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Atlanta, GA 30308-3374

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MAY 15 2019

**EXECUTIVE SECRETARY
G.P.S.C.**

May 15, 2019

Mr. Reece McAlister
Executive Secretary
Georgia Public Service Commission
244 Washington Street, SW
Atlanta, GA 30334-5701

**RE: Certified Demand-Side Management Programs, First Quarter 2019 Programs Status
Report; Docket 40162**

Dear Mr. McAlister:

Enclosed for filing is Georgia Power Company's First Quarter 2019 Programs Status Report.

If you have any questions, please call me at 404-506-3050.

Sincerely,

A handwritten signature in blue ink, appearing to read "K. Leach", with a stylized flourish at the end.

Kyle Leach
Vice President, Regulatory Affairs
kcleach@southernco.com

Enclosure

Georgia Power Company
Certified Demand-Side Management Programs
First Quarter 2019 Programs Status Report

In accordance with the Georgia Public Service Commission's ("Commission") Final Order of Docket No. 40162, signed August 2, 2016, Georgia Power Company ("Georgia Power" or the "Company") provides this first quarterly report for activity through March 31, 2019.

Q1 2019 Summary

Program Name	Annual Target (kWh)*	YTD Savings (kWh)*	% of Goal	Annual Budget*	YTD Costs*	% Spent
Lighting	25,448,120	7,997,264	31%	\$ 3,651,601	\$ 722,623	20%
Behavioral	18,959,000	5,101,646	27%	\$ 714,899	\$ 100,458	14%
Refrigerator Recycling	10,239,089	2,082,319	20%	\$ 2,727,524	\$ 474,104	17%
New Homes	5,551,131	490,139	9%	\$ 1,775,791	\$ 315,576	18%
Home Energy Improvement	18,419,368	3,032,289	16%	\$ 12,338,166	\$1,672,175	14%
Power Credit	-	-	N/A	\$ 798,300	\$ 304,939	38%
Res HVAC	2,616,698	398	0.0%	\$ 1,739,157	\$ 254,507	15%
Residential Programs	81,233,408	18,704,054	23%	\$ 23,745,437	\$3,844,382	16%
Custom	54,614,513	4,509,002	8%	\$ 8,480,626	\$ 913,719	11%
Prescriptive	213,284,210	21,837,980	10%	\$ 17,854,206	\$2,246,318	13%
Small Commercial Direct Install	18,975,178	1,535,101	8%	\$ 6,091,400	\$ 415,749	7%
Commercial HVAC	5,111,771	730,924	14%	\$ 1,933,769	\$ 174,377	9%
Commercial Programs	291,985,673	28,613,008	10%	\$ 34,360,001	\$3,750,163	11%
Total	373,219,080	47,317,062	13%	\$ 58,105,438	\$7,594,545	13%

*Totals may not appear to sum correctly due to rounding

Residential Programs

Residential Lighting Program: The Residential Lighting Program promotes the purchase and installation of energy efficient lighting through customer education, retail and e-commerce partnerships and training, and customer incentives.

Residential Behavioral Program: The Residential Behavioral Program provides select customers Home Electric Reports ("HER") via direct mail or email between one and five times a year. Each report is tailored to these customers by sharing a summary of their energy consumption in comparison with homes of a similar size within a certain mile radius. These reports provide energy-saving tips appropriate to each home, in addition to information on other residential Georgia Power energy efficiency programs.

Residential Refrigerator Recycling Program: The Residential Refrigerator Recycling Program aims to eliminate inefficient or extraneous refrigerators and freezers in an environmentally safe manner, and to produce cost-effective, long-term energy and peak demand savings in the residential sector. The program focuses on increasing customer awareness of the economic and environmental costs associated with running inefficient, older appliances in a household by providing eligible customers with free refrigerator and freezer pick-up services in addition to a cash incentive.

EarthCents® Residential New Homes Program: The EarthCents® Residential New Homes Program focuses on a whole-building approach to improving the energy efficiency of new homes. The program promotes the installation of energy efficient measures in new home construction to improve the performance of participating homes to at least 7.5 percent above the existing residential energy code. As such, the financial incentives for qualifying new homes are applied for, and paid to, the home building contractor to offset the cost of a formal inspection by a certified Home Energy Rating System (“HERS”) rater and to assist with the incremental cost of installing the efficiency measures.

