<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>2:00 – 2:05 p.m.</td>
<td>Welcome and DSM Regulatory Updates</td>
</tr>
<tr>
<td>2:05 – 3:05 p.m.</td>
<td>DSM Programs: Q2-2015</td>
</tr>
<tr>
<td></td>
<td>» Business Program</td>
</tr>
<tr>
<td></td>
<td>» Residential and Low-Income Programs</td>
</tr>
<tr>
<td>3:05 – 3:25 p.m.</td>
<td>-- Networking Break --</td>
</tr>
<tr>
<td></td>
<td>» Stakeholder Idea Submissions</td>
</tr>
<tr>
<td>3:40 – 4:00 p.m.</td>
<td>Pilot Updates: Q2-2015</td>
</tr>
</tbody>
</table>
• 2015/16 DSM Plan
  – Commission Decision on Exceptions Issued July 21
  – New DSMCA rates effective August 1
  – “Redlined” Plan w/Settlement and Decision impacts to be filed August 20
  – Plan implementation by Sept 1

### Prorated Electric Goal

<table>
<thead>
<tr>
<th>2014 Goal (A)</th>
<th>2015 Goal (B)</th>
<th>Duration (Months) of 2014 Plan-year (C)</th>
<th>Duration (Months) of 2015 Plan-year (D)</th>
<th>Prorated 2015 Electric Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>384</td>
<td>400</td>
<td>7/12 = 58.33%</td>
<td>5/12 = 41.67%</td>
<td>(A<em>C) + (B</em>D) = 390.7</td>
</tr>
</tbody>
</table>

### Prorated Natural Gas Goal

<table>
<thead>
<tr>
<th>2014 Goal (A)</th>
<th>2015 Goal (B)</th>
<th>Duration (Months) of 2014 Plan-year (C)</th>
<th>Duration (Months) of 2015 Plan-year (D)</th>
<th>Prorated 2015 Natural Gas Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>623,543</td>
<td>586,825</td>
<td>7/12 = 58.33%</td>
<td>5/12 = 41.67%</td>
<td>(A<em>C) + (B</em>D) = 608,244</td>
</tr>
</tbody>
</table>
• No 60/90-Day Notices during Q2

• Q3-2015 DSM Roundtable Meeting on November 4, 2015
Electric Portfolio
• 165 Net Gen GWh (40% of Target)
• 26 MW (27% of Target)
• $31M Spend (33% of filed budget)

Business Programs
• Data Center Eff. – 87% of Target
• Custom Eff. – 88% of Target
• Recommissioning – 77% of Target
• Motors and Drives – 67% of Target

Residential Programs
• Insulation & Air Sealing – 78% of Target
• Residential Heating – 68% of Target

Gas Portfolio
• 205,159 Net Dth (34% of Target)
• $3.8M Spend (29% of filed budget)

Business Programs
• EMS – 110% of Target
• Recommissioning – 37% of Target

Residential Programs
• Insulation & Air Sealing - 62% of Target
• Residential Heating – 41% of Target
• Single Family Weatherization - 46%
Q2-2015 CUSTOMER & TRADE EVENTS

Business Trade Events
• Heating Advisory Board Meeting
• Annual Xcel Energy Expo / Partner Awards
• Energy Smart Contractor Expo
• Long Building Technologies Open House
• Denver City Energy Project Benchmarking Workshops
• CO Association Hospital and Engineers Show
• Refrigeration Trade Partner Event
• Ferguson Hydronics Trade Show
• Cloudburst DEPACC Workshop
• Energy Resource Center Open House

