

| SCHOOL EDUCATION KITS | | | | | 2020 | GAS | GOAL |
|-------------------------------------|---------------------|--------------------|----------------------|--------------------|--|---------------|--------------------|
| | Participant | Utility | Rate | Modified | Program Assumptions: | | |
| | Test | Test | Impact | TRC | | | |
| | (\$Total) | (\$Total) | (\$Total) | (\$Total) | | | |
| Benefits | | | | | Program Assumptions: | | |
| Avoided Revenue Requirements | | | | | Lifetime (Weighted on Dth) | A | 10.00 years |
| Commodity Cost Reduction | N/A | \$1,309,630 | \$1,309,630 | \$1,309,630 | Net-to-Gross (Weighted on Dth) | B | 100.00% |
| Variable O&M Savings | N/A | \$96,564 | \$96,564 | \$96,564 | Install Rate (Weighted on Dth) | C | 20.3% |
| Demand Savings | N/A | \$137,348 | \$137,348 | \$137,348 | Program Totals: | | |
| Subtotal | | | | \$1,543,542 | Total Dth/Yr Saved | D | 52,866 |
| Non-Energy Benefits Adder (20%) | | | | \$308,708 | Utility Costs per Net Dth/Yr | E | \$11.85 |
| Subtotal | N/A | \$1,543,542 | \$1,543,542 | \$1,852,251 | Net Benefit (Cost) per Gross Dth/Yr | F | \$115.80 |
| Other Benefits | | | | | Non-Energy Benefits Adder per Gross Dth/Yr | G | \$5.84 |
| Bill Reduction - Gas | \$2,288,444 | N/A | N/A | N/A | Annual Dth/\$M | (\$1M / E) | 84,403 |
| Participant Rebates and Incentives | \$199,694 | N/A | N/A | \$199,694 | Total Utility Budget | (E x D) | \$626,354 |
| Incremental Capital Savings | \$0 | N/A | N/A | \$0 | Total MTRC Net Benefits with Adder | (D x F) | \$6,121,627 |
| Incremental O&M Savings | \$9,951,824 | N/A | N/A | \$4,879,187 | Total MTRC Net Benefits without Adder | (F - G) x D | \$5,812,919 |
| Subtotal | \$12,439,961 | N/A | N/A | \$5,078,881 | Utility Program Cost per Net Dth Lifetime (E / A) \$1.18 | | |
| Total Benefits | \$12,439,961 | \$1,543,542 | \$1,543,542 | \$6,931,132 | | | |
| Utility Project Costs | | | | | | | |
| Program Planning & Design | N/A | \$0 | \$0 | \$0 | | | |
| Administration & Program Delivery | N/A | \$423,407 | \$423,407 | \$423,407 | | | |
| Advertising/Promotion/Customer Ed | N/A | \$3,253 | \$3,253 | \$3,253 | | | |
| Participant Rebates and Incentives | N/A | \$199,694 | \$199,694 | \$199,694 | | | |
| Equipment & Installation | N/A | \$0 | \$0 | \$0 | | | |
| Measurement and Verification | N/A | \$0 | \$0 | \$0 | | | |
| Subtotal | N/A | \$626,354 | \$626,354 | \$626,354 | | | |
| Utility Revenue Reduction | | | | | | | |
| Revenue Reduction - Gas | N/A | N/A | \$2,288,444 | N/A | | | |
| Subtotal | N/A | N/A | \$2,288,444 | N/A | | | |
| Participant Costs | | | | | | | |
| Incremental Capital Costs | \$183,150 | N/A | N/A | \$183,150 | | | |
| Incremental O&M Costs | \$0 | N/A | N/A | \$0 | | | |
| Subtotal | \$183,150 | N/A | N/A | \$183,150 | | | |
| Total Costs | \$183,150 | \$626,354 | \$2,914,798 | \$809,504 | | | |
| Net Benefit (Cost) | \$12,256,811 | \$917,188 | (\$1,371,256) | \$6,121,627 | | | |
| Benefit/Cost Ratio | 67.92 | 2.46 | 0.53 | 8.56 | | | |

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

| | | | | | GAS | GOAL |
|-------------------------------------|---|---------------------------------------|--|---|--|--------------------------|
| | Participant Test (\$Total) | Utility Test (\$Total) | Rate Impact Test (\$Total) | Modified TRC Test (\$Total) | Program Assumptions: | |
| Benefits | | | | | Lifetime (Weighted on Dth) | A 0.00 years |
| Avoided Revenue Requirements | | | | | Net-to-Gross (Weighted on Dth) | B 0.00% |
| Commodity Cost Reduction | N/A | \$0 | \$0 | \$0 | Install Rate (Weighted on Dth) | C #DIV/0! |
| Variable O&M Savings | N/A | \$0 | \$0 | \$0 | | |
| Demand Savings | N/A | \$0 | \$0 | \$0 | | |
| Subtotal | | | | \$0 | Program Totals: | |
| #DIV/0! | | | | \$0 | Total Dth/Yr Saved | D - |
| Subtotal | N/A | \$0 | \$0 | \$0 | Utility Costs per Net Dth/Yr | E #DIV/0! |
| | | | | | Net Benefit (Cost) per Gross Dth/Yr | F #DIV/0! |
| Other Benefits | | | | | Non-Energy Benefits Adder per Gross Dth/Yr | G #DIV/0! |
| Bill Reduction - Gas | \$0 | N/A | N/A | N/A | Annual Dth/\$M | ($\$1M / E$) #DIV/0! |
| Participant Rebates and Incentives | \$0 | N/A | N/A | \$0 | Total Utility Budget | ($E \times D$) \$0 |
| Incremental Capital Savings | \$0 | N/A | N/A | \$0 | Total MTRC Net Benefits with Adder | ($D \times F$) #DIV/0! |
| Incremental O&M Savings | \$0 | N/A | N/A | \$0 | Total MTRC Net Benefits without Adder | ($F - G$) x D #DIV/0! |
| Subtotal | \$0 | N/A | N/A | \$0 | Utility Program Cost per Net Dth Lifetime | (E / A) #DIV/0! |
| Total Benefits | \$0 | \$0 | \$0 | \$0 | | |
| Utility Project Costs | | | | | | |
| Program Planning & Design | N/A | \$0 | \$0 | \$0 | | |
| Administration & Program Delivery | N/A | \$0 | \$0 | \$0 | | |
| Advertising/Promotion/Customer Ed | N/A | \$0 | \$0 | \$0 | | |
| Participant Rebates and Incentives | N/A | \$0 | \$0 | \$0 | | |
| Equipment & Installation | N/A | \$0 | \$0 | \$0 | | |
| Measurement and Verification | N/A | \$0 | \$0 | \$0 | | |
| Subtotal | N/A | \$0 | \$0 | \$0 | | |
| Utility Revenue Reduction | | | | | | |
| Revenue Reduction - Gas | N/A | N/A | \$0 | N/A | | |
| Subtotal | N/A | N/A | \$0 | N/A | | |
| Participant Costs | | | | | | |
| Incremental Capital Costs | \$0 | N/A | N/A | \$0 | | |
| Incremental O&M Costs | \$0 | N/A | N/A | \$0 | | |
| Subtotal | \$0 | N/A | N/A | \$0 | | |
| Total Costs | \$0 | \$0 | \$0 | \$0 | | |
| Net Benefit (Cost) | \$0 | \$0 | \$0 | \$0 | | |
| Benefit/Cost Ratio | INF | INF | INF | INF | | |

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