## Benefit/Cost Ratio

<table>
<thead>
<tr>
<th>Participant</th>
<th>Utility</th>
<th>Rate</th>
<th>Modified</th>
</tr>
</thead>
<tbody>
<tr>
<td>Test</td>
<td>Test</td>
<td>Test</td>
<td>Test</td>
</tr>
<tr>
<td>($Total)</td>
<td>($Total)</td>
<td>($Total)</td>
<td>($Total)</td>
</tr>
</tbody>
</table>

**Benefits**

**Avoided Revenue Requirements**

- Generation Capacity: N/A $4,624,806 $4,624,806 $4,624,806
- Trans. & Dist. Capacity: N/A $579,172 $579,172 $579,172
- Marginal Energy: N/A $8,708,738 $8,708,738 $8,708,738
- Avoided Emissions (CO2): N/A N/A N/A $0

**Non-Energy Benefits Adder (20%)**

- Subtotal: $13,912,716

**Other Benefits**

- Bill Reduction - Electric: $28,222,611
- Participant Rebates and Incentives: $3,463,184
- Incremental Capital Savings: $0
- Incremental O&M Savings: $0

**Subtotal**

- $31,685,796

**Total Benefits**

- $31,685,796 $13,912,716 $13,912,716 $20,158,443

**Utility Project Costs**

- Program Planning & Design: N/A $0 $0 $0
- Administration & Program Delivery: N/A $2,939,833 $2,939,833 $2,939,833
- Advertising/Promotion/Customer Ed: N/A $68,545 $68,545 $68,545
- Participant Rebates and Incentives: N/A $3,463,184 $3,463,184 $3,463,184
- Equipment & Installation: N/A $0 $0 $0
- Measurement and Verification: N/A $27,500 $27,500 $27,500

**Subtotal**

- $31,685,796

**Utility Revenue Reduction**

- Revenue Reduction - Electric: N/A N/A $28,341,964 N/A

**Subtotal**

- $28,341,964

**Participant Costs**

- Incremental Capital Costs: $11,265,069 N/A N/A $10,122,695
- Incremental O&M Costs: $811,157 N/A N/A $728,999

**Subtotal**

- $12,076,226

**Total Costs**

- $12,076,226 $6,499,062 $31,841,026 $17,350,757

**Net Benefit (Cost)**

- $19,609,570 $7,413,653 ($17,928,311) $2,807,686

**Benefit/Cost Ratio**

- 2.62 2.14 0.44 1.16

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

**1.16**
## LIGHTING - SMALL BUSINESS

### 2020 Net Present Cost Benefit Summary Analysis For All Participants

<table>
<thead>
<tr>
<th>Participant</th>
<th>Utility</th>
<th>Rate</th>
<th>Modified</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Test</td>
<td>Test</td>
<td>Test</td>
</tr>
<tr>
<td></td>
<td>(Total)</td>
<td>(Total)</td>
<td>(Total)</td>
</tr>
</tbody>
</table>

### Benefits

#### Avoided Revenue Requirements

- **Generation Capacity**: N/A
  - Cost: $4,604,173
- **Trans. & Dist. Capacity**: N/A
  - Cost: $582,444
- **Marginal Energy**: N/A
  - Cost: $8,665,099
- **Avoided Emissions (CO2)**: N/A
  - Cost: $0

#### Other Benefits

- **Bill Reduction - Electric**: $27,224,543
- **Participant Rebates and Incentives**: $5,324,720
- **Incremental Capital Savings**: $0
- **Incremental O&M Savings**: $0

#### Program Summary All Participant

<table>
<thead>
<tr>
<th>Total Benefits</th>
<th>$30,549,263</th>
</tr>
</thead>
</table>

#### Utility Revenue Reduction

- **Revenue Reduction - Electric**: N/A
  - Cost: $24,471,006

#### Participant Costs

- **Incremental Capital Costs**: $10,286,717
- **Incremental O&M Costs**: $800,624

#### Total Costs

- **$11,087,341**

### 2020 ELECTRIC GOAL

#### Program Inputs per Customer kW

<table>
<thead>
<tr>
<th>Lifetime (Weighted on Generator kWh)</th>
<th>A</th>
<th>12 years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Hours</td>
<td>B</td>
<td>8760</td>
</tr>
<tr>
<td>Gross Customer kW</td>
<td>C</td>
<td>1 kW</td>
</tr>
<tr>
<td>Generator Peak Coincidence Factor</td>
<td>D</td>
<td>68.02%</td>
</tr>
<tr>
<td>Gross Load Factor at Customer</td>
<td>E</td>
<td>51.04%</td>
</tr>
<tr>
<td>Net-to-Gross (Energy)</td>
<td>F</td>
<td>90.6%</td>
</tr>
<tr>
<td>Net-to-Gross (Demand)</td>
<td>G</td>
<td>90.6%</td>
</tr>
<tr>
<td>Transmission Loss Factor (Energy)</td>
<td>H</td>
<td>5.32%</td>
</tr>
<tr>
<td>Transmission Loss Factor (Demand)</td>
<td>I</td>
<td>7.71%</td>
</tr>
<tr>
<td>Installation Rate (Energy)</td>
<td>J</td>
<td>99.5%</td>
</tr>
<tr>
<td>Installation Rate (Demand)</td>
<td>K</td>
<td>99.5%</td>
</tr>
<tr>
<td>MTRC Non-Energy Benefit Adder</td>
<td>L</td>
<td>$301</td>
</tr>
<tr>
<td>Gross Annual kWh Saved at Customer</td>
<td>(B x E x C)</td>
<td>4,471 kWh</td>
</tr>
<tr>
<td>Net Annual kWh Saved at Customer</td>
<td>(F x (B x E x C x J))</td>
<td>4,031 kWh</td>
</tr>
<tr>
<td>Net Annual kWh Saved at Generator</td>
<td>(F x (B x E x C x J)) / (1 - H)</td>
<td>4,258 kWh</td>
</tr>
</tbody>
</table>

#### Program Summary All Participant

| Total Budget | $6,245,579 |

#### Net coincident kW Saved at Generator

- **(G x O x K) x D / (1 - I)**: 6,087 kW

#### Net Annual kWh Saved at Customer

- **(F x (B x E x O x J))**: 39,357,666 kWh

#### TRC Net Benefits with Adder

- **(O x L)**: $3,716,762

#### TRC Net Benefits without Adder

- **(O x (L - M))**: $946,299

#### Utility Program Cost per kWh Lifetime

- **$0.0133**

#### Utility Program Cost per kW at Gen

- **$1,023**

### Note

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