$415,100
Participant Rebates and Incentives	$85,600
Promotion	$20,000
Measurement and Verification	$0
Subtotal	$549,100
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$549,100
Net Benefit (Cost)	**($406,564)**
Benefit/Cost Ratio	**0.26**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	17.3 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**2.73 kW**
Net coincident kW Saved at Generator	I	2.97 kW
Gross Annual kWh Saved at Customer	J	**12,179.65 kWh**
Net Annual kWh Saved at Customer	K	**10,207.76 kWh**
Net Annual kWh Saved at Generator	L	10,940.80 kWh

Program Summary All Participants		
Total Budget	M	**$549,100**
Net coincident kW Saved at Customer	N	**82 kW**
Net coincident kW Saved at Generator	O	**89 kW**
Gross Annual kWh Saved at Customer	P	**365,389 kWh**
Net Annual kWh Saved at Customer	Q	**306,233 kWh**
Net Annual kWh Saved at Generator	R	328,224 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0965**
Utility Program Cost per kW at Gen	M/ O	**$6,157**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**2,546**

COOLING EFFICIENCY — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$56,647
Trans. & Dist. Capacity	$13,431
Marginal Energy	$85,229
Avoided Emissions (CO2)	N/A
Subtotal	$155,307
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$155,307
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$155,307
Costs	
Utility Project Costs	
Internal Administration	$29,600
Third Party Delivery	$423,500
Participant Rebates and Incentives	$87,500
Promotion	$21,000
Measurement and Verification	$0
Subtotal	$561,600
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$561,600
Net Benefit (Cost)	**($406,293)**
Benefit/Cost Ratio	**0.28**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	A	17.3 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**2.69 kW**
Net coincident kW Saved at Generator	I	2.93 kW
Gross Annual kWh Saved at Customer	J	**11,783.66 kWh**
Net Annual kWh Saved at Customer	K	**9,875.88 kWh**
Net Annual kWh Saved at Generator	L	10,585.08 kWh

Program Summary All Participants

Total Budget	M	**$561,600**
Net coincident kW Saved at Customer	N	**86 kW**
Net coincident kW Saved at Generator	O	94 kW
Gross Annual kWh Saved at Customer	P	**377,077 kWh**
Net Annual kWh Saved at Customer	Q	**316,028 kWh**
Net Annual kWh Saved at Generator	R	338,723 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0961**
Utility Program Cost per kW at Gen	M/ O	**$5,992**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**2,570**

CUSTOM EFFICIENCY — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$932,028
Trans. & Dist. Capacity	$260,577
Marginal Energy	$3,960,033
Avoided Emissions (CO2)	N/A
Subtotal	$5,152,639
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$5,152,639
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$5,152,639
Costs	
Utility Project Costs	
Internal Administration	$188,000
Third Party Delivery	$2,900,000
Participant Rebates and Incentives	$1,900,000
Promotion	$125,000
Measurement and Verification	$0
Subtotal	$5,113,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$5,113,000
Net Benefit (Cost)	**$39,639**
Benefit/Cost Ratio	**1.01**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**42.17 kW**
Net coincident kW Saved at Generator	I	45.93 kW
Gross Annual kWh Saved at Customer	J	**414,373.00 kWh**
Net Annual kWh Saved at Customer	K	**347,286.01 kWh**
Net Annual kWh Saved at Generator	L	372,225.09 kWh

Program Summary All Participants		
Total Budget	M	**$5,113,000**
Net coincident kW Saved at Customer	N	**1,855 kW**
Net coincident kW Saved at Generator	O	2,021 kW
Gross Annual kWh Saved at Customer	P	**18,232,412 kWh**
Net Annual kWh Saved at Customer	Q	**15,280,584 kWh**
Net Annual kWh Saved at Generator	R	16,377,904 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0195**
Utility Program Cost per kW at Gen	M/ O	**$2,530**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**117,272**

CUSTOM EFFICIENCY — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$1,137,000
Trans. & Dist. Capacity	$291,958
Marginal Energy	$4,201,867
Avoided Emissions (CO2)	N/A
Subtotal	$5,630,824
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$5,630,824
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$5,630,824
Costs	
Utility Project Costs	
Internal Administration	$204,000
Third Party Delivery	$3,363,000
Participant Rebates and Incentives	$2,000,000
Promotion	$140,000
Measurement and Verification	$0
Subtotal	$5,707,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$5,707,000
Net Benefit (Cost)	**($76,176)**
Benefit/Cost Ratio	**0.99**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	A	16.2 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**38.96 kW**
Net coincident kW Saved at Generator	I	42.44 kW
Gross Annual kWh Saved at Customer	J	**380,075.00 kWh**
Net Annual kWh Saved at Customer	K	**318,540.86 kWh**
Net Annual kWh Saved at Generator	L	341,415.71 kWh

Program Summary All Participants

Total Budget	M	**$5,707,000**
Net coincident kW Saved at Customer	N	**1,987 kW**
Net coincident kW Saved at Generator	O	**2,164 kW**
Gross Annual kWh Saved at Customer	P	**19,383,825 kWh**
Net Annual kWh Saved at Customer	Q	**16,245,584 kWh**
Net Annual kWh Saved at Generator	R	17,412,201 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0202**
Utility Program Cost per kW at Gen	M/ O	**$2,637**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**125,698**

CUSTOM EFFICIENCY — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$1,248,952
Trans. & Dist. Capacity	$296,786
Marginal Energy	$4,166,459
Avoided Emissions (CO2)	N/A
Subtotal	$5,712,197
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$5,712,197
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$5,712,197
Costs	
Utility Project Costs	
Internal Administration	$218,000
Third Party Delivery	$3,533,000
Participant Rebates and Incentives	$2,100,000
Promotion	$150,000
Measurement and Verification	$0
Subtotal	$6,001,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$6,001,000
Net Benefit (Cost)	**($288,803)**
Benefit/Cost Ratio	**0.95**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant

Lifetime (Weighted on Generator kWh)	A	16.2 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**40.59 kW**
Net coincident kW Saved at Generator	I	44.22 kW
Gross Annual kWh Saved at Customer	J	**397,578.38 kWh**
Net Annual kWh Saved at Customer	K	**333,210.44 kWh**
Net Annual kWh Saved at Generator	L	357,138.73 kWh

Program Summary All Participants

Total Budget	M	**$6,001,000**
Net coincident kW Saved at Customer	N	**1,948 kW**
Net coincident kW Saved at Generator	O	2,122 kW
Gross Annual kWh Saved at Customer	P	**19,083,762 kWh**
Net Annual kWh Saved at Customer	Q	**15,994,101 kWh**
Net Annual kWh Saved at Generator	R	17,142,659 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0217**
Utility Program Cost per kW at Gen	M/ O	**$2,827**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**121,158**

LIGHTING EFFICIENCY — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$374,134
Trans. & Dist. Capacity	$106,884
Marginal Energy	$1,018,317
Avoided Emissions (CO2)	N/A
Subtotal	$1,499,334
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,499,334
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,499,334
Costs	
Utility Project Costs	
Internal Administration	$175,853
Third Party Delivery	$272,700
Participant Rebates and Incentives	$337,750
Promotion	$368,000
Measurement and Verification	$0
Subtotal	$1,154,302
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,154,302
Net Benefit (Cost)	**$345,032**
Benefit/Cost Ratio	**1.30**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	14.6 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	85.30%
Net-to-Gross (Demand)	E	86.65%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**3.66 kW**
Net coincident kW Saved at Generator	I	3.99 kW
Gross Annual kWh Saved at Customer	J	**21,689.25 kWh**
Net Annual kWh Saved at Customer	K	**18,501.97 kWh**
Net Annual kWh Saved at Generator	L	19,830.63 kWh

Program Summary All Participants		
Total Budget	M	**$1,154,302**
Net coincident kW Saved at Customer	N	**821 kW**
Net coincident kW Saved at Generator	O	894 kW
Gross Annual kWh Saved at Customer	P	**4,858,392 kWh**
Net Annual kWh Saved at Customer	Q	**4,144,442 kWh**
Net Annual kWh Saved at Generator	R	4,442,060 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0178**
Utility Program Cost per kW at Gen	M/ O	**$1,291**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**28,801**

LIGHTING EFFICIENCY — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$485,204
Trans. & Dist. Capacity	$126,517
Marginal Energy	$1,205,226
Avoided Emissions (CO2)	N/A
Subtotal	$1,816,947
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$1,816,947
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$1,816,947
Costs	
Utility Project Costs	
Internal Administration	$181,575
Third Party Delivery	$351,796
Participant Rebates and Incentives	$421,717
Promotion	$400,000
Measurement and Verification	$0
Subtotal	$1,355,088
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,355,088
Net Benefit (Cost)	**$461,859**
Benefit/Cost Ratio	**1.34**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	14.6 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	85.05%
Net-to-Gross (Demand)	E	86.29%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**3.94 kW**
Net coincident kW Saved at Generator	I	4.29 kW
Gross Annual kWh Saved at Customer	J	**24,630.69 kWh**
Net Annual kWh Saved at Customer	K	**20,948.13 kWh**
Net Annual kWh Saved at Generator	L	22,452.44 kWh

Program Summary All Participants		
Total Budget	M	**$1,355,088**
Net coincident kW Saved at Customer	N	**938 kW**
Net coincident kW Saved at Generator	O	**1,022 kW**
Gross Annual kWh Saved at Customer	P	**5,862,105 kWh**
Net Annual kWh Saved at Customer	Q	**4,985,654 kWh**
Net Annual kWh Saved at Generator	R	5,343,680 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0174**
Utility Program Cost per kW at Gen	M/ O	**$1,326**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**34,501**

LIGHTING EFFICIENCY — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$585,007
Trans. & Dist. Capacity	$140,091
Marginal Energy	$1,327,904
Avoided Emissions (CO2)	N/A
Subtotal	$2,053,002
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$2,053,002
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$2,053,002
Costs	
Utility Project Costs	
Internal Administration	$185,885
Third Party Delivery	$386,423
Participant Rebates and Incentives	$468,162
Promotion	$425,000
Measurement and Verification	$0
Subtotal	$1,465,470
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$1,465,470
Net Benefit (Cost)	**$587,532**
Benefit/Cost Ratio	**1.40**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	14.5 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	84.94%
Net-to-Gross (Demand)	E	86.12%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**3.82 kW**
Net coincident kW Saved at Generator	I	4.16 kW
Gross Annual kWh Saved at Customer	J	**24,533.61 kWh**
Net Annual kWh Saved at Customer	K	**20,837.75 kWh**
Net Annual kWh Saved at Generator	L	22,334.14 kWh
Program Summary All Participants		
Total Budget	M	**$1,465,470**
Net coincident kW Saved at Customer	N	**1,004 kW**
Net coincident kW Saved at Generator	O	1,094 kW
Gross Annual kWh Saved at Customer	P	**6,452,338 kWh**
Net Annual kWh Saved at Customer	Q	**5,480,328 kWh**
Net Annual kWh Saved at Generator	R	5,873,878 kWh
Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0172**
Utility Program Cost per kW at Gen	M/ O	**$1,339**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**36,996**

MOTORS & DRIVES — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$604,079
Trans. & Dist. Capacity	$168,281
Marginal Energy	$1,762,698
Avoided Emissions (CO2)	N/A
Subtotal	$2,535,057
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$2,535,057
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$2,535,057
Costs	
Utility Project Costs	
Internal Administration	$193,600
Third Party Delivery	$1,238,000
Participant Rebates and Incentives	$785,500
Promotion	$205,000
Measurement and Verification	$0
Subtotal	$2,422,100
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$2,422,100
Net Benefit (Cost)	**$112,957**
Benefit/Cost Ratio	**1.05**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**15.56 kW**
Net coincident kW Saved at Generator	I	16.95 kW
Gross Annual kWh Saved at Customer	J	**105,881.20 kWh**
Net Annual kWh Saved at Customer	K	**88,739.04 kWh**
Net Annual kWh Saved at Generator	L	95,111.51 kWh

Program Summary All Participants		
Total Budget	M	**$2,422,100**
Net coincident kW Saved at Customer	N	**1,183 kW**
Net coincident kW Saved at Generator	O	1,288 kW
Gross Annual kWh Saved at Customer	P	**8,046,971 kWh**
Net Annual kWh Saved at Customer	Q	**6,744,167 kWh**
Net Annual kWh Saved at Generator	R	7,228,475 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0209**
Utility Program Cost per kW at Gen	M/ O	**$1,880**
Avoided Lifetime CO2 Emissions, Total Program (tons CO2)		**51,817**

MOTORS & DRIVES — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$707,229
Trans. & Dist. Capacity	$181,503
Marginal Energy	$1,827,881
Avoided Emissions (CO2)	N/A
Subtotal	$2,716,613
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$2,716,613
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$2,716,613
Costs	
Utility Project Costs	
Internal Administration	$204,400
Third Party Delivery	$1,284,300
Participant Rebates and Incentives	$832,200
Promotion	$227,000
Measurement and Verification	$0
Subtotal	$2,547,900
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$2,547,900
Net Benefit (Cost)	**$168,713**
Benefit/Cost Ratio	**1.07**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**16.21 kW**
Net coincident kW Saved at Generator	I	17.65 kW
Gross Annual kWh Saved at Customer	J	**111,036.48 kWh**
Net Annual kWh Saved at Customer	K	**93,059.68 kWh**
Net Annual kWh Saved at Generator	L	99,742.42 kWh

Program Summary All Participants		
Total Budget	M	**$2,547,900**
Net coincident kW Saved at Customer	N	**1,232 kW**
Net coincident kW Saved at Generator	O	**1,342 kW**
Gross Annual kWh Saved at Customer	P	**8,438,773 kWh**
Net Annual kWh Saved at Customer	Q	**7,072,536 kWh**
Net Annual kWh Saved at Generator	R	7,580,424 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0210**
Utility Program Cost per kW at Gen	M/ O	**$1,899**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**53,965**

MOTORS & DRIVES **2025 ELECTRIC** **GOAL**

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$841,428
Trans. & Dist. Capacity	$199,847
Marginal Energy	$1,960,128
Avoided Emissions (CO2)	N/A
Subtotal	$3,001,403
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$3,001,403
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$3,001,403
Costs	
Utility Project Costs	
Internal Administration	$212,500
Third Party Delivery	$1,374,000
Participant Rebates and Incentives	$885,500
Promotion	$267,000
Measurement and Verification	$0
Subtotal	$2,739,000
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$2,739,000
Net Benefit (Cost)	**$262,403**
Benefit/Cost Ratio	**1.10**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	16.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	83.81%
Net-to-Gross (Demand)	E	83.81%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**17.17 kW**
Net coincident kW Saved at Generator	I	18.70 kW
Gross Annual kWh Saved at Customer	J	**118,130.16 kWh**
Net Annual kWh Saved at Customer	K	**99,004.89 kWh**
Net Annual kWh Saved at Generator	L	106,114.56 kWh

Program Summary All Participants		
Total Budget	M	**$2,739,000**
Net coincident kW Saved at Customer	N	**1,305 kW**
Net coincident kW Saved at Generator	O	1,422 kW
Gross Annual kWh Saved at Customer	P	**8,977,892 kWh**
Net Annual kWh Saved at Customer	Q	**7,524,372 kWh**
Net Annual kWh Saved at Generator	R	8,064,707 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0212**
Utility Program Cost per kW at Gen	M/ O	**$1,927**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**56,452**

BUSINESS THERMOSTAT REWARDS — 2023 ELECTRIC — GOAL

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$0
Marginal Energy	$4,403
Avoided Emissions (CO2)	N/A
Subtotal	$4,403
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$4,403
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$4,403
Costs	
Utility Project Costs	
Internal Administration	$24,900
Third Party Delivery	$1,500
Participant Rebates and Incentives	$8,000
Promotion	$4,000
Measurement and Verification	$0
Subtotal	$38,400
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$38,400
Net Benefit (Cost)	**($33,997)**
Benefit/Cost Ratio	**0.11**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	9.4 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**2.77 kW**
Net coincident kW Saved at Generator	I	3.02 kW
Gross Annual kWh Saved at Customer	J	**503.03 kWh**
Net Annual kWh Saved at Customer	K	**503.03 kWh**
Net Annual kWh Saved at Generator	L	539.15 kWh

Program Summary All Participants		
Total Budget	M	**$38,400**
Net coincident kW Saved at Customer	N	**133 kW**
Net coincident kW Saved at Generator	O	145 kW
Gross Annual kWh Saved at Customer	P	**24,145 kWh**
Net Annual kWh Saved at Customer	Q	**24,145 kWh**
Net Annual kWh Saved at Generator	R	25,879 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.1586**
Utility Program Cost per kW at Gen	M/ O	**$265**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**108**

BUSINESS THERMOSTAT REWARDS

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$0
Marginal Energy	$8,770
Avoided Emissions (CO2)	N/A
Subtotal	$8,770
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$8,770
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$8,770
Costs	
Utility Project Costs	
Internal Administration	$27,900
Third Party Delivery	$1,500
Participant Rebates and Incentives	$16,800
Promotion	$5,000
Measurement and Verification	$0
Subtotal	$51,200
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$51,200
Net Benefit (Cost)	**($42,430)**
Benefit/Cost Ratio	**0.17**

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

2024 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	9.2 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**2.97 kW**
Net coincident kW Saved at Generator	I	3.24 kW
Gross Annual kWh Saved at Customer	J	**438.88 kWh**
Net Annual kWh Saved at Customer	K	**438.88 kWh**
Net Annual kWh Saved at Generator	L	470.40 kWh

Program Summary All Participants		
Total Budget	M	**$51,200**
Net coincident kW Saved at Customer	N	**333 kW**
Net coincident kW Saved at Generator	O	**362 kW**
Gross Annual kWh Saved at Customer	P	**49,155 kWh**
Net Annual kWh Saved at Customer	Q	**49,155 kWh**
Net Annual kWh Saved at Generator	R	52,685 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.1055**
Utility Program Cost per kW at Gen	M/ O	**$141**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**212**

BUSINESS THERMOSTAT REWARDS — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$0
Marginal Energy	$12,762
Avoided Emissions (CO2)	N/A
Subtotal	$12,762
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$12,762
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$12,762
Costs	
Utility Project Costs	
Internal Administration	$30,900
Third Party Delivery	$1,500
Participant Rebates and Incentives	$25,900
Promotion	$6,000
Measurement and Verification	$0
Subtotal	$64,300
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$64,300
Net Benefit (Cost)	**($51,538)**
Benefit/Cost Ratio	**0.20**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	9.1 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**3.13 kW**
Net coincident kW Saved at Generator	I	3.41 kW
Gross Annual kWh Saved at Customer	J	**387.15 kWh**
Net Annual kWh Saved at Customer	K	**387.15 kWh**
Net Annual kWh Saved at Generator	L	414.95 kWh

Program Summary All Participants		
Total Budget	M	**$64,300**
Net coincident kW Saved at Customer	N	**582 kW**
Net coincident kW Saved at Generator	O	634 kW
Gross Annual kWh Saved at Customer	P	**72,010 kWh**
Net Annual kWh Saved at Customer	Q	**72,010 kWh**
Net Annual kWh Saved at Generator	R	77,181 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0920**
Utility Program Cost per kW at Gen	M/ O	**$101**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**290**

COMMERCIAL CODES & STANDARDS

2023 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$0
Trans. & Dist. Capacity	$0
Marginal Energy	$0
Avoided Emissions (CO2)	N/A
Subtotal	$0
Non-Energy Benefits Adder	$0
Subtotal	$0
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$0
Costs	
Utility Project Costs	
Internal Administration	$4,382
Third Party Delivery	$10,415
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$14,797
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$14,797
Net Benefit (Cost)	**($14,797)**
Benefit/Cost Ratio	**-**

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

2023 ELECTRIC GOAL

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	N/A
T & D Loss Factor (Energy)	B	N/A
T & D Loss Factor (Demand)	C	N/A
Net-to-Gross (Energy)	D	N/A
Net-to-Gross (Demand)	E	N/A
Installation Rate (Energy)	F	N/A
Installation Rate (Demand)	G	N/A
Net coincident kW Saved at Customer	H	**#DIV/0!**
Net coincident kW Saved at Generator	I	#DIV/0!
Gross Annual kWh Saved at Customer	J	**#DIV/0!**
Net Annual kWh Saved at Customer	K	**#DIV/0!**
Net Annual kWh Saved at Generator	L	#DIV/0!

Program Summary All Participants		
Total Budget	M	**$14,797**
Net coincident kW Saved at Customer	N	**#DIV/0!**
Net coincident kW Saved at Generator	O	#DIV/0!
Gross Annual kWh Saved at Customer	P	**#DIV/0!**
Net Annual kWh Saved at Customer	Q	**#DIV/0!**
Net Annual kWh Saved at Generator	R	#DIV/0!

Utility Program Cost per kWh Lifetime	M/(A x R)	**N/A**
Utility Program Cost per kW at Gen	M/ O	**#DIV/0!**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**N/A**

COMMERCIAL CODES & STANDARDS — 2024 ELECTRIC — GOAL

2024 Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$67,114
Trans. & Dist. Capacity	$16,871
Marginal Energy	$29,969
Avoided Emissions (CO2)	N/A
Subtotal	$113,954
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$113,954
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$113,954
Costs	
Utility Project Costs	
Internal Administration	$4,474
Third Party Delivery	$10,790
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$15,264
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$15,264
Net Benefit (Cost)	**$98,690**
Benefit/Cost Ratio	**7.47**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	20.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**100.63 kW**
Net coincident kW Saved at Generator	I	109.61 kW
Gross Annual kWh Saved at Customer	J	**101,953.06 kWh**
Net Annual kWh Saved at Customer	K	**101,953.06 kWh**
Net Annual kWh Saved at Generator	L	109,274.45 kWh

Program Summary All Participants		
Total Budget	M	**$15,264**
Net coincident kW Saved at Customer	N	**101 kW**
Net coincident kW Saved at Generator	O	**110 kW**
Gross Annual kWh Saved at Customer	P	**101,953 kWh**
Net Annual kWh Saved at Customer	Q	**101,953 kWh**
Net Annual kWh Saved at Generator	R	109,274 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0070**
Utility Program Cost per kW at Gen	M/ O	**$139**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**986**

COMMERCIAL CODES & STANDARDS — 2025 ELECTRIC — GOAL

Net Present Cost Benefit Summary Analysis For All Participants

	Utility Test ($Total)
Benefits	
Avoided Revenue Requirements	
Generation Capacity	$147,096
Trans. & Dist. Capacity	$34,581
Marginal Energy	$60,046
Avoided Emissions (CO2)	N/A
Subtotal	$241,723
Non-Energy Benefits Adder (0.0%)	$0
Subtotal	$241,723
Participant Benefits	
Bill Reduction - Electric	N/A
Participant Rebates and Incentives	N/A
Incremental Capital Savings	N/A
Incremental O&M Savings	N/A
Subtotal	N/A
Total Benefits	$241,723
Costs	
Utility Project Costs	
Internal Administration	$4,501
Third Party Delivery	$8,295
Participant Rebates and Incentives	$0
Promotion	$0
Measurement and Verification	$0
Subtotal	$12,796
Utility Revenue Reduction	
Revenue Reduction - Electric	N/A
Subtotal	N/A
Participant Costs	
Incremental Capital Costs	N/A
Incremental O&M Costs	N/A
Subtotal	N/A
Total Costs	$12,796
Net Benefit (Cost)	**$228,927**
Benefit/Cost Ratio	**18.89**

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

Input Summary and Totals

Program "Inputs" per Customer kW and per Participant		
Lifetime (Weighted on Generator kWh)	A	20.0 years
T & D Loss Factor (Energy)	B	6.70%
T & D Loss Factor (Demand)	C	8.20%
Net-to-Gross (Energy)	D	100.00%
Net-to-Gross (Demand)	E	100.00%
Installation Rate (Energy)	F	100.00%
Installation Rate (Demand)	G	100.00%
Net coincident kW Saved at Customer	H	**198.99 kW**
Net coincident kW Saved at Generator	I	216.77 kW
Gross Annual kWh Saved at Customer	J	**201,616.15 kWh**
Net Annual kWh Saved at Customer	K	**201,616.15 kWh**
Net Annual kWh Saved at Generator	L	216,094.48 kWh

Program Summary All Participants		
Total Budget	M	**$12,796**
Net coincident kW Saved at Customer	N	**199 kW**
Net coincident kW Saved at Generator	O	217 kW
Gross Annual kWh Saved at Customer	P	**201,616 kWh**
Net Annual kWh Saved at Customer	Q	**201,616 kWh**
Net Annual kWh Saved at Generator	R	216,094 kWh

Utility Program Cost per kWh Lifetime	M/(A x R)	**$0.0030**
Utility Program Cost per kW at Gen	M/ O	**$59**

Avoided Lifetime CO2 Emissions, Total Program (tons CO2)	**1,918**

Southwestern Public Service Company

Segment	Energy Loss Factor	Demand Loss Factor	Assumed Natural Gas Retail Rate ($/Dth)	Assumed Electric Retail Rate ($/kWh)	Assumed Electric Retail Rate ($/Customer kW)
Residential	11.40%	14.30%	$5.44/Dth	See Bill Reduction ARR tab	
Business	6.70%	8.20%	$5.08/Dth		

Assumption

Loss Factors: Residential **Electric Rate:** Assumes NM Residential Rate Class. 50% of energy is saved during Winter and 50% during Summer.

Loss Factors: Uses actual data from pricing. **Electric Rate: Blended** NM C&I Energy & Demand Rate Classes. 50% of energy is saved during Winter and 50% during Summer. Assumes that Billing kW savings average 75% of customer kW and that the savings are co

LOSS FACTORS

SOURCE: 2021 Current forecast from pricing using most recent loss study

Gen kWh = customer kWh / (1 - loss factor)

	Energy Loss Factor	Demand Loss Factor
Source File		
Residential	11.4%	14.3%
Business (combined)	6.7%	8.2%

SPS NM - General Discount Rates - Weighted Average Cost of Capital (WACC)	
Gas	N/A
Electric	7.19%

SPS NM - O&M Discount Rate	
Gas	0.00%
Electric	4.44%

SPS NM - General Escalation Rate	
Labor	3.32%
Non-Labor	2.15%
Weighted	2.63%

Southwestern Public Service Company

Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
	TOTAL					
Codes and Standards - NM	**Codes & Standards**	**Commercial 2023**	Influenced code level	Uninfluenced code level	20	$0.00
Codes and Standards - NM	**Codes & Standards**	**Commercial 2024**	Influenced code level	Uninfluenced code level	20	$0.00
Codes and Standards - NM	**Codes & Standards**	**Commercial 2025**	Influenced code level	Uninfluenced code level	20	$0.00
Commercial Building Controls - NM	**AC Rewards - Business**	**Business Smart Thermostat - DR - New Customer**	New Installation of DR Capable Smart Thermostat	Non communicating thermostat	1	$268.36
Commercial Building Controls - NM	**AC Rewards - Business**	**Business Smart Thermostat - DR - New Small Business or Multifamily Customer**	New Installation of DR Capable Smart Thermostat in from DI program (SBS, MFBE)	Non communicating thermostat	1	$156.54
Commercial Building Controls - NM	**AC Rewards - Business**	**Business Smart Thermostat - DR - Continued Customer**	Updated enrollment of previously enrolled customer	Non communicating thermostat	1	$25.00
Commercial Building Controls - NM	**AC Rewards - Business**	**Install Energy Star certified smart thermostat - AC ONLY**	Energy Star Certified Thermostat	Manual or programmable thermostat	10	$24.44
Commercial Building Controls - NM	**AC Rewards - Business**	**Install Energy Star certified smart thermostat - AC & ELEC HEAT**	Energy Star Certified Thermostat	Manual or programmable thermostat	10.0	$38.84
Commercial Building Controls - NM	**AC Rewards - Business**	**Business Smart Thermostat - DR - BYOT**	New Installation of DR Capable Smart Thermostat	Non communicating thermostat	1.0	$75.00
Commercial Building Controls - NM	**AC Rewards - Business**	**Install Energy Star certified smart thermostat - AC ONLY - BYOT**	Energy Star Certified Thermostat	Manual or programmable thermostat	10.0	$25.00
Commercial Building Controls - NM	**AC Rewards - Business**	**Install Energy Star certified smart thermostat - AC & ELEC HEAT - BYOT**	Energy Star Certified Thermostat	Manual or programmable thermostat	10	$25.00
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	**Commercial Dishwasher - Under Counter, Electric Only**	ENERGY STAR qualified unit	Conventional unit as defined by ENERGY STAR	10	$175.00
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	**Commercial Dishwasher - Door Type, Electric Only**	ENERGY STAR qualified unit	Conventional unit as defined by ENERGY STAR	15	$196.43
Cooling - NM	**Hot Food Holding Cabinet**	**Hot Food Holding Cabinet**	ENERGY STAR qualified unit	Conventional unit as defined by ENERGY STAR	12	$200.00
Cooling - NM	**Screw/Scroll Chillers**	**Scroll/Screw Chiller < 75 tons**	Chiller size 58.8 tons, 0.59 full load kW/ton, 0.48 IPLV	Chiller size 58.8 tons, 0.78 full load kW/ton, 0.63 IPLV	20	$2,816.52
Cooling - NM	**Screw/Scroll Chillers**	**Scroll/Screw Chiller >= 75 tons to < 150 tons**	Chiller size 90 tons, 0.76 full load kW/ton, 0.60 IPLV	Chiller size 90 tons, 0.78 full load kW/ton, 0.62 IPLV	20	$720.00
Cooling - NM	**Screw/Scroll Chillers**	**Scroll/Screw chiller >=150 to <300 tons**	Chiller size 225 tons, 0.57 full load kW/ton, 0.48 IPLV	Chiller size 225 tons, 0.68 full load kW/ton, 0.58 IPLV	20	$6,862.50
Cooling - NM	**Screw/Scroll Chillers**	**scroll/screw chiller >= 300 tons**	Chiller size 300 tons, 0.52 full load kW/ton, 0.37 IPLV	Chiller size 300 tons, 0.62 full load kW/ton, 0.54 IPLV	20	$11,085.00

Southwestern Public Service Company

Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
	TOTAL										
Codes and Standards - NM	**Codes & Standards**	$0.00	0	0.000	$0.00	NM-BUS-Light All	Bus	Electric Only	C002	1	1
Codes and Standards - NM	**Codes & Standards**	$0.00	101,953	100.626	$0.00	NM-BUS-Light All	Bus	Electric Only	C003	1	1
Codes and Standards - NM	**Codes & Standards**	$0.00	201,616	198.993	$0.00	NM-BUS-Light All	Bus	Electric Only	C004	1	1
Commercial Building Controls - NM	**AC Rewards - Business**	$268.36	27	2.079	$0.00	NM-RES-PEAK_CNT	BUS	DR		1	1
Commercial Building Controls - NM	**AC Rewards - Business**	$156.54	27	2.079	$0.00	NM-RES-PEAK_CNT	BUS	DR		1	1
Commercial Building Controls - NM	**AC Rewards - Business**	$25.00	27	2.079	$0.00	NM-RES-PEAK_CNT	BUS	DR		1	1
Commercial Building Controls - NM	**AC Rewards - Business**	$24.44	672	0.000	$0.00	NM-BUS-COOL_OUT	BUS	Electric Only		1	1
Commercial Building Controls - NM	**AC Rewards - Business**	$38.84	729	0.000	$0.00	NM-BUS-COOL_OUT	BUS	Electric Only		100%	100%
Commercial Building Controls - NM	**AC Rewards - Business**	$75.00	27	2.079	$0.00	MN-RES-PEAK_CTR	BUS	DR		100%	100%
Commercial Building Controls - NM	**AC Rewards - Business**	$25.00	672	0.000	$0.00	NM-BUS-COOL_OUT	BUS	Electric Only		100%	100%
Commercial Building Controls - NM	**AC Rewards - Business**	$25.00	729	0.000	$0.00	NM-BUS-COOL_OUT	BUS	Electric Only		100%	100%
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	$106.00	2,535	0.330	$31.63	NM-BUS-FOODSVC	Bus	Electric Only		84%	100%
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	$550.00	11,369	1.481	$195.12	NM-BUS-FOODSVC	Bus	Electric Only		84%	100%
Cooling - NM	**Hot Food Holding Cabinet**	$1,713.00	1,502	0.235	$0.00	NM-BUS-FOODSVC	Bus	Electric Only		84%	100%
Cooling - NM	**Screw/Scroll Chillers**	$5,292.00	11,862	10.055	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I001	84%	100%
Cooling - NM	**Screw/Scroll Chillers**	$8,100.00	1,886	1.296	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I002	84%	100%
Cooling - NM	**Screw/Scroll Chillers**	$20,250.00	29,475	22.275	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I003	84%	100%
Cooling - NM	**Screw/Scroll Chillers**	$21,000.00	68,775	27.810	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I004	84%	100%

Southwestern Public Service Company

Program	Measure Group	Realization Rate (%)
TOTAL		
Codes and Standards - NM	**Codes & Standards**	1
Codes and Standards - NM	**Codes & Standards**	1
Codes and Standards - NM	**Codes & Standards**	1
Commercial Building Controls - NM	**AC Rewards - Business**	1
Commercial Building Controls - NM	**AC Rewards - Business**	1
Commercial Building Controls - NM	**AC Rewards - Business**	1
Commercial Building Controls - NM	**AC Rewards - Business**	1
Commercial Building Controls - NM	**AC Rewards - Business**	100%
Commercial Building Controls - NM	**AC Rewards - Business**	100%
Commercial Building Controls - NM	**AC Rewards - Business**	100%
Commercial Building Controls - NM	**AC Rewards - Business**	100%
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	100%
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	100%
Cooling - NM	**Hot Food Holding Cabinet**	100%
Cooling - NM	**Screw/Scroll Chillers**	100%
Cooling - NM	**Screw/Scroll Chillers**	100%
Cooling - NM	**Screw/Scroll Chillers**	100%
Cooling - NM	**Screw/Scroll Chillers**	100%

Southwestern Public Service Company

Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
	TOTAL	**378,382**	**288,013**	**223,730**	**423,085**	**336,241**	**273,926**				
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0	6.7%	8.2%	$ -	$ -
Codes and Standards - NM	**Codes & Standards**	0	1	0	0	1	0	6.7%	8.2%	$ -	$ -
Codes and Standards - NM	**Codes & Standards**	0	0	1	0	0	1	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	10	20	30	20	40	60	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	0	0	0	0	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	16	48	94	32	96	188	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	5	10	15	10	20	30	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	5	10	15	10	20	30	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	6	12	16	12	24	32	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	3	6	8	6	12	16	6.7%	8.2%	$ -	$ -
Commercial Building Controls - NM	**AC Rewards - Business**	3	6	8	6	12	16	6.7%	8.2%	$ -	$ -
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	-	-	-	-	-	-	6.7%	8.2%	$ 250.98	$ -
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	-	-	-	-	-	-	6.7%	8.2%	$ 2,103.71	$ -
Cooling - NM	**Hot Food Holding Cabinet**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**Screw/Scroll Chillers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**Screw/Scroll Chillers**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**Screw/Scroll Chillers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**Screw/Scroll Chillers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -

Southwestern Public Service Company

		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
	TOTAL	**9,939**	**8,162**	**67,792,838**	**55,862,105**	**11,218**	**74,499,470**
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Commercial Building Controls - NM	**AC Rewards - Business**	42	42	540	540	45	579
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	0	0	0	0
Commercial Building Controls - NM	**AC Rewards - Business**	67	67	864	864	72	926
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	6,720	6,720	0	7,203
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	7,290	7,290	0	7,814
Commercial Building Controls - NM	**AC Rewards - Business**	25	25	325	325	27	348
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	4,032	4,032	0	4,322
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	4,374	4,374	0	4,688
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	0	0	0	0	0	0
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	0	0	0	0	0	0
Cooling - NM	**Hot Food Holding Cabinet**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	1	1	1,886	1,581	1	2,022
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
	TOTAL	**11,195**	**9,535**	**66,345,588**	**55,390,332**	**12,634**	**72,770,011**
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Codes and Standards - NM	**Codes & Standards**	101	101	101,953	101,953	110	109,274
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Commercial Building Controls - NM	**AC Rewards - Business**	83	83	1,080	1,080	91	1,158
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	0	0	0	0
Commercial Building Controls - NM	**AC Rewards - Business**	200	200	2,592	2,592	217	2,778
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	13,440	13,440	0	14,405
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	14,580	14,580	0	15,627
Commercial Building Controls - NM	**AC Rewards - Business**	50	50	650	650	54	697
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	8,064	8,064	0	8,644
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	8,749	8,749	0	9,377
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	0	0	0	0	0	0
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	0	0	0	0	0	0
Cooling - NM	**Hot Food Holding Cabinet**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	1	1	1,886	1,581	1	2,022
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0

Southwestern Public Service Company

		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
	TOTAL	**12,530**	**10,916**	**65,075,588**	**55,237,706**	**14,157**	**71,328,810**
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Codes and Standards - NM	**Codes & Standards**	199	199	201,616	201,616	217	216,094
Commercial Building Controls - NM	**AC Rewards - Business**	125	125	1,620	1,620	136	1,736
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	0	0	0	0
Commercial Building Controls - NM	**AC Rewards - Business**	391	391	5,076	5,076	426	5,441
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	20,160	20,160	0	21,608
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	21,870	21,870	0	23,441
Commercial Building Controls - NM	**AC Rewards - Business**	67	67	867	867	72	929
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	10,753	10,753	0	11,525
Commercial Building Controls - NM	**AC Rewards - Business**	0	0	11,665	11,665	0	12,503
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	0	0	0	0	0	0
Cooling - NM	**Commercial Dishwasher - Electric Water Heating**	0	0	0	0	0	0
Cooling - NM	**Hot Food Holding Cabinet**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	1	1	1,886	1,581	1	2,022
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0
Cooling - NM	**Screw/Scroll Chillers**	0	0	0	0	0	0

Southwestern Public Service Company

Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Cooling - NM	**Centrifugal Chillers**	**Centrifugal Chillers < 150 tons**	Chiller size 125 tons, 0.60 full load kW/ton, 0.57 IPLV	Chiller size 125 tons, 0.63 full load kW/ton, 0.60 IPLV	20	$1,562.50
Cooling - NM	**Centrifugal Chillers**	**Centrifugal Chillers >= 150 to < 300 tons**	Chiller size 225 tons, 0.55 full load kW/ton, 0.51 IPLV	Chiller size 225 tons, 0.63 full load kW/ton, 0.60 IPLV	20	$5,804.61
Cooling - NM	**Centrifugal Chillers**	**Centrifugal Chillers >= 300 to < 600 tons**	Chiller size 500 tons, 0.50 full load kW/ton, 0.33 IPLV	Chiller size 500 tons, 0.58 full load kW/ton, 0.55 IPLV	20	$18,750.00
Cooling - NM	**Centrifugal Chillers**	**Centrifugal Chillers >= 600 tons**	Chiller size 750 tons, 0.55 full load kW/ton, 0.53 IPLV	Chiller size 750 tons, 0.57 full load kW/ton, 0.54 IPLV	20	$5,934.38
Cooling - NM	**Air-Cooled Chillers**	**Air-Cooled Chillers - avg. capacity 52 tons**	Air-cooled chiller, capacity 52 tons, 9.562 EER	Air-cooled chiller, capacity 52 tons,10.2 EER	20	$806.00
Cooling - NM	**Air-Cooled Chillers**	**Air-Cooled Chillers - avg. capacity 250 tons**	Air-cooled chiller, capacity 250 tons, 9.562 EER	Air-cooled chiller, capacity 250 tons,10.21 EER	20	$4,906.25
Cooling - NM	**VFD Chiller Retrofit**	**VSD Chiller Retrofit**	Chiller size 378 tons, 0.59 full load kW/ton, 0.41 IPLV	Chiller size 378 tons, 0.58 full load kW/ton, 0.56 IPLV	15	$8,423.59
Cooling - NM	**DX Units <5.4 Tons NMx**	**DX Units < than 5.4 tons**	Unit size 3.45 tons, 15.3 SEER & 12.4542 EER	Unit size 3.45 tons, 13 SEER & 11.18 EER	15	$262.20
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	**DX Units 5.5-11.3 tons**	Unit size 9.04 tons & 12.09 EER	Unit size 9.04 tons & 11.2 EER	15	$377.87
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	**DX Units 11.4-19.9 tons**	Unit size 17.49 tons & 12.36 EER	Unit size 17.49 tons & 11 EER	15	$895.49
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	**DX Units 20-63.3 tons**	Unit size 24.36 tons & 10.8 EER	Unit size 24.36 tons & 10 EER	15	$1,169.28
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	**DX Units greater than 63.3 tons**	Unit size 100 tons & 10.2 EER	Unit size 100 tons & 9.7 EER	15	$4,400.00
Cooling - NM	**Water-source Heat Pumps**	**Water-source Heat Pumps**	Unit size 2.9 tons, 17.1 SEER, 17.1 EER	Unit size 2.9 tons, 12 SEER, 12 EER	15	$342.20
Cooling - NM	**RTU Economizer & DCV**	**RTU Economizer & Demand Control Ventilation**	RTU with Demand Control	RTU with Standard Economizer	20	$197.14
Cooling - NM	**Demand Controlled Ventilation**	**Demand Contolled Ventilation**	Commercial kitchen ventilation hoods with Demand Controlled Ventilation with 8.65 HP Motor	Commercial kitchen ventilation hoods without Demand Controlled Ventilation with 8.65 HP Motor	20	$865.00
Cooling - NM	**Ductless Mini-Splits**	**Mini-Split Heat Pump**	MSHP size 1.2 tons, 21.27 SEER, 11.50 HSPF	MSHP size 1.2 tons, 14 SEER, 8.2 HSPF	18	$173.38
Cooling - NM	**Ductless Mini-Splits**	**Mini-Split AC - Data Center**	MSHP size 1.2 tons, 21.27 SEER	MSHP size 1.2 tons, 14 SEER	18	$107.84
Cooling - NM	**PTAC NMx**	**PTAC < 7,000 BTUH**	Condensing Units size 0.58 tons, 11.95 EER	Condensing Units 0.58 tons, 11.7 EER	15	$34.22
Cooling - NM	**PTAC NMx**	**PTAC > 15,000 BTUH**	Condensing Units size 1.26 tons, 11.95 EER	Condensing Units 1.26 tons, 9.3 EER	15	$74.34

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Cooling - NM	**Centrifugal Chillers**	$16,250.00	4,749	3.825	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I005	84%	100%
Cooling - NM	**Centrifugal Chillers**	$19,125.00	25,700	17.657	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I006	84%	100%
Cooling - NM	**Centrifugal Chillers**	$42,500.00	140,825	36.000	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I007	84%	100%
Cooling - NM	**Centrifugal Chillers**	$30,000.00	13,018	11.644	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I008	84%	100%
Cooling - NM	**Air-Cooled Chillers**	$5,720.00	4,306	2.816	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I009	84%	100%
Cooling - NM	**Air-Cooled Chillers**	$27,500.00	67,803	14.337	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I010	84%	100%
Cooling - NM	**VFD Chiller Retrofit**	$27,172.00	73,566	-1.903	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I011	84%	100%
Cooling - NM	**DX Units <5.4 Tons NMx**	$757.64	760	0.252	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I012	84%	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	$916.20	986	0.465	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I013	84%	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	$2,169.48	3,204	1.638	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I014	84%	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	$8,857.32	3,472	1.422	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I015	84%	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	$23,920.00	9,837	3.763	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I016	84%	100%
Cooling - NM	**Water-source Heat Pumps**	$580.00	480	0.778	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I017	84%	100%
Cooling - NM	**RTU Economizer & DCV**	$1,500.00	1,469	1.272	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I018	84%	100%
Cooling - NM	**Demand Controlled Ventilation**	$19,758.85	25,896	3.873	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I019	84%	100%
Cooling - NM	**Ductless Mini-Splits**	$512.36	574	0.503	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I020	84%	100%
Cooling - NM	**Ductless Mini-Splits**	$512.36	2,926	0.559	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I021	84%	100%
Cooling - NM	**PTAC NMx**	$48.72	23	0.007	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I022	84%	100%
Cooling - NM	**PTAC NMx**	$105.84	656	0.202	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I023	84%	100%

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Program	Measure Group	Realization Rate (%)
Cooling - NM	**Centrifugal Chillers**	100%
Cooling - NM	**Centrifugal Chillers**	100%
Cooling - NM	**Centrifugal Chillers**	100%
Cooling - NM	**Centrifugal Chillers**	100%
Cooling - NM	**Air-Cooled Chillers**	100%
Cooling - NM	**Air-Cooled Chillers**	100%
Cooling - NM	**VFD Chiller Retrofit**	100%
Cooling - NM	**DX Units <5.4 Tons NMx**	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	100%
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	100%
Cooling - NM	**Water-source Heat Pumps**	100%
Cooling - NM	**RTU Economizer & DCV**	100%
Cooling - NM	**Demand Controlled Ventilation**	100%
Cooling - NM	**Ductless Mini-Splits**	100%
Cooling - NM	**Ductless Mini-Splits**	100%
Cooling - NM	**PTAC NMx**	100%
Cooling - NM	**PTAC NMx**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Cooling - NM	**Centrifugal Chillers**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**Centrifugal Chillers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**Centrifugal Chillers**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**Centrifugal Chillers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**Air-Cooled Chillers**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**Air-Cooled Chillers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**VFD Chiller Retrofit**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**DX Units <5.4 Tons NMx**	8	9	10	40	45	50	6.7%	8.2%	$ -	$ -
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	4	5	6	30	37	45	6.7%	8.2%	$ -	$ -
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**Water-source Heat Pumps**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**RTU Economizer & DCV**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**Demand Controlled Ventilation**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**Ductless Mini-Splits**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**Ductless Mini-Splits**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	**PTAC NMx**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	**PTAC NMx**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -

Southwestern Public Service Company

		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Cooling - NM	**Centrifugal Chillers**	4	3	4,749	3,980	4	5,090
Cooling - NM	**Centrifugal Chillers**	0	0	0	0	0	0
Cooling - NM	**Centrifugal Chillers**	36	30	140,825	118,025	39	150,938
Cooling - NM	**Centrifugal Chillers**	0	0	0	0	0	0
Cooling - NM	**Air-Cooled Chillers**	3	2	4,306	3,609	3	4,615
Cooling - NM	**Air-Cooled Chillers**	0	0	0	0	0	0
Cooling - NM	**VFD Chiller Retrofit**	0	0	0	0	0	0
Cooling - NM	**DX Units <5.4 Tons NMx**	10	8	30,416	25,492	11	32,600
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	14	12	29,571	24,783	15	31,695
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	2	1	3,204	2,686	2	3,435
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	0	0	0	0	0	0
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	0	0	0	0	0	0
Cooling - NM	**Water-source Heat Pumps**	0	0	0	0	0	0
Cooling - NM	**RTU Economizer & DCV**	1	1	1,469	1,231	1	1,575
Cooling - NM	**Demand Controlled Ventilation**	4	3	25,896	21,703	4	27,756
Cooling - NM	**Ductless Mini-Splits**	0	0	0	0	0	0
Cooling - NM	**Ductless Mini-Splits**	0	0	0	0	0	0
Cooling - NM	**PTAC NMx**	0	0	23	19	0	24
Cooling - NM	**PTAC NMx**	0	0	0	0	0	0

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Cooling - NM	**Centrifugal Chillers**	4	3	4,749	3,980	4	5,090
Cooling - NM	**Centrifugal Chillers**	0	0	0	0	0	0
Cooling - NM	**Centrifugal Chillers**	36	30	140,825	118,025	39	150,938
Cooling - NM	**Centrifugal Chillers**	0	0	0	0	0	0
Cooling - NM	**Air-Cooled Chillers**	3	2	4,306	3,609	3	4,615
Cooling - NM	**Air-Cooled Chillers**	0	0	0	0	0	0
Cooling - NM	**VFD Chiller Retrofit**	0	0	0	0	0	0
Cooling - NM	**DX Units <5.4 Tons NMx**	11	10	34,218	28,678	12	36,675
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	17	14	36,471	30,566	19	39,090
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	2	1	3,204	2,686	2	3,435
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	0	0	0	0	0	0
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	0	0	0	0	0	0
Cooling - NM	**Water-source Heat Pumps**	0	0	0	0	0	0
Cooling - NM	**RTU Economizer & DCV**	1	1	1,469	1,231	1	1,575
Cooling - NM	**Demand Controlled Ventilation**	4	3	25,896	21,703	4	27,756
Cooling - NM	**Ductless Mini-Splits**	0	0	0	0	0	0
Cooling - NM	**Ductless Mini-Splits**	0	0	0	0	0	0
Cooling - NM	**PTAC NMx**	0	0	23	19	0	24
Cooling - NM	**PTAC NMx**	0	0	0	0	0	0

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Cooling - NM	**Centrifugal Chillers**	4	3	4,749	3,980	4	5,090
Cooling - NM	**Centrifugal Chillers**	0	0	0	0	0	0
Cooling - NM	**Centrifugal Chillers**	36	30	140,825	118,025	39	150,938
Cooling - NM	**Centrifugal Chillers**	0	0	0	0	0	0
Cooling - NM	**Air-Cooled Chillers**	3	2	4,306	3,609	3	4,615
Cooling - NM	**Air-Cooled Chillers**	0	0	0	0	0	0
Cooling - NM	**VFD Chiller Retrofit**	0	0	0	0	0	0
Cooling - NM	**DX Units <5.4 Tons NMx**	13	11	38,020	31,865	14	40,750
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	21	18	44,357	37,175	23	47,542
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	2	1	3,204	2,686	2	3,435
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	0	0	0	0	0	0
Cooling - NM	**DX Units >=5.4 Tons NMx-RTU**	0	0	0	0	0	0
Cooling - NM	**Water-source Heat Pumps**	0	0	0	0	0	0
Cooling - NM	**RTU Economizer & DCV**	1	1	1,469	1,231	1	1,575
Cooling - NM	**Demand Controlled Ventilation**	4	3	25,896	21,703	4	27,756
Cooling - NM	**Ductless Mini-Splits**	0	0	0	0	0	0
Cooling - NM	**Ductless Mini-Splits**	0	0	0	0	0	0
Cooling - NM	**PTAC NMx**	0	0	23	19	0	24
Cooling - NM	**PTAC NMx**	0	0	0	0	0	0

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Cooling - NM	**Direct Evaporative Cooling**	**Tier 1 - Direct Evaporative Cooling-TOTAL**	Standard Direct Evaporative Cooler	Standard Roof-top Unit	10	$746.42
Cooling - NM	**PTAC NMx**	**PTAC >= 7,000 BTUH to <=15,000 BTUH**	Condensing Units size 0.71 tons, 11.95 EER	Condensing Units 0.71 tons, 10.7 EER	15	$41.89
Cooling - NM	**Retrofit Refrigerator**	**LED Ref and Frz Cases 5' or 6' Doors**	LED System	Fluorescent System	16	$50.00
Cooling - NM	**EC Motors - Display Case**	**ECM - Medium Temp Display Case**	Electronically Communtated Motor (ECM)	Shaded Pole Motor	15	$40.00
Cooling - NM	**EC Motors - Display Case**	**ECM - Low Temp Display Case**	Electronically Communtated Motor (ECM)	Shaded Pole Motor	15	$40.00
Cooling - NM	**EC Motors - Walk in Cooler**	**ECM - Medium Temp Walk-in**	Electronically Communtated Motor (ECM)	Shaded Pole Motor	15	$70.00
Cooling - NM	**EC Motors - Walk in Cooler**	**ECM - Low Temp Walk-in**	Electronically Communtated Motor (ECM)	Shaded Pole Motor	15	$70.00
Cooling - NM	**PMSM - Display Case**	**PMSM - Medium Temp Display Case**	Permanent Magnet Synchronous Motor	Shaded Pole Motor	15	$40.00
Cooling - NM	**PMSM - Display Case**	**PMSM - Low Temp Display Case**	Permanent Magnet Synchronous Motor	Shaded Pole Motor	15	$40.00
Cooling - NM	**Anti-Sweat Heater Controls**	**Anti-Sweat Heater Controls**	Anti-Sweat Heater Controls	Anti-Sweat Heaters running constantly	12	$20.00
Cooling - NM	**No Heat Case Door NMx**	**No Heat Case Doors**	No Heat Case Doors	Standard Door	10	$125.00
Cooling - NM	**New Medium Temperature Enclosed Reach-In Case**	**New Medium-temp Enclosed Reach-In Case (per linear foot)**	New Medium-temp Reach-In Cases with Doors	New Medium-temp Open Reach-In Cases	15	$70.00
Cooling - NM	**Evaporator Fan Motor Controller**	**Evap Fan Motor Controller**	Evaporator Motor Fan Control	No Motor Fan Controls	15	$35.00
Cooling - NM	**Walk-in Freezer Defrost Controls**	**Walk-in Freezer Defrost Controls**	Demand Defrost Controls installed in Walk-in Freezer	Walk-n Freezer with Electric Defrost on Timer Controls	15	$319.00
Cooling - NM	**Floating Head Pressure Controls**	**Floating Head Pressure Controls**	Electronic Solenoids Connected to Floating Head Pressure Controls to Reduce Minimum Head Pressure	Mechanical Solenoids set at a Fixed Head Pressure	15	$2,511.00
Custom Efficiency - NM	**Custom Efficiency**	**Custom Custom**	High Efficiency Product/Systems	Less Efficient Product/Systems	19	$14,698.76
Custom Efficiency - NM	**Custom Efficiency - Motors**	**Custom Motors**	High Efficiency Product/Systems	Less Efficient Product/Systems	15	$50,431.38
Custom Efficiency - NM	**Custom Efficiency - Cooling**	**Custom Cooling**	High Efficiency Product/Systems	Less Efficient Product/Systems	19	$9,821.00
Custom Efficiency - NM	**Custom Efficiency - Lighting**	**Custom Lighting**	High Efficiency Product/Systems	Less Efficient Product/Systems	19	$6,274.87
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	**Rollup: Online Energy Feedback & Tools**	Treatment	Control	1	$0.00
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	**Print Feedback Report - Legacy Participant Group 2023**	Treatment	Control	1	$0.00
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	**Print Refill 2023 Group**	Treatment	Control	1	$0.00

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Cooling - NM	**Direct Evaporative Cooling**	-$7,880.00	8,708	6.534	-$746.42	NM-BUS-COOL_OUT	Bus	Electric Only	I024	84%	100%
Cooling - NM	**PTAC NMx**	$59.64	152	0.047	$0.00	NM-BUS-COOL_OUT	Bus	Electric Only	I025	84%	100%
Cooling - NM	**Retrofit Refrigerator**	$163.75	379	0.066	$0.00	NM-BUS-FLAT	Bus	Electric Only	J008	84%	100%
Cooling - NM	**EC Motors - Display Case**	$88.00	686	0.078	$0.00	NM-BUS-FLAT	Bus	Electric Only	K008	84%	100%
Cooling - NM	**EC Motors - Display Case**	$88.00	753	0.086	$0.00	NM-BUS-FLAT	Bus	Electric Only	K009	84%	100%
Cooling - NM	**EC Motors - Walk in Cooler**	$180.00	1,260	0.144	$0.00	NM-BUS-FLAT	Bus	Electric Only	K010	84%	100%
Cooling - NM	**EC Motors - Walk in Cooler**	$180.00	1,315	0.158	$0.00	NM-BUS-FLAT	Bus	Electric Only	K011	84%	100%
Cooling - NM	**PMSM - Display Case**	$93.30	788	0.090	$0.00	NM-BUS-FLAT	Bus	Electric Only	K012	84%	100%
Cooling - NM	**PMSM - Display Case**	$93.30	866	0.099	$0.00	NM-BUS-FLAT	Bus	Electric Only	K013	84%	100%
Cooling - NM	**Anti-Sweat Heater Controls**	$85.00	998	0.023	$0.00	NM-BUS-FLAT	Bus	Electric Only	L001	84%	100%
Cooling - NM	**No Heat Case Door NMx**	$537.50	1,533	0.175	$0.00	NM-BUS-FLAT	Bus	Electric Only	L002	84%	100%
Cooling - NM	**New Medium Temperature Enclosed Reach-In Case**	$337.58	814	0.093	$0.00	NM-BUS-FLAT	Bus	Electric Only	L003	84%	100%
Cooling - NM	**Evaporator Fan Motor Controller**	$119.75	340	0.012	$0.00	NM-BUS-FLAT	Bus	Electric Only	L004	84%	100%
Cooling - NM	**Walk-in Freezer Defrost Controls**	$1,351.00	2,973	0.339	$0.00	NM-BUS-FLAT	Bus	Electric Only	L005	84%	100%
Cooling - NM	**Floating Head Pressure Controls**	$4,185.00	73,154	0.000	$0.00	NM-BUS-FLHP_CONTROLS	Bus	Electric Only	L006	84%	100%
Custom Efficiency - NM	**Custom Efficiency**	$53,984.71	269,254	33.898	$2,243.24	NM-BUS-CUSTOM_	Bus	Electric Only	F001	84%	100%
Custom Efficiency - NM	**Custom Efficiency - Motors**	$171,736.25	1,132,773	130.408	$6,375.00	NM-BUS-MTRS_OUT	Bus	Electric Only	F002	84%	100%
Custom Efficiency - NM	**Custom Efficiency - Cooling**	$32,936.68	156,421	21.604	$636.68	NM-BUS-COOL_OUT	Bus	Electric Only	F003	84%	100%
Custom Efficiency - NM	**Custom Efficiency - Lighting**	$20,169.61	71,821	12.217	$0.00	NM-BUS-LIGHTING	Bus	Electric Only	F004	84%	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	$0.00	24	0.002	$0.00	NM-RES-COOLING_DX	Res	Electric Only	B001	107%	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	$0.00	189	0.033	$0.00	NM-RES-COOLING_DX	Res	Electric Only	B002	107%	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	$0.00	142	0.028	$0.00	NM-RES-COOLING_DX	Res	Electric Only	B003	107%	100%

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Program	Measure Group	Realization Rate (%)
Cooling - NM	**Direct Evaporative Cooling**	100%
Cooling - NM	**PTAC NMx**	100%
Cooling - NM	**Retrofit Refrigerator**	100%
Cooling - NM	**EC Motors - Display Case**	100%
Cooling - NM	**EC Motors - Display Case**	100%
Cooling - NM	**EC Motors - Walk in Cooler**	100%
Cooling - NM	**EC Motors - Walk in Cooler**	100%
Cooling - NM	**PMSM - Display Case**	100%
Cooling - NM	**PMSM - Display Case**	100%
Cooling - NM	**Anti-Sweat Heater Controls**	100%
Cooling - NM	**No Heat Case Door NMx**	100%
Cooling - NM	**New Medium Temperature Enclosed Reach-In Case**	100%
Cooling - NM	**Evaporator Fan Motor Controller**	100%
Cooling - NM	**Walk-in Freezer Defrost Controls**	100%
Cooling - NM	**Floating Head Pressure Controls**	100%
Custom Efficiency - NM	**Custom Efficiency**	100%
Custom Efficiency - NM	**Custom Efficiency - Motors**	100%
Custom Efficiency - NM	**Custom Efficiency - Cooling**	100%
Custom Efficiency - NM	**Custom Efficiency - Lighting**	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Cooling - NM	Direct Evaporative Cooling	1	1	1	1	1	1	6.7%	8.2%	$ -	$ 5,922.76
Cooling - NM	PTAC NMx	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	Retrofit Refrigerator	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	EC Motors - Display Case	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	EC Motors - Display Case	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	EC Motors - Walk in Cooler	2	2	2	80	80	80	6.7%	8.2%	$ -	$ -
Cooling - NM	EC Motors - Walk in Cooler	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	PMSM - Display Case	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	PMSM - Display Case	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	Anti-Sweat Heater Controls	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	No Heat Case Door NMx	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	New Medium Temperature Enclosed Reach-In Case	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	Evaporator Fan Motor Controller	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Cooling - NM	Walk-in Freezer Defrost Controls	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Cooling - NM	Floating Head Pressure Controls	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Custom Efficiency - NM	Custom Efficiency	8	10	10	8	10	10	6.7%	8.2%	$ 28,383.89	$ -
Custom Efficiency - NM	Custom Efficiency - Motors	12	12	12	12	12	12	6.7%	8.2%	$ 68,733.00	$ -
Custom Efficiency - NM	Custom Efficiency - Cooling	9	12	11	9	12	11	6.7%	8.2%	$ 8,055.96	$ -
Custom Efficiency - NM	Custom Efficiency - Lighting	15	17	15	15	17	15	6.7%	8.2%	$ -	$ -
Energy Feedback Residential - NM	NM - Energy Feedback Residential - Mass Entry	2,000	2,000	2,000	2,000	2,000	2,000	11.4%	14.3%	$ -	$ -
Energy Feedback Residential - NM	NM - Energy Feedback Residential - Mass Entry	21,865	-	-	21,865	-	-	11.4%	14.3%	$ -	$ -
Energy Feedback Residential - NM	NM - Energy Feedback Residential - Mass Entry	10,500	-	-	10,500	-	-	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Cooling - NM	**Direct Evaporative Cooling**	7	5	8,708	7,298	7	9,333
Cooling - NM	**PTAC NMx**	0	0	152	127	0	162
Cooling - NM	**Retrofit Refrigerator**	0	0	0	0	0	0
Cooling - NM	**EC Motors - Display Case**	0	0	686	575	0	735
Cooling - NM	**EC Motors - Display Case**	0	0	0	0	0	0
Cooling - NM	**EC Motors - Walk in Cooler**	12	10	100,777	84,461	13	108,014
Cooling - NM	**EC Motors - Walk in Cooler**	0	0	0	0	0	0
Cooling - NM	**PMSM - Display Case**	0	0	0	0	0	0
Cooling - NM	**PMSM - Display Case**	0	0	866	725	0	928
Cooling - NM	**Anti-Sweat Heater Controls**	0	0	0	0	0	0
Cooling - NM	**No Heat Case Door NMx**	0	0	0	0	0	0
Cooling - NM	**New Medium Temperature Enclosed Reach-In Case**	0	0	814	682	0	872
Cooling - NM	**Evaporator Fan Motor Controller**	0	0	340	285	0	364
Cooling - NM	**Walk-in Freezer Defrost Controls**	0	0	0	0	0	0
Cooling - NM	**Floating Head Pressure Controls**	0	0	0	0	0	0
Custom Efficiency - NM	**Custom Efficiency**	271	227	2,154,032	1,805,294	295	2,308,716
Custom Efficiency - NM	**Custom Efficiency - Motors**	1,565	1,312	13,593,276	11,392,525	1,705	14,569,428
Custom Efficiency - NM	**Custom Efficiency - Cooling**	194	163	1,407,789	1,179,868	212	1,508,884
Custom Efficiency - NM	**Custom Efficiency - Lighting**	183	154	1,077,315	902,898	200	1,154,678
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	4	4	48,011	51,266	5	54,188
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	732	782	4,132,390	4,412,566	855	4,664,097
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	294	314	1,491,210	1,592,314	343	1,683,081

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Cooling - NM	**Direct Evaporative Cooling**	7	5	8,708	7,298	7	9,333
Cooling - NM	**PTAC NMx**	0	0	152	127	0	162
Cooling - NM	**Retrofit Refrigerator**	0	0	0	0	0	0
Cooling - NM	**EC Motors - Display Case**	0	0	686	575	0	735
Cooling - NM	**EC Motors - Display Case**	0	0	0	0	0	0
Cooling - NM	**EC Motors - Walk in Cooler**	12	10	100,777	84,461	13	108,014
Cooling - NM	**EC Motors - Walk in Cooler**	0	0	0	0	0	0
Cooling - NM	**PMSM - Display Case**	0	0	0	0	0	0
Cooling - NM	**PMSM - Display Case**	0	0	866	725	0	928
Cooling - NM	**Anti-Sweat Heater Controls**	0	0	0	0	0	0
Cooling - NM	**No Heat Case Door NMx**	0	0	0	0	0	0
Cooling - NM	**New Medium Temperature Enclosed Reach-In Case**	0	0	814	682	0	872
Cooling - NM	**Evaporator Fan Motor Controller**	0	0	340	285	0	364
Cooling - NM	**Walk-in Freezer Defrost Controls**	0	0	0	0	0	0
Cooling - NM	**Floating Head Pressure Controls**	0	0	0	0	0	0
Custom Efficiency - NM	**Custom Efficiency**	339	284	2,692,540	2,256,618	369	2,885,895
Custom Efficiency - NM	**Custom Efficiency - Motors**	1,565	1,312	13,593,276	11,392,525	1,705	14,569,428
Custom Efficiency - NM	**Custom Efficiency - Cooling**	259	217	1,877,052	1,573,157	282	2,011,846
Custom Efficiency - NM	**Custom Efficiency - Lighting**	208	174	1,220,957	1,023,284	226	1,308,636
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	4	4	48,011	51,266	5	54,188
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0

