



Cornerstone Hydro Electric Concepts Association Inc.

CHEC-RP-2004-0203/EB-2004-0502

Conservation and Demand Annual Report

1.0 Introduction:

This report summarizes the activity and successes of the Cornerstone Hydro Electric Concepts (CHEC) Group with respect to conservation and demand management undertaken in 2005. Included in this document are the sixteen (16) individual reports from the CHEC members that discuss their specific program activities and the associated insights of the members.

Consistent with CHEC members' cooperative effort to seek approval of their CDM plans as a combined group, the Annual Report reflects their commitment to work together to provide cost effective programs and to share and learn from each other's experience. Although this report is submitted as one document it is clear from the individual reports that each utility brings its own perspective and goals to the CDM activities.

Within the 16 utilities there have been a total of ninety-two (92) initiatives. These initiatives represent projects specific to individual utilities and others that are similar or a cooperative effort between utilities (Conservation Website, EnergyShop.com). Some utilities have focused on promoting and providing energy efficient technology to their customers with the associated kWh savings, while others have been more focused on laying the foundation for future programs. To achieve the "conservation culture", the overriding goal in Ontario, both types play an important role.

CHEC with its dynamic relationship, positions members well to learn from and leverage the experience of others. The combined report as well as meeting the regulatory requirement, provides a comprehensive summary to CHEC members. This report will help to provide additional insights, as utility staff plan and implement the 2006 and 2007 programs.

The experiences gained in 2005 will be invaluable for the continued development of CDM and the ability to move forward programs that save energy and develop the conservation culture. The experiences gained over 2005 add to the collective knowledge of the industry and sets the stage for on-going improvement in the development, delivery, monitoring and reporting of CDM initiatives.

2.0 CHEC Members:

The 2005 Annual Report on Conservation and Demand Management Activities of the following utilities are included in this report:

Centre Wellington Hydro Ltd.	Collus Power Corp
Grand Valley Energy Inc.	Innisfil Hydro
Lakefront Utilities Inc.	Lakeland Power Distribution
Midland Power Utility Corp.	Orangeville Hydro Ltd
Orillia Power Distribution Corp.	Parry Sound Power
Rideau St. Lawrence	Wasaga Distribution Inc.
Wellington North Power Inc.	West Coast Huron Energy Inc.
Westario Power	Woodstock Hydro Services

3.0 Evaluation of the CDM Plan:

Total Portfolio: The 16 CHEC members collectively ran a total of 92 programs. These programs fell within three categories:

- Savings: Delivery of energy saving products or processes: coupons, rebates, free products, etc.
- Education: Providing general energy management information through such activities as: website development, workshops, brochures, etc,
- Foundation: Preparatory work for future programs that include: program research and development, energy audits, system studies, demonstration projects, partnerships, etc.

The program results represent a total energy savings of 29,760,749 kWh at a combined “Utility Cost” of \$908,387 or approximately 3c/kWh. This low cost of energy saved was achieved while providing both education and foundation building programs in addition to the specific initiatives aimed at savings kWh. To put the energy savings in perspective the 29.7 Million kWh represent the annual energy required by 2,400 homes (at 1000 kWh/month).

Figure 1 and Figure 2 illustrates the breakdown of the programs into the three types. From the figure it can be seen that cost and activity generally correlate. Programs aimed at immediate kWh savings represent 36% of the cost while they represent 27% of the programs delivered during the year. Education and Foundation programs, that are expected to return improved kWh savings in the future, represent 64% of the cost and 73% of the activity. **From the spending and activity level in the different categories it can be seen that 2005 while providing energy savings has focused on preparing for year two and three of CDM delivery.**

Figure 1

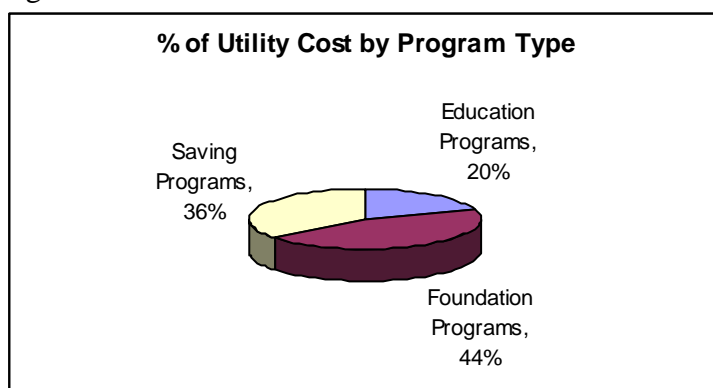
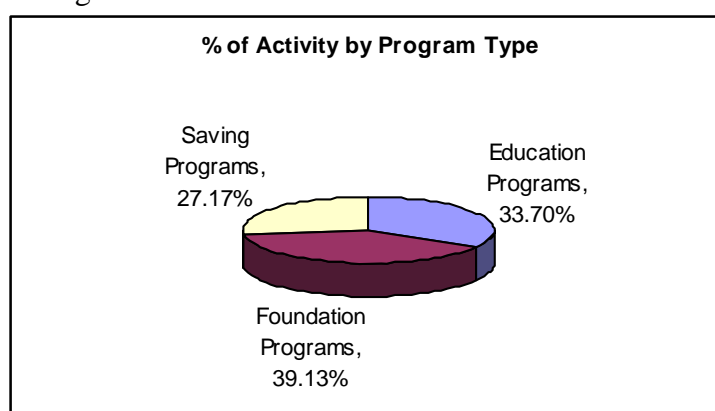


Figure 2



Savings Programs: The programs aimed at immediate results focused on energy savings rather than peak demand. The average cost of energy saved through the “Energy Savings” programs was 1.1c/kWh.

The use of product incentives and give-a-ways contributed significantly to achieving immediate energy savings. Programs such as the “Lighten Your Electricity Bill” and local product incentives such as CFL distribution programs resulted in energy savings throughout the membership. The wide scale programs provided an economy of scale while the local programs built on relationships and resources within the community. The product focused programs represented a utility cost of \$163,400 and a lifetime energy savings of 15,692,800 kWh or 1.1c/kWh.

Four system optimization projects (out of a total of twelve) involved field changes completed in 2005 that captured energy savings. The four field projects represent a utility cost of \$163,300 and a lifetime energy savings of 12,793,000 kWh or 1.3c/kWh (note: one program pending review to confirm savings).

Education Programs: These programs while not generating any immediate savings represent the future of CDM within the Province. Incentive programs while providing immediate savings cannot on their own change behaviour within the customer group. Programs aimed at increasing the customer's knowledge of energy use is required if long term savings are desired. As the saying goes – If you give a person a CFL you provide energy savings for 4 years. If you provide a person with the knowledge to save energy you provide energy savings for a lifetime. This is the role of the education programs.

