

September 30, 2024

VIA ELECTRONIC FILING

Public Service Commission of Utah
Heber M. Wells Building, 4th Floor
160 East 300 South
Salt Lake City, UT 84114

Attn: Gary Widerburg
Commission Secretary

**RE: Proposed Changes to Schedule 140, Non-Residential Energy Efficiency Program
Docket No. 24-035-T09**

Enclosed for electronic filing are the proposed tariff sheets associated with Tariff P.S.C.U. No. 51 of PacifiCorp, d.b.a. Rocky Mountain Power (the “Company”), applicable to electric service in the State of Utah. Pursuant to the requirement of Rule R746-405-2(D), the Company states that the proposed tariff sheets do not constitute a violation of state law or Commission rule. The Company respectfully requests an effective date of November 15, 2024 for these changes.

Fourth Revision of Sheet No. 140.4	Schedule 140	Non-Residential Energy Efficiency
Third Revision of Sheet No. 140.5	Schedule 140	Non-Residential Energy Efficiency
First Revision of Sheet No. 140.6	Schedule 140	Non-Residential Energy Efficiency

The purpose of this filing is to propose changes to the Non-Residential Energy Efficiency Program (“Program”) administered through Electric Service Schedule No. 140. These tariff changes are intended to align with estimated targets illustrated in the table below, and will be included in the Demand Side Management November 1st Deferred Account and Forecast Report on November 1, 2024, in Docket No. 24-035-37.

2025 Budget and Savings Forecast

***	2025 Savings Forecast	2025 Budget Forecast
Wattsmart Business	198,500 MWh	\$40,600,000

DESCRIPTION OF CHANGES

Proposed adjustments are listed below, with further explanation provided in subsequent sections. Note that the sections below only include offerings with proposed changes, and any current unchanged offerings are omitted from the tables and sections below.

1. Adjust incentive offerings for Motor, Building Envelope, Food Service, and Heating, Ventilation, and Air Conditioning (“HVAC”) measures.

2. Adjust the incentive structure for Variable Refrigerant Flow (“VRF”) Heat Pumps and set an incentive that covers a higher percentage of VRF retrofit costs.
3. Expand equipment eligibility for commercial refrigerators and freezers.

Table 2 – Motor Incentives

- **Electronically Commutated Motor** – It is proposed to increase the offered and maximum incentive from \$100 per horsepower (“hp”) to \$200/hp for HVAC applications. In addition, the offered and maximum incentives are increased from \$1/watt to \$3/watt for refrigeration applications. The intent of this adjustment is to better support the evolution happening in the market away from shaded pole motors and towards electronically commutated motors.

Maximum “up to” Incentives for Motors

Category	Current Maximum Incentive “up to”	Proposed Maximum Incentive “up to”
Electronically Commutated Motor	\$1/watt or \$100/hp based on application	\$3/watt or \$200/hp based on application

Offered Incentives for Motors

Equipment Type	Sub-Category		Current Offered Incentive	Proposed Offered Incentive
Electronically Commutated Motor (ECM) – Retrofit only	≤ 1 hp	Refrigeration Application	\$1/watt	\$3/watt
		HVAC Application	\$100/hp	\$200/hp
	> 1 hp and ≤ 10 hp	HVAC Application	\$100/hp	\$200/hp

Table 3a – HVAC Incentives

- **Unitary Commercial Air Conditioners** – It is proposed to increase the maximum incentive from \$75/ton to \$100/ton. Offered incentives were previously based on the 2019 Consortium for Energy Efficiency (“CEE”) specifications, but will be based on the updated 2024 CEE specifications going forward. Accordingly, the offered incentives for this measure have been adjusted as reflected in the tables below.
- **Variable Refrigerant Flow (“VRF”) Heat Pumps, Air-Sourced** – It is proposed that that the maximum and offered incentives for air-sourced heat pumps change from \$300/ton to \$1,000/indoor-unit-head. The per indoor-unit-head incentive structure simplifies the participation process for customers and contractors as VRF systems are typically designed by considering the number of required indoor units instead of by the total cooling capacity of the outdoor unit. The offerings for water-sourced heat pumps will remain under the \$/ton structure.

Maximum “up to” Incentives for HVAC

Category	Current Maximum Incentive “up to”	Proposed Maximum Incentive “up to”
Unitary Commercial Air Conditioners	\$75/ton	\$100/ton
Variable Refrigerant Flow Heat Pumps	\$300/ton	\$1,000/indoor-unit-head or \$300/ton based on equipment type

Offered Incentives for HVAC

Equipment Type	Size Category	Current Offered Incentive			Proposed Offered Incentive		
		2019 CEE Tier 1	2019 CEE Tier 2	2019 CEE Advanced Tier	2024 CEE Tier 1	2024 CEE Tier 2	2024 CEE Advanced Tier
Unitary Commercial Air Conditioners, (Air-cooled, Split Systems)	< 65,000 Btu/hr	\$0	\$50	\$75	\$50	\$75	\$100
	≥ 65,000 Btu and < 240,000 Btu/hr		\$0				
	≥ 240,000 Btu/hr		\$50				

Offered Incentives for HVAC (cont.)

Equipment Type	Equipment category	Size category	Current Offered Incentive	Proposed Offered Incentive
Variable Refrigerant Flow Heat Pumps (Air-sourced)	Ducted	< 240,000 Btu/hr	\$200/ton	\$1,000/indoor-unit-head
	Non-ducted/Ductless		\$200/ton	\$1,000/indoor-unit-head

Table 3b – Other HVAC Incentives

- **Chillers** – It is proposed to increase maximum incentives for chillers from \$0.15 per kilowatt hour (“kWh”) to \$0.50/kWh, and offered incentive from \$0.15/kWh to \$0.30/kWh to encourage program participation.

