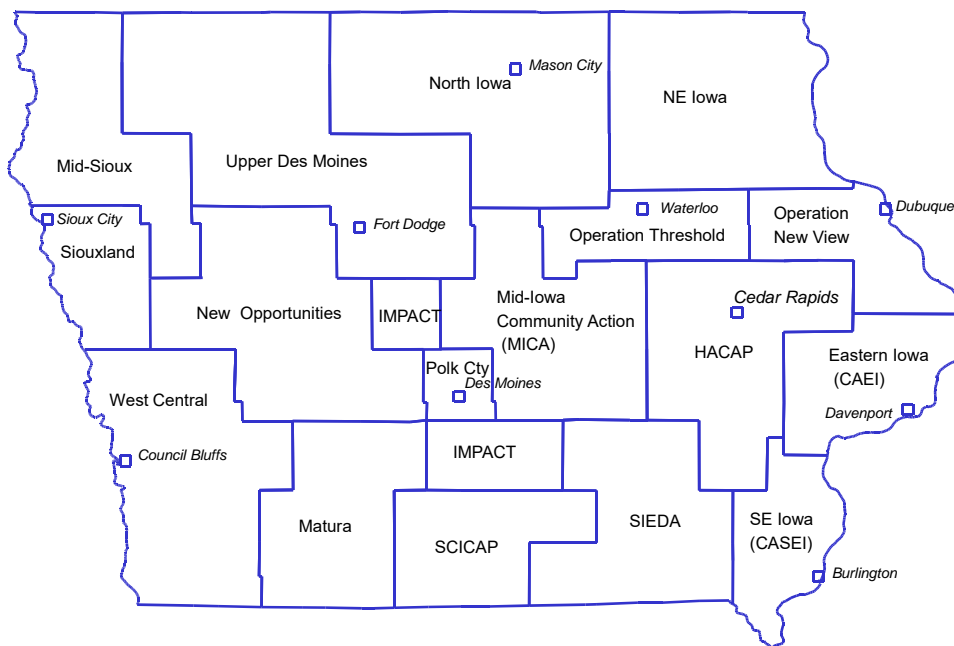


# REPORT ON THE IMPACTS AND COSTS OF THE IOWA LOW-INCOME WEATHERIZATION PROGRAM -- Calendar Year 2017

September 28, 2018

Iowa Local Weatherization Agencies



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Calendar Year 2017**

**September 28, 2018**

**Prepared for the  
Iowa Statewide Low-Income Collaborative**

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## EXECUTIVE SUMMARY

This report summarizes the state and utility low-income weatherization program activity for low-income dwellings weatherized to completion in Iowa during calendar year 2017 through the Iowa Weatherization Assistance Program. The report includes state, utility, and agency summaries of spending and impacts by measure, end-use, and fuel type. The base data consists of statewide program tracking databases of spending and measure installations maintained by the Iowa Division of Community Action Agencies. Fuel consumption histories were provided by the three co-funding utilities, including by Black Hills Energy, Interstate Power and Light Company, and MidAmerican Energy.

We estimated energy and coincident demand impacts for the program participants by using algorithms developed as part of the study of the calendar year 2007 program<sup>1</sup>. The estimated impacts were adjusted using billing analysis of the program clients.

## PROGRAM COSTS AND IMPACTS

The WAP program spent \$16,634,427 for materials, labor, and support while installing measures in 1,255 dwellings during calendar year (CY) 2017. Funding decreased by 16.4% from the prior year. Federal and state funding accounted for 65.4% of overall expenditures while utilities funded the remaining 34.6%.

The program expenditures for materials, labor, and support averaged \$13,255 in 2017 compared to \$13,512 in 2016 (a 1.9% decrease). The major measures installed by the program in 2017 are essentially unchanged from the 2016 program.

First-year savings totaled 252,720 therms; 986,990 kWh electricity; 28,670 gallons of propane; and 1,932 gallons of fuel oil. First-year peak demand savings totaled 2,616 therms, 278 kW summer demand, and 273 kW winter demand.

Electricity savings averaged 786 kWh for 1,255 dwellings. The program saved an average of 240 therms of natural gas for 1,055 dwellings with gas impacts. In addition, the program delivered first-year savings of 276 gallons of propane in 104 dwellings with propane impacts, and 138 gallons of fuel oil in 14 dwellings with fuel oil impacts.

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<sup>1</sup> Dalhoff Associates, LLC. Report on the Impacts and Costs of the Iowa Low-Income Weatherization Program – Calendar Year 2007, October 15, 2008.

First-year client energy cost savings totaled \$363,629, averaging \$290 per housing unit.

|                      | Electricity (kWh and kW) |         |         | Natural Gas (therms) |        |         | Propane (gals) | Fuel Oil (gals) |
|----------------------|--------------------------|---------|---------|----------------------|--------|---------|----------------|-----------------|
|                      | Overall                  | DCAA    | Utility | Overall              | DCAA   | Utility | DCAA           | DCAA            |
| <b>Energy</b>        | 986,990                  | 324,980 | 662,010 | 252,720              | 75,400 | 177,320 | 28,670         | 1,932           |
| <b>Summer Demand</b> | 278                      | 88      | 190     | NA                   | NA     | NA      | NA             | NA              |
| <b>Winter Demand</b> | 273                      | 101     | 172     | 2,616                | 783    | 1,833   | NA             | NA              |

Average Impacts<sup>1</sup> per Dwelling (for those receiving measures with a given fuel type)

|                      | Electricity (kWh) |       |         | Natural Gas (therms) |      |         | Propane (gals) | Fuel Oil (gals) |
|----------------------|-------------------|-------|---------|----------------------|------|---------|----------------|-----------------|
|                      | Overall           | DCAA  | Utility | Overall              | DCAA | Utility | DCAA           | DCAA            |
| <b>Energy</b>        | 786               | 261   | 717     | 240                  | 72   | 205     | 276            | 138             |
| <b>Summer Demand</b> | 0.222             | 0.071 | 0.206   | NA                   | NA   | NA      | NA             | NA              |
| <b>Winter Demand</b> | 0.218             | 0.081 | 0.186   | 2.5                  | 0.7  | 2.1     | NA             | NA              |

Expenditures and First Year Client Fuel Bill Savings

| Totals                          | Overall      | DCAA         | Utility     | Averages                   | Overall  | DCAA    | Utility |
|---------------------------------|--------------|--------------|-------------|----------------------------|----------|---------|---------|
| <b>Expenditures<sup>2</sup></b> | \$16,634,427 | \$10,884,395 | \$5,750,031 | <b>Expenditures</b>        | \$13,255 | \$8,673 | \$5,461 |
| <b>Client Fuel Savings</b>      | \$363,629    | \$144,614    | \$219,015   | <b>Client Fuel Savings</b> | \$290    | \$115   | \$208   |

<sup>1</sup> Average impacts are for dwellings that received the measures, and so the averages of the Utility and DCAA will not total to the statewide average

<sup>2</sup> Measure expenditures, excludes utility admin expenses

## UTILITY EXPENDITURES AND IMPACTS

The three major investor-owned utilities that provide gas and electricity in Iowa, Alliant-IPL, MidAmerican Energy, and Black Hills Energy, contributed \$5,750,031 for weatherization measures, accounting for 34.6% of total program expenditures. The utility expenditures averaged \$5,461 for the 1,053 dwellings that received utility-funded measures.

Utility-funded measures saved a total of 662,010 kWh, averaging of 717 kWh of electricity for the 923 dwellings with utility-funded electricity measures. Utility funded measures also saved a total of 177,320 therms, averaging 205 therms of natural gas for the 865 dwellings with utility-funded natural gas measures. Utility-funded measures reduced peak electricity demand by 190 kW in the summer and 172 kW in the winter, and provided 1,833 peak-day therms of gas savings. Utility-funded measures accounted for 70.2% of program electricity savings and 66.5% of program gas savings.

Utility-funded measures yielded first-year client bill savings of \$219,015, averaging \$208 per dwelling that received utility-funded efficiency measures. Electricity bill savings averaged \$82 per household for utility-funded electricity measures. Gas bill savings averaged \$166 for those with utility-funded gas measures.



## FUEL CONSUMPTION ANALYSIS RESULTS

The natural gas savings were first estimated using the measure-specific revised algorithms developed for the CY 2007 program, and then adjusted based upon a billing analysis of the weatherization clients. The factors were applied to the estimated electricity, natural gas, propane, and fuel oil heating measures, and to natural gas and propane water heater measures. Along with providing better assessments of agency-level impacts, this procedure also provides a check on the accuracy of the algorithms used to estimate savings.

Natural gas savings for single family site-built dwellings averaged 247 therms  $\pm$  17 at 90% confidence. This represents a 24.5% savings  $\pm$  1.3% at 90% confidence for natural gas measures. Mobile home savings averaged 204 therms  $\pm$  59 at 90% confidence, equating to a 21.7% savings  $\pm$  5.1%.

Electricity savings were initially estimated using algorithms developed from savings of the 2005 and 2006 program. These estimates were adjusted based upon a billing analysis of electricity impacts of the 2012 and 2013 programs. The billing analysis for the CY 2017 program found that savings averaged 2,979 kWh  $\pm$  1,592 for dwellings with electric main heat, and 577 kWh  $\pm$  211 for dwellings heated with other fuels.

## CHANGES IN PROGRAM DELIVERY AND REPORTING

The program began installing LEDs in 2017. Other than that, there were no significant changes in measures delivered for the CY 2017 program, as compared to the previous year.

### Organization of the Report

Section 1, Summary of Program Impacts and Expenditures, provides the overall findings of the study, and relates these to prior year results. In addition, it provides broad summaries of impacts and costs for the agencies.

Section 2, Fuel Consumption Analysis and Assessment of Agency-Level Savings Adjustment Factors, details the methodology and results of the fuel consumption analysis. A standard comparison-adjusted pre/post weather-normalization methodology was used to assess impacts. A section was added at the end, entitled Comparison of Sample and Overall Program Populations.

Section 3, Detailed Spending and Impact Profiles by Funding Entity provides detailed result tables for the overall program, state funding, and for each of the three funding utilities. These tables include counts of installations and totals and average energy savings, demand impacts, and program expenditures by measure.

Section 4, Detailed Spending and Impact Profiles by Agency provides tables similar to those in Section 4 for each weatherization agency, for all measures installed.

Section 5, Detailed Spending and Impact Profiles by Agency for Utility Expenditures provides similar detail by agency, but is limited to measures funded by the utilities.

Appendix A provides a characterization of households and dwellings weatherized during 2017.

Appendix B provides tabular data of selected charts in Section 1 of the report.

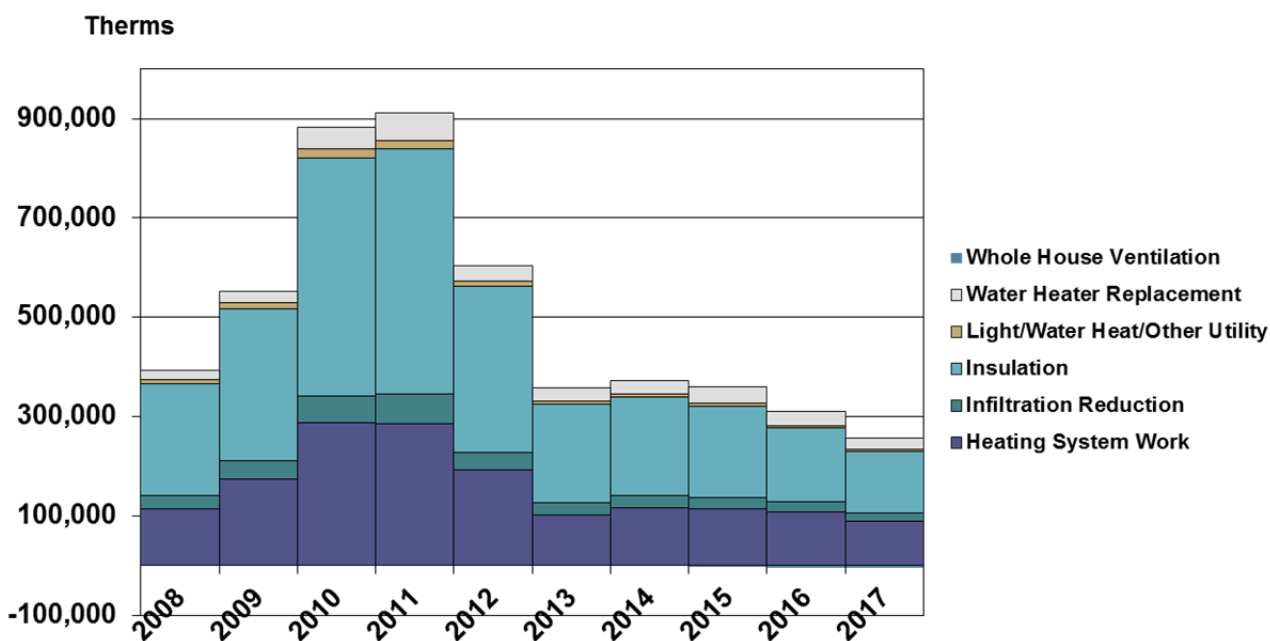
## 1. SUMMARY OF PROGRAM IMPACTS AND EXPENDITURES

This section begins with impacts and expenditures for the overall program, followed by results attributed to utility funding. Various agency-level results and measure-specific results are presented in the final part.

### PROGRAM SAVINGS AND EXPENDITURES

A total of 1,255 dwelling units were weatherized to completion during calendar year (CY) 2017, compared to 1,473 in 2016. First-year savings totaled 252,720 therms; 986,990 kWh electricity; 28,670 gallons of propane; and 1,932 gallons of fuel oil. First-year peak demand savings totaled 2,616 peak-day therms, 278 kW summer demand, and 273 kW winter demand.

First year natural gas savings are shown for the past ten years, by major measure groups in Figure 1.1 (historical data is listed in Appendix B as Fig 1.1).



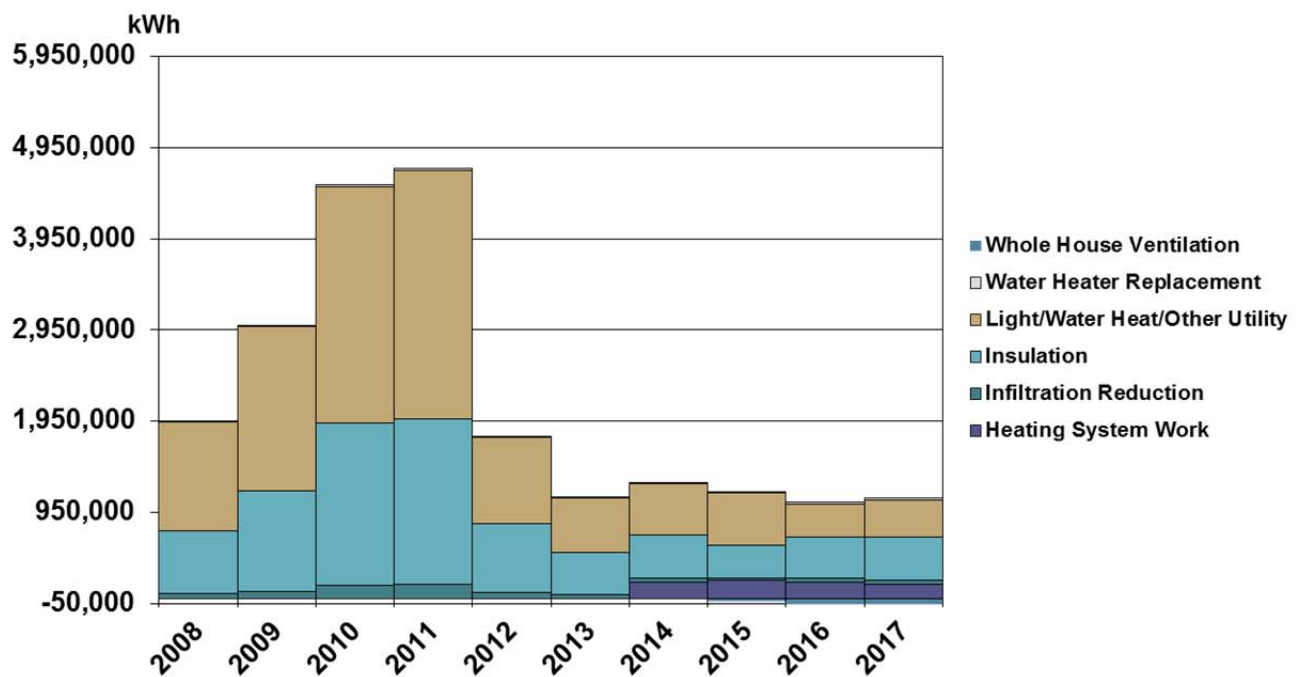
**Figure 1.1 First Year Energy Savings (therms) – Program**

Taken together, insulation, infiltration reduction, and heating system replacement work accounted for 91% of gas savings (Table 1.1). Note that the portion of infiltration reduction savings (7% of gas savings) shown here is attributed to weather-stripping and leak sealing -- the bulk of air leakage savings are allocated to dense packed wall and cavity insulation and are included in insulation savings shown for those measures.

**Table 1.1 Gas Measure Savings by Major Measure Category**

| Measure Group                  | Savings (therms) | Percentage |
|--------------------------------|------------------|------------|
| Heating System Work            | 89,404           | 35.4%      |
| Infiltration Reduction         | 16,743           | 6.6%       |
| Insulation                     | 123,312          | 48.8%      |
| Light/Water Heat/Other Utility | 3,874            | 1.5%       |
| Water Heater Replacement       | 23,656           | 9.4%       |
| Whole House Ventilation        | -4,269           | -1.7%      |

Electricity savings totaled 986,990 kWh for the program overall (Figure 1.2).



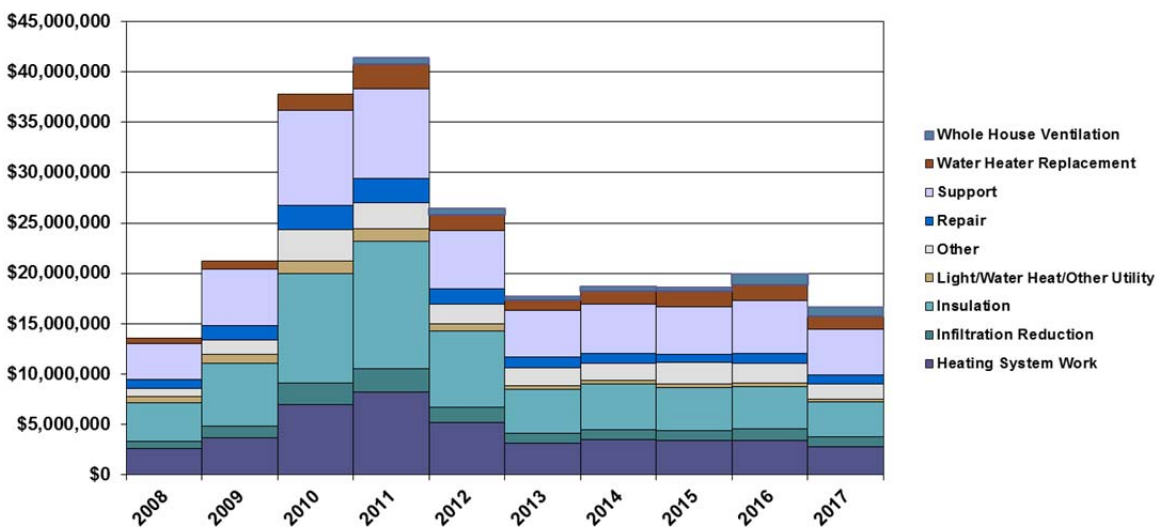
**Figure 1.2 First Year Energy Savings (kWh) – Program**

Insulation measures were credited with 48% of electricity savings (includes cooling savings and heating savings for homes with electric heat). Lighting, electric water heating measures, and refrigerator and freezer replacements and removals accounted for 39% (Table 1.2, historical data is listed in Appendix B as Fig 1.2).

**Table 1.2 Electricity Savings by Major Measure Category**

| Measure Group                  | Savings (kWh) | Percentage |
|--------------------------------|---------------|------------|
| Heating System Work            | 159,209       | 16.1%      |
| Infiltration Reduction         | 42,306        | 4.3%       |
| Insulation                     | 470,351       | 47.7%      |
| Light/Water Heat/Other Utility | 369,048       | 37.4%      |
| Water Heater Replacement       | 15,857        | 1.6%       |
| Whole House Ventilation        | -70,405       | -7.1%      |

Program expenditures for materials, labor, and support totaled \$16,634,427, decreasing by 16.4 percent from \$19,903,775 spent in 2016 (see Figure 1.3).



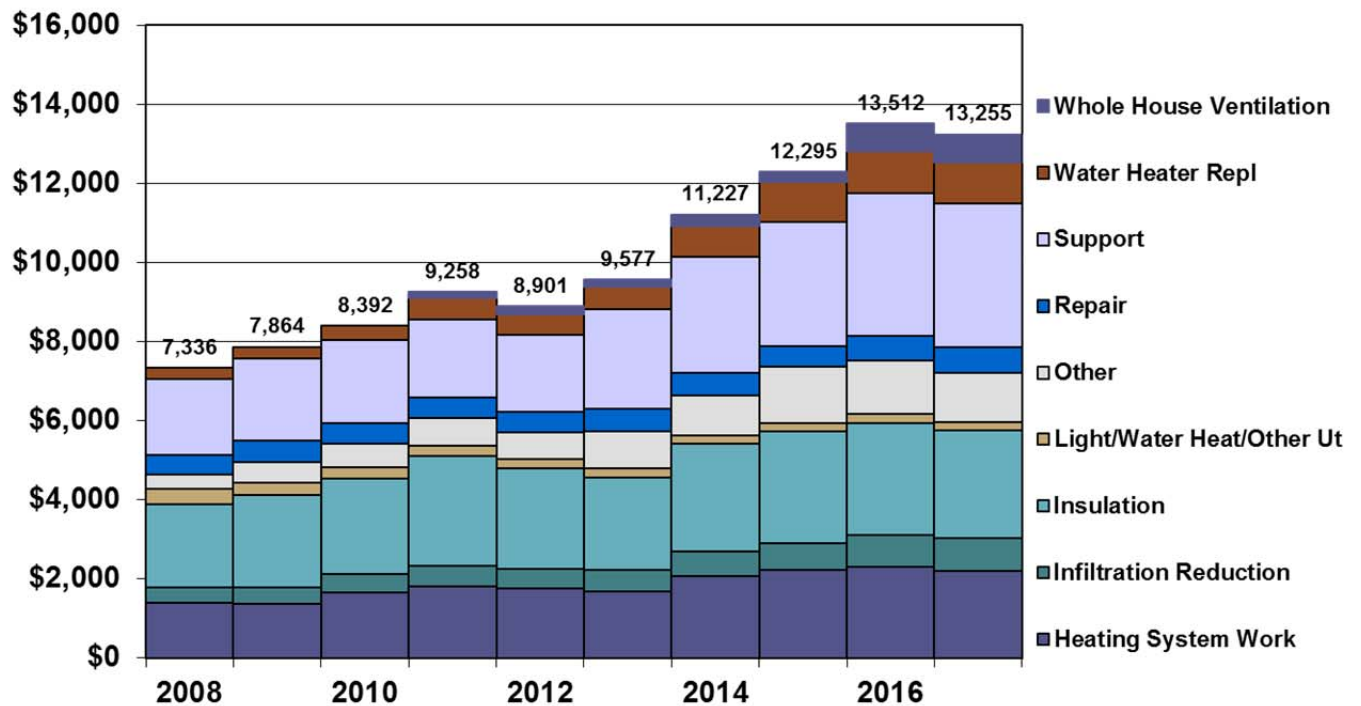
**Figure 1.3 Overall Program Expenditures**

Expenditures by major measure groups are shown in Table 1.3 (historical data is listed in Appendix B as Fig 1.3). Program support, which provides for agency overhead and administration, accounts for 27.5% of expenditures. Spending for efficiency measures, including infiltration reduction, insulation, lighting and water heater efficiency measures, accounts for 28.4% of expenditures. Heating system work (replacements, repairs, and tune-ups) and water heater replacements are installed for efficiency and/or health and safety; taken together these account for 24.3% of expenditures. The remainder of costs including repairs, whole house ventilation, and health and safety measures which together total 19.8%.

**Table 1.3 Expenditures by Major Measure Category**

| Measure Group                  | Expenditures | Percentage |
|--------------------------------|--------------|------------|
| Heating System Work            | \$2,747,745  | 16.5%      |
| Infiltration Reduction         | \$1,045,485  | 6.3%       |
| Insulation                     | \$3,440,858  | 20.7%      |
| Light/Water Heat/Other Utility | \$241,252    | 1.5%       |
| Other                          | \$1,558,300  | 9.4%       |
| Repair                         | \$828,300    | 5.0%       |
| Support                        | \$4,570,198  | 27.5%      |
| Water Heater Replacement       | \$1,289,234  | 7.8%       |
| Whole House Ventilation        | \$898,996    | 5.4%       |

The nominal average household expenditures for all dwellings weatherized in 2017 decreased by 2.1% to \$13,255 (Figure 1.4, historical data is listed in Appendix B as Fig 1.4).



**Figure 1.4 Average Program Expenditures per Housing Unit**

#### CLIENT ENERGY BILL SAVINGS BY FUEL TYPE AND END-USE

Fuel prices were taken from the Department of Energy's Energy Information Agency (EIA) state monthly average prices for electricity and natural gas, and seasonal fuel costs for propane and fuel oil. The

savings for each measure are allocated by month so that the estimated bill savings reflect the seasonal fluctuations in fuel prices. State taxes are included and electricity and gas prices are adjusted to include only the variable cost of an additional kWh or therm -- the fixed portion of the bills for customer charges are removed (Figure 1.5). Electricity prices increased by 2.3% from 2016, gas prices increased by 4.2%, fuel oil prices increased by 21% (though remaining below 2013 - 2014 prices), and propane prices increased by 26% (though still below 2013 - 2015 prices).

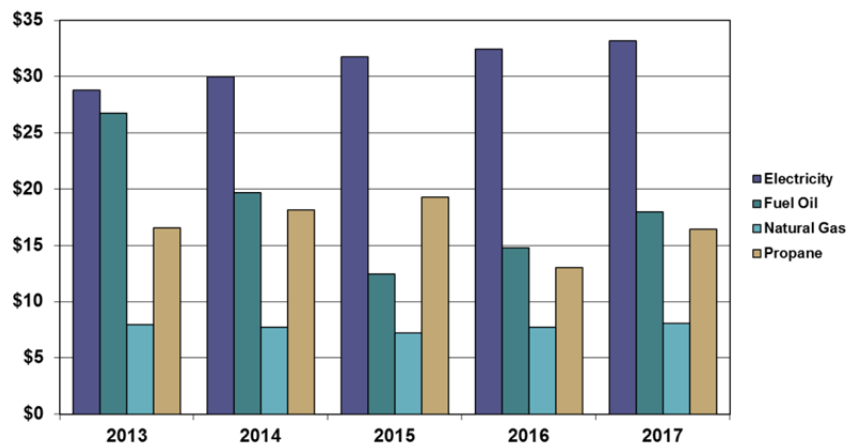


Figure 1.5 Average Fuel Cost per MBtu (Nominal Dollars)

The nominal first year client energy bill savings totaled \$369,629 (Figure 1.6, historical data is listed in Appendix B as Fig 1.6).