Residential Trade Events
• CD Jones’ Open House
• CAMPC Showcase trade event
• HMCC trade meeting presentation
• Cooper Heating training
• Carrier West training
• Sears Home Improvement training
<table>
<thead>
<tr>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMERICAN MECHANICAL SERVICES</td>
</tr>
<tr>
<td>BLACKHAWK EQUIPMENT CORP</td>
</tr>
<tr>
<td>CARRIER COMMERCIAL SERVICES</td>
</tr>
<tr>
<td>CFM COMPANY</td>
</tr>
<tr>
<td>CHILLER SYSTEMS SERVICE INC</td>
</tr>
<tr>
<td>CLOUDBURST MISTING SYSTEMS</td>
</tr>
<tr>
<td>COLORADO LIGHTING INC</td>
</tr>
<tr>
<td>CONSERVE A WATT</td>
</tr>
<tr>
<td>DENVER ELECTRICAL CONTRACTORS</td>
</tr>
<tr>
<td>ECOSYSTEMS</td>
</tr>
<tr>
<td>ENERGY MANAGEMENT CORP</td>
</tr>
<tr>
<td>ENERGY SERVICES OF COLORADO ESCO</td>
</tr>
<tr>
<td>ETC GROUP, LLC</td>
</tr>
<tr>
<td>FACILITY SOLUTIONS GROUP</td>
</tr>
<tr>
<td>HAYNES MECHANICAL SYSTEMS</td>
</tr>
<tr>
<td>INGERSOLL RAND</td>
</tr>
<tr>
<td>JOHNSON CONTROLS</td>
</tr>
<tr>
<td>MTECH MECHANICAL TECHNOLOGIES GROUP</td>
</tr>
<tr>
<td>MURPHY COMPANY</td>
</tr>
<tr>
<td>ONE SOURCE LIGHTING</td>
</tr>
<tr>
<td>POWER DOWN, LLC</td>
</tr>
<tr>
<td>RK MECHANICAL</td>
</tr>
<tr>
<td>RYAN LIGHTING</td>
</tr>
<tr>
<td>TRANE</td>
</tr>
</tbody>
</table>
DSM BUSINESS PROGRAM
Q2-2015 HIGHLIGHTS

JENNIFER ELLING
Team Lead, DSM Marketing
DSM BUSINESS PROGRAM HIGHLIGHTS

• Cloudburst DEPACC Workshop
  – June 17th
  – Presented EEP Award
  – 1st Year Award
  – Top Performing Trade Partner for 2014 for DEPACC
### Midstream Cooling Participating Distributors to Date

<table>
<thead>
<tr>
<th>Distributor</th>
<th>Manufacturers Represented</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lennox Industries Inc.</td>
<td>Lennox</td>
</tr>
<tr>
<td>Rocky Mountain Trane</td>
<td>Trane, Ameristar, Samsung, Multistack, Napps</td>
</tr>
<tr>
<td>Long Building Technologies</td>
<td>Daikin, Lennox, United Cool Air, Valent, FHP</td>
</tr>
<tr>
<td>Lohmiller &amp; Co. DBA Carrier West</td>
<td>Carrier, Bryant</td>
</tr>
<tr>
<td>Western Mechanical Solutions</td>
<td>Aaon, Annex Air, Motivair</td>
</tr>
<tr>
<td>General Electric Appliances</td>
<td>General Electric (GE)</td>
</tr>
<tr>
<td>Comfort Air Distribution</td>
<td>Rheem Climate Master</td>
</tr>
<tr>
<td>Charles D Jones Company AKA CD Jones</td>
<td>York &amp; Guardian</td>
</tr>
<tr>
<td>Johnson Controls</td>
<td>York, Johnson Controls</td>
</tr>
</tbody>
</table>
Midstream Cooling Program

The Xcel Energy Midstream Cooling Program encourages distributors to stock and upsell eligible high efficiency equipment. Equipment sold after May 11, 2013 is eligible!

Program conditions

1. Qualified Products: Eligible equipment includes DX AC Units, PTACs, Water-Source Heat Pumps, and Air-cooled Chiller that meet the program minimum qualifying efficiencies. Please contact the [mailto:ESI@energy-solution.com ESI Implementation Team] for more information.
2. Qualified Customers: Only sales made to Xcel Energy’s Colorado non-residential, electric customers qualify.

Contact Information

For general program information and to sign up for the program please contact:

ESI Implementation Team
562-200-7020 x 652
generic@esienergy.com

The Midstream Cooling Program is administered by Xcel Energy and implemented by Energy Solutions.
Xcel Energy's Midstream Cooling Program System

Welcome Kim Spickard, Xcel
My Account | Sign Out

Use this view to search for Commercial Midstream Cooling matching specific search criteria.