Southwestern Public Service Company

		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Cooling - NM	**Direct Evaporative Cooling**	7	5	8,708	7,298	7	9,333
Cooling - NM	**PTAC NMx**	0	0	152	127	0	162
Cooling - NM	**Retrofit Refrigerator**	0	0	0	0	0	0
Cooling - NM	**EC Motors - Display Case**	0	0	686	575	0	735
Cooling - NM	**EC Motors - Display Case**	0	0	0	0	0	0
Cooling - NM	**EC Motors - Walk in Cooler**	12	10	100,777	84,461	13	108,014
Cooling - NM	**EC Motors - Walk in Cooler**	0	0	0	0	0	0
Cooling - NM	**PMSM - Display Case**	0	0	0	0	0	0
Cooling - NM	**PMSM - Display Case**	0	0	866	725	0	928
Cooling - NM	**Anti-Sweat Heater Controls**	0	0	0	0	0	0
Cooling - NM	**No Heat Case Door NMx**	0	0	0	0	0	0
Cooling - NM	**New Medium Temperature Enclosed Reach-In Case**	0	0	814	682	0	872
Cooling - NM	**Evaporator Fan Motor Controller**	0	0	340	285	0	364
Cooling - NM	**Walk-in Freezer Defrost Controls**	0	0	0	0	0	0
Cooling - NM	**Floating Head Pressure Controls**	0	0	0	0	0	0
Custom Efficiency - NM	**Custom Efficiency**	339	284	2,692,540	2,256,618	369	2,885,895
Custom Efficiency - NM	**Custom Efficiency - Motors**	1,565	1,312	13,593,276	11,392,525	1,705	14,569,428
Custom Efficiency - NM	**Custom Efficiency - Cooling**	238	199	1,720,631	1,442,061	259	1,844,192
Custom Efficiency - NM	**Custom Efficiency - Lighting**	183	154	1,077,315	902,898	200	1,154,678
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	4	4	48,011	51,266	5	54,188
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0

Southwestern Public Service Company

Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	**Print Feedback Report - Legacy Participant Group 2024**	Treatment	Control	1.0	$0.00
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	**Print Refill 2024 Group**	Treatment	Control	1.0	$0.00
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	**Print Feedback Report - Legacy Participant Group 2025**	Treatment	Control	1.0	$0.00
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	**Print Refill 2025 Group**	Treatment	Control	1.0	$0.00
Home Energy Services - NM	**Power Strips**	**Advanced Power Strips**	Advanced Power Strip	Standard Power Strip	4.0	$25.00
Home Energy Services - NM	**Power Strips**	**Manufactured Home - Advanced Power Strips**	Advanced Power Strip	Standard Power Strip	4.0	$25.00
Home Energy Services - NM	**HES Ceiling**	**Ceiling Insulation - Gas Heat**	Average Ceiling 1483 Sq.Ft. and post R-Value of 30	Average Ceiling 1483 Sq.Ft. and base R-Value of 4	20.0	$173.52
Home Energy Services - NM	**HES Ceiling**	**Ceiling Insulation - Heat Pump**	Average Ceiling 1145 Sq.Ft. and post R-Value of 30	Average Ceiling 1145 Sq.Ft. and base R-Value of 2	20.0	$474.70
Home Energy Services - NM	**HES Ceiling**	**Ceiling Insulation - Electric Resistance Heat**	Average Ceiling 1016 Sq.Ft. and post R-Value of 30	Average Ceiling 1016 Sq.Ft. and base R-Value of 4	20.0	$483.62
Home Energy Services - NM	**HES Infiltration**	**Air Infiltration - Gas Heat**	Average home of 1510 Sq.Ft. and Post-CFM of 2307	Average home of 1510 Sq.Ft. and Pre-CFM of 5240	11.0	$166.93
Home Energy Services - NM	**HES Infiltration**	**Air Infiltration - Heat Pump**	Average home of 1981 Sq.Ft. and Post-CFM of 2474	Average home of 1981 Sq.Ft. and Pre-CFM of 5193	11.0	$417.25
Home Energy Services - NM	**HES Infiltration**	**Air Infiltration - Electric Resistance Heat**	Average home of 2120 Sq.Ft. and Post-CFM of 2510	Average home of 2120 Sq.Ft. and Pre-CFM of 5145	11.0	$724.10
Home Energy Services - NM	**HES Ceiling**	**Manufactured Homes - Ceiling Insulation - Gas Heat**	Average Ceiling 1483 Sq.Ft. and post R-Value of 30	Average Ceiling 1483 Sq.Ft. and base R-Value of 4	20.0	$173.52
Home Energy Services - NM	**HES Ceiling**	**Manufactured Homes - Ceiling Insulation - Heat Pump**	Average Ceiling 1145 Sq.Ft. and post R-Value of 30	Average Ceiling 1145 Sq.Ft. and base R-Value of 2	20.0	$474.70
Home Energy Services - NM	**HES Ceiling**	**Manufactured Homes - Ceiling Insulation - Electric Resistance Heat**	Average Ceiling 1016 Sq.Ft. and post R-Value of 30	Average Ceiling 1016 Sq.Ft. and base R-Value of 4	20.0	$483.62
Home Energy Services - NM	**HES Infiltration**	**Manufactured Homes - Air Infiltration - Gas Heat**	Average home of 1510 Sq.Ft. and Post-CFM of 2307	Average home of 1510 Sq.Ft. and Pre-CFM of 5240	11.0	$166.93
Home Energy Services - NM	**HES Infiltration**	**Manufactured Homes - Air Infiltration - Heat Pump**	Average home of 1981 Sq.Ft. and Post-CFM of 2474	Average home of 1981 Sq.Ft. and Pre-CFM of 5193	11.0	$417.25

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	$0.00	175	0.032	$0.00	NM-RES-COOLING_DX	Res	Electric Only	B004	107%	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	$0.00	121	0.024	$0.00	NM-RES-COOLING_DX	Res	Electric Only	B005	107%	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	$0.00	179	0.032	$0.00	NM-RES-COOLING_DX	Res	Electric Only	B006	107%	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	$0.00	142	0.028	$0.00	NM-RES-COOLING_DX	Res	Electric Only	B007	107%	100%
Home Energy Services - NM	**Power Strips**	$25.00	52	0.006	$0.00	NM-RES-SFRF1	Res	Electric Only		91%	100%
Home Energy Services - NM	**Power Strips**	$25.00	52	0.006	$0.00	NM-RES-SFRF1	Res	Electric Only		91%	100%
Home Energy Services - NM	**HES Ceiling**	$1,349.53	507	0.325	$0.00	NM-RES-CACNSP	Res	Electric Only	G001	91%	100%
Home Energy Services - NM	**HES Ceiling**	$1,122.10	2,411	0.377	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G002	91%	100%
Home Energy Services - NM	**HES Ceiling**	$924.56	2,778	0.223	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G003	91%	100%
Home Energy Services - NM	**HES Infiltration**	$1,055.88	487	0.313	$0.00	NM-RES-CACNSP	Res	Electric Only	G004	91%	100%
Home Energy Services - NM	**HES Infiltration**	$978.84	2,202	0.290	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G005	91%	100%
Home Energy Services - NM	**HES Infiltration**	$948.60	4,265	0.281	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G006	91%	100%
Home Energy Services - NM	**HES Ceiling**	$1,349.53	507	0.325	$0.00	NM-RES-CACNSP	Res	Electric Only	G013	91%	100%
Home Energy Services - NM	**HES Ceiling**	$1,122.10	2,411	0.377	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G014	91%	100%
Home Energy Services - NM	**HES Ceiling**	$924.56	2,778	0.223	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G015	91%	100%
Home Energy Services - NM	**HES Infiltration**	$1,055.88	487	0.313	$0.00	NM-RES-CACNSP	Res	Electric Only	G016	91%	100%
Home Energy Services - NM	**HES Infiltration**	$978.84	2,202	0.290	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G017	91%	100%

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Program	Measure Group	Realization Rate (%)
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	100%
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	100%
Home Energy Services - NM	**Power Strips**	100%
Home Energy Services - NM	**Power Strips**	100%
Home Energy Services - NM	**HES Ceiling**	100%
Home Energy Services - NM	**HES Ceiling**	100%
Home Energy Services - NM	**HES Ceiling**	100%
Home Energy Services - NM	**HES Infiltration**	100%
Home Energy Services - NM	**HES Infiltration**	100%
Home Energy Services - NM	**HES Infiltration**	100%
Home Energy Services - NM	**HES Ceiling**	100%
Home Energy Services - NM	**HES Ceiling**	100%
Home Energy Services - NM	**HES Ceiling**	100%
Home Energy Services - NM	**HES Infiltration**	100%
Home Energy Services - NM	**HES Infiltration**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	-	29,880	-	-	29,880	-	11.4%	14.3%	$ -	$ -
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	-	-	-	-	-	-	11.4%	14.3%	$ -	$ -
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	-	-	27,858	-	-	27,858	11.4%	14.3%	$ -	$ -
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	-	-	10,500	-	-	10,500	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**Power Strips**	68	68	69	121	121	121	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**Power Strips**	19	19	19	34	34	34	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Ceiling**	6	8	10	10	15	17	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Ceiling**	39	31	31	70	55	55	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Ceiling**	140	140	142	250	250	250	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Infiltration**	17	18	18	30	33	31	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Infiltration**	17	18	18	30	33	31	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Infiltration**	140	126	117	250	225	205	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Ceiling**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Ceiling**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Ceiling**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Infiltration**	3	3	3	5	5	5	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Infiltration**	14	14	14	25	25	25	11.4%	14.3%	$ -	$ -

Southwestern Public Service Company

		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Home Energy Services - NM	**Power Strips**	1	1	6,271	5,676	1	7,078
Home Energy Services - NM	**Power Strips**	0	0	1,762	1,595	0	1,989
Home Energy Services - NM	**HES Ceiling**	3	3	5,068	4,587	4	5,720
Home Energy Services - NM	**HES Ceiling**	26	24	168,747	152,733	31	190,459
Home Energy Services - NM	**HES Ceiling**	56	50	694,526	628,616	65	783,889
Home Energy Services - NM	**HES Infiltration**	9	8	14,606	13,220	11	16,486
Home Energy Services - NM	**HES Infiltration**	9	8	66,050	59,782	10	74,548
Home Energy Services - NM	**HES Infiltration**	70	64	1,066,341	965,145	82	1,203,545
Home Energy Services - NM	**HES Ceiling**	0	0	507	459	0	572
Home Energy Services - NM	**HES Ceiling**	0	0	2,411	2,182	0	2,721
Home Energy Services - NM	**HES Ceiling**	0	0	2,778	2,514	0	3,136
Home Energy Services - NM	**HES Infiltration**	2	1	2,434	2,203	2	2,748
Home Energy Services - NM	**HES Infiltration**	7	7	55,041	49,818	8	62,124

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	949	1,013	5,224,276	5,578,482	1,107	5,896,474
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Home Energy Services - NM	**Power Strips**	1	1	6,271	5,676	1	7,078
Home Energy Services - NM	**Power Strips**	0	0	1,762	1,595	0	1,989
Home Energy Services - NM	**HES Ceiling**	5	4	7,602	6,881	6	8,581
Home Energy Services - NM	**HES Ceiling**	21	19	132,587	120,004	24	149,646
Home Energy Services - NM	**HES Ceiling**	56	50	694,526	628,616	65	783,889
Home Energy Services - NM	**HES Infiltration**	10	9	16,067	14,542	12	18,134
Home Energy Services - NM	**HES Infiltration**	10	9	72,655	65,760	11	82,003
Home Energy Services - NM	**HES Infiltration**	63	57	959,707	868,631	74	1,083,190
Home Energy Services - NM	**HES Ceiling**	0	0	507	459	0	572
Home Energy Services - NM	**HES Ceiling**	0	0	2,411	2,182	0	2,721
Home Energy Services - NM	**HES Ceiling**	0	0	2,778	2,514	0	3,136
Home Energy Services - NM	**HES Infiltration**	2	1	2,434	2,203	2	2,748
Home Energy Services - NM	**HES Infiltration**	7	7	55,041	49,818	8	62,124

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	0	0	0	0	0	0
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	897	958	4,992,888	5,331,406	1,047	5,635,313
Energy Feedback Residential - NM	**NM - Energy Feedback Residential - Mass Entry**	294	314	1,491,002	1,592,092	343	1,682,847
Home Energy Services - NM	**Power Strips**	1	1	6,271	5,676	1	7,078
Home Energy Services - NM	**Power Strips**	0	0	1,762	1,595	0	1,989
Home Energy Services - NM	**HES Ceiling**	6	5	8,616	7,798	6	9,725
Home Energy Services - NM	**HES Ceiling**	21	19	132,587	120,004	24	149,646
Home Energy Services - NM	**HES Ceiling**	56	50	694,526	628,616	65	783,889
Home Energy Services - NM	**HES Infiltration**	10	9	15,093	13,661	11	17,035
Home Energy Services - NM	**HES Infiltration**	9	8	68,251	61,774	10	77,033
Home Energy Services - NM	**HES Infiltration**	58	52	874,400	791,419	67	986,907
Home Energy Services - NM	**HES Ceiling**	0	0	507	459	0	572
Home Energy Services - NM	**HES Ceiling**	0	0	2,411	2,182	0	2,721
Home Energy Services - NM	**HES Ceiling**	0	0	2,778	2,514	0	3,136
Home Energy Services - NM	**HES Infiltration**	2	1	2,434	2,203	2	2,748
Home Energy Services - NM	**HES Infiltration**	7	7	55,041	49,818	8	62,124

Southwestern Public Service Company

Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Home Energy Services - NM	**HES Infiltration**	**Manufactured Homes - Air Infiltration - Electric Resistance Heat**	Average home of 2120 Sq.Ft. and Post-CFM of 2510	Average home of 2120 Sq.Ft. and Pre-CFM of 5145	11.0	$724.10
Home Energy Services - NM	**HES Floor Insulation**	**Manufactured Homes - Floor Insulation - Gas Heat**	Average Floor 1568 Sq.Ft. and post R-Value of 19	Average Floor 1568 Sq.Ft. and base R-Value of 0	20.0	$0.30
Home Energy Services - NM	**HES Floor Insulation**	**Manufactured Homes - Floor Insulation - Heat Pump**	Average Floor 1568 Sq.Ft. and post R-Value of 19	Average Floor 1568 Sq.Ft. and base R-Value of 0	20.0	$80.27
Home Energy Services - NM	**HES Floor Insulation**	**Manufactured Homes - Floor Insulation - Electric Resistance Heat**	Average Floor 1568 Sq.Ft. and post R-Value of 19	Average Floor 1568 Sq.Ft. and base R-Value of 0	20.0	$249.61
Home Energy Services - NM	**HES Duct Leakage**	**Duct Leakage - Gas Heat**	Average home of 1434 Sq.Ft. and Post-Duct Leak CFM of 64.72	Average home of 1434 Sq.Ft. and Pre-Duct Leak CFM of 614.51	18.0	$157.84
Home Energy Services - NM	**HES Duct Leakage**	**Duct Leakage - Heat Pump**	Average home of 1110 Sq.Ft. and Post-Duct Leak CFM of 29.49	Average home of 1110 Sq.Ft. and Pre-Duct Leak CFM of 588.41	18.0	$530.13
Home Energy Services - NM	**HES Duct Leakage**	**Duct Leakage - Electric Furnace Heat**	Average home of 987 Sq.Ft. and Post-Duct Leak CFM of 23.57	Average home of 987 Sq.Ft. and Pre-Duct Leak CFM of 571.44	18.0	$915.68
Home Energy Services - NM	**HES Duct Leakage**	**Manufactured Home - Duct Leakage - Gas Heat**	Average home of 1434 Sq.Ft. and Post-Duct Leak CFM of 64.72	Average home of 1434 Sq.Ft. and Pre-Duct Leak CFM of 614.51	18.0	$157.84
Home Energy Services - NM	**HES Duct Leakage**	**Manufactured Home - Duct Leakage - Heat Pump**	Average home of 1110 Sq.Ft. and Post-Duct Leak CFM of 29.49	Average home of 1110 Sq.Ft. and Pre-Duct Leak CFM of 588.41	18.0	$530.13
Home Energy Services - NM	**HES Duct Leakage**	**Manufactured Home - Duct Leakage - Electric Furnace Heat**	Average home of 987 Sq.Ft. and Post-Duct Leak CFM of 23.57	Average home of 987 Sq.Ft. and Pre-Duct Leak CFM of 571.44	18.0	$915.68
Home Energy Services - NM	**Showerhead**	**Showerhead**	1.5 GPM Showerhead	2.5 GPM Showerhead	10.0	$24.00
Home Energy Services - NM	**DHW Pipe Insulation**	**DHW Pipe Insulation - Manufactured Home**	6 ft of 3/4" DHW Pipe with R3 Added Pipe Insulation	Existing DHW pipe not insulated within 6 ft of water heater and no heat trap installed	13.0	$24.00
Home Energy Services - NM	**Showerhead**	**Showerhead - Manufactured Home**	1.5 GPM Showerhead	2.5 GPM Showerhead	10.0	$24.00
Home Energy Services - NM	**Aerators - Kitchen**	**Aerators - Kitchen - Manufactured Home**	1.5 GPM Kitchen Faucet Aerator	2.2 GPM Kitchen Faucet Aerator	10.0	$10.00
Home Energy Services - NM	**Aerators - Bathroom**	**Aerators - Bathroom - Manufactured Home**	1.0 GPM Bathroom Faucet Aerator	2.2 GPM Bathroom Faucet Aerator	10.0	$10.00
Home Energy Services - NM	**Aerators - Bathroom**	**Aerators - Bathroom - Manufactured Home**	0.5 GPM Bathroom Faucet Aerator	2.2 GPM Bathroom Faucet Aerator	10.0	$10.00
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	**LED Bulb - A-Line**	LED Bulb Purchase - A-Line	Incandescent Equivalent	15.4	$1.46

Southwestern Public Service Company

Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Home Energy Services - NM	**HES Infiltration**	$948.60	4,265	0.281	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G018	91%	100%
Home Energy Services - NM	**HES Floor Insulation**	$3,920.00	0	0.001	$0.00	NM-RES-CACNSP	Res	Electric Only	G025	91%	100%
Home Energy Services - NM	**HES Floor Insulation**	$3,920.00	533	0.001	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G026	91%	100%
Home Energy Services - NM	**HES Floor Insulation**	$3,920.00	1,662	0.001	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G027	91%	100%
Home Energy Services - NM	**HES Duct Leakage**	$344.16	460	0.296	$0.00	NM-RES-CACNSP	Res	Electric Only	M038	91%	100%
Home Energy Services - NM	**HES Duct Leakage**	$266.40	3,072	0.231	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M039	91%	100%
Home Energy Services - NM	**HES Duct Leakage**	$236.88	5,659	0.223	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	M040	91%	100%
Home Energy Services - NM	**HES Duct Leakage**	$344.16	460	0.296	$0.00	NM-RES-CACNSP	Res	Electric Only	M044	91%	100%
Home Energy Services - NM	**HES Duct Leakage**	$266.40	3,072	0.231	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M045	91%	100%
Home Energy Services - NM	**HES Duct Leakage**	$236.88	5,659	0.223	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	M046	91%	100%
Home Energy Services - NM	**Showerhead**	$24.00	237	0.000	$17.41	NM-RES-SFWHT	Res	Electric Only	O017	91%	100%
Home Energy Services - NM	**DHW Pipe Insulation**	$24.00	58	0.007	$0.00	NM-RES-SFWHT	Res	Electric Only	O019	91%	100%
Home Energy Services - NM	**Showerhead**	$24.00	237	0.000	$17.41	NM-RES-SFWHT	Res	Electric Only	O021	91%	100%
Home Energy Services - NM	**Aerators - Kitchen**	$10.00	28	0.000	$2.64	NM-RES-SFWHT	Res	Electric Only	O022	91%	100%
Home Energy Services - NM	**Aerators - Bathroom**	$10.00	35	0.000	$4.52	NM-RES-SFWHT	Res	Electric Only	O023	91%	100%
Home Energy Services - NM	**Aerators - Bathroom**	$10.00	50	0.000	$6.40	NM-RES-SFWHT	Res	Electric Only	O024	91%	100%
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	$1.53	35	0.005	$0.00	NM-RES-SFLIT	Res	Electric Only	H001	61%	100%

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Program	Measure Group	Realization Rate (%)
Home Energy Services - NM	**HES Infiltration**	100%
Home Energy Services - NM	**HES Floor Insulation**	100%
Home Energy Services - NM	**HES Floor Insulation**	100%
Home Energy Services - NM	**HES Floor Insulation**	100%
Home Energy Services - NM	**HES Duct Leakage**	100%
Home Energy Services - NM	**HES Duct Leakage**	100%
Home Energy Services - NM	**HES Duct Leakage**	100%
Home Energy Services - NM	**HES Duct Leakage**	100%
Home Energy Services - NM	**HES Duct Leakage**	100%
Home Energy Services - NM	**HES Duct Leakage**	100%
Home Energy Services - NM	**Showerhead**	100%
Home Energy Services - NM	**DHW Pipe Insulation**	100%
Home Energy Services - NM	**Showerhead**	100%
Home Energy Services - NM	**Aerators - Kitchen**	100%
Home Energy Services - NM	**Aerators - Bathroom**	100%
Home Energy Services - NM	**Aerators - Bathroom**	100%
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Home Energy Services - NM	**HES Infiltration**	61	60	61	108	108	108	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Floor Insulation**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Floor Insulation**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Floor Insulation**	1	1	1	2	2	2	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Duct Leakage**	6	8	10	10	15	17	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Duct Leakage**	17	18	18	30	33	31	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Duct Leakage**	151	140	117	270	250	205	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Duct Leakage**	3	3	3	5	5	5	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Duct Leakage**	14	14	14	25	25	25	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**HES Duct Leakage**	56	56	57	100	100	100	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**Showerhead**	28	28	28	50	50	50	11.4%	14.3%	$ 138.15	$ -
Home Energy Services - NM	**DHW Pipe Insulation**	28	28	28	50	50	50	11.4%	14.3%	$ -	$ -
Home Energy Services - NM	**Showerhead**	-	-	-	-	-	-	11.4%	14.3%	$ 138.15	$ -
Home Energy Services - NM	**Aerators - Kitchen**	6	6	6	10	10	10	11.4%	14.3%	$ 20.95	$ -
Home Energy Services - NM	**Aerators - Bathroom**	14	14	14	25	25	25	11.4%	14.3%	$ 35.87	$ -
Home Energy Services - NM	**Aerators - Bathroom**	-	-	-	-	-	-	11.4%	14.3%	$ 50.78	$ -
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	255,515	173,712	106,438	255,515	173,712	106,438	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Home Energy Services - NM	**HES Infiltration**	30	27	460,659	416,943	35	519,931
Home Energy Services - NM	**HES Floor Insulation**	0	0	0	0	0	0
Home Energy Services - NM	**HES Floor Insulation**	0	0	533	483	0	602
Home Energy Services - NM	**HES Floor Insulation**	0	0	3,324	3,009	0	3,752
Home Energy Services - NM	**HES Duct Leakage**	3	3	4,603	4,166	3	5,195
Home Energy Services - NM	**HES Duct Leakage**	7	6	92,166	83,420	8	104,025
Home Energy Services - NM	**HES Duct Leakage**	60	55	1,527,796	1,382,809	70	1,724,375
Home Energy Services - NM	**HES Duct Leakage**	1	1	2,301	2,083	2	2,597
Home Energy Services - NM	**HES Duct Leakage**	6	5	76,805	69,517	7	86,688
Home Energy Services - NM	**HES Duct Leakage**	22	20	565,851	512,151	26	638,657
Home Energy Services - NM	**Showerhead**	0	0	11,839	10,715	0	13,362
Home Energy Services - NM	**DHW Pipe Insulation**	0	0	2,886	2,612	0	3,257
Home Energy Services - NM	**Showerhead**	0	0	0	0	0	0
Home Energy Services - NM	**Aerators - Kitchen**	0	0	278	251	0	313
Home Energy Services - NM	**Aerators - Bathroom**	0	0	887	803	0	1,001
Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	1,159	707	9,068,475	5,531,770	1,352	10,235,299

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Home Energy Services - NM	**HES Infiltration**	30	27	460,659	416,943	35	519,931
Home Energy Services - NM	**HES Floor Insulation**	0	0	0	0	0	0
Home Energy Services - NM	**HES Floor Insulation**	0	0	533	483	0	602
Home Energy Services - NM	**HES Floor Insulation**	0	0	3,324	3,009	0	3,752
Home Energy Services - NM	**HES Duct Leakage**	4	4	6,904	6,249	5	7,792
Home Energy Services - NM	**HES Duct Leakage**	8	7	101,383	91,762	9	114,428
Home Energy Services - NM	**HES Duct Leakage**	56	51	1,414,626	1,280,378	65	1,596,644
Home Energy Services - NM	**HES Duct Leakage**	1	1	2,301	2,083	2	2,597
Home Energy Services - NM	**HES Duct Leakage**	6	5	76,805	69,517	7	86,688
Home Energy Services - NM	**HES Duct Leakage**	22	20	565,851	512,151	26	638,657
Home Energy Services - NM	**Showerhead**	0	0	11,839	10,715	0	13,362
Home Energy Services - NM	**DHW Pipe Insulation**	0	0	2,886	2,612	0	3,257
Home Energy Services - NM	**Showerhead**	0	0	0	0	0	0
Home Energy Services - NM	**Aerators - Kitchen**	0	0	278	251	0	313
Home Energy Services - NM	**Aerators - Bathroom**	0	0	887	803	0	1,001
Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	788	481	6,165,218	3,760,783	919	6,958,485

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Home Energy Services - NM	**HES Infiltration**	30	27	460,659	416,943	35	519,931
Home Energy Services - NM	**HES Floor Insulation**	0	0	0	0	0	0
Home Energy Services - NM	**HES Floor Insulation**	0	0	533	483	0	602
Home Energy Services - NM	**HES Floor Insulation**	0	0	3,324	3,009	0	3,752
Home Energy Services - NM	**HES Duct Leakage**	5	5	7,824	7,082	6	8,831
Home Energy Services - NM	**HES Duct Leakage**	7	6	95,239	86,201	8	107,493
Home Energy Services - NM	**HES Duct Leakage**	46	41	1,159,994	1,049,910	53	1,309,248
Home Energy Services - NM	**HES Duct Leakage**	1	1	2,301	2,083	2	2,597
Home Energy Services - NM	**HES Duct Leakage**	6	5	76,805	69,517	7	86,688
Home Energy Services - NM	**HES Duct Leakage**	22	20	565,851	512,151	26	638,657
Home Energy Services - NM	**Showerhead**	0	0	11,839	10,715	0	13,362
Home Energy Services - NM	**DHW Pipe Insulation**	0	0	2,886	2,612	0	3,257
Home Energy Services - NM	**Showerhead**	0	0	0	0	0	0
Home Energy Services - NM	**Aerators - Kitchen**	0	0	278	251	0	313
Home Energy Services - NM	**Aerators - Bathroom**	0	0	887	803	0	1,001
Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	483	294	3,777,597	2,304,334	563	4,263,653

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Home Lighting - NM	**Residential Home Lighting - Business Customers**	**LED Bulb - A-Line**	LED Bulb Purchase - A-Line	Incandescent Equivalent	2.8	$1.46
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	**LED Bulb - Specialty**	LED Bulb Purchase - Specialty	Incandescent Equivalent	20.0	$1.93
Home Lighting - NM	**Residential Home Lighting - Business Customers**	**LED Bulb - Specialty**	LED Bulb Purchase - Specialty	Incandescent Equivalent	4.2	$1.93
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	**LED Bulb - Linear Tube**	LED Bulb Purchase - Type A Linear Tube	Fluorescent Lamp	20.0	$2.00
Home Lighting - NM	**Residential Home Lighting - Business Customers**	**LED Bulb - Linear Tube**	LED Bulb Purchase - Types A, B and C Linear Tube	Fluorescent Lamp	7.8	$2.50
Home Lighting - NM	**LED**	**Nightlight**	LED Nightlight	Incandescent Nightlight	8.0	$1.89
Lighting-NM	**New Construction - Lighting Power Density**	**New Construction - Lighting Power Density**	Savings in addition to Code Maximum LPD	Code Maximum LPD	15.0	$6,901.86
Lighting-NM	**Network Lighting Controls**	**Network Lighting Controls**	Networked Lighting Controls	Manual Switch	8.0	$25.00
Lighting-NM	**Lighting Controls**	**Standalone Controls**	Sensor	Manual Switch	8.0	$13.38
Lighting-NM	**Lighting Controls**	**High End Trim**	Luminaire Level Lighting Controls	No Lighting Controls	8.0	$6.79
Lighting-NM	**Retrofit Exterior**	**LED Outdoor Canopy and Soffit Lighting**	LED Canopy/Soffit Fixture	HID Fixture	15.8	$56.00
Lighting-NM	**Retrofit Flat**	**LED Parking Garage Lighting**	LED Parking Garage Fixture	HID Fixture	15.8	$150.00
Lighting-NM	**Retrofit Exterior**	**LED Area Lighting**	LED Area Light	HID Fixture	15.8	$223.07
Lighting-NM	**Retrofit High Bay**	**LED High Bay Mogul-Base Lamps**	LED High Bay Replacement Lamp	HID Lamp	14.7	$25.00
Lighting-NM	**Retrofit High Bay**	**LED High Bay Fixture**	LED High-Bay Luminaires	HID or Fluorescent Fixture	15.8	$165.25
Lighting-NM	**Retrofit High Bay**	**LED High Bay Retrofit Kit**	LED High-Bay Retrofit Kits	HID or Fluorescent Fixture	15.8	$89.50
Lighting-NM	**Retrofit Troffer**	**LED Troffer Fixture or Kit**	LED Troffer Fixtures/Kits	Fluorescent Fixtures	15.8	$30.00
Lighting-NM	**Retrofit Troffer**	**LED Interior Lamp (Incandescant Baseline)**	LED Interior Lamp	EISA Tier 2	14.7	$5.88
Lighting-NM	**Retrofit Troffer**	**LED Linear Ambient**	LED Linear Ambients	Fluorescent Fixture	15.8	$26.50
Lighting-NM	**Retrofit Troffer**	**LED Interior Screw In Fixture Retrofit**	LED Screw-In Fixture	Incandescent Lamp	15.8	$10.00
Lighting-NM	**Retrofit Flat**	**LED/LEC Exit Sign**	LED Exit Sign	Incandescent Exit Sign	15.8	$25.00
Lighting-NM	**Retrofit Troffer**	**LED Interior Fixture**	LED Downlight Fixture	Incandescent/CFL Fixture	15.8	$17.88
Lighting-NM	**Retrofit Exterior**	**LED Exterior Wall Pack**	LED Wall Pack Fixture	HID Wall Pack Fixture	15.8	$76.50
Lighting-NM	**Retrofit Exterior**	**LED Parking Garage Wall Pack**	LED Wall Pack Fixture	HID Wall Pack Fixture	15.8	$35.00
Lighting-NM	**Retrofit Refrigerator**	**LED Ref and Frz Cases 5' or 6' Doors**	LED System	Fluorescent System	15.8	$50.00

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Home Lighting - NM	**Residential Home Lighting - Business Customers**	$1.53	192	0.005	$0.00	NM-BUS-LIGHTING	Bus	Electric Only	H002	61%	100%
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	$2.30	51	0.007	$0.00	NM-RES-SFLIT	Res	Electric Only	H003	61%	100%
Home Lighting - NM	**Residential Home Lighting - Business Customers**	$2.30	293	0.007	$0.00	NM-BUS-LIGHTING	Bus	Electric Only	H004	61%	100%
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	$6.30	15	0.017	$0.00	NM-RES-SFLIT	Res	Electric Only	H005	61%	100%
Home Lighting - NM	**Residential Home Lighting - Business Customers**	$17.45	106	0.018	$0.00	NM-BUS-Light Tube	Bus	Electric Only	H006	61%	100%
Home Lighting - NM	**LED**	$1.89	26	0.000	$0.00	NM-RES-Lighting	Res	Electric Only	H018	100%	100%
Lighting-NM	**New Construction - Lighting Power Density**	$21,534.69	52,524	12.851	$0.00	NM-BUS-Light All	Bus	Electric Only	C001	84%	100%
Lighting-NM	**Network Lighting Controls**	$97.98	146	0.032	-$0.03	NM-BUS-Light-Network-Controls	Bus	Electric Only	J001	84%	100%
Lighting-NM	**Lighting Controls**	$116.82	280	0.054	-$0.06	NM-BUS-Light-Sensor	Bus	Electric Only	J022	84%	100%
Lighting-NM	**Lighting Controls**	$62.17	128	0.024	-$0.03	NM-BUS-Light-Sensor	Bus	Electric Only	J025	84%	100%
Lighting-NM	**Retrofit Exterior**	$267.12	490	0.000	$0.00	NM-BUS-RECM_OUT	Bus	Electric Only	J002	84%	100%
Lighting-NM	**Retrofit Flat**	$314.43	1,478	0.169	$0.00	NM-BUS-Light Flat	Bus	Electric Only	J003	84%	100%
Lighting-NM	**Retrofit Exterior**	$791.97	2,522	0.000	$0.00	NM-BUS-RECM_OUT	Bus	Electric Only	J004	84%	100%
Lighting-NM	**Retrofit High Bay**	$101.21	763	0.177	-$0.10	NM-BUS-Light High Bay	Bus	Electric Only	J005	84%	100%
Lighting-NM	**Retrofit High Bay**	$500.41	1,113	0.259	-$0.18	NM-BUS-Light High Bay	Bus	Electric Only	J006	84%	100%
Lighting-NM	**Retrofit High Bay**	$542.03	1,095	0.024	-$0.22	NM-BUS-Light High Bay	Bus	Electric Only	J006	84%	100%
Lighting-NM	**Retrofit Troffer**	$165.69	287	0.058	-$0.05	NM-BUS-Light Troffer	Bus	Electric Only	J007	84%	100%
Lighting-NM	**Retrofit Troffer**	$12.61	27	0.008	-$0.01	NM-BUS-Light Troffer	Bus	Electric Only	J009	84%	100%
Lighting-NM	**Retrofit Troffer**	$167.65	204	0.041	-$0.04	NM-BUS-Light Troffer	Bus	Electric Only	J010	84%	100%
Lighting-NM	**Retrofit Troffer**	$23.94	252	0.049	-$0.05	NM-BUS-Light Troffer	Bus	Electric Only	J011	84%	100%
Lighting-NM	**Retrofit Flat**	$84.01	333	0.038	$0.00	NM-BUS-Light Flat	Bus	Electric Only	J012	84%	100%
Lighting-NM	**Retrofit Troffer**	$118.48	257	0.046	-$0.05	NM-BUS-Light Troffer	Bus	Electric Only	J013	84%	100%
Lighting-NM	**Retrofit Exterior**	$253.11	1,031	0.000	$0.00	NM-BUS-RECM_OUT	Bus	Electric Only	J014	84%	100%
Lighting-NM	**Retrofit Exterior**	$268.25	851	0.097	$0.00	NM-BUS-Light Flat	Bus	Electric Only	J015	84%	100%
Lighting-NM	**Retrofit Refrigerator**	$163.75	379	0.066	$0.00	NM-BUS-Light Refrigerated	Bus	Electric Only	J016	84%	100%

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Program	Measure Group	Realization Rate (%)
Home Lighting - NM	**Residential Home Lighting - Business Customers**	100%
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	100%
Home Lighting - NM	**Residential Home Lighting - Business Customers**	100%
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	100%
Home Lighting - NM	**Residential Home Lighting - Business Customers**	100%
Home Lighting - NM	**LED**	100%
Lighting-NM	**New Construction - Lighting Power Density**	100%
Lighting-NM	**Network Lighting Controls**	100%
Lighting-NM	**Lighting Controls**	100%
Lighting-NM	**Lighting Controls**	100%
Lighting-NM	**Retrofit Exterior**	100%
Lighting-NM	**Retrofit Flat**	100%
Lighting-NM	**Retrofit Exterior**	100%
Lighting-NM	**Retrofit High Bay**	100%
Lighting-NM	**Retrofit High Bay**	100%
Lighting-NM	**Retrofit High Bay**	100%
Lighting-NM	**Retrofit Troffer**	100%
Lighting-NM	**Retrofit Troffer**	100%
Lighting-NM	**Retrofit Troffer**	100%
Lighting-NM	**Retrofit Troffer**	100%
Lighting-NM	**Retrofit Flat**	100%
Lighting-NM	**Retrofit Troffer**	100%
Lighting-NM	**Retrofit Exterior**	100%
Lighting-NM	**Retrofit Exterior**	100%
Lighting-NM	**Retrofit Refrigerator**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Home Lighting - NM	**Residential Home Lighting - Business Customers**	16,309	11,088	6,794	16,309	11,088	6,794	6.7%	8.2%	$ -	$ -
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	39,809	40,843	41,360	39,809	40,843	41,360	11.4%	14.3%	$ -	$ -
Home Lighting - NM	**Residential Home Lighting - Business Customers**	2,541	2,607	2,640	2,541	2,607	2,640	6.7%	8.2%	$ -	$ -
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	163	129	97	163	129	97	11.4%	14.3%	$ -	$ -
Home Lighting - NM	**Residential Home Lighting - Business Customers**	517	407	308	517	407	308	6.7%	8.2%	$ -	$ -
Home Lighting - NM	**LED**	12,566	9,314	6,653	12,566	9,314	6,653	11.4%	14.3%	$ -	$ -
Lighting-NM	**New Construction - Lighting Power Density**	5	5	5	5	5	5	6.7%	8.2%	$ -	$ -
Lighting-NM	**Network Lighting Controls**	3	3	3	3	3	3	6.7%	8.2%	$ -	$ 0.20
Lighting-NM	**Lighting Controls**	6	9	13	1,000	1,500	2,000	6.7%	8.2%	$ -	$ 0.40
Lighting-NM	**Lighting Controls**	3	3	3	200	200	200	6.7%	8.2%	$ -	$ 0.20
Lighting-NM	**Retrofit Exterior**	2	3	4	22	33	44	6.7%	8.2%	$ -	$ -
Lighting-NM	**Retrofit Flat**	1	1	1	3	3	3	6.7%	8.2%	$ -	$ -
Lighting-NM	**Retrofit Exterior**	8	12	17	102	153	203	6.7%	8.2%	$ -	$ -
Lighting-NM	**Retrofit High Bay**	4	5	5	60	70	75	6.7%	8.2%	$ -	$ 1.06
Lighting-NM	**Retrofit High Bay**	4	6	8	150	400	500	6.7%	8.2%	$ -	$ 2.01
Lighting-NM	**Retrofit High Bay**	4	6	8	50	135	150	6.7%	8.2%	$ -	$ 2.46
Lighting-NM	**Retrofit Troffer**	9	10	11	400	500	600	6.7%	8.2%	$ -	$ 0.56
Lighting-NM	**Retrofit Troffer**	12	6	3	396	192	100	6.7%	8.2%	$ -	$ 0.11
Lighting-NM	**Retrofit Troffer**	2	3	4	20	30	40	6.7%	8.2%	$ -	$ 0.45
Lighting-NM	**Retrofit Troffer**	6	10	25	150	250	350	6.7%	8.2%	$ -	$ 0.56
Lighting-NM	**Retrofit Flat**	3	3	3	30	30	30	6.7%	8.2%	$ -	$ -
Lighting-NM	**Retrofit Troffer**	2	3	4	40	60	80	6.7%	8.2%	$ -	$ 0.56
Lighting-NM	**Retrofit Exterior**	4	8	10	100	200	250	6.7%	8.2%	$ -	$ -
Lighting-NM	**Retrofit Exterior**	1	1	1	10	10	10	6.7%	8.2%	$ -	$ -
Lighting-NM	**Retrofit Refrigerator**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Home Lighting - NM	**Residential Home Lighting - Business Customers**	74	45	3,135,971	1,912,942	81	3,361,169
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	259	158	2,028,093	1,237,136	302	2,289,044
Home Lighting - NM	**Residential Home Lighting - Business Customers**	18	11	744,731	454,286	19	798,211
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	3	2	2,525	1,540	3	2,850
Home Lighting - NM	**Residential Home Lighting - Business Customers**	9	6	54,573	33,290	10	58,492
Home Lighting - NM	**LED**	0	0	331,828	331,828	0	374,524
Lighting-NM	**New Construction - Lighting Power Density**	64	54	262,618	220,100	70	281,477
Lighting-NM	**Network Lighting Controls**	0	0	439	368	0	471
Lighting-NM	**Lighting Controls**	54	45	280,163	234,805	59	300,282
Lighting-NM	**Lighting Controls**	5	4	25,667	21,511	5	27,510
Lighting-NM	**Retrofit Exterior**	0	0	10,776	9,031	0	11,550
Lighting-NM	**Retrofit Flat**	1	0	4,434	3,716	1	4,753
Lighting-NM	**Retrofit Exterior**	0	0	257,276	215,623	0	275,751
Lighting-NM	**Retrofit High Bay**	11	9	45,778	38,366	12	49,065
Lighting-NM	**Retrofit High Bay**	39	33	166,962	139,931	42	178,952
Lighting-NM	**Retrofit High Bay**	1	1	54,774	45,906	1	58,707
Lighting-NM	**Retrofit Troffer**	23	20	114,853	96,258	25	123,101
Lighting-NM	**Retrofit Troffer**	3	3	10,677	8,949	3	11,444
Lighting-NM	**Retrofit Troffer**	1	1	4,089	3,427	1	4,383
Lighting-NM	**Retrofit Troffer**	7	6	37,761	31,648	8	40,473
Lighting-NM	**Retrofit Flat**	1	1	9,986	8,370	1	10,704
Lighting-NM	**Retrofit Troffer**	2	2	10,282	8,618	2	11,021
Lighting-NM	**Retrofit Exterior**	0	0	103,055	86,370	0	110,455
Lighting-NM	**Retrofit Exterior**	1	1	8,507	7,130	1	9,118
Lighting-NM	**Retrofit Refrigerator**	0	0	0	0	0	0

Southwestern Public Service Company

		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Home Lighting - NM	**Residential Home Lighting - Business Customers**	50	31	2,131,995	1,300,517	55	2,285,096
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	266	162	2,080,770	1,269,270	310	2,348,499
Home Lighting - NM	**Residential Home Lighting - Business Customers**	18	11	764,075	466,086	20	818,944
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	2	1	1,989	1,213	3	2,245
Home Lighting - NM	**Residential Home Lighting - Business Customers**	7	4	42,976	26,215	8	46,062
Home Lighting - NM	**LED**	0	0	245,943	245,943	0	277,588
Lighting-NM	**New Construction - Lighting Power Density**	64	54	262,618	220,100	70	281,477
Lighting-NM	**Network Lighting Controls**	0	0	439	368	0	471
Lighting-NM	**Lighting Controls**	81	68	420,245	352,208	88	450,424
Lighting-NM	**Lighting Controls**	5	4	25,667	21,511	5	27,510
Lighting-NM	**Retrofit Exterior**	0	0	16,164	13,547	0	17,325
Lighting-NM	**Retrofit Flat**	1	0	4,434	3,716	1	4,753
Lighting-NM	**Retrofit Exterior**	0	0	385,914	323,434	0	413,627
Lighting-NM	**Retrofit High Bay**	12	10	53,407	44,761	13	57,243
Lighting-NM	**Retrofit High Bay**	103	87	445,232	373,149	113	477,204
Lighting-NM	**Retrofit High Bay**	3	3	147,890	123,946	4	158,510
Lighting-NM	**Retrofit Troffer**	29	24	143,566	120,323	32	153,876
Lighting-NM	**Retrofit Troffer**	1	1	5,177	4,339	2	5,549
Lighting-NM	**Retrofit Troffer**	1	1	6,134	5,141	1	6,575
Lighting-NM	**Retrofit Troffer**	12	10	62,935	52,746	13	67,455
Lighting-NM	**Retrofit Flat**	1	1	9,986	8,370	1	10,704
Lighting-NM	**Retrofit Troffer**	3	2	15,423	12,926	3	16,531
Lighting-NM	**Retrofit Exterior**	0	0	206,109	172,740	0	220,910
Lighting-NM	**Retrofit Exterior**	1	1	8,507	7,130	1	9,118
Lighting-NM	**Retrofit Refrigerator**	0	0	0	0	0	0

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Home Lighting - NM	**Residential Home Lighting - Business Customers**	31	19	1,306,331	796,862	34	1,400,141
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	269	164	2,107,109	1,285,337	314	2,378,227
Home Lighting - NM	**Residential Home Lighting - Business Customers**	18	11	773,747	471,985	20	829,310
Home Lighting - NM	**Residential Home Lighting - Residential Customers**	2	1	1,504	917	2	1,698
Home Lighting - NM	**Residential Home Lighting - Business Customers**	6	3	32,503	19,827	6	34,837
Home Lighting - NM	**LED**	0	0	175,674	175,674	0	198,277
Lighting-NM	**New Construction - Lighting Power Density**	64	54	262,618	220,100	70	281,477
Lighting-NM	**Network Lighting Controls**	0	0	439	368	0	471
Lighting-NM	**Lighting Controls**	108	91	560,327	469,610	118	600,565
Lighting-NM	**Lighting Controls**	5	4	25,667	21,511	5	27,510
Lighting-NM	**Retrofit Exterior**	0	0	21,552	18,063	0	23,100
Lighting-NM	**Retrofit Flat**	1	0	4,434	3,716	1	4,753
Lighting-NM	**Retrofit Exterior**	0	0	512,030	429,132	0	548,799
Lighting-NM	**Retrofit High Bay**	13	11	57,222	47,958	14	61,331
Lighting-NM	**Retrofit High Bay**	129	108	556,539	466,436	141	596,505
Lighting-NM	**Retrofit High Bay**	4	3	164,322	137,718	4	176,122
Lighting-NM	**Retrofit Troffer**	35	29	172,279	144,387	38	184,651
Lighting-NM	**Retrofit Troffer**	1	1	2,696	2,260	1	2,890
Lighting-NM	**Retrofit Troffer**	2	1	8,179	6,855	2	8,766
Lighting-NM	**Retrofit Troffer**	17	14	88,109	73,844	19	94,437
Lighting-NM	**Retrofit Flat**	1	1	9,986	8,370	1	10,704
Lighting-NM	**Retrofit Troffer**	4	3	20,564	17,235	4	22,041
Lighting-NM	**Retrofit Exterior**	0	0	257,636	215,925	0	276,138
Lighting-NM	**Retrofit Exterior**	1	1	8,507	7,130	1	9,118
Lighting-NM	**Retrofit Refrigerator**	0	0	0	0	0	0

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Lighting-NM	**Retrofit Troffer**	**LED PL/G Based Lamp**	LED PL Lamp	CFL Lamp	14.7	$7.00
Lighting-NM	**Retrofit Tubes**	**LED 4ft Tubes (Linear Lamps)**	LED 4ft Linear Lamp	Fluorescent Lamp	14.7	$2.58
Lighting-NM	**Retrofit Tubes**	**LED 2ft Tubes (Linear Lamps)**	LED 2ft Linear Lamp	Fluorescent Lamp	14.7	$2.80
Lighting-NM	**Direct Install Screw In**	**DI - LED Interior Lamps**	LED Interior Lamp	Incandescent or Halogen	13.7	$17.00
Lighting-NM	**Direct Install Tubes**	**DI - LED Tubes (Linear Lamps)**	LED Linear Tube	Fluorescent Tube	13.7	$7.12
Lighting-NM	**Retrofit Flat**	**Stairwell Fixtures**	LED Stairwell Fixture	Fluorescent Fixture	15.8	$40.00
Lighting-NM	**Indoor Agricultural Lighting**	**LED Grow Lighting Fixtures**	LED Grow Lighting Fixture	HID or Fluorescent Fixture	15.8	$132.09
Lighting-NM	**DI - Restroom Aerator**	**Restroom Aerator**	0.5 GPM Bathroom Faucet Aerator	2.2 GPM Bathroom Faucet Aerator	10.0	$9.49
Lighting-NM	**DI - Pre-rinse Sprayer**	**Pre-rinse Sprayer**	1.25 GPM Pre-rinse Sprayer	2.25 GPM Pre-rinse Sprayer	5.0	$34.50
Lighting-NM	**DI - Kitchen Aerator**	**Kitchen Aerator**	1.5 GPM Kitchen Hand Wash Lavatory Faucet Aerator	2.2 GPM Kitchen Hand Wash Lavatory Faucet Aerator	10.0	$9.51
Low Income - Home Energy Services - NM	**Power Strips**	**Advanced Power Strips**	Advanced Power Strip	Standard Power Strip	4.0	$16.46
Low Income - Home Energy Services - NM	**Power Strips**	**Manufactured Home - Advanced Power Strips**	Advanced Power Strip	Standard Power Strip	4.0	$16.46
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	**Refrigerator Replacement**	New EnergyStar Refrigerator	Existing Refrigerator	14.0	$630.00
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	**Manufactured Home - Refrigerator Replacement**	New EnergyStar Refrigerator	Existing Refrigerator	14.0	$50.00
Low Income - Home Energy Services - NM	**LI HES Ceiling**	**Ceiling Insulation - Gas Heat**	Average Ceiling 1646 Sq.Ft. and post R-Value of 37.8	Average Ceiling 1646 Sq.Ft. and base R-Value of 1.7	20.0	$320.81
Low Income - Home Energy Services - NM	**LI HES Ceiling**	**Ceiling Insulation - Heat Pump**	Average Ceiling 1456 Sq.Ft. and post R-Value of 36.8	Average Ceiling 1456 Sq.Ft. and base R-Value of 2.3	20.0	$582.58
Low Income - Home Energy Services - NM	**LI HES Ceiling**	**Ceiling Insulation - Electric Resistance Heat**	Average Ceiling 1472 Sq.Ft. and post R-Value of 35.6	Average Ceiling 1472 Sq.Ft. and base R-Value of 3.1	20.0	$858.33
Low Income - Home Energy Services - NM	**LI HES Infiltration**	**Air Infiltration - Gas Heat**	Average home of 1735 Sq.Ft. and Post-CFM of 2189	Average home of 1735 Sq.Ft. and Pre-CFM of 4251	11.0	$152.55
Low Income - Home Energy Services - NM	**LI HES Infiltration**	**Air Infiltration - Heat Pump**	Average home of 1588 Sq.Ft. and Post-CFM of 1970	Average home of 1588 Sq.Ft. and Pre-CFM of 4463	11.0	$456.78

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Lighting-NM	**Retrofit Troffer**	$10.32	192	0.027	-$0.04	NM-BUS-Light Troffer	Bus	Electric Only	J017	84%	100%
Lighting-NM	**Retrofit Tubes**	$11.97	99	0.018	-$0.02	NM-BUS-Light Tube	Bus	Electric Only	J018	84%	100%
Lighting-NM	**Retrofit Tubes**	$7.82	43	0.008	-$0.07	NM-BUS-Light Tube	Bus	Electric Only	J018	84%	100%
Lighting-NM	**Direct Install Screw In**	$17.00	95	0.019	-$0.02	NM-BUS-Light Screw In	Bus	Electric Only	J019	100%	100%
Lighting-NM	**Direct Install Tubes**	$7.12	34	0.016	-$0.07	NM-BUS-Light Tube	Bus	Electric Only	J020	100%	100%
Lighting-NM	**Retrofit Flat**	$277.25	306	0.038	-$0.06	NM-BUS-Light Flat	Bus	Electric Only	J023	84%	100%
Lighting-NM	**Indoor Agricultural Lighting**	$482.02	2,285	0.455	$0.00	NM-BUS-GROW_LIGHTING	Bus	Electric Only	J024	84%	100%
Lighting-NM	**DI - Restroom Aerator**	$9.49	427	0.072	$52.34	NM-BUS-CUSTOM_	Bus	Electric Only	O008	100%	100%
Lighting-NM	**DI - Pre-rinse Sprayer**	$34.50	7,301	0.000	$307.43	NM-BUS-CUSTOM_	Bus	Electric Only	O009	100%	100%
Lighting-NM	**DI - Kitchen Aerator**	$9.51	156	0.000	$15.47	NM-BUS-CUSTOM_	Bus	Electric Only	O010	100%	100%
Low Income - Home Energy Services - NM	**Power Strips**	$16.46	52	0.006	$0.00	NM-RES-SFRF1	Res	Electric Only		100%	100%
Low Income - Home Energy Services - NM	**Power Strips**	$16.46	52	0.006	$0.00	NM-RES-SFRF1	Res	Electric Only		100%	100%
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	$630.00	421	0.031	$0.00	NM-RES-SFWHT	Res	Electric Only		100%	100%
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	$630.00	421	0.031	$0.00	NM-RES-SFWHT	Res	Electric Only		100%	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	$2,079.72	937	0.601	$0.00	NM-RES-CACNSP	Res	Electric Only	G007	100%	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	$1,758.12	2,958	0.463	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G008	100%	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	$1,674.40	4,930	0.396	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G009	100%	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	$742.32	445	0.286	$0.00	NM-RES-CACNSP	Res	Electric Only	G010	100%	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	$897.48	2,355	0.345	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G011	100%	100%

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Program	Measure Group	Realization Rate (%)
Lighting-NM	**Retrofit Troffer**	100%
Lighting-NM	**Retrofit Tubes**	100%
Lighting-NM	**Retrofit Tubes**	100%
Lighting-NM	**Direct Install Screw In**	100%
Lighting-NM	**Direct Install Tubes**	100%
Lighting-NM	**Retrofit Flat**	100%
Lighting-NM	**Indoor Agricultural Lighting**	100%
Lighting-NM	**DI - Restroom Aerator**	100%
Lighting-NM	**DI - Pre-rinse Sprayer**	100%
Lighting-NM	**DI - Kitchen Aerator**	100%
Low Income - Home Energy Services - NM	**Power Strips**	100%
Low Income - Home Energy Services - NM	**Power Strips**	100%
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	100%
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Lighting-NM	**Retrofit Troffer**	2	3	4	160	180	220	6.7%	8.2%	$ -	$ 0.43
Lighting-NM	**Retrofit Tubes**	30	40	43	13,400	15,300	16,000	6.7%	8.2%	$ -	$ 0.21
Lighting-NM	**Retrofit Tubes**	30	40	43	1,000	1,000	1,000	6.7%	8.2%	$ -	$ 0.75
Lighting-NM	**Direct Install Screw In**	10	10	10	250	250	250	6.7%	8.2%	$ -	$ 0.20
Lighting-NM	**Direct Install Tubes**	50	25	12	10,000	10,000	10,000	6.7%	8.2%	$ -	$ 0.71
Lighting-NM	**Retrofit Flat**	1	1	1	5	5	5	6.7%	8.2%	$ -	$ 0.67
Lighting-NM	**Indoor Agricultural Lighting**	5	5	5	700	700	700	6.7%	8.2%	$ -	$ -
Lighting-NM	**DI - Restroom Aerator**	6	6	6	24	24	24	6.7%	8.2%	$ 415.31	$ -
Lighting-NM	**DI - Pre-rinse Sprayer**	5	5	5	10	10	10	6.7%	8.2%	$ 1,351.75	$ -
Lighting-NM	**DI - Kitchen Aerator**	6	6	6	24	24	24	6.7%	8.2%	$ 122.75	$ -
Low Income - Home Energy Services - NM	**Power Strips**	35	36	38	50	50	50	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**Power Strips**	35	36	38	50	50	50	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	7	7	8	10	10	10	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	17	18	19	25	25	25	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Ceiling**	3	4	4	5	5	5	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Ceiling**	7	7	8	10	10	10	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Ceiling**	173	161	151	250	225	200	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Infiltration**	3	4	4	5	5	5	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Infiltration**	7	7	8	10	10	10	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Lighting-NM	**Retrofit Troffer**	4	4	30,645	25,684	5	32,846
Lighting-NM	**Retrofit Tubes**	237	199	1,326,827	1,112,014	258	1,422,108
Lighting-NM	**Retrofit Tubes**	8	7	42,942	35,990	8	46,026
Lighting-NM	**Direct Install Screw In**	5	5	23,866	23,866	5	25,579
Lighting-NM	**Direct Install Tubes**	160	160	337,705	337,705	174	361,956
Lighting-NM	**Retrofit Flat**	0	0	1,529	1,282	0	1,639
Lighting-NM	**Indoor Agricultural Lighting**	319	267	1,599,781	1,340,776	347	1,714,663
Lighting-NM	**DI - Restroom Aerator**	2	2	10,253	10,253	2	10,990
Lighting-NM	**DI - Pre-rinse Sprayer**	0	0	73,006	73,006	0	78,249
Lighting-NM	**DI - Kitchen Aerator**	0	0	3,740	3,740	0	4,009
Low Income - Home Energy Services - NM	**Power Strips**	0	0	2,592	2,592	0	2,925
Low Income - Home Energy Services - NM	**Power Strips**	0	0	2,592	2,592	0	2,925
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	0	0	4,210	4,210	0	4,752
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	1	1	10,526	10,526	1	11,880
Low Income - Home Energy Services - NM	**LI HES Ceiling**	3	3	4,684	4,684	4	5,286
Low Income - Home Energy Services - NM	**LI HES Ceiling**	5	5	29,578	29,578	5	33,384
Low Income - Home Energy Services - NM	**LI HES Ceiling**	99	99	1,232,557	1,232,557	115	1,391,148
Low Income - Home Energy Services - NM	**LI HES Infiltration**	1	1	2,225	2,225	2	2,511
Low Income - Home Energy Services - NM	**LI HES Infiltration**	3	3	23,552	23,552	4	26,583

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Lighting-NM	**Retrofit Troffer**	5	4	34,476	28,894	5	36,952
Lighting-NM	**Retrofit Tubes**	271	227	1,514,959	1,269,687	295	1,623,751
Lighting-NM	**Retrofit Tubes**	8	7	42,942	35,990	8	46,026
Lighting-NM	**Direct Install Screw In**	5	5	23,866	23,866	5	25,579
Lighting-NM	**Direct Install Tubes**	160	160	337,705	337,705	174	361,956
Lighting-NM	**Retrofit Flat**	0	0	1,529	1,282	0	1,639
Lighting-NM	**Indoor Agricultural Lighting**	319	267	1,599,781	1,340,776	347	1,714,663
Lighting-NM	**DI - Restroom Aerator**	2	2	10,253	10,253	2	10,990
Lighting-NM	**DI - Pre-rinse Sprayer**	0	0	73,006	73,006	0	78,249
Lighting-NM	**DI - Kitchen Aerator**	0	0	3,740	3,740	0	4,009
Low Income - Home Energy Services - NM	**Power Strips**	0	0	2,592	2,592	0	2,925
Low Income - Home Energy Services - NM	**Power Strips**	0	0	2,592	2,592	0	2,925
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	0	0	4,210	4,210	0	4,752
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	1	1	10,526	10,526	1	11,880
Low Income - Home Energy Services - NM	**LI HES Ceiling**	3	3	4,684	4,684	4	5,286
Low Income - Home Energy Services - NM	**LI HES Ceiling**	5	5	29,578	29,578	5	33,384
Low Income - Home Energy Services - NM	**LI HES Ceiling**	89	89	1,109,301	1,109,301	104	1,252,033
Low Income - Home Energy Services - NM	**LI HES Infiltration**	1	1	2,225	2,225	2	2,511
Low Income - Home Energy Services - NM	**LI HES Infiltration**	3	3	23,552	23,552	4	26,583

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Lighting-NM	**Retrofit Troffer**	6	5	42,137	35,315	6	45,163
Lighting-NM	**Retrofit Tubes**	283	237	1,584,271	1,327,778	308	1,698,040
Lighting-NM	**Retrofit Tubes**	8	7	42,942	35,990	8	46,026
Lighting-NM	**Direct Install Screw In**	5	5	23,866	23,866	5	25,579
Lighting-NM	**Direct Install Tubes**	160	160	337,705	337,705	174	361,956
Lighting-NM	**Retrofit Flat**	0	0	1,529	1,282	0	1,639
Lighting-NM	**Indoor Agricultural Lighting**	319	267	1,599,781	1,340,776	347	1,714,663
Lighting-NM	**DI - Restroom Aerator**	2	2	10,253	10,253	2	10,990
Lighting-NM	**DI - Pre-rinse Sprayer**	0	0	73,006	73,006	0	78,249
Lighting-NM	**DI - Kitchen Aerator**	0	0	3,740	3,740	0	4,009
Low Income - Home Energy Services - NM	**Power Strips**	0	0	2,592	2,592	0	2,925
Low Income - Home Energy Services - NM	**Power Strips**	0	0	2,592	2,592	0	2,925
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	0	0	4,210	4,210	0	4,752
Low Income - Home Energy Services - NM	**Refrigerator Replacement**	1	1	10,526	10,526	1	11,880
Low Income - Home Energy Services - NM	**LI HES Ceiling**	3	3	4,684	4,684	4	5,286
Low Income - Home Energy Services - NM	**LI HES Ceiling**	5	5	29,578	29,578	5	33,384
Low Income - Home Energy Services - NM	**LI HES Ceiling**	79	79	986,045	986,045	92	1,112,918
Low Income - Home Energy Services - NM	**LI HES Infiltration**	1	1	2,225	2,225	2	2,511
Low Income - Home Energy Services - NM	**LI HES Infiltration**	3	3	23,552	23,552	4	26,583

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Low Income - Home Energy Services - NM	**LI HES Infiltration**	**Air Infiltration - Electric Resistance Heat**	Average home of 1376 Sq.Ft. and Post-CFM of 1653	Average home of 1376 Sq.Ft. and Pre-CFM of 4237	11.0	$754.12
Low Income - Home Energy Services - NM	**LI HES Ceiling**	**Manufactured Homes - Ceiling Insulation - Gas Heat**	Average Ceiling 1646 Sq.Ft. and post R-Value of 37.8	Average Ceiling 1646 Sq.Ft. and base R-Value of 1.7	20.0	$320.81
Low Income - Home Energy Services - NM	**LI HES Ceiling**	**Manufactured Homes - Ceiling Insulation - Heat Pump**	Average Ceiling 1456 Sq.Ft. and post R-Value of 36.8	Average Ceiling 1456 Sq.Ft. and base R-Value of 2.3	20.0	$582.58
Low Income - Home Energy Services - NM	**LI HES Ceiling**	**Manufactured Homes - Ceiling Insulation - Electric Resistance Heat**	Average Ceiling 1472 Sq.Ft. and post R-Value of 35.6	Average Ceiling 1472 Sq.Ft. and base R-Value of 3.1	20.0	$858.33
Low Income - Home Energy Services - NM	**LI HES Infiltration**	**Manufactured Homes - Air Infiltration - Gas Heat**	Average home of 1735 Sq.Ft. and Post-CFM of 2189	Average home of 1735 Sq.Ft. and Pre-CFM of 4251	11.0	$152.55
Low Income - Home Energy Services - NM	**LI HES Infiltration**	**Manufactured Homes - Air Infiltration - Heat Pump**	Average home of 1588 Sq.Ft. and Post-CFM of 1970	Average home of 1588 Sq.Ft. and Pre-CFM of 4463	11.0	$456.78
Low Income - Home Energy Services - NM	**LI HES Infiltration**	**Manufactured Homes - Air Infiltration - Electric Resistance Heat**	Average home of 1376 Sq.Ft. and Post-CFM of 1653	Average home of 1376 Sq.Ft. and Pre-CFM of 4237	11.0	$754.12
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	**Manufactured Homes - Floor Insulation - Gas Heat**	Average Floor 1568 Sq.Ft. and post R-Value of 19	Average Floor 1568 Sq.Ft. and base R-Value of 0	20.0	$0.30
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	**Manufactured Homes - Floor Insulation - Heat Pump**	Average Floor 1568 Sq.Ft. and post R-Value of 19	Average Floor 1568 Sq.Ft. and base R-Value of 0	20.0	$80.27
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	**Manufactured Homes - Floor Insulation - Electric Resistance Heat**	Average Floor 1568 Sq.Ft. and post R-Value of 19	Average Floor 1568 Sq.Ft. and base R-Value of 0	20.0	$249.61
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Residential Customers**	**LED Bulb - A-Line**	LED Bulb - A-Line	EISATier 2	20.0	$2.65
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Business Customers**	**LED Bulb - Linear Tube - Common Area Lighting**	LED Bulb Purchase - Type A Linear Tube	Fluorescent Equivalent	9.8	$4.12
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	**Duct Leakage - Gas Heat**	Average home of 1631 Sq.Ft. and Post-Duct Leak CFM of 104.41	Average home of 1631 Sq.Ft. and Pre-Duct Leak CFM of 577.15	18.0	$155.75
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	**Duct Leakage - Heat Pump**	Average home of 1653 Sq.Ft. and Post-Duct Leak CFM of 104.88	Average home of 1653 Sq.Ft. and Pre-Duct Leak CFM of 559.64	18.0	$689.01
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	**Duct Leakage - Electric Furnace Heat**	Average home of 1155 Sq.Ft. and Post-Duct Leak CFM of 89.09	Average home of 1155 Sq.Ft. and Pre-Duct Leak CFM of 468.87	18.0	$981.91

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Low Income - Home Energy Services - NM	**LI HES Infiltration**	$930.24	4,311	0.358	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G012	100%	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	$2,079.72	937	0.601	$0.00	NM-RES-CACNSP	Res	Electric Only	G019	100%	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	$1,758.12	2,958	0.463	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G020	100%	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	$1,674.40	4,930	0.396	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G021	100%	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	$600.00	445	0.286	$0.00	NM-RES-CACNSP	Res	Electric Only	G022	100%	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	$600.00	2,355	0.345	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G023	100%	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	$600.00	4,311	0.358	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G024	100%	100%
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	$3,920.00	0	0.001	$0.00	NM-RES-CACNSP	Res	Electric Only	G025	100%	100%
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	$3,920.00	533	0.001	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	G026	100%	100%
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	$3,920.00	1,662	0.001	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	G027	100%	100%
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Residential Customers**	$2.65	17	0.003	$0.00	NM-RES-SFLIT	Res	Electric Only	H007	100%	100%
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Business Customers**	$4.12	101	0.017	$0.00	NM-BUS-Light Tube	Bus	Electric Only	H008	100%	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	$391.44	454	0.292	$0.00	NM-RES-CACNSP	Res	Electric Only	M041	100%	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	$396.72	3,993	0.300	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M042	100%	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	$277.20	6,066	0.240	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	M043	100%	100%

