

**New Jersey Clean Energy Collaborative  
Proposed Performance Incentive Metrics for 2001 Program Year**

**July 9, 2001**

**Summary of Maximum Incentives**

Schedule #	Year 2001 Program Performance Incentives	PSE&G Electric	GPUUE	Conectiv	RECO	PSE&G Gas	NUI E-Town	NJNG	SJG	Total
		(\$000's)	(\$000's)	(\$000's)	(\$000's)	(\$000's)	(\$000's)	(\$000's)	(\$000's)	(\$000's)
	<b>RESIDENTIAL ENERGY EFFICIENCY</b>									
1	Residential HVAC - Electric	\$ 475.5	\$ 421.8	\$ 109.9	\$ 10.3	\$ -	\$ -	\$ -	\$ -	\$ 1,017.6
2	Residential HVAC - Gas	\$ -	\$ -	\$ -	\$ -	\$ 250.3	\$ 89.6	\$ 87.3	\$ 53.0	\$ 480.2
3	Residential Windows	\$ 31.2	\$ 19.5	\$ 4.5	\$ -	\$ 18.6	\$ 3.5	\$ 3.5	\$ -	\$ 80.8
4	Residential Low Income	\$ 405.8	\$ 268.6	\$ 45.3	\$ 6.2	\$ 325.2	\$ 65.4	\$ 68.8	\$ 32.7	\$ 1,217.9
5	Residential New Construction	\$ 548.5	\$ 206.5	\$ 87.7	\$ 2.1	\$ 341.0	\$ 24.4	\$ 29.5	\$ 21.1	\$ 1,260.6
6	Residential Lighting	\$ 65.2	\$ 58.2	\$ 9.5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 132.9
7	Residential Appliances	\$ 52.3	\$ 36.4	\$ 8.1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 96.8
	<b>Subtotal Residential</b>	<b>\$ 1,578.4</b>	<b>\$ 1,010.9</b>	<b>\$ 265.0</b>	<b>\$ 18.6</b>	<b>\$ 935.1</b>	<b>\$ 183.0</b>	<b>\$ 189.0</b>	<b>\$ 106.8</b>	<b>\$ 4,286.8</b>
	<b>NONRESIDENTIAL ENERGY EFFICIENCY</b>									
8	Commercial/Industrial Construction	\$ 536.1	\$ 661.8	\$ 180.8	\$ 13.2	\$ 225.1	\$ 45.4	\$ 39.6	\$ 22.2	\$ 1,724.1
9	Building Operation & Maintenance	\$ 34.1	\$ 18.1	\$ 5.8	\$ -	\$ 20.8	\$ -	\$ -	\$ -	\$ 78.7
10	Compressed Air	\$ 23.6	\$ 12.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 35.6
	<b>Subtotal Nonresidential</b>	<b>\$ 593.8</b>	<b>\$ 691.9</b>	<b>\$ 186.6</b>	<b>\$ 13.2</b>	<b>\$ 245.9</b>	<b>\$ 45.4</b>	<b>\$ 39.6</b>	<b>\$ 22.2</b>	<b>\$ 1,838.4</b>
	<b>Maximum Performance Incentives</b>	<b>\$ 2,172.2</b>	<b>\$ 1,702.8</b>	<b>\$ 451.5</b>	<b>\$ 31.7</b>	<b>\$ 1,180.9</b>	<b>\$ 228.4</b>	<b>\$ 228.6</b>	<b>\$ 128.9</b>	<b>\$ 6,125.2</b>

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 1: RESIDENTIAL ELECTRIC HVAC PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2000</b>										
	Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas	
Maximum incentive total (thousands of dollars)	\$ 1,018	\$ 476	\$ 422	\$ 110	\$ 10	\$ -	\$ -	\$ -	\$ -	\$ -
Performance targets										
Metric 1: CAC/HP Participants Statewide	17,160	or	17,798	MWH						
Metric 2: HVAC Technicians Trained Statewide	660									
...										
Performance target values (\$000s)										
Metric 1 80%	\$ 814	\$ 380	\$ 337	\$ 88	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -
Metric 2 20%	\$ 204	\$ 95	\$ 84	\$ 22	\$ 2	\$ -	\$ -	\$ -	\$ -	\$ -
...										

