

LIGHTING - SMALL BUSINESS**2020****GAS****GOAL**

| | Participant Test (\$Total) | Utility Test (\$Total) | Rate Impact Test (\$Total) | Modified TRC Test (\$Total) |
|-------------------------------------|----------------------------------|------------------------------|-------------------------------------|--------------------------------------|
| 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 |
| Non-Energy Benefits Adder (20%) | | | | \$25,586 |
| Subtotal | N/A | \$127,930 | \$127,930 | \$153,516 |
| Other Benefits | | | | |
| Bill Reduction - Gas | \$221,801 | N/A | N/A | N/A |
| Participant Rebates and Incentives | \$7,681 | N/A | N/A | \$7,681 |
| Incremental Capital Savings | \$0 | N/A | N/A | \$0 |
| Incremental O&M Savings | \$476,068 | N/A | N/A | \$428,461 |
| Subtotal | \$705,549 | N/A | N/A | \$436,142 |
| Total Benefits | \$705,549 | \$127,930 | \$127,930 | \$589,658 |
| 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 | N/A | \$40,276 | \$40,276 | \$40,276 |
| Utility Revenue Reduction | | | | |
| Revenue Reduction - Gas | N/A | N/A | \$199,620 | N/A |
| Subtotal | N/A | N/A | \$199,620 | N/A |
| 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 |

Program Assumptions:

| | | |
|--------------------------------|---|-------------|
| Lifetime (Weighted on Dth) | A | 10.00 years |
| Net-to-Gross (Weighted on Dth) | B | 90.00% |
| Install Rate (Weighted on Dth) | C | 100.0% |

Program Totals:

| | | |
|--|-------------|------------------|
| Total Dth/Yr Saved | D | 4,611 |
| Utility Costs per Net Dth/Yr | E | \$8.73 |
| Net Benefit (Cost) per Gross Dth/Yr | F | \$117.63 |
| Non-Energy Benefits Adder per Gross Dth/Yr | G | \$5.55 |
| Annual Dth/\$M | (\$1M / E) | 114,496 |
| Total Utility Budget | (E x D) | \$40,276 |
| Total MTRC Net Benefits with Adder | (D x F) | \$542,469 |
| Total MTRC Net Benefits without Adder | (F - G) x D | \$516,883 |
| Utility Program Cost per Net Dth Lifetime | (E / A) | \$0.87 |

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