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Program	Measure Group	Realization Rate (%)
Low Income - Home Energy Services - NM	**LI HES Infiltration**	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	100%
Low Income - Home Energy Services - NM	**LI HES Ceiling**	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	100%
Low Income - Home Energy Services - NM	**LI HES Infiltration**	100%
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	100%
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	100%
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	100%
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Residential Customers**	100%
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Business Customers**	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Low Income - Home Energy Services - NM	**LI HES Infiltration**	173	161	151	250	225	200	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Ceiling**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Ceiling**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Ceiling**	3	4	4	5	5	5	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Infiltration**	17	18	19	25	25	25	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Infiltration**	3	4	4	5	5	5	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Infiltration**	41	43	45	60	60	60	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	1	1	1	1	1	1	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	1	1	2	2	2	2	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Residential Customers**	-	-	-	-	-	-	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Business Customers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	14	14	15	20	20	20	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	7	7	8	10	10	10	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	173	161	136	250	225	180	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income - Home Energy Services - NM	**LI HES Infiltration**	90	90	1,077,873	1,077,873	104	1,216,561
Low Income - Home Energy Services - NM	**LI HES Ceiling**	1	1	937	937	1	1,057
Low Income - Home Energy Services - NM	**LI HES Ceiling**	0	0	2,958	2,958	1	3,338
Low Income - Home Energy Services - NM	**LI HES Ceiling**	2	2	24,651	24,651	2	27,823
Low Income - Home Energy Services - NM	**LI HES Infiltration**	7	7	11,124	11,124	8	12,556
Low Income - Home Energy Services - NM	**LI HES Infiltration**	2	2	11,776	11,776	2	13,291
Low Income - Home Energy Services - NM	**LI HES Infiltration**	21	21	258,689	258,689	25	291,975
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	533	533	0	602
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	3,324	3,324	0	3,752
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Residential Customers**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Business Customers**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	6	6	9,087	9,087	7	10,256
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	3	3	39,934	39,934	4	45,072
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	60	60	1,516,509	1,516,509	70	1,711,636

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income - Home Energy Services - NM	**LI HES Infiltration**	81	81	970,085	970,085	94	1,094,905
Low Income - Home Energy Services - NM	**LI HES Ceiling**	1	1	937	937	1	1,057
Low Income - Home Energy Services - NM	**LI HES Ceiling**	0	0	2,958	2,958	1	3,338
Low Income - Home Energy Services - NM	**LI HES Ceiling**	2	2	24,651	24,651	2	27,823
Low Income - Home Energy Services - NM	**LI HES Infiltration**	7	7	11,124	11,124	8	12,556
Low Income - Home Energy Services - NM	**LI HES Infiltration**	2	2	11,776	11,776	2	13,291
Low Income - Home Energy Services - NM	**LI HES Infiltration**	21	21	258,689	258,689	25	291,975
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	533	533	0	602
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	3,324	3,324	0	3,752
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Residential Customers**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Business Customers**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	6	6	9,087	9,087	7	10,256
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	3	3	39,934	39,934	4	45,072
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	54	54	1,364,858	1,364,858	63	1,540,472

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income - Home Energy Services - NM	**LI HES Infiltration**	72	72	862,298	862,298	84	973,248
Low Income - Home Energy Services - NM	**LI HES Ceiling**	1	1	937	937	1	1,057
Low Income - Home Energy Services - NM	**LI HES Ceiling**	0	0	2,958	2,958	1	3,338
Low Income - Home Energy Services - NM	**LI HES Ceiling**	2	2	24,651	24,651	2	27,823
Low Income - Home Energy Services - NM	**LI HES Infiltration**	7	7	11,124	11,124	8	12,556
Low Income - Home Energy Services - NM	**LI HES Infiltration**	2	2	11,776	11,776	2	13,291
Low Income - Home Energy Services - NM	**LI HES Infiltration**	21	21	258,689	258,689	25	291,975
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	533	533	0	602
Low Income - Home Energy Services - NM	**LI HES Floor Insulation**	0	0	3,324	3,324	0	3,752
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Residential Customers**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Residential Home Lighting DI - Business Customers**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	6	6	9,087	9,087	7	10,256
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	3	3	39,934	39,934	4	45,072
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	43	43	1,091,887	1,091,887	50	1,232,378

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	**Manufactured Home - Duct Leakage - Gas Heat**	Average home of 1631 Sq.Ft. and Post-Duct Leak CFM of 104.41	Average home of 1631 Sq.Ft. and Pre-Duct Leak CFM of 577.15	18.0	$155.75
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	**Manufactured Home - Duct Leakage - Heat Pump**	Average home of 1653 Sq.Ft. and Post-Duct Leak CFM of 104.88	Average home of 1653 Sq.Ft. and Pre-Duct Leak CFM of 559.64	18.0	$689.01
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	**Manufactured Home - Duct Leakage - Electric Furnace Heat**	Average home of 1155 Sq.Ft. and Post-Duct Leak CFM of 89.09	Average home of 1155 Sq.Ft. and Pre-Duct Leak CFM of 468.87	18.0	$981.91
Low Income - Home Energy Services - NM	**Showerhead**	**Showerhead**	1.5 GPM Showerhead	2.5 GPM Showerhead	10.0	$24.00
Low Income - Home Energy Services - NM	**DHW Pipe Insulation**	**DHW Pipe Insulation - Manufactured Home**	6 ft of 3/4" DHW Pipe with R3 Added Pipe Insulation	Existing DHW pipe not insulated within 6 ft of water heater and no heat trap installed	13.0	$24.00
Low Income - Home Energy Services - NM	**Showerhead**	**Showerhead - Manufactured Home**	1.5 GPM Showerhead	2.5 GPM Showerhead	10.0	$24.00
Low Income - Home Energy Services - NM	**Aerators - Kitchen**	**Aerators - Kitchen - Manufactured Home**	1.5 GPM Kitchen Faucet Aerator	2.2 GPM Kitchen Faucet Aerator	10.0	$10.00
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	**Aerators - Bathroom - Manufactured Home**	1.0 GPM Bathroom Faucet Aerator	2.2 GPM Bathroom Faucet Aerator	10.0	$10.00
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	**Aerators - Bathroom - Manufactured Home**	0.5 GPM Bathroom Faucet Aerator	2.2 GPM Bathroom Faucet Aerator	10.0	$10.00
Low Income - Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	**Qualifying ASHP Equipment Quality Install**	Quality Install of High Eff (ASHP) 2.9 ton with 15.9 SEER & 12.6 EER	High Eff (ASHP) Unit without Quality Install 2.9 ton with 14 SEER & 11.8 EER	15.0	$150.00
Low Income - Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	**Qualifying ASHP Equipment installation without Quality Install Replacing Electric Resistance Heat**	High Eff (ASHP) 2.9 ton with 15.9 SEER & 12.6 EER without Quality Install	Baseline Eff Unit for Cooling 2.9 ton with 14 SEER & 11.76 EER and Existing Electric Resistance Heat without Quality Install	15.0	$4,200.00
Low Income Residential Cooling - NM	**Premium Evaporative Cooling**	**Premium Evaporative Cooling**	Evaporative Cooler 85% effective	13 SEER AC Split System	15.0	$700.00
Low Income Residential Cooling - NM	**Standard Evaporative Cooling**	**Standard Evaporative Cooling**	Evaporative Cooler	2T MSHP 14 SEER & 8.11 EER	15.0	$200.00
Low Income Kits - NM	**LED - 9W**	**4 x 9W LEDs**	4 x 9W LEDs	4 x Incandescent Equivalent EISA Tier 1	20.0	$3.99
Low Income Kits - NM	**Showerhead**	**Showerhead**	1.5 GPM Showerhead	2.5 GPM Showerhead	10.0	$3.89
Low Income Kits - NM	**Aerators - Kitchen**	**Aerators - Kitchen**	1.5 GPM Kitchen Faucet Aerator	2.2 GPM Kitchen Faucet Aerator	10.0	$2.39
Low Income Kits - NM	**Aerators - Bathroom**	**Aerators - Bathroom**	1.0 GPM Bathroom Faucet Aerator	2.2 GPM Bathroom Faucet Aerator	10.0	$0.89
Low Income Kits - NM	**LED**	**Nightlight**	LED Nightlight	Incandescent Nightlight	8.0	$1.89

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	$391.44	454	0.292	$0.00	NM-RES-CACNSP	Res	Electric Only	M047	100%	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	$396.72	3,993	0.300	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M048	100%	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	$277.20	6,066	0.240	$0.00	NM-RES-Cooling_DX_Heating_DX_Elec	Res	Electric Only	M049	100%	100%
Low Income - Home Energy Services - NM	**Showerhead**	$24.00	237	0.000	$17.41	NM-RES-SFWHT	Res	Electric Only	O018	100%	100%
Low Income - Home Energy Services - NM	**DHW Pipe Insulation**	$24.00	58	0.007	$0.00	NM-RES-SFWHT	Res	Electric Only	O020	100%	100%
Low Income - Home Energy Services - NM	**Showerhead**	$24.00	237	0.000	$17.41	NM-RES-SFWHT	Res	Electric Only	O025	100%	100%
Low Income - Home Energy Services - NM	**Aerators - Kitchen**	$10.00	28	0.000	$2.64	NM-RES-SFWHT	Res	Electric Only	O026	100%	100%
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	$10.00	35	0.000	$4.52	NM-RES-SFWHT	Res	Electric Only	O027	100%	100%
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	$10.00	50	0.000	$6.40	NM-RES-SFWHT	Res	Electric Only	O028	100%	100%
Low Income - Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	$156.25	659	0.224	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M058	100%	100%
Low Income - Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	$4,200.00	8,945	0.191	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M059	100%	100%
Low Income Residential Cooling - NM	**Premium Evaporative Cooling**	$0.00	3,332	2.380	-$9.08	NM-RES-EVAPBASE	Res	Electric Only	M061	100%	100%
Low Income Residential Cooling - NM	**Standard Evaporative Cooling**	$0.00	1,808	2.580	-$6.05	NM-RES-EVAPBASE	Res	Electric Only	M062	100%	100%
Low Income Kits - NM	**LED - 9W**	$3.99	113	0.018	$0.00	NM-RES-SFLIT	Res	Electric Only	H016	100%	86%
Low Income Kits - NM	**Showerhead**	$3.89	92	0.000	$22.70	NM-RES-SFWHT	Res	Electric Only	O014	100%	86%
Low Income Kits - NM	**Aerators - Kitchen**	$2.39	10	0.000	$3.07	NM-RES-SFWHT	Res	Electric Only	O015	100%	78%
Low Income Kits - NM	**Aerators - Bathroom**	$0.89	13	0.000	$5.07	NM-RES-SFWHT	Res	Electric Only	O016	100%	74%
Low Income Kits - NM	**LED**	$1.89	28	0.000	$0.00	NM-RES-Lighting	Res	Electric Only	H019	100%	86%

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Program	Measure Group	Realization Rate (%)
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	100%
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	100%
Low Income - Home Energy Services - NM	**Showerhead**	100%
Low Income - Home Energy Services - NM	**DHW Pipe Insulation**	100%
Low Income - Home Energy Services - NM	**Showerhead**	100%
Low Income - Home Energy Services - NM	**Aerators - Kitchen**	100%
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	100%
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	100%
Low Income - Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	100%
Low Income - Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	100%
Low Income Residential Cooling - NM	**Premium Evaporative Cooling**	100%
Low Income Residential Cooling - NM	**Standard Evaporative Cooling**	100%
Low Income Kits - NM	**LED - 9W**	100%
Low Income Kits - NM	**Showerhead**	100%
Low Income Kits - NM	**Aerators - Kitchen**	100%
Low Income Kits - NM	**Aerators - Bathroom**	100%
Low Income Kits - NM	**LED**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	3	4	4	5	5	5	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	3	4	4	5	5	5	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	69	71	75	100	100	100	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**Showerhead**	35	36	38	50	50	50	11.4%	14.3%	$ 138.15	$ -
Low Income - Home Energy Services - NM	**DHW Pipe Insulation**	17	18	19	25	25	25	11.4%	14.3%	$ -	$ -
Low Income - Home Energy Services - NM	**Showerhead**	-	-	-	-	-	-	11.4%	14.3%	$ 138.15	$ -
Low Income - Home Energy Services - NM	**Aerators - Kitchen**	-	-	-	-	-	-	11.4%	14.3%	$ 20.95	$ -
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	-	-	-	-	-	-	11.4%	14.3%	$ 35.87	$ -
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	-	-	-	-	-	-	11.4%	14.3%	$ 50.78	$ -
Low Income - Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	-	-	-	-	-	-	11.4%	14.3%	$ -	$ -
Low Income - Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	60	90	105	60	90	105	11.4%	14.3%	$ -	$ -
Low Income Residential Cooling - NM	**Premium Evaporative Cooling**	-	-	-	-	-	-	11.4%	14.3%	$ -	$ 97.88
Low Income Residential Cooling - NM	**Standard Evaporative Cooling**	35	40	35	35	40	35	11.4%	14.3%	$ -	$ 65.25
Low Income Kits - NM	**LED - 9W**	750	850	850	750	850	850	11.4%	14.3%	$ -	$ -
Low Income Kits - NM	**Showerhead**	750	850	850	750	850	850	11.4%	14.3%	$ 180.12	$ -
Low Income Kits - NM	**Aerators - Kitchen**	750	850	850	750	850	850	11.4%	14.3%	$ 24.36	$ -
Low Income Kits - NM	**Aerators - Bathroom**	750	850	850	750	850	850	11.4%	14.3%	$ 40.23	$ -
Low Income Kits - NM	**LED**	750	850	850	750	850	850	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	1	1	2,272	2,272	2	2,564
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	2	2	19,967	19,967	2	22,536
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	24	24	606,604	606,604	28	684,654
Low Income - Home Energy Services - NM	**Showerhead**	0	0	11,839	11,839	0	13,362
Low Income - Home Energy Services - NM	**DHW Pipe Insulation**	0	0	1,443	1,443	0	1,629
Low Income - Home Energy Services - NM	**Showerhead**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Kitchen**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Low Income - Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	0	0	0	0	0	0
Low Income - Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	11	11	536,718	536,718	13	605,777
Low Income Residential Cooling - NM	**Premium Evaporative Cooling**	0	0	0	0	0	0
Low Income Residential Cooling - NM	**Standard Evaporative Cooling**	90	90	63,279	63,279	105	71,420
Low Income Kits - NM	**LED - 9W**	14	12	85,063	72,984	16	96,008
Low Income Kits - NM	**Showerhead**	0	0	68,845	59,345	0	77,704
Low Income Kits - NM	**Aerators - Kitchen**	0	0	7,499	5,819	0	8,463
Low Income Kits - NM	**Aerators - Bathroom**	0	0	9,577	7,096	0	10,809
Low Income Kits - NM	**LED**	0	0	21,344	18,313	0	24,091

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	1	1	2,272	2,272	2	2,564
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	2	2	19,967	19,967	2	22,536
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	24	24	606,604	606,604	28	684,654
Low Income - Home Energy Services - NM	**Showerhead**	0	0	11,839	11,839	0	13,362
Low Income - Home Energy Services - NM	**DHW Pipe Insulation**	0	0	1,443	1,443	0	1,629
Low Income - Home Energy Services - NM	**Showerhead**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Kitchen**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Low Income - Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	0	0	0	0	0	0
Low Income - Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	17	17	805,077	805,077	20	908,665
Low Income Residential Cooling - NM	**Premium Evaporative Cooling**	0	0	0	0	0	0
Low Income Residential Cooling - NM	**Standard Evaporative Cooling**	103	103	72,318	72,318	120	81,623
Low Income Kits - NM	**LED - 9W**	16	13	96,405	82,715	18	108,809
Low Income Kits - NM	**Showerhead**	0	0	78,025	67,257	0	88,064
Low Income Kits - NM	**Aerators - Kitchen**	0	0	8,498	6,595	0	9,592
Low Income Kits - NM	**Aerators - Bathroom**	0	0	10,853	8,042	0	12,250
Low Income Kits - NM	**LED**	0	0	24,190	20,755	0	27,303

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	1	1	2,272	2,272	2	2,564
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	2	2	19,967	19,967	2	22,536
Low Income - Home Energy Services - NM	**LI HES Duct Leakage**	24	24	606,604	606,604	28	684,654
Low Income - Home Energy Services - NM	**Showerhead**	0	0	11,839	11,839	0	13,362
Low Income - Home Energy Services - NM	**DHW Pipe Insulation**	0	0	1,443	1,443	0	1,629
Low Income - Home Energy Services - NM	**Showerhead**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Kitchen**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Low Income - Home Energy Services - NM	**Aerators - Bathroom**	0	0	0	0	0	0
Low Income - Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	0	0	0	0	0	0
Low Income - Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	20	20	939,257	939,257	23	1,060,109
Low Income Residential Cooling - NM	**Premium Evaporative Cooling**	0	0	0	0	0	0
Low Income Residential Cooling - NM	**Standard Evaporative Cooling**	90	90	63,279	63,279	105	71,420
Low Income Kits - NM	**LED - 9W**	16	13	96,405	82,715	18	108,809
Low Income Kits - NM	**Showerhead**	0	0	78,025	67,257	0	88,064
Low Income Kits - NM	**Aerators - Kitchen**	0	0	8,498	6,595	0	9,592
Low Income Kits - NM	**Aerators - Bathroom**	0	0	10,853	8,042	0	12,250
Low Income Kits - NM	**LED**	0	0	24,190	20,755	0	27,303

Southwestern Public Service Company

Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Low Income Kits - NM	**LED - 9W**	**4 x 9W LEDs - Food Bank Bulbs**	4 x 9W LEDs	4 x Incandescent Equivalent EISA Tier 1	20.0	$3.46
Low Income Kits - NM	**LED**	**Nightlight - Food Bank Bulbs**	LED Nightlight	Incandescent Nightlight	8.0	$1.89
Motors Efficiency - NM	**Cycling Dryers**	**Cycling or Variable Speed Refrigerated Dryer**	New Cycling Refrigerated Dryer	New Non-Cycling Refrigerated Dryer	20.0	$1,024.00
Motors Efficiency - NM	**Dryer Purge Demand Controls**	**Dryer Purge Demand Controls on a Heatless Desiccant Dryer**	Purge Control for Heatless Dessicant Dryers	No Purge Control for Heatless Dessicant Dryers	20.0	$1,673.00
Motors Efficiency - NM	**Mist Eliminators**	**Mist Eliminator Filter w/ rated pressure drop of 1 psig or less**	New Mist Eliminator Filter	New General Purpose Filter	11.0	$2,325.00
Motors Efficiency - NM	**No Air Loss Drain**	**New No-Air Loss Drains**	New No-Air Loss Drains	New Electronic Solenoid/Timed Drains	13.0	$200.00
Motors Efficiency - NM	**New VFD Compressor**	**10HP VFD Air Compressor - New**	New 10HP VFD Compressor	New 10HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$1,500.00
Motors Efficiency - NM	**New VFD Compressor**	**15HP VFD Air Compressor - New**	New 15HP VFD Compressor	New 15HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$2,250.00
Motors Efficiency - NM	**New VFD Compressor**	**20HP VFD Air Compressor - New**	New 20HP VFD Compressor	New 20HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$3,000.00
Motors Efficiency - NM	**New VFD Compressor**	**25HP VFD Air Compressor - New**	New 25HP VFD Compressor	New 25HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$3,750.00
Motors Efficiency - NM	**New VFD Compressor**	**30HP VFD Air Compressor - New**	New 30HP VFD Compressor	New 30HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$4,500.00
Motors Efficiency - NM	**New VFD Compressor**	**40HP VFD Air Compressor - New**	New 40HP VFD Compressor	New 40HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$6,000.00
Motors Efficiency - NM	**VFD Compressor Upgrade**	**10HP VFD Air Compressor - Upgrade**	New 10HP VFD Compressor	Existing 10HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$4,500.00
Motors Efficiency - NM	**VFD Compressor Upgrade**	**15HP VFD Air Compressor - Upgrade**	New 15HP VFD Compressor	Existing 15HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$5,250.00

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Low Income Kits - NM	**LED - 9W**	$3.46	113	0.018	$0.00	NM-RES-SFLIT	Res	Electric Only	H020	100%	86%
Low Income Kits - NM	**LED**	$1.89	28	0.000	$0.00	NM-RES-Lighting	Res	Electric Only	H021	100%	86%
Motors Efficiency - NM	**Cycling Dryers**	$1,437.00	16,026	1.498	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**Dryer Purge Demand Controls**	$3,265.00	46,488	4.483	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**Mist Eliminators**	$3,148.00	10,634	1.371	$303.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**No Air Loss Drain**	$323.00	3,848	0.511	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**New VFD Compressor**	$2,774.00	5,258	1.717	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**New VFD Compressor**	$2,792.00	7,777	2.540	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**New VFD Compressor**	$3,842.00	10,369	3.387	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**New VFD Compressor**	$5,165.00	21,322	4.206	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**New VFD Compressor**	$7,111.00	25,450	5.021	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**New VFD Compressor**	$7,556.00	33,933	6.694	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	$11,012.54	5,687	1.857	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	$12,670.01	8,344	2.725	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%

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Program	Measure Group	Realization Rate (%)
Low Income Kits - NM	**LED - 9W**	100%
Low Income Kits - NM	**LED**	100%
Motors Efficiency - NM	**Cycling Dryers**	100%
Motors Efficiency - NM	**Dryer Purge Demand Controls**	100%
Motors Efficiency - NM	**Mist Eliminators**	100%
Motors Efficiency - NM	**No Air Loss Drain**	100%
Motors Efficiency - NM	**New VFD Compressor**	100%
Motors Efficiency - NM	**New VFD Compressor**	100%
Motors Efficiency - NM	**New VFD Compressor**	100%
Motors Efficiency - NM	**New VFD Compressor**	100%
Motors Efficiency - NM	**New VFD Compressor**	100%
Motors Efficiency - NM	**New VFD Compressor**	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	100%

Southwestern Public Service Company

Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Low Income Kits - NM	**LED - 9W**	1,750	1,800	1,850	1,750	1,800	1,850	11.4%	14.3%	$ -	$ -
Low Income Kits - NM	**LED**	1,750	1,800	1,850	1,750	1,800	1,850	11.4%	14.3%	$ -	$ -
Motors Efficiency - NM	**Cycling Dryers**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**Dryer Purge Demand Controls**	1	1	1	2	2	2	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**Mist Eliminators**	-	-	-	-	-	-	6.7%	8.2%	$ 2,592.10	$ -
Motors Efficiency - NM	**No Air Loss Drain**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**New VFD Compressor**	5	5	5	10	10	10	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**New VFD Compressor**	5	5	5	10	10	10	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**New VFD Compressor**	5	5	5	10	10	10	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**New VFD Compressor**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**New VFD Compressor**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**New VFD Compressor**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**VFD Compressor Upgrade**	8	8	8	25	25	25	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**VFD Compressor Upgrade**	8	8	8	25	25	25	6.7%	8.2%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income Kits - NM	**LED - 9W**	32	27	198,481	170,296	37	224,019
Low Income Kits - NM	**LED**	0	0	49,803	42,731	0	56,211
Motors Efficiency - NM	**Cycling Dryers**	0	0	0	0	0	0
Motors Efficiency - NM	**Dryer Purge Demand Controls**	9	8	92,976	77,923	10	99,653
Motors Efficiency - NM	**Mist Eliminators**	0	0	0	0	0	0
Motors Efficiency - NM	**No Air Loss Drain**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	17	14	52,580	44,067	19	56,356
Motors Efficiency - NM	**New VFD Compressor**	25	21	77,770	65,179	28	83,355
Motors Efficiency - NM	**New VFD Compressor**	34	28	103,690	86,903	37	111,136
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**VFD Compressor Upgrade**	46	39	142,175	119,157	51	152,385
Motors Efficiency - NM	**VFD Compressor Upgrade**	68	57	208,600	174,828	74	223,580

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income Kits - NM	**LED - 9W**	33	28	204,151	175,162	38	230,419
Low Income Kits - NM	**LED**	0	0	51,226	43,952	0	57,817
Motors Efficiency - NM	**Cycling Dryers**	0	0	0	0	0	0
Motors Efficiency - NM	**Dryer Purge Demand Controls**	9	8	92,976	77,923	10	99,653
Motors Efficiency - NM	**Mist Eliminators**	0	0	0	0	0	0
Motors Efficiency - NM	**No Air Loss Drain**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	17	14	52,580	44,067	19	56,356
Motors Efficiency - NM	**New VFD Compressor**	25	21	77,770	65,179	28	83,355
Motors Efficiency - NM	**New VFD Compressor**	34	28	103,690	86,903	37	111,136
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**VFD Compressor Upgrade**	46	39	142,175	119,157	51	152,385
Motors Efficiency - NM	**VFD Compressor Upgrade**	68	57	208,600	174,828	74	223,580

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Low Income Kits - NM	**LED - 9W**	34	29	209,822	180,028	39	236,820
Low Income Kits - NM	**LED**	0	0	52,649	45,173	0	59,423
Motors Efficiency - NM	**Cycling Dryers**	0	0	0	0	0	0
Motors Efficiency - NM	**Dryer Purge Demand Controls**	9	8	92,976	77,923	10	99,653
Motors Efficiency - NM	**Mist Eliminators**	0	0	0	0	0	0
Motors Efficiency - NM	**No Air Loss Drain**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	17	14	52,580	44,067	19	56,356
Motors Efficiency - NM	**New VFD Compressor**	25	21	77,770	65,179	28	83,355
Motors Efficiency - NM	**New VFD Compressor**	34	28	103,690	86,903	37	111,136
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**New VFD Compressor**	0	0	0	0	0	0
Motors Efficiency - NM	**VFD Compressor Upgrade**	46	39	142,175	119,157	51	152,385
Motors Efficiency - NM	**VFD Compressor Upgrade**	68	57	208,600	174,828	74	223,580

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Motors Efficiency - NM	**VFD Compressor Upgrade**	**20HP VFD Air Compressor - Upgrade**	New 20HP VFD Compressor	Existing 20HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$6,000.00
Motors Efficiency - NM	**VFD Compressor Upgrade**	**25HP VFD Air Compressor - Upgrade**	New 25HP VFD Compressor	Existing 25HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$6,750.00
Motors Efficiency - NM	**VFD Compressor Upgrade**	**30HP VFD Air Compressor - Upgrade**	New 30HP VFD Compressor	Existing 30HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$7,500.00
Motors Efficiency - NM	**VFD Compressor Upgrade**	**40HP VFD Air Compressor - Upgrade**	New 40HP VFD Compressor	Existing 40HP Fixed Speed Compressor w/ modulation or load no-load control	20.0	$9,000.00
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	**New Motor Enhanced (NEMA Premium +1%)**	New Motor Enhanced (NEMA Premium +1%)	NEMA Premium	20.0	$366.91
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	**Upgrade Motor Enhanced (NEMA Premium +1%)**	Upgrade Motor Enhanced (NEMA Premium +1%)	EPACT Efficient Motor	20.0	$1,457.39
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	**Variable Frequency Drive (Motors VFD v2)**	Variable Frequency Drive (Motors VFD v2)	Equipment without an ASD/VFD	15.0	$5,825.41
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	**Water Well Pump VFDs (Water Well Pump v2)**	Water Well Pump VFDs (Water Well Pump v2)	Throttled Well Pump	15.0	$6,031.25
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	**Constant Speed Motor Controller**	Constant Speed Motor Controller	Motor without Voltage Controller	20.0	$324.76
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	**HVAC VFD (NM HVAC VFD)**	HVAC VFD (NM HVAC VFD)	Equipment without an ASD/VFD	15.0	$1,890.50
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	**Pump Off Controller**	Pump Off Controller	% Clock Off Controller	13.0	$3,000.00
Recommissioning - NM	**Smart Thermostat**	**Smart Thermostat - Small Building Tune-up Direct Install**	Smart Thermostat	Manual or Programmable Thermostat	10.0	$175.00
Recommissioning - NM	**NM - Small Building Tune-Up Direct Install - E**	**LED Interior Lamps**	LED Interior Lamp	Incandescent or Halogen	13.7	$17.00
Recommissioning - NM	**NM - Small Building Tune-Up Study - E**	**Small Building Tune-up Study**	Existing systems studied for opportunities	Existing systems	7.0	$7,000.00
Recommissioning - NM	**NM - Small Building Tune-Up Measure - E**	**Small Building Tune-up Measure**	Implemented Recommissioning measures	Existing systems	7.0	$0.00
Refrigerator Recycling - NM	**Freezer Removal and Recycling**	**Removal of Freezer**	Removal of Freezer	Exisiting Freezer	7.0	$50.00
Refrigerator Recycling - NM	**Primary Refrigerator Removal and Recycling**	**Removal of Primary Refrigerator**	Removal of Primary Refrigerator	Exisiting Primary Refrigerator	8.0	$50.00
Refrigerator Recycling - NM	**Secondary Refrigerator Removal and Recycling**	**Removal of Secondary Refrigerator**	Removal of Secondary Refrigerator	Exisiting Secondary Refrigerator	8.0	$50.00
Refrigerator Recycling - NM	**Room/Window AC Removal and Recycling**	**Removal of Room/Window Air Conditioner**	Removal of Room/Window Air Conditioner	Existing 10,000 BTU/hr Room Air Conditioner	3.0	$0.00

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Motors Efficiency - NM	**VFD Compressor Upgrade**	$15,962.66	11,125	3.633	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	$17,688.45	22,786	4.495	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	$20,080.62	27,002	5.327	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	$23,239.85	35,264	6.957	$0.00	NM-BUS-COMPAIR	BUS	Electric Only		84%	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	$1,379.56	2,126	0.314	$0.00	NM-BUS-MOTORS	Bus	Electric Only	K001	84%	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	$5,800.19	1,783	0.265	$0.00	NM-BUS-MOTORS	Bus	Electric Only	K002	84%	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	$8,448.75	78,360	11.692	$0.00	NM-BUS-MOTORRASD	Bus	Electric Only	K003	84%	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	$8,727.34	156,400	26.958	$0.00	NM-BUS-MOTORRASD	Bus	Electric Only	K004	84%	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	$1,104.33	3,986	0.637	$0.00	NM-BUS-MOTORRASD	Bus	Electric Only	K005	84%	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	$3,367.08	31,352	4.109	$0.00	NM-BUS-MOTORRASD	Bus	Electric Only	K006	84%	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	$5,959.01	13,097	1.424	$0.00	NM-BUS-MOTORRASD	Bus	Electric Only	K007	84%	100%
Recommissioning - NM	**Smart Thermostat**	$175.00	228	0.000	$0.00	NM-BUS-RECM_OUT	Bus	Electric Only	I026	84%	100%
Recommissioning - NM	**NM - Small Building Tune-Up Direct Install - E**	$17.00	95	0.019	-$0.02	NM-BUS-Light Screw In	Bus	Electric Only	J021	84%	100%
Recommissioning - NM	**NM - Small Building Tune-Up Study - E**	$8,000.00	0	0.000	$0.00	NM-BUS-RECM_OUT	Bus	Electric Only	N001	84%	100%
Recommissioning - NM	**NM - Small Building Tune-Up Measure - E**	$25.00	8,216	0.505	$0.00	NM-BUS-RECM_OUT	Bus	Electric Only	N002	84%	100%
Refrigerator Recycling - NM	**Freezer Removal and Recycling**	$0.00	1,063	0.077	$0.00	NM-RES-SFRF1	Res	Electric Only		72%	100%
Refrigerator Recycling - NM	**Primary Refrigerator Removal and Recycling**	$0.00	816	0.059	$0.00	NM-RES-SFRF1	Res	Electric Only		72%	100%
Refrigerator Recycling - NM	**Secondary Refrigerator Removal and Recycling**	$0.00	975	0.071	$0.00	NM-RES-SFRF1	Res	Electric Only		72%	100%
Refrigerator Recycling - NM	**Room/Window AC Removal and Recycling**	$0.00	646	0.651	$0.00	NM-RES-COOLING_DX	Res	Electric Only		72%	100%

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Program	Measure Group	Realization Rate (%)
Motors Efficiency - NM	**VFD Compressor Upgrade**	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	100%
Motors Efficiency - NM	**VFD Compressor Upgrade**	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	100%
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	100%
Recommissioning - NM	**Smart Thermostat**	100%
Recommissioning - NM	**NM - Small Building Tune-Up Direct Install - E**	100%
Recommissioning - NM	**NM - Small Building Tune-Up Study - E**	100%
Recommissioning - NM	**NM - Small Building Tune-Up Measure - E**	100%
Refrigerator Recycling - NM	**Freezer Removal and Recycling**	100%
Refrigerator Recycling - NM	**Primary Refrigerator Removal and Recycling**	100%
Refrigerator Recycling - NM	**Secondary Refrigerator Removal and Recycling**	100%
Refrigerator Recycling - NM	**Room/Window AC Removal and Recycling**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Motors Efficiency - NM	**VFD Compressor Upgrade**	8	8	8	25	25	25	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**VFD Compressor Upgrade**	2	2	2	9	9	10	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**VFD Compressor Upgrade**	2	2	2	8	8	10	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**VFD Compressor Upgrade**	2	2	2	8	8	10	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	20	20	20	65	70	75	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	5	5	5	8	8	8	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	2	2	2	2	2	2	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Recommissioning - NM	**Smart Thermostat**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ -
Recommissioning - NM	**NM - Small Building Tune-Up Direct Install - E**	-	-	-	-	-	-	6.7%	8.2%	$ -	$ 0.20
Recommissioning - NM	**NM - Small Building Tune-Up Study - E**	3	4	5	3	4	5	6.7%	8.2%	$ -	$ -
Recommissioning - NM	**NM - Small Building Tune-Up Measure - E**	1	1	1	1	1	1	6.7%	8.2%	$ -	$ -
Refrigerator Recycling - NM	**Freezer Removal and Recycling**	70	100	150	70	100	150	11.4%	14.3%	$ -	$ -
Refrigerator Recycling - NM	**Primary Refrigerator Removal and Recycling**	200	275	350	200	275	350	11.4%	14.3%	$ -	$ -
Refrigerator Recycling - NM	**Secondary Refrigerator Removal and Recycling**	300	380	440	300	380	440	11.4%	14.3%	$ -	$ -
Refrigerator Recycling - NM	**Room/Window AC Removal and Recycling**	10	15	20	10	15	15	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Motors Efficiency - NM	**VFD Compressor Upgrade**	91	76	278,125	233,097	99	298,098
Motors Efficiency - NM	**VFD Compressor Upgrade**	40	34	205,074	171,873	44	219,801
Motors Efficiency - NM	**VFD Compressor Upgrade**	43	36	216,016	181,043	46	231,528
Motors Efficiency - NM	**VFD Compressor Upgrade**	56	47	282,112	236,438	61	302,371
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	2,126	1,782	0	2,279
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	1,783	1,494	0	1,911
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	760	637	5,093,419	4,268,794	828	5,459,184
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	216	181	1,251,201	1,048,632	235	1,341,052
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	1	1	7,972	6,682	1	8,545
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	4	3	31,352	26,276	4	33,603
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	0	0	0	0
Recommissioning - NM	**Smart Thermostat**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Direct Install - E**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Study - E**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Measure - E**	1	0	8,216	6,885	1	8,805
Refrigerator Recycling - NM	**Freezer Removal and Recycling**	5	4	74,376	53,551	6	83,946
Refrigerator Recycling - NM	**Primary Refrigerator Removal and Recycling**	12	9	163,250	117,540	14	184,255
Refrigerator Recycling - NM	**Secondary Refrigerator Removal and Recycling**	21	15	292,631	210,694	25	330,283
Refrigerator Recycling - NM	**Room/Window AC Removal and Recycling**	7	5	6,460	4,651	8	7,292

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Motors Efficiency - NM	**VFD Compressor Upgrade**	91	76	278,125	233,097	99	298,098
Motors Efficiency - NM	**VFD Compressor Upgrade**	40	34	205,074	171,873	44	219,801
Motors Efficiency - NM	**VFD Compressor Upgrade**	43	36	216,016	181,043	46	231,528
Motors Efficiency - NM	**VFD Compressor Upgrade**	56	47	282,112	236,438	61	302,371
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	2,126	1,782	0	2,279
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	1,783	1,494	0	1,911
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	818	686	5,485,220	4,597,163	892	5,879,122
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	216	181	1,251,201	1,048,632	235	1,341,052
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	1	1	7,972	6,682	1	8,545
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	4	3	31,352	26,276	4	33,603
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	0	0	0	0
Recommissioning - NM	**Smart Thermostat**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Direct Install - E**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Study - E**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Measure - E**	1	0	8,216	6,885	1	8,805
Refrigerator Recycling - NM	**Freezer Removal and Recycling**	8	6	106,252	76,501	9	119,923
Refrigerator Recycling - NM	**Primary Refrigerator Removal and Recycling**	16	12	224,469	161,618	19	253,351
Refrigerator Recycling - NM	**Secondary Refrigerator Removal and Recycling**	27	19	370,666	266,879	32	418,359
Refrigerator Recycling - NM	**Room/Window AC Removal and Recycling**	10	7	9,691	6,977	11	10,937

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Motors Efficiency - NM	**VFD Compressor Upgrade**	91	76	278,125	233,097	99	298,098
Motors Efficiency - NM	**VFD Compressor Upgrade**	45	38	227,860	190,969	49	244,223
Motors Efficiency - NM	**VFD Compressor Upgrade**	53	45	270,020	226,304	58	289,411
Motors Efficiency - NM	**VFD Compressor Upgrade**	70	58	352,640	295,548	76	377,964
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	2,126	1,782	0	2,279
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	1,783	1,494	0	1,911
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	877	735	5,877,022	4,925,532	955	6,299,059
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	216	181	1,251,201	1,048,632	235	1,341,052
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	1	1	7,972	6,682	1	8,545
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	4	3	31,352	26,276	4	33,603
Motors Efficiency - NM	**NM - Motors and Drives - Prescriptive**	0	0	0	0	0	0
Recommissioning - NM	**Smart Thermostat**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Direct Install - E**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Study - E**	0	0	0	0	0	0
Recommissioning - NM	**NM - Small Building Tune-Up Measure - E**	1	0	8,216	6,885	1	8,805
Refrigerator Recycling - NM	**Freezer Removal and Recycling**	12	8	159,378	114,752	14	179,885
Refrigerator Recycling - NM	**Primary Refrigerator Removal and Recycling**	21	15	285,688	205,695	24	322,447
Refrigerator Recycling - NM	**Secondary Refrigerator Removal and Recycling**	31	23	429,192	309,018	36	484,415
Refrigerator Recycling - NM	**Room/Window AC Removal and Recycling**	10	7	9,691	6,977	11	10,937

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Refrigerator Recycling - NM	**Secondary Market - Freezer Removal and Recycling**	**Removal of Freezer**	Removal of Secondary Market Freezer	Exisiting Secondary Market Freezer	7.0	$50.00
Refrigerator Recycling - NM	**Secondary Market - Refrigerator Removal and Recycling**	**Removal of Refrigerator**	Removal of Secondary Market Refrigerator	Exisiting Secondary Market Refrigerator	8.0	$50.00
Residential Codes and Standards - NM	**Codes & Standards**	**Residential 2023**	Influenced code level	Uninfluenced code level	20.0	$0.00
Residential Codes and Standards - NM	**Codes & Standards**	**Residential 2024**	Influenced code level	Uninfluenced code level	20.0	$0.00
Residential Codes and Standards - NM	**Codes & Standards**	**Residential 2025**	Influenced code level	Uninfluenced code level	20.0	$0.00
Residential Cooling - NM	**Premium Evaporative Cooling**	**Premium Evaporative Cooling**	Evaporative Cooler 85% effective	13 SEER AC Split System	15.0	$700.00
Residential Cooling - NM	**Standard Evaporative Cooling**	**Standard Evaporative Cooling**	Evaporative Cooler	2T MSHP 14 SEER & 8.11 EER	15.0	$200.00
Residential Cooling - NM	**Standard Efficiency AC Quality Install <15 SEER**	**Non-Qualifying Air Conditioner Equipment with Quality Install**	Quality Install of Standard Eff (AC) 3 ton with 15 SEER & 12 EER	Standard Eff (AC) Unit without Quality Install 3 ton with 13 SEER & 11.2 EER	18.0	$100.00
Residential Cooling - NM	**Standard Efficiency ASHP Quality Install <15 SEER**	**Non-Qualifying Air Source Heat Pump Equipment with Quality Install**	Quality Install of Standard Eff (ASHP) 2.7 ton with 15 SEER & 12 EER	Standard Eff (ASHP) Unit without Quality Install 2.7 ton with 14 SEER & 11.8 EER	15.0	$100.00
Residential Cooling - NM	**High Efficiency AC Equipment <17 SEER**	**Qualifying AC Equipment installation without Quality Install**	High Eff (AC) 3.4 ton with 15.8 SEER & 12.5 EER without Quality Install	Baseline Eff (AC) Unit 3.4 ton with 13 SEER & 11.18 EER without Quality Install	18.0	$200.00
Residential Cooling - NM	**High Efficiency AC Quality Install <17 SEER**	**Qualifying AC Equipment Quality Install**	Quality Install of High Eff (AC) 3.4 ton with 15.8 SEER & 12.5 EER	High Eff (AC) Unit without Quality Install 3.4 ton with 13 SEER & 11.2 EER	18.0	$200.00
Residential Cooling - NM	**High Efficiency AC Equipment 17+ SEER**	**Qualifying AC Equipment installation without Quality Install**	High Eff (AC) 3.9 ton with 16.7 SEER & 13.1 EER without Quality Install	Baseline Eff (AC) Unit 3.1 ton with 13 SEER & 11.18 EER without Quality Install	18.0	$200.00
Residential Cooling - NM	**High Efficiency AC Quality Install 17+ SEER**	**Qualifying AC Equipment Quality Install**	Quality Install of High Eff (AC) 3.9 ton with 16.7 SEER & 13.1 EER	High Eff (AC) Unit without Quality Install 3.9 ton with 13 SEER & 11.2 EER	18.0	$200.00
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	**Qualifying ASHP Equipment installation without Quality Install**	High Eff (ASHP) 2.4 ton with 15.4 SEER & 12.3 EER without Quality Install	Baseline Eff (ASHP) Unit 2.4 ton with 14 SEER & 11.76 EER without Quality Install	15.0	$400.00
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	**Qualifying ASHP Equipment Quality Install**	Quality Install of High Eff (ASHP) 2.4 ton with 15.4 SEER & 12.3 EER	High Eff (ASHP) Unit without Quality Install 2.4 ton with 14 SEER & 11.8 EER	15.0	$200.00

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Refrigerator Recycling - NM	**Secondary Market - Freezer Removal and Recycling**	$0.00	1,063	0.077	$0.00	NM-RES-SFRF1	Res	Electric Only		72%	100%
Refrigerator Recycling - NM	**Secondary Market - Refrigerator Removal and Recycling**	$0.00	913	0.067	$0.00	NM-RES-SFRF1	Res	Electric Only		72%	100%
Residential Codes and Standards - NM	**Codes & Standards**	$0.00	174	1.058	$0.00	NM-RES-FLAT	Res	Electric Only	P001	46%	100%
Residential Codes and Standards - NM	**Codes & Standards**	$0.00	239	1.058	$0.00	NM-RES-FLAT	Res	Electric Only	P002	54%	100%
Residential Codes and Standards - NM	**Codes & Standards**	$0.00	247	1.058	$0.00	NM-RES-FLAT	Res	Electric Only	P003	46%	100%
Residential Cooling - NM	**Premium Evaporative Cooling**	$0.00	3,332	2.380	-$9.08	NM-RES-EVAPBASE	Res	Electric Only	M001	57%	100%
Residential Cooling - NM	**Standard Evaporative Cooling**	$0.00	1,808	2.580	-$6.05	NM-RES-EVAPBASE	Res	Electric Only	M002	57%	100%
Residential Cooling - NM	**Standard Efficiency AC Quality Install <15 SEER**	$156.25	361	0.289	$0.00	NM-RES-COOLING_DX	Res	Electric Only	M003	57%	100%
Residential Cooling - NM	**Standard Efficiency ASHP Quality Install <15 SEER**	$156.25	888	0.257	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M004	57%	100%
Residential Cooling - NM	**High Efficiency AC Equipment <17 SEER**	$405.59	833	0.384	$0.00	NM-RES-COOLING_DX	Res	Electric Only	M005	57%	100%
Residential Cooling - NM	**High Efficiency AC Quality Install <17 SEER**	$156.25	390	0.315	$0.00	NM-RES-COOLING_DX	Res	Electric Only	M006	57%	100%
Residential Cooling - NM	**High Efficiency AC Equipment 17+ SEER**	$1,407.18	1,213	0.606	$0.00	NM-RES-COOLING_DX	Res	Electric Only	M007	57%	100%
Residential Cooling - NM	**High Efficiency AC Quality Install 17+ SEER**	$156.25	427	0.348	$0.00	NM-RES-COOLING_DX	Res	Electric Only	M008	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	$405.17	404	0.108	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M009	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	$156.25	659	0.224	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M010	57%	100%

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Program	Measure Group	Realization Rate (%)
Refrigerator Recycling - NM	**Secondary Market - Freezer Removal and Recycling**	100%
Refrigerator Recycling - NM	**Secondary Market - Refrigerator Removal and Recycling**	100%
Residential Codes and Standards - NM	**Codes & Standards**	100%
Residential Codes and Standards - NM	**Codes & Standards**	100%
Residential Codes and Standards - NM	**Codes & Standards**	100%
Residential Cooling - NM	**Premium Evaporative Cooling**	100%
Residential Cooling - NM	**Standard Evaporative Cooling**	100%
Residential Cooling - NM	**Standard Efficiency AC Quality Install <15 SEER**	100%
Residential Cooling - NM	**Standard Efficiency ASHP Quality Install <15 SEER**	100%
Residential Cooling - NM	**High Efficiency AC Equipment <17 SEER**	100%
Residential Cooling - NM	**High Efficiency AC Quality Install <17 SEER**	100%
Residential Cooling - NM	**High Efficiency AC Equipment 17+ SEER**	100%
Residential Cooling - NM	**High Efficiency AC Quality Install 17+ SEER**	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Refrigerator Recycling - NM	**Secondary Market - Freezer Removal and Recycling**	50	70	90	50	70	90	11.4%	14.3%	$ -	$ -
Refrigerator Recycling - NM	**Secondary Market - Refrigerator Removal and Recycling**	120	160	200	120	160	200	11.4%	14.3%	$ -	$ -
Residential Codes and Standards - NM	**Codes & Standards**	595	-	-	595	-	-	11.4%	14.3%	$ -	$ -
Residential Codes and Standards - NM	**Codes & Standards**	-	618	-	-	618	-	11.4%	14.3%	$ -	$ -
Residential Codes and Standards - NM	**Codes & Standards**	-	-	635	-	-	635	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Premium Evaporative Cooling**	25	27	30	25	27	30	11.4%	14.3%	$ -	$ 97.90
Residential Cooling - NM	**Standard Evaporative Cooling**	10	12	14	10	12	14	11.4%	14.3%	$ -	$ 65.23
Residential Cooling - NM	**Standard Efficiency AC Quality Install <15 SEER**	10	15	20	10	15	20	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Standard Efficiency ASHP Quality Install <15 SEER**	10	15	20	10	15	20	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency AC Equipment <17 SEER**	20	21	22	20	21	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency AC Quality Install <17 SEER**	20	21	22	20	22	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency AC Equipment 17+ SEER**	20	21	22	20	21	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency AC Quality Install 17+ SEER**	10	11	12	10	11	12	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	20	21	22	20	21	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	4	4	4	4	4	4	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Refrigerator Recycling - NM	**Secondary Market - Freezer Removal and Recycling**	4	3	53,126	38,251	5	59,962
Refrigerator Recycling - NM	**Secondary Market - Refrigerator Removal and Recycling**	8	6	109,532	78,863	9	123,625
Residential Codes and Standards - NM	**Codes & Standards**	629	287	103,826	47,397	734	117,185
Residential Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Residential Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Residential Cooling - NM	**Premium Evaporative Cooling**	60	34	83,300	47,656	69	94,018
Residential Cooling - NM	**Standard Evaporative Cooling**	26	15	18,080	10,343	30	20,406
Residential Cooling - NM	**Standard Efficiency AC Quality Install <15 SEER**	3	2	3,611	2,066	3	4,076
Residential Cooling - NM	**Standard Efficiency ASHP Quality Install <15 SEER**	3	1	8,884	5,083	3	10,028
Residential Cooling - NM	**High Efficiency AC Equipment <17 SEER**	8	4	16,665	9,534	9	18,810
Residential Cooling - NM	**High Efficiency AC Quality Install <17 SEER**	6	4	7,807	4,466	7	8,811
Residential Cooling - NM	**High Efficiency AC Equipment 17+ SEER**	12	7	24,250	13,874	14	27,371
Residential Cooling - NM	**High Efficiency AC Quality Install 17+ SEER**	3	2	4,265	2,440	4	4,814
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	2	1	8,087	4,627	3	9,128
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	1	1	2,636	1,508	1	2,975

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Refrigerator Recycling - NM	**Secondary Market - Freezer Removal and Recycling**	5	4	74,376	53,551	6	83,946
Refrigerator Recycling - NM	**Secondary Market - Refrigerator Removal and Recycling**	11	8	146,042	105,151	12	164,833
Residential Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Residential Codes and Standards - NM	**Codes & Standards**	654	353	147,947	79,818	763	166,984
Residential Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Residential Cooling - NM	**Premium Evaporative Cooling**	64	37	89,964	51,468	75	101,540
Residential Cooling - NM	**Standard Evaporative Cooling**	31	18	21,695	12,412	36	24,487
Residential Cooling - NM	**Standard Efficiency AC Quality Install <15 SEER**	4	2	5,417	3,099	5	6,113
Residential Cooling - NM	**Standard Efficiency ASHP Quality Install <15 SEER**	4	2	13,327	7,624	4	15,041
Residential Cooling - NM	**High Efficiency AC Equipment <17 SEER**	8	5	17,499	10,011	9	19,750
Residential Cooling - NM	**High Efficiency AC Quality Install <17 SEER**	7	4	8,588	4,913	8	9,693
Residential Cooling - NM	**High Efficiency AC Equipment 17+ SEER**	13	7	25,463	14,567	15	28,739
Residential Cooling - NM	**High Efficiency AC Quality Install 17+ SEER**	4	2	4,692	2,684	4	5,296
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	2	1	8,492	4,858	3	9,584
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	1	1	2,636	1,508	1	2,975

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Refrigerator Recycling - NM	**Secondary Market - Freezer Removal and Recycling**	7	5	95,627	68,851	8	107,931
Refrigerator Recycling - NM	**Secondary Market - Refrigerator Removal and Recycling**	13	10	182,553	131,438	16	206,042
Residential Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Residential Codes and Standards - NM	**Codes & Standards**	0	0	0	0	0	0
Residential Codes and Standards - NM	**Codes & Standards**	672	307	156,720	71,543	784	176,885
Residential Cooling - NM	**Premium Evaporative Cooling**	71	41	99,960	57,187	83	112,822
Residential Cooling - NM	**Standard Evaporative Cooling**	36	21	25,311	14,481	42	28,568
Residential Cooling - NM	**Standard Efficiency AC Quality Install <15 SEER**	6	3	7,222	4,132	7	8,151
Residential Cooling - NM	**Standard Efficiency ASHP Quality Install <15 SEER**	5	3	17,769	10,166	6	20,055
Residential Cooling - NM	**High Efficiency AC Equipment <17 SEER**	8	5	18,332	10,488	10	20,691
Residential Cooling - NM	**High Efficiency AC Quality Install <17 SEER**	7	4	8,588	4,913	8	9,693
Residential Cooling - NM	**High Efficiency AC Equipment 17+ SEER**	13	8	26,675	15,261	16	30,108
Residential Cooling - NM	**High Efficiency AC Quality Install 17+ SEER**	4	2	5,118	2,928	5	5,777
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	2	1	8,896	5,089	3	10,041
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	1	1	2,636	1,508	1	2,975

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	**Qualifying ASHP Equipment installation without Quality Install Replacing Electric Resistance Heat**	High Eff (ASHP) 2.9 ton with 15.9 SEER & 12.6 EER without Quality Install	Baseline Eff Unit for Cooling 2.9 ton with 14 SEER & 11.76 EER and Existing Electric Resistance Heat without Quality Install	15.0	$400.00
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	**Qualifying ASHP Equipment installation without Quality Install**	High Eff (ASHP) 4.2 ton with 18.1 SEER & 14 EER without Quality Install	Baseline Eff (ASHP) Unit 4.2 ton with 14 SEER & 11.76 EER without Quality Install	15.0	$750.00
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	**Qualifying ASHP Equipment Quality Install**	Quality Install of High Eff (ASHP) 4.2 ton with 18.1 SEER & 14 EER	High Eff (ASHP) Unit without Quality Install 4.2 ton with 14 SEER & 11.8 EER	15.0	$200.00
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	**Qualifying ASHP Equipment installation without Quality Install Replacing Electric Resistance Heat**	High Eff (ASHP) 3.6 ton with 17.5 SEER & 13.6 EER without Quality Install	Baseline Eff Unit for Cooling 3.6 ton with 14 SEER & 11.76 EER and Existing Electric Resistance Heat without Quality Install	15.0	$750.00
Residential Cooling - NM	**Mini-Split Heat Pump (16-20 SEER)**	**Mini-Split Heat Pump (16-20 SEER)**	MSHP size 1.2 tons, 18.53 SEER, 11.50 HSPF	MSHP size 1.2 tons, 14 SEER, 8.2 HSPF	18.0	$200.00
Residential Cooling - NM	**Mini-Split Heat Pump (21-26 SEER)**	**Mini-Split Heat Pump (21-26 SEER)**	MSHP size 1.2 tons, 23.19 SEER, 11.50 HSPF	MSHP size 1.2 tons, 14 SEER, 8.2 HSPF	18.0	$300.00
Residential Cooling - NM	**Programmable T-Stat**	**Programmable Thermostat - Gas Heat**	New Programmable Thermostat for a 3 Ton AC & Gas Furnace	Manual Thermostat or Non-programmed programmable thermostat	10.0	$30.00
Residential Cooling - NM	**Programmable T-Stat**	**Programmable Thermostat - Heat Pump**	New Programmable Thermostat for a 3 Ton AC & Gas Furnace	Manual Thermostat or Non-programmed programmable thermostat	10.0	$30.00
Residential Cooling - NM	**Smart Thermostat**	**Smart Thermostat - Heat Pump**	New Smart Thermostat for a 3 Ton ASHP	Existing Manual Thermostat or Non-programmed programmable thermostat	10.0	$30.00
Residential Cooling - NM	**Smart Thermostat**	**Smart Thermostat - Heat Pump**	New Smart Thermostat for a 3 Ton ASHP	Existing programmable thermostat	10.0	$30.00
Residential Cooling - NM	**Whole House Fan**	**Whole House Fan**	Central AC System supplemented by Whole House Fan	Central AC Cooling System	20.0	$100.00
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	**New Home - Qualifying ASHP Equipment installation without Quality Install**	High Eff (ASHP) 2.9 ton with 15.9 SEER & 12.6 EER without Quality Install	Baseline Eff (ASHP) Unit 2.9 ton with 14 SEER & 11.76 EER without Quality Install	15.0	$275.00
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	**New Home - Qualifying ASHP Equipment Quality Install**	Quality Install of High Eff (ASHP) 2.9 ton with 15.9 SEER & 12.6 EER	High Eff (ASHP) Unit without Quality Install 2.9 ton with 14 SEER & 11.8 EER	15.0	$425.00

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	$494.42	8,945	0.191	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M011	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	$2,208.58	2,963	0.651	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M012	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	$156.25	1,236	0.347	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M013	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	$1,891.18	11,379	0.477	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M014	57%	100%
Residential Cooling - NM	**Mini-Split Heat Pump (16-20 SEER)**	$375.35	1,372	0.315	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M015	57%	100%
Residential Cooling - NM	**Mini-Split Heat Pump (21-26 SEER)**	$608.47	1,529	0.502	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M016	57%	100%
Residential Cooling - NM	**Programmable T-Stat**	$30.00	242	0.124	$0.00	NM-RES-CACNSP	Res	Electric Only	M017	57%	100%
Residential Cooling - NM	**Programmable T-Stat**	$30.00	523	0.124	$0.00	NM-RES-CACNSP	Res	Electric Only	M018	57%	100%
Residential Cooling - NM	**Smart Thermostat**	$175.00	744	0.177	$0.00	NM-RES-CACNSP	Res	Electric Only	M019	57%	100%
Residential Cooling - NM	**Smart Thermostat**	$175.00	561	0.177	$0.00	NM-RES-CACNSP	Res	Electric Only	M020	57%	100%
Residential Cooling - NM	**Whole House Fan**	$600.00	562	0.000	$0.00	NM-RES-CACNSP	Res	Electric Only	M021	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	$405.17	404	0.108	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M022	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	$156.25	659	0.224	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M023	57%	100%

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Program	Measure Group	Realization Rate (%)
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	100%
Residential Cooling - NM	**Mini-Split Heat Pump (16-20 SEER)**	100%
Residential Cooling - NM	**Mini-Split Heat Pump (21-26 SEER)**	100%
Residential Cooling - NM	**Programmable T-Stat**	100%
Residential Cooling - NM	**Programmable T-Stat**	100%
Residential Cooling - NM	**Smart Thermostat**	100%
Residential Cooling - NM	**Smart Thermostat**	100%
Residential Cooling - NM	**Whole House Fan**	100%
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	20	21	22	20	21	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	20	21	22	20	21	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	5	5	5	5	5	5	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	10	11	12	10	11	12	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Mini-Split Heat Pump (16-20 SEER)**	50	53	56	50	53	56	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Mini-Split Heat Pump (21-26 SEER)**	20	21	22	20	21	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Programmable T-Stat**	10	10	10	10	10	10	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Programmable T-Stat**	10	10	10	10	10	10	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Smart Thermostat**	50	53	56	50	53	56	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Smart Thermostat**	69	72	76	69	72	76	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Whole House Fan**	-	-	-	-	-	-	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	66	66	66	66	66	66	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	33	33	33	33	33	33	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	4	2	178,906	102,352	4	201,926
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	13	7	59,258	33,902	15	66,883
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	2	1	6,178	3,535	2	6,973
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	5	3	113,790	65,099	6	128,431
Residential Cooling - NM	**Mini-Split Heat Pump (16-20 SEER)**	16	9	68,611	39,252	18	77,439
Residential Cooling - NM	**Mini-Split Heat Pump (21-26 SEER)**	10	6	30,581	17,495	12	34,516
Residential Cooling - NM	**Programmable T-Stat**	1	1	2,419	1,384	1	2,730
Residential Cooling - NM	**Programmable T-Stat**	1	1	5,234	2,994	1	5,908
Residential Cooling - NM	**Smart Thermostat**	9	5	37,222	21,295	10	42,012
Residential Cooling - NM	**Smart Thermostat**	12	7	38,714	22,148	14	43,695
Residential Cooling - NM	**Whole House Fan**	0	0	0	0	0	0
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	7	4	26,688	15,268	8	30,122
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	7	4	21,745	12,440	9	24,543

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	4	2	187,851	107,470	5	212,022
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	14	8	62,221	35,597	16	70,227
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	2	1	6,178	3,535	2	6,973
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	5	3	125,169	71,609	6	141,274
Residential Cooling - NM	**Mini-Split Heat Pump (16-20 SEER)**	17	10	72,727	41,607	19	82,085
Residential Cooling - NM	**Mini-Split Heat Pump (21-26 SEER)**	11	6	32,110	18,370	12	36,242
Residential Cooling - NM	**Programmable T-Stat**	1	1	2,419	1,384	1	2,730
Residential Cooling - NM	**Programmable T-Stat**	1	1	5,234	2,994	1	5,908
Residential Cooling - NM	**Smart Thermostat**	9	5	39,456	22,573	11	44,532
Residential Cooling - NM	**Smart Thermostat**	13	7	40,397	23,111	15	45,594
Residential Cooling - NM	**Whole House Fan**	0	0	0	0	0	0
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	7	4	26,688	15,268	8	30,122
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	7	4	21,745	12,440	9	24,543

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	4	2	196,797	112,587	5	222,118
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	14	8	65,184	37,292	17	73,571
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	2	1	6,178	3,535	2	6,973
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	6	3	136,548	78,119	7	154,117
Residential Cooling - NM	**Mini-Split Heat Pump (16-20 SEER)**	18	10	76,844	43,962	21	86,731
Residential Cooling - NM	**Mini-Split Heat Pump (21-26 SEER)**	11	6	33,639	19,245	13	37,967
Residential Cooling - NM	**Programmable T-Stat**	1	1	2,419	1,384	1	2,730
Residential Cooling - NM	**Programmable T-Stat**	1	1	5,234	2,994	1	5,908
Residential Cooling - NM	**Smart Thermostat**	10	6	41,689	23,850	12	47,053
Residential Cooling - NM	**Smart Thermostat**	13	8	42,641	24,395	16	48,128
Residential Cooling - NM	**Whole House Fan**	0	0	0	0	0	0
Residential Cooling - NM	**High Efficiency ASHP Equipment <17 SEER**	7	4	26,688	15,268	8	30,122
Residential Cooling - NM	**High Efficiency ASHP Quality Install <17 SEER**	7	4	21,745	12,440	9	24,543

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	**New Home - Qualifying ASHP Equipment installation without Quality Install**	High Eff (ASHP) 3.6 ton with 17.5 SEER & 13.6 EER without Quality Install	Baseline Eff (ASHP) Unit 3.6 ton with 14 SEER & 11.76 EER without Quality Install	15.0	$325.00
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	**New Home - Qualifying ASHP Equipment Quality Install**	Quality Install of High Eff (ASHP) 3.6 ton with 17.5 SEER & 13.6 EER	High Eff (ASHP) Unit without Quality Install 3.6 ton with 14 SEER & 11.8 EER	15.0	$475.00
Residential Cooling - NM	**Standard Efficiency ASHP with QI**	**New Home - Non-Qualifying Air Source Heat Pump Equipment with Quality Install - Installer Incentive**	Quality Install of Standard Eff (ASHP) 2.7 ton with 15 SEER & 12 EER	Standard Eff (ASHP) Unit without Quality Install 2.7 ton with 14 SEER & 11.8 EER	15.0	$150.00
Residential Cooling - NM	**Smart Thermostat**	**New Home - Smart Thermostat - Heat Pump**	New Smart Thermostat for a New Home 3 Ton ASHP	Existing programmable thermostat	10.0	$30.00
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	**EnergyStar Certified Smart Thermostat - BYOT**	Single family house with EnergyStar Smart Thermostat	Single family house with manual or programmable thermostat	10.0	$50.00
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	**EnergyStar Certified Smart Thermostat - DI**	Single family house with EnergyStar Smart Thermostat	Single family house with manual or programmable thermostat	10.0	$288.22
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - BYOT**	**Residential Thermostat Rewards Cooling**	Utility Load Control for control period with Energy Star Thermostat	Non-Controlled Energy Star Smart Thermostat	1.0	$25.00
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - Direct Install**	**Residential Thermostat Rewards Cooling**	Utility Load Control for control period with Energy Star Thermostat	Non-Controlled Energy Star Smart Thermostat	1.0	$36.38
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - BYOT**	**Residential Thermostat Rewards Heating**	Utility Load Control for control period with Energy Star Thermostat	Non-Controlled Energy Star Smart Thermostat	1.0	$25.00
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - DI**	**Residential Thermostat Rewards Heating**	Utility Load Control for control period with Energy Star Thermostat	Non-Controlled Energy Star Smart Thermostat	1.0	$0.40
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Cooling - Prior Enrollments**	**Residential Thermostat Rewards Cooling**	Utility Load Control for control period with Energy Star Thermostat	Non-Controlled Energy Star Smart Thermostat	1.0	$0.00
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Heating- Prior Enrollments**	**Residential Thermostat Rewards Heating**	Utility Load Control for control period with Energy Star Thermostat	Non-Controlled Energy Star Smart Thermostat	1.0	$0.00
School Education Kits - NM	**Power Strips**	**Advanced Power Strips**	Advanced Power Strip	Standard Power Strip	4.0	$21.50
School Education Kits - NM	**LED**	**4 x 9 Watt LED**	4 x 9W LED	Incandescent Equivalent (Post-EISA)	20.0	$12.12
School Education Kits - NM	**LED**	**2 x 9W LED**	2 x 9W LED	Incandescent Equivalent (Post-EISA)	20.0	$6.06
School Education Kits - NM	**LED**	**2 x 13W A19 LED**	2 x 13W A19 LED	Incandescent Equivalent (Post-EISA)	20.0	$10.04
School Education Kits - NM	**LED**	**1 x 8W Reflector LED**	1 x 8W Reflector LED	Incandescent Equivalent (Post-EISA)	20.0	$1.55

