



Entergy New Orleans, LLC  
1600 Perdido Street, Bldg #505  
New Orleans, LA 70112  
Tel 504 670 3680  
Fax 504 670 3615

**Brian L. Guillot**  
Vice President,  
Regulatory Affairs  
bguill1@entergy.com

January 22, 2020

**VIA HAND DELIVERY**

Ms. Lora W. Johnson, CMC, LMMC  
Clerk of Council  
City Hall, Room 1E09  
1300 Perdido Street  
New Orleans, Louisiana 70112

***RE: Filing of Entergy New Orleans, LLC's Energy Smart Program Revised Implementation Plan for Program Years 10-12 (Resolutions R-19-516; UD-08-02, UD-17-03)***

Dear Ms. Johnson:

On December 19, 2019, the Council of the City of New Orleans ("Council") adopted Resolution R-19-516 extending Energy Smart Program Year 9 ("PY9") by three months through March 31, 2020 and reducing Program Year 10 ("PY10") to a nine-month period (April 1, 2020 – December 31, 2020). In addition, Council Resolution R-19-516 required Entergy New Orleans, LLC to file proposed budgets and savings targets for the three-month extension of PY9 and the shortened nine-month PY10.

On behalf of APTIM, Entergy New Orleans, LLC submits the enclosed original and three copies of the Revised Implementation Plan for Program Years 10-12. Should you have any questions regarding this filing, please contact my office at (504) 670-3680.

Thank you for your assistance with this matter.

Sincerely,

Brian L. Guillot

Enclosure

cc: Official Service List UD-08-02 and UD-17-03 (via electronic mail)



## Summary of Program Year 10 Adjustments

On December 9, 2019, Entergy New Orleans, LLC (“ENO”) filed its Implementation Plan for Energy Smart Program Years 10-12 (“Original Plan”) in accordance with the procedural schedule set by Council Resolution R-17-430, as modified by the Order of March 26, 2018. To enable the Council for the City of New Orleans (“Council”) to have more time to review this filing, Program Year 9 (“PY9”) was extended an additional three months through March 31, 2020 by Council Resolution R-19-516. Consequently, Program Year 10 (“PY10”) is now scheduled to begin on April 1, 2020 and end on December 31, 2020. Council Resolution R-19-516 also required ENO to submit adjustments to its proposed PY10-12 Energy Smart Implementation Plan. On January 15, 2020, ENO submitted its Revised PY9 Implementation Plan Proposal for the Council’s review. In compliance with Council Resolution R-19-516, ENO is filing its remaining proposed adjustments to the PY10-12 Implementation Plan. The proposed adjustments are summarized below.

### Program Adjustments

#### General Assumptions

The proposed adjustments were developed under the following general assumptions:

- The multiplication factors used to develop the administrative budgets were consistent with the multipliers used in the original PY10 plan at the program level.
- Evaluation, Measurement & Verification (“EM&V”) was set at 4% of total program budgets for the reasons discussed below. The Original Plan had EM&V set at 6.5%.
- Implementation budgets and kWh savings start with a baseline calculated by subtracting PY9 Quarter 5 (“Q5”) projections from PY10 Scenario 1 and 2 projections. For some programs, modifications were made to account for significant impacts caused by the shortening of PY10 and the delayed launch of new offerings. Unless otherwise noted, we assumed that the measure mix is consistent with the original Plan’s Scenarios 1 and 2. Incentives were calculated by the Aptim model.

#### Program-Specific Adjustments

##### Small Commercial & Industrial Solutions

- Scenarios 1 and 2
  - kWh savings and implementation costs were calculated by subtracting the Q5 figures from the original PY10 plan.
  - The trade ally (“TA”) bonus was maintained at 100% of the amount included in the original PY10, as this number was designed to support the 1<sup>st</sup> 9 months of launch.
  - Added \$60,000 of leftover Green Light budget to implementation for small business kit delivery.

##### Large Commercial & Industrial Solutions

- Scenarios 1 and 2

- Savings set at 90% of original PY10 Scenario kWh savings minus Q5 due to delayed launch of TA bonus – designed to drive more scalable prescriptive savings
- Budget set at 95% of original PY10 Scenario implementation budget minus Q5 to adjust for less incentive/project processing; other efforts are still needed at elevated levels
- The trade ally bonus was maintained at 100% of the amount included in the original PY10 scenario as this number was designed to support the 1<sup>st</sup> 9 months of launch

#### Commercial Real Estate (“CRE”)

- Scenario 1
  - Does not have a CRE offering.
- Scenario 2
  - Savings set at 25% of original PY10 Scenario 2 kWh savings because CRE projects are generally large in scale and typically take 9-15 months to close. By reducing the period to nine months, the savings will be significantly impacted.
  - Budget set at 90% of original PY10 Scenario 2 implementation because the cost of launching the initiative remains but the required budget can be adjusted downward due to reduced incentive/project processing
  - Program embedded into Large C&I to create efficiencies in delivery

#### Publicly Funded Institutions

- Scenarios 1 and 2
  - Savings set at 50% of original PY10 Scenario 2 kWh savings due to the recent cybersecurity breach impacts at the City and lack of implementation budget for Jan-Mar to build the pipeline.
  - Budget set at 75% of original PY10 Scenario 2 implementation budget to rebuild pipeline and deliver savings.
  - The trade ally bonus was maintained at 100% of the amount included in the PY10 Scenario 2 as this number was designed to support the 1<sup>st</sup> 9 months of launch.