Twenty percent of the total utility cost was spent on providing education to the customers. The activities within this classification vary from providing brochures to detailed customer workshops. Although the results of these programs are not immediate it is believed that they will impact positively on customer participation in future programs and prepare customers to make informed decisions with regards to energy use.

CHEC is in the process of developing a website focused on energy conservation. The website in addition to providing energy management knowledge to the customers will also allow the effective exchange of CDM information between CHEC members. The website funding includes dollars to allow the CHEC membership to engage external resources to assist in developing the site and also assist members with CDM issues of common interest.

It is interesting to note in the “Education” section the experience of one CHEC member (Orillia) with success from an industrial workshop. As a direct result of a “Dollar to Sense” workshop changes were made in an industrial setting that resulted in quantifiable savings. These results were captured because the customer communicated the action and potential energy savings to the utility. The savings of 255,000 kWh annually, clearly illustrates the role “education” can play in obtaining significant energy savings.

Foundation Program: These programs are those initiatives aimed at developing programs that will provide savings in the future. Thirty nine percent of the programs (44% of utility cost) focused on research and development of programs that will be delivered in year two and three of the CDM Plan. At the end of the reporting period however the programs have not been rolled out or have not generated any savings to date. For the purpose of reporting, projected savings have generally not been utilized.

Foundation Programs include initiatives such as: system optimization studies, smart meter preparation, customer audits, demonstration projects and relationship building, to name a few. Unlike education, where the activity is geared to the customer, these programs are aimed at ensuring the appropriate information and processes for the CDM activity of future years. Approaching the end of the first quarter of 2006 it is apparent that there are a number of programs that are moving

forward as a direct result of the foundation work completed in 2005 (e.g. Woodstock finance plan, Orangeville Reduce the Juice)

Net TRC Results: The net TRC result of the combined CHEC CDM activity for 2005 is \$499,756. Although a large number, it is difficult to determine if this represents good success of the overall portfolio. While net TRC measures the dollar benefits of avoided electrical energy cost it does not measure the education and development work that is associated with an on-going CDM program.

Reviewing the individual reports of the CHEC members indicates that ten of the members had positive Net TRCs while six had negative Net TRCs. In isolation one may conclude that anything but a positive TRC is undesirable. However it is proposed that the TRC for the first year of a multi-year program does not reflect the overall value of the effort undertaken and that the overall activity of the utility should be taken into account.

As noted above there has been a significant amount of education and foundation work undertaken by CHEC members. The individual reports indicate a mix of approaches with some focusing on preparatory work, others on immediate deliverables and others on a mix of programs. Depending on the success of programs aimed at delivering immediate savings and the cost of education and foundation programs the Net TRC will vary. **Through the sharing of program information and outcomes CHEC members will be able to learn from each others' experiences to continue to deliver effective CDM programs in the future.**

4.0 Discussion of Programs:

The individual program discussions from each utility should be examined. These discussions provide the individual utility perspective on the programs as offered in their service territory. The complete Annual CDM Report for each utility is included in the appendices. One copy of the SeeLine Total Resource Cost Test Assessment of the '2005 Lighten Your Electricity Bill' Program is also included in the appendices as a sample of the program evaluation process for the coupon program as reported in CHEC members' reports.

5.0 Lessons Learned:

Each utility report included in the attached appendices includes lessons learned from the 2005 CDM experience for each utility. Although a flavour of the "lessons learned" is summarized in this section the reader is encouraged to review the individual reports for additional insights.

Application of TRC: This report represents the first large scale application of TRC for the evaluation of CD&M programs in Ontario. The TRC model, while forming a base, is seen to encourage “quick return” programs and does not provide any measure of foundation or education programs that are so critical to developing a “conservation culture”. It is believed that for future year evaluation of CDM activities the TRC tool needs to be expanded to take into account education and foundation type programs.

Familiarity has been gained with the TRC tool over the past reporting year. The OEB’s initiative to provide a set of assumptions assisted with the evaluation of programs and reporting. The need to continue to refine and add to the list of assumptions for cost effective evaluation is evident. The evaluation process for programs also fails to capture additional activities of customers that are driven through exposure to programs where consumers are not directly taking advantage of a particular coupon or rebate.

Experience gained in reporting the activities of 2005 also indicates the need to ensure that measures of programs are understood at the program design stage. For education programs, in addition to some modification of the TRC model to better recognize the benefits of these programs, mechanisms for obtaining feedback from customers is required. These mechanisms however must be cost effective.

Funding: There remains significant third tranche dollars for the continued delivery of CDM programs in 2006 and potentially 2007. However, if CDM is to continue members will be required to submit applications for additional CDM expenditures. A simplified approval process is required to allow utilities to obtain appropriate CDM funding without being encumbered with a full rate hearing on these items. In addition, as noted above, the TRC tool requires modification to provide value to education and foundation programs. A continued lack of recognition of the value of these types of programs will focus utilities on programs that deliver immediate positive TRC result, a condition that will not foster a “conservation culture”.

Partnerships and Sharing: CHEC by its’ very existence is about partnerships and sharing. CHEC members are working together to move forward CDM in their service territories. In addition CHEC members have been active participants in local and provincial wide initiatives to build relationships and take advantage of scale. It is believed through these types of endeavours, the “best bang for the buck” can be achieved for the customer.

Province wide initiatives are generally supported by CHEC members as a good way to enter into partnerships with the OPA, manufacturers, contractors, and retail outlets in order to deliver cost effective programming. Within these programs the ability to provide local support and branding is important to allow the existing positive relationship that the local utility enjoys with its customers to be leveraged.

Foundation Year: Many of the CHEC members note in their report the “foundation building” nature of 2005. The ability of the industry to come up to speed is noted as well as the development of programs and guidelines associated with CDM. All CDM participants have been learning over 2005.

Much of the work completed in 2005 sets the stage for the next two years. With a mix of delivered savings, education and investigation of programs CHEC and the industry have prepared for continued CDM over the next two years and beyond.

Customer Readiness: The success of the residential programs offered to customers indicates the readiness of customers to take action to control their energy use and costs. Obtaining resources for utilities to design and deliver commercial and industrial programs requires further attention. The energy savings within these sectors can be extensive, however the lead time for design, delivery and customer implementation is much longer. Members recognize that much of the issue with this sector is the limited resources (time and money) the customers have to put on energy management. Successfully meeting the needs of this sector will require further effort and sharing of projects that have proved successful.

Utility Resources: To-date utilities have not generally increased internal resources to address the CDM portfolio. Utilities have worked the additional CDM demands into existing work loads by placing other issues at a lower priority. Continuation of this arrangement is not sustainable over the long term. Recognition of the impact that continued CDM programming has on resources is required in both the funding and reporting requirements. As noted above under “Funding” a simplified method for accessing CDM funding is required to ensure the appropriate resources are put in place to support the appropriate level of CDM activity.