Maximum “up to” Incentives for Other HVAC

Category	Current Maximum Incentive “up to”	Proposed Maximum Incentive “up to”
Chillers	\$0.15/kWh	\$0.50/kWh

Offered Incentives for Other HVAC

Equipment Type	Size Category	Current Offered Incentive	Proposed Offered Incentive
Chillers	All sizes eligible except chillers intended for backup service only.	\$0.15/kWh	\$0.30/kWh

Table 4a – Building Envelope Incentives (Retrofit)

- **Roof/Attic Insulation** – It is proposed to increase maximum incentives for Roof/Attic Insulation from \$0.20 per square foot (“sq. ft.”) to \$0.50/sq. ft. and offered incentives from \$0.20/sq. ft. to \$0.40/sq. ft. This adjustment reflects updated savings and costs values for these measures.
- **Wall Insulation** – It is proposed to increase maximum incentives for Wall Insulation from \$0.15/sq. ft. to \$0.50/sq. ft. and offered incentives from \$0.15/sq. ft. to \$0.30/sq. ft. This adjustment reflects updated savings and costs values for these measures.
- **Windows** – It is proposed to increase maximum and offered incentives for Windows from \$0.50/sq. ft. to \$1.50/sq. ft. This adjustment reflects updated savings and costs values for these measures.

Maximum “up to” Incentives for Building Envelope (Retrofit)

Category	Current Maximum Incentive “up to”	Proposed Maximum Incentive “up to”
Roof/Attic Insulation	\$0.20/sq. ft.	\$0.50/sq. ft.
Wall Insulation	\$0.15/sq. ft.	\$0.50/sq. ft.
Windows	\$0.50/sq. ft.	\$1.50/sq. ft.

Offered Incentives for Building Envelope (Retrofit)

Equipment Type	Sub-Category		Current Offered Incentive	Proposed Offered Incentive
Roof/Attic Insulation	Minimum increment of R-10 insulation added		\$0.20/sq. ft.	\$0.40/sq. ft.
Wall Insulation			\$0.15/sq. ft.	\$0.30/sq. ft.
Windows	Site-built	U-factor ≤ 0.30 and SHGC ≤ 0.33 (glazing only rating / entire window assembly rating)	\$0.50/sq. ft.	\$1.00/sq. ft.
	Assembly			

Table 5 – Food Service Incentives

- **Commercial Dishwasher** – It is proposed to decrease the offered incentives for stationary and conveyor-type commercial dishwashers from \$400 and \$1,000, respectively, to \$300 and \$500, respectively, to reflect updated savings and costs of dishwashers. The maximum incentive will remain unchanged.
- **Electric Insulated Holding Cabinet** – It is proposed to increase maximum incentives for Electric Insulated Holding Cabinets from \$700 to \$1,000, and adjust the offered incentives from \$200, \$300, and \$700 to \$400, \$600, and \$1,000, respectively, based on the equipment size to reflect updated savings and costs.
- **Electric Steam Cooker** – It is proposed to increase maximum and offered incentives for electric steam cookers from \$300 to \$600 to reflect updated savings and cost values for this measure.
- **Electric Griddle** – It is proposed to increase maximum incentives for Electric Griddles from \$150 to \$500 and offered incentives from \$150 to \$300 to reflect updated savings and cost values for this measure.

- **Combination Oven** – It is proposed to expand eligible equipment as reflected in the table below, and adjust the offered incentive for all eligible sizes to be \$700. The maximum incentive will remain unchanged.
- **Commercial Refrigerators and Freezers** – Currently, incentive offerings for commercial refrigerators and freezers require transparent doors. The current maximum and offered incentives will remain unchanged, however, going forward, incentives will be offered to all types of commercial refrigerators and not just those with transparent doors.

Maximum “up to” Incentives for Food Service

Category	Current Maximum Incentive “up to”	Proposed Maximum Incentive “up to”
Commercial Dishwasher	\$1,000	No Change
Electric Insulated Holding Cabinet	\$700	\$1,000
Electric Steam Cooker	\$300	\$600
Electric Griddle	\$150	\$500
Electric Combination Oven	\$1,000	No Change

Offered Incentives for Food Service

Equipment Type	Equipment Category	Current Offered Incentive	Proposed Offered Incentive
Commercial Dishwasher	Single Tank Stationary	\$400	\$300
	Single Tank Conveyor	\$1,000	\$500
Electric Insulated Holding Cabinet	Half Size	\$200	\$400
	Full Size	\$300	\$600
	Double Size	\$700	\$1,000
Electric Steam Cooker	All sizes	\$300	\$600
Electric Griddle	All sizes	\$150	\$300
Electric Combination Oven	≤ 15 pans	\$1,000	\$700
	16 – 28 pans	\$500	
	29 – 40 pans	\$0	

COST-EFFECTIVENESS

The cost effectiveness analysis for the Wattsmart Business Program is attached hereto as Exhibit B. The table below, pulled from Exhibit B, presents the expected cost effectiveness of the Program for 2025 assuming the proposed changes in this filing. Additional details and inputs are included in Exhibit B. Sensitivity analyses are also included as Exhibits C and D. The Program is expected to remain cost effective from the Utility Cost Test perspective under all scenarios.

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0634	\$42,064,176	\$45,800,825	\$3,736,649	1.09
Total Resource Cost Test (TRC) No Adder	\$0.0647	\$42,928,068	\$45,800,825	\$2,872,757	1.07
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0647	\$42,928,068	\$50,380,907	\$7,452,839	1.17
Participant Cost Test (PCT)		\$42,740,117	\$97,769,172	\$55,028,055	2.29
Rate Impact Test (RIM)		\$105,228,034	\$45,800,825	(\$59,427,209)	0.44
Lifecycle Revenue Impacts (\$/kWh)					\$0.0002553

STAKEHOLDER COLLABORATION

On September 10, 2024, the Company discussed the proposed changes in this Advice Letter with the DSM Steering Committee. On September 20, 2024, the Company circulated a draft of this advice letter to Steering Committee members for initial review and comment prior to submitting to the Commission for approval.

It is respectfully requested that all formal correspondence and staff requests regarding this matter be addressed to:

By E-mail (preferred): datarequest@pacificorp.com
michael.snow@pacificorp.com

By regular mail: Data Request Response Center
PacifiCorp
825 NE Multnomah St., Suite 2000
Portland, OR 97232

Informal inquiries regarding this matter may be directed to me at (801) 220-4214.