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	$2,208.58	2,963	0.651	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M024	57%	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	$156.25	1,236	0.347	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M025	57%	100%
Residential Cooling - NM	**Standard Efficiency ASHP with QI**	$156.25	888	0.257	$0.00	NM-RES-COOLING_DX	Res	Electric Only	M026	57%	100%
Residential Cooling - NM	**Smart Thermostat**	$175.00	561	0.177	$0.00	NM-RES-CACNSP	Res	Electric Only	M027	57%	100%
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	$175.00	663	0.000	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M028	100%	100%
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	$288.22	663	0.000	$0.00	NM-RES-Cooling_DX_Heating_DX	Res	Electric Only	M029	100%	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - BYOT**	$0.00	2	1.480	$0.00	NM-RES-PEAK_CNT	Res	Electric Only	M031	100%	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - Direct Install**	$36.38	2	1.480	$0.00	NM-RES-PEAK_CNT	Res	Electric Only	M032	100%	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - BYOT**	$0.00	7	0.000	$0.00	NM-RES-Heating_Elec	Res	Electric Only	M035	100%	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - DI**	$0.40	7	0.000	$0.00	NM-RES-Heating_Elec	Res	Electric Only	M036	100%	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Cooling - Prior Enrollments**	$0.00	2	1.480	$0.00	NM-RES-PEAK_CNT	Res	Electric Only	M030	100%	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Heating- Prior Enrollments**	$0.00	7	0.000	$0.00	NM-RES-Heating_Elec	Res	Electric Only	M060	100%	100%
School Education Kits - NM	**Power Strips**	$21.50	52	0.006	$0.00	NM-RES-SFRF1	Res	Electric Only		100%	92%
School Education Kits - NM	**LED**	$12.12	134	0.017	$0.00	NM-RES-Lighting	Res	Electric Only	H009	100%	92%
School Education Kits - NM	**LED**	$6.06	67	0.009	$0.00	NM-RES-Lighting	Res	Electric Only	H010	100%	93%
School Education Kits - NM	**LED**	$10.04	116	0.015	$0.00	NM-RES-Lighting	Res	Electric Only	H011	100%	93%
School Education Kits - NM	**LED**	$1.55	56	0.007	$0.00	NM-RES-Lighting	Res	Electric Only	H012	100%	93%

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Program	Measure Group	Realization Rate (%)
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	100%
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	100%
Residential Cooling - NM	**Standard Efficiency ASHP with QI**	100%
Residential Cooling - NM	**Smart Thermostat**	100%
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	100%
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - BYOT**	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - Direct Install**	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - BYOT**	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - DI**	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Cooling - Prior Enrollments**	100%
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Heating- Prior Enrollments**	100%
School Education Kits - NM	**Power Strips**	100%
School Education Kits - NM	**LED**	100%
School Education Kits - NM	**LED**	100%
School Education Kits - NM	**LED**	100%
School Education Kits - NM	**LED**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	22	22	22	22	22	22	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	11	11	11	11	11	11	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Standard Efficiency ASHP with QI**	10	10	10	10	10	10	11.4%	14.3%	$ -	$ -
Residential Cooling - NM	**Smart Thermostat**	22	22	22	22	22	22	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	725	750	775	725	750	775	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	50	50	50	50	100	150	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - BYOT**	350	225	350	350	575	875	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - Direct Install**	50	50	50	50	100	150	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - BYOT**	25	35	35	25	60	95	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - DI**	50	50	50	10	10	10	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Cooling - Prior Enrollments**	-	400	675	-	400	675	11.4%	14.3%	$ -	$ -
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Heating- Prior Enrollments**	-	75	160	-	75	160	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**Power Strips**	80	84	88	538	563	588	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**LED**	572	572	572	2,860	2,860	2,860	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**LED**	14	14	14	100	100	100	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**LED**	92	96	100	638	663	688	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**LED**	14	14	14	100	100	100	11.4%	14.3%	$ -	$ -

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		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	14	8	65,184	37,292	17	73,571
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	4	2	13,592	7,776	4	15,341
Residential Cooling - NM	**Standard Efficiency ASHP with QI**	3	1	8,884	5,083	3	10,028
Residential Cooling - NM	**Smart Thermostat**	4	2	12,343	7,062	5	13,932
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	0	0	480,477	480,477	0	542,299
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	0	0	33,136	33,136	0	37,400
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - BYOT**	518	518	700	700	604	790
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - Direct Install**	74	74	100	100	86	113
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - BYOT**	0	0	163	163	0	184
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - DI**	0	0	65	65	0	74
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Cooling - Prior Enrollments**	0	0	0	0	0	0
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Heating- Prior Enrollments**	0	0	0	0	0	0
School Education Kits - NM	**Power Strips**	3	3	27,885	25,737	4	31,472
School Education Kits - NM	**LED**	49	45	383,515	353,984	57	432,861
School Education Kits - NM	**LED**	1	1	6,705	6,235	1	7,567
School Education Kits - NM	**LED**	9	9	74,230	69,034	11	83,781
School Education Kits - NM	**LED**	1	1	5,620	5,227	1	6,343

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		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	14	8	65,184	37,292	17	73,571
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	4	2	13,592	7,776	4	15,341
Residential Cooling - NM	**Standard Efficiency ASHP with QI**	3	1	8,884	5,083	3	10,028
Residential Cooling - NM	**Smart Thermostat**	4	2	12,343	7,062	5	13,932
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	0	0	497,045	497,045	0	560,999
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	0	0	66,273	66,273	0	74,800
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - BYOT**	851	851	1,150	1,150	993	1,298
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - Direct Install**	148	148	200	200	173	226
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - BYOT**	0	0	392	392	0	442
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - DI**	0	0	65	65	0	74
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Cooling - Prior Enrollments**	592	592	800	800	691	903
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Heating- Prior Enrollments**	0	0	490	490	0	553
School Education Kits - NM	**Power Strips**	3	3	29,180	26,933	4	32,935
School Education Kits - NM	**LED**	49	45	383,515	353,984	57	432,861
School Education Kits - NM	**LED**	1	1	6,705	6,235	1	7,567
School Education Kits - NM	**LED**	10	9	77,139	71,739	12	87,064
School Education Kits - NM	**LED**	1	1	5,620	5,227	1	6,343

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		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
Residential Cooling - NM	**High Efficiency ASHP Equipment 17+ SEER**	14	8	65,184	37,292	17	73,571
Residential Cooling - NM	**High Efficiency ASHP Quality Install 17+ SEER**	4	2	13,592	7,776	4	15,341
Residential Cooling - NM	**Standard Efficiency ASHP with QI**	3	1	8,884	5,083	3	10,028
Residential Cooling - NM	**Smart Thermostat**	4	2	12,343	7,062	5	13,932
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	0	0	513,613	513,613	0	579,699
Residential Thermostat Rewards	**EnergyStar Smart Thermostat**	0	0	99,409	99,409	0	112,200
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - BYOT**	1,295	1,295	1,750	1,750	1,511	1,975
Residential Thermostat Rewards	**NM - Smart Thermostat - DR - New Enrollments - Direct Install**	222	222	300	300	259	339
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - BYOT**	0	0	621	621	0	701
Residential Thermostat Rewards	**NM - Smart Thermostat - Heating DR - DI**	0	0	65	65	0	74
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Cooling - Prior Enrollments**	999	999	1,350	1,350	1,166	1,524
Residential Thermostat Rewards	**NM - Smart Thermostat - DR Heating- Prior Enrollments**	0	0	1,045	1,045	0	1,180
School Education Kits - NM	**Power Strips**	3	3	30,476	28,129	4	34,397
School Education Kits - NM	**LED**	49	45	383,515	353,984	57	432,861
School Education Kits - NM	**LED**	1	1	6,705	6,235	1	7,567
School Education Kits - NM	**LED**	10	10	80,047	74,444	12	90,347
School Education Kits - NM	**LED**	1	1	5,620	5,227	1	6,343

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Program	Measure Group	Measure Description	Efficient Product Description / Rating	Baseline Product Description / Rating	Measure Lifetime (years)	Rebate Amount ($)
School Education Kits - NM	**LED**	**2 x 6W Globe LED**	2 x 6W Globe LED	Incandescent Equivalent (Post-EISA)	20.0	$4.90
School Education Kits - NM	**LED**	**1 x 4W-8W-14W 3-WAY LED**	1 x 4W-8W-14W 3-WAY LED	Incandescent Equivalent (Post-EISA)	20.0	$2.65
School Education Kits - NM	**LED**	**4 x 5W Candle LED**	4 x 5W Candle LED	Incandescent Equivalent (Post-EISA)	20.0	$15.51
School Education Kits - NM	**LED**	**Nightlight**	LED Nightlight	Incandescent Nightlight	8.0	$1.40
School Education Kits - NM	**Programmable Thermostat**	**Programming of Existing T-stat (Elec Cooling & Gas Heat) - Electric Customer**	Programmable 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	Existing home w/ no auto setup or setback temps	10.0	$0.00
School Education Kits - NM	**Showerhead**	**Showerhead**	1.5 GPM Showerhead	2.5 GPM Showerhead	10.0	$3.15
School Education Kits - NM	**Aerators - Kitchen**	**Aerators - Kitchen**	1.5 GPM Kitchen Faucet Aerator	2.2 GPM Kitchen Faucet Aerator	10.0	$1.19
School Education Kits - NM	**Aerators - Bathroom**	**Aerators - Bathroom**	0.5 GPM Bathroom Faucet Aerator	2.2 GPM Bathroom Faucet Aerator	10.0	$0.48
Water Heating - NM	**Heat Pump Water Heater**	**Medium Draw Heat Pump Water Heater - Refrigerant Based Cooling & Electric Resistance Heat**	High Efficiency Heat Pump Water Heater	Minimum Efficiency Electric Water Heater	10.0	$500.00
Water Heating - NM	**Heat Pump Water Heater**	**Medium Draw Heat Pump Water Heater - Refrigerant Based Cooling & ASHP Heat**	High Efficiency Heat Pump Water Heater	Minimum Efficiency Electric Water Heater	10.0	$500.00
Water Heating - NM	**Heat Pump Water Heater**	**Medium Draw Heat Pump Water Heater - Refrigerant Based Cooling & Natural Gas Heat**	High Efficiency Heat Pump Water Heater	Minimum Efficiency Electric Water Heater	10.0	$500.00
Water Heating - NM	**Heat Pump Water Heater**	**Medium Draw Heat Pump Water Heater - Non-Refrigerant Based Cooling & Electric Resistance Heat**	High Efficiency Heat Pump Water Heater	Minimum Efficiency Electric Water Heater	10.0	$500.00
Water Heating - NM	**Heat Pump Water Heater**	**Medium Draw Heat Pump Water Heater - Non-Refrigerant Based Cooling & ASHP Heat**	High Efficiency Heat Pump Water Heater	Minimum Efficiency Electric Water Heater	10.0	$500.00
Water Heating - NM	**Heat Pump Water Heater**	**Medium Draw Heat Pump Water Heater - Non-Refrigerant Based Cooling & Natural Gas Heat**	High Efficiency Heat Pump Water Heater	Minimum Efficiency Electric Water Heater	10.0	$500.00
Water Heating - NM	**Heat Pump Water Heater**	**New Home - Medium Draw Heat Pump Water Heater - Refrigerant Based Cooling & ASHP Heat**	High Efficiency Heat Pump Water Heater	Minimum Efficiency Electric Water Heater	10.0	$500.00

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Program	Measure Group	Incremental Cost ($)	Annual Customer kWh Savings (kWh/yr)	Annual Customer Peak Coincident Demand Savings (PCkW)	O&M Savings ($)	Load Shape	Loss Factor Segment	Fuel Type	Index	Electric NTG (%)	Install Rate (%)
School Education Kits - NM	**LED**	$4.90	45	0.006	$0.00	NM-RES-Lighting	Res	Electric Only	H013	100%	93%
School Education Kits - NM	**LED**	$2.65	35	0.004	$0.00	NM-RES-Lighting	Res	Electric Only	H014	100%	93%
School Education Kits - NM	**LED**	$15.51	95	0.012	$0.00	NM-RES-Lighting	Res	Electric Only	H015	100%	93%
School Education Kits - NM	**LED**	$1.40	30	0.000	$0.00	NM-RES-Lighting	Res	Electric Only	H017	100%	55%
School Education Kits - NM	**Programmable Thermostat**	$0.00	53	0.060	$0.00	NM-RES-COOLING_DX	Res	Electric Only	M037	100%	58%
School Education Kits - NM	**Showerhead**	$3.15	92	0.000	$22.70	NM-RES-SFWHT	Res	Electric Only	O011	100%	54%
School Education Kits - NM	**Aerators - Kitchen**	$1.19	10	0.000	$3.07	NM-RES-SFWHT	Res	Electric Only	O012	100%	58%
School Education Kits - NM	**Aerators - Bathroom**	$0.48	18	0.000	$7.18	NM-RES-SFWHT	Res	Electric Only	O013	94%	84%
Water Heating - NM	**Heat Pump Water Heater**	$995.00	2,382	0.352	$0.00	NM-RES-SFWHT	Res	Electric Only	O001	100%	100%
Water Heating - NM	**Heat Pump Water Heater**	$995.00	2,669	0.352	$0.00	NM-RES-SFWHT	Res	Electric Only	O002	100%	100%
Water Heating - NM	**Heat Pump Water Heater**	$995.00	2,873	0.352	-$11.68	NM-RES-SFWHT	Res	Electric Only	O003	100%	100%
Water Heating - NM	**Heat Pump Water Heater**	$995.00	2,323	0.321	$0.00	NM-RES-SFWHT	Res	Electric Only	O004	100%	100%
Water Heating - NM	**Heat Pump Water Heater**	$995.00	2,610	0.321	$0.00	NM-RES-SFWHT	Res	Electric Only	O005	100%	100%
Water Heating - NM	**Heat Pump Water Heater**	$995.00	2,814	0.321	-$11.68	NM-RES-SFWHT	Res	Electric Only	O006	100%	100%
Water Heating - NM	**Heat Pump Water Heater**	$995.00	2,669	0.352	$0.00	NM-RES-SFWHT	Res	Electric Only	O007	100%	100%

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Program	Measure Group	Realization Rate (%)
School Education Kits - NM	**LED**	100%
School Education Kits - NM	**LED**	100%
School Education Kits - NM	**LED**	100%
School Education Kits - NM	**LED**	100%
School Education Kits - NM	**Programmable Thermostat**	100%
School Education Kits - NM	**Showerhead**	100%
School Education Kits - NM	**Aerators - Kitchen**	100%
School Education Kits - NM	**Aerators - Bathroom**	100%
Water Heating - NM	**Heat Pump Water Heater**	100%
Water Heating - NM	**Heat Pump Water Heater**	100%
Water Heating - NM	**Heat Pump Water Heater**	100%
Water Heating - NM	**Heat Pump Water Heater**	100%
Water Heating - NM	**Heat Pump Water Heater**	100%
Water Heating - NM	**Heat Pump Water Heater**	100%
Water Heating - NM	**Heat Pump Water Heater**	100%

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Program	Measure Group	2023 Electric Participants	2024 Electric Participants	2025 Electric Participants	2023 Electric Units	2024 Electric Units	2025 Electric Units	Energy Loss Factor	Demand Loss Factor	Electric Lifetime O&M Savings	Electric Lifetime O&M Costs
School Education Kits - NM	**LED**	14	14	14	100	100	100	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**LED**	14	14	14	100	100	100	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**LED**	14	14	14	100	100	100	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**LED**	692	697	702	3,598	3,623	3,648	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**Programmable Thermostat**				1,000	1,000	1,000	11.4%	14.3%	$ -	$ -
School Education Kits - NM	**Showerhead**	664	668	672	3,398	3,423	3,448	11.4%	14.3%	$ 180.12	$ -
School Education Kits - NM	**Aerators - Kitchen**	664	668	672	2,860	2,860	2,860	11.4%	14.3%	$ 24.36	$ -
School Education Kits - NM	**Aerators - Bathroom**	664	668	672	3,398	3,423	3,448	11.4%	14.3%	$ 56.97	$ -
Water Heating - NM	**Heat Pump Water Heater**	60	65	70	60	65	70	11.4%	14.3%	$ -	$ -
Water Heating - NM	**Heat Pump Water Heater**	60	65	70	60	65	70	11.4%	14.3%	$ -	$ -
Water Heating - NM	**Heat Pump Water Heater**	20	25	30	20	25	30	11.4%	14.3%	$ -	$ 92.68
Water Heating - NM	**Heat Pump Water Heater**	60	65	70	60	65	70	11.4%	14.3%	$ -	$ -
Water Heating - NM	**Heat Pump Water Heater**	60	65	70	60	65	70	11.4%	14.3%	$ -	$ -
Water Heating - NM	**Heat Pump Water Heater**	20	25	30	20	25	30	11.4%	14.3%	$ -	$ 92.68
Water Heating - NM	**Heat Pump Water Heater**	175	190	210	175	190	210	11.4%	14.3%	$ -	$ -

Southwestern Public Service Company

		2023					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
School Education Kits - NM	**LED**	1	1	4,536	4,218	1	5,119
School Education Kits - NM	**LED**	0	0	3,451	3,209	1	3,895
School Education Kits - NM	**LED**	1	1	9,466	8,803	1	10,684
School Education Kits - NM	**LED**	0	0	106,580	58,619	0	120,293
School Education Kits - NM	**Programmable Thermostat**	60	35	52,651	30,717	70	59,426
School Education Kits - NM	**Showerhead**	0	0	311,916	167,312	0	352,050
School Education Kits - NM	**Aerators - Kitchen**	0	0	28,594	16,682	0	32,274
School Education Kits - NM	**Aerators - Bathroom**	0	0	61,467	48,534	0	69,376
Water Heating - NM	**Heat Pump Water Heater**	21	21	142,920	142,920	25	161,309
Water Heating - NM	**Heat Pump Water Heater**	21	21	160,110	160,110	25	180,711
Water Heating - NM	**Heat Pump Water Heater**	7	7	57,460	57,460	8	64,853
Water Heating - NM	**Heat Pump Water Heater**	19	19	139,380	139,380	22	157,314
Water Heating - NM	**Heat Pump Water Heater**	19	19	156,570	156,570	22	176,716
Water Heating - NM	**Heat Pump Water Heater**	6	6	56,270	56,270	7	63,510
Water Heating - NM	**Heat Pump Water Heater**	62	62	466,988	466,988	72	527,074

Southwestern Public Service Company

		2024					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
School Education Kits - NM	**LED**	1	1	4,536	4,218	1	5,119
School Education Kits - NM	**LED**	0	0	3,451	3,209	1	3,895
School Education Kits - NM	**LED**	1	1	9,466	8,803	1	10,684
School Education Kits - NM	**LED**	0	0	107,321	59,026	0	121,129
School Education Kits - NM	**Programmable Thermostat**	60	35	52,651	30,717	70	59,426
School Education Kits - NM	**Showerhead**	0	0	314,211	168,543	0	354,640
School Education Kits - NM	**Aerators - Kitchen**	0	0	28,594	16,682	0	32,274
School Education Kits - NM	**Aerators - Bathroom**	0	0	61,919	48,891	0	69,886
Water Heating - NM	**Heat Pump Water Heater**	23	23	154,830	154,830	27	174,752
Water Heating - NM	**Heat Pump Water Heater**	23	23	173,453	173,453	27	195,770
Water Heating - NM	**Heat Pump Water Heater**	9	9	71,825	71,825	10	81,067
Water Heating - NM	**Heat Pump Water Heater**	21	21	150,995	150,995	24	170,423
Water Heating - NM	**Heat Pump Water Heater**	21	21	169,618	169,618	24	191,442
Water Heating - NM	**Heat Pump Water Heater**	8	8	70,338	70,338	9	79,388
Water Heating - NM	**Heat Pump Water Heater**	67	67	507,015	507,015	78	572,252

Southwestern Public Service Company

		2025					
Program	**Measure Group**	**Total PCkW at Customer**	**Net PCkW at Customer**	**Total kWh at Customer**	**Net kWh at Customer**	**Total PCkW at Generator**	**Total kWh at Generator**
School Education Kits - NM	**LED**	1	1	4,536	4,218	1	5,119
School Education Kits - NM	**LED**	0	0	3,451	3,209	1	3,895
School Education Kits - NM	**LED**	1	1	9,466	8,803	1	10,684
School Education Kits - NM	**LED**	0	0	108,061	59,434	0	121,965
School Education Kits - NM	**Programmable Thermostat**	60	35	52,651	30,717	70	59,426
School Education Kits - NM	**Showerhead**	0	0	316,506	169,774	0	357,230
School Education Kits - NM	**Aerators - Kitchen**	0	0	28,594	16,682	0	32,274
School Education Kits - NM	**Aerators - Bathroom**	0	0	62,371	49,248	0	70,396
Water Heating - NM	**Heat Pump Water Heater**	25	25	166,740	166,740	29	188,194
Water Heating - NM	**Heat Pump Water Heater**	25	25	186,795	186,795	29	210,830
Water Heating - NM	**Heat Pump Water Heater**	11	11	86,190	86,190	12	97,280
Water Heating - NM	**Heat Pump Water Heater**	22	22	162,610	162,610	26	183,533
Water Heating - NM	**Heat Pump Water Heater**	22	22	182,665	182,665	26	206,168
Water Heating - NM	**Heat Pump Water Heater**	10	10	84,405	84,405	11	95,265
Water Heating - NM	**Heat Pump Water Heater**	74	74	560,385	560,385	86	632,489

2021 ENERGY EFFICIENCY ANNUAL REPORT

Prepared in Compliance with the Efficient Use of Energy Act and 17.7.2 NMAC (Energy Efficiency Rule)

May 16, 2022

SOUTHWESTERN PUBLIC SERVICE COMPANY

Table of Contents

Glossary of Acronyms and Definition

Acronym/Defined Term	Definition
2021 Annual Report	SPS's 2021 Energy Efficiency and Load Management Annual Report
Commission	New Mexico Public Regulation Commission
DSM	Demand-Side Management – refers to the energy efficiency and load management programs collectively
EE	Energy Efficiency
EE Rider	SPS's Energy Efficiency Rider
EE Rule	Energy Efficiency Rule (17.7.2 NMAC)
EE/LM	Energy Efficiency and Load Management
EISA	Energy Independence and Security Act of 2007
EUEA	New Mexico Efficient Use of Energy Act, as amended (NMSA 1978 §§62-17-1 through 62-17-11)
Evaluator	Independent Program Evaluator, the third-party contractor that will conduct all measurement and verification of the programs
Evergreen	Evergreen Economics Inc., the third-party selected as the Independent Program Evaluator for the measurement and verification of all New Mexico utility energy efficiency and load management programs
GWh	gigawatt hour
HPWH	Heat Pump Water Heater
HER	Home Energy Reports

Acronym/Defined Term	Definition
kW	kilowatt
kWh	kilowatt-hour
LED	light emitting diode
M&V	Measurement and Verification
NATE	North American technical Excellence
PY	Plan Year
SPS	Southwestern Public Service Company, a New Mexico corporation
Staff	Commission's Utility Division Staff
Stipulation	Settlement Agreement between the parties to Case No. 19-00140-UT
Triennial Plan	SPS's Energy Efficiency Plan
UCT	Utility Cost Test - the cost-effectiveness standard implemented on July 1, 2013, also known as the Program Administrator Test
VFD	Variable Frequency Drive
Xcel Energy	Xcel Energy Inc.

Document Layout

Southwestern Public Service Company's, a New Mexico corporation, ("SPS") 2021 Energy Efficiency ("EE") Annual Report ("2021 Annual Report") includes the following sections:

- Section I provides the Executive Summary consisting of an Introduction, Background, and Summary of Results;
- Section II provides the reporting requirements as required by 17.7.2.14 NMAC;
- Section III provides the program descriptions including an explanation of deviations from goal and changes during 2021, organized into the Residential, Business, and Planning & Research Segments;
- Section IV provides true-up of the 2021 Incentive Mechanism; and
- Appendix A provides the Measurement and Verification ("M&V") Report of SPS's 2021 program year prepared by Evergreen Economics Inc. ("Evergreen").

Section I. Executive Summary

Introduction

In accordance with the Efficient Use of Energy Act ("EUEA"), as amended by Senate Bill 418 (2007), House Bill 305 (2008), House Bill 267 (2013) and House Bill 291 (2019), and the New Mexico Public Regulation Commission's ("Commission") EE Rule 17.7.2 NMAC ("EE Rule"), SPS respectfully submits for Commission review its 2021 Annual Report. The EUEA and the associated EE Rule require public utilities to offer cost-effective energy efficiency and load management programs ("EE/LM" programs) and authorizes them to receive cost recovery for qualified expenditures and performance incentives. Further, 17.7.2.8(A) NMAC requires SPS to file with the Commission on May 15 of each year, a report on its energy efficiency and load management programs during the prior calendar year. The specific reporting requirements of the EE Rule are discussed in Section II.

Within this 2021 Annual Report, SPS provides the expenditures and savings results for eight EE/LM direct impact programs in the Residential Segment (including Low-Income) and Business Segment (including Large Customer). In addition, the 2021 Annual Report includes a summary of the Planning and Research Segment, which supports the direct impact programs. The M&V Report for SPS's 2021 savings is included as Appendix A.

Background

On May 15, 2019, SPS filed its Application requesting that the Commission: (a) approve SPS's 2020, 2021, and 2022 Energy Efficiency Plan ("Triennial Plan") and associated EE programs; (b) authorize SPS to apply the Commission's approval of the 2020 Triennial Plan budget to the entirety of 2020, even if the Commission has not issued a final order by December 31, 2019; (c) authorize SPS to fund its Triennial Plan program and administrative costs at three to five percent of customer bills in accordance with Section 17.7.2.8(C)(1) of the EE Rule and Section 62-17-6(A) of the EUEA and to recover these costs through its EE Rider ("EE Rider"); (d) approve SPS's proposed methodology to calculate the financial incentive for each year of the Triennial Plan; (e) approve recovery of a financial incentive for 2020 through SPS's EE Rider; (f) approve SPS's proposed reconciliation process for the authorized budget and actual plan year expenditures and collections; (g) authorize SPS to recover costs associated with an EE Potential Study over a two-year time period beginning in 2020; and (h) grant all other approvals, authorizations, and relief that may be required under the EUEA, the EE Rule, and the New Mexico Public Utility Act (NMSA 1978, Sections 62-3-1 et seq., "PUA") for SPS to implement the approved Triennial Plan and EE Rider.

On September 27, 2019, SPS filed the Settlement Agreement between the parties to Case No. 19-00140-UT ("Stipulation") signed by SPS, the Attorney General, Coalition for Clean Affordable Energy, and Commission's Utility Division Staff ("Staff") and noted that Occidental Permian Ltd. and COG Operating LLC., the only other parties to the case, did not oppose the Stipulation. The Stipulation supported the following approvals and authorization's for SPS's Triennial Plan: a) The modified Triennial EE Plan (four residential direct EE programs, one business direct EE program, and one indirect segment to reflect the stipulated

2020 Plan Year ("PY") budget, as well as additional commitments by SPS to evaluate potential future changes to programs that could be considered for implementation in the 2022 PY; b) SPS's continued use of the EE Rider that authorizes SPS to recover its 2020 PY program costs, as modified by the Stipulation; c) stipulated modifications to the performance incentive for the 2020 PY, that will be recovered by SPS through the EE Rider; and d) stipulated agreement for SPS to issue an RFP to conduct an EE Potential Study in PY 2020 and recover the cost of the EE Potential Study within SPS's 2021 and 2022 program portfolio budgets ($250,000 each year). The Final Order Adopting the Certification of Stipulation in Case No. 19-00140-UT was approved on February 19, 2020.

Summary of Results

In compliance with 17.7.2.14(C) NMAC, Table 1 on page 4 shows SPS's program budgets, goals, and Utility Cost Test ("UCT") forecasted ratios that were developed using SPS's approved 2021 portfolio with adjustments to program budgets to account for additional spending not forecasted in 2021's plan filing.

In 2021, SPS achieved verified net electric savings of 17,730 kilowatts ("kW") and 50,209,534 kilowatt-hours ("kWh") at the customer level, for a total cost of $11,667,970 (see Table 1 below.) This equals 125% of SPS's 2021 approved energy goal, while spending 110% of the approved budget. The portfolio was cost-effective with a UCT ratio of 2.30.

As shown in Table 1, most of the direct impact energy efficiency programs were cost-effective under the UCT. Four of the programs did not pass the UCT test in 2021. While each of the products listed below is discussed in more detail later in the Annual Report, a summary of the primary reasons for individual programs falling below 1.0 on the UCT follows.

- Energy Feedback: Did not meet the UCT threshold because the savings attributed to the cohort of customers added by the third-party vendor in March of 2021 were not deemed statistically significant causing the program to miss savings achievement goals.

- Residential Cooling: The program received a low UCT in 2021 due to lower than expected participation and having fixed costs in the program. Changes to the program have been made for 2022 that will not require HVAC contractors to be North American Technical Excellence ("NATE") certified. This should allow for more contractors in the program and, therefore, more participation.

- Heat Pump Water Heaters: The program had two participants in PY2021 and therefore achieved a low UCT.

- Smart Thermostats: The program received a low UCT in 2020 due to low participation.

Table 1: Estimated and Actual Program Data for 2021

Program	2021 Estimated								2021 Reported and Verified							
	Participants	Budget	Peak Demand Savings (Net Customer kW)	Annual Energy Savings (Net Customer kWh)	Peak Demand Savings (Net Generator kW)	Annual Energy Savings (Net Generator kWh)	Utility Avoided Cost	Utility Cost Test	Participants	Expenditures	Peak Demand Savings (Net Customer kW)	Annual Energy Savings (Net Customer kWh)	Peak Demand Savings (Net Generator kW)	Annual Energy Savings (Net Generator kWh)	Utility Avoided Cost	Utility Cost Test
Residential Segment																
Energy Feedback	23,418	$143,485	778	4,291,520	908	4,843,702	$ 153,701	1.07	44,780	$131,823	711	3,858,383	830	4,354,834	$ 125,700	0.95
Residential Cooling	96	$43,040	39	125,177	46	141,284	$ 66,918	1.55	35	$37,756	7	13,666	8	15,424	$ 9,704	0.26
Home Energy Services: Residential & Low Income	3,263	$2,213,861	904	8,963,155	1,055	10,116,428	$ 4,833,293	2.18	2,172	$2,242,746	876	9,557,245	1,022	10,786,958	$ 4,926,470	2.20
Home Lighting & Recycling	322,550	$1,169,217	951	5,514,523	1,106	6,155,861	$ 2,772,372	2.37	306,243	$1,194,747	12,380	9,966,365	14,446	11,248,719	$ 11,480,739	9.61
School Education Kits	2,500	$145,917	10	376,378	12	424,806	$ 122,387	0.84	2,561	$133,285	15	562,451	18	634,821	$ 159,977	1.20
Heat Pump Water Heaters	100	$78,500	45	337,666	53	381,113	$ 102,237	1.30	2	$8,225	1	6,814	1	7,691	$ 1,865	0.23
Smart Thermostat	1,296	$122,500	0	698,746	0	788,652	$ 172,471	1.41	90	$75,860	0	57,401	0	64,787	$ 12,553	0.17
Residential Segment Total	**353,223**	**$3,916,520**	**2,729**	**20,307,164**	**3,180**	**22,851,845**	**$ 8,223,379**	**2.10**	**355,883**	**$3,824,443**	**13,990**	**24,022,325**	**16,324**	**27,113,234**	**$ 16,717,008**	**4.37**
Business Segment																
Business Comprehensive	487	$5,682,482	2,764	19,763,161	3,027	21,273,586	$ 8,308,813	1.46	228	$7,164,944	3,740	26,187,209	4,096	28,188,600	$ 10,088,489	1.41
Business Segment Total	**487**	**$5,682,482**	**2,764**	**19,763,161**	**3,027**	**21,273,586**	**$ 8,308,813**	**1.46**	**228**	**$7,164,944**	**3,740**	**26,187,209**	**4,096**	**28,188,600**	**$ 10,088,489**	**1.41**
Planning & Research Segment																
Consumer Education		$200,000								$104,691						
Market Research		$360,000								$294,446						
Measurement & Verification		$15,000								$5,804						
Planning & Administration		$290,000								$236,449						
Product Development		$190,000								$37,192						
Planning & Research Segment Total		**$1,055,000**								**$678,583**						
2021 TOTAL	**353,710**	**$10,654,002**	**5,425**	**40,134,737**	**6,207**	**44,125,431**	**$ 16,532,192**	**1.55**	**356,111**	**$11,667,970**	**17,730**	**50,209,534**	**20,421**	**55,301,833**	**26,805,497**	**2.30**

Table 2: Variance Comparison of 2021 Estimated and Reported/Verified Data

Program	2021 Estimated and Reported/Verified Variances							
	Participants	Expenditures	Peak Demand Savings (Net Customer kW)	Annual Energy Savings (Net Customer kWh)	Peak Demand Savings (Net Generator kW)	Annual Energy Savings (Net Generator kWh)	Utility Avoided Cost	Utility Cost Test
Residential Segment								
Energy Feedback	191%	92%	91%	90%	91%	90%	82%	89%
Residential Cooling	36%	88%	18%	11%	18%	11%	15%	17%
Home Energy Services: Residential & Low Income	67%	101%	97%	107%	97%	107%	102%	101%
Home Lighting & Recycling	95%	102%	1302%	181%	1306%	183%	414%	405%
School Education Kits	102%	91%	144%	149%	144%	149%	131%	143%
Heat Pump Water Heaters	2%	10%	2%	2%	2%	2%	2%	17%
Smart Thermostat	7%	62%	N/A	8%	N/A	8%	7%	12%
Residential Segment Total	**101%**	**98%**	**513%**	**118%**	**513%**	**119%**	**203%**	**208%**
Business Segment								
Business Comprehensive	47%	126%	135%	133%	135%	133%	121%	96%
Business Segment Total	**47%**	**126%**	**135%**	**133%**	**135%**	**133%**	**121%**	**96%**
Planning & Research Segment								
Consumer Education		52%						
Market Research		82%						
Measurement & Verification		39%						
Planning & Administration		82%						
Product Development		20%						
Planning & Research Segment Total		64%						
2021 TOTAL	101%	110%	327%	125%	329%	125%	162%	148%

As shown in Tables 1 and 2 (above), SPS met, or came close to meeting, most of its program forecasts for 2021. While program performance varied, the reasons for which are discussed further in Section III of this report, the majority of programs met or exceeded forecasted achievements in 2021 and were within their budgets. Home Lighting Program, School Education Kits, and Business Comprehensive Programs far exceeded their savings forecasts.

Section II: 17.7.2.14 NMAC Reporting Requirements

17.7.2.14(C) NMAC requires that annual reports include specific details on the programs offered during the report year. 17.7.2.14(C) states:

C. Annual reports shall include the following for each measure and program:

(1) documentation of program expenditures and estimates of the program expenditures expected in the next year, including documentation of any adjustments to expenditures in the plan year and expected adjustments to the next plan year;

(2) estimated and actual customer participation levels;

(3) estimated and actual energy savings;

(4) estimated and actual demand savings;

(5) estimated and actual monetary costs of the public utility;

(6) estimated and actual avoided monetary costs of the public utility;

(7) an evaluation of its cost-effectiveness; and

(8) an evaluation of the cost-effectiveness and pay-back periods of self-directed programs.

In addition, 17.7.2.14(D) NMAC requires that the annual report also include:

(1) the most recent M&V report of the Independent Program Evaluator ("Evaluator"), which includes documentation, at both the portfolio and individual program levels, of expenditures, savings, and cost-effectiveness of all energy efficiency measures and programs and load management measures and programs, expenditures, savings, and cost-effectiveness of all self-direct programs, and all assumptions used by the Evaluator;

(2) a listing of each measure or program expenditure not covered by the independent M&V report and related justification as to why the evaluation was not performed;

(3) a comparison of estimated energy savings, demand savings, monetary costs, and avoided monetary costs to actual energy savings, demand savings, actual monetary costs, and avoided monetary costs for each of the utility's approved measure or programs by year;

(4) a listing of the number of program participants served for each of the utility's approved measures of programs by year;

(5) a listing of the calculated economic benefits for each of the utility's approved measures or programs by year;

(6) information on the number of customers applying for and participating in self-direct programs, the number of customers applying for and receiving exemptions, M&V of self-direct program targets, payback periods and achievements, customer expenditures on qualifying projects, oversight expenses incurred by the utility representative or administrator; and

(7) any other information required by the Commission.

The following table provides direction as to where the supporting data and narratives for each of these requirements can be found in this report.

Table 3: Location of Reporting Requirements

Reporting Requirement	Location in Annual Report
17.7.2.14(C)(1)	Tables 1 & 2
17.7.2.14(C)(2)	Tables 1 & 2
17.7.2.14(C)(3)	Tables 1 & 2
17.7.2.14(C)(4)	Tables 1 & 2
17.7.2.14(C)(5)	Tables 1 & 2
17.7.2.14(C)(6)	Tables 1 & 2
17.7.2.14(C)(7)	Tables 1 & 2
17.7.2.14(C)(8)	N/A
17.7.2.14(D)(1)	Appendix A
17.7.2.14(D)(2)	Appendix A and Section III
17.7.2.14(D)(3)	Table 2
17.7.2.14(D)(4)	Table 2
17.7.2.14(D)(5)	Table 2
17.7.2.14(D)(6)	N/A
17.7.2.14(D)(7)	N/A

Section III: Segment and Program Descriptions

Residential Segment

SPS has approximately 92,838 customers in its Residential Segment in New Mexico. The service area is relatively rural, with only a few small cities, including Clovis, Roswell, Artesia, Carlsbad, Portales, and Hobbs.

In 2021, SPS offered eight residential programs with opportunities for all residential customers, including low-income customers, to participate. In total, SPS spent $3,824,443 on these programs and achieved 13,990 kW and 24,022,325 kWh net savings at the customer level.

Overall, the Residential Segment of programs was cost-effective with a UCT of 4.37. The segment achieved 118% of the annual kWh goal with significant contributions from the Home Lighting & Recycling, School Education Kits and Home Energy Services programs. All the programs under the Residential Segment are discussed in more detail below.

Energy Feedback

The Energy Feedback Program is a free service offered to Xcel 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. Energy Feedback 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 portal where they can take a home audit, customize an action plan and get energy efficiency tips. To administer the program, Xcel works with a third-party company that helps utilities meet their efficiency goals through effective customer engagement. This program currently serves 24,198 New Mexico customers.

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 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.

Table 4: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
Energy Feedback	44,780	23,418	$ 131,823	$ 143,485	711	778	3,858,383	4,291,520	0.95

Deviations from Goal
In 2021, the program exceeded filed savings targets on a Customer kWh basis and was under budget. Overall, the program performed better than goal in New Mexico.

Changes in 2021
The program added one new wave of customers in March of 2021 to broaden program reach and increase savings. Format upgrades were also made to the reports making them more user friendly. In partnership with the program implementer, SPS is pursuing additional communication changes pulling customers towards increasing levels of digital interaction with more interactive savings suggestions and demonstrated higher savings rates. SPS issued an RFP in Q1 of 2022 to select a vendor for 2023 towards increased participation, enhanced reporting, digital engagement, and higher energy savings achievement.

Residential Cooling

The Residential Cooling Program provides a rebate to electric customers who purchase and permanently install evaporative cooling, high efficiency air conditioners, air source heat pumps, mini-split heat pumps, or programmable thermostats for residential use in New Mexico. The overall goal of the program is to educate customers and contractors on the benefits of high efficiency units and encourage adoption. A quality installation was required for the contractors along with being NATE certified.

Table 5: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
Residential Cooling	35	96	$ 37,756	$ 43,040	7	39	13,666	125,177	0.26

Deviations from Goal
In 2021 the Residential Cooling program did not perform as expected. Participation was lower than expected and the program had fixed cost associated with having the program.

Changes in 2021
None.

Home Energy Services

The Home Energy Services Program provides incentives to energy efficiency service providers for the installation of a range of upgrades that save energy and reduce costs for existing households. Qualifying customers receive attic insulation, air infiltration reduction, duct leakage repairs, and low-flow showerheads for homes with an electric water heater.

The primary objective of this program is to achieve cost-effective reductions in energy consumption in residential and low-income homes. Additional objectives of the program are to:

- encourage private sector delivery of energy efficiency products and services;
- utilize a whole-house approach to efficiency upgrades; and
- significantly reduce barriers to participation by streamlining program procedures.

SPS partners with third-party contractors to deliver these services to qualifying residential customers. Contractors must apply to the program and be approved in order to participate. SPS requires contractors to receive pre-approval for targeted multifamily sites prior to installation of any energy efficiency components for which an incentive will be requested.

Table 6: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
Home Energy Services: Residential & Low Income	2,172	3,263	$2,242,746	$2,213,861	876	904	9,557,245	8,963,155	2.20

Deviations from Goal
The Home Energy Services Program exceeded its energy savings goals for 2021. The program was also highly cost-effective. The Residential portion of the program performed well, achieving savings of 4.433 gigawatt hours ("GWh") at the customer level. SPS recorded 5.123 GWhs of customer level savings on the Low-Income portion of the program, with expenditures of $1,152,398. This is approximately 10% of the total New Mexico portfolio spend and in excess of the minimum state requirement of 5% of the New Mexico portfolio spend.

To help customers save more while at home, the Company also mailed Low Income kits in Q4 which included kitchen/bathroom aerators, LEDs, and a showerhead.

Changes in 2021
None.

Home Lighting and Recycling

The Home Lighting and Recycling Program helps customers save energy and money by offering energy efficient light emitting diode ("LED") bulbs at discounted prices at participating retailers. SPS works with retailers and manufacturers to buy down the prices of bulbs. This provides a convenient and inexpensive way for customers to reduce their energy usage and impact on the environment while saving money.

SPS marketed the program through a variety of advertising and promotions, including television, radio, on-line, publications, bill inserts, and point-of-purchase displays. The Company returned to being present 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 offered a deep discount promotion on A-line multi-packs in select stores to encourage additional participation from customers.

Table 7: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
Home Lighting & Recycling	306,243	322,550	$1,194,747	$1,169,217	12,380	951	9,966,365	5,514,523	9.61

Deviations from Goal
In 2021, the Home Lighting and Recycling Program exceeded its energy and demand savings goal. In late 2019, the US Department of Energy (DOE) released two new rules that would roll back lighting efficiency standards under the Energy Independence and Security Act of 2007 ("EISA") that were set to take effect on January 1, 2020. As a result of this roll back, SPS was not required to apply the EISA Tier 2 baselines that had been used in its 2019 Triennial Plan Filing, allowing SPS to claim more savings than originally forecasted.

Changes in 2021
None.

Heat Pump Water Heaters

The Heat Pump Water Heater ("HPWH") program is designed to encourage SPS customers to purchase and install an eligible energy efficient electric HPWH for residential use. HPWHs are the most efficient electric fuel option for customers. The incentive will be available for self-install or professional installation through a heating, ventilation, and air conditioning contractor. Following installation, a completed rebate application form and invoice are submitted to SPS. Customers can expect to receive a rebate six to eight weeks after submitting an application.

SPS marketed the program through targeted direct mail which was further supported by social media and Google ads. The marketing was aimed at increasing customer and contractor awareness of the program.

Table 8: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
Heat Pump Water Heaters	2	100	$ 8,225	$ 78,500	1	45	6,814	337,666	0.23

Deviations from Goal
The program did not meet the forecasted savings goal and was under budget for the year due to the lack of participation.

Changes in 2021
None.

School Education Kits

The School Education Kits Program provides classroom and in-home activities that enable students and parents to install energy efficiency and water conservation products in their homes. Each participating student receives a kit to take home which includes four 9-watt LEDs, an efficient showerhead, a kitchen faucet aerator, and a bathroom faucet aerator. The program is targeted at fifth grade students. A third-party contractor fully implemented the School Education Kits program, including recruiting and training teachers, providing all materials, and tracking participation by schools and teachers. Energy savings are based on the number of measures that are installed in the homes of the students. The students complete surveys to determine the measure installation rates.

Table 9: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
School Education Kits	2,561	2,500	$ 133,285	$ 145,917	15	10	562,451	376,378	1.20

Deviations from Goal
The program exceeded its participation and savings goals while also spending less than our forecasted budget for the year.

Changes in 2021
None.

Smart Thermostat Program

The Smart Thermostat Program utilizes the new ENERGY STAR connected Thermostat specification. Eligible customers will receive a $50 rebate for an ENERGY STAR connected thermostat through the Xcel Energy Inc. ("Xcel Energy") storefront, paper applications and online applications that will be available to both end use customers and trade allies. Customers must receive electric service from SPS in order to be eligible for a rebate.

Table 10: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
Smart Thermostat	90	1,296	$ 75,860	$ 122,500	0	0	57,401	698,746	0.17

Deviations from Goal
The program did not meet the forecasted savings goal and was under budget for the year due to the lack of participation. SPS plans to do additional marketing and outreach efforts in PY2022 to help drive participation back into the program.

Changes in 2021
The program implemented a new storefront vendor where customers can go directly to purchase smart thermostats and receive an instant rebate.

Business Segment

SPS's Business Segment in New Mexico consists of nearly 24,950 commercial, industrial, and agricultural customer premises. In 2021, SPS offered one business program made up of several product offerings with opportunities for all commercial and industrial customers to participate.

In total, SPS spent $7,164,944 on these programs and achieved 3,740 kW and 26,187,209 kWh savings at the net customer level.

Overall, the Business Segment of programs was cost-effective with a UCT of 1.41. Savings achievements were 133% of the annual kWh goal. The Business Segment is discussed in more detail below.

Business Comprehensive

The Business Comprehensive Program bundles traditional prescriptive and custom products in a way that is more easily understood by customers. Business Comprehensive encompasses the Recommissioning, Cooling Efficiency, Custom Efficiency, Large Customer Self-Direct, Lighting Efficiency, and Motor & Drive Efficiency products. Customers can choose to participate in any or all of the individual program components.

Table 11: 2021 Program Achievements

Program	Actual Participants	Forecasted Participants	Actual Spend	Budgeted Spend	Peak Demand Savings kW (Net Customer)	Peak Demand Goal kW (Net Customer)	Annual Energy Savings kWh (Net Customer)	Energy Savings Goal kWh (Net Customer)	Utility Cost Test
Business Comprehensive	228	487	$7,164,944	$5,682,482	3,740	2,764	26,187,209	19,763,161	1.41

Deviations from Goal
The program continues to see substantial participation in the oil and gas sector because of SPS's increased efforts to target the growing market within the service territory. Additionally, the Motors program saw higher than anticipated participation in the prescriptive Variable Frequency Drive ("VFD") measure, and several large custom VFD projects were rebated in 2021.

Changes in 2021
None.

Planning & Research Segment
The Planning and Research Segment consists of internal utility functions (not customer-facing), which support the direct impact programs. The overall purpose of the Planning and Research Segment is to:

- provide strategic direction for SPS's EE/LM programs;
- ensure regulatory compliance with energy efficiency legislation and rules;
- guide SPS internal policy issues related to energy efficiency;
- train SPS Marketing staff for compliance and cost-effectiveness;
- evaluate program technical assumptions, program achievements, and marketing strategies;
- provide oversight of all evaluation, measurement, and verification planning and internal policy guidance;
- provide segment and target market information;
- analyze overall effects to both customers and the system of SPS's energy efficiency portfolio;
- measure customer satisfaction with SPS's energy efficiency efforts; and
- develop new conservation and load management programs.

The segment includes EE/LM-related expenses for Demand Side Management ("DSM") Planning & Administration, Market Research, M&V, and Product Development. Each Planning and Research program is discussed below.

Planning & Administration

The Planning and Administration area manages all EE/LM regulatory filings (including this Annual Report), directs and carries out benefit-cost analyses, provides tracking results of energy conservation achievements and expenditures, and analyzes and prepares cost recovery reports. Planning and Administration, which includes outside legal assistance, coordinates and participates in all DSM-related rulemaking activities and litigated hearings. This area also supports the DSM component of resource planning and provides planning and internal policy guidance to meet all EE/LM regulatory requirements. These functions are needed to ensure a cohesive and high-quality energy efficiency portfolio that meets legal requirements as well as the expectations of SPS's customers, regulators, and Commission Staff.

Deviations from Goal

None.

Changes in 2021

None.

Market Research

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:

- An electric energy efficiency potential study
- Contribute to purchase of business and residential customer segmentation data via 3rd 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.
- Peer utility benchmarking research comparing program offerings and performance metrics with a select set of similar utilities across the United States.
- Supplemental program process research for the Home energy Insights/Energy Feedback product.

Deviations from Goal

SPS spent less than the forecasted budget. The deviation is largely due to staffing limitations that reduced the ability to pursue custom research projects and allocations that charged only a small amount of cost for multi-jurisdiction projects to SPS customers in New Mexico.

Changes in 2021
None.

Measurement & Verification

The M&V budget funds the internal staff from the Planning and Administration area who oversee M&V planning, data collection, and internal policy guidance. In addition, this area coordinates the day-to-day activities providing necessary information and program tracking data to the Evaluator, as well as serving on the Commission's Evaluation Committee.

17.7.2.14(D)(1) NMAC requires that utilities submit the most recent M&V Report conducted by the approved Evaluator with its Annual Report. The 2020 M&V Report is provided as Appendix A of this document. In compliance with the reporting requirements, the 2020 M&V Report includes:

- expenditure documentation, at both the total portfolio and individual program levels;
- measured and verified savings;
- evaluation of cost-effectiveness of all of SPS's EE/LM programs;
- deemed savings assumptions and all other assumptions used by the Evaluator;
- description of the M&V process, including confirmation that:
  - measures were actually installed;
  - installations meet reasonable quality standards; and
  - measures are operating correctly and are expected to generate the predicted savings.

Deviations from Goal
SPS spent less than the forecasted indirect M&V budget which is primarily used for TRM updates and portfolio wide M&V activities.

Changes in 2021
None.

Product Development

Product Development identifies, assesses, and develops new EE/LM management products and services. The product development process starts with ideas and concepts from customers, regulators, energy professionals, interest groups, and SPS staff. These ideas are then carefully screened and only ideas with the most potential are selected for the development process.

Deviations from Goal
SPS spent less than the forecasted budget due to lower than expected consulting costs.

Changes in 2021
None.

Consumer Education

Consumer Education is an indirect program that focuses primarily on creating awareness of energy efficiency by providing residential customers with information on what they can do to save energy and money by reducing their energy usage. The company employs a variety of resources and channels to communicate conservation and energy efficiency messages directed towards Xcel Energy's tools, rebates, programs and energy saving tips. Awareness driving tactics include: the Xcel Energy website, digital content, community outreach events and sponsorships, social media channels, public library partnerships.

The Consumer Education Program is targeted at all SPS New Mexico residential electric customers. In spreading its messages, the Consumer Education program focuses on:

- sponsorship of community events supporting residential conservation and energy efficiency;
- web presence on xcelenergy.com;
- social media (Facebook, Twitter, blogs, etc.);
- digital content;
- Power Check meters and materials placed in public libraries;
- community-based marketing events;
- customer feedback surveys and customized post-event emails following outreach events;

Deviations from Goal
SPS spent less than the forecasted budget due to cancelled events and in person engagement and educational opportunities because of the COVID-19 pandemic.

Changes in 2021
None.

Section IV: 2021 Incentive Mechanism True-Up

SPS exceeded its 2021 achievement goal of 40.134 GWh by 10.075 GWh, resulting in an earned incentive of $844,761. When compared to the collected amount ($495,391), SPS needs to collect $ 349,370 (plus interest) from customers related to the 2021 incentive.

Appendix A: Measurement & Verification Report:

SPS 2021 Program Year

Provided by Evergreen Economics

EVERGREEN ECONOMICS

Evaluation of the 2021 Southwestern Public Service Company's Energy Efficiency Programs

Final Report

April 22, 2022

Demand Side Analytics
DATA DRIVEN RESEARCH AND INSIGHTS

ECOMETRIC

RESEARCH & POLLING INC

Table of Contents

Executive Summary

This report presents the independent evaluation results for the Southwestern Public Service Company (SPS) energy efficiency programs for program year 2021 (PY2021).

The SPS programs and evaluation requirements were first established in 2005 by the New Mexico legislature's passage of the 2005 Efficient Use of Energy Act (EUEA).[1] The EUEA requires public utilities in New Mexico, in collaboration with other parties, to develop cost-effective programs that reduce energy demand and consumption. Utilities are required to submit their proposed portfolio of programs to the New Mexico Public Regulation Commission (NMPRC) for approval. As a part of its approval process, the NMPRC must find that the program portfolio is cost effective based on the Utility Cost Test (UCT).

An additional requirement of the EUEA is that each program must be evaluated at least once every three years. As part of the evaluation requirement, SPS must submit to the NMPRC a comprehensive evaluation report prepared by an independent program evaluator. As part of the reporting process, the evaluator must measure and verify energy and demand savings, determine program cost effectiveness, assess how well the programs are being implemented, and provide recommendations for program improvements as needed.

For PY2021, the following SPS programs were evaluated:

- Business Comprehensive
- Energy Feedback
- Home Energy Services
- Home Lighting & Recycling

For each of the evaluated programs, the evaluation team estimated realized gross and net impacts (kWh and kW) and calculated program cost effectiveness using the UCT.[2] Brief process evaluations were also conducted for the Business Comprehensive and Home Energy Services programs.

[1] NMSA §§ 62-17-1 *et seq* (SB 644). Per the New Mexico Public Regulation Commission Rule Pursuant to the requirements of the EUEA, the NMPRC issued its most recent *Energy Efficiency Rule* (*17.7.2 NMAC*) effective September 26, 2017, that sets forth the NMPRC's policy and requirements for energy efficiency and load management programs. This Rule can be found online at http://164.64.110.134/parts/title17/17.007.0002.html

[2] The evaluation team consists of Evergreen Economics, EcoMetric, Demand Side Analytics, and Research & Polling.

The remaining programs that were not evaluated for PY2021 are still summarized in this report. The accomplishments for the non-evaluated programs are reported using the following parameters:

- Gross impacts (kWh, kW) were calculated using the SPS *ex ante* values for annual savings;
- Net impacts were calculated from the gross impacts using the existing *ex ante* net-to-gross (NTG) ratio; and
- Cost effectiveness calculations were calculated using the *ex ante* net impact values and cost data as reported by SPS.

The analysis methods used for the evaluated PY2021 programs are summarized as follows:

Business Comprehensive. This program offers rebates to SPS's commercial customers for the installation of energy efficient equipment. The measures eligible for the Business Comprehensive program are primarily prescriptive in nature, but the program also includes custom projects. Gross impacts were estimated based on a review of the deemed savings values combined with engineering desk reviews of a statistically representative sample of projects covering a range of project sizes and major measure types. A phone survey of participating customers was used to verify installation and to collect information needed for a self-report analysis of free ridership to determine net impacts.

Energy Feedback. This program provides participating customers with information on their energy consumption by providing a comparison with a matched set of similar households. The feedback on energy use, combined with tips for reducing energy use, is designed to create sustained reductions in consumption. Net impacts were estimated using a billing regression and data from both the participants and control group customers.

Home Energy Services. This is a prescriptive program serving SPS's residential customers, including low-income households, and offers the following measures: ceiling insulation, duct sealing, air infiltration, central AC, air source heat pumps, programmable thermostats, LEDs, and low flow shower heads. Low-income customers can receive these measures at a reduced cost. The evaluation of the Home Energy Services program included desk reviews for a sample of projects, deemed savings reviews, and a participant survey. For the process evaluation, the participant survey was used to assess how well the program is operating and serving customers.

Home Lighting & Recycling. The lighting program utilized an elasticity model to estimate the net impacts based on the observed changes in bulb sales at different retail price points. The model was then used to estimate the effect that the program rebate is having on bulb sales, which was used to estimate free ridership for the program. The deemed savings for each bulb type were also reviewed as part of the gross impact analysis.

Table 1 summarizes the PY2021 evaluation methods.

Table 1: Summary of PY2021 Evaluation Methods by Program

Program	Deemed Savings Review	Phone Survey	Engineering Desk Reviews	Elasticity Model	Billing Regression
Business Comprehensive		◆	◆		
Energy Feedback		◆			◆
Home Energy Services	◆	◆	◆		
Home Lighting & Recycling	◆	◆		◆	

The results of the PY2021 impact evaluation are shown in Table 2 (kWh) and Table 3 (kW), with the programs evaluated in 2021 highlighted in blue. For the non-evaluated programs, the totals are based on the *ex ante* savings and NTG values from the SPS tracking data.

Table 2: PY2021 Savings Summary - kWh[3]

Program	# of Projects	Expected Gross kWh Savings	Engineering Adjustment Factor	Realized Gross kWh Savings	NTG Ratio	Realized Net kWh Savings
Business Comprehensive						
Cooling Efficiency	16	227,178	0.9749	221,468	0.7309	161,871
Custom Efficiency	10	3,619,048	0.9996	3,617,775	0.7309	2,644,232
Lighting Efficiency	123	3,516,687	0.9448	3,322,516	0.7309	2,428,427
Motors Efficiency	79	28,892,005	0.9922	28,666,958	0.7309	20,952,679
Home Lighting & Recycling	306,243	13,888,526	1.0107	14,037,133	0.7100	9,966,365
Energy Feedback	44,780	2,905,000	0.9344	2,714,383	N/A*	2,714,383
Energy Feedback – Web Portal	--	1,144,000	1.0000	1,144,000	N/A*	1,144,000
Residential Cooling	35	23,888	1.0000	23,888	0.5721	13,666
School Education Kits	2,561	562,451	1.0000	562,451	1.0000	562,451
Home Energy Services	1,055	4,465,522	1.0502	4,689,498	0.9455	4,433,920
Home Energy Services Low Income	914	4,837,842	1.0502	5,080,492	1.0000	5,080,492
Smart Thermostat	90	81,189	1.0000	81,189	0.7070	57,401
Low Income Kits	203	42,833	1.0000	42,833	1.0000	42,833
Water Heating	2	6,814	1.0000	6,814	1.0000	6,814
Total	**356,111**	**64,212,983**		**64,211,398**		**50,209,534**

*Energy Feedback results are calculated as net impacts throughout, NTG ratio not applied

[3] All kWh savings shown in this table and throughout the report are at the customer level.

Table 3: PY2021 Savings Summary - kW[4]

Program	# of Projects	Expected Gross kW Savings	Engineering Adjustment Factor	Realized Gross kW Savings	NTG Ratio	Realized Net kW Savings
Business Comprehensive						
Cooling Efficiency	16	72	0.9567	69	0.7309	50
Custom Efficiency	10	550	0.9998	550	0.7309	402
Lighting Efficiency	123	734	0.9496	697	0.7309	509
Motors Efficiency	79	5,452	0.9859	5,375	0.7309	3,928
Home Lighting & Recycling	306,243	17,417	1.0011	17,437	0.7100	12,380
Energy Feedback	44,780	761	0.9343	711	N/A*	711
Energy Feedback – Web Portal	--	--	--	--	N/A*	--
Residential Cooling	35	13	1.0000	13	0.5721	7
School Education Kits	2,561	149	1.0000	149	1.0000	149
Home Energy Services	1,055	382	0.9999	382	0.9455	361
Home Energy Services Low Income	914	645	0.9999	645	1.0000	645
Smart Thermostats	90	15	1.0000	15	0.7070	11
Low Income Kits	203	9	1.0000	9	1.0000	9
Water Heating	2	1	1.0000	1	1.0000	1
Total	**356,111**	**26,199**		**26,051**		**19,163**

*Energy Feedback results are calculated as net impacts throughout, NTG ratio not applied

[4] All kW savings shown in this table and throughout the report are peak coincident kW.

Beginning in 2021 for the impact evaluation, we shifted to applying new NTG ratios prospectively in future years, rather than retrospectively as had been done in prior years. As a consequence, the same NTG ratios applied in PY2020 were also being used for PY2021. For the PY2021 evaluation, the only updates to the NTG ratios occurred with the Business Comprehensive, Home Lighting & Recycling, and Home Energy Services programs, and these new ratios will be applied beginning in PY2022. For the Business Comprehensive program, the ratios will change from 0.7309 to 0.8381, for Home Lighting & Recycling, the ratio will change from 0.7100 to 0.6100, and for Home Energy Services, the NTG ratio will change from 0.9455 to 0.9051.

Table 4 summarizes the updates to the NTG ratios for PY2022, with the updated values shaded in green.

Table 4: Net-to-Gross Ratio Updates for PY2022

Program	PY2021 NTG Ratio	PY2022 NTG Ratio
Business Comprehensive		
Cooling	0.7309	0.8381
Custom	0.7309	0.8381
Lighting	0.7309	0.8381
Motors	0.7309	0.8381
Home Lighting & Recycling	0.7100	0.6100
Energy Feedback	N/A*	N/A*
Residential Cooling	0.5721	
School Education Kits	1.0000	
Home Energy Services	0.9455	0.9051
Home Energy Services – Low Income	1.0000	1.0000
Smart Thermostats	0.7070	

*Energy Feedback results are calculated as net impacts throughout, NTG ratio not applied.

Using net realized savings from this evaluation and cost information provided by SPS, the evaluation team calculated the ratio of benefits to costs for each of SPS's programs and for the portfolio overall. The evaluation team calculated cost effectiveness using the UCT, which compares

the benefits and costs to the utility or program administrator implementing the program.[5] The evaluation team conducted this test in a manner consistent with the California Energy Efficiency Policy Manual.[6]

The results of the UCT are shown below in Table 5. The Business Comprehensive, Home Lighting and Recycling, School Education Kits and Home Energy Services programs had a UCT of greater than 1.00, and the portfolio overall was found to have a UCT ratio of 2.30.

Table 5: PY2021 Cost Effectiveness

Program	Utility Cost Test (UCT)
Business Comprehensive	1.41
Home Lighting & Recycling	9.61
Energy Feedback	0.95
Residential Cooling	0.26
School Education Kits	1.20
Home Energy Services	2.20
Heat Pump Water Heaters	0.23
Smart Thermostat	0.17
Overall Portfolio	**2.30**

The impact evaluation—which included engineering desk reviews for a sample of Business Comprehensive and Home Energy Services projects resulted in verified gross savings that were less than the reported ex ante gross savings. Adjustments to savings based on the Business Comprehensive and Home Energy Services desk reviews were due to two main factors: project-specific calculation inputs were documented solely in the processing database, and baseline lighting fixture wattages were not always documented in the tracking data. The evaluation team has provided a number of recommendations to improve savings values that include documenting calculations and adjustments to project savings, utilizing project-specific information when available, and other minor improvements to savings assumptions or algorithms.

[5] The Utility Cost Test is sometimes referred to as the Program Administrator Cost Test, or PACT.
[6] Version 5. 2013.
http://www.cpuc.ca.gov/uploadedFiles/CPUC_Public_Website/Content/Utilities_and_Industries/Energy_-_Electricity_and_Natural_Gas/EEPolicyManualV5forPDF.pdf

The process evaluation activities, which included surveys with Business Comprehensive and Home Energy Services participants as well as interviews with contractors serving the Home Energy Services program, found very high levels of satisfaction across various aspects of the programs. Very few instances of dissatisfaction were reported, and the program processes generally appear to be working well for participants. Home Energy Service contractors indicated the market continues to respond to incentives, and that the program continues to persuade homeowners to make energy efficiency investments, although, reduced incentives, especially for gas and lighting measures are making it more challenging to attract prospective participants.

1 Evaluation Methods

The analysis methods used for the evaluated PY2021 programs are summarized as follows:

Business Comprehensive. This program offers rebates to SPS's commercial customers for the installation of energy efficient equipment. The measures eligible for the Business Comprehensive program are primarily prescriptive in nature, but the program also includes custom projects. Gross impacts were estimated based on a review of the deemed savings values combined with engineering desk reviews of a statistically representative sample of projects covering a range of project sizes and major measure types. A phone survey of participating customers was used to verify installation and to collect information needed for a self-report analysis of free ridership to determine net impacts.

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Home Energy Services. This is a prescriptive program serving SPS's residential customers, including low-income households, and offers the following measures: ceiling insulation, duct sealing, air infiltration, central AC, air source heat pumps, programmable thermostats, LEDs, and low flow shower heads. Low-income customers can receive these measures at a reduced cost. The evaluation of the Home Energy Services program included desk reviews for a sample of projects, deemed savings reviews, and a participant survey. For the process evaluation, the participant survey was used to assess how well the program is operating and serving customers.

Home Lighting & Recycling. The lighting program utilized an elasticity model to estimate the net impacts based on the observed changes in bulb sales at different retail price points. The model was then used to estimate the effect that the program rebate is having on bulb sales, which was used to estimate free ridership for the program. The deemed savings for each bulb type were also reviewed as part of the gross impact analysis.

1.1 Phone Surveys

Participant phone surveys were fielded in early 2022 for participants in the Business Comprehensive and Home Energy Services programs. The surveys averaged about 15 to 20 minutes in length and covered the following topics:

- Verification of measures included in SPS's program tracking database;
- Satisfaction with the program experience;

- Survey responses for use in the free ridership calculations;
- Participation drivers and barriers; and
- Customer characteristics.

Additional interviews were also conducted by engineers if additional information was needed for the individual project desk reviews.

Given the relatively low number of participants in the Business Comprehensive program, the original goal was to complete as many surveys as possible, and a census of participants was contacted for this program. Ultimately, 40 phone surveys were completed with Business Comprehensive participants. For the Home Energy Services program, the goal was to complete 100 surveys, including a mix of low-income and non-low-income customers. A total of 100 surveys were completed for this program. Table 6 shows the distribution of completed surveys.