6.0 Conclusion:

The first year of CDM has been a learning or foundation year. The CHEC members look back on their projects to date and recognize there has been significant learning. As the individual reports indicate there continues to be a commitment to CDM with utilities looking to capture future benefits from the work done in 2005.

CHEC members have delivered energy savings while increasing the collective knowledge of the CDM industry. CHEC members have demonstrated a willingness to be fully engaged in the process. Through the continued sharing of information and programs between members and other organizations, CHEC will continue to play an important role in the design, delivery and reporting of CDM for the benefit of their customers.

7.0 Appendices:

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Appendix A - Evaluation of the CDM Plan

	Total	Residential	Commercial	Institutional	Industrial	Agricultural	LDC System				
Net TRC value (\$):	\$499,756										
Benefit to cost ratio:	1.582										
Number of participants or units delivered:	115,815.00		Summary of CHEC Appendices A								
Total KWh to be saved over the lifecycle of the plan (kWh):	29,760,746.70		Detailed A's follow for all CHEC Utilities								
Total in year kWh saved (kWh):	3,048,702.30		Utilities arranged alphabetically								
Total peak demand saved (kW):	329.19										
Total kWh saved as a percentage of total kWh delivered (%):											
Peak kW saved as a percentage of LDC peak kW load (%):											
Gross in year C&DM expenditures (\$):	\$908,385.27										
Expenditures per kWh saved (\$/kWh)*:	\$0.0305										
Expenditures per kW saved (\$/kW)**:	\$2,759.4849										



Ontario Energy Board File number RP-2004-0203/EB-2004-0502

2005 Annual Report

Conservation and Demand Management Activities

Introduction:

Rideau St. Lawrence Distribution Inc. has completed its first year in the delivery of Conservation and Demand Management programs.

Program approval for Conservation and Demand Management expenditures was given as a Final order by the Ontario Energy Board on February 8, 2005. Rideau applied for, and received approval for CDM plan spending of \$120,000 consistent with the third installment of its incremental MARR.

This report covers the period from January 1, 2005 to December 31, 2005.

The year 2005 could best be described as a year of laying the foundation for Rideau. CDM programs were not previously a part of the day to day business for the company. Awareness amongst customer and utility staff needed to be initiated. Due to the relatively scarce amount of money available – partnerships and cooperative ventures for program delivery were sought. Programs which did not require large amounts of capital investment for on-going infrastructure have been targeted during this learning period.

Costs included in this report are only costs which have been incurred and invoiced by a third party. The in-house effort – has not been reported in terms of capital spent as part of the third tranche. We would hope that this does not under-estimate the effort required in the research, implementation and support of programs considered and delivered. Much effort has been devoted to the front-end of the plan for the planning and development of programming that will follow in the next two years.

2005 Projects

Smart Metering Study: Rideau has recognized the conservation potential of a smart metering program consistent with provincial policy. In this regard Rideau partnered with a number of utilities (approximately 35) in the Ontario Utilities Smart Metering initiative. The cumulation of the work of the smart metering group in the December 16, 2005 Pilot Evaluation Symposium.

Budget: Not in original plan – money was re-allocated from other parts of the plan. Total reallocation represents 4.2% of the total plan.

Spent: \$5,128

Education and Promotion

Conservation Brochure: Rideau along with eighteen other LDC's partnered to reproduce the Ministry of Energy's "Tips to help you.....Conserve Energy and Save Money," brochure. The brochure contains tips, energy facts and purchasing information to help consumers make informed decisions and conserve energy. Customer feedback has found this brochure to be user friendly and helpful. It has been well received.

Switch to Cold Coupon Program: This program is a consumer awareness campaign to educate customers on how much energy and money they can save by switching to cold water washing. In addition to energy savings it is also promoted as a way of reducing CO₂ that is emitted into the air and can help customers reach their One-Tonne Challenge goal. The typical Canadian family currently washing in warm and rinsing in cold could save up to 620 kWh a year – which translates to a savings of up to \$52 a year. For those who both wash and rinse in warm, the savings can be more than double this if they make the switch to cold, and for those few who currently use hot water for their wash, these savings are even more significant. *(Figures are based on using a national average of 6.3 laundry loads per week, electric water heater set at 60 degrees Celsius/140 degrees Fahrenheit and 2002 Natural Resources Canada electricity costs.)*

The program was delivered by providing customers with a "Save \$1" coupon on any Tide Coldwater detergent purchase. The coupon was delivered as a billing insert with customers' utilities bill.

For this report we are unable to provide coupon redemption figures as the coupons do not expiry until February 28, 2006. The retailer redemption and report compilation are to be complete in April 2006.

Lighten Your Electricity Bill Coupon Program: This program was aimed at offering customers a coupon program for six consumer products (ceiling fans, LED seasonal lights, compact florescent lights, programmable thermostats, timers –Indoor light and appliance, outdoor timers –pool and hot tub) and an offer to save \$20 on a home energy evaluation. The program was run in conjunction with approximately forty electric distributors and a retail representative – Canadian Tire. The money saving coupons were delivered as a billing insert mailed with the customers utility bill.

Total Education and Promotion Budget: \$19,000

Total Spent: \$2,632

Conservation Website:

This project will provide a conservation website which is a significant avenue of opportunity to educate, inform, advertise and reach out to energy consumers.

Components of the site may include:

- Links from local distribution company website
- Links (ministry, load profile services, municipal links, government web links, etc.)
- Calculators of energy savings concepts (input sheets on base case and pick a proposed measure to find out savings)
- Energy conservation articles
- Provide information and describe all energy efficiency measures (Power factor, generation, energy efficiency lighting, etc)
- Post all LDC rate structures and information
- Current and archived energy / industry news
- IMO links
- Advertise seminars, special events, awards
- Did you know? Tips, suggestions, experiences / testimonials from local people
- Q & A
- Case studies on various measures
- Contact information for local suppliers and contractors

Savings could be measured on up-take of programs, message penetration analysis, redemption of discount coupons and reports on the number of hits and website traffic.

This project is in development and expected to be operational by mid-2006.

Budget \$15,000

Total Spent: \$3,672

2. Evaluation of CDM Plan

Appendix A of the OEB's annual reporting guidelines is attached and forms part of this report.

Overall TRC was positive \$12,609 . This would have been a higher number except for two factors:

- Educational and smart metering study work do not create a positive TRC.
- We have included costs for the "Switch to Cold" program that only show costs. We are unable to estimate the results of the program. This is a report timing issue.

Overall we feel that we experienced very good customer participation as evidenced by the "**Lighten Your Electricity Bill Coupon**" results. The partnering for program development and delivery was key for Rideau in driving down utility costs.

3. Discussion of Programs

Appendix B of the OEB's annual reporting guidelines is attached and forms part of this report. We also have attached the report from SeeLine for the assumptions used in evaluating the "**Lighten Your Electricity Bill Coupon**" program.