#### Commercial & Industrial Construction Solutions

- Savings set at 30% of the original PY10 Scenario 2 kWh savings because commercial new construction projects are generally large in scale and typically take 9-15 months to close. By reducing the period to 9 months, the savings will be significantly impacted.
- Budget set at 90% of the original PY10 Scenario 2 implementation budget because the cost of launching the initiative remains; adjusted downward due to reduced incentive/project processing.

#### Home Performance with ENERGY STAR

- kWh savings and Implementation budget = original PY10 Scenarios 1 and 2 minus Q5

#### Retail Lighting & Appliance

- kWh savings and Implementation budget = original PY10 Scenarios 1 and 2 minus Q5

#### Multifamily Solutions

- kWh savings and Implementation budget= original PY10 Scenarios 1 and 2 minus Q5

#### Income-Qualified Weatherization

- kWh savings and Implementation budget = original PY10 Scenarios 1 and 2 minus Q5

#### A/C Solutions

- kWh savings and Implementation budget = original PY10 Scenarios 1 and 2 minus Q5.

#### Appliance Recycling & Replacement Pilot

- The proposed launch of the Appliance Recycling and Replacement Pilot has been delayed until PY11. Please see below for more explanation.

#### NOLA Wise School Kits & Education and Community Outreach

- Implementation budget is equal to the original PY10 scenarios 1 and 2 minus Q5.
- The projected volume was modified to hit 3500 units in 2020 (1700 are in Q5).
- Modified incentive rate per unit from \$34.00 to \$30.50; savings per kit modified slightly to maintain annual savings target.

#### Behavioral

- Original PY10 Scenarios 1 and 2 adjusted down to remove proportionate costs/savings for one quarter.

#### Rewards

- Adjusted down \$50,000 to align with shorter period.

### Performance Incentive

#### PY9 Extension

ENO proposes that the Utility Performance Incentive (“UPI”) mechanism currently in place for PY9 be maintained for the PY9 Q5 extension. Energy Smart’s PY9 will be evaluated as a 15-month program year. The available bonus for reaching 100% of the kWh savings goal for the three-month extension should be set equal to one-fourth of the annual PY9 UPI amount. For the entire 15 month PY9, in New Orleans at 100% of the kWh goal, the proposed incentive increases from \$750,000 to \$937,500. In Algiers at 100% of the kWh goal, the proposed incentive increase from \$79,000 to \$98,750. **PY10**

For PY10 and beyond, ENO proposes to use the UPI mechanism included in the Application for Approval of the Original Plan. Under that mechanism, ENO would achieve an incentive equal to 10% of total Council-approved program costs for achieving 100% of the Council’s approved kWh savings goal. ENO would begin earning an incentive (9.5% of Council-approved program costs) at 95% of the goal and earnings would be capped when ENO hits 120% of the goal. The table below illustrates the range of potential UPIs for ENO in PY10-12 using the proposed mechanism under Scenarios 1 and 2.

#### Scenario 1

	95%	100%	120%
<b>PY10</b>	\$ 1,184,038	\$ 1,246,355	\$ 1,495,626
<b>PY11</b>	\$ 1,474,318	\$ 1,551,914	\$ 1,862,297
<b>PY12</b>	\$ 1,719,522	\$ 1,810,023	\$ 2,172,027

#### Scenario 2

	95%	100%	120%
<b>PY10</b>	\$ 1,226,642	\$ 1,291,202	\$ 1,549,442
<b>PY11</b>	\$ 1,640,378	\$ 1,726,713	\$ 2,072,056
<b>PY12</b>	\$ 1,850,046	\$ 1,947,417	\$ 2,336,901

#### **Green Light New Orleans (“Green Light”)**

As mentioned above, ENO proposes that Green Light continue to be a part of Energy Smart. A portion of the remaining funding allotted to Green Light will be used to allow Green Light to deliver energy efficiency kits to small businesses. The remaining Green Light budget will be used to allow Green Light to continue to assist in the residential programs.