Sincerely,



Michael S. Snow
Manager, Regulatory Affairs

Enclosures

cc: Division of Public Utilities
Office of Consumer Services

CERTIFICATE OF SERVICE

Docket No. 24-035-T09

I hereby certify that on September 30, 2024, a true and correct copy of the foregoing was served by electronic mail to the following:

Utah Office of Consumer Services

Michele Beck mbeck@utah.gov
ocs@utah.gov

Division of Public Utilities

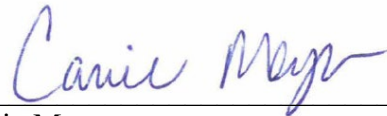
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Carrie Meyer
Adviser, Regulatory Operations

EXHIBIT A

PROPOSED TARIFFS

ELECTRIC SERVICE SCHEDULE NO. 140 - Continued

Table 1a - Lighting System Retrofits

Measure	Category		Incentive "up to"
Lighting System Retrofit	Interior Lighting	Prescriptive	See Market table
		Non-Prescriptive	\$1.50/W Reduced
	Exterior Lighting	Prescriptive	See Market table
		Non-Prescriptive	\$0.80/W Reduced
	Controlled Environment Agriculture		\$0.05/kWh
	Controls-Only		\$0.80/W Controlled
	Lighting Controls Commissioning		\$0.17/W Controlled
	Custom		\$0.85/W Reduced

Table 1b – New Construction/Major Renovation Lighting Incentives

Measure	Category	Incentive "up to"
Interior Lighting (Major Lighting Renovation Only)	Troffer	\$10/Fixture
	Linear Ambient	\$10/Fixture
	Highbay	\$20/Fixture
	Other (not listed above)	\$0.50/Fixture Wattage
	Advanced Lighting Controls	\$0.80/W controlled
Exterior Lighting (Major Lighting Renovation Only)	Advanced Lighting Controls	\$0.40/W controlled
Controlled Environment Agriculture		\$0.05/kWh

Table 2 - Motor Incentives

Equipment Type	Incentive "up to"
Electronically Commutated Motor	\$34 /watt or \$24 00/horsepower based on application
Variable Frequency Drives	\$200/horsepower
Green Motor Rewinds	\$2/horsepower

Table 3a – HVAC Incentives

Equipment Type	Incentive "up to"
Unitary Commercial Air Conditioners	\$10075 /ton
Packaged Terminal Air Conditioners (PTAC)	\$25/ton
Packaged Terminal Heat Pumps (PTHP) (Heating & Cooling Mode)	\$50/ton
Unitary Commercial Heat Pumps	\$300/ton
Heat Pump Loop	\$125/ton
Variable Refrigerant Flow Heat Pumps	\$1,000/indoor-unit-head or \$300/ton based on equipment type

(continued)

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~~T0940~~

FILED: ~~October 12, 2023~~ September 30, 2024

EFFECTIVE: November 15, 202~~43~~

ELECTRIC SERVICE SCHEDULE NO. 140 - Continued

Table 3b –Other HVAC Incentives

Equipment Type	Incentive “up to”
Evaporative Cooling	\$0.06/ CFM
Indirect-Direct Evaporative Cooling (IDEC)	\$0.15/kWh annual energy savings
Chillers	\$0. 50 ⁵ /kWh annual energy savings
Evaporative Pre-cooler (Retrofit Only)	\$75/ton of attached cooling capacity
Advanced Rooftop Unit Control (Retrofit)	\$6,500
Advanced Rooftop Unit Control (New RTU)	\$4,500
Advanced Rooftop Unit Control (DCV Only)	\$800
Thermostats	\$150

Table 4a – Building Envelope Incentives (Retrofit)

Equipment Type	Incentive “up to”
Cool Roof	\$0.04/square foot
Roof/Attic Insulation	\$0. 5 ²⁰ /square foot
Wall Insulation	\$0. 50 ⁴⁵ /square foot
Windows	\$1 ⁰ .50/square foot
Window Film	\$0.15/kWh annual energy savings

Table 4b – Building Envelope Incentives (New Construction/Major Renovation)

Equipment Type	Incentive “up to”
Cool Roof	\$0.02/square foot
Roof/Attic Insulation	\$0.03/square foot
Wall Insulation	\$0.07/square foot
Windows	\$0.35/square foot

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~~T0940~~

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ELECTRIC SERVICE SCHEDULE NO. 140 - Continued

Table 5 – Food Service Equipment Incentives

Equipment Type	Incentive/Unit “up to”
Residential Dishwasher	See offering in Schedule 111.
Commercial Dishwasher	\$1,000
Electric Insulated Holding Cabinet	\$1,700
Electric Steam Cooker	\$630
Electric Convection Oven	\$350
Electric Fryer	\$300
Electric Griddle	\$500 +\$0
Electric Combination Oven	\$1,000
Ice Machines	\$150
Residential Refrigerator	See offering in Schedule 111.
Residential Freezer	See offering in Schedule 111.
Commercial Transparent Door Refrigerator	\$125
Commercial Transparent Door Freezer	\$100
Demand Controlled Kitchen Ventilation Exhaust Hood (Retrofit Only)	\$0.15/kWh annual energy savings
Anti-Sweat Heater Controls (Retrofit Only)	\$20/linear foot (case length)

Table 6 – Office Equipment Incentives

Equipment Type	Incentive “up to”
Smart Plug Strip	\$5/qualifying unit

Table 7 – Appliance Incentives

Equipment Type	Equipment Category	Incentive “up to”
High-Efficiency Clothes Washer	Residential (used in a business)	See offering in Schedule 111.
	Commercial	\$100
Heat Pump Water Heater	Residential (used in a business)	See offering in Schedule 111.

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T094

FILED: ~~January 13, 2021~~ September 30, 2024
EFFECTIVE: ~~January 1, 2021~~ November 15, 2024

ELECTRIC SERVICE SCHEDULE NO. 140 - Continued
Table 1a - Lighting System Retrofits

Measure	Category		Incentive "up to"
Lighting System Retrofit	Interior Lighting	Prescriptive	See Market table
		Non-Prescriptive	\$1.50/W Reduced
	Exterior Lighting	Prescriptive	See Market table
		Non-Prescriptive	\$0.80/W Reduced
	Controlled Environment Agriculture		\$0.05/kWh
	Controls-Only		\$0.80/W Controlled
	Lighting Controls Commissioning		\$0.17/W Controlled
	Custom		\$0.85/W Reduced

Table 1b – New Construction/Major Renovation Lighting Incentives

Measure	Category	Incentive "up to"
Interior Lighting (Major Lighting Renovation Only)	Troffer	\$10/Fixture
	Linear Ambient	\$10/Fixture
	Highbay	\$20/Fixture
	Other (not listed above)	\$0.50/Fixture Wattage
	Advanced Lighting Controls	\$0.80/W controlled
Exterior Lighting (Major Lighting Renovation Only)	Advanced Lighting Controls	\$0.40/W controlled
Controlled Environment Agriculture		\$0.05/kWh