Table 6: Business Comprehensive & Home Energy Services Phone Survey Summary

Program	Number of Customers with Valid Contact Info	Completed Surveys
Business Comprehensive	94	40
Home Energy Services	685	100

The final survey instrument for the Business Comprehensive program is included in Appendix A, and the final survey instrument for the Home Energy Services program is included in Appendix B.

1.2 Engineering Desk Reviews

To verify gross savings estimates, the evaluation team conducted engineering desk reviews for a sample of the projects in the Business Comprehensive and Home Energy Services programs. For dropship lighting projects in the Business Comprehensive program, the evaluation team conducted a database review. The goal of the desk reviews and database review was to verify equipment installation, operational parameters, and estimated savings.

Both prescriptive and custom projects received desk reviews that included the following:

- Review of project description, documentation, specifications, and tracking system data;
- Confirmation of installation using invoices and supporting project documentation; and
- Review of project documentation, when available, detailing differences between installed equipment and subsequent adjustments.

For projects in the Business Comprehensive program that used prescriptive methodology, the engineering desk reviews included the following:

- Review of measures available in the New Mexico Technical Reference Manual (TRM) and the SPS Technical Assumptions (TA) to determine the most appropriate algorithms which apply to the installed measure;
- Recreation of savings calculations using TRM/TA algorithms and inputs as documented by submitted specifications and invoices; and
- Review of TRM/TA algorithms to identify candidates for future updates and improvements.

For the custom projects included in the Business Comprehensive program, the engineering desk reviews included the following:

- Review of engineering analyses for technical soundness, proper baselines, and appropriate approaches for the specific applications;
- Review of methods of determining demand (capacity) savings to ensure they are consistent with program and utility methods for determining peak load/savings;
- Review of input data for appropriate baseline specifications and variables such as weather data, bin hours, and total annual hours to determine if they are consistent with facility operation; and
- Consideration and review for interactive effects between affected systems.

For the dropship lighting projects included in the Business Comprehensive program, the database review included the following:

- Review of database for proper baselines, deemed savings technical assumptions and quantities;
- Verification that calculations align with the methodology outlined in the TRM/TA; and
- Recreation of savings calculations using TRM/TA algorithms and inputs as documented in the database.

For projects included in the Home Energy Services program that used prescriptive methodology, the engineering desk reviews included the following:

- Review of field reports, pictures, and other project files for proper baselines, deemed savings technical assumptions and parameters;
- Recreation of savings calculations using TRM/TA algorithms; and
- Review of TRM/TA algorithms to identify candidates for future updates and improvements.

1.3 Billing Regression

As in years past, a billing regression model was used to evaluate the Energy Feedback program. The general framework for the billing regression model is to estimate post-participation energy consumption while controlling for the timing of the measure installations and changes in weather over the analysis period. The model framework was tailored to match the individual program, as discussed below.

1.3.1 Energy Feedback

For the Energy Feedback program, a billing regression was used to estimate energy savings based on an analysis of customer bills before and after they received the Energy Feedback reports. The billing regression uses a fixed effects specification and includes variables for monthly energy consumption, weather (heating and cooling degree days), and other variables to control for external influences on energy use. The analysis dataset is a randomized control trial (RCT) design that includes both a participating (treatment) group and a matched control group of customers. Since data on the control group are included in the model, the resulting impact estimates are interpreted as net impacts.

1.4 Net Impact Analysis

1.4.1 Self-Report Approach

The evaluation team estimated net impacts for some programs using the self-report approach. This method uses responses to a series of carefully constructed survey questions to learn what participants would have done in the absence of a utility's program. The goal is to ask enough questions to paint an adequate picture of the influence of the program activities (rebates and other program assistance) within the confines of what can reasonably be asked during a phone survey.

With the self-report approach, specific questions that are explored include the following:

- What were the circumstances under which the customer decided to implement the project (that is, new construction, retrofit/early replacement, replace-on-burnout)?
- To what extent did the program accelerate installation of high efficiency measures?
- What were the primary influences on the customer's decision to purchase and install the high efficiency equipment?
- How important was the program rebate on the decision to choose high efficiency equipment?
- How would the project have changed if the rebate had not been available (for example, would less efficient equipment have been installed, would the project have been delayed, etc.)?

- Were there other program or utility interactions that affected the decision to choose high efficiency equipment (for example, was there an energy audit done, has the customer participated before, is there an established relationship with a utility account representative, was the installation contractor trained by the program)?

The method used for estimating free ridership (and ultimately the net-to-gross [NTG] ratio) using the self-report approach is based on the 2017 Illinois Statewide TRM.[7] For the SPS programs, questions regarding free ridership were divided into several primary components:

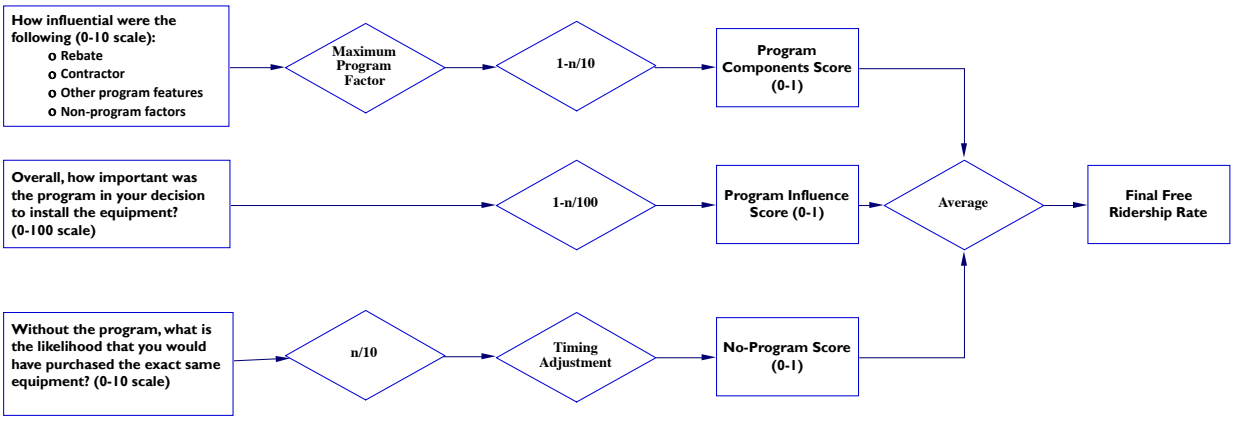
- A ***Program Component*** series of questions that asked about the influence of specific program activities (rebate, customer account rep, contractor recommendations, other assistance offered) on the decision to install energy efficient equipment;
- A ***Program Influence*** question, where the respondent was asked directly to provide a rating of how influential the overall program was on their decision to install high efficiency equipment; and
- A ***No-Program Component*** series of questions, based on the participant's intention to carry out the energy-efficient project without program funds or due to influences outside of the program.

Each component was assessed using survey responses that rated the influence of various factors on the respondent's equipment choice. Since opposing biases potentially affect the main components, the *No-Program* component typically indicates higher free ridership than the *Program Component/Influence* questions. Therefore, combining these opposing influences helps mitigate the potential biases. This framework also relies on multiple questions that are crosschecked with other questions for consistency. This prevents any single survey question from having an excessive influence on the overall free ridership score.

Figure 1 provides a simplified version of the scoring algorithm. In some cases, multiple questions were asked to assess the levels of efficiency and purchase timing in absence of the program. For each of the scoring components, the question responses were scored so that they were consistent and resulted in values between 0 and 1. Once this was accomplished, the three question components were averaged to obtain the final free ridership score.

[7] The full Illinois TRM can be found at http://www.ilsag.info/il_trm_version_6.html

Figure 1: Self-Report Free Ridership Scoring Algorithm



Source: Adapted by Evergreen Economics from the 2017 Illinois TRM.

More detail on each of the three question tracks is provided below.

Program Component Questions

The ***Program Component*** battery of questions was designed to capture the influence of the program on the equipment choice. These questions were also designed to be as comprehensive as possible so that all possible channels through which the program is attempting to reach the customer were included.

The type of questions included in the Program Component question battery included the following:

- How influential were the following on your decision to purchase your energy efficient equipment?
  - Rebate amount
  - Contractor recommendation
  - Utility advertising/promotions
  - Technical assistance from the utility (e.g., energy audit)
  - Recommendation from utility customer representative (or program implementer)
  - Previous participation in a utility efficiency program

As shown at the top of Figure 1, the question with the highest value response (i.e., the program factor that had the greatest influence on the decision to install a high efficiency measure) was the one that was used in the scoring algorithm as the Program Component score.

Program Influence Question

A separate ***Program Influence*** question asked the respondent directly to rate the combined influence of the various program activities on their decision to install energy efficient equipment.

This question allowed the respondent to consider the program as a whole and incorporated other forms of assistance (if applicable) in addition to the rebate. Respondents were also asked about potential non-program factors (condition of existing equipment, corporate policies, maintenance schedule, etc.) to put the program in context with other potential influences.

The Program Influence question also provided a consistency check so that the stated importance of various program factors could be compared across questions. If there appeared to be inconsistent answers across questions (rebate was listed as very important in response to one question but not important in response to a different question, for example), then the interviewer asked follow-up questions to confirm responses. The verbatim responses were recorded and were reviewed by the evaluation team as an additional check on the free ridership results.

No-Program Questions

A separate battery of ***No-Program*** component questions was designed to understand what the customer might have done if the SPS rebate program had not been available. With these questions, we attempted to measure how much of the decision to purchase the energy efficient equipment was due to factors that were unrelated to the rebate program or other forms of assistance offered by SPS.

The types of questions asked for the No-Program component included the following:

- If the program had not existed, would you have
  - Purchased the exact same equipment?
  - Chosen the same energy efficiency level?
  - Delayed your equipment purchase?
- Did you become aware of the utility rebate program before or after you chose your energy efficient equipment?

The question regarding the timing of awareness of the rebate was used in conjunction with the importance rating the respondent provided in response to the earlier questions. If the respondent had already selected the high efficiency equipment prior to learning about the rebate **and** said that the rebate was the most important factor, then a downward adjustment was made on the influence of the rebate in calculating the Program Component score.

The responses from the No-Program questions were analyzed and combined with a timing adjustment to calculate the No-Program score, as shown in Figure 1. The timing adjustment was made based on whether or not the respondent would have delayed their equipment purchase if the rebate had not been available. If the purchase would have been delayed by one year or more, then the No-Program score was set to zero, thereby minimizing the level of free ridership for this algorithm component only.

Free Ridership and NTG Calculation

The values from the Program Component score, the Program Influence score, and the No-Program score were averaged in the final free ridership calculation; the averaging helped reduce potential biases from any particular set of responses. The fact that each component relied on multiple questions (instead of a single question) also reduced the risk of response bias. As discussed above, additional survey questions were asked about the relative importance of the program and non-program factors. These responses were used as a consistency check, which further minimized potential bias.

Once the self-report algorithm was used to calculate free ridership, the total NTG ratio was calculated using the following formula:

$$Net\text{-}to\text{-}Gross\ Ratio = (1 - Free\ Ridership\ Rate)$$

Beginning in 2021, any updates to program NTG ratios will be applied prospectively. As a result, the new NTG ratios for Business Comprehensive, Home Lighting & Recycling, and Home Energy Services developed in the PY2021 evaluation will be used beginning in PY2022. The realized net impacts discussed below were calculated using the existing NTG ratios from PY2020.

1.5 Realized Gross and Net Impact Calculations

The final step in the impact evaluation process is to calculate the realized gross and net savings, based on the program-level analysis described above. The **Gross Realized Savings** are calculated by taking the original *ex ante* savings values from the participant tracking databases and adjusting them using an **Installation Adjustment** factor (based on the count of installed measures verified through the phone surveys) and an **Engineering Adjustment** factor (based on the engineering analysis, desk reviews, etc.):

Gross Realized Savings =
(*Ex Ante* Savings)*(Installation Adjustment)*(Engineering Adjustment Factor)

Net Realized Savings are then determined by multiplying the Gross Realized Savings by the NTG ratio:

Net Realized Savings = (Net-to-Gross Ratio)*(Gross Realized Savings)

1.6 Cost Effectiveness

The cost effectiveness of the SPS programs was tested using the Utility Cost Test (UCT). In the UCT, the benefits of a program are considered to be the present value of the net energy saved, and the costs are the present value of the program's administrative costs plus incentives paid to

customers. To perform the cost effectiveness analysis, the evaluation team obtained the following from SPS:

- Avoided cost of energy (costs per kWh over a 20+ year time horizon);
- Avoided cost of capacity (estimated cost of adding a kW/year of generation, transmission, and distribution to the system);
- Avoided cost of CO2 (estimated monetary cost of CO2 per kWh generated);
- Avoided transmission and distribution costs;
- Discount rate;
- Line loss factor; and
- Program costs (all expenditures associated with program delivery).

For all programs, the Evergreen team took the energy savings and effective useful life values from the final PY2021 tracking data submitted by SPS. The evaluation team reviewed the effective useful life values and compared them to the values contained in the New Mexico TRM to confirm that the values assumed by SPS were reasonable. The final cost-effectiveness analyses used net verified impacts, which take into account NTG ratios and engineering adjustment factors.

SPS also provided the evaluation team with measure-specific net present values for the avoided cost per kWh saved over each measure's life. These values took into account measure load shapes, hourly avoided energy costs, measure effective useful lives, the SPS discount rate, and line loss factors.

Additionally, Section 17.7.2.9.B(4) of the New Mexico Energy Efficiency Rule allows utilities to claim utility system economic benefits for low-income programs equal to 20 percent of the calculated energy benefits. We applied the 20 percent adder to the benefits calculated for the Home Energy Services Low Income program.

The evaluation team input the savings and cost data into a cost effectiveness model that calculated the benefits, costs, and benefit-cost ratio for each measure, project, or program entered, and rolled up the data into program-level UCT values.

2 Business Comprehensive Program

2.1 Business Comprehensive Gross Impacts

The *ex ante* 2021 impacts for the Business Comprehensive program are summarized in Table 7. In total, the Business Comprehensive program accounted for approximately 56 percent of *ex ante* energy impacts in SPS's overall portfolio.

Table 7: PY2021 Business Comprehensive Savings Summary

Sub-Program	# of Projects	Expected Gross kWh Savings	Expected Gross kW Savings
Cooling Efficiency	16	227,178	72
Custom Efficiency	10	3,619,048	550
Lighting Efficiency	123	3,516,687	734
Motors Efficiency	79	28,892,005	5,452
Total	**228**	**36,254,918**	**6,807**

The majority of the gross impact evaluation activities were devoted to engineering desk reviews of a sample of projects. For the desk reviews, the sample frame included projects in the Cooling, Custom, Lighting, and Motors sub-programs. The sample was stratified to cover a range of different measure types so that no single measure (often lighting) would dominate the desk reviews. The sample was also stratified based on total energy savings within each sub-program. Overall, the sampling strategy ensured that a mix of projects in terms of both project size and measure type would be included in the desk reviews.

The final sample design is shown in Table 8. The resulting sample achieved a relative precision of 90/4.0 overall, with precision ranging from 85/0.4 to 85/5.9 for all but one sub-program. Exterior lighting failed to reach the 85/15 target.

Table 8: Business Comprehensive Desk Review Sample

Sub-Program	Group	Stratum	Count	Average kWh	Total kWh Savings	% of Savings	Final Sample
Cooling	Cooling	0	3	16,812	44,548	0.2%	3
		1	9	2,201	19,806	0.1%	4
Custom	Custom	0	7	373,777	2,616,438	10.3%	7
Lighting	Exterior	0	3	159,180	409,564	1.6%	3
	Exterior	1	8	22,412	179,292	0.7%	3
	Interior	0	3	170,136	431,682	1.7%	3
	Interior	1	10	18,517	185,168	0.7%	3
	Interior	2	44	4,138	182,079	0.7%	2
	Linear	1	3	51,768	155,305	0.6%	2
	Linear	2	4	31,407	125,629	0.5%	2
	Linear	3	9	13,541	121,865	0.5%	2
	Linear	4	14	2,905	40,676	0.2%	2
Motors	Non-VFD	0	2	7,056	14,112	0.1%	2
	VFD	1	6	878,474	5,270,844	20.7%	2
	VFD	2	11	487,673	5,364,403	21.1%	2
	VFD	3	19	337,629	6,414,948	25.2%	2
	VFD	4	27	144,478	3,900,896	15.3%	2
Total			**182**	**160,124**	**25,477,255**	**100%**	**46**

As discussed in the *Evaluation Methods* section, the evaluation team determined gross realized impacts for the Business Comprehensive program by performing engineering desk reviews on the sample of projects.

For prescriptive projects, the evaluation team found multiple measures that existed in both the New Mexico TRM and the SPS Technical Assumptions (TA). For most of these measures, the approaches were consistent between the two sources. However certain lighting parameters (e.g., available building types) differed between these documents. In cases where these sources were

not consistent, the evaluation team examined the sources to determine which approach we believed offered greater detail and accuracy. Additionally, the evaluation team considered the 2021 New Mexico TRM to be the "safe harbor" and did not make negative adjustments to SPS calculations that correctly adhered to the TRM.

For custom projects, the evaluation team recreated savings analyses when possible (e.g., simple spreadsheet calculations). For more complex analyses (e.g., pumping projects), the evaluation team reviewed the calculation methods and input values. When applicable, approaches and assumptions used in custom analyses were compared to those contained in the TRM.

Engineering adjustment factors varied from 100 percent for these main reasons:

- **The *ex post* savings relied on the Xcel Input Wattage Guide to determine the baseline fixture wattages for prescriptive lighting projects.** The evaluation team relied on the values listed in the Xcel Input Wattage Guide to determine the appropriate baseline fixture wattage for prescriptive lighting projects.
- ***The ex post* savings included an In-Service Rate (ISR) for the LED lamps distributed through the Dropship Lighting program. The *ex post* savings also corrected an error in the reported savings for the linear tubes in the Dropship Lighting program.** Based on our experience with the program, the evaluation team adjusted the ISR from 1.00 to 0.91 for LED lamps, a combination of direct install and kits. For LED linear tubes, SPS hired an electrical contractor to install them. Therefore, the evaluation team used a direct install 1.00 ISR to calculate the verified savings.

Table 9 and Table 10 show the results of the desk reviews and how the resulting engineering adjustments were used to calculate realized savings. For the Business Comprehensive program overall, these adjustments resulted in average engineering adjustment factors of 0.9882 for kWh and 0.9828 for kW.

Table 9: PY2021 Business Comprehensive Gross kWh Impact Summary

Sub-Program	# of Projects	Expected Gross kWh Savings	Engineering Adjustment Factor	Realized Gross kWh Savings
Cooling Efficiency	16	227,178	0.9749	221,468
Custom Efficiency	10	3,619,048	0.9996	3,617,775
Lighting Efficiency	123	3,516,687	0.9448	3,322,516
Motors Efficiency	79	28,892,005	0.9922	28,666,958
Total	**228**	**36,254,918**	**0.9882**	**35,828,716**

Table 10: PY2021 Business Comprehensive Gross kW Impact Summary

Sub-Program	# of Projects	Expected Gross kW Savings	Engineering Adjustment Factor	Realized Gross kW Savings
Cooling Efficiency	16	72	0.9567	69
Custom Efficiency	10	550	0.9998	550
Lighting Efficiency	123	734	0.9496	697
Motors Efficiency	79	5,452	0.9859	5,375
Total	**228**	**6,807**	**0.9828**	**6,690**

A summary of the individual desk review findings for each of the Business Comprehensive projects is included in Appendix F.

2.2 Business Comprehensive Net Impacts

Net impacts for the Business Comprehensive program were calculated using NTG ratios from the participant phone survey. For the Cooling, Custom, Lighting, and Motors sub-programs, the NTG ratios were developed using the self-report method described in the *Evaluation Methods* section using participant phone survey data from the PY2020 evaluation. The resulting program-level NTG ratio is 0.7309.

Table 11 and Table 12 summarize the PY2021 net impacts for the Business Comprehensive program using the NTG ratios described above. Net realized savings for the program overall are 26,187,209 kWh, and net realized demand savings are 4,890 kW.

Table 11: PY2021 Business Comprehensive Net kWh Impact Summary

Sub-Program	# of Projects	Realized Gross kWh Savings	NTG Ratio	Realized Net kWh Savings
Cooling Efficiency	16	221,468	0.7309	161,871
Custom Efficiency	10	3,617,775	0.7309	2,644,232
Lighting Efficiency	123	3,322,516	0.7309	2,428,427
Motors Efficiency	79	28,666,968	0.7309	20,952,679
Total	**228**	**35,828,716**	**0.7309**	**26,187,209**

Table 12: PY2021 Business Comprehensive Net kW Impact Summary

Sub-Program	# of Projects	Realized Gross kW Savings	NTG Ratio	Realized Net kW Savings
Cooling Efficiency	16	69	0.7309	50
Custom Efficiency	10	550	0.7309	402
Lighting Efficiency	123	697	0.7309	509
Motors Efficiency	79	5,375	0.7309	3,928
Total	**228**	**6,690**	**0.7309**	**4,890**

2.3 Participant Surveys

As part of the process evaluation, the evaluation team conducted telephone surveys with representatives from 40 participating companies that received rebates through the SPS Business Comprehensive program. The surveys were completed in February 2022 and ranged from 15 to 20 minutes in length.

The participant survey was designed to cover the following topics:

- Verifying the installation of measures included in the program tracking database;
- Collecting information on participants' satisfaction with their program experience;
- Survey responses for use in the free ridership calculations;
- Baseline data on energy use and/or equipment holdings;
- Participant drivers/barriers; and
- Additional process evaluation topics.

Throughout the analysis described here, we present the survey results as weighted percentages based on the proportion of savings represented by survey respondents relative to the total savings of all program participants.

Company Demographics

Participants were first asked demographic questions related to their businesses. Eighty-four percent of participants reported that they owned the building where their energy efficient measures were installed (Figure 2).

Figure 2: Building Ownership (n=38)

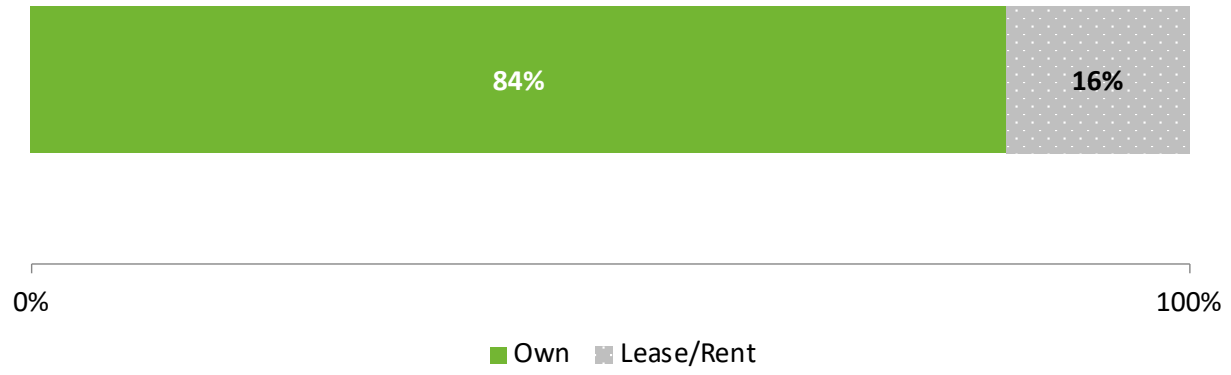


Figure 3 and Figure 4 summarize the survey respondents' number of employees and building size. Thirty-nine percent of participants reported having less than 10 full-time employees, and 56 percent of participants stated that they occupied buildings of less than 2,000 square feet.

Figure 3: Number of Employees (n=36)

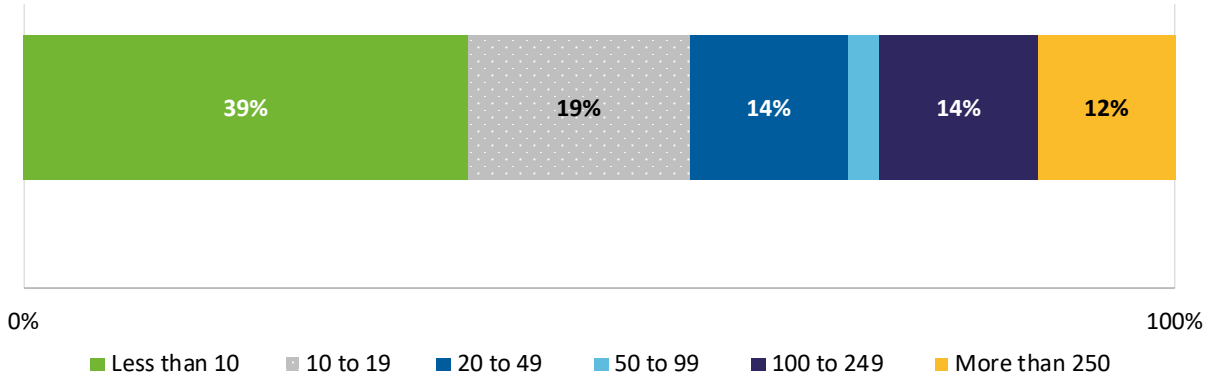
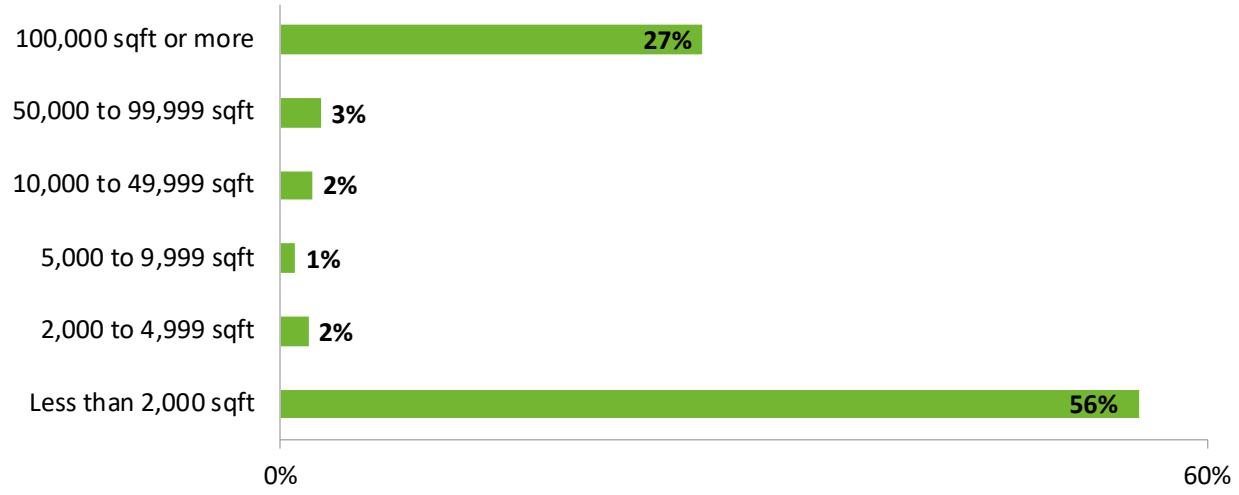
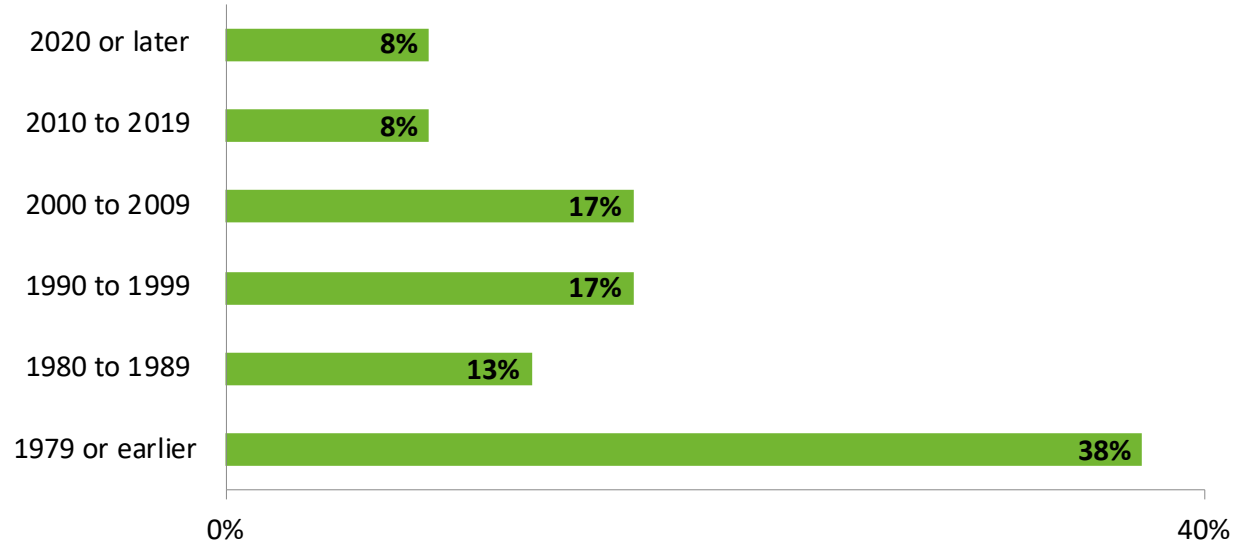


Figure 4: Building Size (n=27)



Additionally, Figure 5 shows that 38 percent of participants reported that their buildings were constructed in 1979 or earlier, 17 percent were constructed from 1990 to 1999, and another 17 percent were constructed from 2000 to 2009. This is inconsistent with previous program years, when survey participants reported newer building projects.

Figure 5: Building Age (n=24)

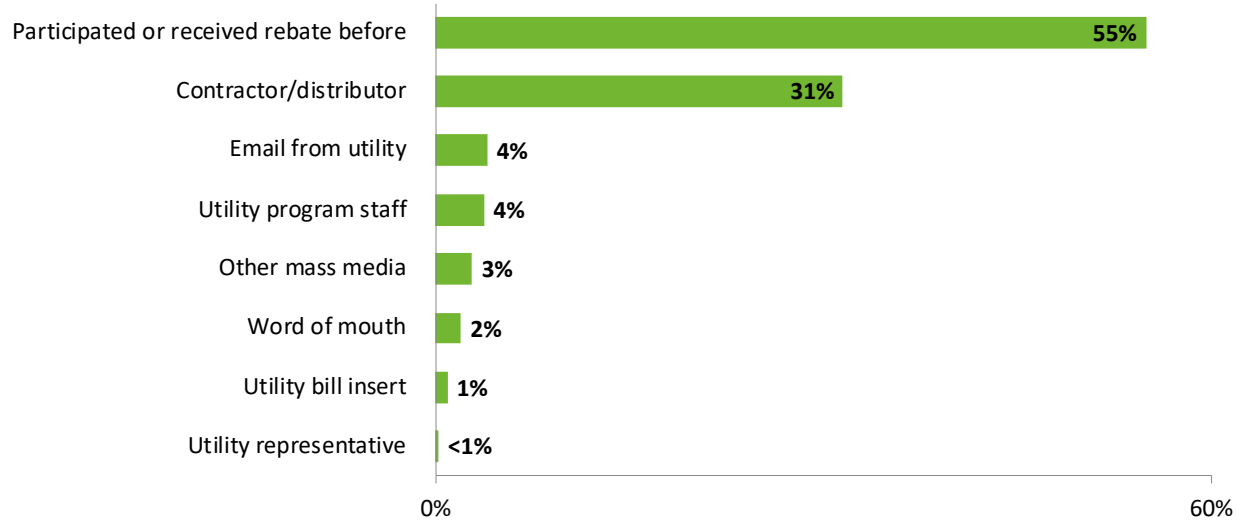


Sources of Awareness

Participants were then asked to recall how they first became aware of the Business Comprehensive program's rebates and assistance (Figure 6). While participants reported learning about the program through a variety of channels (e.g., word of mouth, contractors and/or

distributors, previous participation, retailers, and the utility website), 55 percent of participants had participated or received a rebate before.

Figure 6: Initial Source of Awareness (n=28)



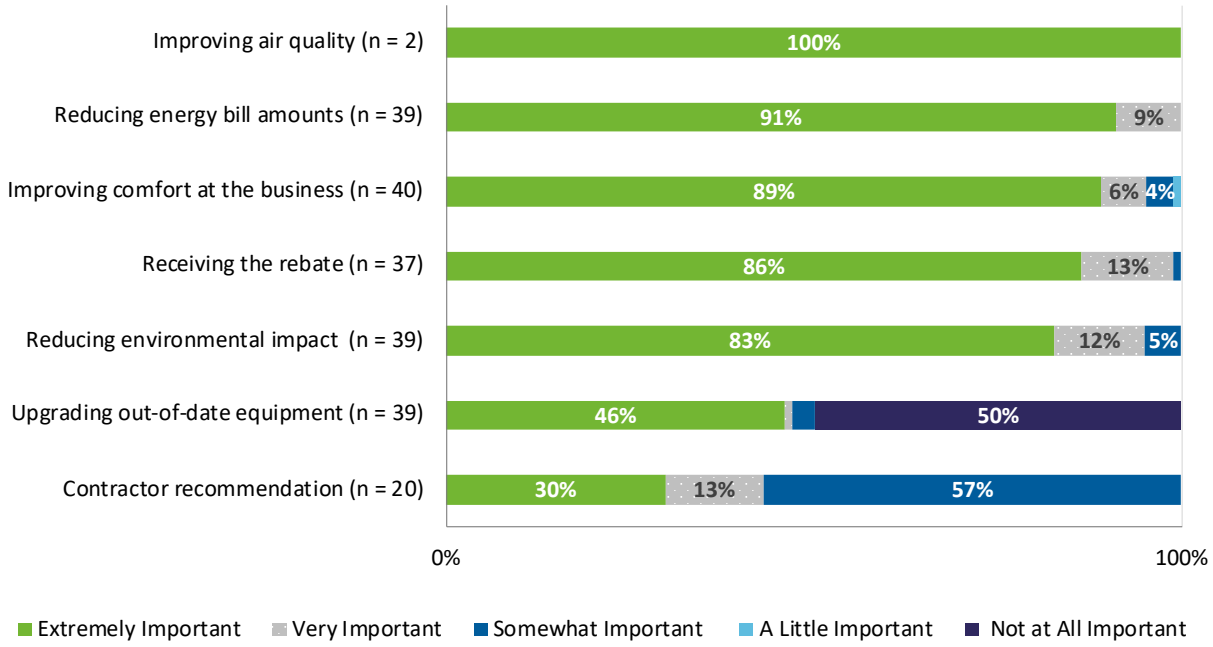
Motivations for Participation

Participants were then asked to rate a list of factors that might have influenced their decision to participate in the program (Conversely, participants were less likely to rank upgrading out-of-date equipment as important, with 50 percent of participants stating that it was not at all important in their decision-making process.

Figure 7). The 'Improving air quality' factor should be examined with caution due to the low number of respondents. Reducing energy bills was the most influential factor across all respondents after excluding improving air quality, with 91 percent of participants reporting that it was extremely important in their decision to participate in the program. Other factors that participants reported as important included improving comfort at the business (89 percent rating it as extremely important) and receiving the rebate (86 percent rating it as extremely important).

Conversely, participants were less likely to rank upgrading out-of-date equipment as important, with 50 percent of participants stating that it was not at all important in their decision-making process.

Figure 7: Motivations for Participation

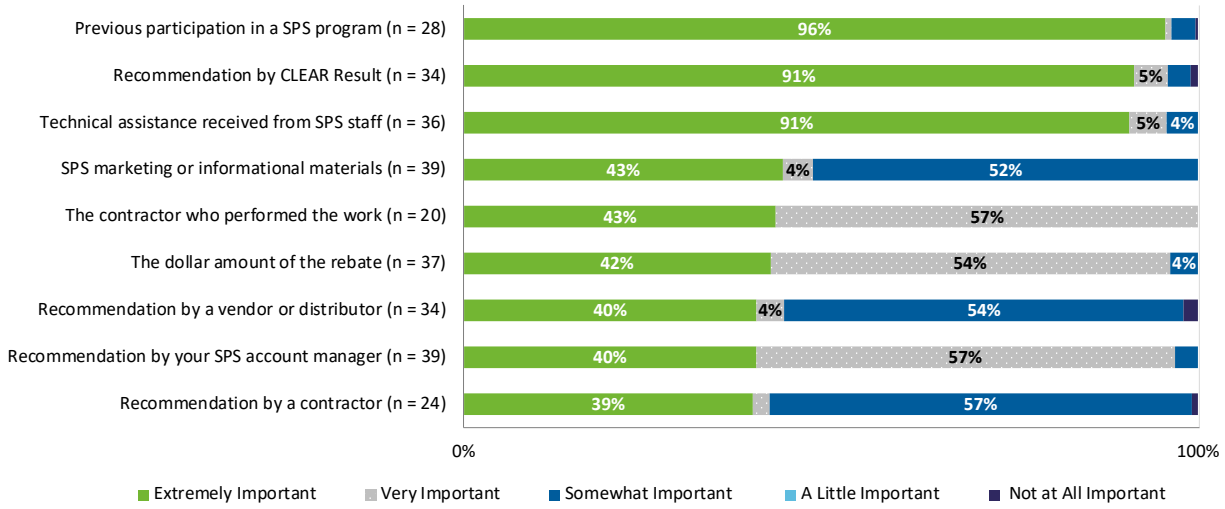


In addition, respondents were given a list of program and non-program factors that may have influenced their decision to participate in the program and were asked to rate each factor on a 0 to 10 point scale.[8] For program factors, as shown in Figure 8, participants were most likely to indicate previous participation in an SPS program (96%), a recommendation by CLEAResult (91%), and technical assistance received from SPS staff (91%) as extremely important in their decision to upgrade their equipment.

In contrast, recommendation by a contractor was the least important program factor for participants, with only 39 percent indicating it was extremely important.

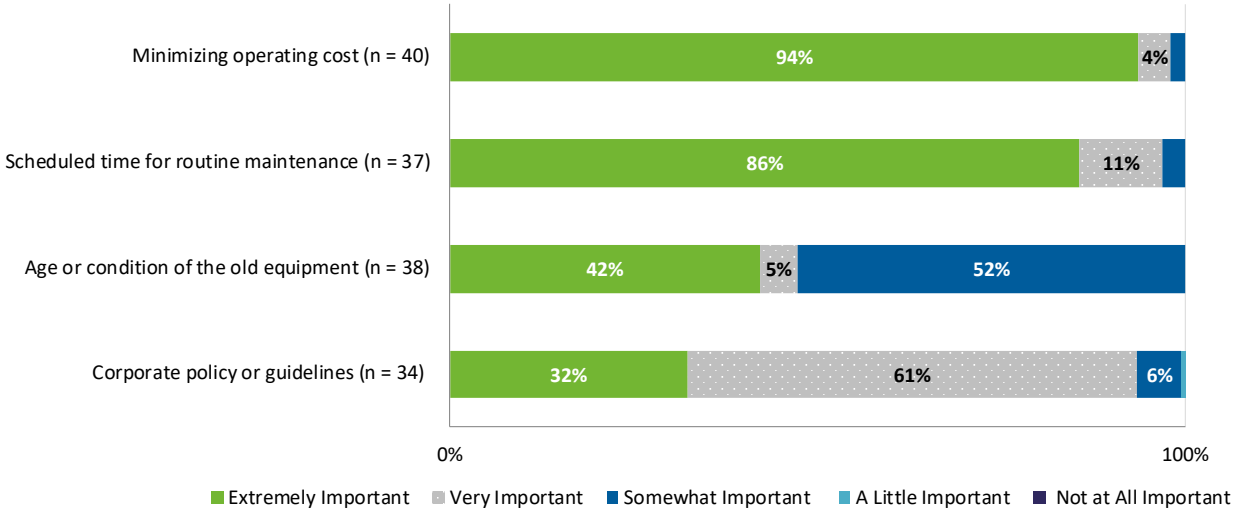
[8] On the 0 to 10-point scale, 0 indicated 'not at all important' and 10 indicated 'extremely important'.

Figure 8: Importance of Program Factors



For non-program factors, as shown in Figure 9, participants were most likely to rate minimizing operating costs as extremely important (94%), followed by scheduled time for routine maintenance (86%), age or condition of old equipment (42%), and finally, corporate policy or guidelines (32%).

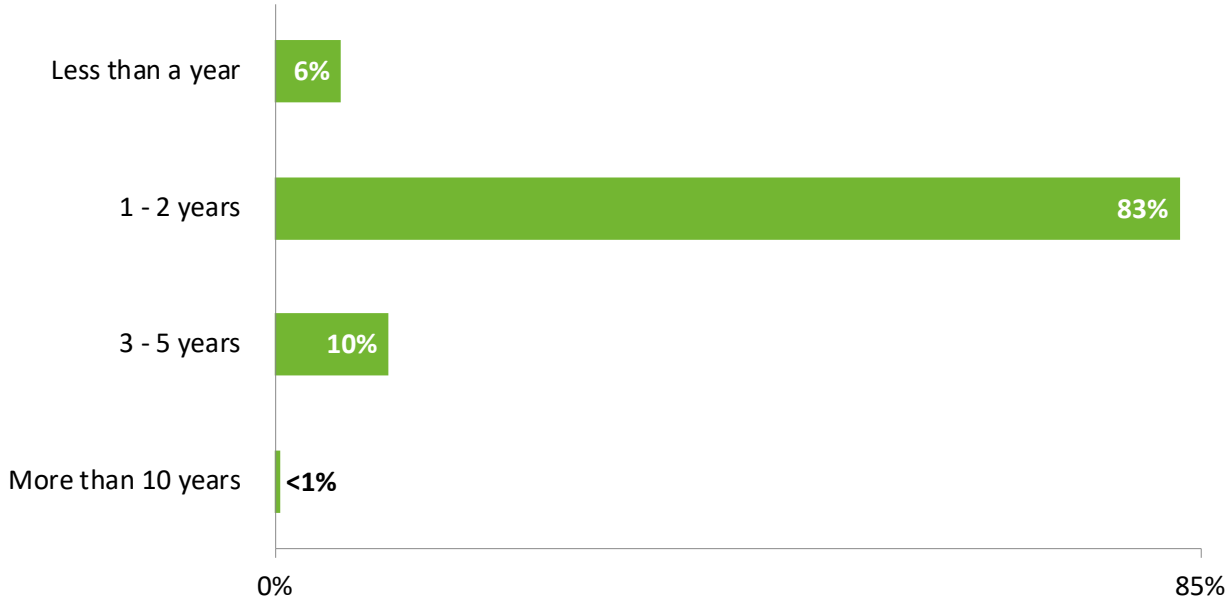
Figure 9: Importance of Non-Program Factors



To get a sense of the condition of participants' existing equipment, respondents estimated how much longer the equipment would have lasted if it had not been replaced. Eighty-three percent of surveyed respondents stated that their equipment would have lasted for one to two more years (Figure 10). Ten percent of respondents estimated their equipment would have lasted three to five

more years. This may suggest that the program is targeting customers with equipment that is likely to need replacement soon anyway (i.e., free riders).

Figure 10: Equipment Remaining Life (n=25)



Participant Satisfaction

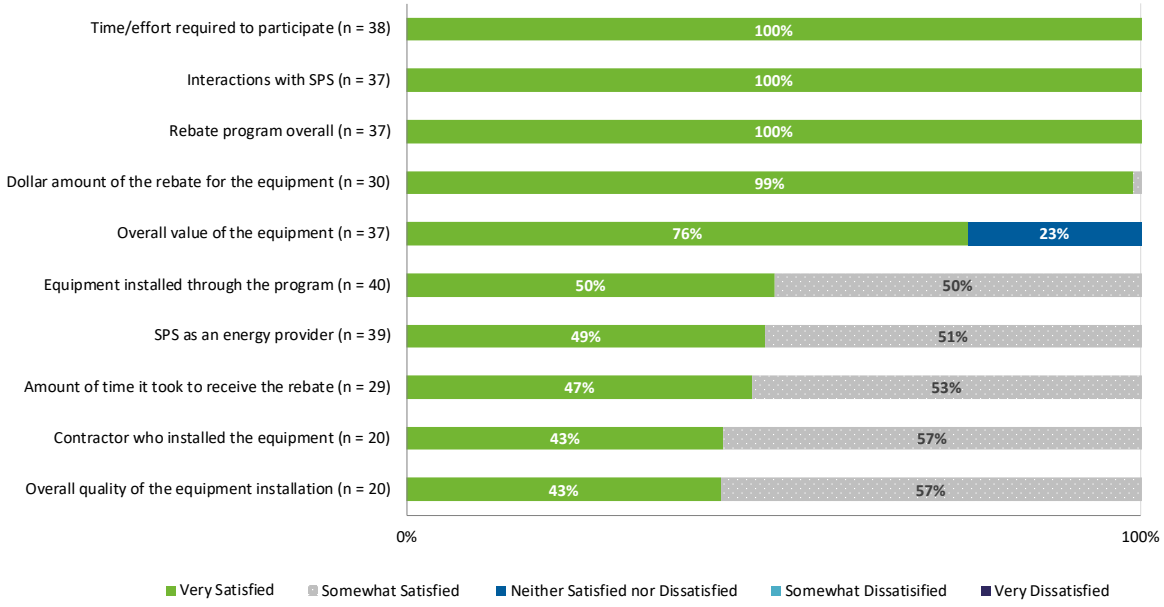
Participants then evaluated their satisfaction with various components of the Business Comprehensive program on a 1 to 5 scale, with 1 being "very dissatisfied" and 5 being "very satisfied". Additionally, the program component with the highest number of neither satisfied nor dissatisfied ratings was the overall value of the equipment, with 23 percent of participants rating the factor in this way.

Figure 11 summarizes the satisfaction levels of the Business Comprehensive program participants over various program components.

Overall, surveyed program participants expressed high levels of satisfaction with the Business Comprehensive program components, with a majority reporting that they were very satisfied or somewhat satisfied with all program components. The program factors that were ranked highest were the time and effort required to participate (100%), the interactions with SPS (100%), and the rebate program overall (100%).

Additionally, the program component with the highest number of neither satisfied nor dissatisfied ratings was the overall value of the equipment, with 23 percent of participants rating the factor in this way.

Figure 11: Participant Program Satisfaction



Net Promoter Score

To calculate a net promoter score, the evaluation team also asked customers about their likelihood to recommend the Business Comprehensive program to others on a scale of 1 to 10. Net promoter scores are measures of brand loyalty. To calculate the net promoter score, responses are classified in the following fashion:

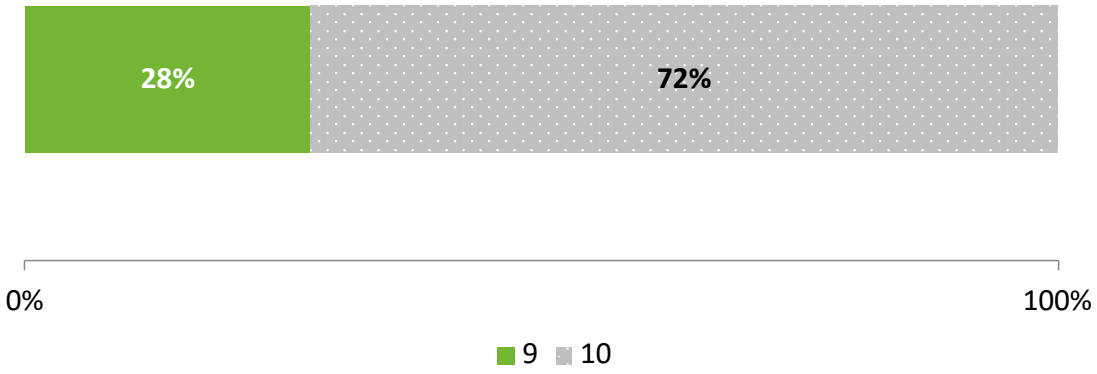
- On a 1 to 10 scale, ratings of 9 or 10 are classified as **Promoters**, as these are customers who are satisfied with the program and are likely to actively recommend the program to other customers.
- Ratings of 7 or 8 are classified as **Passives**, as these are customers who are satisfied with the product but are not likely to actively promote it.
- Ratings of 1 through 6 are classified as **Detractors**, as these customers likely had some issues with the program and may dissuade other customers from participating.

The net promoter score is then calculated using the following formula:

Net Promoter Score = % of Promoters - % Detractors

Responses from participating customers yielded a net promoter score of 100 percent. Figure 12 shows the distribution of responses, with 100 percent of respondents counting as promoters.

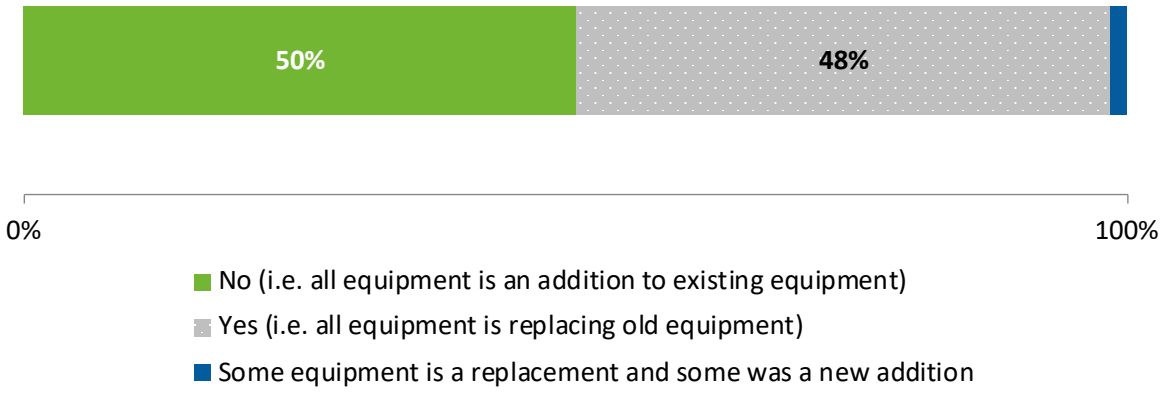
Figure 12: Distribution of Net Promoter Question Responses (n=34)



Equipment Replacement

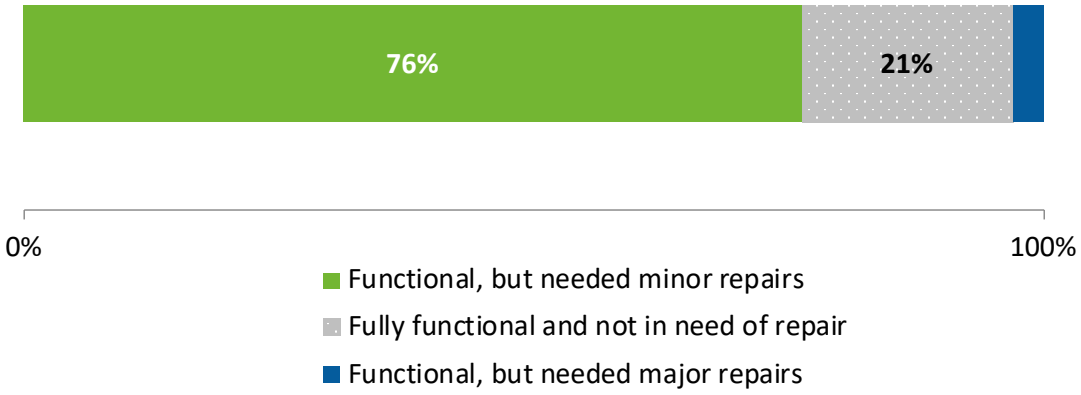
Participants were asked if the equipment installed through the program replaced existing equipment or if program equipment was an addition to existing equipment (Figure 13). Half of the equipment from this program did not replace existing equipment (50%). Forty-eight percent reported that the equipment replaced was replacing old equipment, and 2 percent reported that some equipment was a replacement and some was a new addition.

Figure 13: Intended to Replace Existing Equipment (n=40)



Of the equipment that did replace existing equipment, 76 percent of participants reported that the equipment was functional but needed minor repairs, and 21 percent reported the equipment to be functional and not in need of repairs (Figure 14). Three percent reported that replaced equipment was functional but in need of major repairs.

Figure 14: State of Replaced Equipment (n=37)



2.4 Conclusions and Recommendations

- For prescriptive lighting projects, the evaluation team used baseline fixture wattages listed in the Xcel Input Wattage Guide to calculate *ex post* savings. Using the inputs from the project documentation, Xcel Input Wattage Guide, and algorithms from the SPS TA documents resulted in different savings values (both higher and lower) than those reported by SPS for multiple prescriptive lighting projects.
    - **Recommendation:** Provide documentation of existing fixture wattages, calculation steps, and adjustments made for each project, ensuring that submitted project documentation can be followed to reproduce the *ex ante* savings estimates.
- Project-specific *ex ante* savings for one of the 10 evaluated VFD Motors and Drives projects did not match the *ex post* savings. The *ex ante* savings calculations appear to use the VFD Drive horsepower (HP) (125 HP) instead of the rated motor HP (100 HP).
    - The SPS TA documents state that the rated motor HP should be used in the energy savings calculations.
    - **Recommendation:** Ensure the rated motor HP is used when calculating the prescriptive savings for motors and drives projects.
- For dropship lighting projects in the Business Comprehensive program, the evaluation team conducted a database review by verifying equipment installation, quantities, operational parameters, and estimated savings. Using the inputs from the database and algorithms from the SPS TA documents resulted in different savings values (both higher and lower) than those reported by SPS for multiple dropship lighting projects.
    - The *ex ante* savings for eight of the 41 linear tube projects reported negative savings in the program database. The supplied project documentation appears to note that these reported savings values were errors. The evaluation team calculated positive *ex post* savings for each of the eight projects based on the information in the database.

- Based on the evaluation team's understanding of how the LED lamps were distributed by the program, the evaluation team used an ISR of 0.91 to calculate the *ex post* savings.

3 Energy Feedback Program

The Energy Feedback program is designed as a randomized control trial for the purposes of measuring program savings. As part of this design, the program implementer randomly assigned customers to a treatment group that receives the Energy Feedback Home Energy Report, which compares the household energy use to similar customers and provides tips on how to reduce energy consumption. Those customers not in the treatment group are randomly assigned to the control group and do not receive the report.

3.1 Methods

The Energy Feedback program also uses an opt-out approach to participation. Customers are randomly selected into the program and automatically begin receiving the home energy reports, sent in the mail or via email. There are two ways that customers can leave the program. Customers can opt out at any time, or customers can cancel their electric service when they vacate the premises. Over time, this leads to some attrition in the program, which needs to be accounted for in savings estimation.

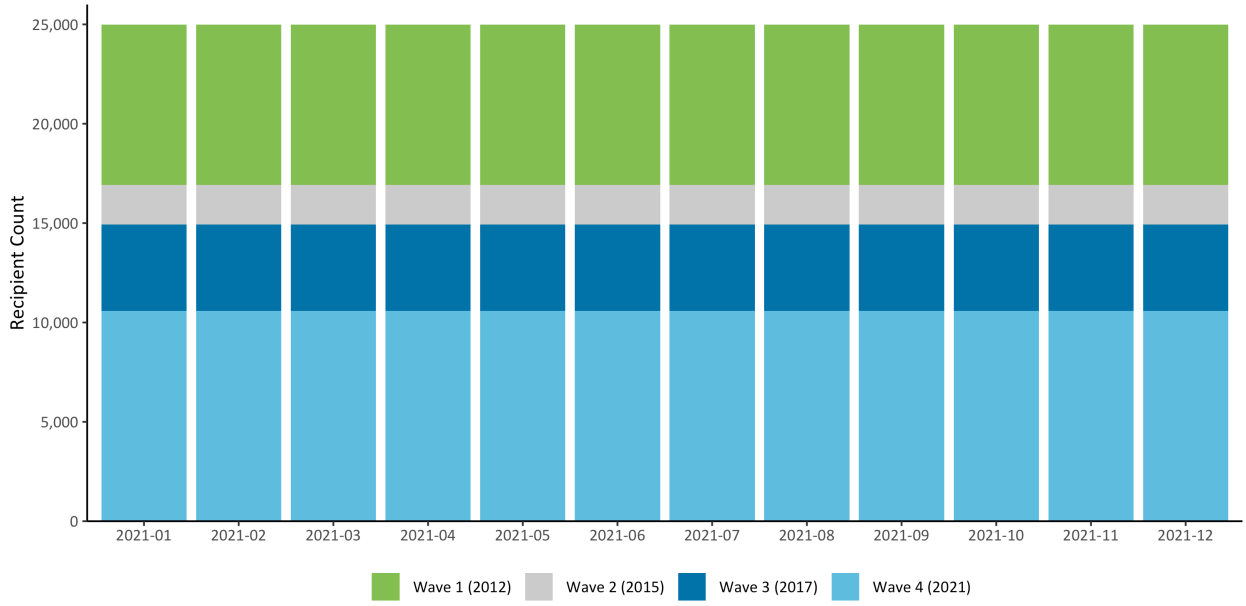
There were four deployment waves for the Energy Feedback program, each of which is tracked separately and has its own matched control group. Table 13 shows the participation numbers at the beginning of each wave, in January 2021, and in December 2021.

Table 13: Participation by Deployment Wave

Wave	Group	Participants – Start Date	Participants – January 1, 2021	Participants – December 31, 2021
Wave 1: 201203	Recipient	15,500	8,121	8,084
	Control	15,500	8,597	8,521
Wave 2: 201507	Recipient	5,250	1,995	1,985
	Control	5,250	2,196	2,178
Wave 3: 201705	Recipient	10,000	4,367	4,341
	Control	10,000	4,855	4,825
Wave 4: 202103	Recipient	10,000	10,601	10,588
	Control	10,000	3,660	3,652
Total	**Recipient**	**30,750**	**25,037**	**24,951**
	Control	**30,750**	**19,288**	**19,156**

Figure 16 shows the program attrition among recipients, due to opt out or account closure. There were very minimal treatment recipients (86 total) that left the program in 2021.

Figure 15: 2021 Treatment Recipient Attrition by Wave



The customer program participation file provided this year contained customers that are still active in Energy Feedback or that left in 2019, 2020 or 2021. It did not contain historical customers (i.e., all customers at the beginning of each wave) that left the program prior to 2019. Given the large number of remaining customers, using only this subset of customers will still provide reliable savings predictions for 2021. Table 14 provides a summary of the data screens and the number of program participants that were not included in the billing regression analysis. These screens reduced our sample slightly from 44,855 customers to 44,780. The most substantial loss of participants came from a lack of billing data for the distinct combination of customer and premise. We also required that a customer in the recipient group must have received at least one print or email report, but this resulted in no account removals.

Table 14: Energy Feedback Data Screens

Description	Removed		Remaining
Total program participants (from Franklin)	-		44,855
Billing data available for unique premise/customer	75	0.1%	44,780

All valid zip codes for program participants were assigned to the closest National Oceanic and Atmospheric Administration (NOAA) weather station. Hourly weather data were pulled for seven

unique weather stations. We calculated cooling degree-hours (CDH) for each hourly temperature using a base temperature of 65 degrees Fahrenheit, and then took the average of these hourly values to create a single cooling degree-day (CDD) value for each weather station on each day in the study period.[9] This process was repeated for heating degree-days (HDD), again using a base temperature of 65 degrees Fahrenheit.

We used a fixed effects regression model to estimate the Energy Feedback impacts, which is the standard approach used for these types of home energy report programs. The benefit of a fixed effects model is that it controls for unique characteristics within each household, such as general levels of electricity use and household occupancy, which would not otherwise be represented in the model. These types of time-invariant characteristics are the fixed effects that the model controls for with a household-specific constant term.

The final billing model using the fixed effects specification is provided below. Variations on this model were explored during the evaluation, including more complex iterations that use a variety of interaction terms and additional explanatory variables. These alternative models all provided similar results and did not improve model performance. An identical model specification was used for each of the Energy Feedback deployment waves.

Equation 1: Daily kWh Regression Model

$$kWh_{i,t} = \alpha_i + \beta_1 Post_t + \beta_2 Treatment + \beta_3 CDD_{i,t} + \beta_4 HDD_{i,t} + \beta_5 Post_t * Treatment + \varepsilon_{i,t}$$

$Where$:

$kWh_{i,t}$ = daily electricity usage of customer i on day t

α_i = customer-specific fixed effect

$Post_t$ = indicator for post-program for year t

$Treatment$ = indicator for treatment group participants

CDD_t, HDD_t = cooling and heating degree days (base of 65°F) for customer i on day t

β_1, β_2, … = coefficients to be estimated by the regression

ε = random error term

[9] A cooling degree-day (CDD) represents the number of degrees that the outdoor temperature exceeded an assumed baseline (in this case, 65°F), averaged across all hours in the day. By calculating this metric from hourly temperatures instead of daily averages, we can identify days that require some cooling during peak hours as well as heating in the early morning or evening.

For each deployment wave, the post-program period of interest was the 2021 calendar year apart from Wave 4 which began during 2021 and so the post period is the month after implementation. The pre-program period varied for each wave and was the calendar year prior to the original start date of each wave.[10] Table 15 summarizes key dates and time periods for each deployment wave.

Table 15: Deployment Wave Period

Wave	Start Month	Pre-Program Period	Post-Program Period
Wave 1: 201203	March 2012	Jan 1, 2011 – Dec 31, 2011	Jan 1, 2021 – Dec 31, 2021
Wave 2: 201507	July 2015	Jan 1, 2014 – Dec 31, 2014	Jan 1, 2021 – Dec 31, 2021
Wave 3: 201705	May 2017	Jan 1, 2016 – Dec 31, 2016	Jan 1, 2021 – Dec 31, 2021
Wave 4: 202103	March 2021	Jan 1, 2020 – March 31, 2021	April 1, 2021 – Dec 31, 2021

3.2 Findings

The results of the models we estimated for each of the three deployment waves are provided in Table 16, with a 90 percent confidence interval for the customer level energy savings. We found statistically significant savings in energy usage for recipients in waves 1-3, but the magnitude of this varies. The coefficient on the $Post * Treatment$ interaction variable can be interpreted as the change in daily energy consumption attributable to a household being in the treatment group in the post-report period.

Table 16: Savings by Deployment Wave

		Daily Savings (kWh)	
Wave	N	Post * Treatment	%
Wave 1: 201203	16,925	-0.42 ± 0.12	0.84% ± 0.25%
Wave 2: 201507	4,198	-1.18± 0.28	2.07% ± 0.49%
Wave 3: 201705	9,230	-0.39 ± 0.19	1.04% ± 0.51%
Wave 4: 202103[11]	14,194	-0.36 ± 0.34	0.88% ± 0.84%

To calculate program level savings, each recipient's program participation duration was calculated for 2021. If a customer did not opt out of the program or cancel their electric service, they

[10] Pre and post indicators were set using the start date of a billing period.
[11] Not statistically significant energy savings

received 365 participation days. If a participant canceled their electric service or opted out in 2021, their annual savings were prorated to reflect their participation days up to that point. If a customer was dropped from the analysis sample prior to 2021 due to one of the other data screens (Table 14), then they were not included in the savings total for 2021. Wave 4 resulted in no net kWh or kW savings as a result of wave 4 billing regression results being not statistically significant.

The total participation days was multiplied by daily savings to obtain net savings. Table 17 shows the annual net savings for PY2021.

Table 17: PY2021 Energy Feedback Net Impact Summary

Deployment Wave	Net kWh Savings	Net kW Savings
Wave 1: 201203	1,229,589	322
Wave 2: 201507	861,398	226
Wave 3: 201705	623,396	163
Wave 4: 202103	0	0
Total	**2,714,383**	**711**

4 Home Energy Services

4.1.1 Home Energy Services Gross Impacts

The *ex ante* 2021 impacts are summarized in Table 18 for the Home Energy Services program, which includes both the low-income and non-low-income program components. In total, the Home Energy Services program accounted for 14 percent of energy impacts in SPS's overall portfolio.

Table 18: Home Energy Services Savings Summary

Program	# of Projects	Expected Gross kWh Savings	Expected Gross kW Savings
Home Energy Services	1,055	4,465,522	382
Home Energy Services – Low Income	914	4,837,842	645
Total	**1,969**	**9,303,364**	**1,027**

The gross impact evaluation activities included engineering desk reviews of a sample of program projects. For the desk reviews, the sample frame included all measure types. The sample was stratified to cover a range of different measure types so that no single measure would dominate the desk reviews. The sample was also stratified based on total energy savings within each measure type. As most projects had multiple measures installed, a typical desk review covered more than one measure type. Overall, the sampling strategy ensured that a mix of projects in terms of both project size and measure type would be included in the desk reviews. The final sample design is shown in Table 19. The resulting sample achieved a relative precision of 90/13.3 overall for Home Energy Services projects.

Table 19: Home Energy Services Desk Review Sample

Measure Type	Stratum	Count	Average kWh	Total kWh Savings	% of Savings	Final Sample
Air Infiltration Reduction	1	7	8,207	57,447	1%	3
	2	17	4,046	68,777	1%	3
	3	23	2,963	68,141	1%	2
	4	49	1,403	68,747	1%	2
	5	81	840	68,061	1%	2
Ceiling Insulation	1	5	15,118	75,588	1%	3
	2	7	10,623	74,359	1%	3
	3	12	6,312	75,746	1%	2
	4	17	4,703	79,957	1%	2
	5	49	1,595	78,145	1%	2
Duct Leakage	1	151	11,735	1,772,047	19%	3
	2	206	8,285	1,706,617	18%	3
	3	258	6,602	1,703,188	18%	3
	4	327	5,216	1,705,510	18%	3
	5	731	2,328	1,701,920	18%	3
Total		**1,940**	**5,998**	**9,304,250**	**100%**	**39**

As discussed in the *Evaluation Methods* section, gross realized impacts for the Home Energy Services program were determined by performing engineering desk reviews on the sample of projects as shown above.