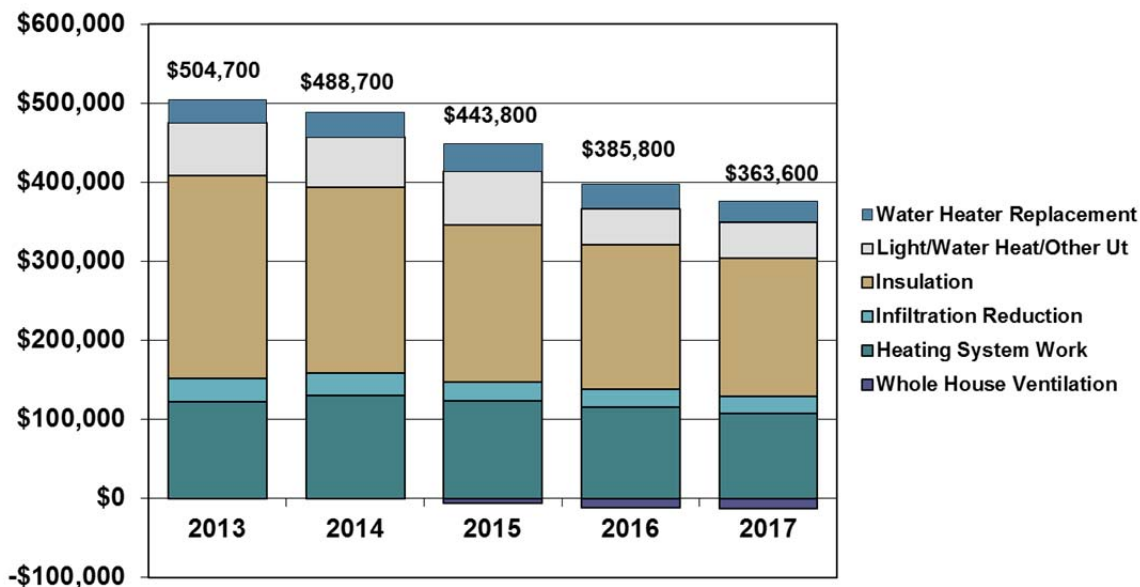


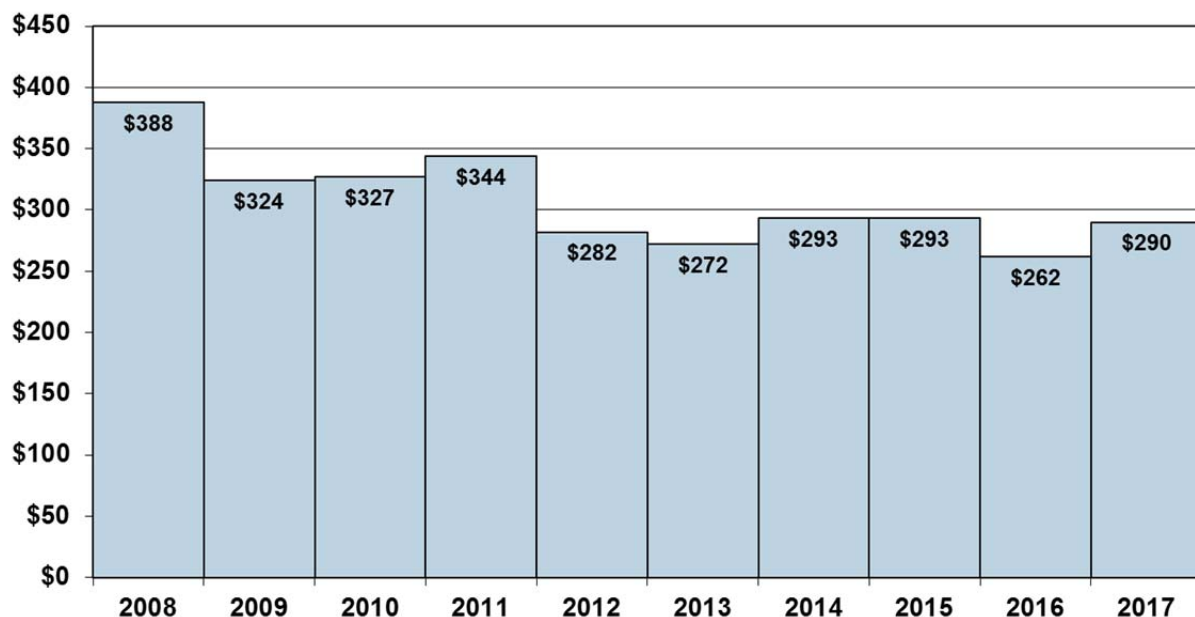
Figure 1.6 First Year Client Fuel Cost Savings (Nominal Dollars)

Insulation, infiltration reduction, and heating system work accounted for 84% of client bill savings (Table 1.4, historical data is listed in Appendix B as Fig 1.6). Lighting, water heating measures, and refrigeration measures accounted for 13%.

**Table 1.4 First Year Client Fuel Cost Savings (Nominal Dollars)**

| Measure Group                  | Fuel Bill Savings | Percentage |
|--------------------------------|-------------------|------------|
| Heating System Work            | \$107,911         | 29.7%      |
| Infiltration Reduction         | \$21,220          | 5.8%       |
| Insulation                     | \$174,531         | 48.0%      |
| Light/Water Heat/Other Utility | \$46,038          | 12.7%      |
| Water Heater Replacement       | \$27,027          | 7.4%       |
| Whole House Ventilation        | -\$13,169         | -3.6%      |

First-year client fuel bill savings averaged \$290 (Figure 1.7), increasing from \$262 in 2016.



**Figure 1.7 Average Annual Client Fuel Bill Savings per Housing Unit**

Natural gas savings provided 56% of client bill savings, electricity accounted for 31%, propane accounted for 12%, and fuel oil provided 1%.

Approximately 45% of client bill savings are attributable to the heating impacts of shell measures (insulation and infiltration reduction), and 25% was due to heating system work. Taken together, heating impacts from shell improvements and heating system measures accounted for 71% of total client bill savings. Cooling savings accounted for another 9% and lighting, refrigeration, and water heater measures accounted for 14%.



Table 1.5 provides a breakdown of first year energy and bill savings, and expenditures by housing type and main heat fuel. Expenditures for site built single family units averaged over \$13,000 for gas, propane, and fuel oil heated units, and had total savings of \$268 for gas heated units, \$514 for propane heated units, and \$462 for fuel oil heated units. Costs for electrically-heated site built homes were \$11,088 with bill savings of \$378.

Expenditures for gas-heated mobile homes averaged \$12,453 and saved \$219 per unit. Propane-heated mobile homes averaged \$9,509 in expenditures yielding \$342 in savings. Fuel-oil heated mobile home expenditures averaged \$12,844 and average \$320 in savings (only 2 cases). Expenditures were \$9,396 for electrically-heated mobile homes (only 3 cases) and saved \$79.

Expenditures for multi-family units heated with gas averaged \$10,319 and had first-year client bill savings of \$212. A single propane multi-family dwelling cost \$13,355 to weatherize and had \$662 in savings. Electrically-heated multi-family unit spending averaged \$4,182 and saved \$140 for nine units.

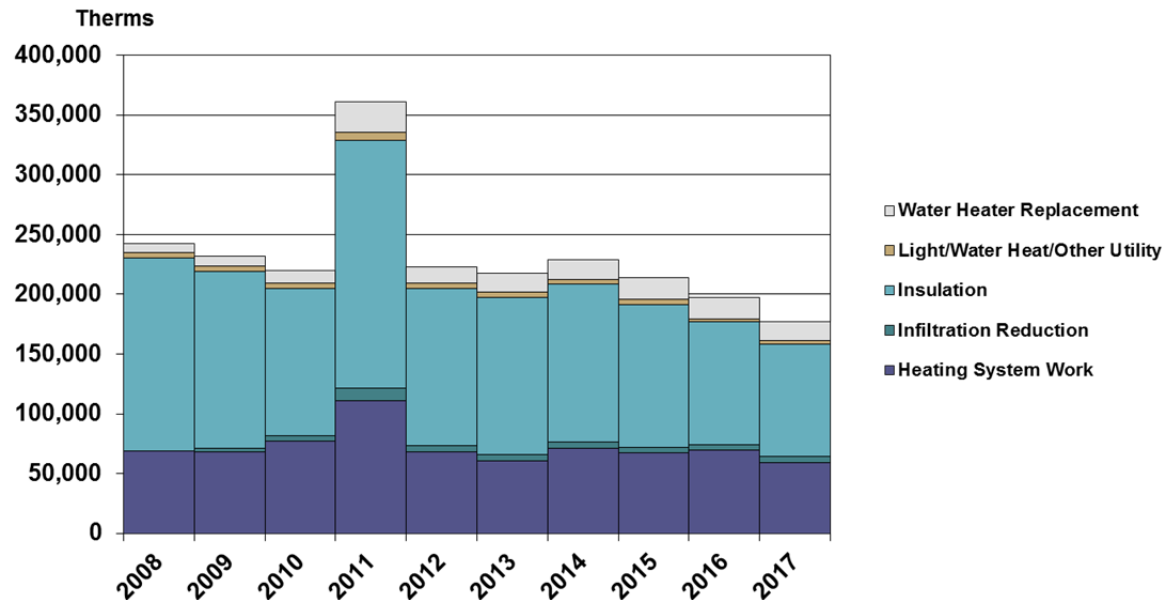
**Table 1.5 First Year Energy and Bill Savings, and Expenditures by Housing Type and Main Heat Fuel**

|                          | Number of Units | Main Heat              |                   | Electricity   |                   | Expenditures |
|--------------------------|-----------------|------------------------|-------------------|---------------|-------------------|--------------|
|                          |                 | Savings (therms, gals) | Bill Savings (\$) | Savings (kWh) | Bill Savings (\$) |              |
| Site Built Single Family |                 |                        |                   |               |                   |              |
| Gas                      | 943             | 244                    | \$196             | 625           | \$72              | \$13,685     |
| Propane                  | 93              | 283                    | \$426             | 764           | \$88              | \$13,747     |
| Fuel Oil                 | 12              | 144                    | \$360             | 884           | \$102             | \$13,187     |
| Electricity              | 68              | -                      | -                 | 3,530         | \$378             | \$11,088     |
| Mobile Home              |                 |                        |                   |               |                   |              |
| Gas                      | 75              | 204                    | \$165             | 476           | \$54              | \$12,453     |
| Propane                  | 10              | 195                    | \$294             | 422           | \$48              | \$9,509      |
| Fuel Oil                 | 2               | 100                    | \$250             | 613           | \$70              | \$12,884     |
| Electricity              | 3               | -                      | -                 | 748           | \$79              | \$9,396      |
| Multi-Family             |                 |                        |                   |               |                   |              |
| Gas                      | 37              | 193                    | \$155             | 498           | \$57              | \$10,319     |
| Propane                  | 1               | 388                    | \$586             | 677           | \$76              | \$13,355     |
| Fuel Oil                 | -               | -                      | -                 | -             | -                 | -            |
| Electricity              | 9               | -                      | -                 | 1,321         | \$140             | \$4,182      |

## UTILITY SAVINGS AND EXPENDITURES

The utilities funded measures in 1,053 dwellings, with first year savings totaling 177,320 therms and 662,010 kWh. These measures reached 84% of all units weatherized by the program, and accounted for 70% of gas savings and 67% of electricity savings.

Figure 1.8 provides a ten year history of gas savings attained by utility-funded measures (Figure 1.8, historical data in Appendix B listed as Fig 1.8).



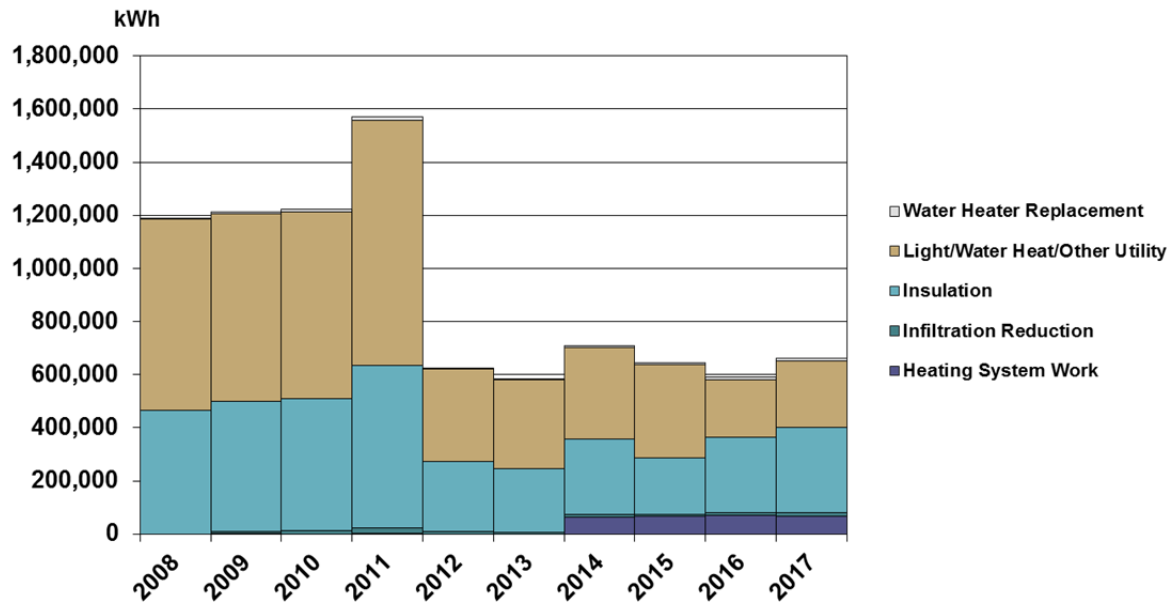
**Figure 1.8 First Year Energy Savings (therms) – Utility only**

Utility expenditures on gas measures were mostly due to insulation (53% of expenditures) and heating system work (33%). The heating system work was almost entirely for replacements, all of which were specified as replacements for efficiency (Table 1.6).

**Table 1.6 First Year Energy Savings (therms) by Measure Group – Utility only**

| Measure Group                  | Savings (therms) | Percentage |
|--------------------------------|------------------|------------|
| Heating System Work            | 58,964           | 33.3%      |
| Infiltration Reduction         | 5,275            | 3.0%       |
| Insulation                     | 93,879           | 52.9%      |
| Light/Water Heat/Other Utility | 2,838            | 1.6%       |
| Water Heater Replacement       | 16,361           | 9.2%       |

The ten year history of electricity measure savings are shown in Figure 1.9, with first year savings totaling 662,010 kWh in 2017 (Figure 1.9 historical data in Appendix B listed as Fig 1.9).

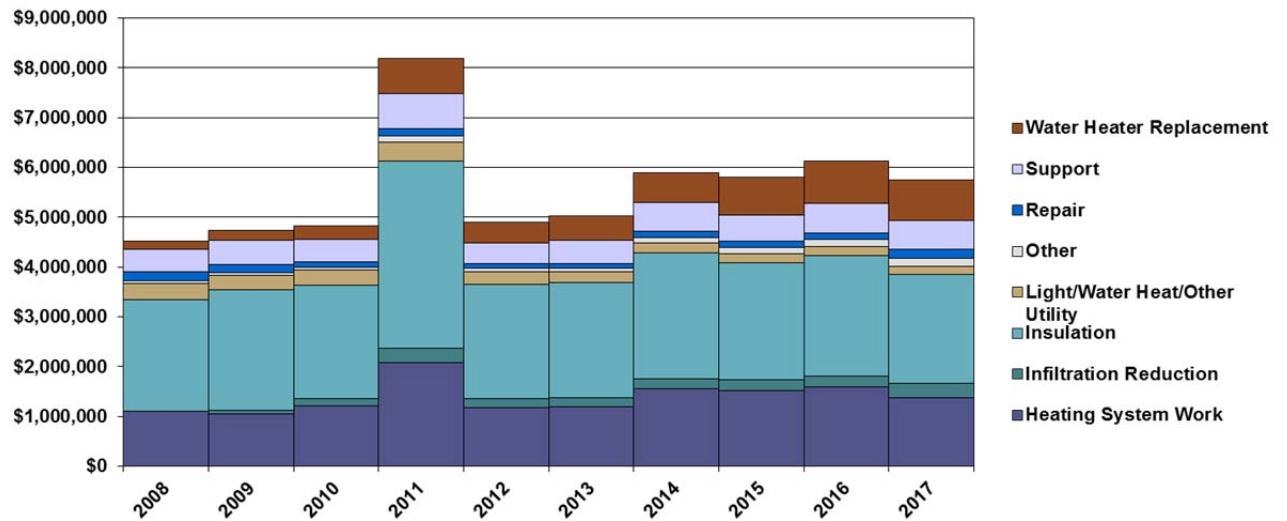


**Figure 1.9 First Year Energy Savings (kWh) – Utility only**

The electricity savings attributed to insulation include cooling savings and heating savings in units with electric main heat; these accounted for 49% of electricity savings. Another 38% of electricity savings were due to lighting, refrigerator replacements or removals, electric water heater measures (Table 1.7).

**Table 1.7 First Year Energy Savings (kWh) by Measure Group – Utility only**

| Measure Group                  | Savings (kWh) | Percentage |
|--------------------------------|---------------|------------|
| Heating System Work            | 66,476        | 10.0%      |
| Infiltration Reduction         | 12,372        | 1.9%       |
| Insulation                     | 321,895       | 48.7%      |
| Light/Water Heat/Other Utility | 251,166       | 38.0%      |
| Water Heater Replacement       | 9,580         | 1.4%       |



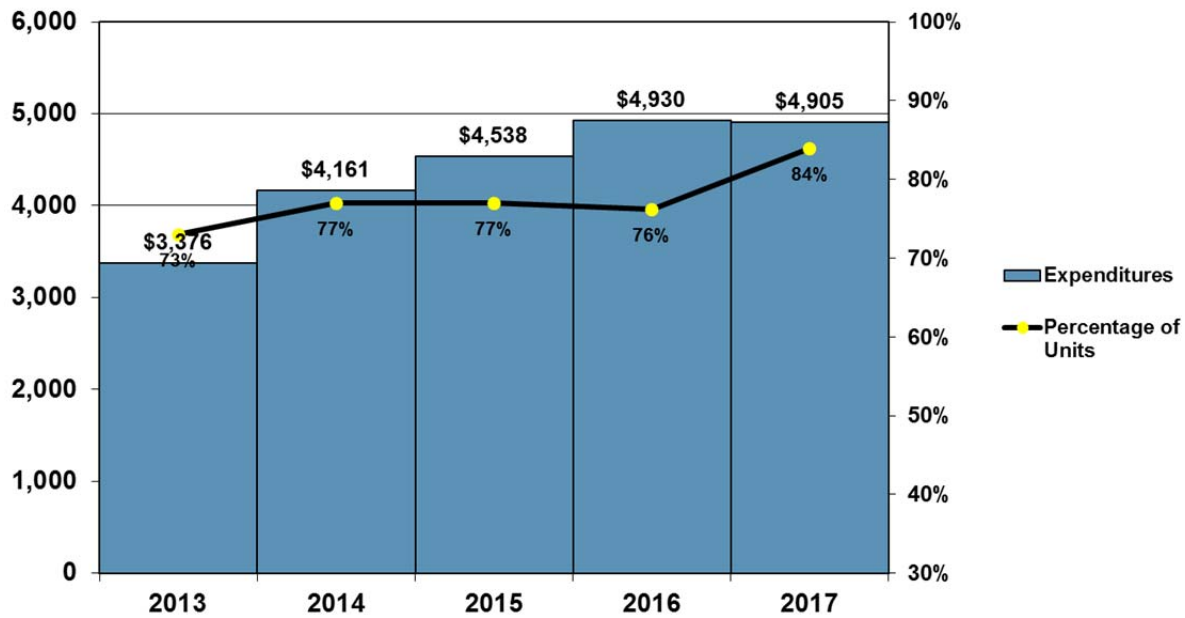
**Figure 1.10 Utility Expenditures**

The utilities spent \$5,750,031 for program measures, labor, and support in 2017, 6.3% less than in 2016 (Figure 1.10, Table 1.8, historical data in Appendix B listed as Fig 1.10). Utility expenditures accounted for 34.6% of the total low-income program expenditures.

**Table 1.8 Expenditures by Measure Group – Utility only**

| Measure Group                  | Expenditures | Percentage |
|--------------------------------|--------------|------------|
| Heating System Work            | \$1,379,543  | 24.0%      |
| Infiltration Reduction         | \$273,962    | 4.8%       |
| Insulation                     | \$2,190,461  | 38.1%      |
| Light/Water Heat/Other Utility | \$160,696    | 2.8%       |
| Other                          | \$176,289    | 3.1%       |
| Repair                         | \$168,145    | 2.9%       |
| Support                        | \$585,371    | 10.2%      |
| Water Heater Replacement       | \$815,113    | 14.2%      |

In addition, the utilities spent \$260,580 on program administration. Utility expenditures totaled \$6,010,611 including spending on program measures, labor, support, and administration.



**Figure 1.11 Average Utility Spending on Efficiency Measures (excludes Support and Administration), and Percentage of Homes Receiving Utility-Funded Measures with Impacts**

Figure 1.11 provides the average utility funding for efficiency measures and percentages of dwellings with utility funding for the past five years. The utilities installed measures in 84% of units, increasing from 76-77% for the previous three years.

Table 1.9 provides details of utility expenditures and the percentage of units weatherized by the program for each utility.

**Table 1.9 Utility Expenditures for Measures, Labor, and Support, and Counts of Units with Impacts**

| Utility          | Total Expenditures        |                      | Counts of Dwellings With Energy Impacts |            |             |            |
|------------------|---------------------------|----------------------|---|------------|-------------|------------|
|                  | Excluding Program Support | With Program Support | Electric Impacts                        | Pct of Prg | Gas Impacts | Pct of Prg |
| Alliant IPL      | \$ 2,498,500              | \$ 2,771,500         | 548                                     | 43.7%      | 379         | 35.9%      |
| Black Hills Corp | \$ 477,300                | \$ 527,200           |   |            | 113         | 10.7%      |
| MidAmerican      | \$ 2,188,800              | \$ 2,451,300         | 376                                     | 30.0%      | 373         | 35.4%      |
| Total Utilities  | \$ 5,164,700              | \$ 5,750,000         | 923                                     | 73.5%      | 865         | 82.0%      |

The savings and client bill savings for utility-funded measures are summarized by utility in Table 1.10.

**Table 1.10 First Year Fuel and Client Bill Savings Impacts from Utility-Funded Measures**

| Utility                  | First Yr Fuel Savings | Pct of Prg | Summer Demand Savings | Pct of Prg | Winter Demand Savings  | Pct of Prg | First Year Fuel Cost Savings | Pct of Prg |
|--------------------------|-----------------------|------------|-----------------------|------------|------------------------|------------|------------------------------|------------|
| <b>Electricity</b>       | <b>(kWh)</b>          |            | <b>(kW)</b>           |            | <b>(kW)</b>            |            |                              |            |
| Alliant IPL              | 380,120               | 38.5%      | 110                   | 39.9%      | 95                     | 34.9%      | \$ 43,490                    | 38.8%      |
| MidAmerican              | 280,080               | 28.4%      | 80                    | 28.3%      | 76                     | 27.9%      | \$ 31,920                    | 28.5%      |
| Total Electric Utilities | 662,010               | 67.1%      | 190                   | 68.2%      | 172                    | 62.9%      | \$ 75,620                    | 67.5%      |
| <b>Gas</b>               | <b>Therms</b>         |            |                       |            | <b>Peak Day Therms</b> |            |                              |            |
| Alliant IPL              | 79,880                | 31.6%      |                       |            | 826                    | 31.6%      | \$ 64,490                    | 31.7%      |
| Black Hills Corp         | 19,280                | 7.6%       |                       |            | 198                    | 7.6%       | \$ 15,590                    | 7.7%       |
| MidAmerican              | 78,130                | 30.9%      |                       |            | 809                    | 30.9%      | \$ 63,280                    | 31.1%      |
| Total Gas Utilities      | 177,320               | 70.2%      |                       |            | 1,833                  | 70.1%      | \$ 143,400                   | 70.5%      |

Utility-funded measures yielded first-year client bill savings of \$219,015, averaging \$208 per dwelling that received utility-funded measures. Electricity bill savings from utility-funded measures averaged \$82 per household for utility-funded electricity measures. Gas bill savings from utility-funded measures averaged \$166 for households with utility-funded gas measures.

Table 1.11 provides the cost of energy savings for utility-funded measures with energy impacts. The cost of conserved energy over all housing types ranged from \$21.47 to \$22.78 per therm (first year savings) and \$1.22-\$1.23 per kWh.

**Table 1.11 Costs of First-Year Energy Savings from Utility-Funded Measures**

|                         | Cost of Gas Savings | Number of Units | Cost of Elec Savings | Number of Units |
|-------------------------|---------------------|-----------------|----------------------|-----------------|
| <b>Alliant-IPL</b>      |                     |                 |                      |                 |
| Overall                 | \$22.78             | 380             | \$1.22               | 549             |
| Site-Built              | \$22.90             | 358             | \$1.24               | 489             |
| Mobile Home             | \$16.45             | 13              | \$1.32               | 38              |
| Multi-family            | \$22.77             | 9               | \$0.75               | 22              |
| <b>Black Hills Corp</b> |                     |                 |                      |                 |
| Overall                 | \$22.59             | 113             | -                    |                 |
| Site-Built              | \$22.78             | 102             | -                    |                 |
| Mobile Home             | \$24.58             | 6               | -                    |                 |
| Multi-family            | \$16.46             | 5               | -                    |                 |
| <b>MidAmerican</b>      |                     |                 |                      |                 |
| Overall                 | \$21.47             | 373             | \$1.23               | 376             |
| Site-Built              | \$21.57             | 323             | \$1.23               | 338             |
| Mobile Home             | \$21.22             | 38              | \$1.46               | 26              |
| Multi-family            | \$18.21             | 12              | \$0.85               | 12              |

Table 1.12 provides the percentages of total expenditures for measures that were funded by the utilities, and demonstrates the high funding percentage provided by the utilities for efficiency measures. The utilities funded the majority of insulation, heating system and water heater replacements, water heater efficiency measures, lighting and refrigerator replacements, programmable thermostats, and water heater ventilation.

**Table 1.12 Utility Funding Percentages by Measure**

| Measure                           | Expenditures |             |                    |
|-----------------------------------|--------------|-------------|--------------------|
|                                   | Total        | Utility     | Utility Percentage |
| Wall Insulation                   | \$1,350,475  | \$926,199   | 68.6%              |
| Attic Insulation                  | \$1,238,859  | \$850,724   | 68.7%              |
| Kneewall Insulation               | \$128,698    | \$90,462    | 70.3%              |
| Floor/Crawlspace Insulation       | \$326,441    | \$209,731   | 64.2%              |
| Bandjoist Insulation              | \$101,910    | \$65,336    | 64.1%              |
| Infiltration Reduction            | \$1,045,485  | \$273,962   | 26.2%              |
| High Efficiency Htg Sys Repl.     | \$2,168,346  | \$1,319,903 | 60.9%              |
| Electric Htg Sy/Ht Pump Repl.     | \$143,840    | \$31,788    | 22.1%              |
| Pipe Wrap                         | \$16,288     | \$11,357    | 69.7%              |
| Faucet Aerator                    | \$1,901      | \$1,303     | 68.5%              |
| Shower Head                       | \$1,741      | \$1,284     | 73.7%              |
| Water Heater Replacement - Hi Eff | \$1,289,234  | \$815,113   | 63.2%              |
| Lighting                          | \$47,166     | \$33,294    | 70.6%              |
| Exchange Refrigerator             | \$149,737    | \$103,411   | 69.1%              |
| Exchange Freezer                  | \$24,784     | \$10,458    | 42.2%              |
| Repairs                           | \$828,300    | \$168,145   | 20.3%              |
| Programmable Thermostat           | \$8,017      | \$8,017     | 100.0%             |
| Htg Sys Tune/Clean                | \$75,601     | \$19,836    | 26.2%              |
| Htg Sys Ventilation               | \$155,412    | \$85,593    | 55.1%              |
| Water Heater Ventilation          | \$100,119    | \$66,666    | 66.6%              |
| Support                           | \$4,570,198  | \$585,371   | 12.8%              |

Section 3 of this report, Detailed Spending and Impact Profiles by Funding Entity provides detailed result tables for the overall program, state funding, and for each of the three funding utilities. Those tables include counts of installations and totals and average energy savings, demand impacts, and program expenditures by measure.