Table 2 - Motor Incentives

Equipment Type	Incentive "up to"
Electronically Commutated Motor	\$3/watt or \$200/horsepower based on application
Variable Frequency Drives	\$200/horsepower
Green Motor Rewinds	\$2/horsepower

Table 3a – HVAC Incentives

Equipment Type	Incentive "up to"
Unitary Commercial Air Conditioners	\$100/ton
Packaged Terminal Air Conditioners (PTAC)	\$25/ton
Packaged Terminal Heat Pumps (PTHP) (Heating & Cooling Mode)	\$50/ton
Unitary Commercial Heat Pumps	\$300/ton
Heat Pump Loop	\$125/ton
Variable Refrigerant Flow Heat Pumps	\$1,000/indoor-unit-head or \$300/ton based on equipment type

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Issued by authority of Report and Order of the Public Service Commission of Utah in Docket No. 24-035-T09

FILED: September 30, 2024

EFFECTIVE: November 15, 2024

ELECTRIC SERVICE SCHEDULE NO. 140 - Continued
Table 3b –Other HVAC Incentives

Equipment Type	Incentive “up to”
Evaporative Cooling	\$0.06/ CFM
Indirect-Direct Evaporative Cooling (IDEC)	\$0.15/kWh annual energy savings
Chillers	\$0.50/kWh annual energy savings
Evaporative Pre-cooler (Retrofit Only)	\$75/ton of attached cooling capacity
Advanced Rooftop Unit Control (Retrofit)	\$6,500
Advanced Rooftop Unit Control (New RTU)	\$4,500
Advanced Rooftop Unit Control (DCV Only)	\$800
Thermostats	\$150

Table 4a – Building Envelope Incentives (Retrofit)

Equipment Type	Incentive “up to”
Cool Roof	\$0.04/square foot
Roof/Attic Insulation	\$0.50/square foot
Wall Insulation	\$0.50/square foot
Windows	\$1.50/square foot
Window Film	\$0.15/kWh annual energy savings

Table 4b – Building Envelope Incentives (New Construction/Major Renovation)

Equipment Type	Incentive “up to”
Cool Roof	\$0.02/square foot
Roof/Attic Insulation	\$0.03/square foot
Wall Insulation	\$0.07/square foot
Windows	\$0.35/square foot

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ELECTRIC SERVICE SCHEDULE NO. 140 - Continued
Table 5 – Food Service Equipment Incentives

Equipment Type	Incentive/Unit “up to”
Residential Dishwasher	See offering in Schedule 111.
Commercial Dishwasher	\$1,000
Electric Insulated Holding Cabinet	\$1,000
Electric Steam Cooker	\$600
Electric Convection Oven	\$350
Electric Fryer	\$300
Electric Griddle	\$500
Electric Combination Oven	\$1,000
Ice Machines	\$150
Residential Refrigerator	See offering in Schedule 111.
Residential Freezer	See offering in Schedule 111.
Commercial Refrigerator	\$125
Commercial Freezer	\$100
Demand Controlled Kitchen Ventilation Exhaust Hood (Retrofit Only)	\$0.15/kWh annual energy savings
Anti-Sweat Heater Controls (Retrofit Only)	\$20/linear foot (case length)

Table 6 – Office Equipment Incentives

Equipment Type	Incentive “up to”
Smart Plug Strip	\$5/qualifying unit

Table 7 – Appliance Incentives

Equipment Type	Equipment Category	Incentive “up to”
High-Efficiency Clothes Washer	Residential (used in a business)	See offering in Schedule 111.
	Commercial	\$100
Heat Pump Water Heater	Residential (used in a business)	See offering in Schedule 111.

(continued)

Issued by authority of Report and Order of the Public Service Commission of Utah in Docket No. 24-035-T09

FILED: September 30, 2024

EFFECTIVE: November 15, 2024

EXHIBIT B



MEMORANDUM

To: Clay Monroe, Rocky Mountain Power
From: Dmitry Burdjalov, Andy Hudson, Elizabeth Applegate, Julian Graybill Brubaker, Applied Energy Group
Date: September 12, 2024
Re: Utah Wattsmart Business Program Cost-Effectiveness Analysis, Expected Case Participation – PY2025

AEG estimated the cost-effectiveness of Rocky Mountain Power's Wattsmart Business Program in the state of Utah based on Program Year (PY) 2025 costs and savings estimates developed by implementers, checked by AEG, and confirmed by Rocky Mountain Power. This memo provides cost-effectiveness results at the program level for the base (expected participation) case. The program passes the Utility Cost Test (UCT), Total Resource Cost Test (TRC), PacifiCorp Total Resource Cost Test (PTRC), and Participant Cost Test (PCT) under these conditions.

This memo provides analysis inputs and results in the following tables:

- Table 1: Cost-Effectiveness Analysis Inputs
- Table 2: Annual Program Costs by Program Year, Nominal - PY2025
- Table 3: Annual Savings in kWh by Program Year - PY2025
- Table 4: Benefit/Cost Ratios by Program Year - PY2025
- Table 5: Wattsmart Business Program Cost-Effectiveness Results, PY2025
- Table 6: Wattsmart Business Midstream Delivery Cost-Effectiveness Results, PY2025
- Table 7: Wattsmart Business B&I Delivery Cost-Effectiveness Results, PY2025
- Table 8: Wattsmart Business Measure Category Level Cost-Effectiveness Results, PY2025



The following assumptions were utilized in the analysis:

- **Avoided Costs:** Hourly values provided by Rocky Mountain Power based on the 2023 Integrated Resource Plan (IRP) Preferred Portfolio, converted into annual values using Utah load shapes from the same IRP.
- **Modeling Inputs:** measure savings, costs, measure lives, incentive levels, program delivery, and portfolio costs were based on estimates developed by implementers, developed or reviewed by AEG, or provided by Rocky Mountain Power.
- **Other Economic Assumptions:** Discount rate, line loss, retail rate, and inflation rate values were provided by Rocky Mountain Power and are presented in Table 1 below.
- The following tables summarize cost-effectiveness assumptions and results for the Utah Wattsmart Business Program. Tables 1 through 3 below show the cost-effectiveness analysis inputs. Tables 4 through 7 present the cost-effectiveness results of the Wattsmart Business program for 2025. All results are presented in 2025 dollars.¹ Table 8 presents results at the measure category level for 2025.

