

| ENERGY STAR NEW HOMES               |                            |                        |                            |                             | 2020   | GAS           | GOAL               |
|-------------------------------------|----------------------------|------------------------|----------------------------|-----------------------------|--|---------------|--------------------|
|                                     | Participant Test (\$Total) | Utility Test (\$Total) | Rate Impact Test (\$Total) | Modified TRC Test (\$Total) | Program Assumptions:   |               |                    |
| <b>Benefits</b>                     |                            |                        |                            |                             | Lifetime (Weighted on Dth)   | A             | 19.59 years        |
| <b>Avoided Revenue Requirements</b> |                            |                        |                            |                             | Net-to-Gross (Weighted on Dth)   | B             | 92.00%             |
| Commodity Cost Reduction            | N/A                        | \$4,352,176            | \$4,352,176                | \$4,352,176                 | Install Rate (Weighted on Dth)   | C             | 100.0%             |
| Variable O&M Savings                | N/A                        | \$55,869               | \$55,869                   | \$55,869                    | <b>Program Totals:</b>   |               |                    |
| Demand Savings                      | N/A                        | \$391,330              | \$391,330                  | \$391,330                   | <b>Total Dth/Yr Saved</b>  | D             | <b>102,361</b>     |
| Subtotal                            |                            |                        |                            | \$4,799,375                 | Utility Costs per Net Dth/Yr   | E             | \$21.76            |
| Non-Energy Benefits Adder (20%)     |                            |                        |                            | \$959,875                   | Net Benefit (Cost) per Gross Dth/Yr                                      | F             | \$7.66             |
| Subtotal                            | N/A                        | \$4,799,375            | \$4,799,375                | \$5,759,250                 | Non-Energy Benefits Adder per Gross Dth/Yr                               | G             | \$9.38             |
| <b>Other Benefits</b>               |                            |                        |                            |                             | <b>Annual Dth/\$M</b>  | ( \$1M / E )  | <b>45,950</b>      |
| Bill Reduction - Gas                | \$8,264,601                | N/A                    | N/A                        | N/A                         | <b>Total Utility Budget</b>  | ( E x D )     | <b>\$2,227,651</b> |
| Participant Rebates and Incentives  | \$1,453,084                | N/A                    | N/A                        | \$1,453,084                 | <b>Total MTRC Net Benefits with Adder</b>                                | ( D x F )     | <b>\$784,117</b>   |
| Incremental Capital Savings         | \$0                        | N/A                    | N/A                        | \$0                         | <b>Total MTRC Net Benefits without Adder</b>                             | ( F - G ) x D | <b>-\$175,758</b>  |
| Incremental O&M Savings             | \$19,071                   | N/A                    | N/A                        | \$17,545                    | <b>Utility Program Cost per Net Dth Lifetime</b> ( E / A ) <b>\$1.11</b> |               |                    |
| Subtotal                            | \$9,736,757                | N/A                    | N/A                        | \$1,470,630                 |  |               |                    |
| <b>Total Benefits</b>               | <b>\$9,736,757</b>         | <b>\$4,799,375</b>     | <b>\$4,799,375</b>         | <b>\$7,229,880</b>          |  |               |                    |
| <b>Utility Project Costs</b>        |                            |                        |                            |                             |  |               |                    |
| Program Planning & Design           | N/A                        | \$0                    | \$0                        | \$0                         |  |               |                    |
| Administration & Program Delivery   | N/A                        | \$435,823              | \$435,823                  | \$435,823                   |  |               |                    |
| Advertising/Promotion/Customer Ed   | N/A                        | \$70,832               | \$70,832                   | \$70,832                    |  |               |                    |
| Participant Rebates and Incentives  | N/A                        | \$1,453,084            | \$1,453,084                | \$1,453,084                 |  |               |                    |
| Equipment & Installation            | N/A                        | \$0                    | \$0                        | \$0                         |  |               |                    |
| Measurement and Verification        | N/A                        | \$267,912              | \$267,912                  | \$267,912                   |  |               |                    |
| Subtotal                            | N/A                        | \$2,227,651            | \$2,227,651                | \$2,227,651                 |  |               |                    |
| <b>Utility Revenue Reduction</b>    |                            |                        |                            |                             |  |               |                    |
| Revenue Reduction - Gas             | N/A                        | N/A                    | \$7,603,433                | N/A                         |  |               |                    |
| Subtotal                            | N/A                        | N/A                    | \$7,603,433                | N/A                         |  |               |                    |
| <b>Participant Costs</b>            |                            |                        |                            |                             |  |               |                    |
| Incremental Capital Costs           | \$4,584,904                | N/A                    | N/A                        | \$4,218,111                 |  |               |                    |
| Incremental O&M Costs               | \$0                        | N/A                    | N/A                        | \$0                         |  |               |                    |
| Subtotal                            | \$4,584,904                | N/A                    | N/A                        | \$4,218,111                 |  |               |                    |
| <b>Total Costs</b>                  | <b>\$4,584,904</b>         | <b>\$2,227,651</b>     | <b>\$9,831,085</b>         | <b>\$6,445,763</b>          |  |               |                    |
| <b>Net Benefit (Cost)</b>           | <b>\$5,151,853</b>         | <b>\$2,571,724</b>     | <b>(\$5,031,709)</b>       | <b>\$784,117</b>            |  |               |                    |
| <b>Benefit/Cost Ratio</b>           | <b>2.12</b>                | <b>2.15</b>            | <b>0.49</b>                | <b>1.12</b>                 |  |               |                    |

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