#### EXPENDITURES AND SAVINGS BY AGENCY AND MEASURE

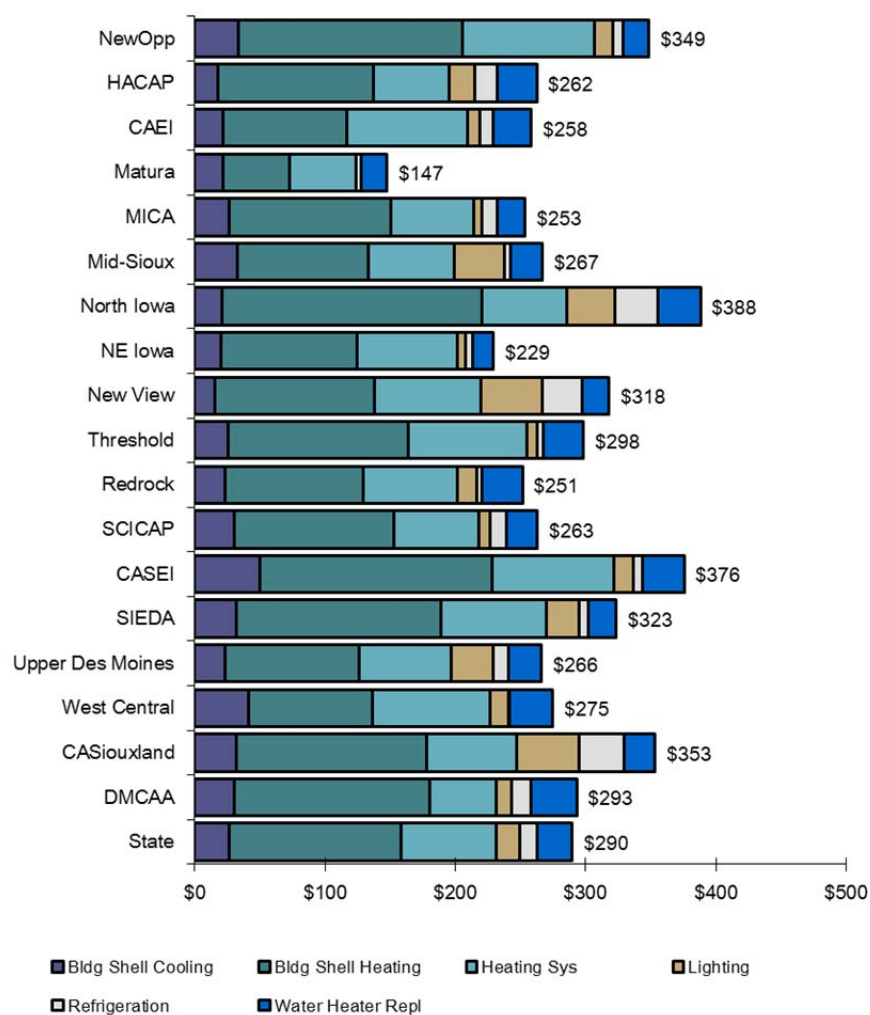
Figure 1.12 shows the average annual energy cost savings by agency. The series are arranged from left to right in the chart according to left to right and top to bottom and in the legend, e.g., Bldg Shell Cooling, then Bldg Shell Heating, then Heating system, etc.

Savings attained by each agency were adjusted according to results of the natural gas and electricity fuel consumption analyses, detailed in Section 2 of this report. The estimated impacts for propane and fuel oil were adjusted using the same factors as those used for natural gas.

Bear in mind that various factors affect the values shown in this chart, factors beyond quality or intensity of weatherization treatment (an example is climate variations within the state). Consequently, these results should not be used as a basis for comparing the quality, attention to detail, dedication, or other factors of agency performance.

The wide variation in results across agencies is typical of what we've observed in past years.

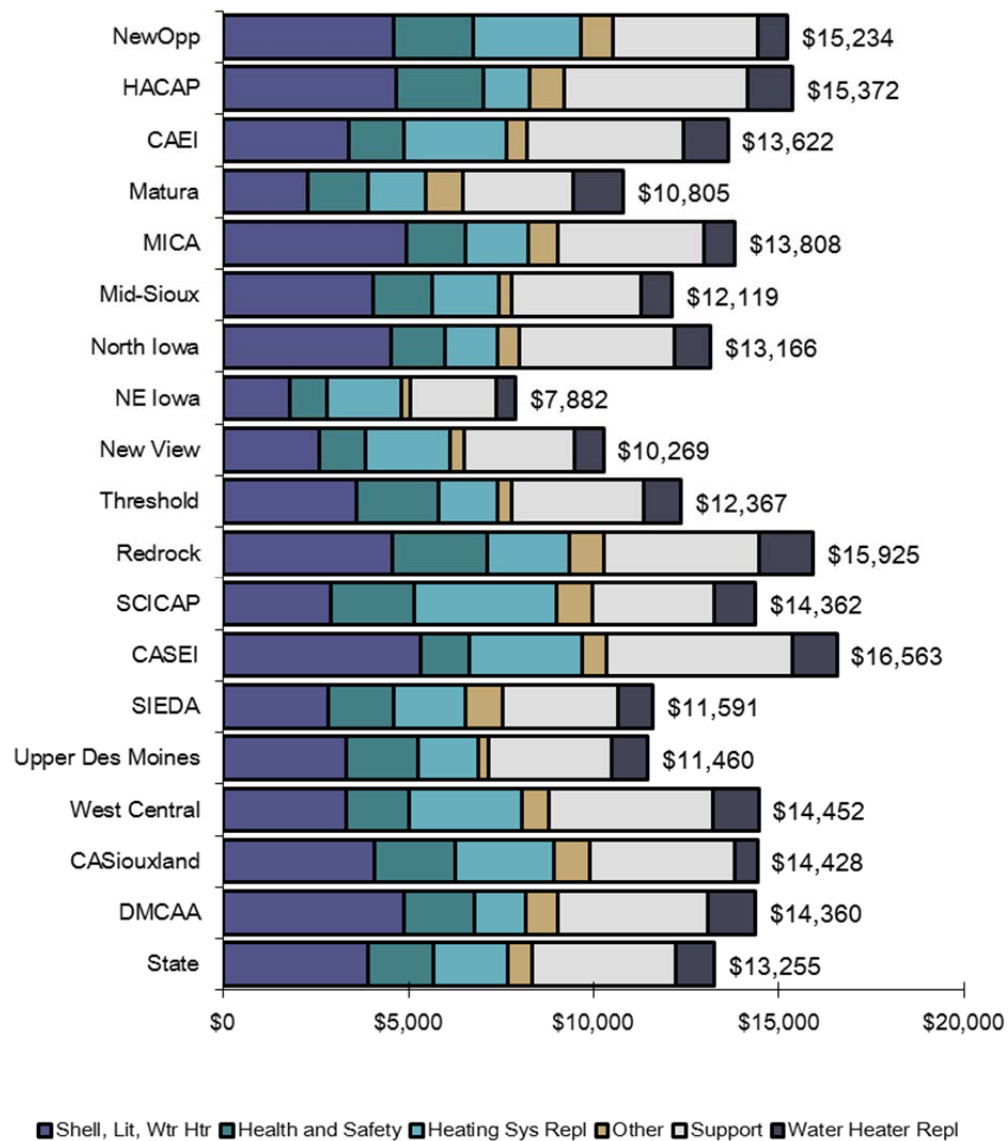
The statewide average client bill savings was \$290 per dwelling. The average first-year client bill savings widely varied across agencies, from a low of \$147 per dwelling for Matura to a high of \$388 for North Iowa and \$376 for CA Southeast Iowa.



**Figure 1.12 Average Annual Fuel Bill Savings per Housing Unit by Agency**



Figure 1.13 shows the average expenditures for all households with impacts, ranging from a low of \$7,882 for Northeast Iowa to \$16,563 for CA Southeast IA. The statewide average expenditure was \$13,255 per dwelling unit.



**Figure 1.13 Average Expenditures per Housing Unit by Agency**

The average installation rates, costs, and savings for energy efficiency and heating and water heating system replacement measures for calendar year programs 2015-2017 are shown in Figures 1.14a and 1.14b.

The installation rates of nearly all insulation measures and infiltration reduction remained about the same over the past three years (see Figure 1.14a, left chart).

Condensing heating system replacement rates declined by about 10% from 2016. Non-condensing heating system replacements increased to about 8% over the past year.

The installation rates of water heater efficiency measures decreased with the exception of pipe insulation. The rates of high-efficiency water heater replacements also decreased, down to 66% from 69% in 2016. Refrigerator and freezer replacement rates slightly to 16% and 4.2% respectively.

Figure 1.14a, right chart, shows that the average measure costs. Insulation costs fell in the same range as the prior two years. Condensing heating system costs have decreased for the past two years. Costs for non-condensing heating systems declined considerably, to \$1,830 in 2017. The cost of high efficiency water heater replacements was essentially unchanged (no standard efficiency water heaters were installed in 2017).

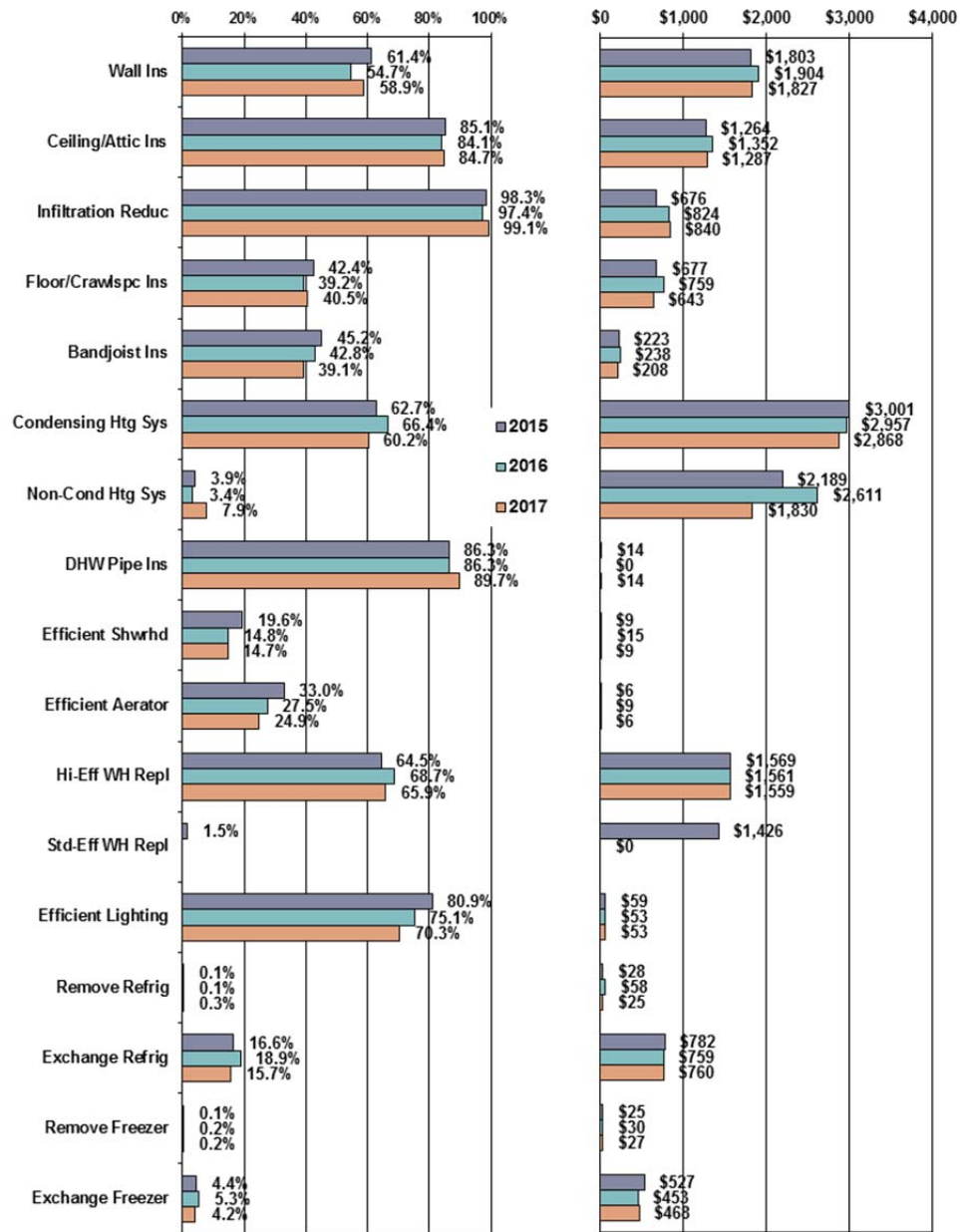
The average first-year energy gas and electricity savings for each major measure is shown in Figures 1.14b.

The average natural gas savings by measure declined over the past three years for wall insulation and ceiling/attic insulation. Floor/crawlspace savings increased slightly.

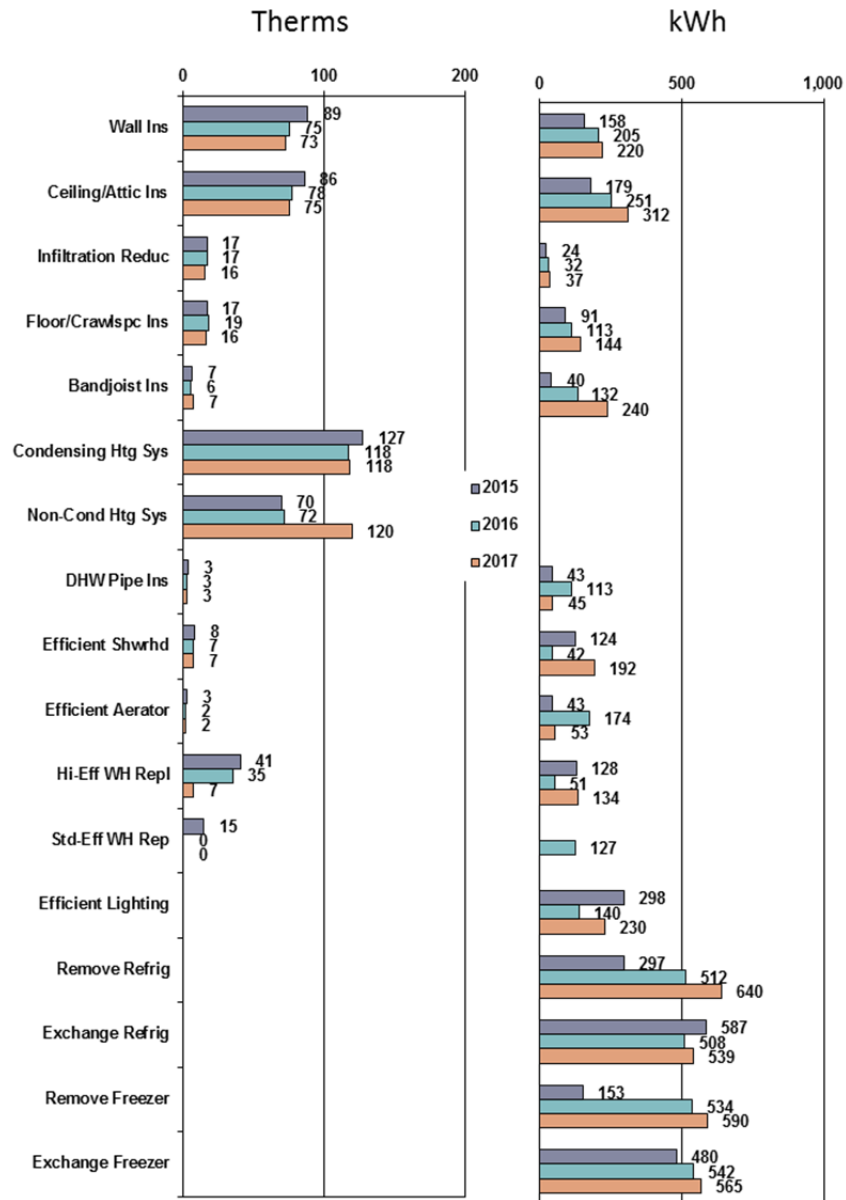
Gas savings for condensing heating system were similar to 2016 at 118 therms. Non-condensing heating system savings increased considerably in 2017. These installations occur in situations where condensing heating systems cannot be installed due to ventilation issues, and generally for atypical situations.

The average electricity savings from all insulation measures increased: there were only 33 homes with electric heat. These differences are driven in part by year-to-year variation in housing stock for the few housing units that use electric main heat.

Savings from refrigerator and freezer replacements were higher in 2017.



**Figure 1.14a Average Installation Rates and Measure Costs of Efficiency Measures, Heating System and Water Heating Replacements**



**Figure 1.14b Average Gas and Electricity Savings of Efficiency Measures, Heating System and Water Heating Replacements**

Tables 1.13 and 1.14 provide tabular data corresponding to data shown in Figure 1.14a&b and but over a five year period. Table 1.13 provides a listing of the percentage of households receiving measures. Small percentage changes from the previous year are to be expected, and typically correct for lower or higher installation rates of the prior year. The year over year (recent year) change tends to be greatest for measures with very low installation rates and/or savings which are not indicative of major changes in the installation protocols for these measures or program impacts.

**Table 1.13 Installation Rates of Measures**

| Measure  | 2013 | 2014 | 2015 | 2016 | 2017 | Recent Year Change (%) |
|--|------|------|------|------|------|------------------------|
| <b><i>Insulation and Infiltration Reduction Measures</i></b>                                   |      |      |      |      |      |                        |
| Wall Insulation  | 59.8 | 60.4 | 61.4 | 55.1 | 58.9 | 6.9%                   |
| Ceiling/Attic Insulation   | 82.0 | 83.1 | 85.1 | 84.7 | 84.7 | 0.0%                   |
| Floor/Crawlspace Insulation  | 42.8 | 43.5 | 42.4 | 39.4 | 40.5 | 2.6%                   |
| Bandjoist Insulation   | 38.4 | 39.6 | 45.2 | 43.1 | 39.1 | -9.3%                  |
| Infiltration Reduction   | 97.5 | 97.4 | 98.3 | 98.1 | 99.1 | 1.1%                   |
| <b><i>Heating System Measures</i></b>  |      |      |      |      |      |                        |
| Htg. Sys. Replacement  | 58.4 | 64.0 | 66.6 | 70.3 | 68.1 | -3.0%                  |
| High Eff Htg Sys Repl  | 50.6 | 58.7 | 62.7 | 66.8 | 60.2 | -9.9%                  |
| Std/Unspec Eff Htg Sys Repl  | 7.8  | 5.3  | 3.9  | 3.4  | 7.9  | 130.8%                 |
| Htg. Sys. Tune and Clean   | 39.5 | 32.9 | 27.5 | 26.3 | 30.0 | 13.8%                  |
| Heating System Safety Check  | 15.0 | 13.1 | 15.2 | 9.3  | 0.1  | -99.1%                 |
| Heating System Ventilation   | 33.3 | 24.4 | 43.4 | 52.9 | 59.1 | 11.8%                  |
| <b><i>Water Heater Measures</i></b>  |      |      |      |      |      |                        |
| Pipe Wrap  | 75.0 | 76.6 | 86.3 | 86.9 | 89.7 | 3.3%                   |
| Shower Head  | 21.7 | 22.5 | 19.6 | 14.9 | 14.7 | -1.1%                  |
| Faucet Aerator   | 33.0 | 35.4 | 33.0 | 27.7 | 24.9 | -10.2%                 |
| Water Heater Replacement   | 48.2 | 54.1 | 65.9 | 69.2 | 65.9 | -4.7%                  |
| Hi-Eff Wtr Htr Repl.   | 38.9 | 50.2 | 64.5 | 69.2 | 65.9 | -4.7%                  |
| Std-Eff Wtr Htr Repl.  | 9.4  | 3.8  | 1.5  | -    | -    | -                      |
| Water Heater Ventilation   | 20.3 | 29.8 | 31.5 | 39.8 | 50.9 | 27.8%                  |
| Water Heater Repair  | 9.7  | 7.7  | 5.4  | 6.5  | 9.4  | 44.8%                  |
| <b><i>Lighting Measures</i></b>  |      |      |      |      |      |                        |
| Efficient Lighting   | 86.1 | 82.9 | 81.6 | 75.6 | 70.4 | -6.9%                  |
| <b><i>Refrigeration Measures</i></b>   |      |      |      |      |      |                        |
| Refrigerator Removal   | 0.3  | 0.1  | 0.1  | 0.1  | 0.3  | 133.1%                 |
| Refrigerator Exchange  | 21.4 | 18.8 | 16.6 | 19.0 | 15.7 | -17.4%                 |
| Freezer Removal  | 0.1  | 0.2  | 0.1  | 0.2  | 0.2  | 16.6%                  |
| Freezer Exchange   | 4.7  | 4.4  | 4.4  | 5.3  | 4.2  | -20.8%                 |
| <b><i>Health and Safety (other than heating &amp; water heating measures listed above)</i></b> |      |      |      |      |      |                        |
| CO Detector  | 81.1 | 84.4 | 85.2 | 90.9 | 93.9 | 3.3%                   |
| Smoke Detector   | 59.9 | 59.8 | 61.2 | 65.3 | 68.4 | 4.7%                   |
| Exhaust Ventilation  | 80.4 | 82.4 | 84.5 | 89.3 | 89.8 | 0.5%                   |
| Fuses  | 0.1  | 0.5  | 0.9  | 0.7  | 0.8  | 16.6%                  |
| <b><i>Repairs</i></b>  | 88.4 | 87.3 | 88.1 | 87.9 | 92.3 | 5.0%                   |

Table 1.14 shows details of the average installed costs for each measure over the past 5 years. As with the installation rates, the greatest changes tend to occur for measures with few installations and/or small costs.

**Table 1.14 Average Measure Costs**

| Measure  | 2013  | 2014  | 2015  | 2016  | 2017  | Recent Year Change (%) |
|--|-------|-------|-------|-------|-------|------------------------|
| <b><i>Insulation and Infiltration Reduction Measures</i></b>   |       |       |       |       |       |                        |
| Wall Insulation  | 1,466 | 1,753 | 1,803 | 1,904 | 1,827 | -4.0%                  |
| Ceiling/Attic Insulation   | 1,124 | 1,247 | 1,264 | 1,352 | 1,287 | -4.8%                  |
| Infiltration Reduction   | 556   | 641   | 676   | 824   | 840   | 2.0%                   |
| Floor/Crawlspace Insulation  | 683   | 674   | 677   | 759   | 643   | -15.3%                 |
| Bandjoist Insulation   | 164   | 203   | 223   | 238   | 208   | -12.9%                 |
| <b><i>Heating System Measures</i></b>  |       |       |       |       |       |                        |
| Htg. Sys. Replacement  |       |       |       |       |       |                        |
| Condensing Htg Sys Repl  | 2,388 | 2,858 | 3,001 | 2,957 | 2,868 | -3.0%                  |
| Non-Cond Htg Sys Repl  | 2,766 | 2,145 | 2,189 | 2,611 | 1,830 | -29.9%                 |
| Htg. Sys. Tune and Clean   | 155   | 219   | 186   | 214   | 201   | -6.1%                  |
| Heating System Safety Check  | 135   | 138   | 145   | 149   | 85    | -43.0%                 |
| Heating System Ventilation   | 238   | 236   | 236   | 232   | 209   | -9.7%                  |
| <b><i>Water Heater Measures</i></b>  |       |       |       |       |       |                        |
| Pipe Wrap  | 5     | 12    | 14    | 15    | 14    | -2.1%                  |
| Shower Head  | 9     | 10    | 9     | 9     | 9     | 4.2%                   |
| Faucet Aerator   | 4     | 6     | 6     | 6     | 6     | -0.5%                  |
| Water Heater Replacement   |       |       |       |       |       |                        |
| Hi-Eff Wtr Htr Repl.   | 1,175 | 1,448 | 1,569 | 1,561 | 1,559 | -0.1%                  |
| Std-Eff Wtr Htr Repl.  | 1,097 | 1,638 | 1,426 | -     | -     | -                      |
| Water Heater Ventilation   | 213   | 237   | 188   | 175   | 157   | -10.7%                 |
| Water Heater Repair  | 102   | 115   | 122   | 130   | 120   | -7.4%                  |
| <b><i>Lighting Measures</i></b>  |       |       |       |       |       |                        |
| Efficient Lighting (avg spent per home)  | 60    | 63    | 59    | 53    | 53    | 0.2%                   |
| <b><i>Refrigeration Measures</i></b>   |       |       |       |       |       |                        |
| Refrigerator Removal   | 18    | 20    | 28    | 58    | 25    | -56.5%                 |
| Refrigerator Exchange  | 698   | 688   | 782   | 759   | 760   | 0.1%                   |
| Freezer Removal  | 25    | 23    | 25    | 30    | 27    | -11.1%                 |
| Freezer Exchange   | 498   | 463   | 527   | 453   | 468   | 3.2%                   |
| <b><i>Health and Safety (other than heating &amp; water heating measures listed above)</i></b>                             |       |       |       |       |       |                        |
| CO Detector  | 49    | 57    | 62    | 66    | 72    | 9.2%                   |
| Smoke Detector   | 47    | 52    | 59    | 54    | 58    | 8.9%                   |
| Exhaust Ventilation  | 659   | 734   | 830   | 881   | 887   | 0.7%                   |
| Fuses  | 22    | 103   | 82    | 128   | 113   | -11.6%                 |
| <b><i>Repairs</i></b>  | 636   | 668   | 589   | 723   | 715   | -1.1%                  |
| <b><i>Support</i></b>  | 2,631 | 3,106 | 3,452 | 3,755 | 3,677 | -2.1%                  |
| Note: Kneewall insulation was reported with wall insulation prior to 2007, it is now bundled with Ceiling./Attic Insulatic |       |       |       |       |       |                        |

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## SAVINGS OF WATER HEATER, LIGHTING, AND REFRIGERATION MEASURES

Table 1.15 shows the installation rates for energy efficiency measures other than space heating or cooling. These measures include water heater efficiency measures, lighting, and refrigeration measures. Statewide, client bill savings averaged \$37 for these measures. The highest average bill savings were attained by Siouxland at \$95 per unit. Matura averaged less than \$7 per dwelling.