Table 1: Cost-Effectiveness Analysis Inputs

Parameter	PY2025
Discount Rate	6.77%
Commercial Line Loss	5.86%
Commercial Energy Rate (\$/kWh)	\$0.079
Inflation Rate ¹	2.27%

Table 2: Annual Program Costs by Program Year, Nominal - PY2025

Program Year	Program Delivery	Utility Admin	Incentives	Total Utility Costs	Gross Customer Costs
2025	\$6,455,657	\$1,003,205	\$34,605,314	\$42,064,176	\$42,740,117

Table 3: Annual Savings in kWh by Program Year - PY2025

Program Year	Gross kWh Savings at Site	Realization Rate	Adjusted Gross kWh Savings at Site	Net to Gross Ratio	Net kWh Savings at Site	Measure Life
2025	81,268,625	95%	77,596,896	90%	69,508,081	13

¹ Future rates determined using a 2.27% annual escalator.



Table 4: Benefit/Cost Ratios by Program Year - PY2025

Program Year	UCT	TRC	PTRC	PCT	RIM
2025	1.09	1.07	1.17	2.29	0.44

Table 5: Wattsmart Business Program Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0634	\$42,064,176	\$45,800,825	\$3,736,649	1.09
Total Resource Cost Test (TRC) No Adder	\$0.0647	\$42,928,068	\$45,800,825	\$2,872,757	1.07
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0647	\$42,928,068	\$50,380,907	\$7,452,839	1.17
Participant Cost Test (PCT)		\$42,740,117	\$97,769,172	\$55,029,055	2.29
Rate Impact Test (RIM)		\$105,228,034	\$45,800,825	(\$59,427,209)	0.44
Lifecycle Revenue Impacts (\$/kWh)					\$0.0002553

Table 6: Wattsmart Business Midstream Delivery Channel Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0809	\$16,865,760	\$14,986,519	-\$1,879,241	0.89
Total Resource Cost Test (TRC) No Adder	\$0.0550	\$11,461,966	\$14,986,519	\$3,524,553	1.31
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0550	\$11,461,966	\$16,485,171	\$5,023,205	1.44
Participant Cost Test (PCT)		\$12,161,181	\$33,923,360	\$21,762,179	2.79
Rate Impact Test (RIM)		\$35,067,171	\$14,986,519	-\$20,080,652	0.43
Lifecycle Revenue Impacts (\$/kWh)					\$0.0001022



Table 7: Wattsmart Business B&I Delivery Channel Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0553	\$25,198,415	\$30,814,305	\$5,615,890	1.22
Total Resource Cost Test (TRC) No Adder	\$0.0691	\$31,466,102	\$30,814,305	(\$651,796)	0.98
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0691	\$31,466,102	\$33,895,736	\$2,429,634	1.08
Participant Cost Test (PCT)		\$30,578,936	\$63,845,812	\$33,266,877	2.09
Rate Impact Test (RIM)		\$70,160,862	\$30,814,305	(\$39,346,557)	0.44
Lifecycle Revenue Impacts (\$/kWh)					\$0.0001702

Table 8: Wattsmart Business Measure Category Level Cost-Effectiveness Results, PY2025

Program	Measure Category	Utility Benefits (\$)	Utility Costs (\$)	Utility Cost Test	TRC Benefits (\$)	TRC Costs (\$)	TRC Test	P-TRC Benefits (\$)	P-TRC Costs (\$)	P-TRC Test	Participant PV Benefits (\$)	Participant PV Costs (\$)	PCT Test	Ratepayer PV Benefits (\$)	Ratepayer PV Costs Costs (\$)	RIM Test
Wattsmart Business	Agriculture	\$2,042,736	\$777,127	2.63	\$2,042,736	\$2,388,272	0.86	\$2,247,009	\$2,388,272	0.94	\$2,329,963	\$2,210,427	1.05	\$2,042,736	\$2,597,715	0.79
Wattsmart Business	Building Shell	\$572,966	\$159,661	3.59	\$572,966	\$269,240	2.13	\$630,263	\$269,240	2.34	\$725,482	\$231,592	3.13	\$572,966	\$783,973	0.73
Wattsmart Business	Compressed Air	\$992,712	\$346,529	2.86	\$992,712	\$477,272	2.08	\$1,091,983	\$477,272	2.29	\$1,399,131	\$385,747	3.63	\$992,712	\$1,544,660	0.64
Wattsmart Business	Custom	\$1,079,432	\$387,906	2.78	\$1,079,432	\$2,210,406	0.49	\$1,187,375	\$2,210,406	0.54	\$1,456,213	\$2,250,000	0.65	\$1,079,432	\$1,619,119	0.67
Wattsmart Business	Energy Management	\$560,186	\$198,178	2.83	\$560,186	\$194,788	2.88	\$616,205	\$194,788	3.16	\$591,740	\$30,820	19.20	\$560,186	\$759,098	0.74
Wattsmart Business	Food Service	\$30,975	\$20,080	1.54	\$30,975	\$33,539	0.92	\$34,072	\$33,539	1.02	\$50,364	\$29,356	1.72	\$30,975	\$56,694	0.55
Wattsmart Business	HVAC	\$7,035,346	\$13,398,202	0.53	\$7,035,346	\$11,540,006	0.61	\$7,738,880	\$11,540,006	0.67	\$23,717,535	\$16,724,305	1.42	\$7,035,346	\$25,013,237	0.28
Wattsmart Business	Lighting	\$30,993,320	\$25,550,038	1.21	\$30,993,320	\$24,285,034	1.28	\$34,092,652	\$24,285,034	1.40	\$63,050,909	\$19,642,437	3.21	\$30,993,320	\$67,946,498	0.46
Wattsmart Business	Motors	\$1,111,244	\$333,599	3.33	\$1,111,244	\$501,908	2.21	\$1,222,369	\$501,908	2.44	\$1,346,924	\$361,809	3.72	\$1,111,244	\$1,487,023	0.75
Wattsmart Business	Refrigeration	\$586,859	\$313,666	1.87	\$586,859	\$260,496	2.25	\$645,545	\$260,496	2.48	\$1,483,975	\$210,500	7.05	\$586,859	\$1,647,641	0.36
Wattsmart Business	Transportation	\$64,962	\$35,867	1.81	\$64,962	\$38,505	1.69	\$71,458	\$38,505	1.86	\$160,282	\$17,360	9.23	\$64,962	\$184,899	0.35
Wattsmart Business	Wastewater	\$427,183	\$193,953	2.20	\$427,183	\$233,402	1.83	\$469,901	\$233,402	2.01	\$695,918	\$199,933	3.48	\$427,183	\$777,371	0.55
Wattsmart Business	Water Heating	\$302,904	\$349,371	0.87	\$302,904	\$495,201	0.61	\$333,194	\$495,201	0.67	\$760,736	\$445,830	1.71	\$302,904	\$810,108	0.37