#### **EM&V**

In past Energy Smart implementation plans, EM&V has generally been set at 6.5% of total program costs. Such a high percentage was instrumental in allowing for development of a robust New Orleans Technical Resource Manual (“NOTRM”) by which programs and measures can be measured going forward. With completion of development of the NOTRM (only annual updates will be produced going forward), ENO believes that a reduction in the amount of funding dedicated to EM&V may be warranted. After conferring with the Council’s Advisors and other stakeholders, ENO’s proposed adjustment reduces EM&V to 4.0% of total program costs.

#### **Appliance Recycling and Replacement (“ARR”)**

As suggested by the Alliance in its comments, ENO proposes that the ARR program be a one-year pilot program, the benefits of which should be assessed after the first year to determine whether to continue the program in future years. Appliance Replacement and Recycling programs generally struggle to achieve cost-effectiveness, so their inclusion in an Energy Efficiency suite of programs is generally a decision based upon policy rather than the same cost-effectiveness standards by which other programs are measured. Given that Hurricane Katrina caused many New Orleanians to replace their refrigerators in the 2005-06 timeframe, ENO believes that the time may be ripe to assist residents in removing (and in some cases replacing) refrigerators that are approximately 15 years old or older. ENO looks forward to continued coordination with stakeholders on development of the ARR program.

## Demand Response

There are no proposed adjustments to the Residential or Small Commercial Demand Response plan. Regarding the Large Commercial Demand Response plan, customer participation cycles are generally longer due to multiple stakeholders being involved in the decision making to invest and participate in the programs. Taking this into consideration we have shifted some of the expected kW savings into PY11 of the program. This results in a slight decrease in expected costs in PY10 and slight increase in costs in PY11.

In addition to the DR adjustments above, ENO also anticipates the need to have coordination between the Demand Response third party administrators. The purpose of this coordination will be to develop the Energy Smart database for DR data processing and incentive payment processing. A breakdown of those costs is shown in the table below.

<b>Activity</b>	<b>PY10</b>	<b>PY11</b>	<b>PY12</b>
Systems Development	\$ 20,000		
Check Processing	\$ 1,200	\$ 4,500	\$ 7,500
Program Coordination	\$ 5,400	\$ 7,200	\$ 7,200
<b>Totals</b>	<b>\$ 26,600</b>	<b>\$ 11,700</b>	<b>\$ 14,700</b>

## Residential and Commercial Energy Efficiency Scenario 1

<b>ENERGY SMART - Scenario 1 DSM PORTFOLIO BUDGETS</b>			
	<b>Year 10</b>	<b>Year 11</b>	<b>Year 12</b>
<b>Residential Total</b>	<b>\$4,277,382</b>	<b>\$6,213,260</b>	<b>\$7,139,846</b>
<i>EM&amp;V</i>	\$167,097	\$242,549	\$279,615
<i>Program Costs</i>	\$4,110,286	\$5,970,711	\$6,860,231
<b>C&amp;I Total</b>	<b>\$8,186,172</b>	<b>\$9,305,882</b>	<b>\$10,960,383</b>
<i>EM&amp;V</i>	\$327,449	\$372,264	\$438,449
<i>Program Costs</i>	\$7,858,723	\$8,933,618	\$10,521,934
<b>Energy Smart Total</b>	<b>\$12,463,554</b>	<b>\$15,519,142</b>	<b>\$18,100,229</b>
<i>EM&amp;V</i>	\$494,546	\$614,813	\$718,064
<i>Program Costs</i>	\$11,969,008	\$14,904,329	\$17,382,165

<b>ENERGY SMART - Scenario 1 DSM PORTFOLIO SAVINGS</b>			
	<b>Year 10</b>	<b>Year 11</b>	<b>Year 12</b>
<b>Residential Total</b>			
<b>Participation</b>	102,478	176,970	179,733
<b>Gross Energy Savings (MWh)</b>	22,119	37,332	39,648
<b>Gross Demand Savings (MW)</b>	2.62	3.85	4.28
<b>C&amp;I Total</b>			
<b>Participation</b>	248	316	375
<b>Gross Energy Savings (MWh)</b>	32,758	40,822	49,877
<b>Gross Demand Savings (MW)</b>	4.84	6.29	8.34
<b>Energy Smart Total</b>			
<b>Participation</b>	102,726	177,286	180,108
<b>Gross Energy Savings (MWh)</b>	54,877	78,154	89,525
<b>Gross Demand Savings (MW)</b>	7.45	10.14	12.62