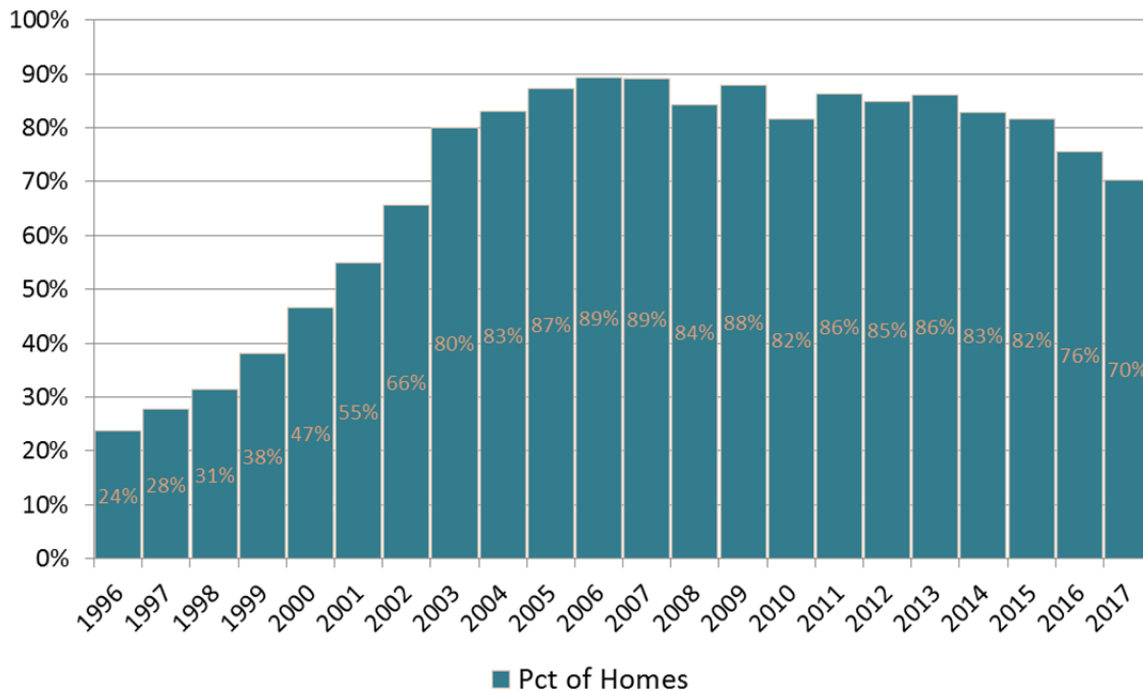
**Table 1.15 Installation Rates and Savings of Baseload Measures**

| Agency           | Water Heating |                     |                       | Lighting | Refrigeration      |                     |                  |                   | Average<br>First Year<br>Bill<br>Savings |
|------------------|---------------|---------------------|-----------------------|----------|--------------------|---------------------|------------------|-------------------|--|
|                  | Pipe Wrap     | Eff Shower-<br>head | Eff Faucet<br>Aerator |          | Exchange<br>Refrig | Exchange<br>Freezer | Remove<br>Refrig | Remove<br>Freezer |  |
| New Opp          | 45%           | 2%                  | 10%                   | 88%      | 2%                 | 10%                 | 0%               | 0%                | \$24.42                                  |
| HACAP            | 99%           | 1%                  | 0%                    | 77%      | 21%                | 8%                  | 0%               | 0%                | \$40.71                                  |
| Eastern IA       | 92%           | 18%                 | 56%                   | 74%      | 13%                | 5%                  | 0%               | 0%                | \$26.62                                  |
| Matura           | 67%           | 0%                  | 0%                    | 0%       | 7%                 | 0%                  | 0%               | 0%                | \$6.25                                   |
| MICA             | 58%           | 3%                  | 4%                    | 43%      | 11%                | 5%                  | 1%               | 0%                | \$20.18                                  |
| Mid-Sioux        | 92%           | 16%                 | 14%                   | 84%      | 8%                 | 0%                  | 0%               | 0%                | \$49.55                                  |
| North Iowa       | 93%           | 38%                 | 79%                   | 85%      | 37%                | 12%                 | 1%               | 3%                | \$78.28                                  |
| NE Iowa          | 90%           | 0%                  | 0%                    | 48%      | 8%                 | 1%                  | 1%               | 0%                | \$15.99                                  |
| New View         | 91%           | 0%                  | 0%                    | 89%      | 46%                | 6%                  | 0%               | 0%                | \$81.61                                  |
| Threshold        | 99%           | 24%                 | 2%                    | 64%      | 8%                 | 1%                  | 0%               | 0%                | \$18.45                                  |
| Redrock          | 94%           | 6%                  | 0%                    | 94%      | 6%                 | 0%                  | 0%               | 0%                | \$22.91                                  |
| SCICAP           | 55%           | 41%                 | 32%                   | 73%      | 9%                 | 5%                  | 0%               | 0%                | \$31.22                                  |
| SE Iowa          | 98%           | 0%                  | 0%                    | 58%      | 9%                 | 4%                  | 0%               | 0%                | \$25.38                                  |
| SIEDA            | 97%           | 1%                  | 1%                    | 52%      | 8%                 | 3%                  | 0%               | 0%                | \$37.25                                  |
| Upper Des Moines | 100%          | 0%                  | 0%                    | 89%      | 19%                | 1%                  | 0%               | 0%                | \$48.55                                  |
| West Central     | 91%           | 43%                 | 70%                   | 83%      | 2%                 | 0%                  | 0%               | 0%                | \$23.24                                  |
| CAA Siouxland    | 98%           | 63%                 | 3%                    | 93%      | 33%                | 15%                 | 3%               | 0%                | \$95.00                                  |
| Polk County      | 99%           | 26%                 | 77%                   | 70%      | 21%                | 0%                  | 0%               | 0%                | \$34.81                                  |
| State            | 90%           | 15%                 | 25%                   | 70%      | 16%                | 4%                  | 0%               | 0%                | \$36.68                                  |

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## TRENDS IN THE INSTALLATION RATES OF LIGHTING, REFRIGERATION, AND HEATING SYSTEM REPLACEMENTS

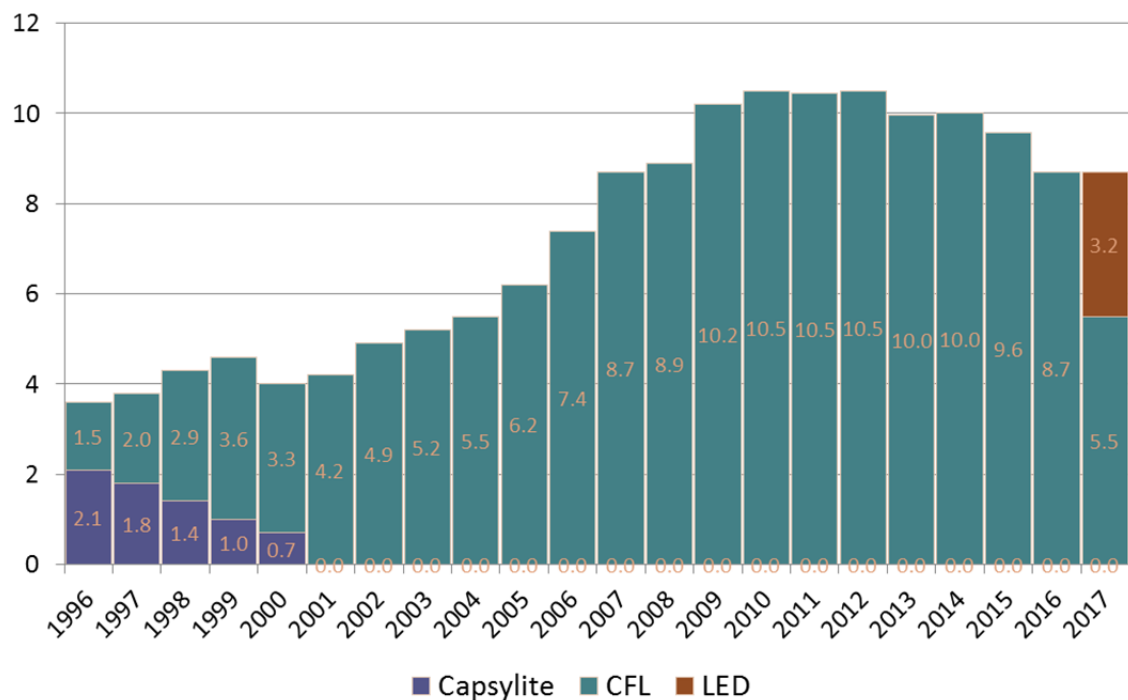
This section focuses on trends in the installation rates of several efficiency measures phased into the joint utility/WAP program, including efficient lighting, heating system replacements, and refrigeration measures. These are shown in Figures 1.15 through 1.18.



**Figure 1.15 Percentage of Housing Units Receiving Lighting Measures**

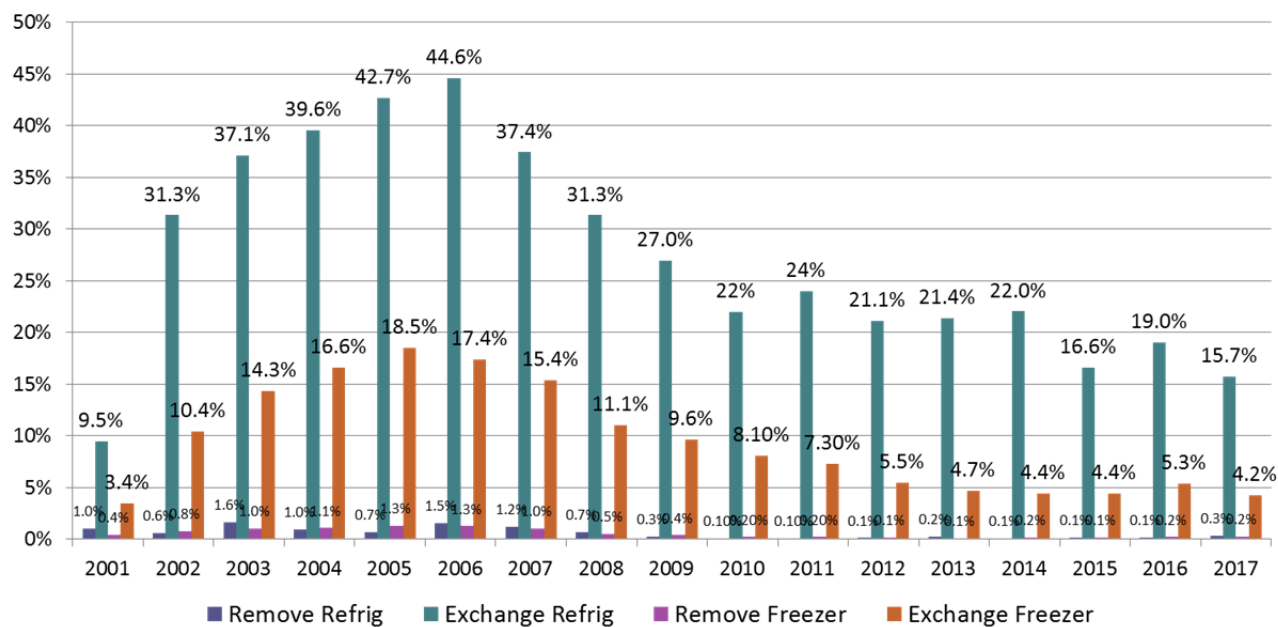
Figure 1.15 shows the percentage of dwellings receiving at least one lighting measure for each year, beginning in 1996. Lighting was installed in 38% of dwellings in 1996 and peaked in 2006 and 2007 at 89%. The installation rates for lighting have decreased over the past four years as more units already have efficient lighting installed. In 2017, 70% of units received lighting from the program.





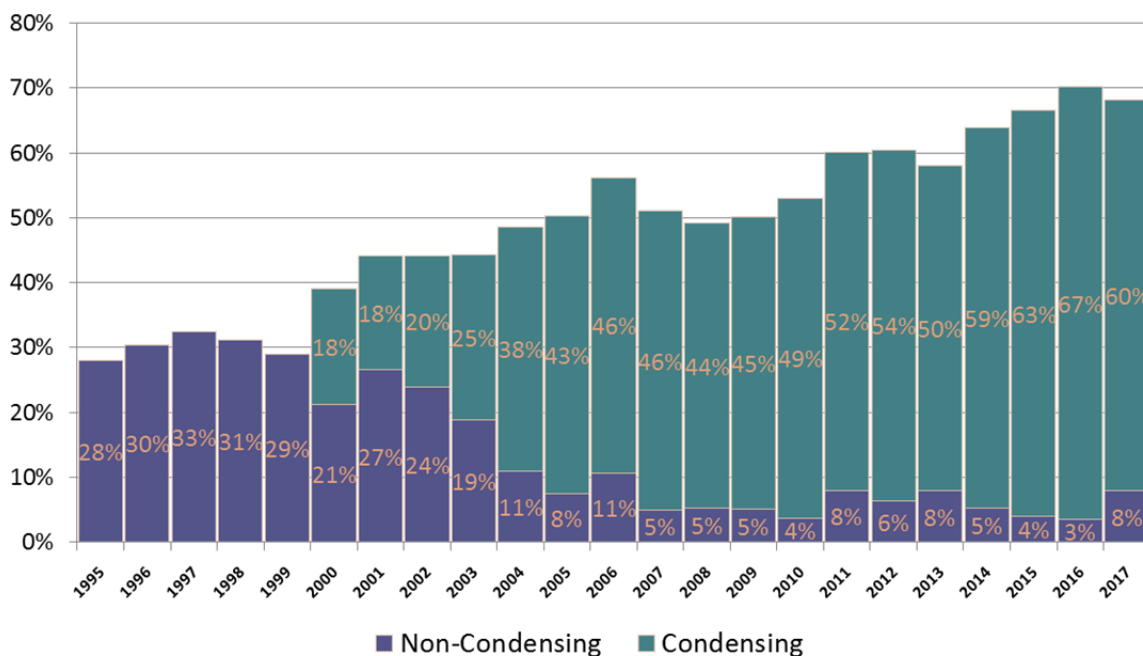
**Figure 1.16 Average Number of Bulbs Installed for Housing Units Receiving Lighting Measures**

The average number of bulbs installed in dwellings that received at least one lighting measure averaged 8.7 bulbs per house 2017. Thirty-five percent of bulbs were LEDs. The peak installation rate for all bulbs occurred from 2010-2013 at 10.5 bulbs per dwelling (Figure 1.16).



**Figure 1.17 Installation Rates of Refrigeration Measures**

Figure 1.17 shows the initial ramp up of refrigeration measure installation rates as well as declines in recent years as the efficiency of in-place units is increasing in the client population. The refrigerator replacement rates are at their lowest (15.7%) since the program began ramping up in 2001.



**Figure 1.18 Installation Rates of Natural Gas Heating System Replacements**

Figure 1.18 shows the transition to condensing (90+ efficiency) furnaces from non-condensing (80% efficiency) heating systems. Overall, 68% of dwellings with natural gas heating received a heating system replacement during 2017, with the vast majority of these being condensing units (60%).

## AVERAGE COSTS OF MAJOR MEASURES BY AGENCY

Figures 1.19-1.23 show the agency-specific average costs for ceiling, wall, and floor/crawlspace insulation and furnace replacements for the overall program and for utility-funded measures only. These costs represent the total expenditures for these measures averaged over the number of households that received the measure (as opposed to an average across all households that were treated by the agency).

### CEILING AND ATTIC INSULATION EXPENDITURES

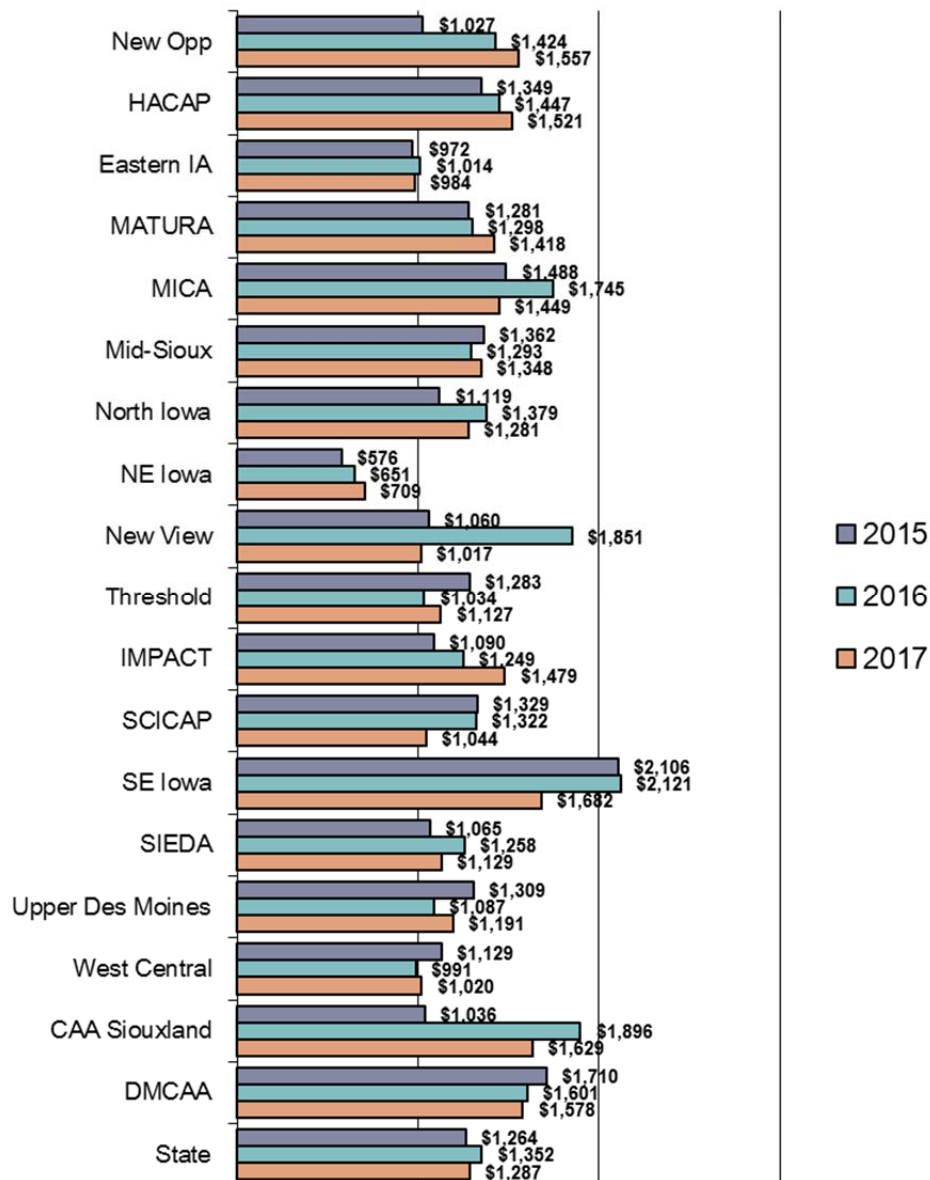


Figure 1.19a Average Program Expenditures on Ceiling Insulation by Agency

Figures 1.19a shows the average installed costs for ceiling and attic insulation (including cavity-fill blown attic insulation) for all expenditures. The statewide average cost for ceiling insulation was \$1,287 in 2017.

SE Iowa and CAA Siouxland averaged \$1,682 and \$1,629 per unit. The lowest average spending was reported by Northeast Iowa, averaging \$709.

Figure 1.19b shows the statewide average expenditure of utility funds on ceiling and attic insulation was \$1,131. MATURA spent the most at \$1,723, followed by DMCAA (\$1,632). Northeast Iowa spent the least utility funds (\$654) for ceiling and attic insulation.

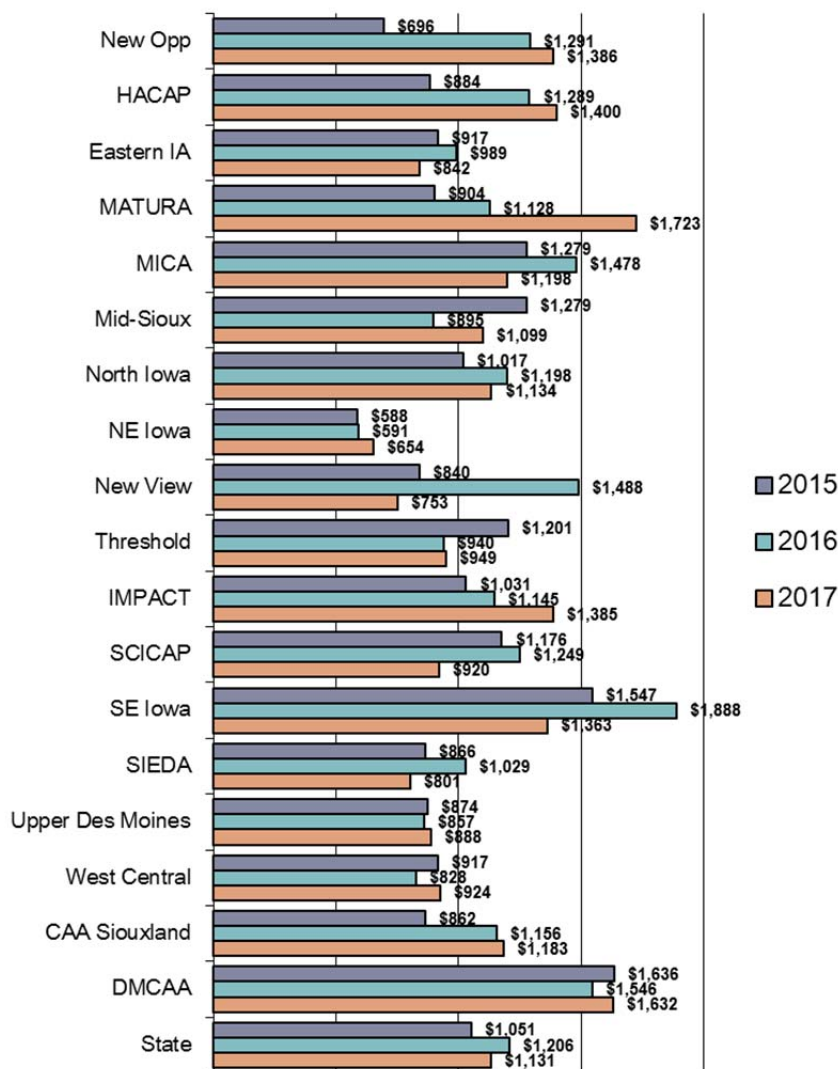


Figure 1.19b Average Utility Expenditures on Ceiling Insulation by Agency

## WALL INSULATION EXPENDITURES

Figure 1.20a shows the average installed costs for wall insulation for all funding. The state average expenditure for wall insulation was \$1,827 in CY 2017. North Iowa, HACAP, and Mid-Sioux each averaged more than \$2,500. MATURA spent the least, averaging \$295 per dwelling unit.

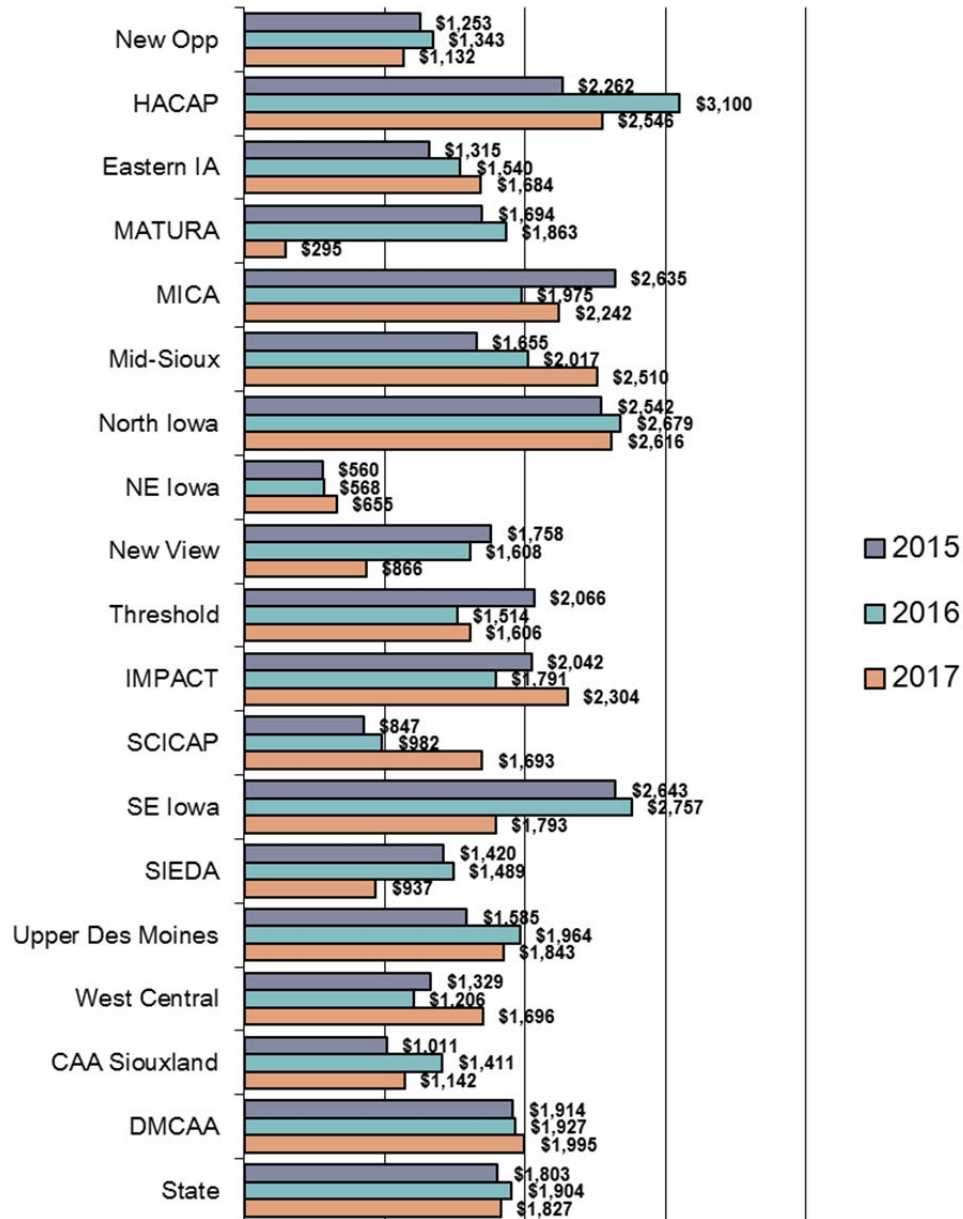


Figure 1.20a Average Program Expenditures on Wall Insulation by Agency

Figure 1.20b provides agency expenditures for utility-funded wall insulation. Statewide, the average expenditures for utility-funded wall insulation averaged \$1,608 in CY 2017. IMPACT, HACAP, Mid-Sioux, and MATURA spent the most utility funds, averaging over \$2,000; MATURA spent no utility funds for wall insulation in 2017.

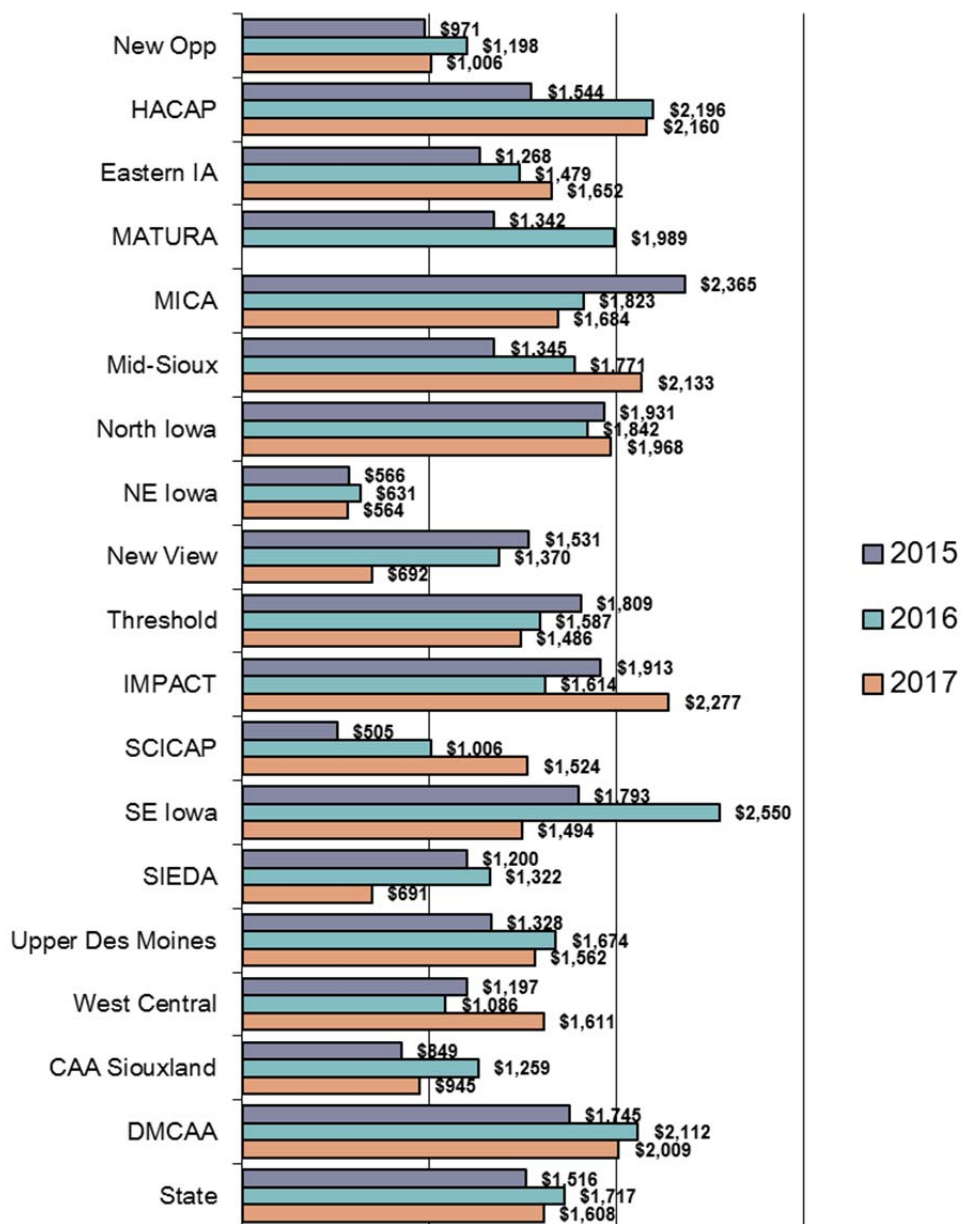


Figure 1.20b Average Utility Expenditures on Wall Insulation by Agency

## FLOOR/CRAWLSPACE INSULATION

Figure 1.21a shows the average expenditures for floor/crawlspace insulation from all funding sources. Statewide, the cost for floor/crawlspace insulation averaged \$643. CAA Siouxland and DMCAA spent the most, averaging over \$1,000 per unit, while North Iowa spent less than \$300.