Residential Home Energy Improvement Program: The Residential Home Energy Improvement Program (“HEIP”) promotes a comprehensive, whole house approach to improving the energy efficiency and comfort of existing homes and includes multiple participation paths to appeal to a wide range of residential customers. The program also provides a prescriptive path for customers preferring to make specific improvements rather than taking a whole house approach. The program provides financial incentives for implementing eligible energy efficiency measures. In addition to the financial incentives offered, the program includes customer education and awareness campaigns, and contractor partnerships and training.

Residential Power Credit Program: The Power Credit Program is a residential load control program. Some of the participating homes have more than one direct load control unit switch to control multiple Heating, Ventilation and Air Conditioning (“HVAC”) units. The Power Credit program allows Georgia Power to cycle HVAC systems during periods of high system capacity constraints and high energy costs. HVAC energy is thereby shifted into off-peak periods that typically have lower demands and energy costs.

Residential HVAC Service Program: The HVAC Service Program addresses the performance of existing residential HVAC equipment. The program focuses on improving the operation of existing central air conditioners and heat pumps that are operating below their designed efficiency by offering Georgia Power customers a rebate on the cost of having a qualified contractor conduct a diagnostic assessment and service of their system. The purpose of the program is to raise customer awareness of the benefits of making operational improvements to their HVAC equipment, to achieve energy and demand savings in existing homes by helping customers save energy and lower their utility bills, and to support the HVAC industry in their adoption of innovative methods and tools available for conducting proper HVAC servicing.

Residential Energy Assessment & Solutions Program: Formerly known as the Low-Income Energy Efficiency Program (“LIEE”), Georgia Power’s Energy Assessment & Solutions Program (“EASP”) promotes energy efficiency improvements in existing single-family homes as well as multifamily properties. The 2017 – 2019 program offering is a departure from the prior delivery of the Low-Income Energy Efficiency program funding that Georgia Power maintained for decades through the Georgia Environmental Facilities Authority (“GEFA”). The new program provides incentives via whole house or whole building improvements, and direct installation and/or contractor subsidies for implementing eligible energy efficiency measures in qualifying single-family homes and multifamily properties. In addition to the whole house or whole building improvements and/or direct installation services that will be offered, the program approach includes customer education and awareness campaigns, and contractor partnerships and training.

Commercial Programs

Commercial Custom Program: The Commercial Custom Program provides a platform for comprehensive energy efficiency projects in facilities that go beyond single measures and common efficiency practices. The program does not define a specific list of eligible measures but bases participation on the verifiable energy savings resulting from the measures implemented. The program offering focuses on incentives for more complex and site-specific opportunities for energy conservation measures. All Georgia Power commercial customers are eligible.

Commercial Prescriptive Program: The Commercial Prescriptive Program promotes the purchase of eligible high efficiency equipment installed at qualifying customer facilities. Rebates offered through this program serve to reduce the incremental cost to upgrade to high efficiency equipment over standard efficiency options for Georgia Power's customers. The program includes equipment with easily-calculated savings and provides straightforward participation for customers. All HVAC measures previously included in this program have been moved to the Commercial HVAC program. All Georgia Power commercial customers are eligible.

Small Commercial Direct Install Program: The Small Commercial Direct Install Program ("SCDI") enables an easy path for small commercial customers to invest in electric energy efficient facilities. The program provides energy assessments, retrofit recommendations, and installation of electric energy efficient equipment for customers at their discretion for a shared percentage of the cost. The incentive funds buy down the cost of the project for customers so that they have the convenience of a direct installation, as well as to pay only a share of the project cost overall. SCDI incentives are available to Georgia Power's commercial customers with a peak demand of 60 kW and/or usage of 300,000 kWh annually or less.

Commercial HVAC Program: The Commercial HVAC Program promotes the stocking, purchase, and installation of high efficiency electric HVAC equipment for Georgia Power's commercial customers by providing incentives directly to vendors in the HVAC market. The program provides incentives to vendors, allowing them to mark down, stock, and sell more high efficiency HVAC equipment. The program focuses on decreasing the upfront cost of what is typically a significant capital investment, while increasing the availability of high efficiency electric HVAC equipment at select HVAC distributors. Incentives are available to qualified distributors of HVAC equipment in the state of Georgia.