Residential and Commercial Energy Efficiency Scenario 1

**PROGRAM YEAR 10 - ENERGY SMART DSM PORTFOLIO BUDGET AND SAVINGS**  
**SCENARIO 1 – Plan to Save 2% of Annual Sales**

Offering	EM&V	Program Costs	Total	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I Solutions	\$75,310	\$1,807,420	\$1,882,730	117	6,972	1.40
Large C&I Solutions	\$212,318	\$5,095,596	\$5,307,914	118	23,882	3.18
Publicly Funded Institutions	\$26,251	\$630,018	\$656,269	10	1,673	0.22
C&I Construction Solutions	\$13,570	\$325,688	\$339,258	3	230	0.04
Home Performance with Energy Star ("HPwES")	\$53,909	\$1,293,813	\$1,347,722	8,934	3,574	1.09
Retail Lighting and Appliances	\$17,854	\$428,495	\$446,349	225	2,182	0.34
Multifamily Solutions	\$10,698	\$256,740	\$267,437	282	537	0.15
Income Qualified Weatherization	\$40,788	\$978,907	\$1,019,695	770	1,309	0.45
A/C Solutions	\$22,429	\$538,299	\$560,728	692	1,938	0.55
Appliance Recycling & Replacement Pilot	\$0	\$0	\$0	-	-	-
NOLA Wise School Kits & Education and Community Outreach	\$13,085	\$314,032	\$327,117	1,594	350	0.04
Behavioral Rewards	\$8,333	\$200,000	\$208,333	89,980	12,230	-
	\$0	\$100,000	\$100,000	-	-	-
<b>TOTAL</b>	<b>\$494,546</b>	<b>\$11,969,008</b>	<b>\$12,463,554</b>	<b>102,726</b>	<b>54,877</b>	<b>7.45</b>

**PROGRAM YEAR 11 - ENERGY SMART DSM PORTFOLIO BUDGET AND SAVINGS**  
**SCENARIO 1 – Plan to Save 2% of Annual Sales**

Offering	EM&V	Program Costs	Total	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I Solutions	\$80,657	\$1,935,605	\$2,016,262	137	8,120	1.72
Large C&I Solutions	\$223,592	\$5,365,773	\$5,589,365	133	27,103	3.69
Publicly Funded Institutions	\$37,908	\$909,712	\$947,620	21	3,385	0.45
C&I Construction Solutions	\$30,108	\$722,527	\$752,635	25	2214	0.43
Home Performance with Energy Star ("HPwES")	\$63,440	\$1,522,447	\$1,585,887	10,069	4,028	1.23
Retail Lighting and Appliances	\$36,801	\$883,155	\$919,957	468	4,541	0.81
Multifamily Solutions	\$14,976	\$359,391	\$374,367	444	843	0.28
Income Qualified Weatherization	\$54,936	\$1,318,370	\$1,373,306	982	1,669	0.58
A/C Solutions	\$27,164	\$651,891	\$679,055	853	2,389	0.69
Appliance Recycling & Replacement Pilot	\$13,465	\$323,125	\$336,590	1,400	1,482	0.18
NOLA Wise School Kits & Education and Community Outreach	\$20,782	\$498,733	\$519,515	3,100	681	0.08
Behavioral Rewards	\$10,984	\$263,600	\$274,584	159,655	21,700	-
	\$0	\$150,000	\$150,000	0	-	-
<b>TOTAL</b>	<b>\$614,813</b>	<b>\$14,904,329</b>	<b>\$15,519,142</b>	<b>177,286</b>	<b>78,154</b>	<b>10.14</b>

**PROGRAM YEAR 12 - ENERGY SMART DSM PORTFOLIO BUDGET AND SAVINGS**  
**SCENARIO 1 - Plan to Save 2% of Annual Sales**

Offering	EM&V	Program Costs	Total	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I Solutions	\$85,421	\$2,049,931	\$2,135,352	149	8,830	1.95
Large C&I Solutions	\$270,199	\$6,484,252	\$6,754,450	169	34,282	5.29
Publicly Funded Institutions	\$39,410	\$945,772	\$985,183	22	3,593	0.50
C&I Construction Solutions	\$43,419	\$1,041,979	\$1,085,399	35	3172	0.60
Home Performance with Energy Star ("HPwES")	\$78,687	\$1,888,325	\$1,967,012	12,176	4,870	1.38
Retail Lighting and Appliances	\$43,183	\$1,036,300	\$1,079,483	542	5,261	0.94
Multifamily Solutions	\$16,598	\$398,316	\$414,914	525	998	0.34
Income Qualified Weatherization	\$61,213	\$1,468,992	\$1,530,205	1089	1,851	0.62
A/C Solutions	\$28,431	\$682,289	\$710,720	853	2,389	0.69
Appliance Recycling & Replacement Pilot	\$19,246	\$461,875	\$481,121	1,793	1,898	0.23
NOLA Wise School Kits & Education and Community Outreach	\$21,274	\$510,533	\$531,807	3,100	681	0.08
Behavioral Rewards	\$10,984	\$263,600	\$274,584	159,655	21,700	0.00
	\$0	\$150,000	\$150,000	0	0	0.00
<b>TOTAL</b>	<b>\$718,064</b>	<b>\$17,382,165</b>	<b>\$18,100,229</b>	<b>180,108</b>	<b>89,525</b>	<b>12.62</b>