Ranges are inclusive. If only one limit is entered the other end is unlimited. Example: set only the minimum BTUh and all Midstream Cooling at or above that value will be found.
Energy Analysis
• The $100 onsite Energy Analysis (EA) campaign resulted in 85 new EA applications so far in 2015.
• Will extend the campaign to small business customers not targeted during the “Ring in the New Year with Savings” campaign earlier in year.

Recommissioning
• YTD, product is at 85% of filed kWh goal, already surpassing 2014 total year-end kWh achievement.
• 2015 successes attributed to additional ECO tracking in Salesforce, increased customer follow-up messaging, and enhanced trade partner relationship-building efforts (via calls with the trade on project updates).
DSM BUSINESS PROGRAM HIGHLIGHTS

Lighting Updates:
• 20% bonus rebate, May 15 – Sept 15, 2015
• Bonus rebate applies to total rebate amount for the following products:
  – Retrofit – Lighting Efficiency & Small Business Lighting
  – New Construction
  – Custom
  – Lighting Redesign
• Up to 75% of the project cost is eligible for the rebate and bonus

New Prescriptive Rebates Upon Plan Approval:
- Exterior Area Lighting
- Customer-owned Street Lighting
- Luminaire Level Lighting Controls

Measures under development:
• Bay Lighting – High, Low, & Isle Fixtures
• LED Tubes
• Linear Ambient Fixtures
• LED Instant Rebate Initiative
  – Launched Jan 15, 2015
  – Forecasting 84% of target
  – Distributor spiff in June & July to increase participation
  – 15% of distributors participating out of 132 registered distributors
  – Minimum customer contribution lowered from $5 to $3
LED INSTANT REBATE INITIATIVE

Monthly kWh Savings - CO

- February 2015: 44,755.4
- March 2015: 149,207.04
- April 2015: 350,855.83
- May 2015: 257,034.5
- June 2015: 663,450.12
- July 2015: 859,832.12

kWh savings from projects in batched and paid states as well as in completed, approved or ready for payment states.

Monthly Incentive Spending - CO

- February 2015: 3,756
- March 2015: 4,757
- April 2015: 15,219
- May 2015: 35,281
- June 2015: 25,669
- July 2015: 78,145

Incentives for projects in batched and paid states as well as in completed, approved or ready for payment states.
2015/16 DSM Plan Highlights for Business Customers:

- **Lighting**
  - Integrated sensors (occupancy sensors + photo cells)
  - Customer-owned area lighting
  - Customer-owned LED street lights
- **Data Centers**
  - EC Plug Fans
- **EMS**
  - Energy Information Systems (EIS)
- **Process Efficiency**
  - Mid-tier Customer Offering
- **Compressed Air Efficiency**
  - Prescriptive HP reduction rebate
DSM RESIDENTIAL & LOW-INCOME PROGRAM
Q2-2015 HIGHLIGHTS

DAVID HUESER
Team Lead, DSM Marketing
<table>
<thead>
<tr>
<th>Residential/Low Income Product</th>
<th>Product changes or Measures added</th>
<th>Measures eliminated</th>
<th>Next Steps</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Feedback</td>
<td>Transition from Pilot to Residential Product, increase participation</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Home Energy Squad</td>
<td>Product introduction in Colorado</td>
<td></td>
<td>Increase 2016 LED lamp goal, striving to match retail price points; 60 Day Notice for technical assumption corrections; explore low income segment</td>
</tr>
<tr>
<td>High Efficiency Air Conditioning</td>
<td>17 SEER rebate tier, up to $1,150</td>
<td>14.5 SEER new unit rebate ($500 trade-in still available)</td>
<td>WCCD training</td>
</tr>
<tr>
<td>Residential Heating</td>
<td>85% Annual Fuel Utilization Efficiency (AFUE) boilers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ENERGY STAR New Homes, Home Performance</td>
<td>Implement 12/1/14 ESNH Product modifications</td>
<td></td>
<td>Exercise Gas DSM spending discretion as needed; update Stakeholders quarterly</td>
</tr>
<tr>
<td>Low-Income Single Family Weatherization</td>
<td>Increase gas furnace rebate from $720 to $750</td>
<td></td>
<td>Add LED lamps in 2016 via 60-Day Notice, if cost-effective</td>
</tr>
<tr>
<td>Low-Income Energy Savings Kit</td>
<td></td>
<td></td>
<td>Add LED lamps in 2016 via 60-Day Notice, if cost-effective</td>
</tr>
</tbody>
</table>
RESIDENTIAL ENERGY STAR NEW HOMES