4. Lessons Learned

C and DM programs should be easier to deliver in the future than they have been early in this process. A great deal of effort has been required to “get up to speed” and become familiar with various programs and the elements required to deliver them.

Consumer response to the fall coupon campaign was high – as evidenced by the participation of residential customers. There appears to be an appetite for consumers to lower their energy bills. Although the results are not yet available for the second coupon program run – “Switch to Cold” there doesn’t seem to be the buzz around this one. Perhaps because it is a behaviour change and is contrary to some long standing thinking about clothes washing. Coupon programs like these have shown good customer response and we would run programs like this again in the future.

There was an issue though with the planned coupon delivery dates and billing inserts. Our plan had been to deliver the two coupons before the end of 2005. Instead we had to postpone the delivery of some of the coupons due to the required insert of the OEB’s fall newsletter. The two coupon programs had been arranged in early summer without our knowledge of the fall newsletter mailing. We expect that due to the shorter time for customer coupon redemption, results may be somewhat lower than may have otherwise been. Delivery of coupons as a billing insert is a low cost, high coverage option. It does require longer term planning due to bi-monthly billing schedules.

Reporting deadlines may require costs to be reported without results. This is the case with the “Switch to Cold” program. This is not an operational issue but a report timing issue.

Although the TRC has a value as a measure of certain technology swaps, it also has certain drawbacks as a reporting mechanism. A negative TRC value for education programs may not give the reader of a report a true picture of the value of an expenditure. Consumer awareness and education will form vital parts of the conservation culture that is being created in the province.

5. Conclusion

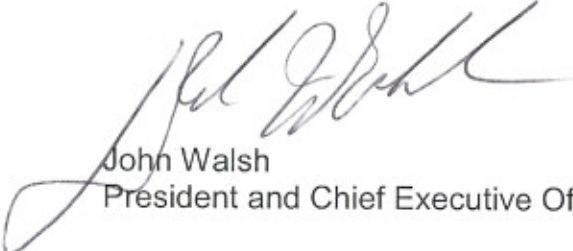
While 2005 was a year of laying the foundation, there is still much to learn. We have not put infrastructure in place for longer term projects due to the questions about revenue wholeness and cost recovery.

Programs should not be strictly evaluated based on the results of the TRC model. Projects such as our website and customer information brochures and smart metering investigation all will have a part in instilling a "conservation culture" with our customers. These are long term projects – and when combined with immediate programs – will reinforce – a message that is consistent with provincial initiatives.

We believe that there is an appetite for conservation programs which provide incentives for customers – both immediate incentives (rebate/coupon) and longer term (energy savings). We believe that this extends beyond the "early adopters", to a much larger population.

We think that as we gain experience and share our experiences with other LDC's, the effectiveness of programming will continue to grow. The introduction and building momentum of a conservation mindset should heighten awareness and appetite for further program delivery.

This report respectfully submitted on behalf of Rideau St. Lawrence Distribution Inc.



John Walsh
President and Chief Executive Officer

Appendix A - Evaluation of the CDM Plan

	Total	Residential	Commercial	Institutional	Industrial	Agricultural	LDC System	All Customer Classes	Other 2	Other 3	Other 4
<i>Net TRC value (\$):</i>	\$11,772	\$20,572						-\$8,800			
<i>Benefit to cost ratio:</i>	1.8	4.6						0			
<i>Number of participants or units delivered:</i>	8574	8574						0			
<i>Total kWh to be saved over the lifecycle of the plan (kWh):</i>	562621	562621						0			
<i>Total in year kWh saved (kWh):</i>	62654	62654						0			
<i>Total peak demand saved (kW):</i>	17.96	17.96						0			
<i>Total kWh saved as a percentage of total kWh delivered (%):</i>	0.0500%	0.0500%						0.0000%			
<i>Peak kW saved as a percentage of LDC peak kW load (%):</i>	0.0700%	0.0700%						0.0000%			
<i>Gross in year C&DM expenditures (\$):</i>	\$13,415	\$4,615						\$8,800			
<i>Expenditures per kWh saved (\$/kWh)*:</i>	\$0.024	\$0.008						\$0.000			
<i>Expenditures per kW saved (\$/kW)**:</i>	\$636.580	\$146.660						\$0.000			
<i>Utility discount rate (%):</i>	8.565										

*Expenditures include all utility program costs (direct and indirect) for all programs which primarily generate energy savings.

**Expenditures include all utility program costs (direct and indirect) for all programs which primarily generate capacity savings.

Appendix B - Discussion of the Program

(complete this section for each program)

A. **Name of the Program:** Smart Metering Study

Description of the program (including intent, design, delivery, partnerships and evaluation):

This program involved a technical evaluation of smart meter technology. In conjunction with approximately thirty five LDC's working together in the Ontario Utilities Smart Metering Project (OUSM) various technologies were examined. The final report of the first stage was presented to the Ministry of Energy in December 2005.

Measure(s):

	Measure 1	Measure 2 (if applicable)	Measure 3 (if applicable)
Base case technology:	Existing Electric Meters		
Efficient technology:	Time of Use Metering		
Number of participants or units delivered:	0		
Measure life (years):	0		

B. **TRC Results:**

TRC Benefits (\$):	\$	-
TRC Costs (\$):		
Utility program cost (less incentives):	\$	5,128.24
Participant cost:	\$	-
Total TRC costs:	\$	5,128.24
Net TRC (in year CDN \$):	-\$	5,128.24
Benefit to Cost Ratio (TRC Benefits/TRC Costs):	\$	-

C. **Results:** (one or more category may apply)

Conservation Programs:

Demand savings (kW):	Summer	0	
	Winter	0	
	lifecycle		in year
Energy saved (kWh):	0	0	
Other resources saved :			
Natural Gas (m3):	0	0	
Other (specify):	0	0	

Demand Management Programs:

Controlled load (kW)	0
Energy shifted On-peak to Mid-peak (kWh):	0
Energy shifted On-peak to Off-peak (kWh):	0
Energy shifted Mid-peak to Off-peak (kWh):	0

Demand Response Programs:

Dispatchable load (kW):	0
Peak hours dispatched in year (hours):	0

Power Factor Correction Programs:

Amount of KVar installed (KVar):	0
Distribution system power factor at beginning of year (%):	0
Distribution system power factor at end of year (%):	0

Line Loss Reduction Programs:

Peak load savings (kW):			0
	<i>lifecycle</i>	<i>in year</i>	
Energy savings (kWh):	0		0

Distributed Generation and Load Displacement Programs:

Amount of DG installed (kW):		0
Energy generated (kWh):		0
Peak energy generated (kWh):		0
Fuel type:		0

Other Programs (specify):

Metric (specify):		0
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D. Program Costs*:

Utility direct costs (\$):	Incremental capital:	\$	-
	Incremental O&M:	\$	5,128.24
	Incentive:	\$	-
	Total:	\$	5,128.24
Utility indirect costs (\$):	Incremental capital:		0
	Incremental O&M:		0
	Total:		0
Participant costs (\$):	Incremental equipment:		0
	Incremental O&M:		0
	Total:		0

E. Comments:

Costs incurred as part of the technical evaluation of a number of smart metering technologies.