Program Highlights Q1 2019

Residential:

- Lighting
 - There were 135 retail stores enrolled in the program in Q1 and 279 lighting store visits completed
 - Completed 119 education modules with customers in Q1
 - Completed 469 education modules with store associates and store managers in Q1
- Behavioral
 - 352,311 Home Electric Reports delivered in Q1
 - 184,164 printed Home Electric Reports
 - 168,147 electronic Home Electric Reports
 - 5,101,646 kWh saved by approximately 113,350 customers
 - Extremely low opt-out rates (0.02%) among customers
- Refrigerator Recycling
 - 1,962 refrigerators and freezers collected in Q1
 - 1,686 refrigerators recycled
 - 276 freezers recycled
 - 2,082,319 kWh saved in Q1
- EarthCents New Home
 - 156 single-family home applications were processed and paid in Q1
 - 2 single-family heat pump water heater measures were paid in Q1
 - 362 multifamily unit measures were applied for and paid in Q1
 - Program Contractors signed agreements for 1,428 Single Family Allocations in Q1
- Home Energy Improvement
 - 1,313 Single Family Whole House Allocations released to Program Contractors in Q1
 - \$29,275 in Whole House Low Income incentives were paid, comprised of 54 units
 - Home Energy Assessment campaign launched in January with a letter sent to 50,000 customers, and a follow-up email delivered in February
 - Whole House participation Q1*:
 - 242 single-family homes with 1,155 measures were reported
 - 12 multifamily units with 92 measures were reported

**Does not reflect the number of homes/units that participated in home assessment only without making improvements*
 - Individual Improvement participation YTD:
 - 3,063 single-family homes with 3,935 measures were reported
- Power Credit
 - Installed equipment only at customers' request; there were 12 installations in Q1
- HVAC Service
 - The HVAC Service Find a Contractor website was visited a total of 1,155 times in Q1, resulting in 151 customers being directed to participating contractor websites
 - Cobranded marketing items were made available to all program contractors to share with their customer network

- Energy Assessment & Solutions

	Contractor	YTD Spend	Budget	Homes/Units
Single-family	SEEL	\$234,610	\$750,000	160
	HopeWorks	\$150,000	\$250,000	9
Multifamily	SEEL	\$279,852	\$1,000,000	158