Table 20 and Table 21 show the summary results of the desk reviews and how the resulting engineering adjustments were used to calculated realized savings. For the Home Energy Services program overall, these adjustments resulted in an engineering adjustment factor of 1.0502 for kWh and 0.9999 for kW.

Table 20: PY2021 Home Energy Services Gross kWh Impact Summary

Program	# of Projects	Expected Gross kWh Savings	Engineering Adjustment Factor	Realized Gross kWh Savings
Home Energy Services	1,055	4,465,522	1.0502	4,689,498
Home Energy Services – Low Income	914	4,837,842	1.0502	5,080,492
Total	**1,969**	**9,303,364**	**1.0502**	**9,769,990**

Table 21: PY2021 Home Energy Services Gross kW Impact Summary

Program	# of Projects	Expected Gross kW Savings	Engineering Adjustment Factor	Realized Gross kW Savings
Home Energy Services	1,055	382	0.9999	382
Home Energy Services – Low Income	914	645	0.9999	645
Total	**1,969**	**1,027**	**0.9999**	**1,027**

For individual projects, engineering adjustment factors that varied from 1.00 were predominately caused by two overarching reasons:

- **Four projects with a Duct Leakage measure reported peak demand savings but did not report energy (kWh) savings.** The program tracking data did not include any energy savings for these four projects.
- **The evaluation team was not able to replicate the energy savings for nine projects with a Duct Leakage measure.** The evaluation team followed the algorithms contained in the SPS Technical Assumptions and algorithm inputs provided by SPS but arrived at savings that differed slightly from those reported by SPS. The majority of projects where the savings could not be replicated were homes with electric furnaces.

A summary of the individual desk review findings for each of the 39 projects is included in Appendix G.

4.1.2 Home Energy Services Net Impacts

Net impacts for the Home Energy Services program were calculated using NTG ratios from the participant phone survey or an assigned value of 1, depending on the participant income level and measure type. For low-income participants, an NTG ratio of 1 was assigned to those projects. For two specific measures—air infiltration reduction and duct sealing—SPS has indicated these

services would not be available in its service territory were it not for the program contractors. For this reason, these two measure types were assigned an NTG ratio of 1. For non-low-income participants with other measures, the NTG ratio was developed using the self-report method described in the *Evaluation Methods* section using participant phone survey data. The resulting NTG ratio for the non-low-income portion of the Home Energy Services program is 0.9455. As a result, the overall NTG ratio for the Home Energy Services program is 0.9738 for PY2021. In PY2022, the overall NTG ratio will change to 0.9051.

Table 22 and Table 23 summarize the PY2021 net impacts for the Home Energy Services program using the NTG ratios described above. Net realized savings for the program overall are 9,514,413 kWh, and net realized demand savings are 1,006 kW.

Table 22: PY2021 Home Energy Services Net kWh Impact Summary

Program	# of Projects	Realized Gross kWh Savings	NTG Ratio	Realized Net kWh Savings
Home Energy Services	1,055	4,689,498	0.9455	4,433,910
Home Energy Services – Low Income	914	5,080,492	1.0000	5,080,492
Total	**1,969**	**9,769,990**	**0.9738**	**9,514,413**

Table 23: PY2021 Home Energy Services Net kW Impact Summary

Program	# of Projects	Realized Gross kW Savings	NTG Ratio	Realized Net kW Savings
Home Energy Services	1,055	382	0.9455	361
Home Energy Services – Low Income	914	645	1.0000	645
Total	**1,969**	**1,027**	**0.9797**	**1,006**

4.2 Participant Surveys

As part of the process evaluation, the evaluation team conducted telephone surveys with 100 participating residential customers that received reduced cost services and/or equipment through the SPS Home Energy Services program. The surveys were completed in February 2022 and ranged from 15 to 20 minutes in length.

The participant survey was designed to cover the following topics:

- Verifying the installation of measures included in the program tracking database;
- Collecting information on participants' satisfaction with their program experience;
- Survey responses for use in the free ridership calculations;
- Participant drivers/barriers; and
- Additional process evaluation topics.

SPS provided program participation data on the Home Energy Services participant projects, which allowed the evaluation team to select a sample for interviews. The evaluation team randomly selected and recruited program participants based on whether they had valid contact information and received services and/or equipment through the Home Energy Services program.

The following subsections include data covering demographics, sources of program awareness, motivations for participation, and program satisfaction among survey respondents.

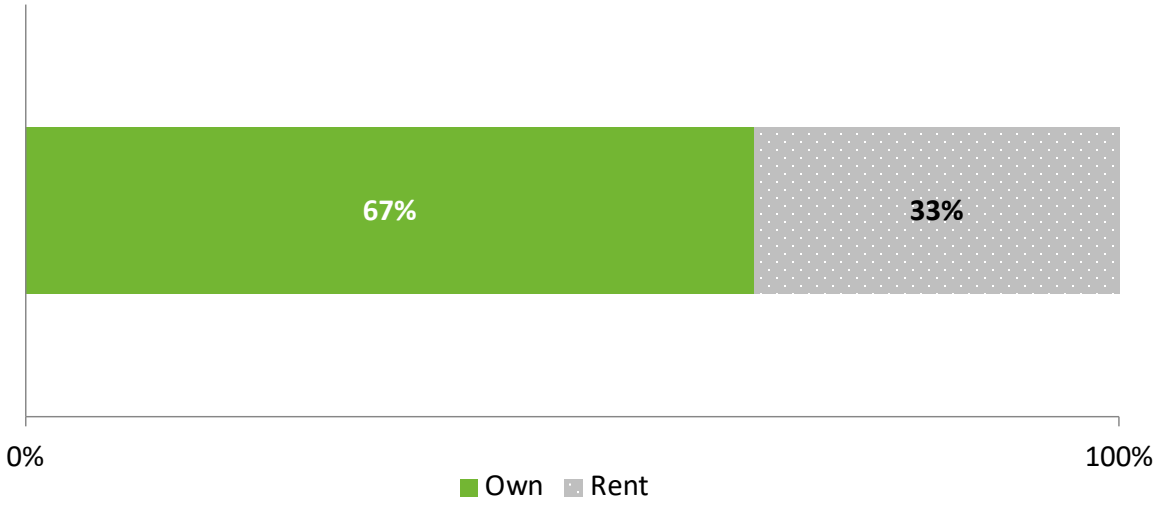
Throughout the analysis described here, we present the survey results as weighted percentages based on the proportion of savings that each survey respondent represents relative to the total savings of all program participants.

4.2.1 Participant Demographics

We asked survey respondents several questions about the characteristics of the home and household including whether they own or rent, the size of their home, the number of people in the household, and the age of their home.

The majority of survey respondents (67%) own their home (Figure 16).

Figure 16: Home Energy Services Participants Own or Rent (n=100)



The following two figures summarize the survey respondents' home and household size. As shown in Figure 17, the majority (69%) of respondents live in homes of less than 2,500 sq ft. Additionally, the majority (72%) of respondents have two or three full-time residents living in the home where the project was completed (Figure 18).

Figure 17: Home Energy Services Respondent Home Size (n=61)

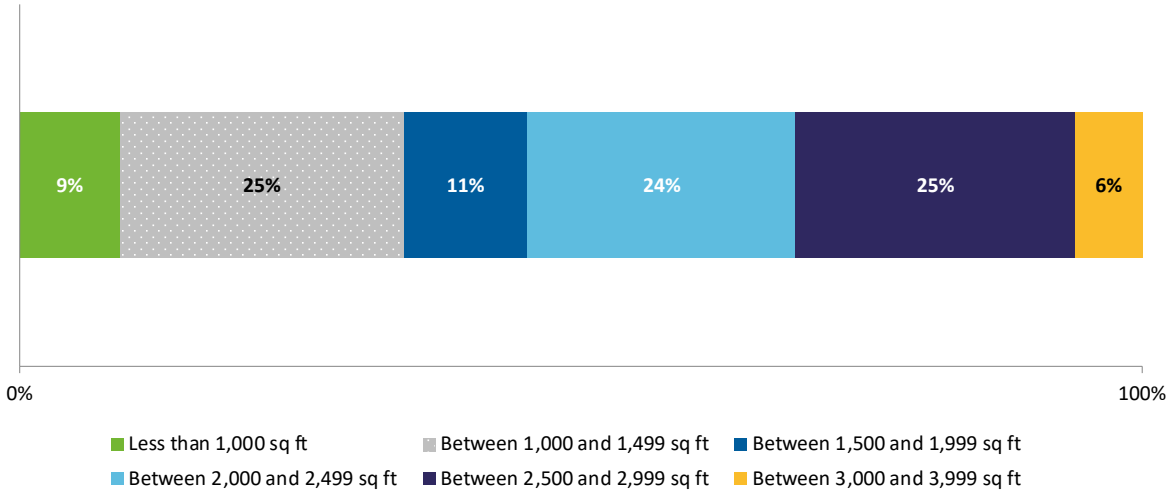
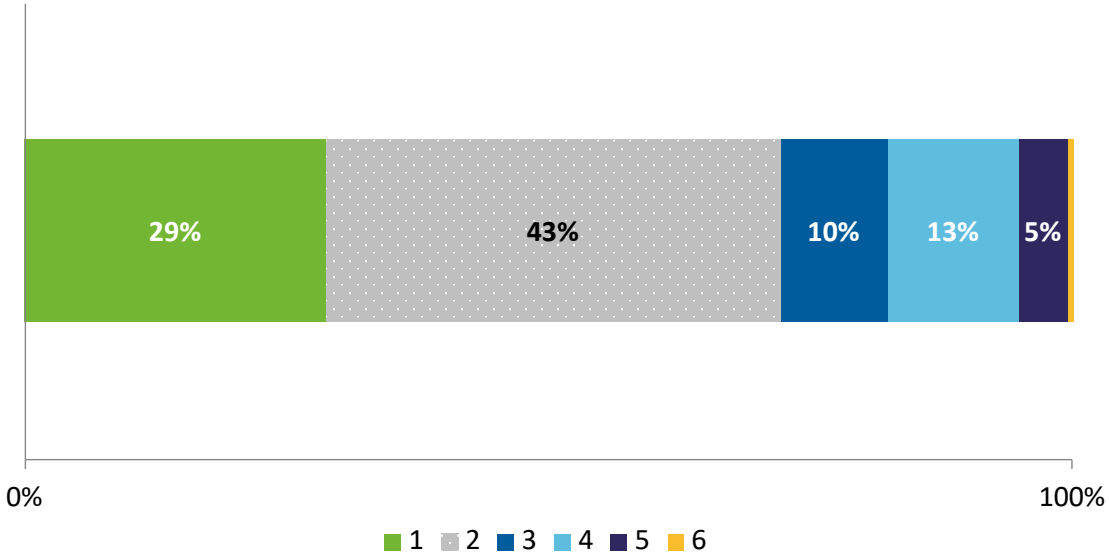
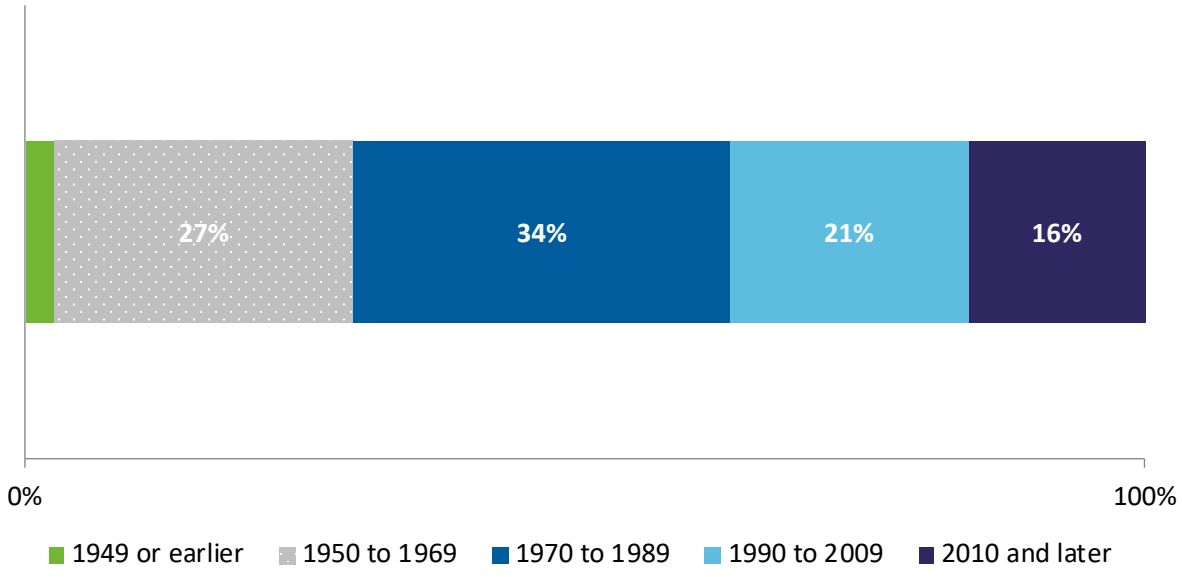


Figure 18: Home Energy Services Respondent Household Size (n=97)



As shown in Figure 19, the majority (63%) of survey respondents reported that their homes were built before 1989.

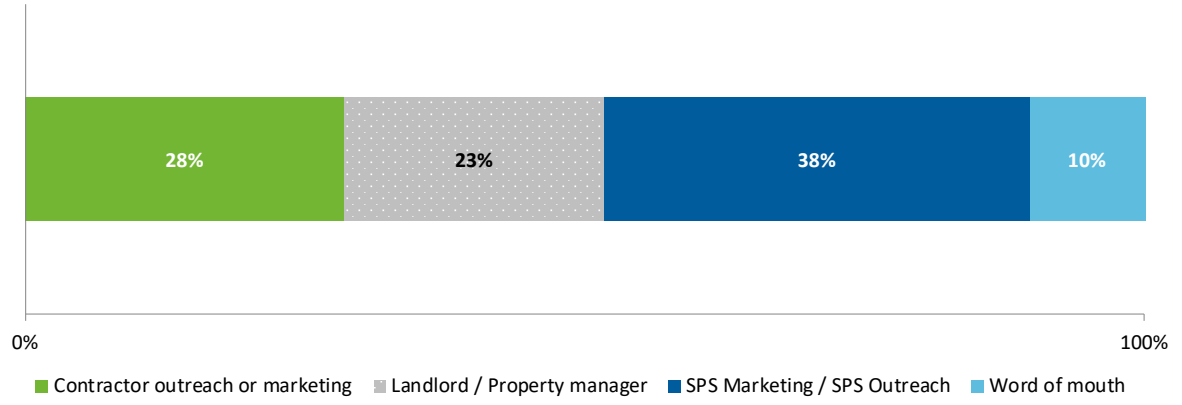
Figure 19: Home Energy Services Home Vintage (n=69)



4.2.2 Sources of Awareness

Participants became aware of the program assistance through a variety of sources including SPS marketing/SPS outreach, word of mouth, contractors, and their landlords. As shown in Figure 20, the largest portion of respondents (38%) reported learning about the program through SPS marketing or outreach. Contractor outreach or marketing (28%) and landlords/contractors (23%) were also significant sources of awareness for survey respondents.

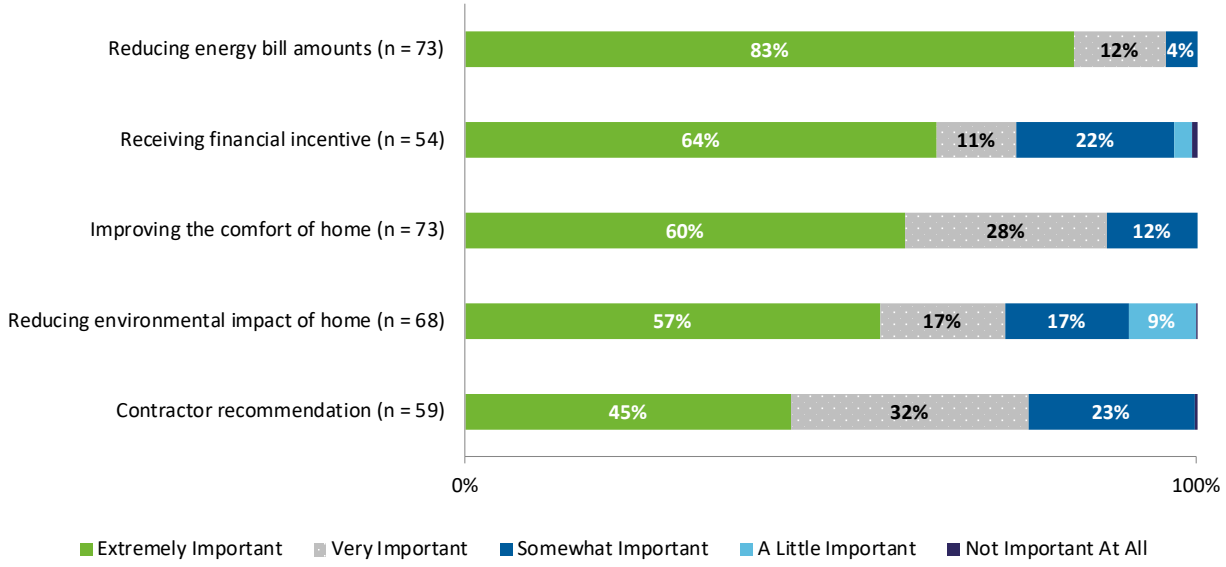
Figure 20: Home Energy Services Respondent Source of Awareness (n=100)



4.2.3 Motivations for Participation

Respondents were asked to rate a variety of factors that may have been important in their decision to participate in the Home Energy Services program. As seen in Figure 21, reducing energy bills was cited as the most important factor, with 83 percent of respondents reporting that it was extremely important in their decision to participate in the program. Receiving a financial incentive (64%) and improving the comfort of the home (60%) were also cited as extremely important to respondents.

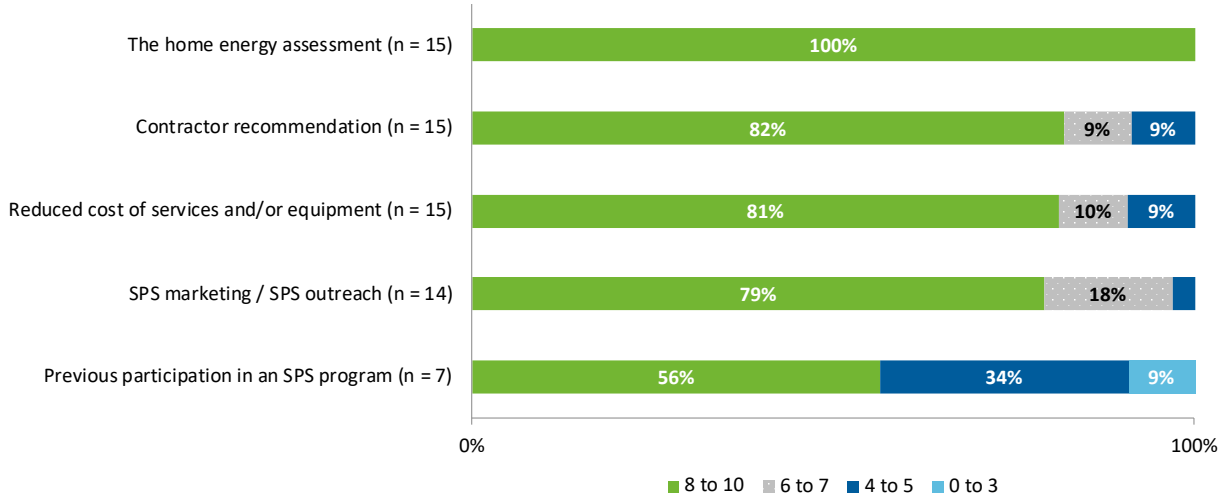
Figure 21: Home Energy Services Motivations for Participation



Survey respondents were also asked to rate a list of program factors that may have influenced their decision to participate in the Home Energy Services program.[12] As shown in Figure 22, the home assessment was rated as extremely important by all survey respondents. Other important factors include contractor recommendations and the available discount on services or equipment, with 82 percent and 81 percent respectively ranking the factors as extremely important.

[12] On a 0-to-10-point scale, 0 indicated 'not influential at all' and 10 indicated 'extremely influential'.

Figure 22: Home Energy Services Influence of Program Factors



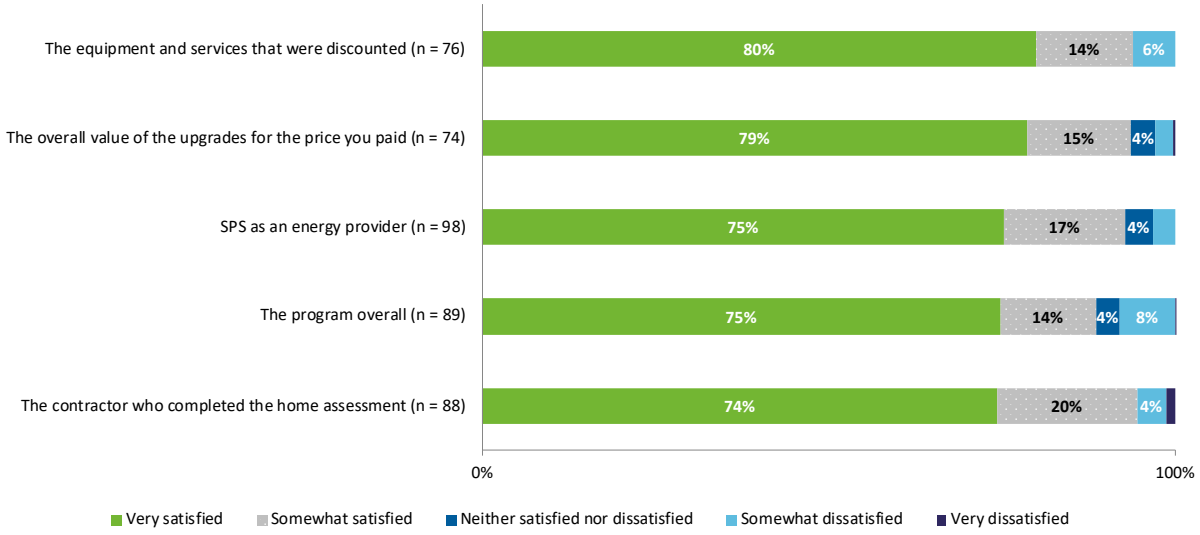
4.2.4 Respondent Satisfaction

Survey respondents were also asked to evaluate their satisfaction with various components of the Home Energy Services program, and more broadly SPS as an energy provider, on the following scale: very satisfied, somewhat satisfied, neither satisfied nor dissatisfied, somewhat dissatisfied, and very dissatisfied. The individual components that participants were asked to rank their satisfaction with included:

- SPS as an energy provider;
- The Home Energy Services program overall;
- The equipment and services discounted;
- The contractor who completed the home energy assessment; and
- The overall value of the upgrades for the price they paid.

Figure 23 shows the satisfaction levels of the Home Energy Services program respondents. Overall, surveyed program participants showed high levels of satisfaction across the program components they were asked about. Respondents reported being most satisfied with the equipment and services that were discounted through the program and the overall value of the efficiency upgrades they received for the price they paid (80 percent and 79 percent of respondents respectively reporting that they were very satisfied).

Figure 23: Home Energy Services Program Satisfaction



4.3 Contractor Interviews

The evaluation team completed interviews with two of the four contractors who participated in the 2021 Home Energy Services program. The interviews were designed to investigate specific topics, listed below, while allowing for open discussion. Each interview was scheduled for 30 minutes but went over an hour.

The interviews focused on the following topics:

- Contractor background;
- Program awareness, influence, and engagement;
- Program processes;
- Market response; and
- Satisfaction with their involvement with the program.

4.3.1 Contractor Background

Both contractors had multiple years of experience providing energy efficiency-related services in New Mexico and other states, both indicating they had worked with SPS in Texas since at least 2009. Both contractors estimated 45 percent of their business nationally is represented by their work with the New Mexico Home Energy Services program. One contractor indicated they will be moving more of their operations to New Mexico because it is becoming "too difficult to find savings" in other states. One of the contractors stated their business is solely with the New Mexico and Texas SPS Home Services programs.

Both contractors stated that they played a significant and direct role in their business's participation in the program. One contractor said his team was him, a foreman, and four technicians, while indicating he is directly involved in some aspect of each project.

4.3.2 Program Awareness, Influence, and Engagement

Contractors were asked how effectively the program engages and secures participants. Both participants voiced concerns with reduced incentives generally. One contractor stated that they can no longer offer zero-cost Home Energy services to participants. The other contractor stated zero cost to the homeowner was paramount to the success of their business, while stating that this objective was increasingly difficult to achieve. Specifically, they indicated the reduction in gas and lighting measures has made it increasingly difficult to find and engage participants that can still participate.

One contractor stated that prospective program participants do not understand the value of the program and tend to not believe the program savings claims. The contractor indicated he has been able to overcome this challenge with very clear explanation of each aspect of the energy inspection. This communication includes showing the participant pictures of issues in hard to see areas such as attics, and he pairs these pictures with an explanation regarding how each repair will impact the home's efficiency. He said often the pictures speak for themselves and that he is able to sign up the customer.[13]

Both contractors said word of mouth continues to be their most effective means of marketing. This is in part due to what one contractor stated as "the results speak for themselves". He stated that when he successfully completes a home in a community, the homeowner is often so pleased with the program that they refer their friends and family to him.

Overall, both contractors stated they were generally very satisfied with the program and will continue to participate in it. They both stated the program continues to offer reduced costs of services and equipment to customers, which allows them to do more than if the program incentive was not available.

4.3.3 Program Process

Neither contractor expressed significant concern or opinion regarding the program process. They both indicated that communication with program staff is clear and effective. One contractor said he feels:

> *"(T)he processes, and paperwork requirements of the program are reasonable. Communication has been effective."*

[13] It should be noted this contractor does not provide zero cost installations in all cases.

4.3.4 Market Response

Both contractors indicated that the market continues to respond to the incentives and that the program continues to persuade homeowners to make energy efficiency investments, although reduced incentives, especially for gas and lighting measures, are making it more challenging to attract prospective participants.

Both contractors indicated it was more difficult to attract homeowners in areas of perceived relative poverty. They said this is largely due to a misunderstanding of how the program works, who is providing the program, and what the program will achieve. He stated that the public's understanding of the program is greatly influenced by word of mouth, which helps overcome some of these barriers. The contractor provided the example of a customer who was so shocked and pleased with their monthly utility bill savings from participating in the program, they went on to tell every member of their extended, and large, family and friends group. He said that the one installation helped him get an additional 500 projects. The contractor went on to say customer testimonials are critical to effective marketing, stating he uses this example often in his marketing materials, or when discussing with perspective clients.

4.3.5 Satisfaction

Both contractors stated they were generally satisfied with the program. Outside of concerns with reduced incentives, they felt that the programs continue to provide incentives that allow more homeowners to make efficiency upgrades. When asked on a scale of 1 to 5 how satisfied they were with their participation in the program, both contractors responded with a 4, or very satisfied. Both contractors felt that their customers would respond similarly, and that in the field, participants overwhelmingly express satisfaction with the program. One contractor felt it was not necessarily the low or zero cost measures, but rather the bill savings that customers end up appreciating the most. He said that while he tries to provide zero cost installations, he is still able to attract participants because of the bill savings.

4.4 Conclusions and Recommendations

- Four projects with a Duct Leakage measure reported peak demand savings but did not report energy (kWh) savings**.** The program tracking data did not include any energy savings for these four projects.
    - **Recommendation:** Ensure the savings for all projects completed through the program are reported in the program tracking data.

5 Home Lighting & Recycling

The residential lighting market in the U.S. has experienced significant change over the past 15 years. Passage of the Energy Independence and Security Act of 2007 (EISA) began the phase-out of (energy inefficient) incandescent bulbs. Since then, consumers have become more aware of LEDs, and the purchase price of LEDs has become increasingly affordable. SPS's Home Lighting & Recycling program promotes adoption of LED lighting by providing incentives to customers to replace less efficient light bulbs with LED bulbs through in-store rebates at participating retailers in SPS's service territory (Table 24).[14]

Table 24: Sales of Bulbs Through the SPS Home Lighting & Recycling Program, December 1, 2020 – November 30, 2021

Retailer Type	Standard Bulbs	Specialty Bulbs	Fixtures	Percent of Total
Warehouse	23,344	944	0	7.9%
Non-Warehouse	173,453	24,132	3,794	65.8%
Giveaway Events	80,576	0	0	26.3%
Total	**277,373**	**25,076**	**3,794**	**100.0%**

Source: Analysis by Evergreen Economics of data provided by SPS.

In total, 51 retail locations participated in the Home Lighting & Recycling program over the period analyzed, and these retailers sold 225,667 LED bulbs and fixtures at a discounted price through a customer point-of-purchase rebate. In addition, 80,576 bulbs and fixtures (26% of the total) were distributed through giveaway events. A single retailer with multiple locations sold 106,169 bulbs and fixtures distributed through the program (nearly 35 percent of the total), the most of any retailer.

Table 25 shows summary statistics for the pre-rebate price per bulb (or fixture) and the rebate amounts sold through the SPS Home Lighting & Recycling program.[15] On average, standard and specialty bulbs had a pre-rebate price of $2.27 and $5.15, respectively, while the average pre-rebate price of an LED fixture was $16.32. For each bulb type and fixtures, pre-rebate prices varied substantially. For standard LED bulbs, prices varied from $1.25 to $9.00, while the prices for

[14] The Home Lighting & Recycling program no longer promotes CFL bulbs as of 2017. However, some CFL bulbs sold in 2016 were invoiced during the 2017 program year and appear in the 2017 tracking data. CFLs accounted for about 19 percent of light bulbs rebated through retail channels in the 2017 tracking data for the SPS Home Lighting & Recycling program. No CFLs were provided through giveaways or events.

[15] Bulb price was included in the program tracking system data provided by SPS.

specialty bulbs ranged from $1.50 to $19.97; for LED fixtures, the prices ranged from $6.24 up to $29.97.

The average rebates provided to consumers through the Home Lighting & Recycling program ranged from $1.13 for standard bulbs to $1.87 for specialty bulbs and $2.00 for LED fixtures. These rebates cut the price paid per bulb by between 12 percent (for LED fixtures) to 50 percent (for standard bulbs) of the pre-rebate bulb price.

Table 25: Summary Statistics of Bulb and Fixture Prices and Rebates, SPS Home Lighting & Recycling Program*

Statistic	Standard LED Bulbs		Specialty LED Bulbs		LED Fixtures	
	Pre-Rebate Bulb Price	Rebate Per Bulb	Pre-Rebate Bulb Price	Rebate Per Bulb	Pre-Rebate Bulb Price	Rebate Per Bulb
Mean	$2.27	$1.13	$5.15	$1.87	$16.32	$2.00
Median	$1.99	$1.20	$4.66	$2.00	$19.97	$2.00
Minimum	$1.25	$0.33	$1.50	$0.25	$6.24	$2.00
Maximum	$9.00	$2.00	$19.97	$2.08	$29.97	$2.00
25th %tile	$1.62	$0.97	$3.31	$2.00	$6.24	$2.00
75th %tile	$2.50	$1.25	$7.42	$2.00	$20.97	$2.00
Mean Rebate as % of Mean Bulb Price	50%		36%		12%	

* Summary statistics weighted by bulb sales. Excludes bulbs distributed through giveaways/events.

5.1.1 Home Lighting & Recycling Program Gross Impacts

For the Home Lighting & Recycling program, the gross impact analysis consisted of reviewing the per-unit savings values used for all the individual lighting measures covered by the program and then comparing these values with those in the Deemed Savings Technical Assumptions (TA) for this program. For each record, we replicated savings based on the baseline wattage values and hours of use. The evaluation team found only minor deviations from the TA documents, resulting in an engineering adjustment factor of 1.0107.

5.1.2 Home Lighting & Recycling Program Net Impacts

The evaluation team utilized an elasticity model to determine net impacts for the Home Lighting & Recycling program. As discussed in the *Evaluation Methods* section, the elasticity model estimates the relationship between price and the number of bulbs sold. The theory underlying the elasticity model is that all else held equal, the quantity of bulbs sold is inversely related to the price of the bulb—as the price of bulbs increase, the number of bulbs sold decreases. Once this relationship is

established, it can be used to estimate the share of total bulbs sold that should be attributed to the price reductions offered by the program including those bulbs distributed to customers through giveaways.

As Table 26 shows, nearly 40 percent of bulbs sold through SPS's Home Lighting & Recycling program had a rebated price of less than $1.00 per bulb, and another 47 percent were between $1.00 and $1.99. Only about 14 percent of bulbs sold through the program had a rebated price of $2.00 or more, and only 1.0 percent had a rebated price of $10 or more. This relationship was explored in more detail using the elasticity model, described below.

Table 26: Bulb Sales by Rebated Price of Bulb*

Rebated Price of Bulb	Proportion of Bulbs & Fixtures Sold
Less than $1.00	39.5%
$1.00 - $1.99	46.6%
$2.00 - $2.99	6.1%
$3.00 - $3.99	2.3%
$4.00 - $4.99	1.5%
$5.00 - $9.99	2.9%
$10.00 - $19.99	0.6%
$20.00 Plus	0.4%

* Data includes only those bulbs sold and rebated through a retail outlet.

The first column of Table 27 shows the same ranges for rebated price per bulb as shown in Table 26. The next two columns show average pre-rebate price per bulb and average rebate per bulb for standard LED bulbs. Columns 4 and 5 and columns 6 and 7 show, respectively, the same information for specialty bulbs and for LED fixtures.

Table 27: Average Pre-Rebate Prices and Rebates per Bulb or Fixture, SPS Home Lighting & Recycling Program*

Rebated Price Per Bulb	Standard LED Bulbs		Specialty LED Bulbs		LED Fixtures	
	Pre-Rebate Bulb Price	Rebate Per Bulb	Pre-Rebate Bulb Price	Rebate Per Bulb	Pre-Rebate Bulb Price	Rebate Per Bulb
Less than $1.00	$1.81	$1.19	$2.56	$1.82		
$1.00 - $1.99	$2.37	$0.99	$3.25	$1.74		
$2.00 - $2.99	$4.31	$1.86	$4.47	$1.88		
$3.00 - $3.99	$5.45	$1.76	$5.43	$1.96		
$4.00 - $4.99	$6.93	$1.97	$6.25	$1.86	$6.24	$2.00
$5.00 - $9.99	$7.99	$1.95	$8.44	$1.96	$11.66	$2.00
$10.00 - $19.99			$13.96	$1.98	$19.80	$2.00
$20.00 Plus					$27.62	$2.00

* Data includes only those bulbs sold and rebated through a retail outlet.

To develop the elasticity model, the evaluation team analyzed sales data for SPS's Home Lighting & Recycling program beginning in December 2020 and extending through November 2021 to understand the impact that direct (in-store) rebates have on the sale of residential LED lighting.[16] Since the customer receives the rebate at the time of purchase (as opposed to a mail-in rebate or a rebate on a future purchase), it acts to immediately lower the purchase price of the LED lighting.

To estimate the impact that price has on the sale of LED bulbs, the evaluation team specified and estimated a Poisson regression model. The Poisson model is preferable to standard ordinary least squares (OLS) regression because the response variable (i.e., bulb sales) only takes on non-negative (or positive) values. The OLS regression model is generally not an appropriate choice because it fails to account for the limited possible values of the response variable.[17] While there are other models that account for limitations of count data (e.g., negative binomial), the Poisson model is the most often-used approach.

The generalized log-linear Poisson model is specified as

$$Ln(\mu_i) = x_i'\beta$$

[16] The evaluation team conducted the NTG analysis on LED bulbs only.

[17] The evaluation team did examine two alternative modeling approaches: fixed-effects and random-effects Poisson models. Results varied little between these models and the (standard) Poisson model.

Where, μ_i is the mean of the individual bulb sales across retailers and sales periods. The empirical model the evaluation team estimated for the SPS Home Lighting & Recycling program is specified as:

$$Ln(Bulb\ Sales_{kit}) = \beta_0 + \beta_1(Rebated\ Price_{kit}) + \beta_k(Bulb\ Char_k)$$

Where,

$Ln(Bulb\ Sales_{kit})$ is the natural logarithm of the average number of bulb type *k* sold each day by retailer *i* in time period *t*.

$Rebated\ Price_{kit}$ is the price after rebate for bulb type *k* sold by retailer *i* in time period *t*.

$Bulb\ Char_k$ is an array of characteristics of the LED bulb, such as lumens and watts.

We estimated four separate models, segmented the sales data by bulb/fixture type and retailer in the following way:

- Model 1: Standard bulbs from non-warehouse retailers
- Model 2: Standard bulbs from warehouse retailers
- Model 3: Specialty bulbs from all retailers
- Model 4: LED fixtures from non-warehouse retailers[18]

Data on bulbs distributed through give-away events were excluded from the analysis because (by definition) the bulbs were given away without charge and, therefore, included no price differentiation.

Our *a priori* assumption was that consumers are more sensitive to price when purchasing standard LED bulbs, which are applicable to a greater range of residential lighting fixtures and for which consumers may have a greater number of alternative lighting options (e.g., efficient incandescent, halogen, CFL). In comparison, as the name implies, there is a wide range of specialty LED bulbs available in the market, but not every specialty LED bulb is demanded by every consumer and, therefore, only those consumers who have a use for a specific specialty LED bulb will plausibly show any sensitivity to price.

Table 28 shows the estimates of price elasticity of demand for each of the four regression models and for the overall program. The price elasticity of demand is a measure of the change in the demand for a good or service when the price of that good or service increases by a small amount (generally 1.0 percent). Price elasticities are assumed to be negative (i.e., as price goes up,

[18] The data provided by SPS contained no rebated sales of LED fixtures from warehouse retailers.

demand for the good or service goes down); it is the magnitude of the elasticity (the "responsiveness") that is of primary interest.[19]

As Table 28 shows, the evaluation team found that the demand for LED bulbs is elastic for standard bulbs sold through both non-warehouse and warehouse retailers (price elasticity of demand of -1.27 and -1.75, respectively). The evaluation team found that the demand for specialty bulbs and for LED fixtures is inelastic (estimated elasticity of -0.69 and -0.25, respectively). Overall, when weighting by LED bulb sales from all retailers, the evaluation team estimated the price elasticity of demand for LED bulbs and fixtures to be -1.24. Thus, a 10 percent decrease in the price of LED bulbs and fixtures will result in a 12.4 percent increase in demand for LED bulbs and fixtures, holding all else constant.

Table 28: Estimates of Price Elasticity of Demand and NTG Ratio

LED Bulb Type and Retailer	Elasticity at Mean Rebated Price	NTG Ratio at Mean Rebated Price
Standard Non-Warehouse	-1.27	0.63
Standard Warehouse	-1.75	0.83
Specialty All Retailers	-0.69	0.26
Fixtures Non-Warehouse	-0.25	0.03
Giveaway and Events*	N/A	0.63
Home Lighting & Recycling Program	**-1.24**	**0.61**

* The evaluation team developed the estimated NTG ratio for bulbs distributed through giveaway and events based on the modeling results for standard non-warehouse LED bulbs.

Table 28 also shows estimates of the NTG ratio for SPS's Home Lighting & Recycling program using the elasticity model. The estimates of the NTG ratio vary across the four combinations of bulb type and retailer. The highest NTG ratio estimate was for standard bulbs sold by warehouse retailers (0.83), and the lowest estimated NTG ratio—by far—was for LED fixtures (0.03).[20]

The evaluation team assumed that the NTG ratio for bulbs (which were all standard) distributed through giveaways and events was equal to the NTG ratio for standard non-warehouse LED bulbs. We believe the estimated NTG ratio of 0.63 is reasonable and indicates that about 37 percent (1 –

[19] If the price elasticity for a good is greater than 1.0 in absolute value, demand for that good is referred to as elastic (more responsive). Similarly, when the price elasticity is less than 1.0 in absolute value, demand for that product is referred to as inelastic. When the price elasticity of demand is equal to 1.0, demand for that product is referred to as unit elastic.

[20] The rebate for all LED fixtures distributed through the program was $2.00, and so there was no program-related variability in price.

0.63 = 0.37) of recipients of the giveaway LED bulbs would have purchased LED bulbs had they not received them through the program.

Figure 24 shows how expected rates of free ridership and NTG ratios vary for standard LED bulbs sold by warehouse and non-warehouse retailers, and for specialty LED bulbs.[21] As the rebated price of LEDs drop, the proportion of purchasers that free ride also decreases as the NTG ratio increases. The trajectories differ for standard and specialty bulbs and for warehouse and non-warehouse retailers because the characteristics of bulbs typically sold by warehouse and non-warehouse retailers differ, as do the prices charged. It is also likely that the purchasing habits of buyers differ between those who shop at warehouse and non-warehouse retailers.

It is important to note that the free ridership chart (upper panel of Figure 24) does not show the expected number of bulbs sold by rebated price, but rather the proportion of bulbs sold by rebated price that would have sold even without the rebate. As the rebated price decreases (moving from right to left along the horizontal axis), more and more consumers—who otherwise would not purchase LED bulbs—are motivated to purchase bulbs, resulting in a decreasing proportion of purchasers that are free riders.

The purpose of the rebates is to encourage those consumers who would not otherwise purchase an LED to make the purchase. However, since the rebate is available to all purchasers of the LED bulbs, even those who would have purchased the bulbs without the rebate receive the rebate. The larger the rebate, the greater the number of consumers who will purchase LED bulbs, leading to a lower rate of free ridership and a higher NTG ratio (lower panel of Figure 24).

[21] Excludes bulbs distributed through giveaways because there is no price sensitivity to measure. LED fixtures were excluded from Figure 24 because the estimated NTG ratio is negligible.

Figure 24: Estimated Free Ridership and NTG Ratio by LED Bulb Type and Retailer

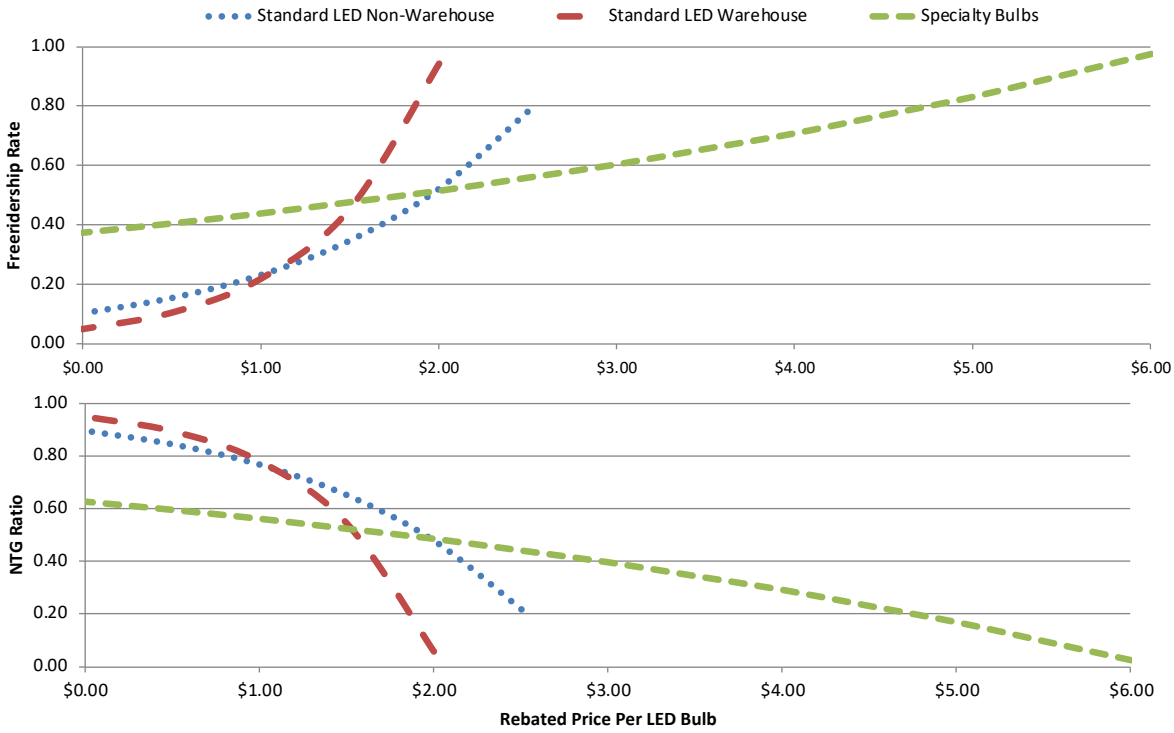


Table 29 summarizes the final gross and net impacts for the Home Lighting & Recycling program using the NTG ratio derived from the elasticity model. Using the overall NTG ratio of 0.7100, the PY2021 net realized impacts for the Home Lighting & Recycling program are 9,966,365 kWh and 12,380 kW.

Table 29: Home Lighting & Recycling PY2021 Impact Summary

	# of Participants	Expected Gross Savings	Engineering Adjustment Factor	Realized Gross Savings	NTG Ratio	Realized Net Savings
kWh Savings	306,243	13,888,526	1.0107	14,037,133	0.7100	9,966,365
kW Savings	306,243	17,417	1.0011	17,437	0.7100	12,380

6 Residential Lighting General Population Survey

As part of the PY2021 evaluation, the evaluation team fielded a general population survey to collect information on lightbulb purchases among New Mexico households. The survey was fielded online in January and February 2022, and we received 244 responses compared to our original goal of 200 completes. The survey data will be used to assess the current residential lighting baseline assumptions. A summary of the lighting survey responses is provided below. Note that many customers refused to provide information on income, which limited our ability to break out the results by income level.

Figure 25 shows the home type for households responding to the survey; the vast majority of respondents are in single-family homes. When the responses are broken out by income (results not shown), there are slightly more low-income respondents living in apartments (12%) and mobile homes (6%).

Figure 25: Home Types (n = 136)

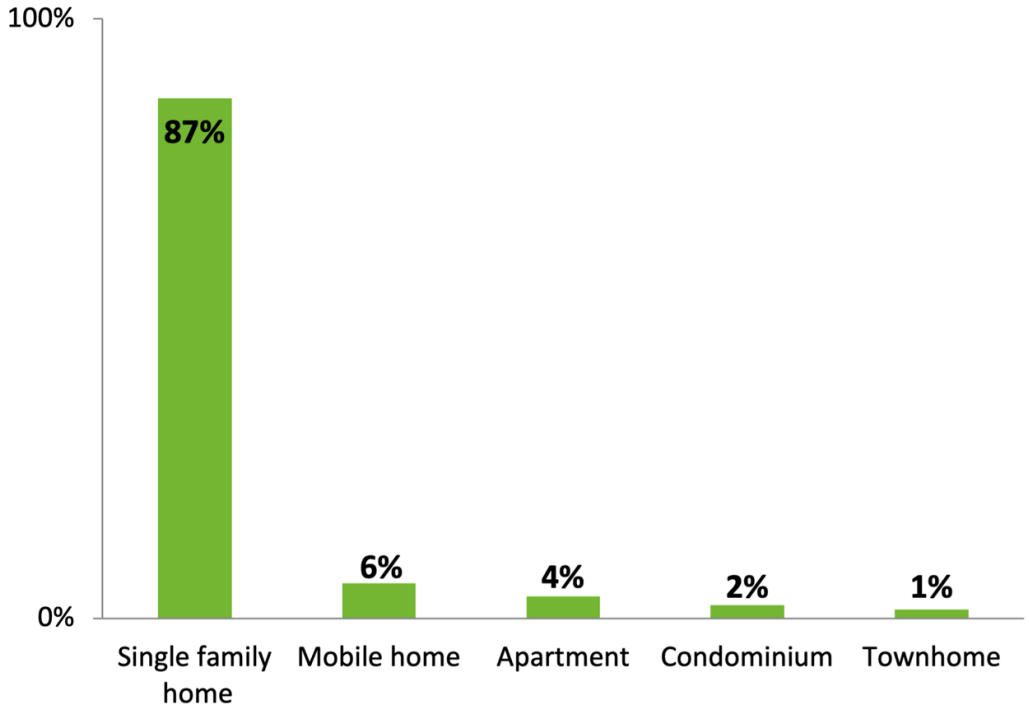


Figure 26

Figure 26 shows that, overall, almost three quarters (73%) of the sample are households with two or fewer people.

Figure 26: Household Size (n=85)

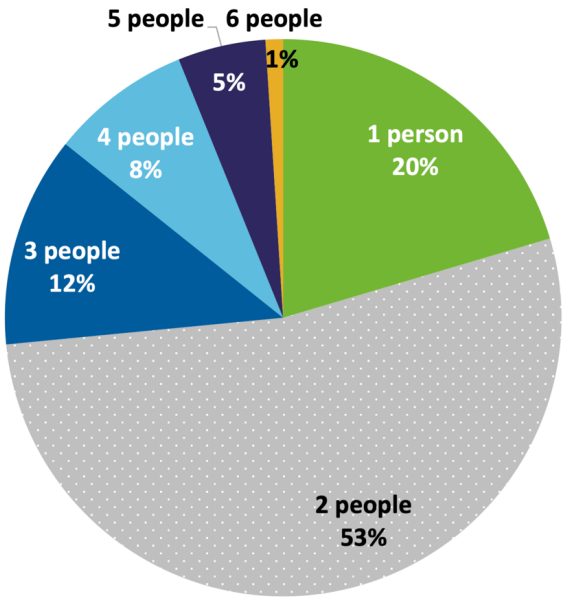


Figure 27 shows how household size varies by income level. Low-income households skew toward larger families, with fewer single-resident households (9%) and over 25 percent of low-income households with four or more people. Overall, low-income households had an average of 1.93 people, compared with 1.59 people for non-low-income households in the sample.

Figure 27: Household Size by Income

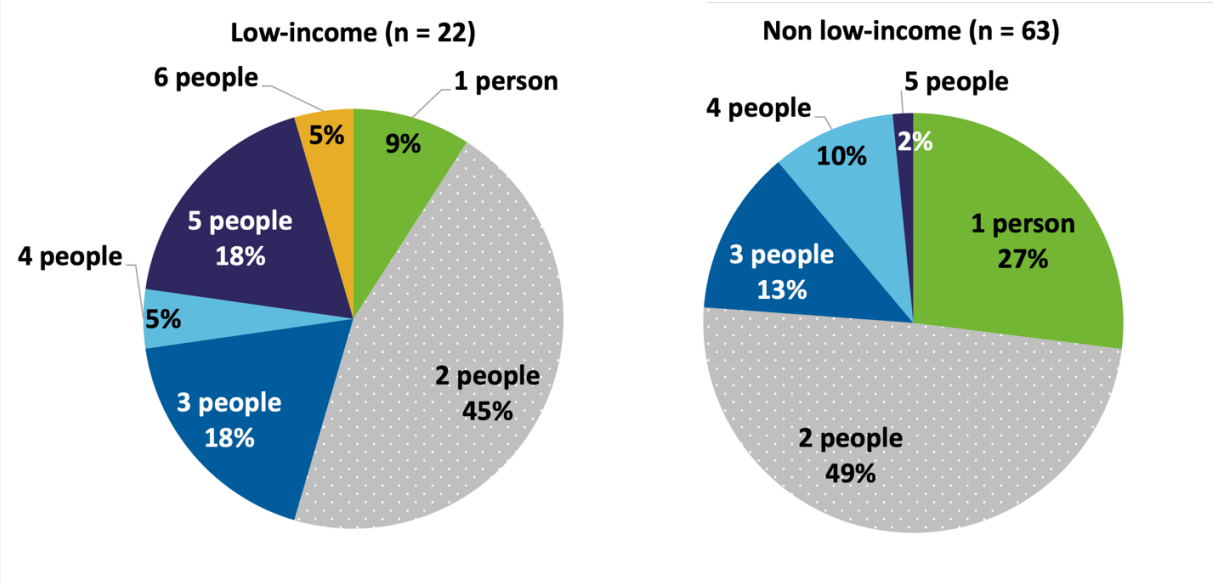


Figure 28 shows the number of low-income households in the sample. Note that less than half the respondents provided information about their income.

Figure 28: Income Breakdown in Survey Sample

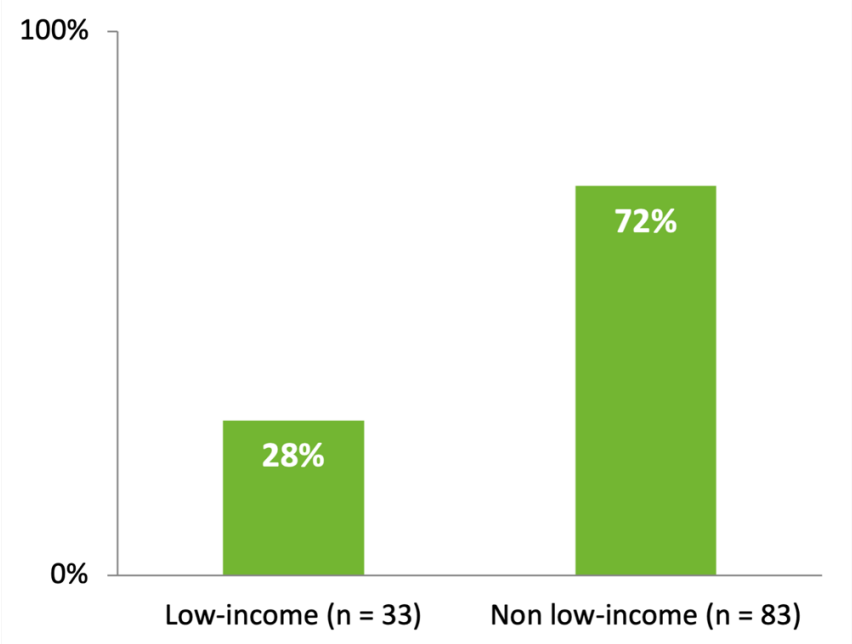


Figure 29 shows the types of lightbulbs purchased over the last year. The majority of the total bulbs purchased were LEDs (58%), and less than 10 percent of bulbs purchased were CFLs.

Figure 29: Bulbs Purchased by Bulb Type

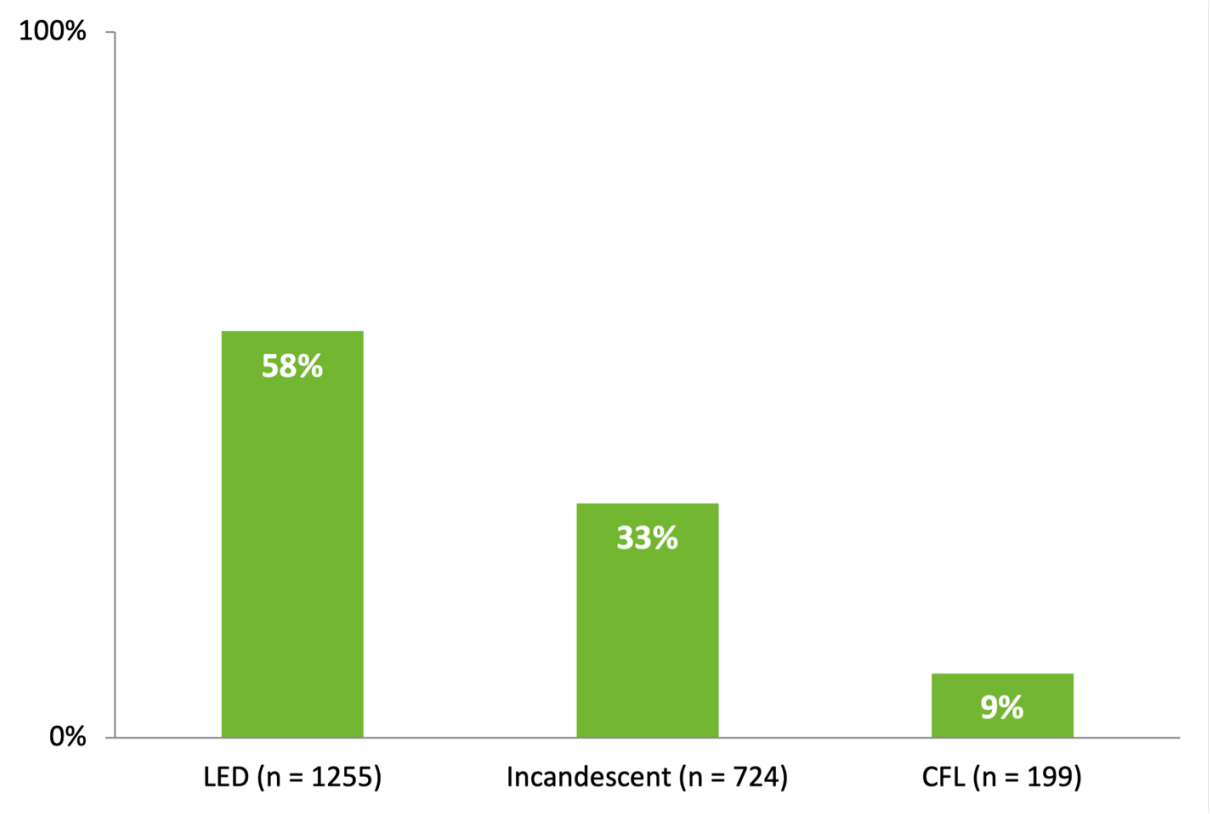
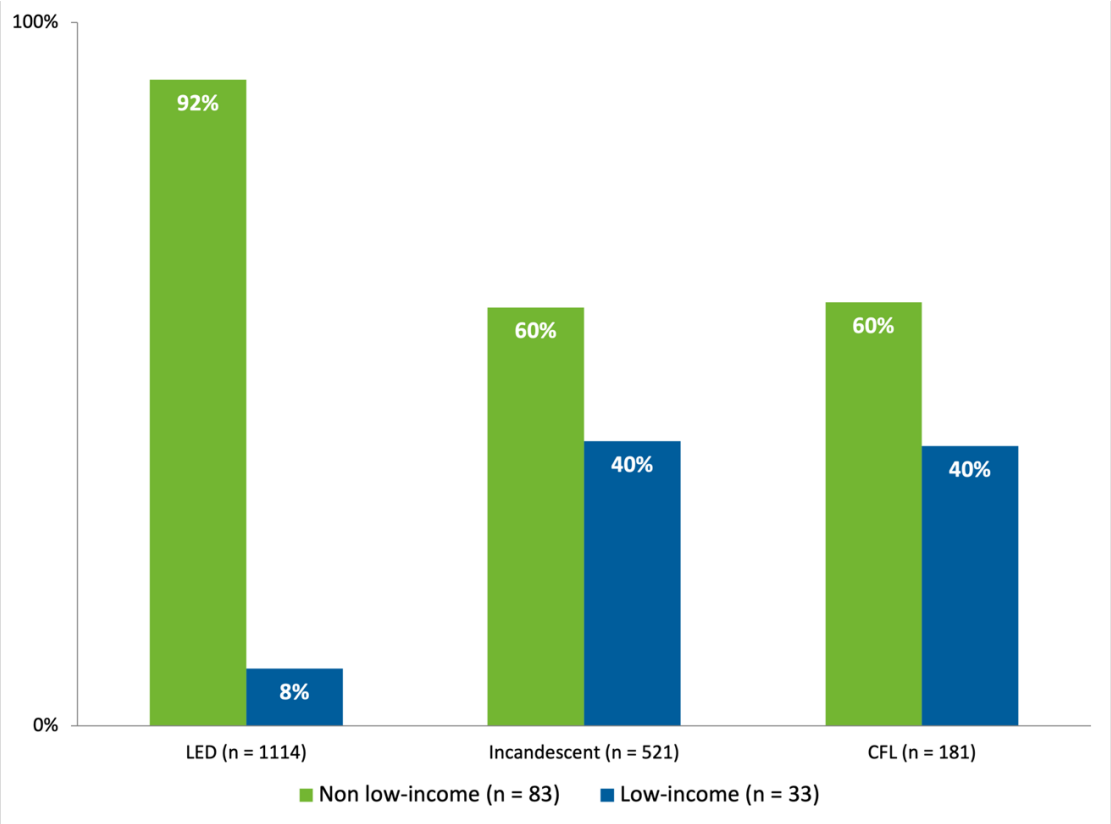


Figure 30 shows the share of each bulb type purchased by income level, for those respondents that provided income information. LEDs are mostly being purchased by non-low-income households, while low-income households are responsible for a greater share of incandescent and CFL purchases (40% for both bulb types).

Figure 30: Bulb Types Purchased by Income Level



We also looked at how many of the purchased bulbs were stored versus installed (Figure 31) and examined stored versus installed bulbs by income (Figure 32). Overall, across all bulb types and income levels, respondents were more likely to install the bulbs they purchased compared to storing them. Non-low-income households tended to store incandescent bulbs at a greater rate, while low-income households were more likely to store LEDs for future use compared to non-low-income households.

Figure 31: Number of Bulbs Installed vs. Stored by Bulb Type

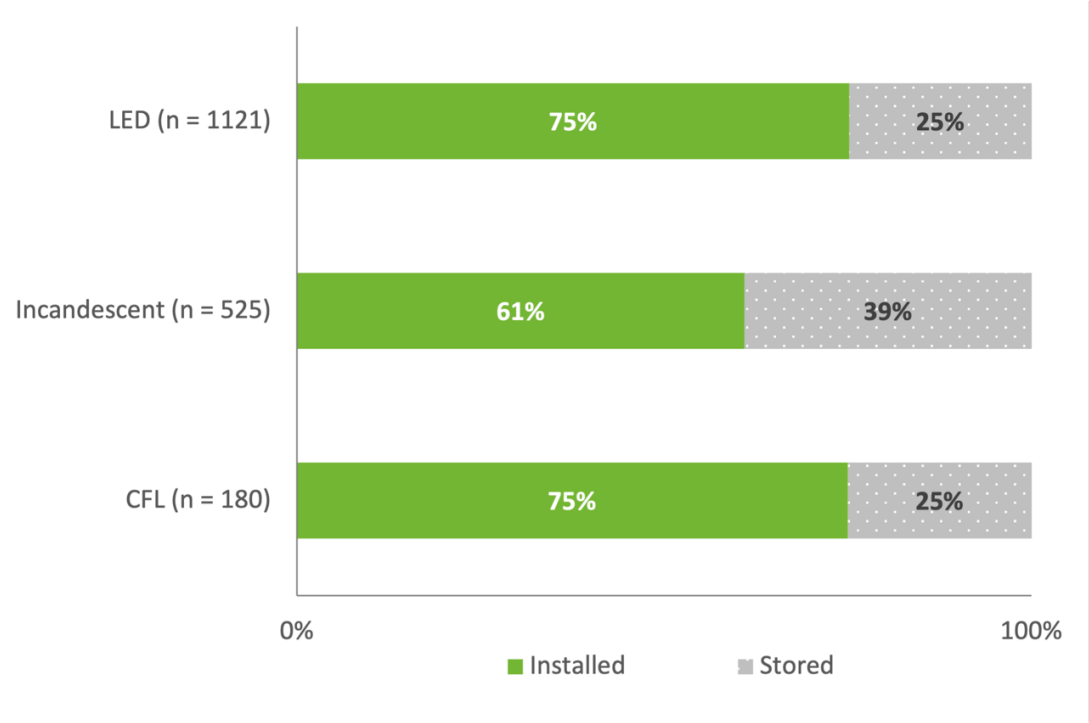
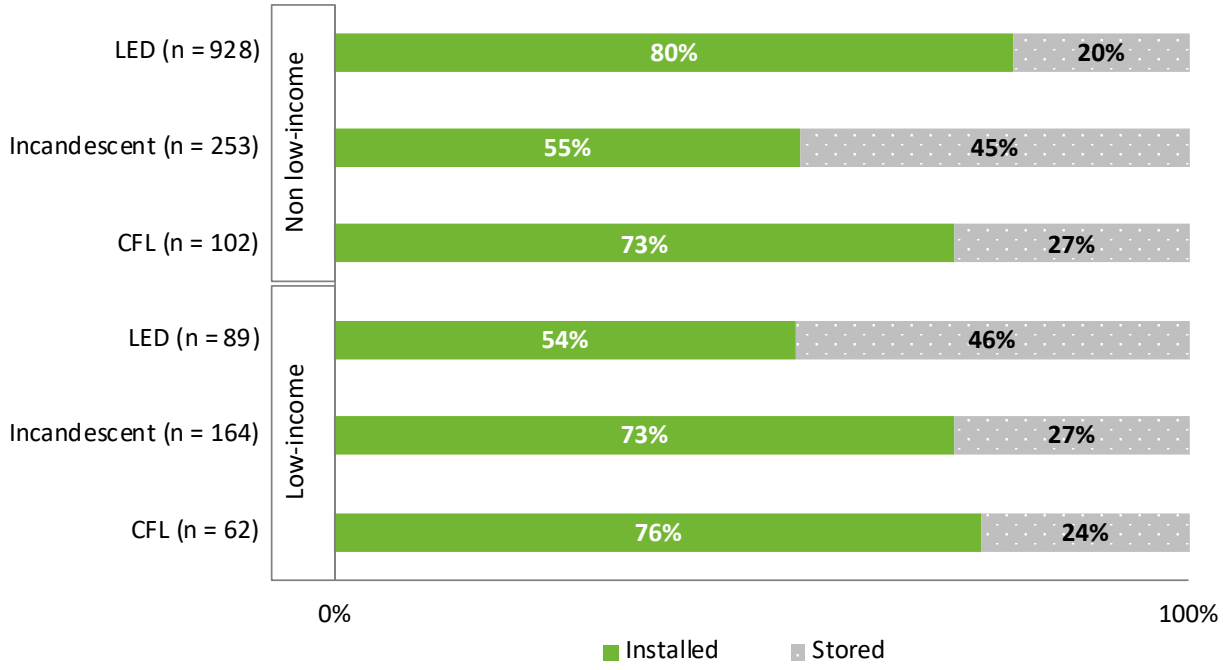


Figure 32: Number of Bulbs Installed vs. Stored by Bulb Type and Income



The following charts (Figure 33 through Figure 38) show where households typically purchased each bulb type, broken out by the full respondent population and income level. Note that with the small sample sizes for income, it is difficult to draw definite conclusions by income type. LEDs are generally purchased by all households at larger big box stores (Home Depot, Walmart, Costco, etc.). With incandescents, there is a greater incidence of purchases through online retailers, particularly with non-low-income households. Most CFLs are also purchased at larger big box stores. Although the sample sizes are small, these results do not support the theory that a significant number of CFLs and incandescents are purchased by low-income households at dollar stores or other similar outlets; most of these bulbs are being purchased at the large box stores, across all income types.