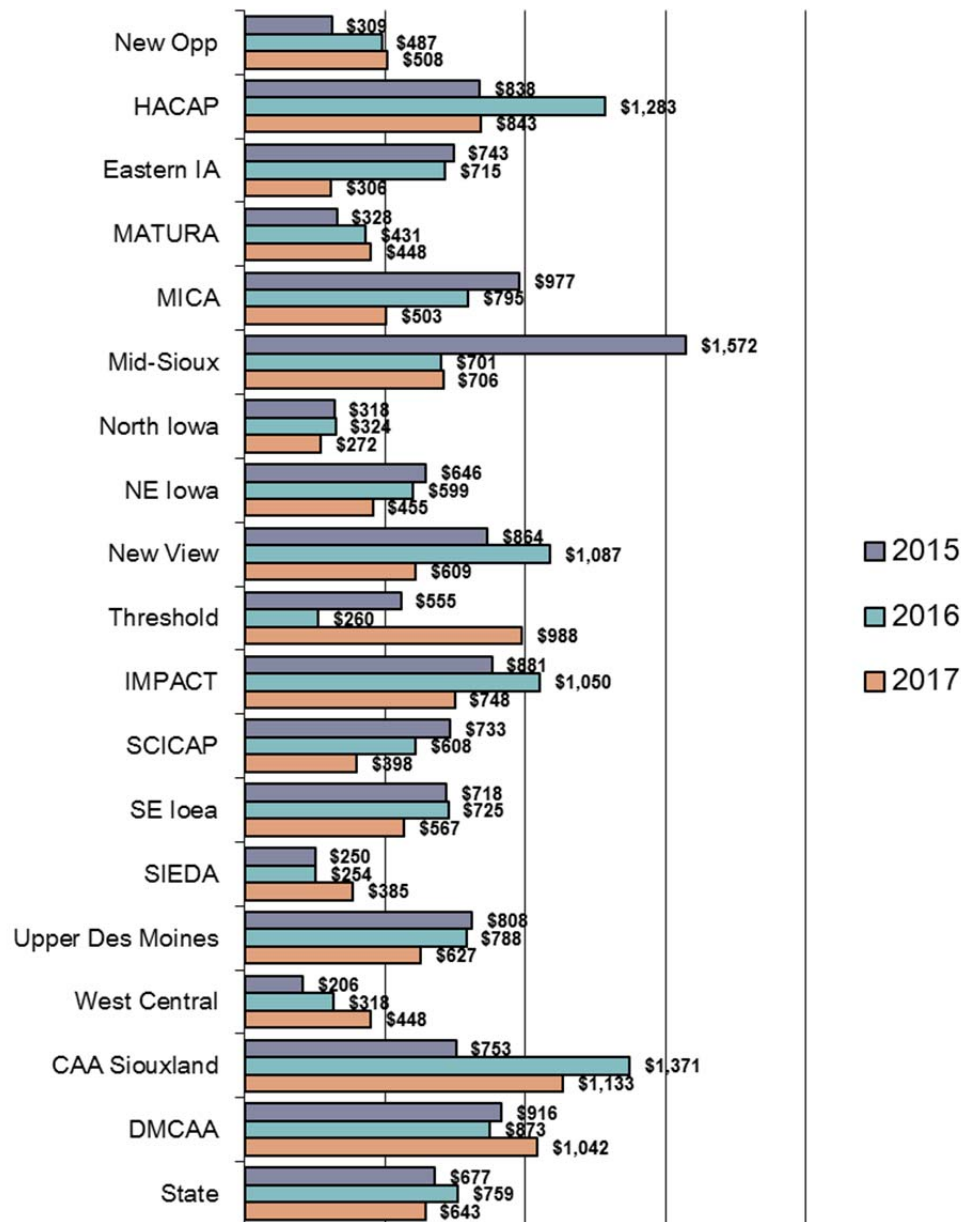


Figure 1.21a Average Program Expenditures on Floor/Crawlspace Insulation by Agency

The average expenditure of utility funds for floor/crawlspace insulation(Figure 1.21b) was \$581. DMCAA and Siouxland spent over \$1,000 while SIEDA, North Iowa, and Mid-Sioux spent less than \$300.

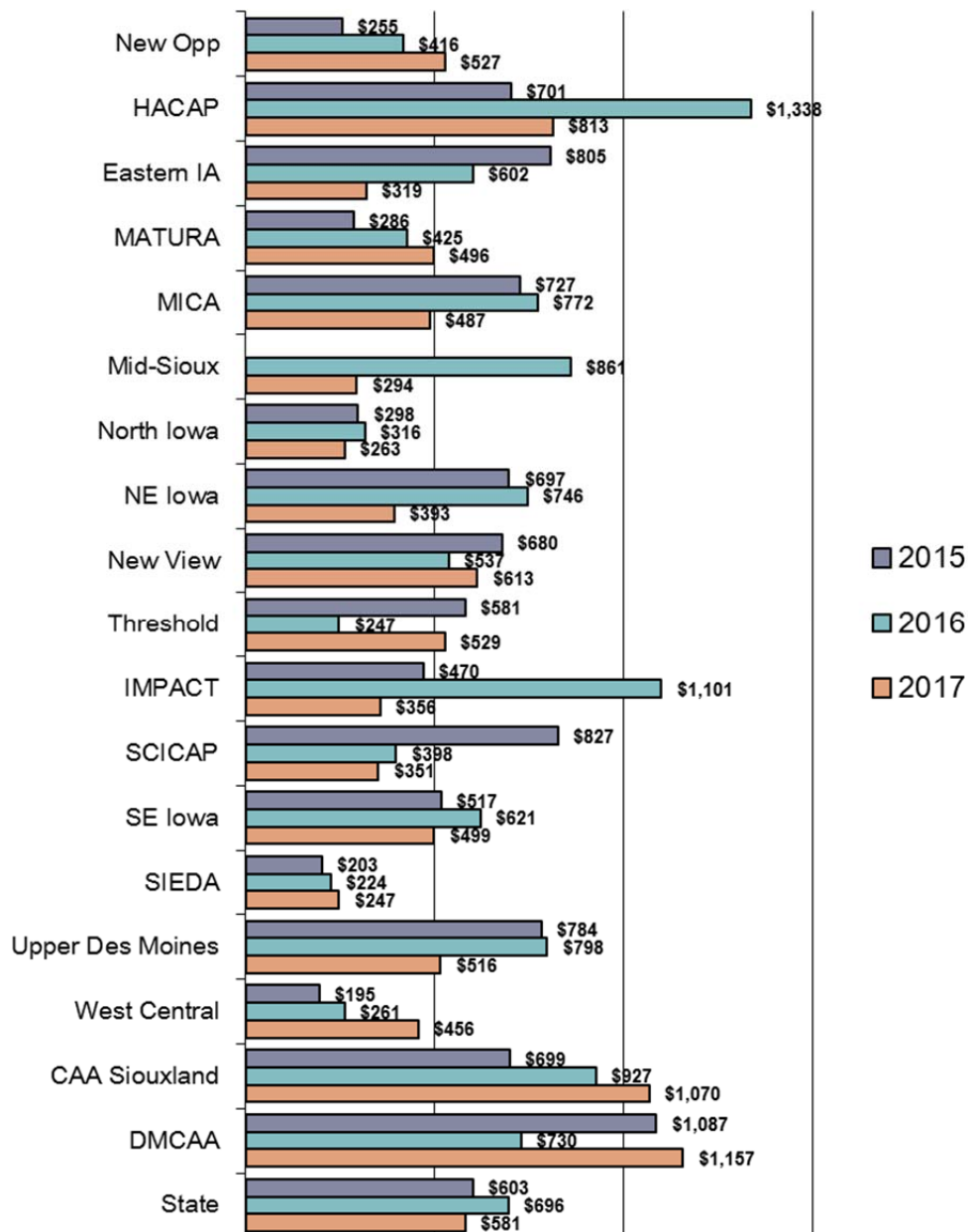


Figure 1.21b Average Utility Expenditures on Floor/Crawlspace Insulation by Agency



## NON-ELECTRIC HEATING SYSTEM REPLACEMENT EXPENDITURES

Figure 1.22a shows the average expenditures for all non-electric heating system replacements from all funding sources. Statewide average heating system replacement costs were \$2,986 in 2017. Three agencies reported average expenditures exceeding \$4,000, including SCICAP (\$4,705), Siouxland (\$4,250), and West Central (\$4,095). Three agencies averaged less than \$2,300, including (\$2,057), Threshold (\$2,249), and DMCAA (\$2,237).

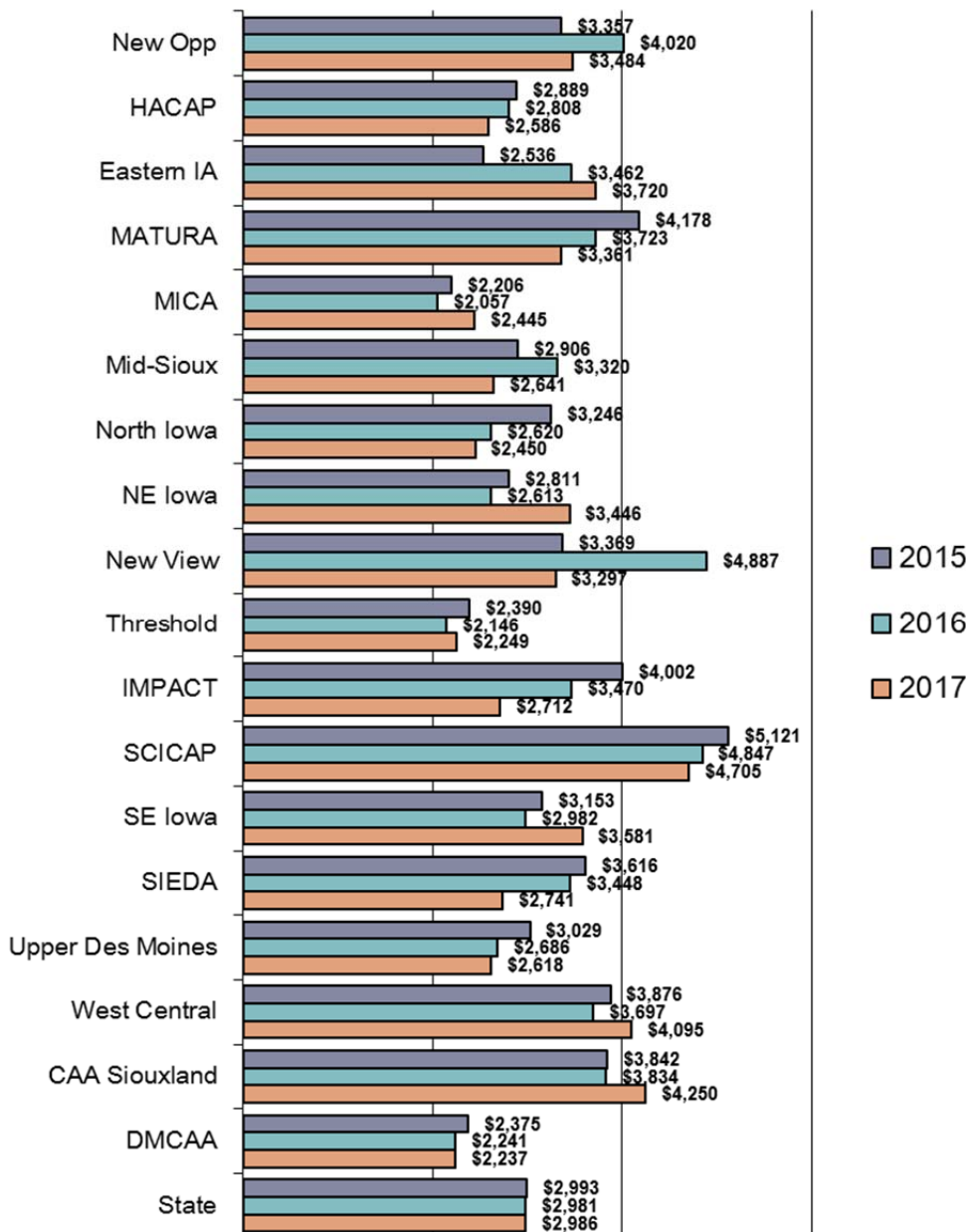


Figure 1.22a Average Program Expenditures on Heating System Replacements by Agency

Figure 1.22b shows the average utility funding for replacement heating systems of \$2,458 statewide. SCICAP averaged the highest expenditure at \$3,215, followed by West Central (\$3,212) and MATURA (\$3,050). DMCAA pent the least, averaging \$1,917 per housing unit.

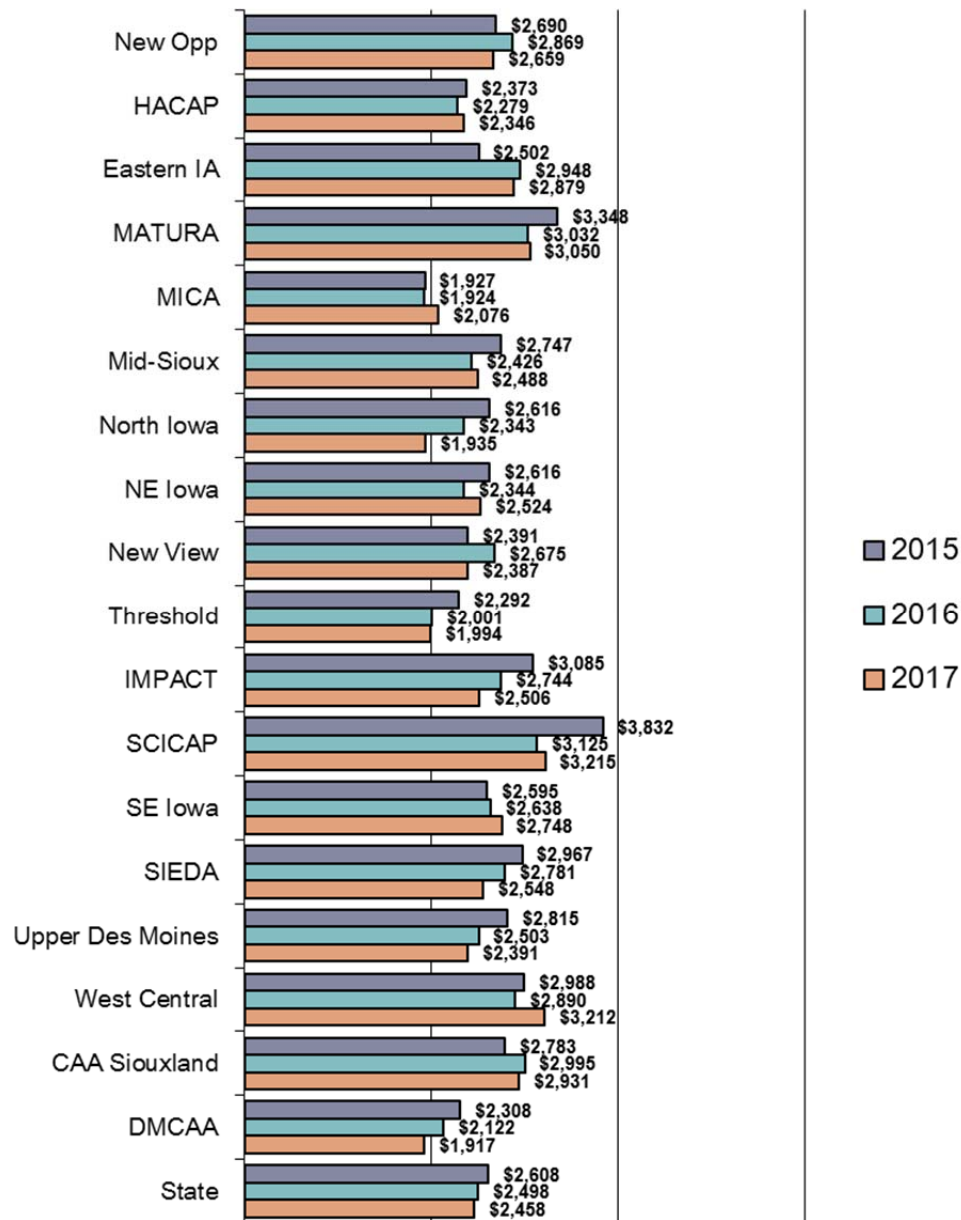


Figure 1.22b Average Utility Expenditures on Heating System Replacements by Agency

Section 4, Detailed Spending and Impact Profiles by Agency provides tables similar to those in Section 4 for each weatherization agency, for all measures installed.

Section 5, Detailed Spending and Impact Profiles by Agency for Utility Expenditures provides similar detail by agency, but is limited to measures funded by the utilities.



## 2. FUEL CONSUMPTION ANALYSIS

Savings were estimated for all clients based upon measures installed in each dwelling, using algorithms developed in prior studies of the Iowa low-income program. The fuel consumption analysis provides adjustment factors to the estimated impacts, with gas adjustments applied to estimates of natural gas, propane, and fuel oil heating impacts.

### STUDY SAMPLE AND METHODOLOGY

Weatherization jobs completed from January 1, 2017 through December 31, 2017 comprised our treatment group gas treatment group. Jobs weatherized from October, 2016 through May, 2017 comprised the electricity treatment group.

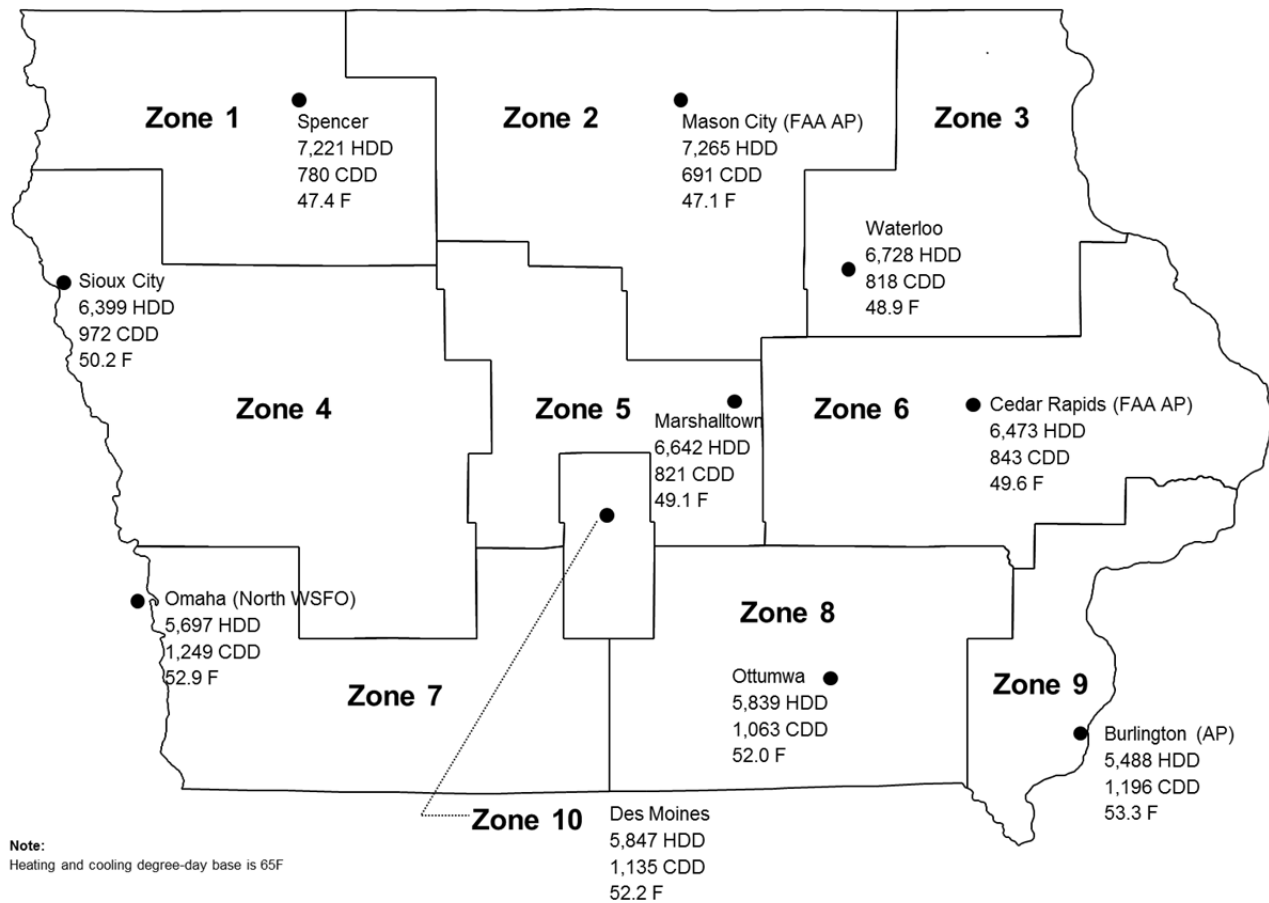
We used a comparison group to adjust for non-weatherization program factors that affect fuel usage, including but not limited to fuel price shocks, naturally-occurring conservation, and participation in other energy programs. Our comparison group consisted of all LIHEAP clients of the SLICE utilities and who applied for energy assistance from October, 2017 through March, 2018. In order to assess a change in consumption for the comparison group, we established a pseudo-treatment period for each comparison group household by assigning the same period as that of a randomly selected household from the treatment group.

Estimated usage readings were combined with subsequent actual readings. Phone/postcard readings and final or corrected readings were considered actual readings. Reading codes not corresponding to actual readings were considered estimated.

The weatherization period was defined as beginning with the audit date and ending with the date the dwelling was reported as complete. We truncated the usage data to a period of no more than 390 days prior to the beginning of the weatherization period, and up to 390 days following end of the weatherization period.

Fuel consumption was weather-normalized using weather data from the same ten weather zones (Figure 2.1). Our long-term normal weather datasets are comprised of the 28-year period ending in Dec, 2017.

The comparison group records were matched with treatment group records based upon normalized annual pre-weatherization consumption, housing type, heating fuel, and model components (heating and or/ cooling and/or baseload).



**Figure 2.1 Weather zones used in the weather-normalization**

## MODEL SELECTION

We investigated impacts using five model specifications for each dwelling:

- Heating/Baseload (gas and electricity)
  - HB using floating point reference temperatures ranging between 40°F to 70°F
  - HBF using fixed reference temperatures of 62°F for natural gas and 58°F for electricity
- Cooling/Baseload (electricity only)
  - CB using floating point reference temperatures ranging between 60°F to 72°F
  - CBF using fixed reference temperatures of 68°F
- Heating only (gas only)
  - HO using floating point reference temperatures ranging between 40°F and 70°F
  - HOF using fixed reference temperatures of 62°F

- Heating/Cooling/Baseload (electricity only)
  - Heating floating point reference temperatures ranging between 40°F and 70°F
  - Cooling floating point reference temperatures ranging between 60°F and 72°F
  - HCF using fixed reference temperatures of 58°F for heating and 68°F for cooling
- BO Baseload (electricity and gas, but no gas models passed the selection process)
  - flat usage, requiring nine months of data.

Three levels of screens were used, including:

- 1) Insufficient usage history or usage characteristics
- 2) Poor model diagnostics
- 3) Poor model reliability.

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#### SCREENS FOR POOR MODEL DIAGNOSTICS

Models were dropped if:

- the coefficient of variation of NAC exceeded 0.1
- negative values for adjusted  $r^2$
- Gas:  $R^2$  of at least 0.7, electricity:  $R^2$  of at least 0.5

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#### SCREENS FOR POOR MODEL RELIABILITY

Models were dropped if:

- the normalized annual heating consumption, heating slope, or baseload components were negative
- Minimal requirements for specific model types:
  - Heating models require usage during periods representing at least 50% of the annual heating days
  - Baseload models required 8.5 months of consumption
- Usage histories had insufficient data during heating and/or cooling seasons. Histories must have usage during periods of at least 50% of heating degree days (base 62 for gas, 58 for electricity heating models), and 50% of cooling degree days base 68 (electricity only)

Finally, we required that the normalized annual consumption was within 10% of the results for alternate model specifications where multiple models met other criteria.

## ATTRITION ANALYSIS – GAS

We requested data for 1,215 weatherization client dwellings with gas heating and 70,196 LIHEAP client dwellings for our comparison group (also with gas heating). This request included dwellings weatherized in 2017.

### ATTRITION RATES

Table 2.1 provides a breakout of the attrition rates of the natural gas billing data request, by state and utility.

The utilities returned useable data for 87% of the treatment client dwellings and 79% for the comparison group (LIHEAP) clients. Useable histories with sufficient pre- and post-weatherization data were available for 70% of the treatment group clients and 61% of the comparison group. Our final analytic dataset included 605 weatherization client dwellings and 34,911 comparison dwellings, representing 60% and 51% of the requested usage histories for the treatment and comparison groups, respectively.

**Table 2.1 Gas Analysis Sample Attrition**

|                    |                      | State |        | IPL   |        | BHC   |        | MAE   |        |
|--------------------|----------------------|-------|--------|-------|--------|-------|--------|-------|--------|
|                    |                      | Trt   | Cmpr   | Trt   | Cmpr   | Trt   | Cmpr   | Trt   | Cmpr   |
| Return Rate        | Requested            | 1,005 | 68,989 | 394   | 18,583 | 144   | 10,759 | 467   | 39,647 |
|                    | Returned             | 872   | 54,545 | 372   | 17,865 | 131   | 9,906  | 369   | 26,774 |
|                    | Percentage Returned  | 86.8% | 79.1%  | 94.4% | 96.1%  | 91.0% | 92.1%  | 79.0% | 67.5%  |
| Useable Histories  | Both Pre and Pst Cnt | 698   | 41,971 | 263   | 10,444 | 100   | 7,502  | 335   | 24,025 |
|                    | Both Pre and Pst Pct | 69.5% | 60.8%  | 66.8% | 56.2%  | 69.4% | 69.7%  | 71.7% | 60.6%  |
| Passed Model       | Both Pre and Pst Cnt | 642   | 36,814 | 235   | 8,755  | 87    | 6,428  | 320   | 21,631 |
| Diagnostics        | Both Pre and Pst Pct | 63.9% | 53.4%  | 59.6% | 47.1%  | 60.4% | 59.7%  | 68.5% | 54.6%  |
| Passed Reliability | Both Pre and Pst Cnt | 605   | 34,911 | 222   | 8,553  | 86    | 6,386  | 297   | 19,972 |
| Screens            | Both Pre and Pst Pct | 60.2% | 50.6%  | 56.3% | 46.0%  | 59.7% | 59.4%  | 63.6% | 50.4%  |

Table 2.2 provides the attrition analysis broken out by housing type. Overall, 62% of the requested account data for weatherized single family site-built dwellings, 55% of mobile homes, and 33% of the few multi-family dwellings weatherized by the program passed all analytic screens.