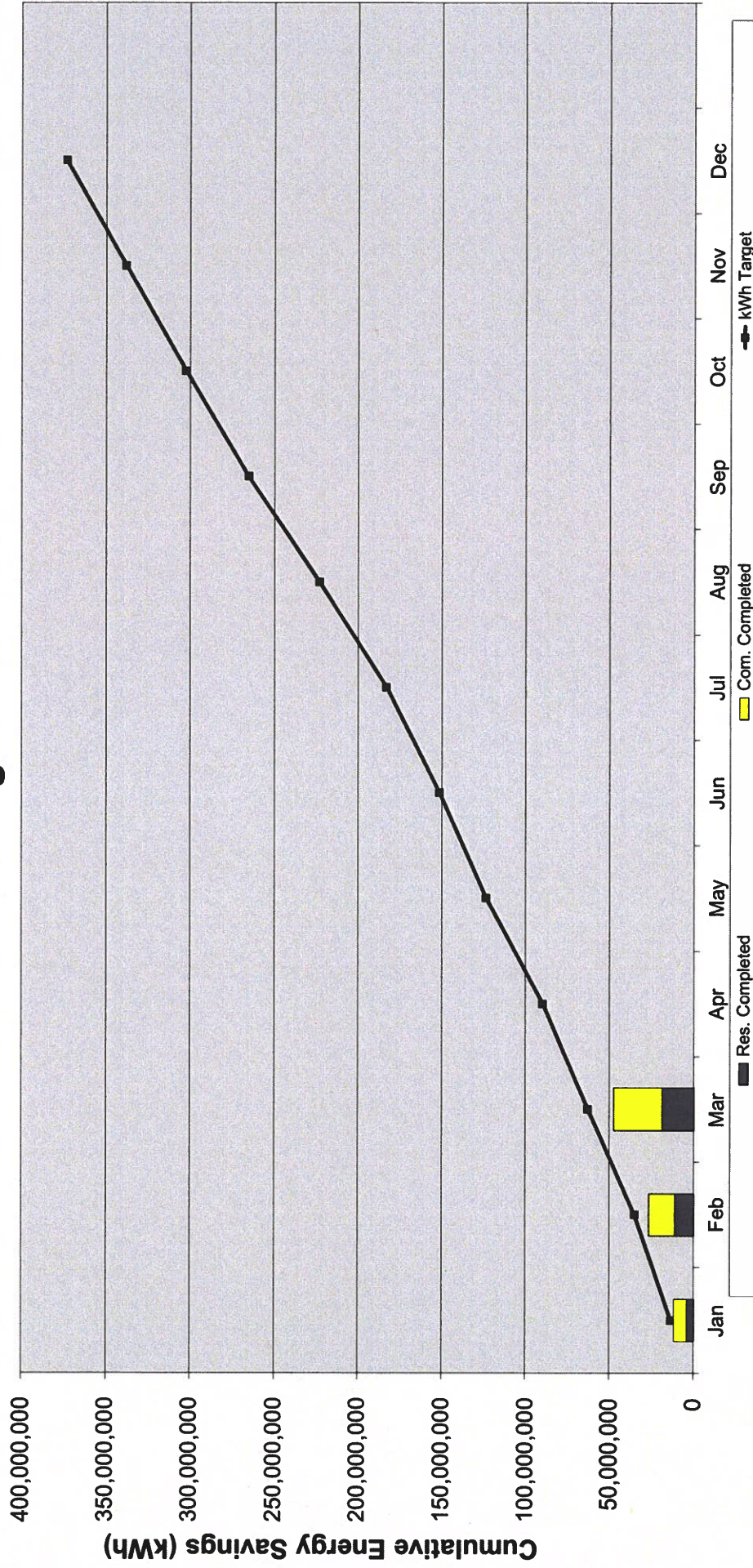
- Nine local partners are available to assist customers with enrollment in the program: Macon-Bibb Co. Economic Opportunity Council, Inc., Action Pact (formerly Concerted Services, Inc.), Enrichment Services Program, Green-home Solutions of Ga LLC, City of Savannah - Department of Housing, Nehemiah Project CDC, Home Diagnostic Solutions of Savannah, Central Savannah River Area ("CSRA") Economic Opportunity Authority, and Green-home South Solutions of Georgia LLC.

Commercial:

- Custom & Prescriptive
 - Lighting kWh YTD: 20,840,538
 - Non-Lighting kWh YTD: 5,506,444
 - One-on one meetings held with 48 program Trade Allies to review 2018 participation results and 2019 program goals
 - 2019 program announcements and preapproval reminders emailed to 863 commercial contractors and registered Trade Allies to generate awareness of 2019 program
 - Custom Savings program presented to over 60 customers and contractors/engineers during ASHRAE's Atlanta February Chapter meeting where full program and baseline considerations were presented'
- Small Commercial Direct Install
 - Energy assessments were delivered for a total of 941 customers during Q1, and a total of 266 customers signed up to install their projects during the same period
 - The program completed 105 project installations in Q1
 - Geo-focused outreach campaigns were conducted in specific markets, including Fayetteville (41 assessments completed), Kennesaw (56 assessments completed), and Macon (88 assessments completed)
 - The program management team completed a 2019 planning meeting with Copper Connections, Inc., focusing on marketing and outreach strategies for the year
- Commercial HVAC
 - Recruited new distributor, Ferguson, into program to make up for the loss of Mitsubishi equipment from Mingledorff's due to the Trane-Mitsubishi merger
 - There were six distributors that participated in the program in Q1: Lennox, Mingledorff's, Daikin Applied, York National Accounts, Goodman Manufacturing Company, and Hill Co.
 - Hill Company participated with new McDonough High School project using water-sourced heat pumps