Figure 33: Purchases by Store Type: LEDs (# bulbs=148)

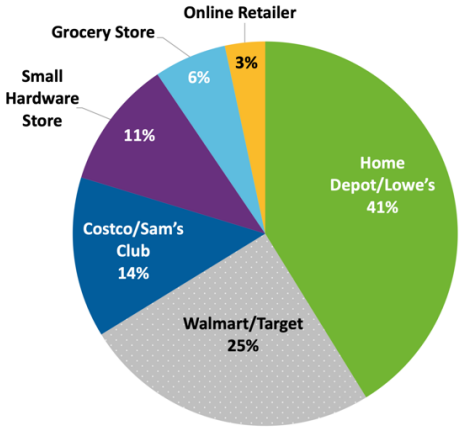


Figure 34: Purchases by Store Type: LEDs (# bulbs=108)

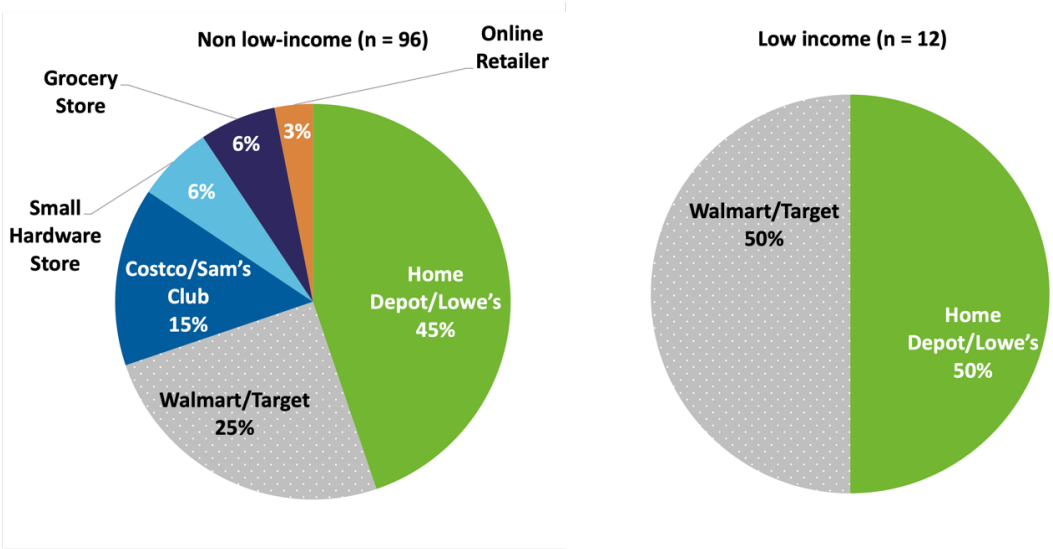


Figure 35: Purchases by Store Type: Incandescents (# bulbs=137)

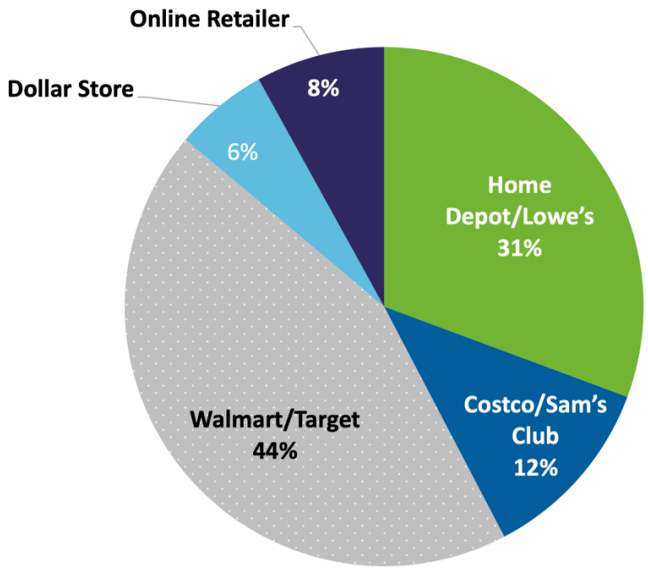


Figure 36: Purchases by Store Type and Income: Incandescents (# bulbs=92)

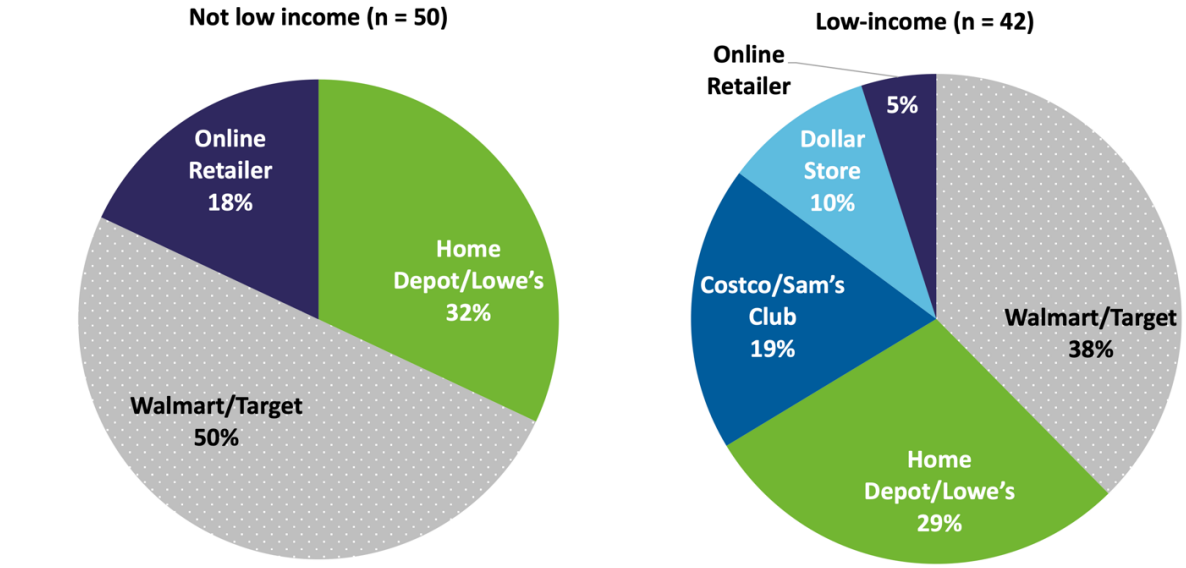


Figure 37: Purchases by Store Type: CFLs (# bulbs=36)

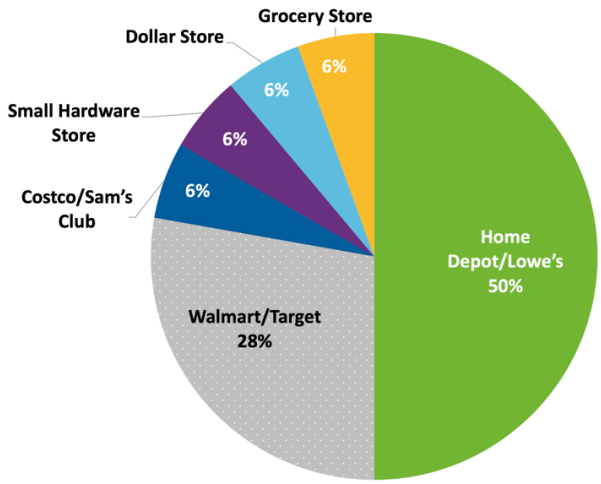
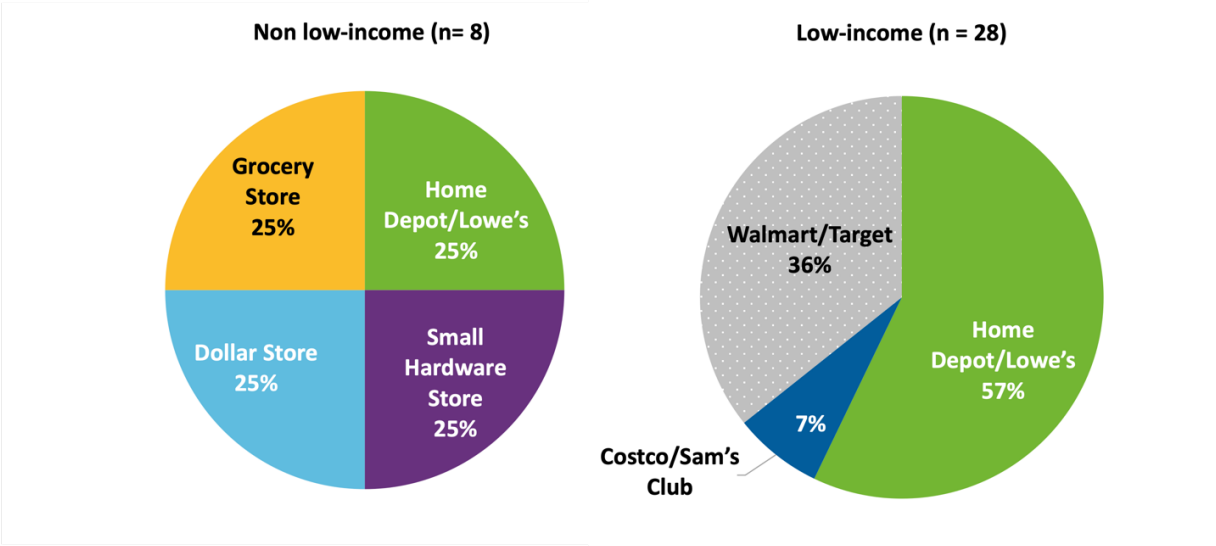
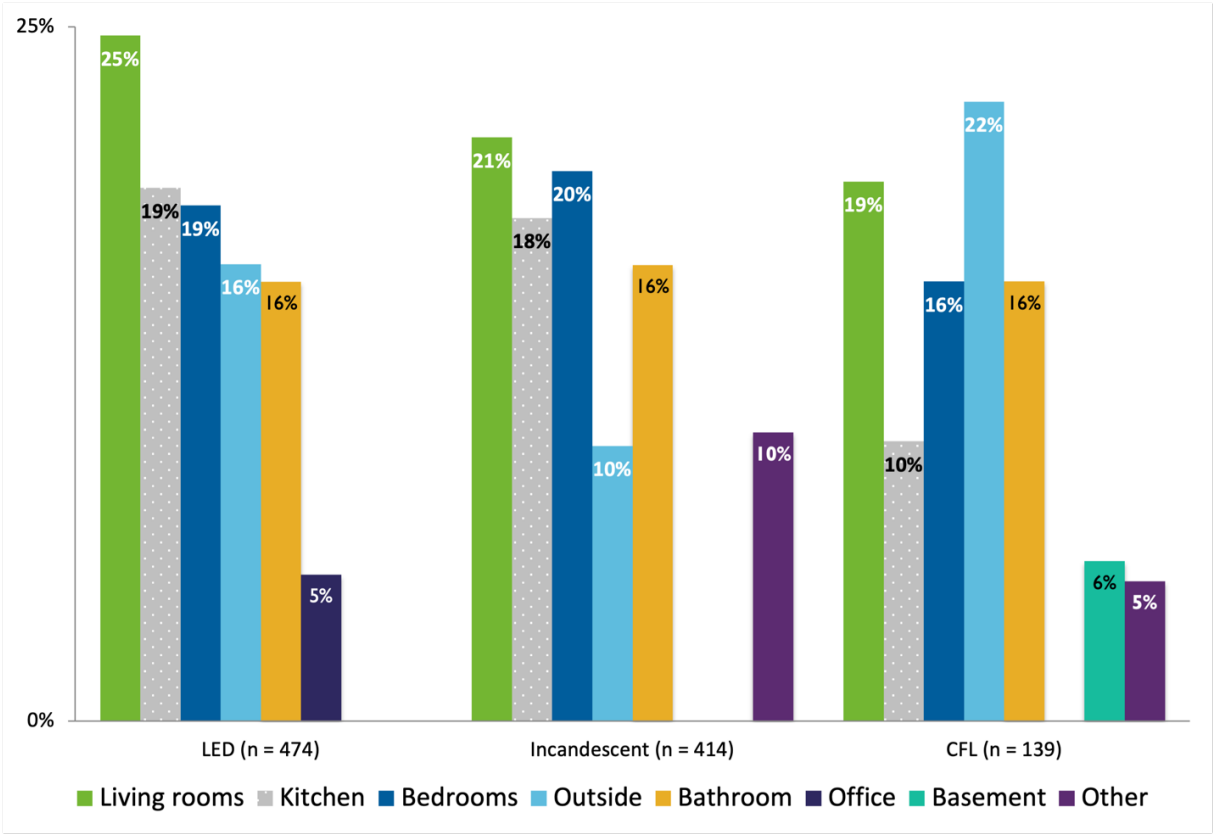


Figure 38: Purchases by Store Type and Income: CFLs (# bulbs=36)



Finally, Figure 39 shows the distribution of rooms where lightbulbs were installed. In general, the same four locations (living rooms, bedrooms, outside, bathrooms) comprise the majority of installations for each bulb type. CFLs tended to be installed more frequently outside and less frequently in the kitchen compared with both LEDs and incandescents.

Figure 39: Percent of Bulb Types Installed by Room



7 Cost Effectiveness Results

The evaluation team calculated cost effectiveness using the Utility Cost Test (UCT) for each individual SPS energy efficiency program, as well as the cost effectiveness of the entire portfolio of programs.[22] The evaluation team conducted these tests in a manner consistent with the California Energy Efficiency Policy Manual.[23]

Cost effectiveness tests compare relative benefits and costs from different perspectives. The specific cost effectiveness test used in this evaluation, the UCT, compares the benefits and costs to the utility or program administrator implementing the program. The UCT explicitly accounts for the benefits and costs shown in Table 30.

Table 30: Utility Cost Test Benefits and Costs

Benefits	Costs
• Utility avoided energy-related costs • Utility avoided capacity-related costs, including generation, transmission, and distribution	• Program overhead/ administrative costs • Utility incentive costs • Utility installation costs

Using net realized savings from this evaluation and cost information provided by SPS, the evaluation team calculated the ratio of benefits to costs for each of SPS's programs and for the portfolio overall. The results of the UCT are shown below in Table 31, and the portfolio overall was found to have a UCT ratio of 2.30.

[22] The Utility Cost Test is sometimes referred to as the Program Administrator Cost Test, or PACT.
[23] http://www.cpuc.ca.gov/uploadedFiles/CPUC_Public_Website/Content/Utilities_and_Industries/Energy_-_Electricity_and_Natural_Gas/EEPolicyManualV5forPDF.pdf

Table 31: PY2021 Cost Effectiveness

Program	Utility Cost Test (UCT)
Business Comprehensive	1.41
Home Lighting & Recycling	9.61
Energy Feedback	0.95
Residential Cooling	0.26
School Education Kits	1.20
Home Energy Services	2.20
Heat Pump Water Heaters	0.23
Smart Thermostat	0.17
Overall Portfolio	**2.30**

EVERGREEN ECONOMICS

Evaluation of the 2021 Southwestern Public Service Company's Energy Efficiency Programs

FINAL Report - Appendices

April 15, 2022

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Appendix A: Business Comprehensive Participant Survey Instrument

QA. *(Once correct respondent is reached.)* **Hello, my name is** *(your name)* **from Research & Polling, Inc. I am calling on behalf of SPS. I'm calling because our records show that you recently completed an energy efficiency project where you installed** *(measure 1)* **at your business located at** *(site address)* **and received a rebate through the SPS** *(rebate program)***. I'd like to ask a short set of questions about your experience with the** *(rebate program)* **program. Your time will help us improve this program for other customers like you. Are you the best person to talk to about the/these energy efficiency upgrade(s) and energy use at your firm?**

Yes	1
No	2
Never installed	3

Q1-M1. (A 1) Our records show in 2021 your business got a rebate through SPS for installing *(measure 1)***. Are you familiar with this project?**

Yes	1
No	2
Never installed	3
Don't know	4

Q1a-M1. Our records show it was installed at *(site address)* **in** *(site city)***. Is that correct?**

Yes	1
No	2
Never installed	3

Q1b-M1. Where was *(measure 1)* **installed?** *(Among those who installed measure 1 at a different location than SPS's records.)*

[Data Processing Use Only] Q2-M1. (A 1a) Is there someone else at your company who would know about buying the *(measure 1)***?**

Yes, transfer and go to intro	1
Yes, no transfer	2

Q3-M1. (A 2) Thinking about the *(measure 1)* **for which you received a rebate, is the** *(measure 1)* **still installed in your facility?**

Yes	1
No	2
Prefer not to answer	3
Don't know	4

Q4a-M1. (A 3) Was the *(measure 1)* **removed?** *(Among those who do not currently have measure 1 installed at their facility.)*

Yes, it was removed	1
No	2
Prefer not to answer	3
Don't know	99

Q4b-M1. (A 3) Was the *(measure 1)* **never installed?** *(Among those who do not currently have measure 1 installed at their facility.)*

Yes, never installed	1
Prefer not to answer	2
Don't know	99

Q5-M1. (A 3a) Why was the *(measure 1)* **removed/never installed?** *(Among those who do not currently have measure 1 installed at their facility or never installed measure 1.)*

Q6-M1. (A 4) Is the *(measure 1)* **still functioning as intended?** *(Among those who currently have measure 1 installed.)*

Yes	1
No	2
Prefer not to answer	3
Don't know	4

Q7-M1. (A 5) Did your firm use a contractor to install the *(measure 1)* **or did internal staff do the work?**

Contractor	1
Internal Staff	2
Prefer not to answer	3
Don't know	99

Q8-M1. (A 6) Why did your firm choose to use internal staff instead of a contractor? *(Among those who had internal staff install measure 1.)*

Prefer not to answer	98
Don’t know	99

Q10. (B 1) How did your company FIRST learn about the program?

Word of mouth (business associate, co-worker)	1
Utility program staff	2
Utility website	3
Utility bill insert	4
Utility representative	5

Utility advertising	6
Email from utility	7
Contractor/distributor	8
Building audit or assessment	9
Television Advertisement - Mass Media	10
Other mass media (sign, billboard, newspaper/magazine ad)	11
Event (conference, seminar, workshop)	12
Online search, web links	13
Participated or received rebate before	14
Retailer	15
No way in particular	98
Don't know	99

Q11. (B 2) What other sources did your company use to gather information about the program? ... Were there any others?

Word of mouth (business associate, co-worker)	1
Utility program staff	2
Utility website	3
Utility bill insert	4
Utility representative	5
Utility advertising	6
Email from utility	7
Contractor/distributor	8
Building audit or assessment	9
Television Advertisement - Mass Media	10
Other mass media (sign, billboard, newspaper/magazine ad)	11
Event (conference, seminar, workshop)	12
Online search, web links	13
Participated or received rebate before	14
None	98
Don't know	99

Q12. (B 3) Of all the sources you mentioned, which did you find most useful in helping you decide to participate in the program? *(Among those who mentioned additional sources used to gather information.)*

None in particular	97
Prefer not to answer	98
Don’t know	99

[Data Processing Use Only] POLLER NOTE: Was Measure Installed?

Yes	1
No	2

Q13a. (C 1) Did the equipment that your firm installed replace existing equipment?

Yes (i.e. all equipment was replacing old equipment)	1
Some equipment was a replacement and some was a new addition	2
No (i.e. all equipment was an addition to existing equipment)	3
Prefer not to answer	4
Don't know	5

Q13b. (C 1) Is the equipment that your firm purchased intended to replace existing equipment? *(Among those who did not install the measure.)*

Yes (i.e. all equipment is replacing old equipment)	1
Some equipment is a replacement and some was a new addition	2
No (i.e. all equipment is an addition to existing equipment)	3
Prefer not to answer	4
Don't know	5

Q14a. (C 2) Was the replaced equipment ... *(Among those who installed the measure and some or all new equipment was replacing old equipment.)*

Fully functional and not in need of repair?	1
Functional, but needed minor repairs?	2
Functional, but needed major repairs?	3
Not functional?	4
Prefer not to answer	5
Don’t know	6

Q14b. (C 2) Is the equipment you intend to replace ... *(Among those who did not install the measure.)*

Fully functional and not in need of repair?	1
Functional, but needs minor repairs?	2
Functional, but needs major repairs?	3
Not functional?	4
Prefer not to answer	5
Don't know	6

Q15a. (C 3a) About how old, in years, was the equipment prior to replacement? *(Among those who installed the measure, and some or all new equipment was replacing old equipment, and the replaced equipment was functional.)*

Number of years _____

Q15b. (C 3b) About how old, in years, is the equipment you are replacing? *(Among those who did not install the measure, some or all new equipment was replacing old equipment, and the replaced equipment was functional.)*

Number of years _____

Q16. (C 4) How much longer (in years) do you think your old equipment would have lasted if you had not replaced it? *(Among those who installed the measure, and some or all new equipment was replacing old equipment, and the replaced equipment was functional.)*

Less than a year	1
1 - 2 years	2
3 - 5 years	3
6 - 10 years	4
More than 10 years	5
Prefer not to answer	6
Don't know	7

Q17. (C 5a) Next I will read a list of reasons your firm may have considered when you decided to conduct your project. For each one, please tell me if it was *not at all important*, a *little important*, *somewhat important*, *very important* or *extremely important*. ***How important was reducing environmental impact of the business on your decision to conduct your project?***

1 - Not Important At All	1
2 - A Little Important	2
3 - Somewhat Important	3
4 - Very Important	4
5 - Extremely Important	5
Don't Know/Won't Say	6

Q18. (C 5b) ***How important was upgrading out-of-date equipment on your decision to conduct your project?***

1 - Not Important At All	1
2 - A Little Important	2
3 - Somewhat Important	3
4 - Very Important	4
5 - Extremely Important	5
Don't Know/Won't Say	6

Q19. (C 5c) ***How important was improving comfort at the business on your decision to conduct your project?***

1 - Not Important At All	1
2 - A Little Important	2
3 - Somewhat Important	3
4 - Very Important	4
5 - Extremely Important	5
Don't Know/Won't Say	6

[Data Processing Use Only] POLLER NOTE: Was HVAC Measure Installed?

Yes	1
No	2

Q20. (C 5d) ***How important was improving air quality on your decision to conduct your project?*** *(Among those who installed HVAC measure.)*

1 - Not Important At All	1
2 - A Little Important	2
3 - Somewhat Important	3
4 - Very Important	4
5 - Extremely Important	5
Don't Know/Won't Say	6

Q21. (C 5e) ***How important was receiving the rebate on your decision to conduct your project?*** *(Among those who did not use direct install.)*

1 - Not Important At All	1
2 - A Little Important	2
3 - Somewhat Important	3
4 - Very Important	4
5 - Extremely Important	5
Don't Know/Won't Say	6

Q22. (C 5f) ***How important was reducing energy bill amounts on your decision to conduct your project?***

1 - Not Important At All	1
2 - A Little Important	2
3 - Somewhat Important	3
4 - Very Important	4
5 - Extremely Important	5
Don't Know/Won't Say	6

[Data Processing Use Only] POLLER NOTE: Did respondent answer "Contractor" in Q.7?

Yes	1
No	2

Q23. (C 5g) ***How important was the contractor recommendation on your decision to conduct your project?*** *(Among those who used a contractor to install the measure.)*

1 - Not Important At All	1
2 - A Little Important	2

3 - Somewhat Important	3
4 - Very Important	4
5 - Extremely Important	5
Don't Know/Won't Say	6

[Data Processing Use Only] POLLER NOTE: Did respondent answer "Contractor" in Q.7?

Yes	1
No	2

Q24. (D 1a) Next, I'm going to ask you to rate the importance of each of the following factors on your decision to determine how energy efficient your project would be. Please rate the importance of each of these factors in determining your project's energy efficiency level using a scale from 0 to 10, where 0 means *not at all important* and 10 means *extremely important*. Please let me know if the factor is not applicable. ***How important was the contractor who performed the work in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q25. (D 1b) ***How important was the dollar amount of the rebate in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10

Don't know	97
Prefer not to answer	98
N/A	99

Q26. (D 1c) ***How important was technical assistance received from SPS staff in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q27. (D 1d) ***How important was endorsement or recommendation by your SPS account manager or other SPS staff in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q28. (D 1e) ***How important was information from SPS marketing or informational materials in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q29. (D 1f) ***How important was previous participation in a SPS program in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q30. (D 1g) ***How important was endorsement or recommendation by a contractor in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5

6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q31. (D 1h) ***How important was endorsement or recommendation by a vendor or distributor in determining how energy efficient your project would be?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q32. (D 1i) ***How important was endorsement or recommendation by CLEAR Result, the program implementer in determining how energy efficient your project would be?***

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q33. (D 1j) Now, I would like to read you some factors that are <u>not</u> related to the rebate program. Using the same scale from 0 to 10, where 0 means *not at all important* and 10 means *extremely important*., please rate the following non program factors' importance in determining your project's energy efficiency. ***How important was <u>the age or condition of the old equipment</u> in determining your project's energy efficiency?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q34. (D 1k) ***How important was <u>corporate policy or guidelines</u> in determining your project's energy efficiency?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q35. (D 1l) ***How important was <u>minimizing operating cost</u> in determining your project's energy efficiency?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3

4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q36. (D 1m) ***How important was scheduled time for routine maintenance in determining your project's energy efficiency?*** *(Among those who did not use direct install.)*

0 – Not important at all	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 – Extremely important	10
Don't know	97
Prefer not to answer	98
N/A	99

Q37. (D 2) Of the items I just asked you about, think of the program factors as relating to assistance provided by the utility, such as the rebate, marketing from SPS, recommendation by a contractor and technical assistance from SPS. I also asked you about some non-program factors, which included the age and condition of the old equipment, company policy, operating costs and routine maintenance.

If you had to divide 100% of the influence on your decision to determine how energy efficient your new equipment would be between the SPS program and non-program factors, what percent would you give to the importance of the program factors? *(Among those who did not use direct install.)*

Percentage Program Factors _____%

Q38. (D 3) And what percent would you give to the importance of the non-program factors? *(Among those who did not use direct install and provided a percentage for the importance of program factors on their decision.)*

Percentage Non-Program Factors _____%

Q39. (D 5) Did you first learn about the *(rebate program)* **BEFORE or AFTER you decided how energy efficient your equipment would be?** *(Among those who did not use direct install.)*

Before	1
After	2
Prefer not to answer	3
Don't know	4

Q40. (D 6) Using a scale from 0 to 10, where 0 means *not at all likely* and 10 means *extremely likely*, please rate the likelihood that you would have installed the same equipment with the exact same level of energy efficiency if the *(rebate program)* **was not available.** *(Among those who did not use direct install.)*

0 - Not at all likely	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10 - Extremely likely	10
Don't know	97
Prefer not to answer	98
N/A	99

Q41. (D 7) You just rated your likelihood to install the same equipment without any assistance from the program as a(n) *(response from Q40)* **out of 10. Earlier, when I asked you to rate the importance of each program factor on your decision, the highest rating you gave was a** *(highest rating/s from Q24-Q32)* **out of 10 for the importance of** *(re-read question wording for highest responses Q24-Q32)***. Can you briefly explain why you were likely to install the equipment without the program, but also rated the program as highly influential in your decision?** *(Among those who did not use direct install, stated that they were 08, 09, or 10 as extremely likely to install the same equipment if the rebate program was not available, and rated one or more program factors as 08, 09, or 10 on the previous list.)*

Q42. (D 8) You just rated your likelihood to install the same equipment without any assistance from the program as a(n) *(response from Q40)* **out of 10. Earlier, when I asked you to rate the importance of each program factor on your decision, the highest rating you gave was a(n)** *(lowest rating/s from Q24-Q32)* **out of 10. Can you briefly explain why you said you were not likely to install the equipment without help from the program, yet did not rate the program as highly influential in your decision?** *(Among those who did not use direct install, stated that they were 00, 01, or 02 as not at all likely to install the same equipment if the rebate program was not available, and rated one or more program factors as 00, 01, or 02 on the previous list.)*

Q43. (D 9) If the *(rebate program)* **was not available, would you have delayed starting the project to a later date?** *(Among those who did not use direct install.)*

Yes	1
No	2
Would not have done the project at all	3
Prefer not to answer	4
Don't know	5

Q44. (D 10) Approximately how much later would you have done the project if the *(rebate program)* **was not available? Would it have been …** *(Among those who did not use direct install and stated they would have delayed starting the project if the rebate program was not available.)*

Within one year	1
Between 12 months and less than 2 years	2
Between 2 years and 3 years	3
Greater than 3 years	4
Would not have installed the equipment at all	5
Prefer not to answer	6
Don't know	7

Q45. (D 11) Using a scale from 0 to 10, where 0 means *not at all likely* and 10 means *extremely likely*, please rate the likelihood that you would have conducted this project within 12 months of when you actually completed this project if the *(rebate program)* **was not available.** *(Among those who did not use direct install and stated they would have delayed starting the project within one year if the rebate program was not available.)*

0 - Not at all likely	0
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8

9	9
10 - Extremely likely	10
Don't know	97
Prefer not to answer	98
N/A	99

Q46. (D 12) Can you briefly describe in your own words whether the availability of the rebate influenced the timing and/or scope of your project?

Q47. (E 1a) For each of the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **SPS as an energy provider.**

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q48. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with SPS as an energy provider.)*

Q49. (E 1b) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The rebate program overall.**

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q50. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the rebate program overall.)*

Q51. (E 1c) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The equipment installed through the program.**

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3

Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q52. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the equipment installed through the program.)*

[Data Processing Use Only] POLLER NOTE: Was installation done by "Contractor" in Q.7?

Yes	1
No	2

Q53. (E 1d) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The contractor who installed the equipment.** *(Among those who used a contractor to do the installation.)*

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q54. Can you tell me why you gave that rating? *(Among those who used a contractor to do the installation and were* Very Dissatisfied *or* Somewhat Dissatisfied *with the contractor who installed the equipment.)*

Q55. (E 1e) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The overall quality of the equipment installation.** *(Among those who used a contractor to do the installation.)*

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q56. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the overall quality of the equipment installation.)*

Q57. (E 1f) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The amount of time it took to receive your rebate for your equipment.** *(Among those who did not use direct install.)*

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q58. Can you tell me why you gave that rating? *(Among those who did not use direct install and were* Very Dissatisfied *or* Somewhat Dissatisfied *with the amount of time it took to receive the rebate for the equipment.)*

Q59. (E 1g) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The dollar amount of the rebate for the equipment.** *(Among those who did not use direct install.)*

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q60. Can you tell me why you gave that rating? *(Among those who did not use direct install and were* Very Dissatisfied *or* Somewhat Dissatisfied *with the dollar amount of the rebate for the equipment.)*

Q61. (E 1h) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **Interactions with SPS.**

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7

Don't know	8

Q62. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with interactions with SPS.)*

Q63. (E 1l) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The overall value of the equipment your company received for the price you paid.**

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q64. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the overall value of the equipment their company received for the price they paid.)*

Q65. (E 1j) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The amount of time and effort required to participate in the program.**

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5
Not applicable	6
Prefer not to answer	7
Don't know	8

Q66. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the amount of time and effort required to participate in the program.)*

Q67. (E 1k) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The project application process.** *(Among those who did not use direct install.)*

Very Dissatisfied	1
Somewhat Dissatisfied	2
Neither Satisfied nor Dissatisfied	3
Somewhat Satisfied	4
Very Satisfied	5

Not applicable	6
Prefer not to answer	7
Don't know	8

Q68. Can you tell me why you gave that rating? *(Among those who did not use direct install and were* Very Dissatisfied *or* Somewhat Dissatisfied *with the project application process.)*

Q69. (E 2) Do you have any recommendations for improving the *(rebate program)* **program?**

No	97
Prefer not to answer	98
Don't know	99

Q70. (E 3) On a scale from 0 to 10, where 0 is "not at all likely" and 10 is "very likely," how likely is it that you would recommend the [REBATE_PROGRAM] to a colleague or professional contact?

0 - Not at all likely	00
1	01
2	02
3	03
4	04
5	05
6	06
7	07
8	08
9	09
10 - Extremely likely	10
Don't know	97
Prefer not to answer	98
N/A	99

Q71. Can you tell me why you gave that rating? *(Among those who rated their likelihood of recommending the rebate program to a colleague or professional contact an 8 or lower.)*

Have already recommended the program	97
Prefer not to answer	98
Don't know	99

Q72. (Gen 1) Finally, we have a few questions about your firm for classification purposes only. Do you own or lease your building where the project was completed?

Own	01
Lease/Rent	02
Prefer not to answer	03
Don't know	99

Q73. (Gen 1a) Does your firm pay your SPS bill, or does someone else (e.g., a landlord)? *(Among those who answered that they own, lease, or rent the building where the project was completed.)*

Pay own	1
Someone else pays	2
Prefer not to answer	3
Don't know	4

Q74. (Gen 2) Approximately what is the total square footage of the building where the project was completed?

Less than 1,000 square feet	1
Between 1,000 and 1,999 square feet	2
Between 2,000 and 4,999 square feet	3
Between 5,000 and 9,999 square feet	4
Between 10,000 and 49,999 square feet	5
Between 50,000 and 99,999 square feet	6
100,000 square feet or more	7
Prefer not to answer	8
Don't know	9

Q75. (Gen 3) Approximately what year was your firm's building built?

1939 or earlier	01
1940 to 1949	02
1950 to 1959	03
1960 to 1969	04
1970 to 1979	05
1980 to 1989	06
1990 to 1999	07
2000 to 2009	08
2010 to 2019	09
2020 or later	10
Prefer not to answer	11
Don't know	12

Q76. (Gen 4) Approximately, how many full-time equivalent (FTE) employees does your company currently have in the state of New Mexico?

Less than 5	01
5-9	02
10-19	03
20 - 49	04
50 - 99	05
100 - 249	06

250 - 499	07
500 - 999	08
1,000 - 2,500	09
More than 2,500	10
Prefer not to say	11
Don't know	12

Q77. (Gen 5) And this is my last question. How long has your company been in business?

Number of years_____

Appendix B: Home Energy Services Survey Instrument

QA. *(Once correct respondent is reached.)* **Hello, my name is** *(your name)* **from Research & Polling, Inc. I am calling on behalf of Xcel Energy. I'm calling because our records show that you recently completed an energy efficiency project where you installed an energy efficient** *(measure 1)* **and received a rebate from Xcel Energy. I'd like to ask a short set of questions about your experience with this rebate program. Your time will help us improve this program for other customers like you. Are you the best person to talk to about these energy efficiency upgrades and energy use in your home**

Yes 1
No 2
Never installed 3

Q1a. Just to confirm, our records show that a program contractor completed [MEASURE_TYPE1] at your home in 2021. Is this correct?

Yes 1
No 2
Don't know 3

POLLER NOTE: Is there a Measure 2?

Yes .. 1
No ... 2

Q1b. Just to confirm, our records show that a program contractor completed [MEASURE_TYPE2] at your home in 2021. Is this correct? (Among those with a measure 2)

Yes 1
No 2
Don't know 3

POLLER NOTE: Is there a Measure 3?

Yes .. 1
No ... 2

Q1c. Just to confirm, our records show that a program contractor completed [MEASURE_TYPE3] at your home in 2021. Is this correct? (Among those with a measure 3)

Yes 1
No 2
Don't know 3

Q2. (B 1) Did you initially contact a contractor, or did a contractor reach out to you directly to suggest a home assessment? [NOTE: this could be any contractor with whom the household discussed the assessment they did, not just the one who did the work.]

I contacted a contractor about the assessment 1
A contractor contacted me 2
Other 3
Don't know 4

Landlord made arrangements 5
Contacted the program 6
Got mail about the program 7

Q3. (B 2) How did you determine which contractor or contractors to call? (Among those who contacted a contractor about the assessment)

Q4. (B 3) With how many different contractors did you ultimately discuss the home assessment with? (Among those who remembered speaking with a contractor)

1 1
2-3 2
More than 3 3
Don't know . 4

Q5. (B 4) Did the contractor that ended up doing the home assessment and provided the energy efficiency upgrades mention specifically that the program was being offered by Xcel Energy?

Yes 1
No 2
Don't know/don't recall 3

Q6. (B 5) How did the contractor explain the free and discounted energy efficiency upgrades? (Among those whose contractor did not mention the program was sponsored by Xcel Energy)

Q7. (C 1) How did you <u>first</u> hear about Xcel Energy's Home Energy Services program offering energy efficiency upgrades?

Xcel Energy website 1
Digital/web advertisement 2
Newspaper advertisement 3
Contractor outreach or marketing 4
Friend or family 5
Social media 6
Xcel Energy representative 7

Mailing 8
Bill insert 9
Landlord/property manager 10
Chavez County Fair..... 11
Bulletin Board..... 12
Prefer not to answer 98
Don't know 99

Q8. (C 2a) How important was <u>reducing environmental impact of your home</u> on your decision to make the upgrades?

Not important at all 1
A little important 2
Somewhat important 3
Very important 4
Extremely important 5
Don't know 6
Prefer not to answer 7
N/A 8

Q9. (C 2b) How important was <u>improving the comfort of your home</u> on your decision to make the upgrades?

Not important at all 1
A little important 2
Somewhat important 3
Very important 4
Extremely important 5
Don't know 6
Prefer not to answer 7
N/A 8

Q10. (C 2e) How important was <u>receiving financial incentive</u> on your decision to make the upgrades?

Not important at all 1
A little important 2
Somewhat important 3
Very important 4
Extremely important 5
Don't know 6
Prefer not to answer 7
N/A 8

Q11. (C 2f) How important was <u>reducing energy bill amounts</u> on your decision to make the upgrades?

Not important at all 1
A little important 2
Somewhat important 3
Very important 4
Extremely important 5
Don't know 6
Prefer not to answer 7
N/A 8

Q12. (C 2g) How important was <u>the contractor recommendations</u> on your decision to make the upgrades?

Not important at all 1
A little important 2
Somewhat important 3
Very important 4
Extremely important 5
Don't know 6
Prefer not to answer 7
N/A 8

Q13. (C 3) Were there any other reasons that you made the upgrades that were more important than the ones we have mentioned?

No, none in particular 97
Prefer not to answer 98
Don't know 99

POLLER NOTE: Is the file marked as low income?

Yes .. 1
No ... 2

Q14. (D 1) Before participating in the Xcel Energy program, do you recall receiving any other rebates from Xcel Energy for making energy efficiency upgrades at your home? (Among those who are not low income)

Yes 1
No 2
Prefer not to answer 3
Don't know 4

Q15. (D 2a) How influential was <u>the available discount on services or equipment</u> on your decision to make the upgrade? (Among those who are not low income)

0 - Not influential at all . 00
1 01
2 02
3 03
4 04
5 05
6 06
7 07
8 08
9 09
10 - Extremely influential 10
Don't know 97
Prefer not to answer 98
N/A 99

Q16. (D 2b) How influential was <u>the home energy assessment</u> on your decision to make the upgrade? (Among those who are not low income)

0 - Not influential at all . 00
1 01
2 02
3 03
4 04
5 05
6 06
7 07
8 08
9 09
10 - Extremely influential 10
Don't know 97
Prefer not to answer 98
N/A 99

Q17. (D 2c) *How influential was <u>the contractor recommendation</u> on your decision to make the upgrade?* (Among those who are not low income)

0 - Not influential at all . 00
1 01
2 02
3 03
4 04
5 05
6 06

7 07
8 08
9 09
10 - Extremely influential 10
Don't know 97
Prefer not to answer 98
N/A 99

Q18. (D 2d) ***How influential was information from Xcel Energy marketing or informational materials on your decision to make the upgrade?*** **(Among those who are not low income)**

0 - Not influential at all . 00
1 01
2 02
3 03
4 04
5 05
6 06
7 07
8 08
9 09
10 - Extremely influential 10
Don't know 97
Prefer not to answer 98
N/A 99

Q19. (D 2e) ***How influential was previous participation in an Xcel Energy program on your decision to make the upgrade?*** **(Among those who are not low income)**

0 - Not influential at all . 00
1 01
2 02
3 03
4 04
5 05
6 06
7 07
8 08
9 09
10 - Extremely influential 10
Don't know 97
Prefer not to answer 98
N/A 99

Q20. (D 3) Did you first learn about the Xcel Energy efficiency program BEFORE or AFTER you decided to make the energy efficient upgrades? (Among those who are not low income)

Before 1
After 2
Prefer not to answer 3
Don't know 4

Q21. (D 4) If you had not received the reduced cost item(s) and services during the home assessment, what is the likelihood you would have sought out similar services or installed [MEASURE_TYPE1], [MEASURE_TYPE2], or [MEASURE_TYPE3] within the next 12 months? (Among those who are not low income)

0 - Not at all likely 00
1 01
2 02
3 03
4 04
5 05
6 06
7 07
8 08
9 09
10 - Extremely likely 10
Don't know 97
Prefer not to answer 98
N/A 99

Q22. (D 5) If you had not received the reduced cost item(s) and services during the home assessment, what is the likelihood you would have purchased the <u>exact same</u> equipment or services? (Among those who are not low income)

0 - Not at all likely 00
1 01
2 02
3 03
4 04
5 05
6 06
7 07
8 08
9 09
10 - Extremely likely 10
Don't know 97
Prefer not to answer 98

N/A 99

Q23. (D 6) In your own words, how would you describe the influence the Xcel Energy efficiency program had – including the available discounts, contractor support, and any other program information you may have received – on your decision to make the efficiency upgrades and the timing of those upgrades? (Among those who are not low income)

Q24. (F 1a) For each of the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **Xcel Energy as an energy provider.**

Very Dissatisfied 1
Somewhat Dissatisfied 2
Neither Satisfied nor Dissatisfied 3
Somewhat Satisfied 4
Very Satisfied 5
Not applicable 6
Prefer not to answer 7
Don't know 8

Q25. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with Xcel Energy as an energy provider.)*

Q26. (F 1b) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The energy efficiency program overall.**

Very Dissatisfied 1
Somewhat Dissatisfied 2
Neither Satisfied nor Dissatisfied 3
Somewhat Satisfied 4
Very Satisfied 5
Not applicable 6
Prefer not to answer 7
Don't know 8

Q27. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the energy efficiency program overall.)*

Q28. (F 1c) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The equipment and services that were discounted through the program.**

Very Dissatisfied 1
Somewhat Dissatisfied 2
Neither Satisfied nor Dissatisfied 3

Somewhat Satisfied 4
Very Satisfied 5
Not applicable 6
Prefer not to answer 7
Don't know 8

Q29. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the equipment and services that were discounted through the program.)*

Q30. (F 1d) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The contractor who completed the home assessment and efficiency upgrades.**

Very Dissatisfied 1
Somewhat Dissatisfied 2
Neither Satisfied nor Dissatisfied 3
Somewhat Satisfied 4
Very Satisfied 5
Not applicable 6
Prefer not to answer 7
Don't know 8

Q31. Can you tell me why you gave that rating?

Q32. (F 1e) For the following, please tell me if you were *very dissatisfied*, *somewhat dissatisfied*, *neither satisfied nor dissatisfied*, *somewhat satisfied* or *very satisfied*. **The overall value of the efficiency upgrades you received for the price you paid.**

Very Dissatisfied 1
Somewhat Dissatisfied 2
Neither Satisfied nor Dissatisfied 3
Somewhat Satisfied 4
Very Satisfied 5
Not applicable 6
Prefer not to answer 7
Don't know 8

Q33. Can you tell me why you gave that rating? *(Among those who were* Very Dissatisfied *or* Somewhat Dissatisfied *with the overall value of the efficiency upgrades you received for the price you paid.)*

Q34. (F 2) Do you have any recommendations for improving the Xcel Energy program?

Q35. (Gen 1) Finally, we have a few questions about your household for classification purposes only. Do you own or rent your home where the equipment was installed?

Own 1
Rent 2
Prefer not to answer 3
Don't know 99

Q36. (Gen 1a) Do you pay your Xcel Energy bill, or does someone else (e.g., a landlord)? *(Among those who answered that they own, lease, or rent the building where the project was completed.)*

Pay own 1
Someone else pays . 2
Prefer not to answer 3
Don't know 4

Q37. (Gen2) Which of the following best describes the building you reside in?

Single-family detached home 1
Single-family attached home (e.g. townhome) 2
Mobile home 3
Multifamily (i.e. more than one residence in building) 4
Prefer not to answer 98
Don't know 99

Q38. (Gen2a) How many units are in the structure? (Among those who answered Q37 and do not live in a single-family detached home)

2 to 4 1
5 to 10 2
11 to 25 3
26 to 50 4
More than 50 5
Prefer not to answer 98
Don't know 99

Q39. (Gen 3) Approximately what is the total square footage of your home?

Less than 1,000 square feet 1
Between 1,000 and 1,499 square feet 2
Between 1,500 and 1,999 square feet 3
Between 2,000 and 2,499 square feet 4
Between 2,500 and 2,499 square feet 5
Between 3,000 and 3,999 square feet 6
4,000 square feet or more 7
Prefer not to answer 8

Don’t know 9

Q40. (Gen 4) Approximately what year was your home built?

1939 or earlier 1
1940 to 1949 2
1950 to 1959 3
1960 to 1969 4
1970 to 1979 5
1980 to 1989 6
1990 to 1999 7
2000 to 2009 8
2010 to 2019 9
2020 or later 10
Prefer not to answer 11
Don't know 12

Q41. (Gen 5) How many people live in your household?

Q42. (Gen 6) How long have you lived in this home?

Less than 6 years 1
6 to 10 years 2
11 to 15 years 3
16 to 20 years 4
21 to 25 years 5
26 to 30 years 6
More than 30 years 7
Prefer not to answer 8
Don't know 9

Appendix C: General Population Lighting Survey Instrument

Hello, my name is [NAME] and I am calling from Research and Polling on behalf of the New Mexico Public Utilities Commission and your electric utility. We are doing a study on the types of light bulbs people buy, and your responses will be used to help design better energy efficiency programs in New Mexico. Your response is important to us, we want to make sure our findings represent families like yours.

Q1. Have you purchased any light bulbs for your home in the last 12 months?

a. Yes
b. No [Thank & Terminate]
c. Don't know [Thank & Terminate]

Q2. How many bulbs did you purchase that were incandescent or halogen (higher wattage i.e. 60 or 75 W bulbs) in the past 12 months?

Incandescent or Halogen: An incandescent bulb is a traditional light bulb that you are most familiar with; it has been available for 100 years. Halogens are a type of incandescent bulb that look similar, but the interior contains a little capsule that produces the light.

a. Free response [number validated]

Q3. How many bulbs did you purchase that were CFLs (Compact Fluorescent Lamps) in the past 12 months?

CFL (Compact Fluorescent Lamp): CFLs are the ones with the twisty spiral that have been around for about 20 years. Some CFLs may have a plastic or glass cover over the spiral tube to make them look more like a traditional lightbulb.

a. Free response [number validated]

Q4. How many LED light bulbs did you purchase in the past 12 months?

LED: LEDs are the newest type of light bulb on the market and typically cost more than the other type of lightbulbs. An LED usually has a plastic base above the screw in part, sometimes with ridges.

a. Free response [number validated]

Bulb Battery

[Ask blub battery for each [BULBTYPE] where a>0 in Q2 through Q4]

Q5. Where did you buy the [BULBTYPE](s)? [Select categories mentioned by respondents]

a. Home Depot or Lowe's
b. Other Large Home Improvement Store (Dixieline, Orchard Supply)

c. Costco or Sam's Club
d. Walmart or Target
e. Small Hardware Store (such as Ace or True Value)
f. Dollar Store (Dollar General, Dollar Tree, Family Dollar)
g. Convenience Store
h. Grocery Store (Sprouts, Vons, Ralph's, Safeway, Albertsons)
i. Lighting and Electronics Store (such as best buy or Frys)
j. Online Purchase from Online Retailer (such as Amazon.com or 1000 bulbs)
k. Retail Store Website (such as HomeDepot.com or Walmart.com)
l. Other [Specify: _____]
m. Don't know

Q6. [If more than one answer selected for Q5 ask:] Of the [answer from Q4/Q3/Q2 depending on BULBTYPE] [BULBTYPE]s you said you bought in the past 12 months, how many [BULBTYPE]s did you buy from [STORE from Q5]?

Repeat for each store type mentioned in Q5.

Q7. [If sum of responses from Q6 ≠ Q4/Q3/Q2 (depending on BULBTYPE) ask] The amount of [BULBTYPE]s you mentioned totaled [sum of responses in Q6] but you mentioned that you bought [answer from Q4/Q3/Q2]. Is the total amount of [BULBTYPE]s purchased incorrect or should we make changes to one of the stores?
a. The total is incorrect [Repeat Q4/Q3/Q2 and then return to Q7]
b. One of the store answers was incorrect [Repeat Q6 and then return to Q7]

Q8. How many of the [BULBTYPE] bulbs did you install?
a. Don't know [Skip to **Error! Reference source not found.**]
b. I didn't install any bulbs [Skip to 0**Error! Reference source not found.**]
c. Number of [BULBTYPE] (number validated)
    a. [value]

Q9. [IF Q8 = C] Of the [answer from Q8] [BULBTYPE]s you said you installed, please indicate the number installed in each room.
a. Bedrooms
b. Living room
c. Outside
d. Bathroom
e. Kitchen
f. Basement
g. Office
h. Other: _____

Repeat for each location mentioned in **Error! Reference source not found.**.

Q10. [If sum of responses from Q9 ≠ Q8 ask] The amount of [BULBTYPE]s you mentioned installing totaled [sum of responses in Q8] but when we went room by room it totaled [answer from Q9]. Is the total amount of [BULBTYPE] installed incorrect or should we make changes to the room counts?

a. The total is incorrect [Repeat Q4/Q3/Q2 and then return to Q10]
b. One of the room answers was incorrect [Repeat Q9 and then return to Q10]
c. The total is correct.

Demographics Battery

Q11. How many people live in your home year round?

Q12. Is your home a single family home, apartment, townhome, condo or mobile home?

a. Single family home
b. Apartment
c. Townhome
d. Condominium
e. Mobile home
f. Other:_____

Q13. Lastly, which of these ranges does your income fall in?

a. $0 to $20k
b. $21k to 40k
c. $41k to 60k
d. $61k to 80k
e. $80k to 100k
f. $100k or more
g. Refused

T&T: Thank you for taking the time to help us with this important research

Appendix D: Home Energy Services Contractor Interview Guide

Introduction

Talking points for recruitment

- Evergreen Economics is conducting an evaluation of Xcel Energy's Home Energy Services program for the New Mexico Public Regulation Commission and Xcel Energy.
- We have identified contractors that provided services or installed equipment through this program in 2021 for brief telephone interviews.
- We would need about 20 minutes for the interview.
- Your responses will be anonymous, but will be very helpful in helping Xcel Energy ensure their energy efficiency programs best serve their customers.
- When would be a good time to talk?

Talking points for starting the interview

- Identify self.
- This should take about 20 minutes.
- Your responses will be anonymous, so please feel free to speak candidly.
- Do you have any questions before we begin?
- Would you feel comfortable if I record this call for note taking purposes? We will not share the recording with anyone outside our company and will not attribute anything you say back to you.

Interviewee Background

Let's begin with a couple of background questions….

A1. To start, please tell me a bit about your company.

- Probe to understand:
    - Services offered
    - Types of customers (esp. sector – residential, commercial, or both)
    - Regions served
    - Length of time involved in Home Energy Services program in New Mexico
    - Interviewee role

Program Awareness and Engagement

B1. Do you recall how you first learned about and got involved with the Home Energy Services program through Xcel Energy?

- Listen (and probe as needed) for:
  - Any reservations about participating
  - Any barriers to participating
  - Whether or not they work with any other New Mexico rebate programs and Xcel Energy programs in Texas (or elsewhere)

B2. Could you describe what involvement with the New Mexico Home Energy Services program as a contractor involves?

Probe as needed:

- In what ways do you interact with Xcel Energy or their implementer, Frontier Energy, about this program?
- What information or services do you receive from Xcel Energy (beyond the ability to offer these services to your customers at a discounted rate)?

B3. In what ways is the Home Energy Services program helpful to you in your business? [Note to interviewers: this is a required question for all interviewees]

- [If not mentioned in interviewee's response, ask specifically about these three topics]:
  - Being able to offer reduced cost of services and equipment to customers
    - Increases customer satisfaction with us
    - Increases business
    - Helps us up-sale to higher efficiency levels
  - Ability to mention the connection with the Xcel Energy program
  - Xcel Energy messaging to customers on benefits of energy efficiency upgrades

B4. What share of your residential projects within Xcel Energy's New Mexico territory are for the Home Energy Services program?

a. In other words (if needed): how much residential work do you do in Xcel Energy's New Mexico territory that is not for the Home Energy Services program? If possible, describe separately other work that **is** eligible for Xcel Energy rebates (e.g. residential cooling) and work that is **not** eligible for Xcel Energy rebates.

B5. What share of your **total business** (in terms of number of projects) is for Xcel Energy's Home Energy Services program in New Mexico?

B6. Does Xcel Energy make it clear which products and services are eligible for the Home Energy Services program?

Probe as needed:

- Is there anything Xcel Energy should do to more clearly communicate that?

B7. Has the program influenced what services or equipment you suggest to a customer?

a. Does that differ depending on whether the customer is in [UTILITY] territory or outside of [UTILITY] territory?

B8. Do you have any suggestions for Xcel Energy's contractor services and support – either overall or for the Home Energy Services program specifically?

Program Processes

C1. What is your approach to marketing and outreach to get new customers to participate in the Home Energy Services program?

C2. How often do customers contact you requesting services or equipment that are eligible for the Home Energy Services program (as opposed to you initiating outreach to potential customers)?

C3. Can you briefly describe the paperwork and process required for each project you complete for the program?

Probe to understand:

- Time required for paperwork and whether that is a burden
- Time it takes to receive reimbursement from Xcel Energy for project costs
- Recommended improvements

C4. When and how do you bring up the discounts available through the Home Energy Services program when talking with customers?

Listen for (and probe as needed):

- What share of customers are already aware of the discounts/program before the contractor brings it up
- What it is the most effective sales tool or message to get customers to make efficiency upgrades
- What role the discounted price plays in motivating upgrades
- What particular services or equipment is easier or harder to get customers to upgrade and why

C5. Do you have any comments about the program offerings? Is there anything missing? Anything not needed? Or anything that could be better?

Market Response

D1. Overall, to what degree do you see the program increasing the interest and demand for energy efficient services and equipment?

Probe to understand:

- Why is that?
- Is the program having a large or small effect on the market?

D2. Are there segments of the residential market* that you feel the Home Energy Services program is reaching well? Not well? [*Note to interviewer: if needed, examples of markets could be low income/non-low income, geographic areas, or certain housing types (single family, manufactured homes/mobile homes, multifamily)]

Probe to understand:

- Suggested approaches that might expand the reach of the program into markets that may be underserved by the program.

D3. Overall, what issue(s), if any, may affect future program participation by customers? What about future program participation by contractors? [INTERVIEWER NOTE: Example issues are changes to building codes and standards being promoted and program, availability of higher efficiency equipment or trained staff, incentive levels].

Program Satisfaction

E1. Finally, I'd like to ask about your and your customers' satisfaction with the Home Energy Services program. Please rate your overall satisfaction with the program on a 1 to 5 scale where 1 is not at all satisfied, 2 is somewhat dissatisfied, 3 is neither satisfied nor dissatisfied, 4 is somewhat satisfied and 5 is very satisfied?

- What is your satisfaction?
- How do you think your customers would rate the program?

- [IF RATING < 5] What could [UTILITY] do to increase your satisfaction with the program?

Probe if needed:

- What is working best?
- What is most challenging or needs improvement?

E2. Have you had any feedback from your customers about their experiences with the program that you think Xcel Energy should know?

E3. Aside from anything we've already discussed, was there ever an occasion when the program didn't meet your expectations or, conversely, provided you and your customer an exceptional program experience? Please explain.

Closing

F1. Is there anything else we didn't cover that you'd like to mention or discuss about your experiences with the Home Energy Services program in New Mexico?