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, individual utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)
  4. MWh savings are net of free riders and spillover, at the generator (i.e. including reductions in line losses)

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 2: RESIDENTIAL GAS HVAC PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2000</b>											
	Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas		
Maximum incentive total	\$ 480	\$ -	\$ -	\$ -	\$ -	\$ 250	\$ 90	\$ 87	\$ 53		
Performance targets											
Metric 1: Furnace/Boiler Participants Statewide	9,240	or	1,261,700 therms								
Metric 2: HVAC Sales Reps Trained Statewide	55										
...											
Performance target values (\$)											
Metric 1 67%	\$ 322	\$ -	\$ -	\$ -	\$ -	\$ 168	\$ 60	\$ 58	\$ 36		
Metric 2 33%	\$ 158	\$ -	\$ -	\$ -	\$ -	\$ 83	\$ 30	\$ 29	\$ 17		
...											

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, individual utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 3: RESIDENTIAL ENERGY STAR WINDOWS PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2001</b>										
		Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas
Maximum incentive total		\$ 81	\$31	\$19	\$4	\$0	\$19	\$4	\$4	\$0
Performance targets										
Metric 1:	Enlist and provide program participation instruction and marketing support to residential window retailers	165								
Metric 2:	Enlist two of the top four window manufacturers in a co-promotion of Energy Star labeled windows to consumers through local New Jersey window retailers.									
Performance target values (\$)										
Metric 1	60%	\$ 49	\$ 19	\$ 12	\$ 3	\$ -	\$ 11	\$ 2	\$ 2	\$ -
Metric 2	40%	\$ 32	\$ 12	\$ 8	\$ 2	\$ -	\$ 7	\$ 1	\$ 1	\$ -
...										

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)
  4. "Enlist" retailers is defined as securing a Program participation agreement, and the placement of Program marketing materials at the retailer point-of-sale.

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 4: RESIDENTIAL LOW INCOME PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2000</b>										
	Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas	
Maximum incentive total	\$ 1,218	\$406	\$269	\$45	\$6	\$325	\$65	\$69	\$33	
Performance targets										
Metric 1:	Low income program participants: 13,004									
	Meet 110 % of annual program participation goals and report average protocol savings greater than 10% of electric pre-treatment consumption, and 15% of pre-treatment gas consumption.									
...										
Performance target values (\$)										
Metric 1	100%	\$ 1,218	\$ 406	\$ 269	\$ 45	\$ 6	\$ 325	\$ 65	\$ 69	\$ 33
...										

- NOTES:
1. The metric #1 performance targets are based on statewide numbers - the goal is either reached together or not reached together. There are no individual utility targets.
  2. Average savings will be calculated based on jobs completed between 8/1/01 and 12/31/01. This is the period during which all field staff will be delivering jobs based on new statewide protocols and delivery procedures.

## New Jersey Clean Energy 2001 Program Compliance Filing Proposed Performance Incentive Metrics for 2001 Program Year

### Detailed Performance Incentives - By Program and by Company

SCHEDULE 5: RESIDENTIAL NEW CONSTRUCTION INCENTIVE METRICS FOR PROGRAM YEAR 2001										
	Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas	
Maximum incentive total	\$ 1,261	\$ 548	\$ 206	\$ 88	\$ 2	\$ 341	\$ 24	\$ 29	\$ 21	
Performance targets										
Metric 1: Enroll New ENERGY STAR Homes Participants Statewide	3,472	or	6,411	MWH	<b>and</b>	951,500	therms			
...										
Performance target values (\$)										
Metric 1 100%	\$ 1,261	\$ 548	\$ 206	\$ 88	\$ 2	\$ 341	\$ 24	\$ 29	\$ 21	
...										

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, individual utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)
  4. Participants goals is number of enrollees. There is often 6 to 12 month time-lag (or more) between when a participant is enrolled and the participant is finished with installation of efficiency measures. MWH and therm savings are for completed participants. Thus, it is not possible to estimate per participant savings by dividing savings goals by participant (enrollee) goals.
  5. MWh and therm savings are net of free riders and spillover. MWh savings are at the generator (i.e. including reductions in line losses)

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 6: RESIDENTIAL ENERGY STAR LIGHTING PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2001</b>										
		Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas
Maximum incentive total		\$ 133	\$ 65	\$ 58	\$ 9	\$ -	\$ -	\$ -	\$ -	\$ -
Performance targets										
Metric 1:	Enlist and provide program participation instruction and marketing support to lighting retailers	165								
Metric 2:	Energy Star product sales training provided to individual lighting sales persons	330								
Performance target values (\$)										
Metric 1	60%	\$ 80	\$39	\$35	\$6	\$0	\$0	\$0	\$0	\$0
Metric 2	40%	\$ 53	\$26	\$23	\$4	\$0	\$0	\$0	\$0	\$0
...										