Residential and Commercial Energy Efficiency Scenario 1

DSM PORTFOLIO		TRC BENEFITS (\$)	TRC RATIO	UCT RATIO
COST EFFECTIVENESS ANALYSIS				
Small C&I Solutions	\$9,922,616	1.02	1.64	
Large C&I Solutions	\$33,777,278	1.35	1.91	
Publicly Funded Institutions	\$3,346,199	1.17	1.29	
C&I Construction Solutions	\$3,147,661	1.07	1.45	
Home Performance with Energy Star ("HPwES")	\$7,978,212	1.49	1.63	
Retail Lighting and Appliances	\$4,828,485	1.45	1.97	
Multifamily Solutions	\$1,416,609	1.81	1.34	
Income Qualified Weatherization	\$3,413,892	0.97	0.87	
A/C Solutions	\$3,136,957	1.23	1.61	
Appliance Recycling & Replacement Pilot	\$792,786	0.68	0.97	
NOLA Wise School Kits & Education and Community Outreach	\$584,818	0.42	0.42	
Behavioral	\$1,681,796	2.22	2.22	
Rewards	\$0	0.00	0.00	
<b>TOTAL</b>	<b>\$74,027,310</b>	<b>1.25</b>	<b>1.61</b>	

## Residential and Commercial Energy Efficiency Scenario 2

<b>ENERGY SMART - Scenario 2 DSM PORTFOLIO BUDGETS</b>			
	<b>Year 10</b>	<b>Year 11</b>	<b>Year 12</b>
<b>Residential Total</b>	<b>\$4,596,900</b>	<b>\$6,928,223</b>	<b>\$7,914,991</b>
<i>EM&amp;V</i>	\$179,877	\$271,150	\$310,624
<i>Program Costs</i>	\$4,417,023	\$6,657,073	\$7,604,368
<b>C&amp;I Total</b>	<b>\$8,315,118</b>	<b>\$10,338,911</b>	<b>\$11,559,180</b>
<i>EM&amp;V</i>	\$332,607	\$413,588	\$462,403
<i>Program Costs</i>	\$7,982,510	\$9,925,323	\$11,096,777
<b>Energy Smart Total</b>	<b>\$12,912,018</b>	<b>\$17,267,134</b>	<b>\$19,474,171</b>
<i>EM&amp;V</i>	\$512,485	\$684,738	\$773,026
<i>Program Costs</i>	\$12,399,533	\$16,582,396	\$18,701,145

<b>ENERGY SMART - Scenario 2 DSM PORTFOLIO SAVINGS</b>			
	<b>Year 10</b>	<b>Year 11</b>	<b>Year 12</b>
<b>Residential Total</b>			
<b>Participation</b>	102,645	177,499	180,355
<b>Gross Energy Savings (MWh)</b>	23,517	40,622	43,137
<b>Gross Demand Savings (MW)</b>	2.84	4.17	4.58
<b>C&amp;I Total</b>			
<b>Participation</b>	176	346	393
<b>Gross Energy Savings (MWh)</b>	33,056	46,889	53,637
<b>Gross Demand Savings (MW)</b>	4.91	7.43	9.10
<b>Energy Smart Total</b>			
<b>Participation</b>	102,820	177,844	180,748
<b>Gross Energy Savings (MWh)</b>	56,573	87,512	96,774
<b>Gross Demand Savings (MW)</b>	7.75	11.60	13.68

Residential and Commercial Energy Efficiency Scenario 2

PROGRAM YEAR 10 - ENERGY SMART DSM PORTFOLIO BUDGET AND SAVINGS SCENARIO 2 – Plan for Aggressive Energy Savings Achievement						
Offering	EM&V	Program Costs	Total	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I Solutions	\$75,310	\$1,807,420	\$1,882,730	85	6,972	1.40
Large C&I Solutions	\$217,476	\$5,219,384	\$5,436,860	85	24,181	3.25
Publicly Funded Institutions	\$26,251	\$630,018	\$656,269	3	1,673	0.22
C&I Construction Solutions	\$13,570	\$325,688	\$339,258	2	230	0.04
Home Performance with Energy Star (“HPwES”)	\$53,909	\$1,293,813	\$1,347,722	8,934	3,574	1.09
Retail Lighting and Appliances	\$28,335	\$680,040	\$708,375	364	3,527	0.55
Multifamily Solutions	\$12,997	\$311,932	\$324,930	310	589	0.16
Income Qualified Weatherization	\$40,788	\$978,907	\$1,019,695	770	1,309	0.45
A/C Solutions	\$22,429	\$538,299	\$560,728	692	1,938	0.55
Appliance Recycling & Replacement Pilot	\$0	\$0	\$0	0	0	0.00
NOLA Wise School Kits & Education and Community Outreach	\$13,065	\$314,032	\$327,117	1,594	350	0.04
Behavioral Rewards	\$8,333	\$200,000	\$208,333	89,980	12,230	0.00
	\$0	\$100,000	\$100,000	0	0	0.00
<b>TOTAL</b>	<b>\$512,485</b>	<b>\$12,399,533</b>	<b>\$12,912,018</b>	<b>102,820</b>	<b>56,573</b>	<b>7.75</b>