[THANK AND END]

Appendix E: Additional Tables for SPS Annual Report

Table 1: PY2021 Participation, Savings, and Costs by Program/Category

Program	Participants or Units	Annual Net Savings (kWh)	Annual Net Savings (kW)	Lifetime Net Savings (kWh)	Total Program Costs
Business Comprehensive – Building Tune Up	0	0	0	0	$480
Business Comprehensive – Cooling Efficiency	16	161,871	37	2,552,927	$369,041
Business Comprehensive – Custom Efficiency	10	2,644,232	308	50,240,402	$1,242,006
Business Comprehensive – Lighting Efficiency	123	2,428,427	332	36,603,211	$664,166
Business Comprehensive – Motors Efficiency	79	20,952,679	3,063	314,290,189	$4,889,251
Home Lighting & Recycling	306,243	9,966,365	12,380	181,203,907	$1,194,747
Energy Feedback	44,780	3,858,383	711	3,858,383	$131,823
Residential Cooling	35	13,666	7	245,994	$37,756
School Education Kits	2,561	562,451	15	6,564,710	$133,285
Home Energy Services	1,055	4,433,920	314	79,316,845	$1,090,348
Home Energy Services – LI	1,117	5,123,325	562	80,863,557	$1,152,398
Smart Thermostats	90	57,401	0	574,006	$75,860
Heat Pump Water Heater	2	6,814	1	68,140	$8,225
Other Admin Costs	0	0	0	0	$678,583
Total	**356,111**	**50,209,534**	**17,732**	**756,382,271**	**$11,667,970**

Table 2: PY2021 Net-to-Gross Ratios by Program

Program	NTG Ratio
Business Comprehensive – Cooling Efficiency	0.7309
Business Comprehensive – Custom Efficiency	0.7309
Business Comprehensive – Lighting Efficiency	0.7309
Business Comprehensive – Motors Efficiency	0.7309
Home Lighting & Recycling	0.7100
Energy Feedback	1.0000
Residential Cooling	0.5721
School Education Kits	1.0000
Home Energy Services	0.9455
Home Energy Services – LI	1.0000
Smart Thermostats	0.7070
Heat Pump Water Heater	1.0000

Table 3: PY2021 Economic Benefits by Program/Category

Program/Category	Participants or Units	Cost per kWh Saved (Lifetime)	2021 Economic Benefits	Total Economic Benefits
Business Comprehensive – Building Tune Up	0	N/A	$0	$0
Business Comprehensive – Cooling Efficiency	16	$0.14	$4,616	$72,805
Business Comprehensive – Custom Efficiency	10	$0.02	$64,887	$1,232,844
Business Comprehensive – Lighting Efficiency	123	$0.02	$61,577	$928,145
Business Comprehensive – Motors Efficiency	79	$0.02	$523,646	$7,854,694
Home Lighting & Recycling	306,243	$0.01	$631,450	$11,480,739
Energy Feedback	44,780	$0.03	$125,701	$125,701
Residential Cooling	35	$0.15	$539	$9,704
School Education Kits	2,561	$0.02	$13,706	$159,976
Home Energy Services	1,055	$0.01	$120,329	$2,152,516
Home Energy Services – LI	1,117	$0.01	$175,751	$2,773,953
Smart Thermostats	90	$0.13	$1,255	$12,553
Heat Pump Water Heater	2	$0.12	$187	$1,865
Other Admin Costs	0	N/A	0	0
Total	**356,111**	**$0.02**	**$1,723,644**	**$26,805,496**

Table 4: PY2021 Detailed Costs by Program/Category

Program/Category	Avoided Energy Production Costs	Avoided Capacity Expansion Costs	Low-Income Non-Energy Benefits	Administration Costs	Incentives
Business Comprehensive – Building Tune Up	$0	$0	$0	$480	$0
Business Comprehensive – Cooling Efficiency	$55,047	$17,758	$0	$339,824	$29,217
Business Comprehensive – Custom Efficiency	$1,055,459	$177,385	$0	$1,022,062	$219,944
Business Comprehensive – Lighting Efficiency	$782,084	$146,062	$0	$514,722	$149,444
Business Comprehensive – Motors Efficiency	$6,504,321	$1,350,373	$0	$2,760,711	$2,128,540
Home Lighting & Recycling	$3,666,036	$7,814,703	$0	$739,922	$454,825
Energy Feedback	$116,137	$9,563	$0	$131,823	$0
Residential Cooling	$5,466	$4,238	$0	$32,181	$5,575
School Education Kits	$150,234	$9,743	$0	$87,074	$46,211
Home Energy Services	$1,976,569	$175,947	$0	$276,261	$814,087
Home Energy Services – LI	$2,044,276	$267,352	$462,326	$233,386	$919,012
Smart Thermostats	$12,553	$0	$0	$69,462	$6,399
Heat Pump Water Heater	$1,635	$230	$0	$7,825	$400
Other Admin Costs	$0	$0	$0	$678,583	$0
Total	**$16,369,817**	**$9,973,354**	**$462,326**	**$6,894,316**	**$4,773,653**

Table 5: PY2021 Program Portfolio Summary

Program/ Category	Participants	Net Annual kW	Net Annual kWh	Net Lifetime kWh	Program EUL	Avoided Energy Production Costs	Avoided Capacity Expansion Costs	Low Income Non-Energy Benefits	Program Admin Costs	Incentives
Business Comprehensive – Building Tune Up	0	0	0	0	0.0	$0	$0	$0	$480	$0
Business Comprehensive – Cooling Efficiency	16	37	161,871	2,552,927	15.8	$55,047	$17,758	$0	$339,824	$29,217
Business Comprehensive – Custom Efficiency	10	308	2,644,232	50,240,402	19.0	$1,055,459	$177,385	$0	$1,022,062	$219,944
Business Comprehensive – Lighting Efficiency	123	332	2,428,427	36,603,211	15.1	$782,084	$146,062	$0	$514,722	$149,444
Business Comprehensive – Motors Efficiency	79	3,063	20,952,679	314,290,189	15.0	$6,504,321	$1,350,373	$0	$2,760,711	$2,128,540
Home Lighting & Recycling	306,243	12,380	9,966,365	181,203,907	18.2	$3,666,036	$7,814,703	$0	$739,922	$454,825
Energy Feedback	44,780	711	3,858,383	3,858,383	1.0	$116,137	$9,563	$0	$131,823	$0
Residential Cooling	35	7	13,666	245,994	18.0	$5,466	$4,238	$0	$32,181	$5,575
School Education Kits	2,561	15	562,451	6,564,710	11.7	$150,234	$9,743	$0	$87,074	$46,211

Program/ Category	Participants	Net Annual kW	Net Annual kWh	Net Lifetime kWh	Program EUL	Avoided Energy Production Costs	Avoided Capacity Expansion Costs	Low Income Non-Energy Benefits	Program Admin Costs	Incentives
Home Energy Services	1,055	314	4,433,920	79,316,845	17.9	$1,976,569	$175,947	$0	$276,261	$814,087
Home Energy Services – LI	1,117	562	5,123,325	80,863,557	15.8	$2,044,276	$267,352	$462,326	$233,386	$919,012
Smart Thermostats	90	0	57,401	574,006	10.0	$12,553	$0	$0	$69,462	$6,399
Heat Pump Water Heater	2	1	6,814	68,140	10.0	$1,635	$230	$0	$7,825	$400
Other Admin Costs	0	0	0	0	N/A	$0	$0	$0	$678,583	$0
Total	**356,111**	**17,732**	**50,209,534**	**756,382,271**	**15.1**	**$16,369,817**	**$9,973,354**	**$462,326**	**$6,894,316**	**$4,773,653**

Appendix F: Business Comprehensive Desk Review Detailed Results

EVERGREEN ECONOMICS

Project ID	OID3353707	OID3527750	OID4330549	OID4495520	OID3856801	OID4214408	OID4359708	OID4474951	OID4582142
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive
Subprogram	Custom Efficiency	Custom Efficiency	Custom Efficiency	Motors & Drives_VFD	Lighting Efficiency_Interior	Lighting Efficiency_Interior	Lighting Efficiency_Exterior	Lighting Efficiency_Exterior	Lighting Efficiency_Interior
Project Description	Installation of VFD to a 450HP Booster Pump	Install VFD on Natural Gas Liquid Pipeline Pumps	Lighting Efficiency	Retrofit of VFD to Pump	Retrofit of Exterior Lighting with Energy Efficient LED	New Construction with interior and exterior lighting	Retrofit of Exterior Lighting with Energy Efficient LED	Retrofit of Exterior Lighting with Energy Efficient LED	New Construction with interior and exterior lighting
Measure Type	Retrofit Lighting	Retrofit Custom	Retrofit Lighting	Retrofit Other	Retrofit Lighting	New Construction Lighting	Retrofit Lighting	Retrofit Lighting	New Construction Lighting
Building Type	Warehouse/ Industrial	Warehouse/ Industrial	Retail	Warehouse/ Industrial	Retail	Miscellaneous	Exterior	Office	Retail
Other Building Type						Church	Hotel/Motel		
Site Visit Being Conducted	No	No	No	No	No	No	No	No	No
Other General Project Info Comments									
Gross Reported First Year Energy Savings (kWh)	384,450	1,031,454	584,427	221,445	248,864	122,113	3,496	10,530	60,705
Gross Reported First Year Peak Demand Savings (kW)	1.85	117.75	95.76	30.48	44.04	32.73	0.00	0.00	10.27
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	384,450	1,030,808	584,290	221,445	260,986	138,244	2,939	10,530	62,681
Gross Verified First Year Peak Demand Savings (kW)	1.85	117.67	95.76	30.48	46.18	30.68	0.00	0.00	10.33
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.00	1.00	1.00	1.05	1.13	0.84	1.00	1.03
Gross Peak Demand RR	1.00	1.00	1.00	1.00	1.05	0.94			1.01
Gross Therm RR									
Ex Ante Calculation Methodology	Custom Calculation	Custom Calculation	Custom Calculation	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology									
Savings Source	Custom Analysis	Custom Analysis	Custom Analysis	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source									
Calculation Assessment									
TRM/Workpaper Assessment									
Reasons for RR(s) <> 1					Variation in RR due to discrepancy between the type, wattage and number of fixtures replaced between the rebate application and the tracking data. As per the rebate application, 206 of the Pulse Start Metal Halide(370W/fixture) fixtures are replaced with 127W LED fixtures. But, as per tracking data, 181 Pulse Start Metal Halide(370W/fixture) and 25 Metal Halide(210W/fixture) fixtures are replaced with 181 LED fixtures of 127W and 25 LED fixtures of 60W. Ex post calculations have referred to the rebate application for the type and number of fixtures retrofitted.	Discrepancy in RR can be due to different HVAC interactive factors, CF and HOUs selected between ex ante and ex post calculations. Discrepancy in LPD baseline for interior lighting as LPD is selected as 1.38 in rebate application, but as per workpaper and TRM, the value is 1.3 . Ex post analysis referenced to SPS deemed savings technical assumptions and NM TRM 2021. As calculation sheet is not provided, exact reason for RR variation could not be determined.	Variation in RR can be due to different HVAC interactive factors, HOUs or input wattage of baseline fixture selected between ex ante and ex post calculations. As calculation sheet is not provided, evaluation team cannot determine the exact cause for variation in RR. Ex post factors are in line with SPS deemed savings technical assumptions 2021.		RR for energy savings is 103.3% and for peak demand savings is 100.6%. Discrepancy in RR can be due to different HVAC interactive factors, CF and HOUs selected between ex ante and ex post calculations. Ex post calculations referred to SPS deemed savings technical assumptions and NM TRM 2021. As calculation sheet is not provided, exact reason for RR variation could not be determined
Include any other important observations here									

Project ID	OID4599346	OID3737576	OID3756558	OID3948791	OID4261927	OID4270834	OID4277565	OID4317254	OID4332119
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive
Subprogram	Lighting Efficiency_Exterior	Lighting Efficiency_Linear	Lighting Efficiency_Linear	Lighting Efficiency_Linear	Motors and Drives_VFD	Motors and Drives_VFD	Motors and Drives_VFD	Custom Efficiency	Cooling Efficiency
Project Description	Retrofit of Exterior Lighting with Energy Efficient LED	Installation of LED Linear tubes to replace fluorescent tubes	Installation of LED linear tubes to replace fluorescent tubes	Installation of LED Linear tubes to replace fluorescent tubes	Installation of VFD on Non-HVAC pump	Installation of VFDs for non HVAC pumps	Installation of VFD on Non-HVAC pump	Interior and exterior LED lighting retrofit	Installation of efficient cooling equipment
Measure Type	Retrofit Lighting	Retrofit Lighting	Retrofit Lighting	Retrofit Lighting	Variable Frequency Drive	Variable Frequency Drive	Variable Frequency Drive	Retrofit Lighting	DX unit < 5.4 tons and DCV
Building Type	Exterior	Miscellaneous	Hotel/Motel	Office	Industrial/Manufacture	Industrial/Manufacture	Industrial/Manufacture	Retail	Restaurant- Sit Down
Other Building Type		Public Library							
Site Visit Being Conducted	No	No	No	No	No	No	No	No	No
Other General Project Info Comments									
Gross Reported First Year Energy Savings (kWh)	12,911	16,273	64,300	44,860	333,579	481,587	83,395	576,482	7,176
Gross Reported First Year Peak Demand Savings (kW)	0.00	3.78	4.72	12.88	45.91	72.05	11.48	97.65	1.09
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	12,900	13,134	58,589	42,203	333,579	453,593	83,395	576,344	6,347
Gross Verified First Year Peak Demand Savings (kW)	0.00	3.05	4.68	12.12	45.91	64.56	11.48	97.65	1.07
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	0.81	0.91	0.94	1.00	0.94	1.00	1.00	0.88
Gross Peak Demand RR		0.81	0.99	0.94	1.00	0.90	1.00	1.00	0.98
Gross Therm RR									
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Custom Calculation	Prescriptive (TRM, Workpaper)
Other Calculation Methodology									
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Custom Analysis	Utility Workpaper
Other Savings Source									
Calculation Assessment									
TRM/Workpaper Assessment									
Reasons for RR(s) <> 1		Variation in RR can be due to different type and wattage for the baseline fixture between ex-ante and ex-post calculations. As per rebate application, the existing lighting was F32-T8-3-lamp fixture whereas, in the tracking data it is mentioned as F32-T8-1-lamp fixture. Variation can also be due to different HOU and HVAC interactive factors. As ex-ante calculations have not been provided, the exact reason for variation cannot be determined. Ex -post calculation algorithm is based on the SPS deemed saving technical assumptions 2021.	Variation in RR can be due to different HOU, HVAC interactive factors and CF between ex-ante and ex-post calculations. The facility is also indicated to be operating lighting 24 hours/day in the rebate application. As ex-ante calculations have not provided, exact reason for variation is not known. Discrepancy in RR can also be due to different wattages for existing fixtures. Ex-post calculations have referred to SPS input wattage guide. Ex-post calculation algorithm is based as per SPS deemed saving technical assumptions 2021.	Variation in RR can be due to different type and wattage for the baseline fixture between ex-ante and ex-post calculations. As per rebate application, the existing lighting was F32-T8-4-lamp fixture whereas, in the tracking data it is mentioned as F32-T8-1-lamp fixture. Variation can also be due to different HOU, HVAC interactive factors and CF. As ex-ante calculations have not been shared, exact reason for variation is not known. Ex-post calculation algorithm is based on the SPS deemed savings technical assumptions 2021.		Variation in RR due to incorrect motor HP and annual operational hours selected during ex ante calculations for the VFD model CFW110180T4SZ. The motor is 100 HP and the VFD is 125 HP. As per the SPS technical assumptions, motor HP is to be selected for the energy and peak demand saving calculations. Ex ante calculations have not been shared, but 125 HP would have been selected as motor HP and its corresponding annual hours for ex ante calculations. Ex post calculation algorithm and assumptions are based on the SPS deemed savings technical assumptions 2021.			Discrepancy in RR for energy savings is due to custom value of annual hours used for DCV during ex ante calculations. For ex post calculations, annual hours is as per the SPS workpapers 2021. Discrepancy in RR for peak demand savings can be due to different EER values for DX unit and CF value for DCV. As ex ante calculations have not been shared, exact reason cannot be determined. Ex post calculations have referred to the SPS deemed savings technical assumptions 2021 and NM TRM 2021.
Include any other important observations here									

EVERGREEN ECONOMICS

Project ID	OID4376697	OID4376765	OID4416378	OID4422770	OID4447074	OID4447546	OID4480321	OID4480398	OID4481395
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive
Subprogram	Cooling Efficiency	Custom Efficiency	Lighting Efficiency_Exterior	Cooling Efficiency	Motors and Drives_VFD	Lighting Efficiency_Exterior	Motors and Drives_VFD	Motors and Drives_VFD	Lighting Efficiency_Exterior
Project Description	Installation of efficient cooling equipment	Installation of Efficient Lighting Retrofits-LEDs replacing the existing lighting fixtures.	Installation of exterior LED area lighting fixtures and interior LED troffer fixtures	Installation of DX units > 5.4 Tons and RTU Economizers	Installation of VFD on Non-HVAC pump	Installation of exterior LED area lighting fixtures and interior LED troffer fixtures	Installation of VFDs for non HVAC pumps	Installation of VFDs for non HVAC pumps	Installation of exterior LED area lighting and wall pack fixtures
Measure Type	DX unit > 5.4 tons	Retrofit Lighting	Retrofit Lighting	DX units > 5.4 tons with Economizers	Variable Frequency Drive	Retrofit Lighting	Variable Frequency Drive	Variable Frequency Drive	Retrofit Lighting
Building Type	Other	Miscellaneous	Retail	Restaurant-Sit Down	Industrial/Manufacture	Retail	Industrial/Manufacture	Industrial/Manufacture	Grocery
Other Building Type	Truck Stop	Commercial - Theatre	Retail (Greater than 50,000SF)			Retail (Greater than 50,000SF)			Exterior
Site Visit Being Conducted	No	No	No	No	No	No	No	No	No
Other General Project Info Comments									
Gross Reported First Year Energy Savings (kWh)	9,333	18,099	81,263	22,699	403,224	101,145	964,540	788,731	227,156
Gross Reported First Year Peak Demand Savings (kW)	3.07	6.60	3.04	7.96	60.64	5.74	145.51	119.30	0.00
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	9,335	18,099	56,410	22,114	403,224	97,832	964,540	788,731	102,197
Gross Verified First Year Peak Demand Savings (kW)	3.07	6.60	2.84	7.55	60.64	3.12	145.51	119.30	0.00
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.00	0.69	0.97	1.00	0.97	1.00	1.00	0.45
Gross Peak Demand RR	1.00	1.00	0.93	0.95	1.00	0.54	1.00	1.00	
Gross Therm RR									
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Custom Calculation	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology									
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	0
Other Savings Source									
Calculation Assessment									
TRM/Workpaper Assessment									
Reasons for RR(s) <> 1			Discrepancy in RR can be due to different input wattages, HOUs, HVAC interactive factors and CF between ex-ante and ex-post calculations. Ex-post calculations have considered the facility type as 'Retail (greater than 50,000SF)' upon utilizing Google earth. Ex-post calculation algorithm and assumptions are based on the SPS deemed saving technical assumptions 2021 and SPS input wattage guide.	Discrepancy can be due to different EER_Baseline values and factors for the RTU Economizer. The evaluation team referred to the NM TRM 2021 for the baseline efficiency. As ex ante calculations have not been shared, exact reason cannot be determined. Ex post calculation have referred to SPS deemed savings technical assumptions 2021 and NM TRM 2021.		Discrepancy in RR can be due to different HOUs, HVAC interactive factors and CF between ex-ante and ex-post calculations. As ex-ante calculations have not been shared, the exact reason is not known. Ex-post calculations have considered the facility type as 'Retail (greater than 50,000SF)' upon utilizing Google earth. Ex-post calculation algorithm and assumptions are based on the SPS deemed saving technical assumptions 2021 and SPS input wattage guide.			Variation in RR can be due to differences in the type, number and wattage of existing fixtures between the ex-ante and ex-post calculations. The evaluation team used algorithm input parameters for the Exterior lighting projects listed in the SPS deemed savings technical assumptions. The evaluation team also referred to the Xcel Energy Input Wattage Guide for the baseline fixture wattages.
Include any other important observations here									

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Project ID	OID4481784	OID4494998	OID4495699	OID4501996	OID4504558	OID4511291	OID4529068	OID4550092	OID4550171
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive
Subprogram	Cooling Efficiency	Motors and Drives_VFD	Custom Efficiency	Lighting Efficiency_Linear	Lighting Efficiency_Linear	Cooling-NM	Lighting Efficiency_Linear	Motors and Drives_VFD	Motors and Drives_VFD
Project Description	Installation of efficient cooling equipment	Installation of VFD on Non-HVAC pump	Installation of efficient LED lighting to replace the existing lighting fixtures.	Installation of LED lighting fixtures to replace the existing fixtures.	Installation of Efficient Lighting Retrofits-LEDs replacing the existing lighting fixtures.	Installation of DX units < 5.4 Tons	Installation of LED linear tubes to replace fluorescent lamps	Installation of VFD for HVAC fan	Installation of VFD for HVAC fan
Measure Type	DX unit < 5.4 tons	Variable Frequency Drive	Retrofit Lighting	Retrofit Lighting	Retrofit Lighting	Cooling Efficiency	Retrofit Lighting	Variable Frequency Drive	Variable Frequency Drive
Building Type	Office	Industrial/Manufacture	Exterior	Miscellaneous	Office	Education	Retail	Commercial - Retail Outlet/Mall Type Facility	Commercial - Retail Outlet/Mall Type Facility
Other Building Type	Office/Healthcare facility		Parking Lot	Bank		Education - Primary School	Retail (Less than 50,000SF)		
Site Visit Being Conducted	No	No	No	No	No	No	No	No	No
Other General Project Info Comments									
Gross Reported First Year Energy Savings (kWh)	905	303,346	17,310	37,452	1,885	3,251	11,742	11,760	2,352
Gross Reported First Year Peak Demand Savings (kW)	0.48	46.16	0.00	6.58	0.54	3.59	2.73	0.00	0.00
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	904	303,346	17,310	38,828	1,833	3,251	16,182	11,760	2,352
Gross Verified First Year Peak Demand Savings (kW)	0.40	46.16	0.00	6.90	0.53	3.02	3.76	0.00	0.00
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.00	1.00	1.04	0.97	1.00	1.38	1.00	1.00
Gross Peak Demand RR	0.84	1.00		1.05	0.97	0.84	1.38		
Gross Therm RR									
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Custom Calculation	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology									
Savings Source	Utility Workpaper	Utility Workpaper	Custom Analysis	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source									
Calculation Assessment									
TRM/Workpaper Assessment									
Reasons for RR(s) <> 1	Variation in RR can be due to difference in CF and EER values between ex ante and ex post calculations. As ex ante calculations have not been shared, exact reason cannot be determined. EER_baseline and EER_Eff are calculated as per the SPS deemed savings 2021 and CF is selected based on the mentioned facility type in the application.			Variation in RR maybe due to discrepancy between the type and number of existing fixtures. As per rebate application, existing fixtures include both 2-lamp and 4-lamp F32 T8 fixtures. Tracking data only mentions the F32 T8 1-lamp fixtures. Variation can also be due to differences in input wattage for existing fixtures between the ex ante and ex post calculations. Ex post calculations have referred SPS input wattage guide.	Variation in RR can be due to differences in the HVAC interactive factors and HOU between ex ante and ex post calculations. Ex post have referred to SPS deemed savings technical assumptions 2021 for the above factors.	Discrepancy in RR can be due to differences in the CF and EER values between ex ante and ex post calculations. As ex ante calculations have not been shared, exact reason cannot be determined. EER_baseline and EER_Eff are calculated as per the SPS deemed savings 2021 and CF is selected based on the mentioned facility type in the application.	Variation in RR can be due to difference in the input wattage of baseline fixtures between ex-ante and ex-post calculations. Variation can also be due to different HVAC interactive factors, CF and HOU between ex-ante and ex-post calculations. As ex-ante calculation sheet has not been provided, exact reason for variation cannot be determined. Ex-post calculation algorithm is based on the SPS deemed savings technical assumptions 2021.		
Include any other important observations here									

Project ID	OID4558620	OID4572032	OID4572253	OID4580385	Database Review
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive	Business Comprehensive
Subprogram	Custom Project- Lighting Efficiency	Lighting Efficiency_Linear	Cooling Efficiency	Cooling NM	Dropship Lighting
Project Description	Replacement of Fluorescent tubes with LED tubes	Installation of Efficient Lighting Retrofits-LEDs replacing the existing lighting fixtures.	Installation of efficient cooling equipment	Installation of efficient DX unit < 5.4 tons.	Lighting Replacement
Measure Type	Retrofit Lighting	Retrofit Lighting	Air Cooled Chillers	Cooling Efficiency	Lighting
Building Type	Miscellaneous	Retail	Commercial	Commercial	Warehouse, Retail, Restaurant, Office, Hotel and Misc.
Other Building Type	Clothing Alteration and Laundry			Office - Small	
Site Visit Being Conducted	No	No	No	No	No
Other General Project Info Comments					
Gross Reported First Year Energy Savings (kWh)	4,216	32,017	12,516	326	335,032
Gross Reported First Year Peak Demand Savings (kW)	1.64	7.43	6.44	0.17	84.27
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	4,216	31,896	12,516	326	328,210
Gross Verified First Year Peak Demand Savings (kW)	1.64	7.41	6.44	0.15	84.41
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.00	1.00	1.00	0.98
Gross Peak Demand RR	1.00	1.00	1.00	0.84	1.00
Gross Therm RR					
Ex Ante Calculation Methodology	Custom Calculation	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology					
Savings Source	Custom Analysis	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source					NM 20.B.0 Lighting Efficiency
Calculation Assessment					The evaluator was able to replicate reported ex ante savings for Linear Tubes and Lamps.
TRM/Workpaper Assessment					
Reasons for RR(s) <> 1				Variation in RR could be due to difference in the facility type selected between ex ante and ex post calculations. Rebate application only mentions the facility type as 'Commercial'. Ex post calculations assumed the facility type as 'Office - Small' after completing additional research. Variation in RR can also be due to difference in the EER and CF values between the ex ante and ex post calculations. As calculation sheet has not been shared, exact reason cannot be determined.	The discrepancy between the Ex Ante and Ex Post kWh savings for is due to rounding and consideration of 0.91 ISR for DI Lamps in ex post savings calculations.
Include any other important observations here					For linear tubes, the evaluator verified deemed savings technical assumptions such as cooling kW and kWh savings factors, hours of use, and CF in workbook for Linear Tubes. As per ex ante savings calculations, a total of 16 projects with opportunity measures that have negative savings in Salesforce were marked as "need to be fixed". Rounding error may have caused the issue. This changed the ex ante savings from 54,294 kWh and 16.83 kW to 34,024 kWh and 9.995 kW. SPS hired an electrical contractor to install the LED Linear Tubes. Therefore, the evaluation team used a direct install ISR 100% to calculate the verified savings. For lamps, based on our understanding of the program, the evaluation team adjusted ISR from 1.0 to 0.91, a combination of direct install and kits. The evaluator verified direct install weighted aggregate for CF, HOU, kW factor, kWh factor and baseline lamp efficacy for Lamps.

Appendix G: Home Energy Services Desk Review Detailed Results

EVERGREEN ECONOMICS

Project ID	OID4597974	OID4597982	OID4598003	OID4598029	OID4598062	OID4598073
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services
Subprogram			Low Income			
Project Description	Air Infiltration	Ceiling Insulation and Duct Sealing	Air Infiltration	Ceiling Insulation	Ceiling Insulation	Ceiling Insulation & Duct Leakage
Measure Type	Air Infiltration	Ceiling Insulation	Air Infiltration and Duct Leakage	Ceiling Insulation	Ceiling Insulation and Duct Leakage	Ceiling Insulation
Building Type	Residential	Residential	Residential	Residential	Residential	Residential
Other Building Type						
Site Visit Being Conducted	No	No	No	No	No	No
Other General Project Info Comments						
Gross Reported First Year Energy Savings (kWh)	2,447	666	9,261	1,316	711	6,834
Gross Reported First Year Peak Demand Savings (kW)	0.32	1.07	0.52	0.23	1.00	0.47
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	2,447	1,668	9,521	1,316	1,563	7,247
Gross Verified First Year Peak Demand Savings (kW)	0.32	1.07	0.52	0.23	1.00	0.46
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	2.50	1.03	1.00	2.20	1.06
Gross Peak Demand RR	1.00	1.00	1.00	1.00	1.00	1.00
Gross Therm RR						
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology						
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source						
Calculation Assessment						
TRM/Workpaper Assessment						
Reasons for RR(s) <> 1		There were no reported ex ante energy (kWh) savings for the Duct Sealing measure while there were reported peak demand (kW) savings listed for the same measure. The evaluation team calculated energy savings for the Duct Sealing measure which increased the savings.	The evaluation team calculated the savings for the air infiltration and duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.		There were no reported ex ante energy (kWh) savings for the Duct Sealing measure while there were reported peak demand (kW) savings listed for the same measure. The evaluation team calculated energy savings for the Duct Sealing measure which increased the savings.	The discrepancy between the ex ante and ex post savings is not clear based on the project documentation supplied. The evaluation team calculated the savings for the duct leakage & ceiling insulation measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.
Include any other important observations here						

Project ID	OID4598115	OID4598131	OID4598179	OID4598197	OID4598199	OID4598222
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services
Subprogram	Low Income					
Project Description	Air Infiltration	Ceiling Insulation	Ceiling Insulation	Air Infiltration & Duct Leakage	Duct leakage and air infiltration	Duct Leakage
Measure Type	Air Infiltration and Duct Leakage	Ceiling Insulation	Ceiling Insulation	Air Infiltration	Duct Leakage	Air Infiltration and Duct Leakage
Building Type	Residential	Residential	Residential	Residential	Residential	Residential
Other Building Type						
Site Visit Being Conducted	No	No	No	No	No	No
Other General Project Info Comments						
Gross Reported First Year Energy Savings (kWh)	568	3,749	21,105	557	6,917	8,598
Gross Reported First Year Peak Demand Savings (kW)	0.64	0.59	2.59	0.66	0.36	0.40
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	991	3,749	22,365	1,020	7,174	9,065
Gross Verified First Year Peak Demand Savings (kW)	0.64	0.59	2.60	0.66	0.36	0.40
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.75	1.00	1.06	1.83	1.04	1.05
Gross Peak Demand RR	1.00	1.00	1.00	1.00	1.00	1.00
Gross Therm RR						
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology						
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source						
Calculation Assessment						
TRM/Workpaper Assessment						
Reasons for RR(s) <> 1	There were no reported ex ante energy (kWh) savings for the Duct Sealing measure while there were reported peak demand (kW) savings listed for the same measure. The evaluation team calculated energy savings for the Duct Sealing measure which increased the savings.		The evaluation team calculated the savings for the ceiling insulation and the duct sealing measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.	There were no reported ex ante energy (kWh) savings for the Duct Sealing measure while there were reported peak demand (kW) savings listed for the same measure. The evaluation team calculated energy savings for the Duct Sealing measure which increased the savings.	The evaluation team calculated the savings for the duct leakage and air infiltration measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.	The evaluation team calculated the savings for the air infiltration and duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.
Include any other important observations here						

Project ID	OID4598258	OID4598300	OID4598301	OID4598319	OID4598378	OID4614711
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services
Subprogram						
Project Description	Air Infiltration & Duct Leakage	Air Infiltration & Duct Leakage	Air Infiltration & Duct Leakage	Air Infiltration	Air Infiltration & Duct Leakage	Air infiltration and duct leakage
Measure Type	Air Infiltration	Air Infiltration	Air Infiltration	Air Infiltration	Air Infiltration	Duct Leakage
Building Type	Residential	Residential	Residential	Residential	Residential	Residential
Other Building Type						
Site Visit Being Conducted	No	No	No	No	No	No
Other General Project Info Comments						
Gross Reported First Year Energy Savings (kWh)	5,881	3,648	3,537	3,115	8,902	4,936
Gross Reported First Year Peak Demand Savings (kW)	0.73	0.40	0.39	0.34	0.49	0.45
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	6,337	3,856	3,731	3,303	9,164	4,936
Gross Verified First Year Peak Demand Savings (kW)	0.73	0.40	0.39	0.34	0.49	0.45
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.08	1.06	1.05	1.06	1.03	1.00
Gross Peak Demand RR	1.00	1.00	1.00	1.00	1.00	1.00
Gross Therm RR						
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology						
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source						
Calculation Assessment						
TRM/Workpaper Assessment						
Reasons for RR(s) <> 1	The discrepancy between the ex ante and ex post savings is not clear based on the project documentation supplied. The evaluation team calculated the savings for the air infiltration & duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.	The discrepancy between the ex ante and ex post savings is not clear based on the project documentation supplied. The evaluation team calculated the savings for the air infiltration & duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.	The discrepancy between the ex ante and ex post savings is not clear based on the project documentation supplied. The evaluation team calculated the savings for the air infiltration & duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.	The evaluation team calculated the savings for the air infiltration and duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.	The evaluation team calculated the savings for the air infiltration & duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.	
Include any other important observations here						

EVERGREEN ECONOMICS

Project ID	OID4614725	OID4614738	OID4614827	OID4614834	OID4614858	OID4614862
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services
Subprogram						Low Income
Project Description	Duct leakage and air infiltration	Air Infiltration	Air Infiltration & Duct Leakage weatherization	Air Infiltration & Duct Leakage	Air Infiltration & Duct Leakage	Duct Leakage
Measure Type	Duct Leakage	Air Infiltration	Air Infiltration	Air Infiltration	Ceiling Insulation	Duct Leakage and Air Infiltration
Building Type	Residential	Residential	Residential	Residential	Residential	Residential
Other Building Type						
Site Visit Being Conducted	No	No	No	No	No	No
Other General Project Info Comments						
Gross Reported First Year Energy Savings (kWh)	6,651	1,407	8,478	9,767	9,412	10,207
Gross Reported First Year Peak Demand Savings (kW)	0.75	0.90	0.45	0.64	0.59	0.66
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	6,651	1,406	8,341	9,767	9,412	10,207
Gross Verified First Year Peak Demand Savings (kW)	0.75	0.90	0.45	0.64	0.59	0.66
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.00	0.98	1.00	1.00	1.00
Gross Peak Demand RR	1.00	1.00	1.00	1.00	1.00	1.00
Gross Therm RR						
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology						
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source						
Calculation Assessment						
TRM/Workpaper Assessment						
Reasons for RR(s) <> 1			The discrepancy between the ex ante and ex post savings is not clear based on the project documentation supplied. The evaluation team calculated the savings for the air infiltration & duct leakage measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.			
Include any other important observations here						

Project ID	OID4617992	OID4618005	OID4643441	OID4643443	OID4643531	OID4643533
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services
Subprogram						
Project Description	Duct Leakage & Ceiling Insulation	Duct Leakage & Ceiling Insulation	Duct Leakage	Duct Leakage		Duct Leakage & Ceiling Insulation
Measure Type	Duct Leakage	Duct Leakage	Ceiling Insulation	Duct Leakage	Ceiling Insulation	Ceiling Insulation
Building Type	Residential	Residential	Residential	Residential	Residential	Residential
Other Building Type						
Site Visit Being Conducted	No	No	No	No	No	No
Other General Project Info Comments						
Gross Reported First Year Energy Savings (kWh)	11,566	10,413	5,084	5,207	12,147	11,361
Gross Reported First Year Peak Demand Savings (kW)	0.76	0.56	0.20	0.21	1.39	1.34
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	11,567	10,537	5,084	5,207	12,164	11,378
Gross Verified First Year Peak Demand Savings (kW)	0.76	0.56	0.20	0.21	1.40	1.34
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.01	1.00	1.00	1.00	1.00
Gross Peak Demand RR	1.00	1.00	1.00	1.00	1.00	1.00
Gross Therm RR						
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology						
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source						
Calculation Assessment						
TRM/Workpaper Assessment						
Reasons for RR(s) <> 1		The discrepancy between the ex ante and ex post savings is not clear based on the project documentation supplied. The evaluation team calculated the savings for the duct leakage & ceiling insulation measures using the algorithms in the NM TRM/SPS technical assumptions. Custom algorithm input parameters were referenced from the supplied Field Report.				
Include any other important observations here						

Project ID	OID4681012	OID4681066	OID4681099	OID4681139	OID4723517	OID4723549
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services
Subprogram	Low Income	Low Income				
Project Description	Ceiling Insulation	Air Infiltration, Ceiling Insulation and Duct Leakage	Air Infiltration & Duct Leakage	Air Infiltration, Ceiling Insulation, and Duct Sealing	Air Infiltration and Duct Leakage	Duct Leakage & Ceiling Insulation
Measure Type	Ceiling Insulation	Air Infiltration, Ceiling Insulation and Duct Leakage	Ceiling Insulation	Ceiling Insulation	Air Infiltration and Duct Leakage	Ceiling Insulation
Building Type	Residential	Residential	Residential	Residential	Residential	Residential
Other Building Type						
Site Visit Being Conducted	No	No	No	No	No	No
Other General Project Info Comments						
Gross Reported First Year Energy Savings (kWh)	6,393	10,376	1,184	11,411	1,084	5,503
Gross Reported First Year Peak Demand Savings (kW)	1.11	0.81	0.76	1.13	0.70	0.63
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	6,422	10,375	1,183	11,412	1,085	5,510
Gross Verified First Year Peak Demand Savings (kW)	1.11	0.81	0.76	1.13	0.70	0.63
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.00	1.00	1.00	1.00	1.00
Gross Peak Demand RR	1.00	1.00	1.00	1.00	1.00	1.00
Gross Therm RR						
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology						
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source						
Calculation Assessment						
TRM/Workpaper Assessment						
Reasons for RR(s) <> 1						
Include any other important observations here						

Project ID	OID4723589	OID4723803	OID4723817	OID4723822
Utility	SPS Xcel	SPS Xcel	SPS Xcel	SPS Xcel
Program	Home Energy Services	Home Energy Services	Home Energy Services	Home Energy Services
Subprogram			Low Income	Low Income
Project Description	Duct Leakage	Air Infiltration & Duct Leakage	Ceiling Insulation	Air Infiltration, Duct Leakage and Ceiling Insulation
Measure Type	Ceiling Insulation	Ceiling Insulation	Ceiling Insulation	Air Infiltration, Duct Leakage and Ceiling Insulation
Building Type	Residential	Residential	Residential	Residential
Other Building Type				
Site Visit Being Conducted	No	No	No	No
Other General Project Info Comments				
Gross Reported First Year Energy Savings (kWh)	1,970	695	3,580	16,646
Gross Reported First Year Peak Demand Savings (kW)	0.15	0.45	0.62	1.32
Gross Reported First Year Gas Savings (therms)	0.00	0.00	0.00	0.00
Gross Verified First Year Energy Savings (kWh)	1,970	695	3,597	16,687
Gross Verified First Year Peak Demand Savings (kW)	0.15	0.45	0.62	1.33
Gross Verified First Year Gas Savings (therms)	0.00	0.00	0.00	0.00
Gross Energy Savings RR	1.00	1.00	1.00	1.00
Gross Peak Demand RR	1.00	1.00	1.00	1.00
Gross Therm RR				
Ex Ante Calculation Methodology	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)	Prescriptive (TRM, Workpaper)
Other Calculation Methodology				
Savings Source	Utility Workpaper	Utility Workpaper	Utility Workpaper	Utility Workpaper
Other Savings Source				
Calculation Assessment				
TRM/Workpaper Assessment				
Reasons for RR(s) <> 1				
Include any other important observations here				

Applicable Electric Utility EE Rule Requirements and Where Addressed in SPS's Filing

NMAC	Requirement	Witness and/or Plan Section
17.7.2.8	**Public Utility Filing Requirements for Annual Applications and Annual Reports**	
A.	*Timing* – Southwestern Public Service Company shall file its application and report annually on May 15.	Schoenheider;
B.	Solicitation of non-binding public comment and Commission required competitive bids.	Schoenheider; Triennial Plan Section I(A)
C.	The public utility shall identify within its application its estimated plan year funding for energy efficiency and load management program cost for each year during the plan period	Schoenheider; Triennial Plan Executive Summary
1.	Plan year funding shall be no less than 3% and no more than 5% of billing revenues from all its customers' bills excluding:	Schoenheider; Luth
a.	gross receipts taxes and franchise and right of way access fees;	Schoenheider; Luth
b.	revenues that the utility estimates to bill during the plan year to any single customer that exceed $75,000;	Schoenheider; Luth
c.	any customer's plan year self-directed program credits approved by the utility or by a commission approved self-direct administrator; and	N/A
d.	any customer's plan year self-directed program exemptions approved by the utility or a commission approved self-direct administrator.	N/A
D.	Calculation of difference between its actual prior year plan expenditures and the Commission's authorized funding.	Luth
1.	Calculation of any plan year overage; and	Luth
2.	Calculation of any plan year underage.	Luth
E.	A utility shall make its best efforts to expend its plan commission authorized funding as calculated in 17.7.2.8.C NMAC above subtracting any applicable prior plan year overage or adding any applicable prior plan year underage provided that a public utility may periodically adjust its plan year expenditures by an amount not greater that ten percent of the approved funding level if the adjustment will result in aligning plan year expenders more closely with projected plan year collections.	Schoenheider
F.	Inclusion of Executive Summary.	Schoenheider; Triennial Plan Executive Summary
G.	The use of well known, commercially available or standard engineering, economic, and financial calculations, rating, and simulations, or other reasonable methods to determine monetary costs and avoided monetary costs of measures and programs.	Schoenheider;, Appendix A, Appendix B
H.	For each program and measure, including previously approved measures and programs submitted for reauthorization, the application shall provide:	
1.	a statement that the measure or program is estimated to be cost-effective and meets the utility cost test;	Schoenheider; Triennial Plan Section I(J); Triennial Plan Appendix A
2.	a detailed description of the proposed measure or program;	Schoenheider; Triennial Plan Section III
3.	the expected useful life of the measure or program;	Schoenheider; Triennial Plan Appendix B

NMAC	Requirement	Witness and/or Plan Section
4.	any participation requirements and restrictions of the measure or program;	Schoenheider; Triennial Plan Section III
5.	the time during which the measure or program will be offered;	Schoenheider; Triennial Plan Section III
6.	a description of any competitive bid process for utility measures or programs;	N/A
7.	the estimated number of measure or program participants, supported by written testimony and exhibits;	Schoenheider; Triennial Plan Executive Summary, Appendix B
8.	the estimated economic benefit to the participants attributable to the measure or program, supported by written testimony and exhibits;	Schoenheider; Triennial Plan Appendix A
9.	the estimated annual energy savings and the estimated energy savings over the useful life for the measure or program, supported by written testimony and exhibits;	Schoenheider; Triennial Plan Appendix B
10.	the estimated annual demand savings and the estimated demand savings over the useful life for the measure or program, supported by written testimony and exhibits;	Schoenheider; Triennial Plan Executive Summary, Appendix A, Appendix B
11.	the proposed program costs to be incurred by the utility to support more than one measure or program, along with the associated allocation of the cost to each measure or program, and the method used to determine each allocation, supported by written testimony and exhibits;	Schoenheider; Triennial Plan Executive Summary, Section II(D)
12.	a detailed separate measure or program budget that identifies the estimated monetary program costs to be incurred by the utility in acquiring, developing, and operating each measure and program on a life cycle basis, for each year of the expected useful life of the measure or program;	Schoenheider; Triennial Plan Executive Summary, Appendix A
13.	the estimated monetary program costs to be incurred by the utility in acquiring, developing, and operating each measure or program on a life cycle basis, supported by written testimony and workpapers that:	Triennial Plan Section II(D), Appendix A
a.	demonstrate and justify how the *estimated* monetary program costs will be equal to or greater than the *actual* monetary program costs; and	Schoenheider; Triennial Plan Section III(D)
b.	explain the utility's rationale and methodology used to determine the estimated monetary program costs;	Schoenheider; Triennial Plan Section I(J)
14.	the estimated avoided monetary cost associated with developing, acquiring, and operating associated supply-side resources, supported by written testimony and exhibits that:	Schoenheider; Triennial Plan Section I(J), Appendix A
a.	demonstrate and justify how the estimated avoided monetary cost will be equal to or greater than the actual avoided monetary cost; and	Schoenheider; Triennial Plan Section I(J), Appendix A
b.	explain the utility's rationale and methodology used to estimate the avoided monetary cost associated with acquiring, developing, and operating the associated supply-side resource;	Schoenheider; Triennial Plan Section I(J)
15.	supporting documentation, underlying data, calculations, estimates, and other items shall be presented in a manner that facilitates the preparation of a measurement and verification report by an independent program evaluator, along with compilation and preparation of the utility's report requirements, and that facilitates a	Schoenheider; Triennial Plan Section I(J), Appendix A, Appendix B

NMAC	Requirement	Witness and/or Plan Section
	simple comparison of measure or program estimated results to actual results, including the utility's cost of capital and discount rate.	
16.	if the utility cost test is not met, justify why the utility is proposing to implement the program within its portfolio of proposed programs.	Schoenheider
I.	Demonstration of measure or program cost-effectiveness.	Schoenheider; Triennial Plan Appendix A
J.	Demonstration of portfolio cost-effectiveness and that every affected customer class has the opportunity to participate and benefit.	Schoenheider; Triennial Plan Section III, Appendix A
K.	Demonstration of 5% funding for low-income customers.	Schoenheider
L.	Proposal for incentive shall:	
1.	be based on the utility's costs;	Schoenheider
2.	be based on satisfactory performance of measures and programs;	Schoenheider
3.	be supported by written testimony and exhibits; and	Schoenheider
4.	shall not exceed the product (expressed in dollars) of:	
i.	its weighted cost of capital (expressed as a percent), and	Schoenheider
ii.	its approved annual program costs.	Schoenheider
M.	For each approved large customer self-directed program, the utility's application shall describe, in an annual report, the process that enabled the utility to determine that a large customer self-directed program met the cost-effective definition set forth in Section 62-17-9.B NMSA 1978 and merited credit or exemption.	N/A
17.7.2.9	**Residential Programs**	
A.	The programs should enable residential customers or households to conserve energy, reduce demand, or reduce residential energy bills.	Schoenheider; Triennial Plan Section III
B.	No less than 5% of funding is specifically directed to programs for low-income customers.	Schoenheider
1.	A utility may coordinate with existing community resources, including affordable housing programs, and low-income weatherization programs managed by other utilities and federal, state, county, or local governments. This section does not preclude the utility from designing and proposing other low-income programs.	Schoenheider; Triennial Plan Section III(A)
2.	Whenever possible, providers of low-income energy efficiency measures or programs should have demonstrated experience and effectiveness in the design, administration, and provision of low-income measures and programs, along with experience in identifying and conducting outreach to low-income households. In the absence of qualified independent agencies, a utility that does not provide measure or programs directly, may solicit qualified competitive bids for these services.	Schoenheider; Triennial Plan Section III(A)
3.	In developing the utility cost test for energy efficiency and load management measures and programs directed to low-income customers, unless otherwise quantified in a commission proceeding, the utility shall assume that twenty percent (20%) of the calculated energy savings is the reasonable value of reduction in working capital, reduced collect costs, lower bad-debt expense, improved customer service, effectiveness, and other appropriate factors qualifying as utility system economic benefits.	Schoenheider

NMAC	Requirement	Witness and/or Plan Section
17.7.2.10	**Self-Directed Program Credits for Large Customers**	
A.	The expenditures made by the large customer at its facilities shall be cost-effective according to the utility cost test.	N/A
B.	Projects that have received rebates, financial, or other program support from a utility are not eligible for a credit.	N/A
C.	Eligible expenditures must have a simple payback period of more than one year, but less than seven years.	N/A
D.	Large customers shall seek and receive approval for credits from the utility or a commission-approved self-direct administrator.	N/A
E.	Large customers applying for an investor-owned electric utility bill credit must meet the electricity consumption size criteria set forth in Section 62-17-4.G NMSA 1978 and the utility cost test.	N/A
G.	Large customers seeking a credit shall provide, to the utility or the commission approved self-direct program administrator, access to all relevant engineering studies and documentation needed to verify energy savings of the projects, and allow access to its site for reasonable inspections, at reasonable times. All records relevant to a self-direct program shall be maintained by the large customer for the duration of that program, which shall be evaluated in accordance with 17.7.2.15 NMAC, subject to appropriate protections for confidentiality.	N/A
H.	The utility shall designate a qualified representative to review, approve, or disapprove large customer requests for credits.	N/A
I.	The commission may appoint a "commission-approved" self-direct program administrator to review, approve, or disapprove large customer requests for credits.	N/A
J.	Approvals or disapprovals by the utility representative or administrator shall be subject to commission review. Within 30 business days of the action, the utility representative or administrator shall file and serve notice of each self-direct program review, approval, or disapproval with the commission, and on all interested parties. Notice of an appeal of a utility or administrator approval or disapproval of a large customer credit request shall be filed with the commission within 30 calendar days of the approval or disapproval action by Staff, the large customer, or any interested party.	N/A
K.	Once approved, the credit may be used to offset up to 70% of the tariff rider authorized by the Efficiency Use of Energy Act, until said credit is exhausted.	N/A
L.	Any credit not fully utilized in the year it is received shall carry over to subsequent years.	N/A
M.	Implementation of credits shall be designed to minimize utility administrative costs.	N/A
N.	Self-direct program participants, or large customers seeking exemption, shall submit qualified in-house or contracted engineering studies, and such other information as may be reasonably required by the utility or program administrator, to demonstrate qualification for self-direct program credits.	N/A
O.	Large customers must respond to reasonable utility or administrator information requests and allow the utility or an administrator to	N/A

NMAC	Requirement	Witness and/or Plan Section
	perform necessary site visits.	
P.	The utility or administrator shall act in a timely manner on requests for self-direct program approval.	N/A
Q.	For investor-owned electric utilities, the equivalent amount of energy savings associated with a large customer's self-directed program will be accounted for in calculating its compliance with minimum required energy savings.	N/A
R.	Large customer expenditures incurred to produce electric energy savings or electric demand savings are only eligible for an electric utility bill credit. Large customer expenditures incurred to produce natural gas energy savings or natural gas demand savings are only eligible for a gas utility bill credit. Large customer expenditures incurred to produce both electric and natural gas energy savings, both electric and natural gas demand savings, or any combination of energy savings and demand savings for both electric and natural gas are eligible for both an electricity bill credit and a gas utility bill credit, provided that the same energy efficiency expenditures or load management expenditures cannot be accounted for twice.	N/A
S.	Upon written request by the large customer, the information provided by that customer to the utility or program administrator, program evaluator, or others, shall remain confidential, except as otherwise ordered by the commission.	N/A
17.7.2.11	**Self-Directed Program Exemptions for Large Customers**	N/A
A.	To receive approval for an exemption to paying 70% of the tariff rider, a large customer must demonstrate to the reasonable satisfaction of the utility or self-direct program administrator that it has exhausted all cost-effective energy efficiency measures at its facility.	N/A
B.	Projects that have received rebates, financial, or other program support from a utility are not eligible for an exemption.	N/A
C.	Eligible expenditures must have a simple payback period of more than one year, but less than seven years.	N/A
D.	Large customers shall seek and receive approval for credits from the utility or a commission-approved self-direct administrator.	N/A
E.	Large customers applying for an investor-owned electric utility bill credit must meet the electricity consumption size criteria set forth in Section 62-17-4.G NMSA 1978 and the utility cost test.	N/A
G.	The utility shall designate a qualified representative to review, approve, or disapprove large customer requests for credits.	N/A
H.	The commission may appoint a "commission-approved" self-direct program administrator to review, approve, or disapprove large customer requests for credits.	N/A
I.	Approvals or disapprovals by the utility representative or administrator shall be subject to commission review. Within 30 business days of the action, the utility representative or administrator shall file and serve notice of each self-direct program review, approval, or disapproval with the commission, and on all interested parties. Notice of an appeal of a utility or administrator approval or disapproval of a large customer credit request shall be filed with the	N/A

NMAC	Requirement	Witness and/or Plan Section
	commission within 30 calendar days of the approval or disapproval action by Staff, the large customer, or any interested party.	
J.	Large customers seeking an exemption shall provide, to the utility or the commission approved self-direct program administrator, access to all relevant engineering studies and documentation needed to verify energy savings of the projects, and allow access to its site for reasonable inspections, at reasonable times. All records relevant to a self-direct program shall be maintained by the large customer for the duration of that program, which shall be evaluated in accordance with 17.7.2.15 NMAC, subject to appropriate protections for confidentiality.	N/A
K.	Self-direct program participants, or large customers seeking exemption, shall submit qualified in-house or contracted engineering studies, and such other information as may be reasonably required by the utility or program administrator, to demonstrate qualification for self-direct program exemptions.	N/A
L.	Large customers must respond to reasonable utility or administrator information requests and allow the utility or an administrator to perform necessary site visits.	N/A
M.	The utility or administrator shall act in a timely manner on requests for self-direct program approval.	N/A
N.	For investor-owned electric utilities, the equivalent amount of energy savings associated with a large customer's self-directed program will be accounted for in calculating its compliance with minimum required energy savings.	N/A
O.	Large customer expenditures incurred to produce electric energy savings or electric demand savings are only eligible for an electric utility bill credit. Large customer expenditures incurred to produce natural gas energy savings or natural gas demand savings are only eligible for a gas utility bill credit. Large customer expenditures incurred to produce both electric and natural gas energy savings, both electric and natural gas demand savings, or any combination of energy savings and demand savings for both electric and natural gas are eligible for both an electricity bill credit and a gas utility bill credit, provided that the same energy efficiency expenditures or load management expenditures cannot be accounted for twice.	N/A
P.	Upon written request by the large customer, the information provided by that customer to the utility or program administrator, program evaluator, or others, shall remain confidential, except as otherwise ordered by the commission.	N/A
17.7.2.12	**Modification or Termination of Programs**	
A.	**Within each plan year the utility commission, staff, attorney general, energy, minerals and natural resources dept., or interested party may petition the commission to modify or terminate a measure or program, approve a new program, for good cause.**	N/A
B.	**Within each plan year a utility may add or subtract measures within a program, modify customer incentive levels, or make other adjustments to an approved program.**	N/A

NMAC	Requirement	Witness and/or Plan Section
17.7.2.13	**Filing Requirements for Cost Recovery**	
A.	Electric utility recovery of program costs shall only be from customer classes with an opportunity to participate in approved measures and programs and shall be 3% to 5% of customers' bills or $75,000 per customer per plan year, whichever is less.	Schoenheider; Luth; Triennial Plan Section II(D)
B.	The utility, at its option, may recover its prudent and reasonable program costs and approved incentives, either through an approved tariff rider, in base rates, or by combining recovery through a tariff rider and base rates.	Schoenheider; Triennial Plan Section II(D)
C.	If a utility seeks recovery of costs through a tariff rider, a utility shall present the proposed ratemaking treatment to the commission for approval. The proposal shall reconcile recovery of any costs currently being recovered through a tariff rider or in base rates, or by a combination of the two, as well as any new costs proposed to be recovered through a tariff rider or in base rates, or by a combination of the two.	Luth; Triennial Plan Section II(D)
1.	The tariff rider shall be applied on a monthly basis, unless otherwise allowed by the commission.	Luth; Triennial Plan Section II(D)
2.	Unless otherwise ordered by the commission, a tariff rider approved by the commission shall require language on customer bills explaining program benefits.	Schoenheider
3.	A utility seeking approval of a tariff rider shall file an advice notice containing the information required by 17.1.2.210.11 NMAC and served upon the individuals and entities set forth in that rule. The proposed tariff rider shall go into effect 30 days after filing, unless suspended by the commission for a period not to exceed 180 days. If the commission has not acted to approve or disapprove the tariff rider by the end of an ordered suspension period, or within 30 days of filing, it shall be deemed approved as a matter of law.	Schoenheider
D.	If base rate recovery of costs is sought, a utility shall present the proposed ratemaking treatment to the commission for approval. The proposal shall reconcile recovery of any costs currently being recovered through a tariff rider or in base rates, or by a combination of the two, as well as any new costs proposed to be recovered through a tariff rider or in base rates, or a combination of the two.	N/A
E.	Program costs and incentives may be deferred for future recovery through creation of a regulatory asset. Prior commission approval is required for the utility to create a regulatory asset and to establish any associated carrying charge.	N/A
17.7.2.14	**Annual Report**	
A.	Annual reports shall provide information relating to the utility's actions to comply with the Efficient Use of Energy Act.	Schoenheider; Attachment MRS-2
B.	Each utility shall post its annual report on a publicly accessible website.	Schoenheider
C.	Annual reports shall include the following for each measure and program:	
1.	documentation of program expenditures	Attachment MRS-2
2.	estimated and actual customer participation levels	Attachment MRS-2
3.	estimated and actual energy savings	Attachment MRS-2

NMAC	Requirement	Witness and/or Plan Section
4.	estimated and actual demand savings	Attachment MRS-2
5.	estimated and actual monetary costs of the utility	Attachment MRS-2
6.	estimated and actual avoided monetary costs of the utility	Attachment MRS-2
7.	an evaluation of its cost-effectiveness	Attachment MRS-2
8.	an evaluation of the cost-effectiveness and pay-back periods of self-directed programs	N/A
D.	Annual reports also shall include the following:	
1.	The most recent measurement and verification report of the independent program evaluator, which includes documentation, at both the portfolio and individual program levels of expenditures, savings, and cost-effectiveness of all energy efficiency measures and programs and load management measures and programs, expenditures, savings, and cost-effectiveness of all self-direct programs, and all assumptions used by the evaluator.	Attachment MRS-2
2.	A listing of each measure or program expenditure not covered by the independent measurement and verification report and related justification as to why the evaluation was not performed.	Attachment MRS-2
3.	A comparison of estimated energy savings, demand savings, monetary costs and avoided monetary costs to actual energy savings, demand savings, actual monetary costs, and avoided monetary costs for each of the utility's approved measures or programs by year.	Attachment MRS-2
4.	A listing of the number of program participants served for each of the utility's approved measures or programs by year.	Attachment MRS-2
5.	A listing of the calculated economic benefits for each of the utility's approved measures or programs by year.	Attachment MRS-2
6.	Information on the number of customers applying for and participating in self-direct programs, the number of customers applying for and receiving exemptions, measurement and verification of self-direct program targets, payback periods and achievements, customer expenditures on qualifying projects, oversight expenses incurred by the utility representative or administrator.	Attachment MRS-2
7.	Any other information required by the commission.	N/A
17.7.2.15	**Measurement and Verification**	
A.	Every energy efficiency and load management program shall be independently evaluated at least every three years. Every year, a utility shall submit to the commission a comprehensive measurement, verification, and program evaluation report prepared by an independent program evaluator.	Schoenheider; Attachment MRS-2
1.	The independent program evaluator shall, at a minimum determine and verify energy and demand savings.	Attachment MRS-2
a.	Determine and verify energy and demand savings.	Attachment MRS-2
b.	Determine program cost effectiveness by applying the monetary values contained in utility's approved plan year application.	Attachment MRS-2
c.	Assess the utility's performance in implementing energy efficiency and load management programs.	Attachment MRS-2
d.	Assess whether the utility has failed to meet its requirements under the Efficient Use of Energy Act or has not operated in good faith.	Attachment MRS-2
e.	Provide recommended improvements on program performance for commission directed modification.	Attachment MRS-2

NMAC	Requirement	Witness and/or Plan Section
f.	Confirm that commission approved measure and programs were installed or implemented, meet reasonably quality standards, and are operating fully and correctly.	Attachment MRS-2
g.	Utilize applicable international performance measurement and verification protocols, describe any deviation form those protocols, and explain the reason for that deviation.	Attachment MRS-2
h.	Fulfill and other measurement and verification statutory requirements not specifically delineated herein.	Attachment MRS-2
2.	The utility shall cooperate with the independent program evaluator and commission staff in making information and personnel available to facilitate the independent program evaluator's proper evaluation of each utility and completion of a comprehensive measurement, verification, and program evaluation report.	Attachment MRS-2
B.	The commission, through its staff, will select and direct an independent program evaluator to prepare and submit a comprehensive measurement, verification, and program evaluation report to the commission. Staff, to fulfill its obligation under subsection B of this section, may consult with utilities and other interested parties.	Attachment MRS-2
C.	Staff shall:	
1.	Undertake a competitive bid process and abide by state purchasing rules and commission policies in selecting a sole independent program evaluator to evaluate utility compliance with the Efficient Use of Energy Act.	N/A
2.	Develop a request for proposals ("RFP"), including scope, terms of work, and evaluation process to score the RFP responses.	N/A
3.	Receive, review, score, and rank the RFP responses.	N/A
4.	Subsequently rank and recommend competitive qualified bidders to the commission.	N/A
5.	Negotiate a contract with the competitive bidder awarded the contract.	N/A
6.	Administer the contract, including: confirming that contract deliverables are met, reviewing invoices and related contract performance, and approving utility invoices after staff's review and approval.	N/A
D.	Funding for services of the independent program evaluator's completion of a comprehensive measurement and verification report will be paid initially by the utility and treated as a regulatory asset; to be recovered through rates established in the utility's next general rate proceeding.	N/A
E.	Self-direct measures, programs, and expenditures, credits and exemptions shall be evaluated and reported in the utility's annual report by the independent program evaluator using the same measurement and verification standards applied to utility measures and programs by the utility of commission-approved self-direct administrator.	N/A
F.	Upon written request by the large customer, the information provided by large customers to the utility or program administrator, program evaluator, or others, shall remain confidential except as	N/A

NMAC	Requirement	Witness and/or Plan Section
	otherwise ordered by the commission.	
G.	The commission may require other information.	
17.7.2.18	**Variances**	
A.	State the reason for the variance request.	N/A
B.	Identify each of the sections of the guideline for which a variance is requested.	N/A
C.	Describe the effect the variance will have, if granted, on compliance with this guideline.	N/A
D.	Describe how granting the variance will not compromise, or will further, the purposes of this guideline.	N/A
E.	Indicate why the proposed variance is a reasonable alternative to the requirements of this guideline.	N/A

Abbreviations:
Schoenheider – *Direct Testimony of Mark R. Schoenheider*
Luth - *Direct testimony of Rickard M. Luth*
Attachment MRS – *Attachment MRS-2 to the Direct Testimony of Mark R. Schoenheider*
Triennial Plan – *Triennial Energy Efficiency Plan*

Southwestern Public Service Company

Colorado	Minnesota	New Mexico	
2022	2022	Proposed for 2023-2025	Why Not in New Mexico
Business Program	**Business Program**	**Business Program**	
Business Energy Assessments	Business Energy Assessments	Building Tune-Up	SPS offers a Building Tune-up product for buildings up to 75,000 sq. ft.
Business HVAC+R Systems	HVAC+R	Cooling Efficiency Motors and Drives	Based on the participation in the cooling and refrigeration products, it has been determined that it is not necessary to combine the technologies of motors & drives, cooling, and refrigeration into one program. SPS does not have gas service in New Mexico and heating rebates are not available.
Compressed Air Efficiency	Compressed Air Efficiency	Custom Efficiency Motors and Drives	SPS currently identifies and evaluates compressed air opportunities through the Custom Efficiency Product. A separate product currently has limited applicability due to the SPS customer mix; however, SPS has included prescriptive compressed air measures in its Motor & Drive Efficiency product.
Custom Efficiency	Custom Efficiency	Custom Efficiency	N/A
Data Center Efficiency	Data Center Efficiency	N/A	Limited customer market in New Mexico to make the product cost effective. Customers can evaluate these types of opportunities through the Custom Efficiency product or through existing prescriptive measures.
Energy Management Systems	Efficiency Controls	N/A	Limited customer market in New Mexico to make the product cost effective. Customers can evaluate these types of opportunities through the Custom Efficiency product or through existing prescriptive measures.
LED Street Lighting	N/A	N/A	Tariff-based offering outside of the EE/LM Plan.
Lighting Efficiency	Lighting	Lighting Efficiency	N/A
New Construction (Includes Codes and Standards)	Business New Construction	Commercial Codes and Standards	Limited new construction market in New Mexico the Business New Construction product cost-effective. Customers can participate in the Custom Efficiency product or through prescriptive rebates. Codes and Standards will pro-actively encourage and support jurisdictions to enhance building code compliance for commercial buildings and residential homes.
Self Direct	Self-Direct	Large Customer Self-Direct	N/A
Small Business Solutions	One-Stop Shop	N/A	Small business customers are served through the business comprehensive program. The market is small in NM and historically it was decided that there wasn't a need to have a separate program to serve small business customers when the market is some small in general. It was agreed upon that rather than having a seperate small business program in NM the marketing efforts for small businesses would be robust by offering direct install, canvasing, local event sponsorships, and chamber of commerce partnership events.
Strategic Energy Management (Includes Energy Information Systems)	Process Efficiency Energy Information Systems	N/A	As a measure in the Custom Efficiency product, SPS offers large customers a Study and Implementation product (Large C&I Study) that is based on the Process Efficiency product in other jurisdictions. Due to the low customer engagement has been low in ongoing operational measurement recommendations, and substantial costs to implement the program, the program would not be cost-effective as a stand alone program. The State-wide program evaluator also agrees that these types of measures should be calculated individually, and thus, custom efficiency is an appropriate fit at this time.
N/A	Commercial Efficiency	N/A	Limited customer market in New Mexico to make the product cost effective. Large customers can evaluate these types of opportunities through the Custom Efficiency product or through a Study and Implementation program (Large C&I Study).
N/A	Commercial Streamlined Assessment (formerly called Turn Key Services)	N/A	At this time, SPS does not believe there is sufficient opportunity in New Mexico to make the product cost-effective but will continue to evaluate expanding the product to other jurisdictions.
N/A	Foodservice Equipment	N/A	Customers can evaluate these types of opportunities through the Custom Efficiency product or through prescriptive rebates included in the Cooling Efficiency product.

Southwestern Public Service Company

Colorado	Minnesota	New Mexico	
2022	2022	Proposed for 2023-2025	Why Not in New Mexico
Residential Program	**Residential Program**	**Residential Program**	
Energy Efficient Showerhead	Energy Efficient Showerhead	N/A	Primarily a natural gas savings program; however, showerheads are a measure in Home Energy Services for its electric savings.
Energy Star New Homes (Includes Codes and Standards)	Efficient New Homes Construction	Residential HVAC Heat Pump Water Heaters Codes and Standards	New construction specific measures were added to residential cooling and heat pump water heaters programs for 2022. Codes and Standards will pro-actively encourage and support jurisdictions to ensure building code compliance for residential homes.
Home Energy Insights	Home Energy Insights	Home Energy Insights	N/A
Home Energy Squad	Home Energy Squad	Home Energy Services	This program encompasses many of the of the offerings in our other jurisdictions. Offering the program as a bundle of measures is unique to New Mexico.
Home Lighting & Recycling	Home Lighting Residential Lamp Recycling Small Business Lamp Recycling	Home Lighting & Recycling	CFL Recycling is offered as a part of the Home Lighting & Recycling program.
Home Performance with ENERGY STAR	Whole Home Efficiency	N/A	Combination gas and electric program. Needs both to be cost-effective.
Insulation & Air Sealing	Insulation Rebate	N/A	Primarily a natural gas savings program; however, insulation is a measure in Home Energy Services for its electric savings.
Multi-family Buildings	Multi-Family Building Efficiency	N/A	Multi-family residences can participate through Home Energy Services.
Refrigerator & Freezer Recycling	Refrigerator Recycling	Refrigerator Recycling	Refrigerator Recycling was added to the NM portfolio for 2022.
Residential Heating & Cooling	Residential Heating and Cooling	Residential HVAC (Residential and Low-Income) Heat Pump Water Heaters	Residential heating and cooling in Colorado and Minnesota includes measures for space heating, space cooling and water heating needs, including smart thermostats. SPS offers electric heating and cooling measures through Residential Cooling and water heating through Heat Pump Water Heaters. SPS does not have gas service in New Mexico.
School Education Kits	School Education Kits	School Education Kits	N/A
Low-Income Program	**Low-Income Program**	**Low-Income Program**	
Energy Savings Kit	N/A	Low-Income Home Energy Services	The measures offered in the Colorado Energy Savings Kit program are offered in the New-Mexico Home Energy Services program.
Multi-Family Weatherization	Multi-Family Energy Savings	Low-Income Home Energy Services	SPS used to offer this program in New Mexico; however, it had extremely low participation and was subsequently removed from the EE/LM plan. Multi-family residences can participate through Home Energy Services.
Non-Profit	N/A	N/A	This program is offered in Colorado due to a partnership with an engaged non-profit organization. SPS would consider this offering if a similar partner could be found in its New Mexico territory.
Single-Family Weatherization	Home Energy Savings	Low-Income Home Energy Services	This program encompasses many of the of the offerings in our other jurisdictions. Offering the program as a bundle of measures is unique to New Mexico.
N/A	Low Income Home Energy Squad	Low-Income Home Energy Services	N/A
Load Management Program	**Load Management Program**	**Load Management Program**	
Residential Demand Response	Residential Demand Response	Residential Thermostat Rewards	Residential demand response incorporates Saver's Switch, AC Rewards and Smart Water Heaters in Colorado and Minnesota. Residential Thermostat Rewards is offering demand response events in both the cooling and the heating season.
Small Commercial Building Controls	Commercial AC Control	Business Thermostat Rewards	Small Commercial Building Controls seeks to reduce system load through various curtailment strategies marketed to small and medium sized commercial customers. Smart thermostat demand response is the only offering at this time. If approved, smart thermostat demand response will be offered within Business Thermostat Rewards.

Southwestern Public Service Company

Colorado	Minnesota	New Mexico	
2022	**2022**	**Proposed for 2023-2025**	**Why Not in New Mexico**
Critical Peak Pricing	N/A	N/A	In general, SPS has encountered cost-effectiveness challenges to implement LM programs in NM. Additionally, previous DM products offered in the portfolio struggled to reach participation goals, putting further pressure on the cost-effectiveness. A number of the products offered today in PSCO and/or NSP were designed to address respective operating company system and customer needs at that time, which are different in the SPS territory. Despite those challenges, the Company continuously evaluates our DM portfolio for potential product fits in the New Mexico market, assessing both the needs of customers along with products that bolster resiliency when the system is stressed.
Electric Vehicle Critical Peak Pricing	N/A	N/A	
Electric Vehicle Optimization	N/A	N/A	
Peak Day Partners	N/A	N/A	
Peak Partner Rewards	Peak Partner Rewards	N/A	
Residential Battery Demand Response	N/A	N/A	
Interruptible Service Credit Option	N/A	N/A	
N/A	Electric Rate Savings	N/A	
Indirect Products & Services	**Indirect Products & Services**	**Indirect Products & Services**	
Business Education	Business Education	N/A	Education and outreach are now done more directly through the products.
Business Energy Analysis	N/A	N/A	This audit-based, indirect product is too costly to offer in New Mexico.
Consumer Education	Consumer Education	Consumer Education	N/A
Energy Benchmarking	Energy Benchmarking	N/A	SPS has previously filed for an Energy Benchmarking budget, however the indirect product was removed from the portfolio during settlement in Case No. 16-00110-UT.
Energy Efficiency Financing	N/A	N/A	This program is offered in Colorado due to a partnership with an engaged community of lenders. SPS would consider this offering if a similar partner could be found in its New Mexico territory.
Home Energy Audit	Home Energy Audit	N/A	This audit-based, indirect product is too costly to offer in New Mexico.
Partners in Energy	Partners in Energy	N/A	The size and characteristics of the communities and the product portfolio makes it challenging to deliver this program in a fashion where SPS feels the outreach and education would drive enough incremental direct program participation to make it a justifiable investment. Partners in Energy is providing some online delivery support for EV planning through the TEP and SPS will continue to evaluate the results and feedback to inform future potential expansion.

Note 1 SPS - Texas: Programs offered in Texas are required to be standard offer programs (SOP) implemented by third parties and are not directly comparable to SPS programs. The SOP programs in Texas bundle many measures into one overall program, (e.g., Residential SOP).

Note 2 NSP - Wisconsin: Programs offered in Wisconsin are implemented by state agencies.

New Mexico PY 2021 Incentive Mechanism	
Evaluated Savings (GWh@ cust)	**Performance Incentive %**
33	5.90%
34	6.00%
35	6.10%
36	6.20%
37	6.30%
38	6.40%
39	6.50%
40	6.60%
41	6.70%
42	6.80%
43	6.90%
44	7.00%
45	7.10%
46	7.20%
47	7.24%
48	7.24%
>=49	7.24%

Evaluated Savings	**Performance Incentive**
50	7.24%
Actual Spend	**Calculated Incentive**
$11,667,970	$844,761

New Mexico PY 2023-2025 Incentive Mechanism	
Evaluated Savings (GWh@ cust)	**Performance Incentive %**
44	5.75%
45	5.85%
46	5.95%
47	6.05%
48	6.15%
49	6.25%
50	6.35%
51	6.45%
52	6.55%
53	6.65%
54	6.75%
55	6.85%
56	6.95%
57	7.05%
58	7.15%
59	7.19%
60	7.19%

Estimated Savings	**Performance Incentive**
44	5.75%
Estimated Spend	**Calculated Incentive**
$16,437,956	$945,182