### LIGHTING - SMALL BUSINESS

#### Rate Modified Program Assumptions:

<table>
<thead>
<tr>
<th>Participant Utility Impact TRC (Weighted on Dth)</th>
<th>Test ($Total)</th>
<th>Test ($Total)</th>
<th>Test ($Total)</th>
<th>Test ($Total)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lifetime</td>
<td>10.00 years</td>
<td>Net-to-Gross</td>
<td>90.00%</td>
<td></td>
</tr>
<tr>
<td>Install Rate</td>
<td>100.0%</td>
<td></td>
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</tbody>
</table>

#### Benefits

**Avoided Revenue Requirements**
- Commodity Cost Reduction: N/A $114,239 $114,239 $114,239
- Variable O&M Savings: N/A $1,710 $1,710 $1,710
- Demand Savings: N/A $11,981 $11,981 $11,981

**Subtotal** $127,930 $127,930 $153,516

**Non-Energy Benefits Adder (20%)**
- N/A $25,586

**Subtotal** $153,516 $153,516 $179,092

**Other Benefits**
- Bill Reduction - Gas: $221,801 N/A N/A N/A
- Incremental Capital Savings: $0 N/A N/A $0
- Incremental O&M Savings: $476,068 N/A N/A $428,461

**Subtotal** $697,549 N/A N/A $456,546

**Total Benefits** $851,065 $851,065 $738,608

#### Utility Project Costs

| Program Planning & Design | N/A | $0 | $0 | $0 |
| Administration & Program Delivery | N/A | $32,596 | $32,596 | $32,596 |
| Advertising/Promotion/Customer Ed | N/A | $0 | $0 | $0 |
| Participant Rebates and Incentives | N/A | $7,681 | $7,681 | $7,681 |
| Equipment & Installation | N/A | $0 | $0 | $0 |
| Measurement and Verification | N/A | $0 | $0 | $0 |

**Subtotal** $40,276 $40,276 $40,276

#### Utility Revenue Reduction

**Participant Costs**
- Incremental Capital Costs: $7,681 N/A N/A $6,913
- Incremental O&M Costs: $0 N/A N/A $0

**Subtotal** $7,681 N/A N/A $6,913

**Total Costs** $7,681 $40,276 $239,897 $47,189

**Net Benefit (Cost)**
- $697,868 $87,654 ($111,967) $542,469

**Benefit/Cost Ratio** 91.86 3.18 0.53 12.50

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