Provides homebuilders with incentives to exceed their local building energy code requirements by at least 10%. Homes that are ENERGY STAR certified can earn an additional incentive

- Company is forecasting to have adequate budget dollars available to fund the program for the full year
- Looking at ways to increase participation before year-end
  - Targeting non-participating builders whose homes fall just under the program participation requirements
  - Working with energy rating companies to identify and implement additional low-cost improvements to help homes qualify
- Offering professional sales training classes at no cost to participating builders and energy raters
  - Targets real estate and builder sales professionals
  - Demonstrate how to effectively market energy-efficiency to homebuyers
  - Targeting to complete 20 plus classes this year
RESIDENTIAL HOME PERFORMANCE WITH ENERGY STAR

- Q2 Electric achievements: 153,750 net kWh
- Q2 Natural Gas Achievements: 4,158 net Dekatherms

- Increased customer rebates with the launch of 2015/16 DSM Plan, increased customer and contractor incentives expected to boost participation
  - Air Conditioning rebates up to $1,250
  - Insulation rebate cap increased
- Contractor Training September 1
  - Review 2015/16 changes
  - HVAC Trade incentive begins ($100)
  - Increased Insulation and Air Sealing measures
- Advising Highlights
  - Q1/Q2 influenced savings to HP and Standalone products
  - Since advising commenced April 1, 2014, over 109,000 kWh, 3,095 Dth influenced in Home Performance, standalone products
Customer rebates increased – effective June 1 – to improve product’s participation and savings after a delayed cooling season start, lower YTD achievement vs. prior years

- In Q2 ramped up seasonal customer marketing. Promotional schedule will be extended into September/October
- Q2 2015 participation down from past years
- Trade partners and retailers eligible for per-unit incentives.

Residential Evaporative Cooling Rebates, Trade Incentives

<table>
<thead>
<tr>
<th>Evaporative Cooling System</th>
<th>Installation type</th>
<th>Rebate levels 2012 – 2014</th>
<th>Rebates effective June 1, 2015</th>
<th>Trade Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard</td>
<td>New</td>
<td>$250</td>
<td>$300</td>
<td>$50</td>
</tr>
<tr>
<td>Standard</td>
<td>Replacement</td>
<td>$100</td>
<td>$200</td>
<td>$50</td>
</tr>
<tr>
<td>Premium</td>
<td>New</td>
<td>$600</td>
<td>$700</td>
<td>$75</td>
</tr>
<tr>
<td>Premium</td>
<td>Replacement</td>
<td>$600</td>
<td>$700</td>
<td>$75</td>
</tr>
<tr>
<td>Whole House</td>
<td>New or Replacement</td>
<td>$1,000</td>
<td>$1,200</td>
<td>$100</td>
</tr>
</tbody>
</table>
CLEAResult will implement the Colorado introduction of this Residential product, effective September 1

- Participation goals
  - 2015: 1,200, pro-rated for September 1 launch
  - 2016: 1,600

- Program components
  - Walk through audit to identify potential savings
  - Direct installation of nominal value measures
  - Ala carte measures available for purchase

- Common measures
  - Electric: CFLs
  - Gas: Showerheads, faucet aerators
  - Combo: Thermostat, weather-stripping

- Collaboration opportunities

Photos: Neighborhood Energy Connection, St. Paul, MN
LOW INCOME SINGLE-FAMILY WEATHERIZATION (ELEC. & GAS)

$3.7M of total $6.4M budget in 2015 is dedicated to treating single family homes of income-qualified customers with energy-saving upgrades