**Table 2.2 Gas Attrition by Housing Type**

|  |                      | State |        | IPL    |        | BHC   |       | MAE   |        |
|--|----------------------|-------|--------|--------|--------|-------|-------|-------|--------|
|  |                      | Trt   | Cmpr   | Trt    | Cmpr   | Trt   | Cmpr  | Trt   | Cmpr   |
| <b>Single Family Detached Framed Dwellings</b> |                      |       |        |        |        |       |       |       |        |
| Requested                                      |                      | 899   | 54,361 | 367    | 15,150 | 130   | 8,824 | 402   | 30,387 |
| Returned                                       |                      | 792   | 44,843 | 353    | 14,779 | 120   | 8,140 | 319   | 21,924 |
| Percentage Returned                            |                      | 88.1% | 82.5%  | 96.2%  | 97.6%  | 92.3% | 92.2% | 79.4% | 72.1%  |
| Passed Model                                   | Both Pre and Pst Cnt | 587   | 31,344 | 224    | 7,592  | 81    | 5,456 | 282   | 18,296 |
| Diagnostics                                    | Both Pre and Pst Pct | 65.3% | 57.7%  | 61.0%  | 50.1%  | 62.3% | 61.8% | 70.1% | 60.2%  |
| Passed Reliability                             | Both Pre and Pst Cnt | 554   | 29,723 | 211    | 7,411  | 80    | 5,427 | 263   | 16,885 |
| Screens  | Both Pre and Pst Pct | 61.6% | 54.7%  | 57.5%  | 48.9%  | 61.5% | 61.5% | 65.4% | 55.6%  |
| <b>Mobile Homes</b>                            |                      |       |        |        |        |       |       |       |        |
| Requested                                      |                      | 73    | 3,526  | 14     | 1,098  | 9     | 504   | 50    | 1,924  |
| Returned                                       |                      | 61    | 2,878  | 14     | 1,068  | 7     | 456   | 40    | 1,354  |
| Percentage Returned                            |                      | 83.6% | 81.6%  | 100.0% | 97.3%  | 77.8% | 90.5% | 80.0% | 70.4%  |
| Passed Model                                   | Both Pre and Pst Cnt | 43    | 1,859  | 10     | 490    | 4     | 301   | 29    | 1,068  |
| Diagnostics                                    | Both Pre and Pst Pct | 58.9% | 52.7%  | 71.4%  | 44.6%  | 44.4% | 59.7% | 58.0% | 55.5%  |
| Passed Reliability                             | Both Pre and Pst Cnt | 40    | 1,771  | 10     | 487    | 4     | 298   | 26    | 986    |
| Screens  | Both Pre and Pst Pct | 54.8% | 50.2%  | 71.4%  | 44.4%  | 44.4% | 59.1% | 52.0% | 51.2%  |
| <b>Multi-Family</b>                            |                      |       |        |        |        |       |       |       |        |
| Requested                                      |                      | 33    | 11,102 | 13     | 2,335  | 5     | 1,431 | 15    | 7,336  |
| Returned                                       |                      | 19    | 6,824  | 5      | 2,018  | 4     | 1,310 | 10    | 3,496  |
| Percentage Returned                            |                      | 57.6% | 61.5%  | 38.5%  | 86.4%  | 80.0% | 91.5% | 66.7% | 47.7%  |
| Passed Model                                   | Both Pre and Pst Cnt | 12    | 3,611  | 1      | 673    | 2     | 671   | 9     | 2,267  |
| Diagnostics                                    | Both Pre and Pst Pct | 36.4% | 32.5%  | 7.7%   | 28.8%  | 40.0% | 46.9% | 60.0% | 30.9%  |
| Passed Reliability                             | Both Pre and Pst Cnt | 11    | 3,417  | 1      | 655    | 2     | 661   | 8     | 2,101  |
| Screens  | Both Pre and Pst Pct | 33.3% | 30.8%  | 7.7%   | 28.1%  | 40.0% | 46.2% | 53.3% | 28.6%  |

## OUTLIERS

An outlier screen was then applied to models with reliable pre- and post-usage data using the Interquartile Rule for Outliers (Tukey Fence). Cases where the percentage savings were greater or less than 1.5 times the interquartile range were dropped.

The outlier screen dropped approximately 3% of treatment group observations and 14% of comparison group cases with pre and post savings models.

## GAS IMPACT ANALYSIS

Our results are summarized in Table 2.3. The agency-specific results are summarized on each line, with the overall program impacts summarized on the bottom line. The column labeled ‘Population’ provides the count of all dwellings with natural gas heating that were treated by the weatherization program during the calendar year. The treatment group columns indicate the number of dwellings in our screened analysis dataset (‘n’), the weather-normalized annual consumption prior to weatherization (‘Baseline’ consumption), the 90% confidence interval on the baseline consumption (interpreted as the variation from baseline for which we are 90% certain that the true mean value of the baseline consumption falls within), the unadjusted savings (‘Savings’) and the 90% confidence interval on the savings.

The next section of Table 3.2 provides results for the matched comparison group. To the right of those results are the net savings by agency, including average savings and percentage savings.

The rightmost section summarizes the average estimated savings which were developed using dwelling-specific measure data as well as a comparison between the estimated and observed savings, termed the realization rate. The realization rate is defined as the ratio of observed savings to estimated savings. Our final agency-specific results are developed by applying this ratio to the estimated savings for all dwellings with non-electric heating.

The overall adjusted savings (reported under the Net Savings column) averaged 247 therms for single family site-built dwellings. The 90% confidence interval was 17 therms, which is suggestive that 90% certain that the true population mean savings falls in the approximate range of 230 and 264 therms. The overall mean percent savings was 24.5%, with a 1.3% confidence interval.

Net gas savings for mobile homes averaged 204 therms  $\pm 59$  therms. The overall percentage savings for mobile homes was 21.7%, with a 5.1% confidence interval.

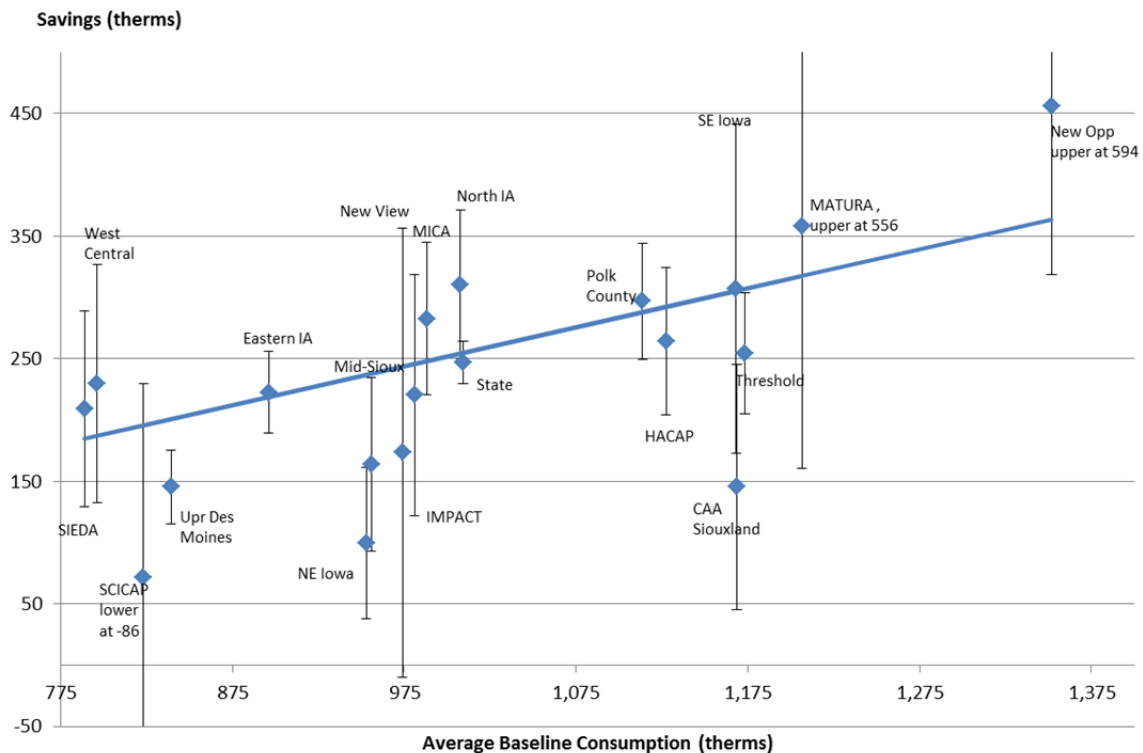
We did not have enough data to provide reliable results for the few multi-family dwellings weatherized.

**Table 2.3 Gas Fuel Consumption Analysis Results**

|  | Population<br>(with gas heating source) | Treatment Group |                            |        |                     |        | Comparison Group |                            |        |                     |        | Net Savings             |        |                     |        | Percent Savings (%) |        |                      | Realization Rate (%) |  |  |
|--|---|-----------------|----------------------------|--------|---------------------|--------|------------------|----------------------------|--------|---------------------|--------|-------------------------|--------|---------------------|--------|---------------------|--------|----------------------|----------------------|--|--|
|  |   | n               | Baseline Cons.<br>(therms) | 90% CI | Savings<br>(therms) | 90% CI | n                | Baseline Cons.<br>(therms) | 90% CI | Savings<br>(therms) | 90% CI | Net Savings<br>(therms) | 90% CI | Percent Savings (%) | 90% CI | Estimated Savings   | 90% CI | Realization Rate (%) |                      |  |  |
|  |   |                 |                            |        |                     |        |                  |                            |        |                     |        |                         |        |                     |        |                     |        |                      |                      |  |  |
| Single Family Detached Framed Dwelling Results |   |                 |                            |        |                     |        |                  |                            |        |                     |        |                         |        |                     |        |                     |        |                      |                      |  |  |
| New Opportunities                              | 36                                      | 19              | 1,352                      | 173    | 521                 | 148    | 107              | 1,338                      | 170    | 64                  | 32     | 457                     | 138    | 33.8%               | 6.9%   | 365                 | 65     | 125.2%               |                      |  |  |
| HACAP  | 90                                      | 41              | 1,127                      | 78     | 269                 | 56     | 341              | 1,118                      | 77     | 5                   | 33     | 264                     | 60     | 23.5%               | 4.6%   | 274                 | 30     | 96.6%                |                      |  |  |
| Eastern IA                                     | 103                                     | 78              | 896                        | 60     | 206                 | 33     | 505              | 896                        | 59     | -16                 | 17     | 223                     | 33     | 24.8%               | 3.4%   | 307                 | 33     | 72.5%                |                      |  |  |
| MATURA   | 11                                      | 5               | 1,207                      | 268    | 369                 | 265    | 55               | 1,176                      | 209    | 10                  | 85     | 358                     | 198    | 29.7%               | 15.3%  | 201                 | 110    | 178.6%               |                      |  |  |
| MICA   | 79                                      | 60              | 988                        | 89     | 269                 | 57     | 371              | 991                        | 87     | -13                 | 17     | 283                     | 62     | 28.6%               | 4.8%   | 268                 | 31     | 105.6%               |                      |  |  |
| Mid-Sioux                                      | 32                                      | 16              | 956                        | 81     | 217                 | 59     | 158              | 948                        | 80     | 52                  | 29     | 164                     | 71     | 17.1%               | 7.4%   | 231                 | 47     | 71.0%                |                      |  |  |
| North Iowa                                     | 79                                      | 53              | 1,008                      | 73     | 328                 | 60     | 400              | 1,000                      | 73     | 17                  | 20     | 311                     | 61     | 30.8%               | 4.2%   | 366                 | 37     | 84.9%                |                      |  |  |
| NE Iowa  | 57                                      | 23              | 953                        | 125    | 131                 | 59     | 218              | 957                        | 120    | 30                  | 19     | 99                      | 62     | 10.4%               | 5.9%   | 168                 | 46     | 59.1%                |                      |  |  |
| New View                                       | 19                                      | 7               | 974                        | 232    | 181                 | 194    | 97               | 963                        | 206    | 7                   | 16     | 174                     | 183    | 17.8%               | 18.7%  | 269                 | 92     | 64.6%                |                      |  |  |
| Threshold                                      | 71                                      | 37              | 1,173                      | 92     | 312                 | 46     | 319              | 1,169                      | 91     | 57                  | 26     | 255                     | 49     | 21.7%               | 3.8%   | 366                 | 52     | 69.5%                |                      |  |  |
| IMPACT   | 28                                      | 12              | 981                        | 167    | 223                 | 92     | 204              | 993                        | 150    | 2                   | 29     | 220                     | 99     | 22.5%               | 8.1%   | 290                 | 48     | 75.9%                |                      |  |  |
| SCICAP   | 15                                      | 7               | 823                        | 188    | 91                  | 190    | 55               | 849                        | 172    | 20                  | 24     | 72                      | 158    | 8.7%                | 22.4%  | 223                 | 56     | 32.1%                |                      |  |  |
| SE Iowa  | 50                                      | 15              | 1,168                      | 134    | 322                 | 139    | 160              | 1,165                      | 127    | 15                  | 23     | 307                     | 134    | 26.3%               | 10.1%  | 405                 | 80     | 75.8%                |                      |  |  |
| SIEDA  | 29                                      | 17              | 789                        | 148    | 199                 | 80     | 165              | 797                        | 140    | -8                  | 24     | 209                     | 80     | 26.5%               | 6.1%   | 249                 | 51     | 83.8%                |                      |  |  |
| Upper Des Moines                               | 72                                      | 49              | 839                        | 61     | 158                 | 34     | 396              | 839                        | 62     | 13                  | 19     | 145                     | 30     | 17.3%               | 3.3%   | 231                 | 29     | 62.9%                |                      |  |  |
| West Central                                   | 37                                      | 19              | 796                        | 142    | 232                 | 102    | 327              | 800                        | 137    | 2                   | 18     | 230                     | 97     | 28.8%               | 7.6%   | 247                 | 47     | 93.1%                |                      |  |  |
| CAA Siouxland                                  | 19                                      | 11              | 1,169                      | 147    | 217                 | 109    | 199              | 1,178                      | 140    | 73                  | 26     | 146                     | 100    | 12.5%               | 9.0%   | 219                 | 49     | 66.4%                |                      |  |  |
| Polk County                                    | 115                                     | 75              | 1,114                      | 65     | 325                 | 44     | 505              | 1,114                      | 64     | 27                  | 20     | 297                     | 47     | 26.7%               | 3.3%   | 308                 | 19     | 96.4%                |                      |  |  |
| Overall  | 942                                     | 544             | 1,009                      | 25     | 261                 | 17     | 4,582            | 1,008                      | 25     | 14                  | 6      | 247                     | 17     | 24.5%               | 13%    | 291                 | 11     | 84.8%                |                      |  |  |
| Mobile Home Results (entire state)             |   |                 |                            |        |                     |        |                  |                            |        |                     |        |                         |        |                     |        |                     |        |                      |                      |  |  |
| Overall  | 75                                      | 38              | 942                        | 62     | 182                 | 60     | 148              | 934                        | 64     | -21                 | 21     | 204                     | 59     | 21.7%               | 5.1%   | 150                 | 21     | 136.3%               |                      |  |  |

## SAVINGS WITH RESPECT TO PRE-WEATHERIZATION USAGE

We plotted the relationship between the normalized annual consumption and the net savings for single family site-built dwellings (Figure 2.2). The upward trending regression line indicates the population-weighted fit between NAC and savings, and demonstrates savings in relation to baseline consumption. The statewide average is shown at the center, labeled 'State'.



**Figure 2.2 Savings in relation to the pre-weatherization normalized annual consumption (single family site-built dwellings).**

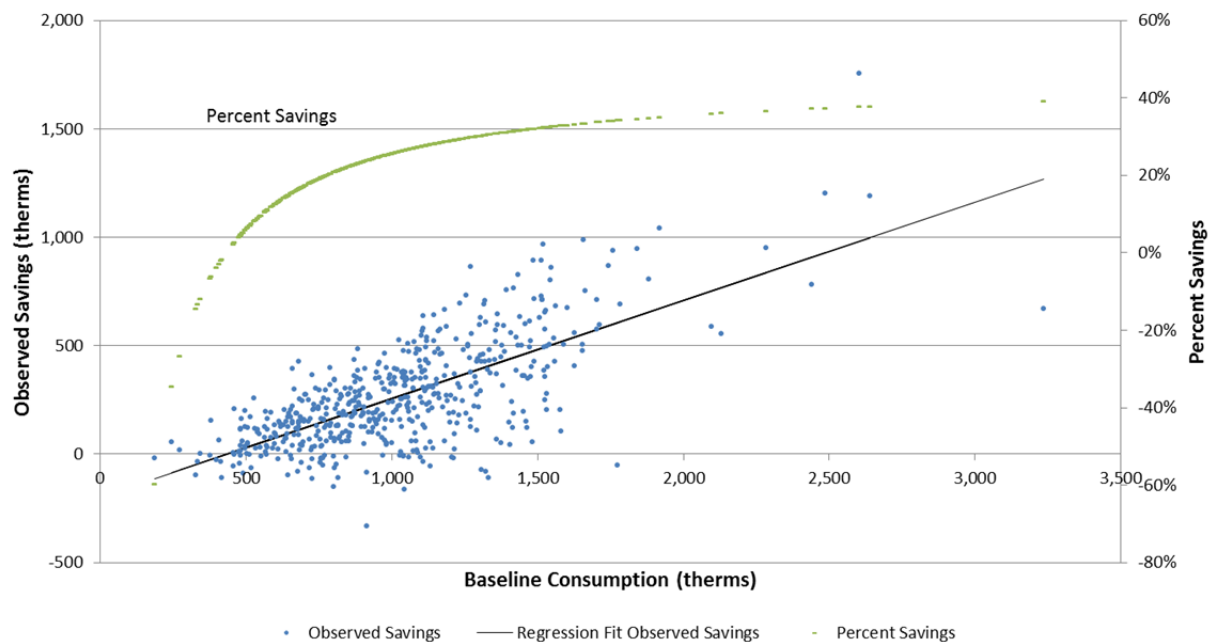
The 90% confidence intervals are extremely wide for several agencies, including SCICAP, New View, MATURA, and New Opportunities. The high variation in savings can be attributed to various factors including wide variations in housing stock, agency practices, and lower sample sizes. These factors are becoming a hindrance to assessing agency-specific results in recent years as fewer numbers of homes weatherized annually.

The 90% confidence intervals of the average adjusted savings for each agency are shown in the error bars. Agencies with confidence intervals overlapping the regression line produced savings consistent with the state overall for dwellings relative to the baseline consumption for those agencies. The most significant underperforming agency was Upper Des Moines. This suggests that significant differently different housing stock, weatherization procedures, or other factors

resulted in comparatively lower savings for these agencies relative to pre-weatherization consumption.

In addition, agencies in which the confidence intervals range extend into or above the confidence interval for the state overall had similar or higher savings relative to the state. All agencies achieved this except Upper Des Moines.

Figure 2.3 provides another view of the savings with respect to baseline consumption. The plot shows a point for the savings for dwellings in our billing dataset, a regression line through all points, and an assessment of the percentage savings as determined by this regression line (shown by the curved line). The chart provides confirmation that absolute savings increase as higher-consumption dwellings are targeted. Percent savings increases significantly as baseline consumption increases at the lower range, and less so at higher ranges as the curve flattens out.

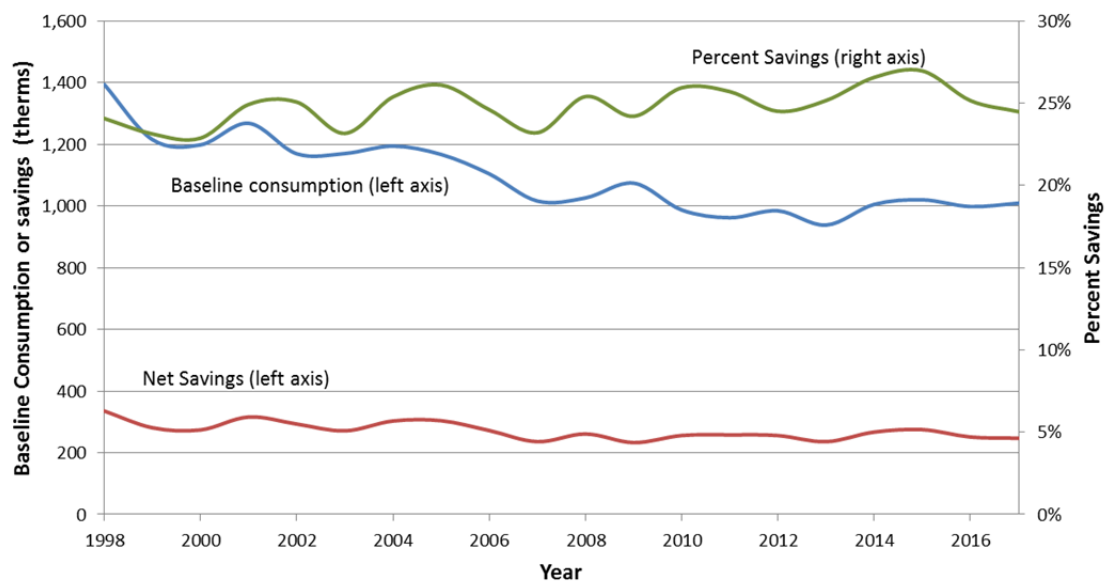


**Figure 2.3. Relationship between baseline consumption, savings, and percentage savings**

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## TRENDS IN BASELINE CONSUMPTION AND ENERGY SAVINGS

Figure 2.4 provides a yearly summary of baseline consumption, savings, and percentage savings for billing analyses conducted since the calendar year 1998 program. The treatment group normalized annual consumption approached 1,394 therms per site-built dwelling in the CY 1998 program. Baseline consumption has declined by 28% since then, and averaged 1,009 therms in CY 2017. Generally speaking, net savings has declined through 2010 and has increased slightly since then. Overall percentage savings has increased through the period, from around 23% to slightly more than 24.5% in the 2016 program.



**Figure 2.4 Annual Baseline Consumption, Savings, and Percentage Savings**

## ATTRITION ANALYSIS – ELECTRICITY

We requested data for 839 weatherization client dwellings and 87,501 LIHEAP client dwellings for our comparison group. The electricity analysis was restricted to home weatherized from Oct, 2017 through May, 2017 to allow for up to a year of pre and post-weatherization periods.

Overall we had 520 treatment and 45,486 comparison group homes which passed all screens.

**Table 2.5 Electricity Analysis Sample Attrition**

|                    |                      | State |        | IPL   |        | MAE   |        |
|--------------------|----------------------|-------|--------|-------|--------|-------|--------|
|                    |                      | Trt   | Cmpr   | Trt   | Cmpr   | Trt   | Cmpr   |
| Return Rate        | Requested            | 839   | 87,501 | 469   | 40,547 | 370   | 46,925 |
|                    | Returned             | 738   | 73,269 | 442   | 39,745 | 296   | 33,524 |
|                    | Percentage Returned  | 88.0% | 83.7%  | 94.2% | 98.0%  | 80.0% | 71.4%  |
| Useable Histories  | Both Pre and Pst Cnt | 601   | 57,768 | 332   | 24,904 | 269   | 32,848 |
|                    | Both Pre and Pst Pct | 71.6% | 66.0%  | 70.8% | 61.4%  | 72.7% | 70.0%  |
| Passed Model       | Both Pre and Pst Cnt | 539   | 47,996 | 290   | 21,363 | 249   | 26,625 |
|                    | Both Pre and Pst Pct | 64.2% | 54.9%  | 61.8% | 52.7%  | 67.3% | 56.7%  |
| Passed Reliability | Both Pre and Pst Cnt | 520   | 45,486 | 283   | 21,037 | 237   | 24,444 |
|                    | Both Pre and Pst Pct | 62.0% | 52.0%  | 60.3% | 51.9%  | 64.1% | 52.1%  |

Table 2.6 provides the attrition analysis broken out by housing type. Most of the cases with electricity results were for weatherized single family detached frame dwellings, totaling 479 cases. Twenty-nine mobile homes and twelve multi-family units weatherized by the program passed all screens.

**Table 2.6 Electricity Attrition by Housing Type**

|  |                      | State |        | IPL   |        | MAE   |        |
|--|----------------------|-------|--------|-------|--------|-------|--------|
|  |                      | Trt   | Cmpr   | Trt   | Cmpr   | Trt   | Cmpr   |
| <b>Single Family Detached Framed Dwellings</b> |                      |       |        |       |        |       |        |
| Requested                                      |                      | 744   | 60,891 | 403   | 28,759 | 341   | 32,109 |
| Returned                                       |                      | 665   | 52,329 | 389   | 28,167 | 276   | 24,162 |
| Percentage Returned                            |                      | 89.4% | 85.9%  | 96.5% | 97.9%  | 80.9% | 75.2%  |
| Passed Model                                   | Both Pre and Pst Cnt | 496   | 35,910 | 263   | 16,177 | 233   | 19,728 |
| Diagnostics                                    | Both Pre and Pst Pct | 66.7% | 59.0%  | 65.3% | 56.3%  | 68.3% | 61.4%  |
| Passed Reliability                             | Both Pre and Pst Cnt | 479   | 34,136 | 257   | 15,922 | 222   | 18,210 |
| Screens  | Both Pre and Pst Pct | 64.4% | 56.1%  | 63.8% | 55.4%  | 65.1% | 56.7%  |
| <b>Mobile Homes</b>                            |                      |       |        |       |        |       |        |
| Requested                                      |                      | 52    | 3,376  | 31    | 1,550  | 21    | 1,825  |
| Returned                                       |                      | 45    | 2,814  | 30    | 1,513  | 15    | 1,301  |
| Percentage Returned                            |                      | 86.5% | 83.4%  | 96.8% | 97.6%  | 71.4% | 71.3%  |
| Passed Model                                   | Both Pre and Pst Cnt | 31    | 1,851  | 19    | 786    | 12    | 1,065  |
| Diagnostics                                    | Both Pre and Pst Pct | 59.6% | 54.8%  | 61.3% | 50.7%  | 57.1% | 58.4%  |
| Passed Reliability                             | Both Pre and Pst Cnt | 29    | 1,750  | 18    | 771    | 11    | 979    |
| Screens  | Both Pre and Pst Pct | 55.8% | 51.8%  | 58.1% | 49.7%  | 52.4% | 53.6%  |
| <b>Multi-Family</b>                            |                      |       |        |       |        |       |        |
| Requested                                      |                      | 43    | 23,234 | 35    | 10,238 | 8     | 12,991 |
| Returned                                       |                      | 28    | 18,126 | 23    | 10,065 | 5     | 8,061  |
| Percentage Returned                            |                      | 65.1% | 78.0%  | 65.7% | 98.3%  | 62.5% | 62.1%  |
| Passed Model                                   | Both Pre and Pst Cnt | 12    | 10,235 | 8     | 4,400  | 4     | 5,832  |
| Diagnostics                                    | Both Pre and Pst Pct | 27.9% | 44.1%  | 22.9% | 43.0%  | 50.0% | 44.9%  |
| Passed Reliability                             | Both Pre and Pst Cnt | 12    | 9,600  | 8     | 4,344  | 4     | 5,255  |
| Screens  | Both Pre and Pst Pct | 27.9% | 41.3%  | 22.9% | 42.4%  | 50.0% | 40.5%  |

## OUTLIERS

An outlier screen was then applied to models with reliable pre and post usage data using the Interquartile Rule for Outliers (Tukey Fence). Cases where the percentage savings were greater or less than 1.5 times the interquartile range were dropped.