*Please refer to the TRC Guide for the treatment of equipment cost in the TRC Test.

Appendix B - Discussion of the Program

(complete this section for each program)

A. **Name of the Program:** Conservation Brochure

Description of the program (including intent, design, delivery, partnerships and evaluation):

In partnership with members of the CHEC group and one other LDC a re-print of the Ministry of Energy's conservation brochure for residential customers was reprinted and distributed.

Measure(s):

	Measure 1	Measure 2 (if applicable)	Measure 3 (if applicable)
Base case technology:	Lack of Educational Material		
Efficient technology:	Customer Information Brochure		
Number of participants or units delivered:	3000		
Measure life (years):	0		

B. **TRC Results:**

TRC Benefits (\$):	\$	-
TRC Costs (\$):		
Utility program cost (less incentives):	\$	1,188.00
Participant cost:	\$	-
Total TRC costs:	\$	1,188.00
Net TRC (in year CDN \$):	-\$	1,188.00
Benefit to Cost Ratio (TRC Benefits/TRC Costs):	\$	-

C. **Results:** (one or more category may apply)

Conservation Programs:

Demand savings (kW):	Summer	0	
	Winter	0	
	lifecycle		in year
Energy saved (kWh):	0	0	
Other resources saved :			
Natural Gas (m3):	0	0	
Other (specify):	0	0	

Demand Management Programs:

Controlled load (kW)	0
Energy shifted On-peak to Mid-peak (kWh):	0
Energy shifted On-peak to Off-peak (kWh):	0
Energy shifted Mid-peak to Off-peak (kWh):	0

Demand Response Programs:

Dispatchable load (kW):	0
Peak hours dispatched in year (hours):	0

Power Factor Correction Programs:

Amount of KVar installed (KVar):	0
Distribution system power factor at beginning of year (%):	0
Distribution system power factor at end of year (%):	0

Line Loss Reduction Programs:

Peak load savings (kW):			0
	<i>lifecycle</i>	<i>in year</i>	
Energy savings (kWh):	0		0

Distributed Generation and Load Displacement Programs:

Amount of DG installed (kW):		0
Energy generated (kWh):		0
Peak energy generated (kWh):		0
Fuel type:		0

Other Programs (specify):

Metric (specify):		0
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D. Program Costs*:

Utility direct costs (\$):	Incremental capital:	\$	-
	Incremental O&M:	\$	1,188.00
	Incentive:	\$	-
	Total:	\$	1,188.00
Utility indirect costs (\$):	Incremental capital:		0
	Incremental O&M:		0
	Total:		0
Participant costs (\$):	Incremental equipment:		0
	Incremental O&M:		0
	Total:		

E. Comments:

This was an educational/information resource provided to customers.

*Please refer to the TRC Guide for the treatment of equipment cost in the TRC Test.

Appendix B - Discussion of the Program

(complete this section for each program)

A. **Name of the Program:** Switch to Cold Water Wash Coupon Program

Description of the program (including intent, design, delivery, partnerships and evaluation):

An energy conservation program aimed at providing a coupon rebate to residential customers for the purchase of Coldwater Tide. Coupon included in residential billing insert and redeemable at the any participating store where Coldwater Tide is sold. Value of coupon of \$1.00 savings on purchase of any size or type of Coldwater Tide product. Monitor program by coupons returned by retailers at the conclusion of the program - February 28, 2006.

Measure(s):

	Measure 1	Measure 2 (if applicable)	Measure 3 (if applicable)
Base case technology:	Warm Water Clothes Washing		
Efficient technology:	Cold Water Clothes Washing		
Number of participants or units delivered:	4918		
Measure life (years):	0		

B. **TRC Results:**

TRC Benefits (\$):		Not yet available
TRC Costs (\$):		
Utility program cost (less incentives):	\$	500.00
Participant cost:	\$	-
Total TRC costs:	\$	500.00
Net TRC (in year CDN \$):	-\$	500.00
Benefit to Cost Ratio (TRC Benefits/TRC Costs):	\$	-

C. **Results:** (one or more category may apply)

Conservation Programs:

Demand savings (kW):	Summer	Not yet available
	Winter	Not yet available
	lifecycle	in year
Energy saved (kWh):	Not yet available	Not yet available
Other resources saved :	Not yet available	Not yet available
Natural Gas (m3):	Not yet available	Not yet available
Other (specify):	Not yet available	Not yet available

Demand Management Programs:

Controlled load (kW)	
Energy shifted On-peak to Mid-peak (kWh):	
Energy shifted On-peak to Off-peak (kWh):	
Energy shifted Mid-peak to Off-peak (kWh):	

Demand Response Programs:

Dispatchable load (kW):	
Peak hours dispatched in year (hours):	

Power Factor Correction Programs:

Amount of KVar installed (KVar):	
Distribution system power factor at beginning of year (%):	
Distribution system power factor at end of year (%):	

Line Loss Reduction Programs:

Peak load savings (kW):

lifecycle

in year

Energy savings (kWh):

Distributed Generation and Load Displacement Programs:

Amount of DG installed (kW):

Energy generated (kWh):

Peak energy generated (kWh):

Fuel type:

Other Programs (specify):

Metric (specify):

D. Program Costs*:

Utility direct costs (\$):	Incremental capital:	\$	-
	Incremental O&M:	\$	500.00
	Incentive:	\$	-
	Total:	\$	500.00
Utility indirect costs (\$):	Incremental capital:		0
	Incremental O&M:		0
	Total:		0
Participant costs (\$):	Incremental equipment:		0
	Incremental O&M:		0
	Total:		0

E. Comments:

Coupon redemption results and resulting TRC calculated savings are not available. Coupon expiry date was February 28, 2006

*Please refer to the TRC Guide for the treatment of equipment cost in the TRC Test.

Appendix B - Discussion of the Program

(complete this section for each program)

A. **Name of the Program:** Lighten Your Electricity Bill Coupon Program

Description of the program (including intent, design, delivery, partnerships and evaluation)

An energy conservation program aimed at providing a coupon rebate to residential customers for the purchase of various energy saving products for the home. The coupon leaflet was included to residential billing insert and redeemable at Canadian Tire Stores. The rebates for products ranged from \$1.00 for an indoor timer to \$15.00 for a programmable thermostat. This program was offered by a number of LDC's. Results of the program are measured by the redemption of coupons submitted by the retailer.