2016 Certified DSM Programs

2019 Program Results



2016 Certified DSM Programs - Q1 Performance Report 2019

Residential Programs										Commercial Programs									
Measures	Lighting	Behavioral*	HVAC Service	Refrigerator Recycling		High Efficiency New Homes*		Home Energy/Improvement		Power Credit	Portfolio Total	Custom	Prescriptive	Small Commercial Direct Install	Commercial HVAC	Portfolio Total			
				Multi	Single	Multi	Single	Multi	Single										
Current Quarter	180,549	113,350	1	1,962	362	158	92	5,097	12	301,583	4,509,002	38	1,004	386	137	1,565			
Energy Savings (kWh)	7,997,264	5,101,646	398	2,082,319	170,750	319,388	267,367	2,764,922	-	18,704,054	4,509,002	21,837,980	1,535,101	730,924	28,613,008	28,613,008			
Demand Savings (kW)	812	-	0	238	10	124	75	876	24	2,159	613	4,126	358	260	5,566	5,566			
Incentive Costs	\$ 261,479	\$ -	\$ 50	\$ 74,760	\$ 54,300	\$ 92,500	\$ 47,575	\$ 741,742	\$ -	\$ 1,272,406	\$ 480,082	\$ 1,007,133	\$ 253,259	\$ 98,238	\$ 1,846,722	\$ 1,846,722			
Non-Incentive Costs	\$ 461,144	\$ 100,458	\$ 254,457	\$ 399,344	\$ 168,776	\$ -	\$ -	\$ 882,658	\$ 304,939	\$ 2,571,976	\$ 423,827	\$ 1,236,185	\$ 162,449	\$ 78,139	\$ 1,950,441	\$ 1,950,441			
Total Costs	\$ 722,623	\$ 100,458	\$ 254,507	\$ 474,104	\$ 181,276	\$ -	\$ -	\$ 1,624,400	\$ 304,939	\$ 3,844,382	\$ 903,909	\$ 2,243,318	\$ 415,749	\$ 176,377	\$ 3,760,163	\$ 3,760,163			
YTD Budget	\$ 748,190	\$ 160,260	\$ 356,757	\$ 564,045	\$ 319,618	\$ 378,618	\$ 2,500,038	\$ 185,189	\$ -	\$ 4,883,697	\$ 1,738,131	\$ 3,628,194	\$ 1,250,343	\$ 416,135	\$ 7,032,903	\$ 7,032,903			
YTD Budget Variance	\$ (26,167)	\$ (59,802)	\$ (102,251)	\$ (69,941)	\$ (63,042)	\$ (63,042)	\$ (827,863)	\$ (119,750)	\$ -	\$ (1,049,315)	\$ (824,412)	\$ (1,381,876)	\$ (824,594)	\$ (21,759)	\$ (3,262,640)	\$ (3,262,640)			
Total Annual Budget	\$ 3,651,601	\$ 714,899	\$ 1,739,157	\$ 2,727,524	\$ 1,775,791	\$ -	\$ 12,339,166	\$ 1,772,441	\$ 798,900	\$ 23,745,437	\$ 8,460,666	\$ 17,854,206	\$ 6,891,400	\$ 1,833,769	\$ 34,380,001	\$ 34,380,001			
Annual Budget Variance	\$ (2,828,979)	\$ (614,440)	\$ (1,484,650)	\$ (2,253,420)	\$ (1,460,214)	\$ -	\$ (10,865,991)	\$ (483,361)	\$ 38%	\$ (19,901,055)	\$ (7,566,907)	\$ (15,607,868)	\$ (5,675,651)	\$ (1,759,393)	\$ (30,609,639)	\$ (30,609,639)			
% Spent	20%	14%	15%	17%	18%	14%	14%	38%			11%	13%	7%	9%	11%				
Year to Date	180,549	113,350	1	1,962	362	158	92	5,097	12	301,583	4,509,002	38	1,004	386	137	1,565			
Energy Savings (kWh)	7,997,264	5,101,646	398	2,082,319	170,750	319,388	267,367	2,764,922	-	18,704,054	4,509,002	21,837,980	1,535,101	730,924	28,613,008	28,613,008			
Annual Savings Target (kWh)	25,448,120	1,686,008	2,616,698	10,239,089	955,398	4,595,736	18,418,368	-	-	81,233,408	54,614,513	213,284,210	18,975,178	5,111,771	291,985,673	291,985,673			
% of Goal	31%	27%	0%	20%	9%	8%	16%	0%	0%	23%	8%	10%	8%	14%	10%				
Demand Savings (kW)	\$ 261,479	\$ -	\$ 50	\$ 74,760	\$ 54,300	\$ 92,500	\$ 47,575	\$ 741,742	\$ -	\$ 1,272,406	\$ 480,082	\$ 1,007,133	\$ 253,259	\$ 98,238	\$ 1,846,722	\$ 1,846,722			
Incentive Costs	\$ 461,144	\$ 100,458	\$ 254,457	\$ 399,344	\$ 168,776	\$ -	\$ -	\$ 882,658	\$ 304,939	\$ 2,571,976	\$ 423,827	\$ 1,236,185	\$ 162,449	\$ 78,139	\$ 1,950,441	\$ 1,950,441			
YTD Costs	\$ 722,623	\$ 100,458	\$ 254,507	\$ 474,104	\$ 181,276	\$ -	\$ -	\$ 1,624,400	\$ 304,939	\$ 3,844,382	\$ 913,697	\$ 2,243,318	\$ 415,749	\$ 176,377	\$ 3,760,163	\$ 3,760,163			