The outlier screen dropped approximately 6% of treatment group observations and 13% of comparison group cases with pre and post savings models.

## ELECTRICITY IMPACT ANALYSIS

We developed state-level electricity savings results for two groups, those with non-electric space heat and for those with electric space heat. Our results are summarized in Table 2.7.



**Table 2.7 Electricity Fuel Consumption Analysis Results (State Level Results)**

|   | Population | Treatment Group |             |        |               |        | Comparison Group |        |               |        |                   | Net Savings |                     |        |                         | Percent Savings |                      |        | Estimated Savings |  |  |
|---|------------|-----------------|-------------|--------|---------------|--------|------------------|--------|---------------|--------|-------------------|-------------|---------------------|--------|-------------------------|-----------------|----------------------|--------|-------------------|--|--|
|   | n          | n               | Baseline    | 90% CI | Savings (kWh) | 90% CI | Baseline         | 90% CI | Savings (kWh) | 90% CI | Net Savings (kWh) | 90% CI      | Percent Savings (%) | 90% CI | Estimated Savings (kWh) | 90% CI          | Realization Rate (%) |        |                   |  |  |
|   |            |                 | Cons. (kWh) |        |               |        | Cons. (kWh)      |        |               |        |                   |             |                     |        |                         |                 |                      |        |                   |  |  |
| Electric Savings for Dwellings with Non-Electric Space Heat |            |                 |             |        |               |        |                  |        |               |        |                   |             |                     |        |                         |                 |                      |        |                   |  |  |
| Overall   | 932        | 455             | 10,368      | 389    | 967           | 85     | 3,280            | 10,002 | 390           | 387    | 128               | 577         | 211                 | 4.8%   | 18%                     | 515             | 23                   | 111.9% |                   |  |  |
| Electric Savings for Dwellings with Electric Space Heat     |            |                 |             |        |               |        |                  |        |               |        |                   |             |                     |        |                         |                 |                      |        |                   |  |  |
| Overall   | 71         | 35              | 22,472      | 2,586  | 3,298         | 1,575  | 338              | 22,364 | 2,544         | 372    | 492               | 2,979       | 1,592               | 9.4%   | 6.8%                    | 2,136           | 494                  | 139.5% |                   |  |  |

Dwellings with non-electric space heat averaged 577 kWh net savings from lighting, refrigerators and freezers, water heating, and cooling measures. The average net savings for dwellings with electric heat averaged 2,979 kWh per dwelling.

## COMPARISON OF SAMPLE AND OVERALL PROGRAM POPULATIONS

Measure-level savings are estimated for all weatherization clients. These are based upon the actual installed quantities and measure type (e.g., r-value and amount of insulation installed) and measured reductions in the air leakage rate. Consequently the dwelling-specific estimate savings provide a good basis of comparison between the sample and overall population. Table 2.8 provides a comparison of the estimated savings for the population and billing analysis sample for site-built single family homes and mobile homes.

**Table 2.8 Estimated Savings for the Population and Billing Analysis Sample – Gas Heated Dwellings**

|                                 | Natural Gas                           |       |                                   |       | Electricity                        |       |                                |       |
|---------------------------------|---------------------------------------|-------|-----------------------------------|-------|------------------------------------|-------|--------------------------------|-------|
|                                 | Population<br>Est Savings<br>(therms) | Count | Sample<br>Est Savings<br>(therms) | Count | Population<br>Est Savings<br>(kWh) | Count | Sample<br>Est Savings<br>(kWh) | Count |
| <b>Site-Built Single Family</b> |                                       |       |                                   |       |                                    |       |                                |       |
| Overall                         | 288                                   | 942   | 291                               | 544   | 533                                | 436   | 545                            | 218   |
| New Opportunities               | 343                                   | 36    | 365                               | 19    | 600                                | 10    | 621                            | 8     |
| HACAP                           | 263                                   | 90    | 274                               | 41    | 505                                | 31    | 552                            | 21    |
| Eastern IA                      | 306                                   | 103   | 307                               | 78    | 508                                | 52    | 463                            | 30    |
| MATURA                          | 153                                   | 11    | 201                               | 5     | 217                                | 6     | 238                            | 2     |
| MICA                            | 268                                   | 79    | 268                               | 60    | 465                                | 45    | 480                            | 25    |
| Mid-Sioux                       | 237                                   | 32    | 231                               | 16    | 618                                | 9     | 582                            | 5     |
| North Iowa                      | 367                                   | 79    | 366                               | 53    | 771                                | 32    | 782                            | 18    |
| NE Iowa                         | 179                                   | 57    | 168                               | 23    | 352                                | 35    | 349                            | 15    |
| New View                        | 276                                   | 19    | 269                               | 7     | 898                                | 7     | 707                            | 1     |
| Threshold                       | 331                                   | 71    | 366                               | 37    | 399                                | 37    | 442                            | 20    |
| IMPACT                          | 266                                   | 28    | 290                               | 12    | 432                                | 9     | 559                            | 2     |
| SCICAP                          | 251                                   | 15    | 223                               | 7     | 345                                | 7     | 279                            | 2     |
| SE Iowa                         | 416                                   | 50    | 405                               | 15    | 677                                | 25    | 677                            | 12    |
| SIEDA                           | 265                                   | 29    | 249                               | 17    | 550                                | 27    | 585                            | 7     |
| Upper Des Moines                | 228                                   | 72    | 231                               | 49    | 525                                | 34    | 531                            | 16    |
| West Central                    | 237                                   | 37    | 247                               | 19    | 496                                | 21    | 469                            | 11    |
| CAA Siouxland                   | 264                                   | 19    | 219                               | 11    | 1,031                              | 4     | 1,687                          | 2     |
| Polk County                     | 310                                   | 115   | 308                               | 75    | 618                                | 45    | 632                            | 21    |
| <b>Mobile Home</b>              |                                       |       |                                   |       |                                    |       |                                |       |
| Overall                         | 150                                   | 75    | 150                               | 38    | 325                                | 65    | 311                            | 30    |
| <b>Multi-Family</b>             |                                       |       |                                   |       |                                    |       |                                |       |
| Overall                         | 228                                   | 37    | 252                               | 6     | 532                                | 337   | 516                            | 203   |

The gas estimated savings for single family homes statewide were similar between the population (288 therms) and sample (291 therms). There is a little more variability between the population and sample at the agency levels though most compared to within 10%. The estimated savings for the mobile home sample was nearly the same as the population overall as well (150 therms in each case). The population and estimated gas savings were also close for multi-family, at 228 and 252 therms, respectively.

Estimated electricity savings shown in Table 2.8 are for housing units heated with natural gas heat. The estimated electricity savings for single family homes were also similar for the state overall, with 533 kWh for the population and 545 kWh for the sample. The estimated electricity savings for the mobile homes in the billing analysis sample also was within 4% of the population.

It's important to recognize that differences in estimated savings between the sample and population don't directly affect the adjustment factors that are applied to the estimated savings. The adjustment factors are the percentage difference between the estimated and observed savings *of the sample*. For example, if the observed sample impacts are 10% greater than the sample estimated impacts, then a 10% adjustment is applied to all houses. We need only be concerned if there are large differences between the estimated savings of the sample and the population, and the above table indicates that there are no significant differences.

Table 2.9 provides a similar comparison for the electricity billing analysis. The first line shows nearly identical estimates of savings for the population and sample in units with non-electric heat (propane, fuel oil, natural gas, wood, etc.), at 516 kWh and 515 kWh respectively. The population and estimated savings for units heating with electricity varied by approximately 10%, which is reasonable given the few units that heat with electricity.

**Table 2.9 Estimated Savings for the Population and Billing Analysis Sample - Electricity**

|                          | Population           |       | Sample               |       |
|--------------------------|----------------------|-------|----------------------|-------|
|                          | Est Savings<br>(kWh) | Count | Est Savings<br>(kWh) | Count |
| Overall, non-electric ht | 516                  | 838   | 515                  | 455   |
| Overall, electric heat   | 1,924                | 63    | 2,136                | 35    |



### 3. DETAILED SPENDING AND IMPACT PROFILES BY FUNDING ENTITY

This section provides tables of spending and impacts for the utilities, the state, and the overall program. The tables are designed to provide information to meet the filing requirements for cost recovery.

The summaries of impacts for state and utility funding are similar in format to those provided in the earlier SLICE reports.

We show a second table for each of the utilities in this report. These tables show the combined impacts of electricity and natural gas measures from all funding sources. These tables should prove useful for the energy and demand planning departments at the utilities to account for the aggregate impacts of the low-income program, and not just the impacts funded by a specific utility.

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Reported Labor, Materials and Utility Admin Expenditures: \$16,881,496**

**Utility Administration Expenditures: \$260,580**

**Total Labor and Material Expenditures: \$16,620,915**

|                                 | Number of Dwellings with Impacts |          |       |         |          |       | Number of Dwellings with kWh Impacts |         |  |           |       |           | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |            |               |               |         |         |          |                                    |           |                                 | Average Billing Adjusted First Year Costs and Savings |            |               |               |         |         |         |          |         |      |
|---------------------------------|----------------------------------|----------|-------|---------|----------|-------|--------------------------------------|---------|--|-----------|-------|-----------|------------------------------------|-------------------------------------|------------|---------------|---------------|---------|---------|----------|------------------------------------|-----------|---------------------------------|---|------------|---------------|---------------|---------|---------|---------|----------|---------|------|
|                                 |                                  |          |       |         |          |       |                                      |         |  |           |       |           |                                    | Electricity                         |            |               | Gas           |         | Propane | Fuel Oil | Other                              |           | per Dwelling Receiving Measures |   |            | Electricity   |               | Gas     |         | Propane | Fuel Oil | Other   |      |
| Measure                         | Total                            | Electric | Gas   | Propane | Fuel Oil | Other | Cooling                              | Heating |  |           |       | Summer kW | Summer kWh                         | Winter kWh                          | Annual kWh | Pk-Day therms | Annual therms | gallons | gallons | Mbtu     | Spending on Materials & Labor (\$) | Summer kW | Summer kWh                      | Winter kWh  | Annual kWh | Pk-Day therms | Annual therms | gallons | gallons | Mbtu    | gallons  | gallons | Mbtu |
| Total Efficiency Measures       | 1,255                            | 1,255    | 1,055 | 104     | 14       | 2     | 1,282                                | 1,255   |  | 9,115,286 | 278.3 |           | 273.1                              | 986,992                             | 2,616      | 252,720       | 28,672        | 1,932   | 35      | 7,263    | 0.222                              |           | 0.218                           |   | 786        | 2.48          |               | 240     |         | 276     | 138      | 17      |      |
| Total Shell & Htg. Sys. Repl    | 1,255                            | 1,255    | 1,055 | 104     | 14       | 2     | 1,228                                | 1,254   |  | 7,584,254 | 239.7 | 269,088   | 216.9                              | 332,373                             | 601,461    | 2,459         | 225,191       | 27,313  | 1,932   | 35       | 6,043                              | 0.195     | 219                             | 0.173   | 265        | 479           | 2.33          |         | 213     |         | 263      | 138     | 17   |
| Total Shell Measures            | 1,254                            | 1,254    | 1,055 | 104     | 14       | 2     | 1,228                                | 1,253   |  | 5,090,864 | 239.7 | 269,088   | 213.7                              | 327,601                             | 596,689    | 1,475         | 135,209       | 14,533  | 1,293   | 25       | 4,060                              | 0.195     | 219                             | 0.171   | 261        | 476           | 1.40          | 128     |         | 140     | 92       | 12      |      |
| Wall Insul.                     | 739                              | 668      | 642   | 59      | 9        | 0     | 666                                  | 29      |  | 1,350,475 | 90.6  | 109,261   | 24.6                               | 37,783                              | 147,044    | 509           | 46,663        | 4,771   | 372     | 0        | 1,827                              | 0.136     | 164                             | 0.847   | 1,303      | 220           | 0.79          |         | 73      |         | 81       | 41      | -    |
| Open Blown Ceiling Insul        | 1,003                            | 928      | 845   | 82      | 11       | 2     | 923                                  | 63      |  | 795,012   | 90.0  | 108,567   | 75.5                               | 115,469                             | 224,035    | 434           | 39,751        | 4,006   | 494     | 7        | 793                                | 0.098     | 118                             | 1.198   | 1,833      | 241           | 0.51          |         | 47      |         | 49       | 45      | 4    |
| Cavity Fill Insul               | 325                              | 254      | 288   | 21      | 3        | 0     | 252                                  | 13      |  | 260,783   | 12.7  | 15,324    | 5.8                                | 9,012                               | 24,335     | 136           | 12,463        | 1,174   | 93      | 0        | 802                                | 0.050     | 61                              | 0.448   | 693        | 96            | 0.47          |         | 43      |         | 56       | 31      | -    |
| Sloped Attic Insul              | 3441                             | 300      | 299   | 25      | 4        | 1     | 299                                  | 12      |  | 183,041   | 15.9  | 19,165    | 6.0                                | 9,115                               | 28,281     | 120           | 11,095        | 1,017   | 101     | 6        | 535                                | 0.053     | 64                              | 0.501   | 760        | 94            | 0.40          |         | 37      |         | 41       | 25      | 6    |
| Kneewall Insul                  | 293                              | 249      | 257   | 21      | 2        | 1     | 248                                  | 12      |  | 128,698   | 5.5   | 7,166     | 4.5                                | 6,890                               | 14,056     | 41            | 3,764         | 562     | 15      | 3        | 439                                | 0.024     | 29                              | 0.374   | 574        | 56            | 0.16          |         | 15      |         | 27       | 8       | 3    |
| Infltr. Reduction               | 1,244                            | 1,152    | 1,048 | 103     | 14       | 2     | 1,147                                | 77      |  | 1,045,485 | 18.0  | 21,691    | 13.5                               | 20,615                              | 42,306     | 183           | 16,743        | 1,898   | 119     | 5        | 840                                | 0.016     | 19                              | 0.175   | 268        | 37            | 0.18          |         | 16      |         | 18       | 8       | 2    |
| Found./Crawl. Insul             | 508                              | 165      | 420   | 49      | 8        | 2     | 153                                  | 29      |  | 326,441   | 9.5   | 11,436    | 8.1                                | 12,295                              | 23,731     | 75            | 6,867         | 1,038   | 89      | 4        | 643                                | 0.062     | 75                              | 0.280   | 424        | 144           | 0.18          |         | 16      |         | 21       | 11      | 2    |
| Bandjoist Insul.                | 491                              | 37       | 383   | 62      | 9        | 0     | -                                    | 37      |  | 101,910   | 0.0   | 0         | 5.8                                | 8,868                               | 8,868      | 29            | 2,709         | 541     | 40      | 0        | 208                                | 0.000     | 0                               | 0.156   | 240        | 240           | 0.08          |         | 7       |         | 9        | 4       | -    |
| Furnace Blower Fan <sup>1</sup> | 1,175                            | 1,159    | 1,055 | 104     | 14       | 2     | -                                    | 1,159   |  | 0         | 0.0   | 0         | 100.6                              | 154,437                             | 154,437    | (6)           | (577)         | (54)    | (6)     | (0)      | 0                                  | 0.000     | 0                               | 0.087   | 133        | 133           | (0.01)        |         | (1)     |         | (1)      | (0)     | (0)  |
| Exhaust Ventilator <sup>2</sup> | 948                              | 948      | 807   | 73      | 6        | 1     | 948                                  | 948     |  | 898,996   | -2.9  | (23,523)  | (30.5)                             | (46,882)                            | (70,405)   | (46)          | (4,269)       | (421)   | (24)    | (1)      | 948                                | -0.003    | (25)                            | (0.032)   | (49)       | (74)          | (0.06)        |         | (5)     |         |          |         |      |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Iowa Division of Community Action Agencies  
Billing Adjusted Costs and Impacts for DCAA-Funded**

**Total Reported Labor, Materials and Utility Admin Expenditures: \$10,870,884**

**Utility Administration Expenditures:** -

**Total Labor and Material Expenditures: \$10,870,884**

|                              | Number of Dwellings with Impacts |          |       |         |          |       | Number of Dwellings with kWh Impacts |         |  |  |           |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |         |         |         |                                    |            |            |                                 | Average Billing Adjusted First Year Costs and Savings |               |         |         |             |                                    |            |            |            |               |               |         |         |      |
|------------------------------|----------------------------------|----------|-------|---------|----------|-------|--------------------------------------|---------|--|--|-----------|------------|------------------------------------|-------------------------------------|---------------|---------------|---------|---------|---------|------------------------------------|------------|------------|---------------------------------|---|---------------|---------|---------|-------------|------------------------------------|------------|------------|------------|---------------|---------------|---------|---------|------|
|                              |                                  |          |       |         |          |       |                                      |         |  |  |           |            |                                    | Electricity                         |               |               | Gas     |         | Propane | Fuel Oil                           | Other      |            | per Dwelling Receiving Measures |   |               |         |         | Electricity |                                    | Gas        |            | Propane    | Fuel Oil      | Other         |         |         |      |
| Measure                      | Total                            | Electric | Gas   | Propane | Fuel Oil | Other | Cooling                              | Heating |  |  |           | Summer kWh | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | gallons | gallons | Mbtu    | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh | Annual kWh                      | Pk-Day therms   | Annual therms | gallons | gallons | Mbtu        | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh | Annual kWh | Pk-Day therms | Annual therms | gallons | gallons | Mbtu |
| Total Efficiency Measures    | 1,251                            | 1,247    | 1,049 | 104     | 14       | 2     | 1,218                                | 1,247   |  |  | 4,370,921 | 88.4       | 101.4                              | 324,984                             | 783           | 75,404        | 28,672  | 1,932   | 35      | 3,494                              | 0.073      | 0.081      | 261                             | 0.75  | 72            | 276     | 138     | 17          |                                    |            |            |            |               |               |         |         |      |
| Total Shell & Htg. Sys. Repl | 1,245                            | 1,245    | 1,045 | 104     | 14       | 2     | 1,193                                | 1,244   |  |  | 3,816,149 | 76.0       | 71,683                             | 83.9                                | 129,036       | 200,719       | 735     | 67,073  | 27,313  | 1,932                              | 35         | 3,065      | 0.064                           | 60  | 0.067         | 104     | 161     | 0.70        | 64                                 | 263        | 138        | 17         |               |               |         |         |      |
| Total Shell Measures         | 1,244                            | 1,244    | 1,045 | 104     | 14       | 2     | 1,193                                | 1,243   |  |  | 2,674,450 | 76.0       | 71,683                             | 81.5                                | 125,323       | 197,006       | 399     | 36,343  | 14,533  | 1,293                              | 25         | 2,150      | 0.064                           | 60  | 0.066         | 101     | 158     | 0.38        | 35                                 | 140        | 92         | 12         |               |               |         |         |      |
| Wall Insul.                  | 328                              | 239      | 186   | 59      | 9        | 0     | 234                                  | 13      |  |  | 424,276   | 27.6       | 33,292                             | 10.5                                | 16,508        | 49,800        | 125     | 11,429  | 4,771   | 372                                | 0          | 1,294      | 0.118                           | 142   | 0.806         | 1,270   | 208     | 0.67        | 61                                 | 81         | 41         | -          |               |               |         |         |      |
| Open Blown Ceiling Insul     | 402                              | 294      | 210   | 82      | 11       | 2     | 289                                  | 20      |  |  | 235,311   | 24.9       | 30,063                             | 22.3                                | 34,317        | 64,380        | 97      | 8,799   | 4,006   | 494                                | 7          | 585        | 0.086                           | 104   | 1.116         | 1,716   | 219     | 0.46        | 42                                 | 49         | 45         | 4          |               |               |         |         |      |
| Cavity Fill Insul            | 134                              | 90       | 83    | 21      | 3        | 0     | 87                                   | 8       |  |  | 92,233    | 4.4        | 5,322                              | 3.7                                 | 5,671         | 10,994        | 38      | 3,548   | 1,174   | 93                                 | 0          | 688        | 0.051                           | 61  | 0.459         | 709     | 122     | 0.46        | 43                                 | 56         | 31         | -          |               |               |         |         |      |
| Attic Insul                  | 139                              | 103      | 82    | 25      | 4        | 1     | 102                                  | 5       |  |  | 60,560    | 5.0        | 6,041                              | 1.5                                 | 2,360         | 8,421         | 28      | 2,613   | 1,017   | 101                                | 6          | 436        | 0.049                           | 59  | 0.309         | 476     | 82      | 0.34        | 32                                 | 41         | 25         | 6          |               |               |         |         |      |
| Kneewall Insul               | 117                              | 85       | 59    | 21      | 2        | 1     | 84                                   | 5       |  |  | 38,236    | 1.8        | 2,184                              | 1.0                                 | 1,575         | 3,760         | 7       | 670     | 562     | 15                                 | 3          | 327        | 0.022                           | 26  | 0.209         | 315     | 44      | 0.12        | 11                                 | 27         | 8          | 3          |               |               |         |         |      |
| Infltr. Reduction            | 1,119                            | 954      | 873   | 103     | 14       | 2     | 947                                  | 64      |  |  | 771,523   | 12.4       | 14,951                             | 9.8                                 | 14,983        | 29,934        | 126     | 11,468  | 1,898   | 119                                | 5          | 689        | 0.013                           | 16  | 0.153         | 234     | 31      | 0.14        | 13                                 | 18         | 8          | 2          |               |               |         |         |      |
| Found./Crawl. Insul          | 194                              | 56       | 114   | 49      | 8        | 2     | 50                                   | 9       |  |  | 116,709   | 2.8        | 3,352                              | 2.9                                 | 4,326         | 7,678         | 19      | 1,777   | 1,038   | 89                                 | 4          | 602        | 0.056                           | 67  | 0.318         | 481     | 137     | 0.17        | 16                                 | 21         | 11         | 2          |               |               |         |         |      |
| Bandjoist Insul.             | 179                              | 12       | 96    | 62      | 9        | 0     | -                                    | 12      |  |  | 36,574    | 0.0        | 0                                  | 2.2                                 | 3,424         | 3,424         | 6       | 599     | 541     | 40                                 | 0          | 204        | 0.000                           | 0   | 0.184         | 285     | 285     | 0.07        | 6                                  | 9          | 4          | -          |               |               |         |         |      |
| Furnace Blower Fan¹          | 1,082                            | 1,082    | 962   | 104     | 14       | 2     | -                                    | 1,082   |  |  | 0         | 0.0        | 0                                  | 58.1                                | 89,020        | 89,020        | (3)     | (289)   | (54)    | (6)                                | (0)        | 0          | 0.000                           | 0   | 0.054         | 82      | 82      | (0.00)      | (0)                                | (1)        | (0)        | (1)        |               |               |         |         |      |
| Exhaust Ventilator²          | 948                              | 948      | 807   | 73      | 6        | 1     | 948                                  | 948     |  |  | 898,996   | -2.9       | (23,523)                           | (30.5)                              | (46,882)      | (70,405       |         |         |         |                                    |            |            |                                 |   |               |         |         |             |                                    |            |            |            |               |               |         |         |      |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements.

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Alliant - Interstate Power and Light**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$2,911,284