**PROGRAM YEAR 11 - ENERGY SMART DSM PORTFOLIO BUDGET AND SAVINGS  
SCENARIO 2 – Plan for Aggressive Energy Savings Achievement**

Offering	EM&V	Program Costs	Total	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I Solutions	\$80,657	\$1,935,605	\$2,016,262	137	8,120	1.72
Large C&I Solutions	\$264,916	\$6,357,478	\$6,622,394	163	33,170	4.83
Publicly Funded Institutions	\$37,908	\$909,712	\$947,620	21	3,385	0.45
C&I Construction Solutions	\$30,108	\$722,527	\$752,635	25	2,214	0.43
Home Performance with Energy Star ("HPwES")	\$63,440	\$1,522,447	\$1,585,887	10,069	4,028	1.23
Retail Lighting and Appliances	\$58,412	\$1,401,764	\$1,460,176	761	7,385	1.06
Multifamily Solutions	\$21,966	\$527,144	\$549,110	679	1,289	0.35
Income Qualified Weatherization	\$54,936	\$1,318,370	\$1,373,306	982	1,669	0.58
A/C Solutions	\$27,164	\$651,891	\$679,055	853	2,389	0.69
Appliance Recycling & Replacement Pilot	\$13,465	\$323,125	\$336,590	1,400	1,482	0.18
NOLA Wise School Kits & Education and Community Outreach	\$20,782	\$498,733	\$519,515	3,100	681	0.08
Behavioral Rewards	\$10,984	\$263,600	\$274,584	159,655	21,700	0.00
	\$0	\$150,000	\$150,000	0	0	0.00
<b>TOTAL</b>	<b>\$684,738</b>	<b>\$16,582,396</b>	<b>\$17,267,134</b>	<b>177,844</b>	<b>87,512</b>	<b>11.60</b>

**PROGRAM YEAR 12 - ENERGY SMART DSM PORTFOLIO BUDGET AND SAVINGS  
SCENARIO 2 – Plan for Aggressive Energy Savings Achievement**

Offering	EM&V	Program Costs	Total	Participation	Gross Energy Savings (MWh)	Gross Demand Savings (MW)
Small C&I Solutions	\$85,421	\$2,049,931	\$2,135,352	149	8,830	1.95
Large C&I Solutions	\$294,152	\$7,059,094	\$7,353,247	187	38,041	6.05
Publicly Funded Institutions	\$39,410	\$945,772	\$985,183	22	3,593	0.50
C&I Construction Solutions	\$43,419	\$1,041,979	\$1,085,399	35	3172	0.60
Home Performance with Energy Star ("HPwES")	\$78,687	\$1,888,325	\$1,967,012	12,176	4,870	1.38
Retail Lighting and Appliances	\$65,857	\$1,580,431	\$1,646,287	838	8,132	1.10
Multifamily Solutions	\$24,932	\$598,323	\$623,255	851	1616	0.47
Income Qualified Weatherization	\$61,213	\$1,468,992	\$1,530,205	1089	1,851	0.62
A/C Solutions	\$28,431	\$682,289	\$710,720	853	2,389	0.69
Appliance Recycling & Replacement Pilot	\$19,246	\$461,875	\$481,121	1,793	1,898	0.23
NOLA Wise School Kits & Education and Community Outreach	\$21,274	\$510,533	\$531,807	3,100	681	0.08
Behavioral Rewards	\$10,984	\$263,600	\$274,584	159,655	21,700	0.00
	\$0	\$150,000	\$150,000	0	0	0.00
<b>TOTAL</b>	<b>\$773,026</b>	<b>\$18,701,145</b>	<b>\$19,474,171</b>	<b>180,748</b>	<b>96,774</b>	<b>13.68</b>

Residential and Commercial Energy Efficiency Scenario 2

DSM PORTFOLIO		TRC BENEFITS (\$)	TRC RATIO	UCT RATIO
COST EFFECTIVENESS ANALYSIS				
Small C&I Solutions		\$9,922,616	1.02	1.64
Large C&I Solutions		\$37,836,852	1.34	1.95
Publicly Funded Institutions		\$3,346,199	1.17	1.29
C&I Construction Solutions		\$3,147,661	1.07	1.45
Home Performance with Energy Star ("HPwES")		\$7,978,212	1.49	1.63
Retail Lighting and Appliances		\$7,193,002	1.32	1.89
Multifamily Solutions		\$1,936,708	1.57	1.29
Income Qualified Weatherization		\$3,413,892	0.97	0.87
A/C Solutions		\$3,136,957	1.23	1.61
Appliance Recycling & Replacement Pilot		\$792,786	0.68	0.97
NOLA Wise School Kits & Education and Community Outreach		\$584,818	0.42	0.42
Behavioral		\$1,681,796	2.22	2.22
Rewards		\$0	0.00	0.00
<b>TOTAL</b>		<b>\$80,971,499</b>	<b>1.24</b>	<b>1.63</b>