- Collaboration with organizations outside of the Front Range serving low-income clients who may not qualify for the traditional Weatherization programs
  - CLEER / Clean Energy Economy for the Region
  - CORE
  - High Country Conservation
  - Walking Mountain Science Center
  - Cloud City Conservation

- Energy Outreach Colorado partnered with CLEER
  - Program development
  - Identify income-qualified customers
  - Technical assistance

- Single-Family Weatherization 2015 Goals, Budgets
  - 2.38 GWh on $1.36M Electric DSM budget
  - 34,670 Dth on $2.26M Gas DSM budget
- Networking Break -
DSM PRODUCT DEVELOPMENT
Q2-2015 HIGHLIGHTS

LEE HAMILTON
Product Developer
Scored 162 Concepts
Currently Framing 31
Goal: 15-20

22 PD
9 PDX

10-12 PD
5-10 PDX
## Final Framing Results – Traditional PD

<table>
<thead>
<tr>
<th>Concept</th>
<th>GWh</th>
<th>Dth</th>
</tr>
</thead>
<tbody>
<tr>
<td>C&amp;I Holistic Refrigeration</td>
<td>10.6</td>
<td>-</td>
</tr>
<tr>
<td>HE CRAC Units</td>
<td>7.9</td>
<td>-</td>
</tr>
<tr>
<td>Mini-Split AC</td>
<td>10.1</td>
<td>-</td>
</tr>
<tr>
<td>Comprehensive Data Center Design Assistance</td>
<td>7.6</td>
<td>-</td>
</tr>
<tr>
<td>Computer Tablets</td>
<td>6.5</td>
<td>-</td>
</tr>
<tr>
<td>Upstream Electronics</td>
<td>8.2</td>
<td>-</td>
</tr>
<tr>
<td>Advanced RTU Controllers</td>
<td>6.9</td>
<td>715</td>
</tr>
<tr>
<td>Dehumidifiers</td>
<td>0.9</td>
<td>-</td>
</tr>
<tr>
<td>Efficient Process/Commercial Dehumidification</td>
<td>8.9</td>
<td>-</td>
</tr>
<tr>
<td>Set top boxes</td>
<td>9.4</td>
<td>-</td>
</tr>
</tbody>
</table>
## Final Framing Results – PD Express

<table>
<thead>
<tr>
<th>Concept</th>
<th>Estimated Impact (GWh)</th>
</tr>
</thead>
<tbody>
<tr>
<td>LED Bays (high, low, aisle)</td>
<td>1.45</td>
</tr>
<tr>
<td>LED Linear Tubes</td>
<td>1.25</td>
</tr>
<tr>
<td>Close The Case Refrigeration</td>
<td>2.48</td>
</tr>
<tr>
<td>Static Head Pressure Pump VFDs</td>
<td>1.51</td>
</tr>
<tr>
<td>Commercial Furnace ECMs</td>
<td>0.03</td>
</tr>
</tbody>
</table>
1. Energy Efficient Shade Window Coverings via Hunter Douglas
2. EE SHADE WINDOW COVERINGS

Received May 22, 2015

• **Description:**
  – Cellular or “honeycomb” window shades reduce energy losses
  – Reflective coating reduces unwanted solar heat gain
  – Air pockets create layer of insulation that reduce heat loss

• **Evaluation Result:**
  – Used submitted assumptions to determine potential energy savings and cost-effectiveness
  – Estimated Energy Savings:
    • 1,650 kWh/window for new homes; 4,200 kWh/window for existing homes
    • 4 Dth/window for new homes; 15 Dth/window for existing homes
  – *Looks to be cost-effective based on submission, but natural gas case is marginal*
  – *Potential inclusion in PD Process*
New Easy Link to Share Product Ideas:

www.xcelenergy.com/productideas
DSM PILOT UPDATES
Q2-2015 HIGHLIGHTS

LEE HAMILTON
Product Developer
<table>
<thead>
<tr>
<th>PILOT</th>
<th>STATUS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Online Energy Feedback</td>
<td>In Progress</td>
</tr>
<tr>
<td>2 Business Energy Feedback</td>
<td>In Progress</td>
</tr>
<tr>
<td>3 Smart Thermostat Pilot</td>
<td>In Progress</td>
</tr>
<tr>
<td>4 Small Business Smart Thermostat</td>
<td>Filed</td>
</tr>
<tr>
<td>5 Building Optimization</td>
<td>In Progress</td>
</tr>
<tr>
<td>6 Multifamily Buildings</td>
<td>In Progress</td>
</tr>
</tbody>
</table>
ENERGY FEEDBACK
UPDATE