EXHIBIT C



MEMORANDUM

To: Clay Monroe, Rocky Mountain Power
From: Dmitry Burdjalov, Andy Hudson, Elizabeth Applegate, Julian Graybill Brubaker, Applied Energy Group
Date: September 12, 2024
Re: Utah Wattsmart Business Program Cost-Effectiveness Analysis, High Case Participation – PY2025

AEG estimated the cost-effectiveness of Rocky Mountain Power's Wattsmart Business Program in the state of Utah based on Program Year (PY) 2025 costs and savings estimates developed by implementers, checked by AEG, and confirmed by Rocky Mountain Power. This memo provides cost-effectiveness results at the program level for the high (+10% participation over base case) participation case. The program passes the Utility Cost Test (UCT), Total Resource Cost Test (TRC), PacifiCorp Total Resource Cost Test (PTRC), and Participant Cost Test (PCT) under these conditions.

This memo provides analysis inputs and results in the following tables:

- Table 1: Cost-Effectiveness Analysis Inputs
- Table 2: Annual Program Costs by Program Year, Nominal - PY2025
- Table 3: Annual Savings in kWh by Program Year - PY2025
- Table 4: Benefit/Cost Ratios by Program Year - PY2025
- Table 5: Wattsmart Business Program Cost-Effectiveness Results, PY2025
- Table 6: Wattsmart Business Midstream Delivery Cost-Effectiveness Results, PY2025
- Table 7: Wattsmart Business B&I Delivery Cost-Effectiveness Results, PY2025
- Table 8: Wattsmart Business Measure Category Level Cost-Effectiveness Results, PY2025



The following assumptions were utilized in the analysis:

- **Avoided Costs:** Hourly values provided by Rocky Mountain Power based on the 2023 Integrated Resource Plan (IRP) Preferred Portfolio, converted into annual values using Utah load shapes from the same IRP.
- **Modeling Inputs:** measure savings, costs, measure lives, incentive levels, program delivery, and portfolio costs were based on estimates developed by implementers, developed or reviewed by AEG, or provided by Rocky Mountain Power.
- **Other Economic Assumptions:** Discount rate, line loss, retail rate, and inflation rate values were provided by Rocky Mountain Power and are presented in Table 1 below.

The following tables summarize cost-effectiveness assumptions and results for the Utah Wattsmart Business Program. Tables 1 through 3 below show the cost-effectiveness analysis inputs. Tables 4 through 7 present the cost-effectiveness results of the Wattsmart Business program for 2025. All results are presented in 2025 dollars.¹ Table 8 presents results at the measure category level for 2025.

Table 1: Cost-Effectiveness Analysis Inputs

Parameter	PY2025
Discount Rate	6.77%
Commercial Line Loss	5.86%
Commercial Energy Rate (\$/kWh)	\$0.079
Inflation Rate ¹	2.27%

Table 2: Annual Program Costs by Program Year, Nominal - PY2025

Program Year	Program Delivery	Utility Admin	Incentives	Total Utility Costs	Gross Customer Costs
2025	\$6,455,657	\$1,003,205	\$38,065,846	\$45,524,707	\$47,014,129

Table 3: Annual Savings in kWh by Program Year - PY2025

Program Year	Gross kWh Savings at Site	Realization Rate	Adjusted Gross kWh Savings at Site	Net to Gross Ratio	Net kWh Savings at Site	Measure Life
2025	89,395,488	95%	85,356,585	90%	76,458,890	13

¹ Future rates determined using a 2.27% annual escalator.



Table 4: Benefit/Cost Ratios by Program Year - PY2025

Program Year	UCT	TRC	PTRC	PCT	RIM
2025	1.11	1.08	1.19	2.29	0.44

Table 5: Wattsmart Business Program Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0634	\$45,524,707	\$50,380,907	\$4,856,200	1.11
Total Resource Cost Test (TRC) No Adder	\$0.0647	\$46,474,988	\$50,380,907	\$3,905,919	1.08
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0647	\$46,474,988	\$55,418,998	\$8,944,009	1.19
Participant Cost Test (PCT)		\$47,014,129	\$107,546,089	\$60,531,961	2.29
Rate Impact Test (RIM)		\$115,004,951	\$50,380,907	(\$64,624,044)	0.44
Lifecycle Revenue Impacts (\$/kWh)					\$0.0002553

Table 6: Wattsmart Business Midstream Delivery Channel Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0809	\$18,437,955	\$16,485,171	-\$1,952,784	0.89
Total Resource Cost Test (TRC) No Adder	\$0.0550	\$12,493,782	\$16,485,171	\$3,991,389	1.32
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0550	\$12,493,782	\$18,133,688	\$5,639,907	1.45
Participant Cost Test (PCT)		\$13,377,299	\$37,315,696	\$23,938,396	2.79
Rate Impact Test (RIM)		\$38,459,507	\$16,485,171	-\$21,974,336	0.43
Lifecycle Revenue Impacts (\$/kWh)					\$0.0001022



Table 7: Wattsmart Business B&I Delivery Channel Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0553	\$27,086,752	\$33,895,736	\$6,808,984	1.25
Total Resource Cost Test (TRC) No Adder	\$0.0691	\$33,981,207	\$33,895,736	(\$85,471)	1.00
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0691	\$33,981,207	\$37,285,309	\$3,304,103	1.10
Participant Cost Test (PCT)		\$33,636,829	\$70,230,393	\$36,593,564	2.09
Rate Impact Test (RIM)		\$76,545,444	\$33,895,736	(\$42,649,708)	0.44
Lifecycle Revenue Impacts (\$/kWh)					\$0.0001702

Table 8: Wattsmart Business Measure Category Level Cost-Effectiveness Results, PY2025