YTD Budget	\$ 748,190	\$ 160,260	\$ 356,757	\$ 564,045	\$ 319,618	\$ 378,618	\$ 2,500,038	\$ 185,189	\$ -	\$ 4,883,697	\$ 1,738,131	\$ 3,628,194	\$ 1,250,343	\$ 416,135	\$ 7,032,903	\$ 7,032,903			
YTD Budget Variance	\$ (26,167)	\$ (59,802)	\$ (102,251)	\$ (69,941)	\$ (63,042)	\$ (63,042)	\$ (827,863)	\$ (119,750)	\$ -	\$ (1,049,315)	\$ (824,412)	\$ (1,381,876)	\$ (824,594)	\$ (21,759)	\$ (3,262,640)	\$ (3,262,640)			
Total Annual Budget	\$ 3,651,601	\$ 714,899	\$ 1,739,157	\$ 2,727,524	\$ 1,775,791	\$ -	\$ 12,339,166	\$ 1,772,441	\$ 798,900	\$ 23,745,437	\$ 8,460,666	\$ 17,854,206	\$ 6,891,400	\$ 1,833,769	\$ 34,380,001	\$ 34,380,001			
Annual Budget Variance	\$ (2,828,979)	\$ (614,440)	\$ (1,484,650)	\$ (2,253,420)	\$ (1,460,214)	\$ -	\$ (10,865,991)	\$ (483,361)	\$ 38%	\$ (19,901,055)	\$ (7,566,907)	\$ (15,607,868)	\$ (5,675,651)	\$ (1,759,393)	\$ (30,609,639)	\$ (30,609,639)			
% Spent	20%	14%	15%	17%	18%	14%	14%	38%			11%	13%	7%	9%	11%				
Year to Date	2,099,974	404,209	239	25,116	10,026	5,598	3,607	113,180	304	2,662,253	5,317	1,652,850	45,625	2,444	1,906,236	1,906,236			
Energy Savings (kWh)	99,763,055	55,655,020	141,293	26,553,804	10,057,990	10,393,162	9,666,024	96,895,419	-	309,125,766	158,903,377	681,942,640	32,966,309	9,739,215	883,151,545	883,151,545			
Demand Savings (kW)	7,844	-	74	2,092	280	580	2,794	154,945	596	169,206	16,544	250,772	9,666	6,398	263,218	263,218			
Incentive Costs	\$ 2,102,588	\$ -	\$ 9,046	\$ 695,635	\$ 10,418,527	\$ 9,515,476	\$ 3,834,798	\$ 416,374	\$ 17,404,987	\$ 17,404,987	\$ 7,200,348	\$ 15,368,513	\$ 4,222,452	\$ 1,091,243	\$ 27,972,556	\$ 27,972,556			
Non-Incentive Costs	\$ 4,264,628	\$ 1,795,714	\$ 2,043,199	\$ 4,571,688	\$ 9,515,476	\$ -	\$ 1,632,367	\$ 2,837,518	\$ 26,760,586	\$ 26,760,586	\$ 4,522,861	\$ 13,266,245	\$ 2,023,951	\$ 931,431	\$ 20,754,508	\$ 20,754,508			
Total Costs	\$ 6,367,216	\$ 1,795,714	\$ 2,052,245	\$ 5,197,323	\$ 19,934,003	\$ -	\$ 5,467,164	\$ 3,395,892	\$ 44,165,573	\$ 44,165,573	\$ 11,731,209	\$ 28,634,758	\$ 6,256,403	\$ 2,022,674	\$ 48,727,064	\$ 48,727,064			
FP Cycle To-Date Budget	\$ 7,944,552	\$ 1,688,074	\$ 3,457,639	\$ 5,955,992	\$ 26,645,323	\$ -	\$ 3,964,006	\$ 1,772,441	\$ 51,425,626	\$ 51,425,626	\$ 18,431,309	\$ 39,005,491	\$ 11,591,949	\$ 1,619,249	\$ 71,646,997	\$ 71,646,997			
Budget Variance	\$ (1,577,337)	\$ (108,640)	\$ (1,405,393)	\$ (758,270)	\$ (6,713,320)	\$ -	\$ 1,503,158	\$ 1,581,451	\$ -	\$ (7,260,071)	\$ (6,618,080)	\$ (9,370,723)	\$ (5,335,546)	\$ (1,586,575)	\$ (22,919,939)	\$ (22,919,939)			
Other Costs:	2019 Budget	YTD Spend																	
DSM Cross Cutting/Training	\$ 2,804,094	\$ 565,797																	
Low Income Energy Efficiency Program SF	\$ 1,038,361	\$ 387,584																	
Low Income Energy Efficiency Program MF	\$ 1,038,361	\$ 284,015																	
Residential Pilot Programs	\$ 1,297,951	\$ 109,262																	
Commercial Pilot Programs	\$ 1,297,951	\$ 190,066																	
Residential EE Consumer Awareness	\$ 4,593,786	\$ 24,975																	
Commercial EE Consumer Awareness	\$ 1,113,361	\$ 84,224																	
Education Initiative-Learning Power	\$ 3,115,083	\$ 561,528																	
Residential EE Information Program	\$ -	\$ 308																	
Total	\$ 16,298,950	\$ 2,201,699																	
Certified DSM Program Totals																			