1. Moved from Pilot to Program in 2015/16 DSM Plan

2. Final customer expansion = 380,000 new participants

3. Evaluating customizable modules on reports to promote other DSM programs
1. The most effective My Energy email is straightforward, factual, and emphasizes saving both energy and money.

2. The biggest barriers to usage are perceived lack of time to use the tools and small savings are not worth the effort.

- Measure within Residential Energy Feedback program
- Emails at 6-week intervals
- Determine if My Energy users save more energy from using the tools

### Net CTR

<table>
<thead>
<tr>
<th>Month</th>
<th>CTR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aug</td>
<td>1.2</td>
</tr>
<tr>
<td>Sept</td>
<td>0.8</td>
</tr>
<tr>
<td>Nov</td>
<td>2.0</td>
</tr>
<tr>
<td>Jan</td>
<td>0.7</td>
</tr>
<tr>
<td>Feb</td>
<td>0.5</td>
</tr>
<tr>
<td>April</td>
<td>2.5</td>
</tr>
<tr>
<td>June</td>
<td>2.0</td>
</tr>
<tr>
<td>UPDATE</td>
<td></td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>---</td>
</tr>
<tr>
<td>1  2.9+ GWh (113% of goal)</td>
<td></td>
</tr>
<tr>
<td>2  Customers saving ~0.8%</td>
<td></td>
</tr>
<tr>
<td>3  No energy savings claimed starting Sept. 1 (when 2015/16 DSM Plan is in effect)</td>
<td></td>
</tr>
</tbody>
</table>

- 2-year pilot
- 10,000 small business customers
- Budget: $250,000 (E & G)
SMART THERMOSTAT
# DSM PILOT HIGHLIGHTS
## RESIDENTIAL SMART THERMOSTAT

### UPDATE

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Pilot is live!</strong></td>
</tr>
<tr>
<td>2</td>
<td>Targeted marketing continues via promoted social posts &amp; targeted emails</td>
</tr>
<tr>
<td>3</td>
<td>Online enrollment portals live by mid-August</td>
</tr>
<tr>
<td>4</td>
<td>DR capabilities still being tested</td>
</tr>
</tbody>
</table>

- **60-Day Notice filed Aug 2014**
- 2-year pilot
- **Budget $1,158,500 (2 yrs – E & G)**
- $50 rebate
- $25 DR incentive
- $2.50 or $5 bill credit
DSM PILOT HIGHLIGHTS
SMALL BUSINESS DR SMART THERMOSTAT

UPDATE

1. Launching Sept. (when 2015/16 DSM Plan is in effect)

2. RFP proposals received from 3 manufacturers for devices, training, etc.

3. Discussing installation strategy

4. DR testing summer 2015, full-scale events summer 2016

- Filed in 2015/16 DSM Plan
- 2-year pilot, 100 bldgs.
- Budget: $561,976 (2-yr)
- Tie in with Res Smart T-stat pilot
BUILDING OPTIMIZATION
DSM PILOT HIGHLIGHTS
BUILDING OPTIMIZATION

UPDATE

1. Early prep work will enable DR events in time for summer control season

2. 823,000 square feet enrolled (4 buildings)

3. Software installation complete at 1 building

4. 260 kW of Demand Response projected for 2015*

☑ Filed in 2015/16 DSM Plan
☑ 2-year pilot, 10 bldgs.
☑ Budget: $257,598 (2-yr)
**UPDATE**

1. Franklin Energy Services selected via RFP process as Program Administrator
2. Launching to customers in August

- 60-Day Notice – Aug 2014
- 2-year pilot
- 0.55 GWh, 8,400 Dth (2015)
- 2015 Budget: $225,028 (E & G)
THANK YOU