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 7: RESIDENTIAL ENERGY STAR APPLIANCES PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2001</b>											
		Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas	
Maximum incentive total		\$ 97	\$ 52	\$ 36	\$ 8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Performance targets											
Metric 1:	Enlist and provide program participation instruction and marketing support to NJ appliance retailers	83									
Metric 2:	Energy Star product sales training provided to individual appliance sales persons	110									
Performance target values (\$)											
Metric 1	60%	\$ 58	\$ 31	\$ 22	\$ 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Metric 2	40%	\$ 39	\$ 21	\$ 15	\$ 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
...											

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)

## New Jersey Clean Energy 2001 Program Compliance Filing Proposed Performance Incentive Metrics for 2001 Program Year

### Detailed Performance Incentives - By Program and by Company

SCHEDULE 8: COMMERCIAL ENERGY EFFICIENT CONSTRUCTION PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2001										
	Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas	
Maximum incentive total	\$1,724	\$536	\$662	\$181	\$13	\$225	\$45	\$40	\$22	
Performance targets										
Metric 1:	Energy Savings									
	- MWh savings = 18,315 MWh									
	- Therm savings = 110,000 therms									
Metric 2:	Achieve at least 688 total projects (prescriptive, custom, comprehensive design) completed or under agreement by 12/31/01									
Metric 3:	Secure 3 (min) to 6 (max) agreements with customers for chiller optimization projects by 12/31/02									
	- Max # of chiller projects = 6									
	- Min # of chiller projects = 4									
Metric 4:	Increase program performance of Tier II units by 12/31/01									
	- Max # of rebates = 296									
	- Min # of rebates = 110									
...										
Performance target values (\$)										
Metric 1:	55% electrics, 80% RECO, 80% gas	\$ 1,035	\$ 295	\$ 364	\$ 99	\$ 11	\$ 180	\$ 36	\$ 32	\$ 18
Metric 2:	20% gas and electrics	\$ 345	\$ 107	\$ 132	\$ 36	\$ 3	\$ 45	\$ 9	\$ 8	\$ 4
Metric 3:	12.5% electrics only (minus RECO)									
	- Max # of chiller projects	\$ 172	\$ 67	\$ 83	\$ 23	\$ -	\$ -	\$ -	\$ -	\$ -
	- Min # of chiller projects	\$ 86	\$ 34	\$ 41	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -
Metric 4:	12.5% electrics only (minus RECO)									
	- Max # of rebates	\$ 172	\$ 67	\$ 83	\$ 23	\$ -	\$ -	\$ -	\$ -	\$ -
	- Min # of rebates	\$ 86	\$ 34	\$ 41	\$ 11	\$ -	\$ -	\$ -	\$ -	\$ -
Total	100%									
...										

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for at least 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)
  4. MWh and therm savings are net of free riders and spillover. MWh savings are at the generator (i.e. including reductions in line losses)

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 9: BUILDING OPERATION AND MAINTENANCE PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2001</b>										
		Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas
Maximum incentive total		\$ 78.7	\$ 34.1	\$ 18.1	\$ 5.8	\$ -	\$ 20.8	\$ -	\$ -	\$ -
Performance targets										
Metric 1:	Participation in building operator training and certification program									
	- Max # of building operators enrolled = 50									
	- Min # of building operators enrolled = 30									
Metric 2:	Obtain customer commitments for 6 O&M pilot projects									
...										
Performance target values (\$)										
Metric 1:	50%									
	- Max # of building operators	\$ 39.4	\$ 17.1	\$ 9.0	\$ 2.9	\$ -	\$ 10.4	\$ -	\$ -	\$ -
	- Min # of building operators	\$ 19.7	\$ 8.5	\$ 4.5	\$ 1.4	\$ -	\$ 5.2	\$ -	\$ -	\$ -
Metric 2:	50%	\$ 39.4	\$ 17.1	\$ 9.0	\$ 2.9	\$ -	\$ 10.4	\$ -	\$ -	\$ -
Total	100%									
...										