Program	Measure Category	Utility Benefits (\$)	Utility Costs (\$)	Utility Cost Test	TRC Benefits (\$)	TRC Costs (\$)	TRC Test	P-TRC Benefits (\$)	P-TRC Costs (\$)	P-TRC Test	Participant PV Benefits (\$)	Participant PV Costs (\$)	PCT Test	Ratepayer PV Benefits (\$)	Ratepayer PV Costs (\$)	RIM Test
Wattsmart Business	Agriculture	\$2,247,009	\$828,064	2.71	\$2,247,009	\$2,600,324	0.86	\$2,471,710	\$2,600,324	0.95	\$2,562,959	\$2,431,470	1.05	\$2,247,009	\$2,779,773	0.81
Wattsmart Business	Building Shell	\$630,263	\$169,778	3.71	\$630,263	\$290,315	2.17	\$693,289	\$290,315	2.39	\$798,030	\$254,751	3.13	\$630,263	\$846,404	0.74
Wattsmart Business	Compressed Air	\$1,091,983	\$366,629	2.98	\$1,091,983	\$510,446	2.14	\$1,201,181	\$510,446	2.35	\$1,539,044	\$424,322	3.63	\$1,091,983	\$1,664,473	0.66
Wattsmart Business	Custom	\$1,187,375	\$410,406	2.89	\$1,187,375	\$2,415,156	0.49	\$1,306,112	\$2,415,156	0.54	\$1,601,835	\$2,475,000	0.65	\$1,187,375	\$1,742,240	0.68
Wattsmart Business	Energy Management	\$616,205	\$201,260	3.06	\$616,205	\$197,531	3.12	\$677,825	\$197,531	3.43	\$650,914	\$33,902	19.20	\$616,205	\$815,190	0.76
Wattsmart Business	Food Service	\$34,072	\$21,455	1.59	\$34,072	\$36,260	0.94	\$37,480	\$36,260	1.03	\$55,400	\$32,292	1.72	\$34,072	\$60,355	0.56
Wattsmart Business	HVAC	\$7,738,880	\$14,608,452	0.53	\$7,738,880	\$12,564,437	0.62	\$8,512,768	\$12,564,437	0.68	\$26,089,289	\$18,396,736	1.42	\$7,738,880	\$26,174,740	0.30
Wattsmart Business	Lighting	\$34,092,652	\$27,615,483	1.23	\$34,092,652	\$26,223,979	1.30	\$37,501,918	\$26,223,979	1.43	\$69,356,000	\$21,606,681	3.21	\$34,092,652	\$72,186,144	0.47
Wattsmart Business	Motors	\$1,222,369	\$352,949	3.46	\$1,222,369	\$538,088	2.27	\$1,344,606	\$538,088	2.50	\$1,481,617	\$397,990	3.72	\$1,222,369	\$1,602,365	0.76
Wattsmart Business	Refrigeration	\$645,545	\$328,666	1.96	\$645,545	\$270,179	2.39	\$710,100	\$270,179	2.63	\$1,632,373	\$231,550	7.05	\$645,545	\$1,781,039	0.36
Wattsmart Business	Transportation	\$71,458	\$36,992	1.93	\$71,458	\$39,893	1.79	\$78,604	\$39,893	1.97	\$176,310	\$19,095	9.23	\$71,458	\$199,802	0.36
Wattsmart Business	Wastewater	\$469,901	\$205,203	2.29	\$469,901	\$248,597	1.89	\$516,891	\$248,597	2.08	\$765,510	\$219,926	3.48	\$469,901	\$835,713	0.56
Wattsmart Business	Water Heating	\$333,194	\$379,371	0.88	\$333,194	\$539,784	0.62	\$366,514	\$539,784	0.68	\$836,810	\$490,413	1.71	\$333,194	\$856,181	0.39

EXHIBIT D



MEMORANDUM

To: Clay Monroe, Rocky Mountain Power
From: Dmitry Burdjalov, Andy Hudson, Elizabeth Applegate, Julian Graybill Brubaker, Applied Energy Group
Date: September 12, 2024
Re: Utah Wattsmart Business Program Cost-Effectiveness Analysis, Low Case Participation – PY2025

AEG estimated the cost-effectiveness of Rocky Mountain Power's Wattsmart Business Program in the state of Utah based on Program Year (PY) 2025 costs and savings estimates developed by implementers, checked by AEG, and confirmed by Rocky Mountain Power. This memo provides cost-effectiveness results at the program level for the low (-10% participation from base case) participation case. The program passes the Utility Cost Test (UCT), Total Resource Cost Test (TRC), PacifiCorp Total Resource Cost Test (PTRC), and the Participant Cost Test (PCT) under these conditions.

This memo provides analysis inputs and results in the following tables:

- Table 1: Cost-Effectiveness Analysis Inputs
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- Table 8: Wattsmart Business Measure Category Level Cost-Effectiveness Results, PY2025



The following assumptions were utilized in the analysis:

- **Avoided Costs:** Hourly values provided by Rocky Mountain Power based on the 2023 Integrated Resource Plan (IRP) Preferred Portfolio, converted into annual values using Utah load shapes from the same IRP.
- **Modeling Inputs:** measure savings, costs, measure lives, incentive levels, program delivery, and portfolio costs were based on estimates developed by implementers, developed or reviewed by AEG, or provided by Rocky Mountain Power.
- **Other Economic Assumptions:** Discount rate, line loss, retail rate, and inflation rate values were provided by Rocky Mountain Power and are presented in Table 1 below.

The following tables summarize cost-effectiveness assumptions and results for the Utah Wattsmart Business Program. Tables 1 through 3 below show the cost-effectiveness analysis inputs. Tables 4 through 7 present the cost-effectiveness results of the Wattsmart Business program for 2025. All results are presented in 2025 dollars.¹ Table 8 presents results at the measure category level for 2025.

Table 1: Cost-Effectiveness Analysis Inputs

Parameter	PY2025
Discount Rate	6.77%
Commercial Line Loss	5.86%
Commercial Energy Rate (\$/kWh)	\$0.0792
Inflation Rate ¹	2.27%

Table 2: Annual Program Costs by Program Year, Nominal - PY2025

Program Year	Program Delivery	Utility Admin	Incentives	Total Utility Costs	Gross Customer Costs
2025	\$6,455,657	\$1,003,205	\$31,144,783	\$38,603,644	\$38,466,105

Table 3: Annual Savings in kWh by Program Year - PY2025

Program Year	Gross kWh Savings at Site	Realization Rate	Adjusted Gross kWh Savings at Site	Net to Gross Ratio	Net kWh Savings at Site	Measure Life
2025	73,141,763	95%	69,837,206	90%	62,557,273	13

¹ Future rates determined using a 2.27% annual escalator.