Commercial Programs

Customer	Prescriptive	Small Commercial Direct Install	Commercial HVAC	Portfolio Total
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
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\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
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4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
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\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,2	

Commercial Programs

Customer	Prescriptive	Small Commercial Direct Install	Commercial HVAC	Portfolio Total
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
\$ 1,728,131	\$ 3,698,194	\$ 1,250,343	\$ 416,135	\$ 7,032,803
\$ (824,412)	\$ (3,818,876)	\$ (834,594)	\$ (241,759)	\$ (3,280,640)
\$ 8,680,626	\$ 17,854,206	\$ 6,091,400	\$ 1,933,768	\$ 34,360,001
\$ (7,586,907)	\$ (15,607,888)	\$ (5,675,651)	\$ (1,759,393)	\$ (30,619,838)
11%	13%	7%	9%	11%
5,317	1,952,850	45,625	2,444	1,906,236
158,003,377	681,942,644	32,966,309	9,739,215	883,151,545
16,544	250,772	9,668	6,336	283,318
\$ 7,290,348	\$ 15,368,513	\$ 4,222,452	\$ 1,091,243	\$ 27,972,558
\$ 4,522,881	\$ 13,736,245	\$ 2,093,951	\$ 931,431	\$ 20,754,508
\$ 11,611,229	\$ 28,268,758	\$ 6,256,403	\$ 2,022,674	\$ 48,727,064
\$ 18,431,309	\$ 39,005,491	\$ 11,591,949	\$ 3,118,249	\$ 71,846,997
\$ (6,616,080)	\$ (9,370,730)	\$ (5,335,545)	\$ (1,586,575)	\$ (22,919,933)