## Residential and Small Commercial Demand Response

ENERGY SMART - DR PORTFOLIO BUDGETS			
	Year 10	Year 11	Year 12
<b>Residential Total</b>	<b>\$612,732</b>	<b>\$610,753</b>	<b>\$634,808</b>
<i>EM&amp;V</i>	\$24,509	\$24,430	\$25,393
<i>Program Costs</i>	\$588,223	\$586,323	\$609,416
<b>Small C&amp;I Total</b>	<b>\$87,016</b>	<b>\$87,658</b>	<b>\$118,455</b>
<i>EM&amp;V</i>	\$3,481	\$3,506	\$4,738
<i>Program Costs</i>	\$83,536	\$84,152	\$113,717
<b>Energy Smart Total</b>	<b>\$699,748</b>	<b>\$698,411</b>	<b>\$753,263</b>
<i>EM&amp;V</i>	\$27,990	\$27,937	\$30,131
<i>Program Costs</i>	\$671,758	\$670,475	\$723,132

ENERGY SMART - DR PORTFOLIO SAVINGS			
	Year 10	Year 11	Year 12
<b>Residential Total</b>			
<b>Participation</b>	3,416	3,971	4,444
<b>Gross Demand Savings (MW)</b>	2.83	3.49	4.03
<b>Small C&amp;I Total</b>			
<b>Participation</b>	87	267	607
<b>Gross Demand Savings (MW)</b>	0.13	0.40	0.91
<b>Energy Smart Total</b>			
<b>Participation</b>	3,503	4,238	5,051
<b>Gross Demand Savings (MW)</b>	2.96	3.89	4.94

## Residential and Small Commercial Demand Response

### PROGRAM YEAR 10 - ENERGY SMART DR PORTFOLIO BUDGET AND SAVINGS

Offering	EM&V	Program Costs	Total	Participation	Gross Demand Savings (MW)
Residential - DLC	\$13,569	\$325,654	\$339,223	2,066	0.76
Residential - BYOT	\$10,940	\$262,569	\$273,509	1,350	2.07
Small C&I	\$3,481	\$83,536	\$87,016	87	0.13
<b>TOTAL</b>	<b>\$27,990</b>	<b>\$671,758</b>	<b>\$699,748</b>	<b>3,503</b>	<b>2.96</b>

### PROGRAM YEAR 11 - ENERGY SMART DR PORTFOLIO BUDGET AND SAVINGS

Offering	EM&V	Program Costs	Total	Participation	Gross Demand Savings (MW)
Residential - DLC	\$12,683	\$304,394	\$317,078	2,871	0.62
Residential - BYOT	\$11,747	\$281,928	\$293,675	1,100	2.87
Small C&I	\$3,506	\$84,152	\$87,658	267	0.40
<b>TOTAL</b>	<b>\$27,937</b>	<b>\$670,475</b>	<b>\$698,411</b>	<b>4,238</b>	<b>3.89</b>

### PROGRAM YEAR 12 - ENERGY SMART DR PORTFOLIO BUDGET AND SAVINGS

Offering	EM&V	Program Costs	Total	Participation	Gross Demand Savings (MW)
Residential - DLC	\$11,846	\$284,299	\$296,145	3,494	0.54
Residential - BYOT	\$13,547	\$325,116	\$338,663	950	3.49
Small C&I	\$4,738	\$113,717	\$118,455	607	0.91
<b>TOTAL</b>	<b>\$30,131</b>	<b>\$723,132</b>	<b>\$753,263</b>	<b>5,051</b>	<b>4.94</b>

Residential and Small Commercial Demand Response

DR PORTFOLIO		TRC BENEFITS (\$)	TRC RATIO	UCT RATIO
COST EFFECTIVENESS ANALYSIS				
Residential - DLC		\$155,033	0.16	0.16
Residential - BYOT		\$679,215	0.83	0.75
Small C&I		\$116,130	0.42	0.40
<b>TOTAL</b>		<b>\$950,377</b>	<b>0.47</b>	<b>0.44</b>

DR ANNUAL TRC ANALYSIS		Year 10	Year 11	Year 12
Residential - DLC		0.18	0.16	0.15
Residential - BYOT		0.75	0.85	0.87
Small C&I		0.12	0.39	0.67