Table 4: Benefit/Cost Ratios by Program Year - PY2025

Program Year	UCT	TRC	PTRC	PCT	RIM
2025	1.07	1.05	1.15	2.29	0.43

Table 5: Wattsmart Business Program Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0634	\$38,603,644	\$41,220,742	\$2,617,098	1.07
Total Resource Cost Test (TRC) No Adder	\$0.0647	\$39,381,147	\$41,220,742	\$1,839,595	1.05
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0647	\$39,381,147	\$45,342,816	\$5,961,669	1.15
Participant Cost Test (PCT)		\$38,466,105	\$87,992,255	\$49,526,150	2.29
Rate Impact Test (RIM)		\$95,451,116	\$41,220,742	(\$54,230,374)	0.43
Lifecycle Revenue Impacts (\$/kWh)					\$0.0002553

Table 6: Wattsmart Business Midstream Delivery Channel Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0809	\$15,293,566	\$13,487,867	-\$1,805,698	0.88
Total Resource Cost Test (TRC) No Adder	\$0.0550	\$10,430,151	\$13,487,867	\$3,057,717	1.29
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0550	\$10,430,151	\$14,836,654	\$4,406,503	1.42
Participant Cost Test (PCT)		\$10,945,063	\$30,531,024	\$19,585,961	2.79
Rate Impact Test (RIM)		\$31,674,835	\$13,487,867	-\$18,186,968	0.43
Lifecycle Revenue Impacts (\$/kWh)					\$0.0001022



Table 7: Wattsmart Business B&I Delivery Channel Cost-Effectiveness Results, PY2025

Cost-Effectiveness Test	Levelized \$/kWh	NPV Costs	NPV Benefits	Net Benefits	Benefit/Cost Ratio
Utility Cost Test (UCT)	\$0.0553	\$23,310,079	\$27,732,875	\$4,422,796	1.19
Total Resource Cost Test (TRC) No Adder	\$0.0691	\$28,950,996	\$27,732,875	(\$1,218,122)	0.96
Total Resource Cost Test (PTRC) + Conservation Adder	\$0.0691	\$28,950,996	\$30,506,162	\$1,555,166	1.05
Participant Cost Test (PCT)		\$27,521,042	\$57,461,231	\$29,940,189	2.09
Rate Impact Test (RIM)		\$63,776,281	\$27,732,875	(\$36,043,406)	0.43
Lifecycle Revenue Impacts (\$/kWh)					\$0.0001702

Table 8: Wattsmart Business Measure Category Level Cost-Effectiveness Results, PY2025

Program	Measure Category	Utility Benefits (\$)	Utility Costs (\$)	Utility Cost Test	TRC Benefits (\$)	TRC Costs (\$)	TRC Test	P-TRC Benefits (\$)	P-TRC Costs (\$)	P-TRC Test	Participant PV Benefits (\$)	Participant PV Costs (\$)	PCT Test	Ratepayer PV Benefits (\$)	Ratepayer PV Costs (\$)	RIM Test
Wattsmart Business	Agriculture	\$1,838,462	\$726,189	2.53	\$1,838,462	\$2,176,220	0.84	\$2,022,308	\$2,176,220	0.93	\$2,096,967	\$1,989,384	1.05	\$1,838,462	\$2,415,656	0.76
Wattsmart Business	Building Shell	\$515,669	\$149,544	3.45	\$515,669	\$248,165	2.08	\$567,236	\$248,165	2.29	\$652,933	\$208,433	3.13	\$515,669	\$721,541	0.71
Wattsmart Business	Compressed Air	\$893,441	\$326,429	2.74	\$893,441	\$444,097	2.01	\$982,785	\$444,097	2.21	\$1,259,218	\$347,172	3.63	\$893,441	\$1,424,847	0.63
Wattsmart Business	Custom	\$971,489	\$365,406	2.66	\$971,489	\$2,005,656	0.48	\$1,068,637	\$2,005,656	0.53	\$1,310,592	\$2,025,000	0.65	\$971,489	\$1,495,998	0.65
Wattsmart Business	Energy Management	\$504,167	\$195,096	2.58	\$504,167	\$192,045	2.63	\$554,584	\$192,045	2.89	\$532,566	\$27,738	19.20	\$504,167	\$703,006	0.72
Wattsmart Business	Food Service	\$27,877	\$18,705	1.49	\$27,877	\$30,818	0.90	\$30,665	\$30,818	1.00	\$45,327	\$26,421	1.72	\$27,877	\$53,033	0.53
Wattsmart Business	HVAC	\$6,331,811	\$12,187,952	0.52	\$6,331,811	\$10,515,576	0.60	\$6,964,992	\$10,515,576	0.66	\$21,345,782	\$15,051,875	1.42	\$6,331,811	\$23,851,733	0.27
Wattsmart Business	Lighting	\$27,893,988	\$23,484,593	1.19	\$27,893,988	\$22,346,090	1.25	\$30,683,387	\$22,346,090	1.37	\$56,745,818	\$17,678,194	3.21	\$27,893,988	\$63,706,852	0.44
Wattsmart Business	Motors	\$1,000,120	\$314,249	3.18	\$1,000,120	\$465,727	2.15	\$1,100,132	\$465,727	2.36	\$1,212,232	\$325,628	3.72	\$1,000,120	\$1,371,681	0.73
Wattsmart Business	Refrigeration	\$528,173	\$298,666	1.77	\$528,173	\$250,813	2.11	\$580,991	\$250,813	2.32	\$1,335,578	\$189,450	7.05	\$528,173	\$1,514,244	0.35
Wattsmart Business	Transportation	\$58,465	\$34,742	1.68	\$58,465	\$37,116	1.58	\$64,312	\$37,116	1.73	\$144,254	\$15,624	9.23	\$58,465	\$169,996	0.34
Wattsmart Business	Wastewater	\$384,465	\$182,703	2.10	\$384,465	\$218,207	1.76	\$422,911	\$218,207	1.94	\$626,326	\$179,940	3.48	\$384,465	\$719,029	0.53
Wattsmart Business	Water Heating	\$272,614	\$319,371	0.85	\$272,614	\$450,618	0.60	\$299,875	\$450,618	0.67	\$684,663	\$401,247	1.71	\$272,614	\$764,034	0.36