Commercial Programs

Customer	Prescriptive	Small Commercial Direct Install	Commercial HVAC	Portfolio Total
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
38	1,004	386	137	1,565
4,509,002	21,837,980	1,535,101	730,924	28,613,008
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673
613	4,126	358	260	5,356
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,866,722
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441
\$ 913,719	\$ 2,286,318	\$ 415,749	\$ 174,377	\$ 3,793,163
\$ 1,728,131	\$ 3,698,194	\$ 1,250,343	\$ 416,135	\$ 7,032,803
\$ (824,412)	\$ (3,818,876)	\$ (834,594)	\$ (241,759)	\$ (3,280,640)
\$ 8,680,626	\$ 17,854,206	\$ 6,091,400	\$ 1,933,768	\$ 34,360,001
\$ (7,586,907)	\$ (15,607,888)	\$ (5,675,651)	\$ (1,759,393)	\$ (30,629,838)
11%	13%	7%	9%	11%
5,317	1,952,850	45,625	2,444	1,906,236
158,003,377	681,942,644	32,966,309	9,739,215	883,151,545
16,544	250,772	9,668	6,336	283,318
\$ 7,290,348	\$ 15,368,513	\$ 4,222,452	\$ 1,091,243	\$ 27,972,558
\$ 4,522,881	\$ 13,736,245	\$ 2,093,951	\$ 931,431	\$ 20,754,508
\$ 11,611,229	\$ 28,268,758	\$ 6,956,403	\$ 2,022,674	\$ 48,727,064
\$ 18,431,309	\$ 39,005,491	\$ 11,591,949	\$ 3,118,249	\$ 71,846,997
\$ (6,616,080)	\$ (9,370,730)	\$ (5,335,545)	\$ (1,586,575)	\$ (22,919,933)

Commercial Programs									
Customer	Prescriptive	Small Commercial Direct Install	Commercial HVAC	Portfolio Total					
38	1,004	386	137	1,565					
\$ 4,500,002	\$ 21,837,980	\$ 1,535,101	\$ 730,924	\$ 28,613,008					
613	4,126	358	260	5,356					
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,846,722					
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441					
\$ 913,719	\$ 2,246,318	\$ 415,749	\$ 174,377	\$ 3,750,163					
38	1,004	386	137	1,565					
\$ 4,500,002	\$ 21,837,980	\$ 1,535,101	\$ 730,924	\$ 28,613,008					
54,614,513	213,294,210	18,975,178	5,111,771	291,986,673					
8%	10%	8%	14%	10%					
613	4,126	358	260	5,356					
\$ 490,082	\$ 1,007,133	\$ 253,259	\$ 96,238	\$ 1,846,722					
\$ 423,627	\$ 1,239,185	\$ 162,490	\$ 78,139	\$ 1,903,441					
\$ 913,719	\$ 2,246,318	\$ 415,749	\$ 174,377	\$ 3,750,163					
\$ 1,728,131	\$ 3,698,194	\$ 1,250,343	\$ 416,135	\$ 7,032,803					
\$ (824,412)	\$ (3,811,876)	\$ (834,594)	\$ (241,759)	\$ (3,262,640)					
\$ 8,480,626	\$ 17,854,206	\$ 6,091,400	\$ 1,933,768	\$ 34,360,001					
\$ (7,586,907)	\$ (15,607,888)	\$ (5,675,651)	\$ (1,759,393)	\$ (30,619,838)					
11%	13%	7%	9%	11%					
5,317	1,952,850	45,625	2,444	1,906,236					
\$ 158,003,377	\$ 681,942,644	\$ 32,966,309	\$ 9,739,215	\$ 883,151,545					
16,544	250,772	9,668	6,336	283,318					
\$ 7,290,348	\$ 15,368,513	\$ 4,222,452	\$ 1,091,243	\$ 27,972,558					
\$ 4,522,881	\$ 13,736,245	\$ 2,093,951	\$ 931,431	\$ 20,754,508					
\$ 11,211,229	\$ 28,268,758	\$ 6,256,403	\$ 2,022,674	\$ 48,727,064					
\$ 18,431,309	\$ 39,005,491	\$ 11,591,949	\$ 3,118,249	\$ 71,846,997					
\$ (6,616,080)	\$ (9,370,730)	\$ (5,335,545)	\$ (1,596,575)	\$ (22,919,933)					