## Large Commercial and Industrial Demand Response

Large Commercial & Industrial Demand Response			
	PY10	PY11	PY12
# of customers	8	22	20
Cumulative # of customers	8	30	50
kW curtailed	1,679	3,918	3,731
Cumulative kW	1,679	5,597	9,328
<b>Combined Implementation + Incentives</b>	<b>\$950,678</b>	<b>\$896,194</b>	<b>\$1,013,542</b>
EM&V	\$39,612	\$37,342	\$42,231
<b>Total</b>	<b>\$990,289</b>	<b>\$933,535</b>	<b>\$1,055,773</b>

Demand Response Total

ENERGY SMART - DR PORTFOLIO BUDGETS			
	Year 10	Year 11	Year 12
<b>Residential Total</b>	<b>\$612,732</b>	<b>\$610,753</b>	<b>\$634,808</b>
<i>EM&amp;V</i>	\$24,509	\$24,430	\$25,393
<i>Program Costs</i>	\$588,223	\$586,323	\$609,416
<b>Small C&amp;I Total</b>	<b>\$87,016</b>	<b>\$87,658</b>	<b>\$118,455</b>
<i>EM&amp;V</i>	\$3,481	\$3,506	\$4,738
<i>Program Costs</i>	\$83,536	\$84,152	\$113,717
<b>Large C&amp;I Total</b>	<b>\$990,289</b>	<b>\$933,535</b>	<b>\$1,055,773</b>
<i>EM&amp;V</i>	\$39,612	\$37,342	\$42,231
<i>Program Costs</i>	\$950,678	\$896,194	\$1,013,542
<b>Energy Smart Total</b>	<b>\$1,690,037</b>	<b>\$1,631,946</b>	<b>\$1,809,036</b>
<i>EM&amp;V</i>	\$67,602	\$65,279	\$72,362
<i>Program Costs</i>	\$1,622,436	\$1,566,669	\$1,736,674

ENERGY SMART - DR PORTFOLIO SAVINGS			
	Year 10	Year 11	Year 12
<b>Residential Total</b>			
<b>Participation</b>	3,416	3,971	4,444
<b>Gross Demand Savings (MW)</b>	2.83	3.49	4.03
<b>Small C&amp;I Total</b>			
<b>Participation</b>	87	267	607
<b>Gross Demand Savings (MW)</b>	0.13	0.4	0.91
<b>Large C&amp;I Total</b>			
<b>Participation</b>	8	30	50
<b>Gross Demand Savings (MW)</b>	1.67	5.6	9.33
<b>Energy Smart Total</b>			
<b>Participation</b>	3,511	4,268	5,101
<b>Gross Demand Savings (MW)</b>	4.63	9.49	14.27

## Energy Efficiency and Demand Response Scenario 1 Total

ENERGY SMART PORTFOLIO BUDGETS - SCENARIO 1			
	Year 10	Year 11	Year 12
<b>Energy Efficiency Total</b>	<b>\$12,463,554</b>	<b>\$15,519,142</b>	<b>\$18,100,229</b>
<i>EM&amp;V</i>	\$494,546	\$614,813	\$718,064
<i>Program Costs</i>	\$11,969,008	\$14,904,329	\$17,382,165
<b>Demand Response Total</b>	<b>\$699,748</b>	<b>\$698,411</b>	<b>\$753,263</b>
<i>EM&amp;V</i>	\$27,990	\$27,937	\$30,131
<i>Program Costs</i>	\$671,758	\$670,475	\$723,132
<b>Energy Smart Total</b>	<b>\$13,163,303</b>	<b>\$16,217,554</b>	<b>\$18,853,492</b>
<i>EM&amp;V</i>	\$522,536	\$642,750	\$748,195
<i>Program Costs</i>	\$12,640,767	\$15,574,804	\$18,105,297

Energy Efficiency and Demand Response Scenario 2 Total

<b>ENERGY SMART PORTFOLIO BUDGETS - SCENARIO 2</b>			
	<b>Year 10</b>	<b>Year 11</b>	<b>Year 12</b>
<b>Energy Efficiency Total</b>	<b>\$12,912,018</b>	<b>\$17,267,134</b>	<b>\$19,474,171</b>
<i>EM&amp;V</i>	\$512,485	\$684,738	\$773,026
<i>Program Costs</i>	\$12,399,533	\$16,582,396	\$18,701,145
<b>Demand Response Total</b>	<b>\$699,748</b>	<b>\$698,411</b>	<b>\$753,263</b>
<i>EM&amp;V</i>	\$27,990	\$27,937	\$30,131
<i>Program Costs</i>	\$671,758	\$670,475	\$723,132
<b>Energy Smart Total</b>	<b>\$13,611,766</b>	<b>\$17,965,545</b>	<b>\$20,227,434</b>
<i>EM&amp;V</i>	\$540,475	\$712,675	\$803,157
<i>Program Costs</i>	\$13,071,292	\$17,252,870	\$19,424,277