Base case technology:	Incandescent Light Bulbs	Replace 5W Christmas Light	Incandescent Mini Lights	Manual Thermostat	Manual Thermostat	Manual Operation	Manual Operation	Manual Operation	Natural Convection
Efficient technology:	Compact Fluorescent Lights	LED Christmas Lights	LED Christmas Lights	Progr. Therm. Heating	Progr. Therm. Cooling	Timer -Outdoor Light	Timer -Indoor Light	Timer-Indoor A/C	Ceiling fan
Number of participants or units delivered	472	65	65	6	15	15	5	5	6
Measure life (years):	4	30	30	18	18	20	20	20	20

B. TRC Results:	
TRC Benefits (\$):	\$ 26,242.00
TRC Costs (\$):	
Utility program cost (less incentives):	\$ 1,153.00
Participant cost:	\$ 2,829.00
Total TRC costs:	\$ 3,982.00
Net TRC (in year CDN \$):	\$ 22,260.00
Benefit to Cost Ratio (TRC Benefits/TRC Costs):	\$ 6.59

C. **Results:** (one or more category may apply)

Conservation Programs:

Demand savings (kW):	Summer	3.23	
	Winter	14.81	
	lifecycle		in year
Energy saved (kWh):	562621		62654
Other resources saved :			
Natural Gas (m3):			
Other (specify):			

Demand Management Programs:

Controlled load (kW)	
Energy shifted On-peak to Mid-peak (kWh):	
Energy shifted On-peak to Off-peak (kWh):	
Energy shifted Mid-peak to Off-peak (kWh):	

Demand Response Programs:

Dispatchable load (kW):	
Peak hours dispatched in year (hours):	

Power Factor Correction Programs:

Amount of KVar installed (KVar):	
Distribution system power factor at beginning of year (%):	
Distribution system power factor at end of year (%):	

Line Loss Reduction Programs:

Peak load savings (kW):		
	<i>lifecycle</i>	<i>in year</i>
Energy savings (kWh):		

Distributed Generation and Load Displacement Programs

Amount of DG installed (kW):	
Energy generated (kWh):	
Peak energy generated (kWh):	
Fuel type:	

Other Programs (specify):

Metric (specify):	
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D. Program Costs*:			
Utility direct costs (\$):	Incremental capital:	\$	-
	Incremental O&M:	\$	1,153.00
	Incentive:	\$	1,774.00
	Total:	\$	2,927.00
Utility indirect costs (\$):	Incremental capital:		0
	Incremental O&M:		0
	Total:		0
Participant costs (\$):	Incremental equipment:		0
	Incremental O&M:		2829
	Total:		2829

E. **Comments:**

We have used the assumptions contained in the attached SeeLine report. We have included program incentive costs paid i

*Please refer to the TRC Guide for the treatment of equipment cost in the TRC Test.

Appendix B - Discussion of the Program

(complete this section for each program)

A. **Name of the Program:** Conservation Website

Description of the program (including intent, design, delivery, partnerships and evaluation):

A cooperative initiative with the CHEC group members. The intent is to provide a educational/resource for items relating to energy conservation for all of our customer classes. .

Measure(s):

	Measure 1	Measure 2 (if applicable)	Measure 3 (if applicable)
Base case technology:	No existing Conservation Website		
Efficient technology:	Conservation Website		
Number of participants or units delivered:	0		
Measure life (years):	0		

B. **TRC Results:**

TRC Benefits (\$):	\$	-
TRC Costs (\$):		
Utility program cost (less incentives):	\$	3,672.00
Participant cost:	\$	-
Total TRC costs:	\$	3,672.00
Net TRC (in year CDN \$):	-\$	3,672.00
Benefit to Cost Ratio (TRC Benefits/TRC Costs):	\$	-

C. **Results:** (one or more category may apply)

Conservation Programs:

Demand savings (kW):	Summer	0	
	Winter	0	
	lifecycle		in year
Energy saved (kWh):	0	0	
Other resources saved :			
Natural Gas (m3):	0	0	
Other (specify):	0	0	

Demand Management Programs:

Controlled load (kW)	0
Energy shifted On-peak to Mid-peak (kWh):	0
Energy shifted On-peak to Off-peak (kWh):	0
Energy shifted Mid-peak to Off-peak (kWh):	0

Demand Response Programs:

Dispatchable load (kW):	0
Peak hours dispatched in year (hours):	0

Power Factor Correction Programs:

Amount of KVar installed (KVar):	0
Distribution system power factor at beginning of year (%):	0
Distribution system power factor at end of year (%):	0

Line Loss Reduction Programs:

Peak load savings (kW):		0
	<i>lifecycle</i>	<i>in year</i>
Energy savings (kWh):	0	0

Distributed Generation and Load Displacement Programs:

Amount of DG installed (kW):	0
Energy generated (kWh):	0
Peak energy generated (kWh):	0
Fuel type:	0

Other Programs (specify):

Metric (specify):	0
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D. Program Costs*:

Utility direct costs (\$):	Incremental capital:	\$ -
	Incremental O&M:	\$ 3,672.00
	Incentive:	\$ -
	Total:	\$ 3,672.00
Utility indirect costs (\$):	Incremental capital:	0
	Incremental O&M:	0
	Total:	0
Participant costs (\$):	Incremental equipment:	0
	Incremental O&M:	0
	Total:	0

E. Comments:

The conservation website is under development. It is expected to be complete and operational by the end of the second quarter 2006. Included in costs here are all costs for the CHEC CD & M coordinator.

*Please refer to the TRC Guide for the treatment of equipment cost in the TRC Test.



TOTAL RESOURCE COST TEST ASSESSMENT OF THE '2005 LIGHTEN YOUR ELECTRICITY BILL' PROGRAM

**For
Rideau St. Lawrence Distribution**

**By
SeeLine Group Inc.
416-703-8695**

February 2006

1.0 Introduction

Energysshop.com was engaged by 32 Local Distribution Companies (LDCs), across the province of Ontario, to design, deliver and track a fall coupon campaign with retailer Canadian Tire. Throughout the late summer and early fall billing periods, participating utilities provided their customers with a bill insert containing valuable energy-savings coupons to help them save on their electricity bill.

Customers from each of the 32 LDCs, had until December 31, 2005 to redeem their point of purchase coupons at any local Canadian Tire outlet. Upon redemption, Canadian Tire sent the coupon to a redemption house, who then sorted by utility and product.

As part of this effort, SeeLine Group Inc. (SLG) was asked to undertake a Total Resource Costs (TRC) test assessment of the 2005 Lighten Your Electricity Bill Program as delivered by Energysshop.com. Using many of the technology cost and savings estimates outlined in the Ontario Energy Board's TRC Guide, program results were screened using SLG's SeeTool™ TRC Calculator. The number of participant and program cost data provided by Energysshop.com.

