

Screening

CWG	Enbridge	Union
<ul style="list-style-type: none">• A TRC approach should not be adopted• Measures screened based on a simple payback to the low-income participant• Paybacks used to develop a smart protocol that auditors will use to determine the measures in each residence• TRC calculated for information purposes only• Utility to recommend a set of payback numbers and the smart protocol to be used	<ul style="list-style-type: none">• A TRC approach should not be adopted• Alternative approach - Two stages for screening: program and household• Measure included at program stage if meets at least one of these criteria: TRC positive in traditional DSM, commonly included in other low-income DSM programs, part of provincial and federal programs or identified in the GEA• Smart protocols developed to determine the measures for each residence• Industry experts will help design smart protocols filed in plan	<ul style="list-style-type: none">• A TRC approach should not be adopted• Measures screened based on a simple payback to the low-income participant• Paybacks used to develop a smart protocol that auditors will use to determine the measures in each residence• Recommend a set of payback numbers and the smart protocol to be used in plan

Budgets, targets and incentives

CWG	Enbridge	Union
<ul style="list-style-type: none"> •Enbridge - \$3 or 4 million less matching incentives •Union - \$1.6 to \$2.8 million less matching incentives 	<ul style="list-style-type: none"> •\$9.7 million less matching incentives 	<ul style="list-style-type: none"> •\$3 million less matching incentives
<ul style="list-style-type: none"> •Enbridge – 1000 extended measure participants •Union – 400 to 1000 extended measure participants 	<ul style="list-style-type: none"> •1000 extended measure participants •5000 basic measure participants 	<ul style="list-style-type: none"> •250 extended measure participants •6000 basic measure participants
<ul style="list-style-type: none"> •\$150,000 at 75% of target •\$250,000 at 100% of target •\$350,00 at 150% of target • No incentive for soft efforts e.g. education and pilots 	<ul style="list-style-type: none"> •\$750,000 at 100% of target 	<ul style="list-style-type: none"> •\$650,000 at 100% of target

Scorecards

CWG	Enbridge	Union
<p>Performance metrics</p> <ul style="list-style-type: none">• Total lifetime gas savings (m³)• Basic measure participants• Extended measure participants• Percent of participants referred to the program by social service agencies*• Increase in the number of communities served by extended measures*	<p>Performance metrics</p> <ul style="list-style-type: none">• Total gas savings (m³) – (measure savings x measure life)• Basic measure participants• Extended measure participants• Increase in the number of communities served by program (over 2009)	<p>Performance metrics</p> <ul style="list-style-type: none">• Total gas savings (m³) – (measure savings x measure life)• Basic measure participants• Extended measure participants• Increase in the number of communities served by program (over 2009)

Enbridge scorecard

Enbridge Low Income DSM Scorecard		2010 Performance Levels			
Element	Performance Metrics	50%	100%	150%	Weights
ULTIMATE OUTCOMES	1) Basic Measure Participants	4,600	5,000	5,400	20%
	2) Extended Measure Participants	800	1,000	1,200	40%
	3) Total Gas Savings (m ³) (measure savings X measure life)	TBD ¹	TBD ¹	TBD ¹	40%
MARKET EFFECTS	4) Increase in number of communities served by program (over 2009)	TRACKING MEASURE ONLY			0%

¹ The 50%, 100% and 150% performance levels for the “Total Gas Savings” metric will be proposed in Enbridge’s Plan to be filed with the Board, as detailed measure shares have not yet been determined.

Union scorecard

Union Gas Low Income DSM Scorecard		2010 Performance Levels			
Element	Performance Metrics	50%	100%	150%	Weights
ULTIMATE OUTCOMES	1) Basic Measures Participants	4,000	6,000	8,000	20%
	2) Extended Measure Participants	200	250	300	30%
	3) Total Gas Savings (m ³) (measure savings X measure life)	TBD ¹	TBD ¹	TBD ¹	40%
MARKET EFFECTS	4) Increase in number of communities served by program (over 2009)	2	3	4	10%

¹ The 50%, 100% and 150% performance levels for the “Total Gas Savings” metric will be proposed in Union’s 2010 Plan to be filed with the Board, as detailed measure shares have not yet been determined.