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for at least 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)

**New Jersey Clean Energy 2001 Program Compliance Filing  
Proposed Performance Incentive Metrics for 2001 Program Year**

**Detailed Performance Incentives - By Program and by Company**

<b>SCHEDULE 10: COMPRESSED AIR PROGRAM PERFORMANCE INCENTIVE METRICS FOR PROGRAM YEAR 2001</b>											
	Statewide	PSEG - Electric	GPUE	Conectiv	RECO	PSEG-Gas	Elizabeth- town Gas	NJ Natural Gas	S. Jersey Gas		
Maximum incentive total	\$ 35.6	\$ 23.6	\$ 12.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Performance targets											
Metric 1:	Obtain customer commitments for compressed air audits/studies/case studies.										
	- Max # compressed air audits = 10										
	- Min # compressed air audits = 8										
...											
Performance target values (\$)											
Metric 1:	100%										
	\$ 35.6	\$ 23.6	\$ 12.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ 17.8	\$ 11.8	\$ 6.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	100%										
...											

- NOTES:
1. Performance targets are statewide numbers - either reached together or not reached together. There are no individual utility targets.
  2. To be eligible for any incentives, utilities must meet minimum requirements stated in the program summaries.
  3. Incentives shown for metrics are for at least 110% goal achievement. No incentives are offered for achieving 70% of the goal. Incentives increase linearly between 70% and 110% of the goal (e.g. 50% of incentives are achieved at 90% of the goal)

## New Jersey Clean Energy Collaborative Proposed Performance Incentive Metrics for 2001 Program Year

### Program Budgets as Filed April 9, 2001

<b>Year 2001 Program Budgets</b>	<b>PSE&amp;G Electric</b>	<b>GPU E</b>	<b>Conectiv</b>	<b>RECO</b>	<b>NOI E-</b>		<b>NJNG</b>	<b>SJG</b>	<b>Total</b>
	<b>(\$000's)</b>	<b>(\$000's)</b>	<b>(\$000's)</b>	<b>(\$000's)</b>	<b>(\$000's)</b>	<b>(\$000's)</b>	<b>(\$000's)</b>	<b>(\$000's)</b>	<b>(\$000's)</b>
<b>RESIDENTIAL ENERGY EFFICIENCY</b>									
Residential HVAC - Electric	\$ 5,944	\$ 5,273	\$ 1,374	\$ 129	\$ -	\$ -	\$ -	\$ -	\$ 12,720
Residential HVAC - Gas	\$ -	\$ -	\$ -	\$ -	\$ 3,128	\$ 1,121	\$ 1,091	\$ 662	\$ 6,002
Residential Windows	\$ 390	\$ 244	\$ 56	\$ -	\$ 233	\$ 44	\$ 44	\$ -	\$ 1,010
Residential Low Income	\$ 5,072	\$ 3,357	\$ 566	\$ 77	\$ 4,065	\$ 818	\$ 860	\$ 409	\$ 15,224
Residential New Construction	\$ 6,856	\$ 2,581	\$ 1,096	\$ 27	\$ 4,262	\$ 305	\$ 368	\$ 264	\$ 15,758
Residential Lighting	\$ 815	\$ 727	\$ 119	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,661
Residential Appliances	\$ 653	\$ 455	\$ 101	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,210
<b>Subtotal Residential</b>	<b>\$ 20,062</b>	<b>\$ 13,055</b>	<b>\$ 3,386</b>	<b>\$ 232</b>	<b>\$ 12,083</b>	<b>\$ 2,388</b>	<b>\$ 2,476</b>	<b>\$ 1,377</b>	<b>\$ 55,059</b>
<b>NONRESIDENTIAL ENERGY EFFICIENCY</b>									
Commercial/Industrial Construction	\$ 6,701	\$ 8,273	\$ 2,260	\$ 164	\$ 2,813	\$ 568	\$ 495	\$ 277	\$ 21,551
Building Operation & Maintenance	\$ 426	\$ 226	\$ 72	\$ -	\$ 260	\$ -	\$ -	\$ -	\$ 984
Compressed Air	\$ 295	\$ 150	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 445
<b>Subtotal Nonresidential</b>	<b>\$ 7,422</b>	<b>\$ 8,649</b>	<b>\$ 2,332</b>	<b>\$ 164</b>	<b>\$ 3,073</b>	<b>\$ 568</b>	<b>\$ 495</b>	<b>\$ 277</b>	<b>\$ 22,980</b>
<b>Budget Totals</b>	<b>\$ 27,484</b>	<b>\$ 21,703</b>	<b>\$ 5,718</b>	<b>\$ 397</b>	<b>\$ 15,156</b>	<b>\$ 2,956</b>	<b>\$ 2,971</b>	<b>\$ 1,654</b>	<b>\$ 78,039</b>

Note:

1. Does not include Residential Retrofit, Customer Sited Clean Energy Generation, Schools Education, Appliance Cycling, Legacy Programs.