This report includes a summary of assumptions and results from the TRC screening. Appendix A and B provides the detailed information on program assumptions.

2.0 Program Objectives

As outlined by Energysshop.com, this program was designed to achieve the following objectives:

- To help participating utilities achieve energy conservation and demand management results for their 2005 program year.
- Increase public awareness of energy conservation and demand management in the province of Ontario.
- Contribute to the overall development of an energy conservation culture in Ontario.

3.0 Program Results

3.1 Technology Savings Assumptions

SLG used many of the technology savings identified by the OEB in its Total Resource Guide.¹ For those technologies without defined savings, every effort was made to develop reasonable assumptions, defensible under the OEB guidelines. The following provides a brief outline of the savings assumptions used for this assessment.

¹ http://www.oeb.gov.on.ca/documents/cases/RP-2004-0203/cdm_assumptionsmeasureslist_141005.xls

Compact Fluorescent Bulbs

The 2005 program provided customers with a \$3 coupon on any pack of compact fluorescent bulbs. Using store data provided by Energysshop.com, the number of bulbs sold by wattage was used to develop the average wattage of bulb sold. Based on this information, it was assumed that the average wattage sold during this program was 15 watts. Additional detail can be found in Appendix A.

LED Seasonal Lights

Like the CFLs, customers were provided with a \$5 coupon for the purchase of any package of LED seasonal lights. Using store data provided by Energysshop.com, average size of LED light string sold during the campaign was determined. Based on this information, it was assumed that the average string sold had 59 bulbs.

Using the information in the OEB's TRC Guide, LED savings assumptions were adjusted to reflect a string with 59 bulbs as opposed to the 25 bulbs per string. Additional detail can be found in Appendix A.

With guidance from Energysshop.com, it was also assumed that 50% of the LED lights sold were those replacing a 5 watt Christmas string and the remaining 50% were used to replace mini lights which yields a slightly lower savings.

Ceiling Fans

At the time of this analysis, SLG felt there was not enough significant evidence to support a savings estimate for ceiling fans.

Programmable Thermostats

SLG used the savings estimate outlined in the OEB's TRC Guide. Participant rates were adjusted to account for market share. Using data provided by Energysshop.com and other studies, the following province wide fuel share assumptions were used:

Electrical Space Heating	17.3%
Electrical Space Cooling (central air)	45.0%

Indoor Timers

In the absence of OEB savings estimates for indoor timers, SLG developed savings estimates for timers used on indoor lighting and air conditioners. Detailed information can be found in Appendix B.

The savings estimate for timers for indoor lighting is considered to be small. It assumes that the timer is used on a 60 W bulb and provides savings during the winter peak, winter mid peak and summer peak periods. In total, the timer is expected to provide approximately 98 kWh savings.

The savings estimate developed for timers used on unit air conditioners is based on the owner setting the timer to bring the air conditioner on a few hours before he or she

arrives home. Based on this assumption, a timer used for a unit air conditioner would provide approximately 108 kWh in annual savings.

Based on discussions with EnergyShop.com it was assumed that 50% of the timers would be used for lighting and the remaining 50% would be used for air conditioners. SLG made an additional assumption and assumed that it was unlikely that all of the timers would be used appropriately; participation rates were reduced by 30%.

Outdoor Timers

The savings estimate for the outdoor timer is based on information from the OEB's TRC Guide.

EnerGuide for Homes

Based on information provided by Energyshop.com the potential savings for space heating load is estimated to be 250 kWh. Using the participant data provided by EnergyShop.com, SLG made adjustments to account for uptake on the audit recommendations and fuel market share. No additional fuel savings were considered for this analysis.

3.2 Summary of Program Participation

Technology	Number of Participants	Free Ridership
Compact Fluorescent Bulbs	472	10.0%
LED Christmas Lights (indoor or outdoor) Replacing 5w Christmas Lights C-7 (25 Lights)	65	10.0%
LED Christmas Lights (indoor or outdoor) Replacing Incandescent Mini Lights	65	10.0%
Programmable Thermostat - Space Heating, Existing Single Family Detached	6	10.0%
Programmable Thermostat - Space Cooling, Existing Single Family Detached	15	10.0%
Timer - Outdoor Light	15	10.0%
Timer - Indoor - Light	5	10.0%
Timer - Indoor - Air Conditioners	5	10.0%
Ceiling Fan	8	10.0%
EnerGuide for Existing Homes - Space Heating	-	10.0%

* Adjusted for fuel share and usage uptake

3.3 Summary of Net Program Savings

Technology	Summer Peak kW Savings	Annual kWh Savings in Year	Measure Life	Lifecycle kWh Savings
Compact Fluorescent Bulbs	0	44,321	4	177,283.73
LED Christmas Lights (indoor or outdoor) Replacing 5w Christmas Lights C-7 (25 Lights)	0.00	2603.37	30.00	78,101.09
LED Christmas Lights (indoor or outdoor) Replacing Incandescent Mini Lights	0.00	996.35	30.00	29,890.54
Programmable Thermostat - Space Heating, Existing Single Family Detached	0.00	7534.22	18.00	135,615.91
Programmable Thermostat - Space Cooling, Existing Single Family Detached	2.18	2126.16	18.00	38,270.84
Timer - Outdoor Light	0.00	3942.00	20.00	78,840.00
Timer - Indoor - Light	0.27	441.36	20.00	8,827.20
Timer - Indoor - Air Conditioners	0.78	489.60	20.00	9,792.00
Ceiling Fan	0.00	0.00	20.00	0.00
EnerGuide for Existing Homes - Space Heating	0.00	0.00	25.00	0.00
Total		62,454		556,621

3.4 Summary of Total Resource Cost Test Results

Technology	TRC Benefits	Incremental Equipment Costs	Utility Program Costs	TRC Net Benefits	TRC B/C Ratio
Compact Fluorescent Bulbs	\$10,804	\$849	\$ -	\$9,955	12.72
LED Christmas Lights (indoor or outdoor) Replacing 5w Christmas Lights C-7 (25 Lights)	\$2,423	\$117	\$-	\$2,306	20.71
LED Christmas Lights (indoor or outdoor) Replacing Incandescent Mini Lights	\$927	\$117	\$-	\$810	7.93
Programmable Thermostat - Space Heating, Existing Single Family Detached	\$5,164	\$308	\$-	\$4,856	16.75
Programmable Thermostat - Space Cooling, Existing Single Family Detached	\$2,575	\$802	\$-	\$1,773	3.21
Timer - Outdoor Light	\$2,930	\$270	\$-	\$2,660	10.85
Timer - Indoor - Light	\$467	\$32	\$-	\$436	14.83
Timer - Indoor - Air Conditioners	\$768	\$32	\$-	\$737	24.38
Ceiling Fan	\$-	\$302	\$-	(\$302)	0.00
EnerGuide for Existing Homes - Space Heating	\$-	\$-	\$-	\$-	n/a
Program Costs	\$-	\$-	\$1,130	(\$1,130)	0.00
Total	\$26,056	\$2,829	\$1,130	\$22,097	6.58

Appendix A

Compact Fluorescent Bulb and LED Light Details

Data provided by Energysnap.com

CFL Sales - Ontario

Product Number	Description	Watts	Pack Size	Units Sold	Bulbs Sold	Ave # of bulbs	Average Wattage
052-5109-0	COMPFL-REPL.13W 2700	13	1	3,510	3,510		45630
052-5119-6	COMPFL-REPL.9W 4100	9	1	794	794		7144.2
052-5120-0	CFL 13W SPIRL 3PK	13	3	79,920	239,760		3116880
052-5121-8	CFL 26W SPIRL 3PK	26	3	60,480	181,440		4717440
052-5124-2	13W MINI 6PK NOMA	13	6	41,310	247,860		3222180
052-5125-0	26W MINI NOMA	26	1	4,644	4,644		120744
052-5126-8	10W MINI 2PK GE	10	2	10,800	21,600		216000
052-5127-6	26W MINI 2PK GE	26	2	15,390	30,780		800280
052-5128-4	CFL 10W SPIRL 3PK	10	3	32,940	98,820		988200
052-5135-6	32W MINI GE	32	1	1,620	1,620		51840
052-5137-2	45W MINI GE	45	1	3,024	3,024		136080
052-5140-2	TRI 15/26/40 NOMA	40	1	1,890	1,890		75600
052-5141-0	TRI 12/23/32 MINI GE	32	1	1,620	1,620		51840
052-5144-4	DIMMABLE 29W BIAX GE	29	1	216	216		6264
052-5146-0	13W MINI BLACK NOMA	13	1	2,754	2,754		35802
052-5153-2	13W MINI RED NOMA	13	1	3,240	3,240		42120
052-5157-4	13W MINI GREEN NOMA	13	1	3,348	3,348		43524
052-5159-0	13W MINI BLUE NOMA	13	1	3,456	3,456		44928
052-5167-0	TUBE-CIRCLNE12"32WKB	32	1	540	540		17280
052-5168-8	TUBE-CIRCLNE8"22WKB	22	1	918	918		20196
052-5176-8	13W MINI 2PK GE	13	2	32,454	64,908		843804
052-5182-2	CFL 12/20/26W TRILIT	26	1	3,780	3,780		98280
052-5183-0	COMPFL 26W SW DIMMBL	26	1	1,620	1,620		42120
052-5189-8	11W MINI BUG LGHT GE	11	1	540	540		5940
052-5190-2	CFL BUG LIGHT 13W	13	1	2,052	2,052		26676
052-5191-0	CFL BUG LIGHT 23W	23	1	864	864		19872
052-5192-8	9W NAT/COOL 2PK NOMA	9	2	13,554	27,108		243972
052-5193-6	13W NAT/COOL 2PKNOMA	13	2	25,380	50,760		659880
052-5194-4	23W NAT/COOL 2PKNOMA	23	2	19,440	38,880		894240
052-5195-2	10W MINI NOMA	10	1	2,160	2,160		21600
052-5196-0	13W MINI NOMA	13	1	4,320	4,320		56160
052-5331-8	COMPFL 9WG25 3PK	9	3	1,458	4,374		39366
052-5332-6	COMPFL 7W A-LINE	7	1	3,186	3,186		22302
052-5333-4	COMPFL 15W R30	15	1	2,268	2,268		34020
052-5334-2	COMPFL 23W PAR38	23	1	1,890	1,890		43470
052-5335-0	COMPFL 15WR30 2PK	15	2	2,484	4,968		74520
052-5352-8	R20 11W FLD NOMA	11	1	1,890	1,890		20790
052-5353-6	R20 11W FLD GE	11	1	1,080	1,080		11880
052-5355-2	R30 15W FLD GE	15	1	1,998	1,998		29970
052-5356-0	R30 15W FLD DIM GE	15	1	540	540		8100
052-5357-8	PAR38 26W FLD 2PK NO	26	2	2,160	4,320		112320
052-5358-6	PAR38 26W FLD GE	26	1	2,592	2,592		67392
052-5360-8	PAR38 23W FLD RED NO	23	1	1,998	1,998		45954
052-5361-6	PAR38 23W FLD GRN NO	23	1	1,620	1,620		37260
052-5362-4	PAR38 23W FLD BLU NO	23	1	1,242	1,242		28566
052-5363-2	PAR38 23W FLD YLW NO	23	1	594	594		13662
052-5364-0	R40 26W FLD NOMA	26	1	918	918		23868
052-5365-8	R40 26W FLD GE	26	1	540	540		14040
052-5366-6	R40 26W FLD DIM GE	26	1	270	270		7020
052-5367-4	A-LINE 11W GE	11	1	1,026	1,026		11286
052-5368-2	A-LINE 15W NOMA	15	1	1,620	1,620		24300
052-5369-0	A-LINE 15W GE	15	1	2,700	2,700		40500
052-5370-4	G25 9W NOMA	9	1	1,188	1,188		10692
052-5371-2	G25 9W GE	9	1	972	972		8748
052-5372-0	G30 15W GE	15	1	378	378		5670
052-5373-8	CHANDLR 5W MED GE	5	1	540	540		2700
052-5374-6	CHANDLR 7W MED NOMA	7	1	756	756		5292
052-5375-4	CHANDLR 7W MED GE	7	1	540	540		3780
052-5376-2	CHANDLR 9W MED GE	9	1	756	756		6804
052-5377-0	CHANDLR 5W CAN GE	5	1	540	540		2700
052-5378-8	CHANDLR 7W CAN NOMA	7	1	756	756		5292
052-5379-6	CHANDLR 7W CAN GE	7	1	648	648		4536
052-5382-6	CHANDLR 9W CAN GE	9	1	1,350	1,350		12150
052-5390-6	9W ULTRAMINI 3PK NOM	3	3	7,668	23,004		69012
052-5391-4	13W ULTRAMINI 3PK NO	13	3	12,042	36,126		469638
052-5392-2	13W ULTRAMINI 6PK NO	13	6	2,754	16,524		214812
				443,540	1,174,538	2.65	18,204,928
							15.499653 average watts

Data provided by Energyshop.com

SLEDs		Total Units Sold			
		50524			
Lights / string	%age	Program sales	Whole number	Average Bulb per String	
25	15%	7384.266944	7384	3.653841216	
35	22%	11311.7249	11314	7.836085259	
70	52%	26025.92566	26026	36.05840386	
100	11%	5802.082488	5802	11.4838146	
		59.03214493			

Appendix B

Technology Savings Data

[illegible]