Utility Administration Expenditures: \$139,762

Total Labor and Material Expenditures: \$2,771,522

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |      |            |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |     |            |               |               |        |     |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|------|------------|---------------|---------------|---|-----------|-------------|-----|------------|---------------|---------------|--------|-----|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |      | Annual kWh | Gas           |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity |     | Annual kWh | Gas           |               |        |     |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh  |            | Pk-Day therms | Annual therms |   |           | kWh         | kWh |            | Pk-Day therms | Annual therms |        |     |
| Total Efficiency Measures         | 621                              | 549      | 380 | 545  | 549     | 2,286,936                          | 111.2                               | 95.5        |      | 381,713    | 826           | 79,909        | 3,683   | 0.204     | 0.174       |     | 695        | 2.17          | 210           |        |     |
| Total Shell & Htg. Sys. Repl      | 601                              | 530      | 378 | 488  | 528     | 1,814,359                          | 95.5                                | 115,198     | 72.2 | 110,668    | 225,866       | 779           | 71,736  | 3,019     | 0.196       | 236 | 0.137      | 210           | 426           | 2.06   | 190 |
| Total Shell Measures              | 601                              | 530      | 378 | 488  | 527     | 1,170,169                          | 95.5                                | 115,198     | 71.6 | 109,830    | 225,028       | 490           | 45,210  | 1,947     | 0.196       | 236 | 0.136      | 208           | 425           | 1.30   | 120 |
| Wall Insul.                       | 332                              | 273      | 229 | 273  | 11      | 441,480                            | 35.7                                | 43,112      | 9.3  | 14,154     | 57,266        | 177           | 16,336  | 1,330     | 0.131       | 158 | 0.847      | 1,287         | 210           | 0.77   | 71  |
| Open Blown Ceiling Insul.         | 467                              | 396      | 302 | 395  | 24      | 265,322                            | 37.7                                | 45,467      | 25.0 | 38,112     | 83,579        | 156           | 14,449  | 568       | 0.095       | 115 | 1.043      | 1,588         | 211           | 0.52   | 48  |
| Cavity Fill Insul.                | 103                              | 79       | 79  | 79   | 3       | 70,044                             | 4.1                                 | 4,895       | 2.1  | 3,268      | 8,163         | 36            | 3,257   | 680       | 0.051       | 62  | 0.699      | 1,089         | 103           | 0.45   | 41  |
| Sloped Attic Insul.               | 163                              | 135      | 118 | 135  | 5       | 66,930                             | 6.8                                 | 8,180       | 2.8  | 4,359      | 12,538        | 47            | 4,358   | 411       | 0.050       | 61  | 0.568      | 872           | 93            | 0.40   | 37  |
| Kneewall Insul.                   | 137                              | 110      | 94  | 109  | 6       | 49,651                             | 2.9                                 | 3,515       | 2.9  | 4,589      | 8,104         | 16            | 1,462   | 362       | 0.027       | 32  | 0.490      | 765           | 74            | 0.17   | 16  |
| Infil. Reduction                  | 458                              | 375      | 330 | 374  | 28      | 163,118                            | 3.6                                 | 4,314       | 3.1  | 4,708      | 9,023         | 29            | 2,678   | 356       | 0.010       | 12  | 0.111      | 168           | 24            | 0.09   | 8   |
| Found./Crawl. Insul.              | 200                              | 80       | 158 | 76   | 10      | 82,467                             | 4.7                                 | 5,714       | 3.0  | 4,569      | 10,284        | 21            | 1,948   | 412       | 0.062       | 75  | 0.305      | 457           | 129           | 0.14   | 12  |
| Bandjoist Insul.                  | 146                              | 14       | 132 | -  | 14      | 31,156                             | 0.0                                 | 0           | 1.7  | 2,555      | 2,555         | 9             | 855   | 213       | 0.000       | 0   | 0.119      | 183           | 183           | 0.07   | 6   |
| Furnace Blower Fan <sup>1</sup>   | 569                              | 498      | 378 | -  | 498     | 0                                  | 0.0                                 | 0           | 21.6 | 33,516     | 33,516        | (1)           | (132)   | 0         | 0.000       | 0   | 0.043      | 67            | 67            | (0.00) | (0) |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0         | -           | -   | -          | -             | -             | -      | -   |
| Total Heating System Repl         | 254                              | 8        | 246 | -  | 8       | 644,190                            | 0.0                                 | 0           | 0.6  | 838        | 838           | 290           | 26,526  | 2,536     | 0.000       | 0   | 0.070      | 105           | 105           | 1.18   | 108 |
| Condensing Htg Sys Repl           | 246                              | 0        | 246 | -  | -       | 618,650                            | 0.0                                 | 0           | 0.0  | 0          | 0             | 290           | 26,526  | 2,515     | -           | -   | -          | -             | -             | 1.18   | 108 |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0         | -           | -   | -          | -             | -             | -      | -   |
| Electric Htg Sys Repl             | 6                                | 6        | 0   | -  | 6       | 18,540                             | 0.0                                 | 0           | 0.5  | 761        | 761           | 0             | 0   | 3,090     | 0.000       | 0   | 0.084      | 127           | 127           | -      | -   |
| Heat Pump Repl                    | 2                                | 2        | 0   | -  | 2       | 7,000                              | 0.0                                 | 0           | 0.1  | 77         | 77            | 0             | 0   | 3,500     | 0.000       | 0   | 0.026      | 39            | 39            | -      | -   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0         | -           | -   | -          | -             | -             | -      | -   |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           | Winter kW   |      | Annual kWh | Pk-Day therms | Annual therms |   | Summer kW | Winter kW   |     | Annual kWh | Pk-Day therms | Annual therms |        |     |
| Water Heating                     | 429                              | 153      | 276 | 800  | 221     | 578                                | 384,702                             | 0.0         | 0.2  | 15,679     | 47.0          | 8,174         | 897   | 0.000     | 0.002       |     | 102        | 0.170         | 30            |        |     |
| Temp. Reduct.                     | 1                                | 1        | 0   | 1  | 1       | 0                                  | 0                                   | 0.0         | 0.0  | 115        | 0.0           | 0             | 0   | 0.000     | 0.000       |     | 115        | -             | -             |        |     |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0  | 0          | 0.0           | 0             | 0   | -         | -           | -   | -          | -             | -             |        |     |
| Pipe Insul.                       | 354                              | 141      | 213 | 354  | 141     | 213                                | 4,063                               | 0.0         | 0.0  | 6,313      | 1.8           | 612           | 11  | 0.000     | 0.000       |     | 45         | 0.01          | 3             |        |     |
| LF Showerhead                     | 48                               | 13       | 35  | 48   | 13      | 35                                 | 293                                 | 0.0         | 0.1  | 2,491      | 0.8           | 242           | 6   | 0.000     | 0.004       |     | 192        | 0.02          | 7             |        |     |
| Faucet Aerator                    | 101                              | 17       | 84  | 134  | 20      | 114                                | 322                                 | 0.0         | 0.0  | 681        | 0.5           | 154           | 3   | 0.000     | 0.001       |     | 40         | 0.01          | 2             |        |     |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0  | 0          | 0.0           | 0             | 0   | -         | -           | -   | -          | -             | -             |        |     |
| Hi-Eff or Electric Wtr Htr Repl.  | 289                              | 52       | 237 | 263  | 46      | 216                                | 380,024                             | 0.0         | 0.2  | 6,079      | 43.9          | 7,166         | 1,315   | 0.000     | 0.003       |     | 117        | 0.19          | 30            |        |     |
| Lighting                          | 361                              | 361      |     | 3,139  | 3,139   |                                    | 16,614                              | 9.3         | 17.1 | 88,279     | -             | -             | 46  | 0.026     | 0.047       |     | 245        | -             | -             |        |     |
| Refrigerator/Freezer <sup>3</sup> | 97                               | 97       |     | 99   | 99      |                                    | 71,261                              | 6.4         | 6.0  | 51,888     | -             | -             | 735   | 0.066     | 0.062       |     | 535        | -             | -             |        |     |
| Refrigerator Removal              | 1                                | 1        |     | 1  | 1       |                                    | 40                                  | 0.1         | 0.1  | 512        | -             | -             | 40  | 0.063     | 0.059       |     | 512        | -             | -             |        |     |
| Refrigerator Exchange             | 92                               | 92       |     | 87   | 87      |                                    | 65,962                              | 5.6         | 5.2  | 45,279     | -             | -             | 717   | 0.061     | 0.057       |     | 492        | -             | -             |        |     |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0  | 0          | -             | -             | 0   | -         | -           | -   | -          | -             | -             |        |     |
| Freezer Exchange                  | 11                               | 11       |     | 11   | 11      |                                    | 5,260                               | 0.8         | 0.7  | 6,098      | -             | -             | 478   | 0.068     | 0.064       |     | 554        | -             | -             |        |     |
| Total Non-Efficiency Measures     | 620                              |          |     |  |         | 484,586                            |                                     |             |      |            |               |               | 782   |           |             |     |            |               |               |        |     |
| Misc Ins,Attic Access/Vent        | 202                              |          |     |  |         | 30,937                             |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 153    |     |
| Duct Sealing                      | 19                               |          |     |  |         | 4,213                              |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 222    |     |
| Duct Insulation                   | 6                                |          |     |  |         | 692                                |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 115    |     |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Htg. Sys. Tune & Clean            | 80                               |          |     |  |         | 8,132                              |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 102    |     |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Programmable Tstat                | 38                               |          |     |  |         | 3,667                              |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 97     |     |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Smoke Detector                    | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Htg Sys Ventilation               | 221                              |          |     |  |         | 35,071                             |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 159    |     |
| Water Heater Ventilation          | 207                              |          |     |  |         | 26,430                             |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 128    |     |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Health/Safety Repairs             | 66                               |          |     |  |         | 3,884                              |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 59     |     |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| General Repairs                   | 377                              |          |     |  |         | 98,514                             |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 261    |     |
| Meter Refrig (no action)          | 121                              |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Meter Freezer (no action)         | 39                               |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Support                           | 611                              |          |     |  |         | 273,046                            |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 447    |     |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Lead Safe Work                    | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |           |             |     |            |               |               | 0      |     |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.



**Alliant - Interstate Power and Light**  
**Billing Adjusted Impacts for All Customers of the Utility From All Funding Sources**

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |          |           | Billing Adjusted First-Year Savings |            |               |                   |               | Average Billing Adjusted Savings per Dwelling Receiving Measures |                   |            |               |               |      |        |     |
|-----------------------------------|----------------------------------|----------|-----|--|----------|-----------|-------------------------------------|------------|---------------|-------------------|---------------|--|-------------------|------------|---------------|---------------|------|--------|-----|
|                                   |                                  |          |     |  |          |           | Electricity                         |            |               | Gas Annual therms | Electricity   |  | Gas Annual therms |            |               |               |      |        |     |
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating  | Summer kW | Winter kWh                          | Annual kWh | Pk-Day therms |                   | Summer kW     | Winter kWh   |                   | Annual kWh | Pk-Day therms | Annual therms |      |        |     |
| Total Efficiency Measures         | 650                              | 571      | 394 | 570  | 570      | 122.3     | 113.6                               | 427,577    | 961           | 92,923            | 0.215         | 0.199  | 749               | 2.44       | 236           |               |      |        |     |
| Total Shell & Htg. Sys. Repl      | 650                              | 571      | 394 | 562  | 570      | 104.6     | 117,744                             | 88.1       | 134,903       | 252,647           | 907           | 83,429   | 0.186             | 210        | 0.155         | 237           | 442  | 2.30   | 212 |
| Total Shell Measures              | 650                              | 571      | 394 | 562  | 570      | 104.6     | 117,744                             | 86.7       | 132,753       | 250,496           | 547           | 50,439   | 0.186             | 210        | 0.152         | 233           | 439  | 1.39   | 128 |
| Wall Insul.                       | 355                              | 288      | 245 | 288  | 11       | 38.1      | 45,910                              | 9.5        | 14,430        | 60,340            | 193           | 17,837   | 0.132             | 159        | 0.863         | 1,312         | 210  | 0.79   | 73  |
| Open Blown Ceiling Insul.         | 501                              | 419      | 321 | 418  | 25       | 40.1      | 48,320                              | 25.9       | 39,503        | 87,822            | 167           | 15,491   | 0.096             | 116        | 1.037         | 1,580         | 210  | 0.52   | 48  |
| Cavity Fill Insul.                | 113                              | 83       | 86  | 83   | 3        | 4.3       | 5,152                               | 2.1        | 3,268         | 8,420             | 39            | 3,616  | 0.051             | 62         | 0.699         | 1,089         | 101  | 0.46   | 42  |
| Sloped Attic Insul.               | 178                              | 144      | 128 | 144  | 5        | 7.4       | 8,874                               | 2.8        | 4,359         | 13,232            | 51            | 4,757  | 0.051             | 62         | 0.568         | 872           | 92   | 0.40   | 37  |
| Kneewall Insul.                   | 146                              | 115      | 98  | 114  | 6        | 3.0       | 3,643                               | 2.9        | 4,589         | 8,232             | 17            | 1,541  | 0.026             | 32         | 0.490         | 765           | 72   | 0.17   | 16  |
| Infil. Reduction                  | 628                              | 528      | 393 | 527  | 30       | 7.8       | 9,461                               | 5.0        | 7,564         | 17,025            | 64            | 5,899  | 0.015             | 18         | 0.166         | 252           | 32   | 0.16   | 15  |
| Found./Crawl. Insul.              | 222                              | 89       | 171 | 84   | 11       | 5.2       | 6,313                               | 3.1        | 4,641         | 10,954            | 23            | 2,055  | 0.062             | 75         | 0.281         | 422           | 123  | 0.13   | 12  |
| Bandjoist Insul.                  | 159                              | 14       | 145 | -  | 14       | 0.0       | 0                                   | 1.7        | 2,579         | 2,579             | 10            | 937  | 0.000             | 0          | 0.120         | 184           | 184  | 0.07   | 6   |
| Furnace Blower Fan <sup>1</sup>   | 612                              | 533      | 394 | -  | 533      | 0.0       | 0                                   | 46.4       | 71,514        | 71,514            | (2)           | (211)  | 0.000             | 0          | 0.087         | 134           | 134  | (0.01) | (1) |
| Exhaust Ventilation <sup>2</sup>  | 466                              | 402      | 286 | 402  | 402      | -1.2      | (9,929)                             | (12.8)     | (19,693)      | (29,622)          | (16)          | (1,483)  | -0.003            | (25)       | (0.032)       | (49)          | (74) | (0.06) | (5) |
| Total Heating System Repl         | 283                              | 15       | 268 | -  | 15       | 0.0       | 0                                   | 1.4        | 2,151         | 2,151             | 360           | 32,990   | 0.000             | 0          | 0.095         | 143           | 143  | 1.34   | 123 |
| Condensing Htg Sys Repl           | 260                              | 0        | 260 | -  | -        | 0.0       | 0                                   | 0.0        | 0             | 0                 | 328           | 29,994   | -                 | -          | -             | -             | -    | 1.26   | 115 |
| Non-Cond Htg Sys Repl             | 25                               | 0        | 25  | -  | -        | 0.0       | 0                                   | 0.0        | 0             | 0                 | 32            | 2,996  | -                 | -          | -             | -             | -    | 1.29   | 120 |
| Electric Htg Sys Repl             | 12                               | 12       | 0   | -  | 12       | 0.0       | 0                                   | 1.2        | 1,738         | 1,738             | 0             | 0  | 0.000             | 0          | 0.096         | 145           | 145  | -      | -   |
| Heat Pump Repl                    | 3                                | 3        | 0   | -  | 3        | 0.0       | 0                                   | 0.3        | 412           | 412               | 0             | 0  | 0.000             | 0          | 0.090         | 137           | 137  | -      | -   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0                 | 0             | 0  | -                 | -          | -             | -             | -    | -      | -   |
|                                   |                                  |          |     | Number of Measures by Fuel Type              |          |           |                                     |            |               |                   |               |  |                   |            |               |               |      |        |     |
|                                   | Total                            | Electric | Gas | Total  | Electric | Gas       | Summer kW                           | Winter kW  | Annual kWh    | Pk-Day therms     | Annual therms | Summer kW  | Winter kW         | Annual kWh | Pk-Day therms | Annual therms |      |        |     |
| Water Heating                     | 463                              | 172      | 291 | 0  | 0        | 0         | 0.0                                 | 0.3        | 17,969        | 54.6              | 9,494         | 0.000  | 0.002             | 104        | 0.188         | 33            |      |        |     |
| Temp. Reduct.                     | 1                                | 1        | 0   | 0  | 0        | 0         | 0.0                                 | 0.0        | 115           | 0.0               | 0             | 0.000  | 0.000             | 115        | -             | -             |      |        |     |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 0.0               | 0             | -  | -                 | -          | -             | -             |      |        |     |
| Pipe Insul.                       | 418                              | 160      | 258 | 0  | 0        | 0         | 0.0                                 | 0.0        | 7,137         | 2.1               | 743           | 0.000  | 0.000             | 45         | 0.01          | 3             |      |        |     |
| LF Showerhead                     | 50                               | 12       | 38  | 0  | 0        | 0         | 0.0                                 | 0.1        | 2,272         | 0.9               | 262           | 0.000  | 0.004             | 189        | 0.02          | 7             |      |        |     |
| Faucet Aerator                    | 104                              | 17       | 87  | 0  | 0        | 0         | 0.0                                 | 0.0        | 706           | 0.5               | 161           | 0.000  | 0.001             | 42         | 0.01          | 2             |      |        |     |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 0.0               | 0             | -  | -                 | -          | -             | -             |      |        |     |
| Hi-Eff or Electric Wtr Htr Repl.  | 307                              | 59       | 248 | 0  | 0        | 0         | 0.0                                 | 0.2        | 7,738         | 51.0              | 8,327         | 0.000  | 0.003             | 131        | 0.21          | 34            |      |        |     |
| Lighting                          | 374                              | 374      |     | 0  | 0        |           | 9.5                                 | 17.5       | 90,440        | -                 | -             | 0.025  | 0.047             | 242        | -             | -             |      |        |     |
| Refrigerator/Freezer <sup>3</sup> | 113                              | 113      |     | 0  | 0        |           | 8.2                                 | 7.6        | 66,520        | -                 | -             | 0.072  | 0.068             | 589        | -             | -             |      |        |     |
| Refrigerator Removal              | 2                                | 2        |     | 0  | 0        |           | 0.1                                 | 0.1        | 1,023         | -                 | -             | 0.063  | 0.059             | 512        | -             | -             |      |        |     |
| Refrigerator Exchange             | 97                               | 97       |     | 0  | 0        |           | 6.2                                 | 5.8        | 50,650        | -                 | -             | 0.064  | 0.060             | 522        | -             | -             |      |        |     |
| Freezer Removal                   | 1                                | 1        |     | 0  | 0        |           | 0.1                                 | 0.1        | 545           | -                 | -             | 0.067  | 0.063             | 545        | -             | -             |      |        |     |
| Freezer Exchange                  | 25                               | 25       |     | 0  | 0        |           | 1.8                                 | 1.6        | 14,302        | -                 | -             | 0.070  | 0.066             | 572        | -             | -             |      |        |     |

**Black Hills Energy**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$552,679

Utility Administration Expenditures: \$25,479

Total Labor and Material Expenditures: \$527,200

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |            |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |                                    |           |             |               |               |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|------------|---------------|---------------|---|------------------------------------|-----------|-------------|---------------|---------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |            | Annual kWh    | Gas           |   | Spending on Materials & Labor (\$) | Summer kW | Electricity |               | Annual kWh    | Gas           |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kW         |               | Pk-Day therms | Annual therms   |                                    |           | kW          | kWh           |               | Pk-Day therms | Annual therms |
| Total Efficiency Measures         | 113                              | 0        | 113 | 0  | 0       | 435,514                            | 0.0                                 | 0.0         | 0          | 198           | 19,275        | 3,854   | -                                  | -         | -           | 1.75          | 171           |               |               |
| Total Shell & Htg. Sys. Repl      | 111                              | 0        | 111 | 0  | 0       | 355,706                            | 0.0                                 | 0           | 0          | 0             | 186           | 17,170  | 3,205                              | -         | -           | -             | 1.67          | 155           |               |
| Total Shell Measures              | 111                              | 0        | 111 | 0  | 0       | 188,230                            | 0.0                                 | 0           | 0          | 0             | 107           | 9,965   | 1,696                              | -         | -           | -             | 0.97          | 90            |               |
| Wall Insul.                       | 56                               | 0        | 56  | 0  | 0       | 69,502                             | 0.0                                 | 0           | 0          | 0             | 41            | 3,754   | 1,241                              | -         | -           | -             | 0.72          | 67            |               |
| Open Blown Ceiling Insul.         | 82                               | 0        | 82  | 0  | 0       | 42,298                             | 0.0                                 | 0           | 0          | 0             | 24            | 2,204   | 516                                | -         | -           | -             | 0.29          | 27            |               |
| Cavity Fill Insul.                | 17                               | 0        | 17  | 0  | 0       | 10,920                             | 0.0                                 | 0           | 0          | 0             | 12            | 1,100   | 642                                | -         | -           | -             | 0.69          | 65            |               |
| Sloped Attic Insul.               | 25                               | 0        | 25  | 0  | 0       | 13,684                             | 0.0                                 | 0           | 0          | 0             | 12            | 1,155   | 547                                | -         | -           | -             | 0.50          | 46            |               |
| Kneewall Insul.                   | 25                               | 0        | 25  | 0  | 0       | 9,785                              | 0.0                                 | 0           | 0          | 0             | 4             | 395   | 391                                | -         | -           | -             | 0.17          | 16            |               |
| Infil. Reduction                  | 65                               | 0        | 65  | 0  | 0       | 18,814                             | 0.0                                 | 0           | 0          | 0             | 6             | 536   | 289                                | -         | -           | -             | 0.09          | 8             |               |
| Found./Crawl. Insul.              | 31                               | 0        | 31  | 0  | 0       | 16,801                             | 0.0                                 | 0           | 0          | 0             | 6             | 525   | 542                                | -         | -           | -             | 0.18          | 17            |               |
| Bandjoist Insul.                  | 33                               | 0        | 33  | -  | 0       | 6,426                              | 0.0                                 | 0           | 0          | 0             | 3             | 321   | 195                                | -         | -           | -             | 0.11          | 10            |               |
| Furnace Blower Fan <sup>1</sup>   | 111                              | 0        | 111 | -  | 0       | 0                                  | 0.0                                 | 0           | 0          | 0             | (0)           | (24)  | 0                                  | -         | -           | -             | (0.00)        | (0)           |               |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0          | 0             | 0             | 0   | 0                                  | -         | -           | -             | -             | -             |               |
| Total Heating System Repl         | 66                               | 0        | 66  | -  | 0       | 167,476                            | 0.0                                 | 0           | 0          | 0             | 78            | 7,205   | 2,538                              | -         | -           | -             | 1.19          | 109           |               |
| Condensing Htg Sys Repl           | 66                               | 0        | 66  | -  | -       | 167,476                            | 0.0                                 | 0           | 0          | 0             | 78            | 7,205   | 2,538                              | -         | -           | -             | 1.19          | 109           |               |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0          | 0             | 0             | 0   | 0                                  | -         | -           | -             | -             | -             |               |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0          | 0             | 0             | 0   | 0                                  | -         | -           | -             | -             | -             |               |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0          | 0             | 0             | 0   | 0                                  | -         | -           | -             | -             | -             |               |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0          | 0             | 0             | 0   | 0                                  | -         | -           | -             | -             | -             |               |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           | Winter kW   | Annual kWh | Pk-Day therms | Annual therms |   | Summer kW                          | Winter kW | Annual kWh  | Pk-Day therms | Annual therms |               |               |
| Water Heating                     | 77                               | 0        | 77  | 149  | 0       | 149                                | 79,808                              | 0.0         | 0.0        | 0             | 12.0          | 2,105   | 1,036                              | -         | -           | -             | 0.156         | 27            |               |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0.0           | 0   | 0                                  | -         | -           | -             | -             | -             |               |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0.0           | 0   | 0                                  | -         | -           | -             | -             | -             |               |
| Pipe Insul.                       | 67                               | 0        | 67  | 67   | 0       | 67                                 | 1,082                               | 0.0         | 0.0        | 0             | 0.6           | 196   | 16                                 | -         | -           | -             | 0.01          | 3             |               |
| LF Showerhead                     | 8                                | 0        | 8   | 8  | 0       | 8                                  | 66                                  | 0.0         | 0.0        | 0             | 0.2           | 55  | 8                                  | -         | -           | -             | 0.02          | 7             |               |
| Faucet Aerator                    | 15                               | 0        | 15  | 22   | 0       | 22                                 | 84                                  | 0.0         | 0.0        | 0             | 0.1           | 30  | 6                                  | -         | -           | -             | 0.01          | 2             |               |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0.0           | 0   | 0                                  | -         | -           | -             | -             | -             |               |
| Hi-Eff or Electric Wtr Htr Repl.  | 56                               | 0        | 56  | 52   | 0       | 52                                 | 78,575                              | 0.0         | 0.0        | 0             | 11.2          | 1,824   | 1,403                              | -         | -           | -             | 0.20          | 33            |               |
| Lighting                          | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -         | -           | -             | -             | -             |               |
| Refrigerator/Freezer <sup>3</sup> | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -         | -           | -             | -             | -             |               |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -         | -           | -             | -             | -             |               |
| Refrigerator Exchange             | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -         | -           | -             | -             | -             |               |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -         | -           | -             | -             | -             |               |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -         | -           | -             | -             | -             |               |
| Total Non-Efficiency Measures     | 113                              |          |     |  |         | 91,686                             |                                     |             |            |               |               |   | 811                                |           |             |               |               |               |               |
| Misc Ins,Attic Access/Vent        | 24                               |          |     |  |         | 3,483                              |                                     |             |            |               |               |   |                                    |           |             |               |               | 145           |               |
| Duct Sealing                      | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   |                                    |           |             |               |               | 0             |               |
| Duct Insulation                   | 5                                |          |     |  |         | 696                                |                                     |             |            |               |               |   | 139                                |           |             |               |               | 0             |               |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Htg. Sys. Tune & Clean            | 22                               |          |     |  |         | 2,329                              |                                     |             |            |               |               |   | 106                                |           |             |               |               | 0             |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Programmable Tstat                | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Smoke Detector                    | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Htg Sys Ventilation               | 64                               |          |     |  |         | 12,633                             |                                     |             |            |               |               |   | 197                                |           |             |               |               | 0             |               |
| Water Heater Ventilation          | 50                               |          |     |  |         | 9,344                              |                                     |             |            |               |               |   | 187                                |           |             |               |               | 0             |               |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Health/Safety Repairs             | 11                               |          |     |  |         | 903                                |                                     |             |            |               |               |   | 82                                 |           |             |               |               | 0             |               |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| General Repairs                   | 52                               |          |     |  |         | 12,432                             |                                     |             |            |               |               |   | 239                                |           |             |               |               | 0             |               |
| Meter Refrig (no action)          | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Meter Freezer (no action)         | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Support                           | 110                              |          |     |  |         | 49,866                             |                                     |             |            |               |               |   | 453                                |           |             |               |               | 0             |               |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Lead Safe Work                    | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |            |               |               |   | 0                                  |           |             |               |               | 0             |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

# Black Hills Energy

## Billing Adjusted Impacts for All Customers of the Utility From All Funding Sources

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |          |           | Billing Adjusted First-Year Savings |            |               |               |                   | Average Billing Adjusted Savings per Dwelling Receiving Measures |           |            |                   |               |               |        |     |
|-----------------------------------|----------------------------------|----------|-----|--|----------|-----------|-------------------------------------|------------|---------------|---------------|-------------------|--|-----------|------------|-------------------|---------------|---------------|--------|-----|
|                                   |                                  |          |     |  |          |           | Electricity                         |            |               | Annual kWh    | Gas Annual therms | Electricity  |           |            | Gas Annual therms |               |               |        |     |
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating  | Summer kW | kWh                                 | Winter kWh | Pk-Day therms |               |                   | Summer kW  | kWh       | Winter kWh |                   | Annual kWh    | Pk-Day therms |        |     |
| Total Efficiency Measures         | 145                              | 0        | 144 | 0  | 1        | 0.0       |                                     | 0.0        |               | 218           | 305               | 29,698   | 0.000     |            | 0.000             |               | 218           | 2.12   | 206 |
| Total Shell & Htg. Sys. Repl      | 144                              | 0        | 144 | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 287               | 26,640   | -         | -          | -                 | -             | -             | 1.99   | 185 |
| Total Shell Measures              | 144                              | 0        | 144 | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 169               | 15,721   | -         | -          | -                 | -             | -             | 1.17   | 109 |
| Wall Insul.                       | 80                               | 0        | 80  | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 59                | 5,531  | -         | -          | -                 | -             | -             | 0.74   | 69  |
| Open Blown Ceiling Insul.         | 114                              | 0        | 114 | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 38                | 3,567  | -         | -          | -                 | -             | -             | 0.34   | 31  |
| Cavity Fill Insul.                | 25                               | 0        | 25  | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 15                | 1,447  | -         | -          | -                 | -             | -             | 0.62   | 58  |
| Sloped Attic Insul.               | 41                               | 0        | 41  | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 20                | 1,859  | -         | -          | -                 | -             | -             | 0.48   | 45  |
| Kneewall Insul.                   | 33                               | 0        | 33  | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 5                 | 508  | -         | -          | -                 | -             | -             | 0.17   | 15  |
| Infil. Reduction                  | 141                              | 0        | 141 | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 22                | 2,065  | -         | -          | -                 | -             | -             | 0.16   | 15  |
| Found./Crawl. Insul.              | 47                               | 0        | 47  | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 10                | 948  | -         | -          | -                 | -             | -             | 0.22   | 20  |
| Bandjoist Insul.                  | 51                               | 0        | 51  | -  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 5                 | 468  | -         | -          | -                 | -             | -             | 0.10   | 9   |
| Furnace Blower Fan <sup>1</sup>   | 144                              | 0        | 144 | -  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | (1)               | (69)   | -         | -          | -                 | -             | -             | (0.01) | (0) |
| Exhaust Ventilation <sup>2</sup>  | 115                              | 0        | 115 | 0  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | (7)               | (603)  | -         | -          | -                 | -             | -             | (0.06) | (5) |
| Total Heating System Repl         | 94                               | 0        | 94  | -  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 118               | 10,918   | -         | -          | -                 | -             | -             | 1.26   | 116 |
| Condensing Htg Sys Repl           | 88                               | 0        | 88  | -  | -        | 0.0       | 0                                   | 0.0        | 0             | 0             | 112               | 10,349   | -         | -          | -                 | -             | -             | 1.27   | 118 |
| Non-Cond Htg Sys Repl             | 6                                | 0        | 6   | -  | -        | 0.0       | 0                                   | 0.0        | 0             | 0             | 6                 | 570  | -         | -          | -                 | -             | -             | 1.03   | 95  |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 0                 | 0  | -         | -          | -                 | -             | -             | -      | -   |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 0                 | 0  | -         | -          | -                 | -             | -             | -      | -   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0        | 0.0       | 0                                   | 0.0        | 0             | 0             | 0                 | 0  | -         | -          | -                 | -             | -             | -      | -   |
|                                   |                                  |          |     | Number of Measures by Fuel Type              |          |           | Summer kW                           | Winter kW  | Annual kWh    | Pk-Day therms | Annual therms     | Summer kW  | Winter kW | Annual kWh | Pk-Day therms     | Annual therms |               |        |     |
|                                   | Total                            | Electric | Gas | Total  | Electric | Gas       |                                     |            |               |               |                   |  |           |            |                   |               |               |        |     |
| Water Heating                     | 108                              | 0        | 107 | 0  | 0        | 0         | 0.0                                 | 0.0        | 218           | 17.5          | 3,058             | 0.000  | 0.000     | 218        | 0.163             | 29            |               |        |     |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 0.0           | 0                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 0.0           | 0                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| Pipe Insul.                       | 102                              | 0        | 102 | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 0.9           | 301               | -  | -         | -          | 0.01              | 3             |               |        |     |
| LF Showerhead                     | 11                               | 0        | 10  | 0  | 0        | 0         | 0.0                                 | 0.0        | 218           | 0.2           | 69                | 0.000  | 0.000     | 218        | 0.02              | 7             |               |        |     |
| Faucet Aerator                    | 16                               | 0        | 16  | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 0.1           | 31                | -  | -         | -          | 0.01              | 2             |               |        |     |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 0.0           | 0                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| Hi-Eff or Electric Wtr Htr Repl.  | 77                               | 0        | 77  | 0  | 0        | 0         | 0.0                                 | 0.0        | 0             | 16.3          | 2,657             | -  | -         | -          | 0.21              | 35            |               |        |     |
| Lighting                          | 0                                | 0        |     | 0  | 0        |           | 0.0                                 | 0.0        | 0             | -             | -                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| Refrigerator/Freezer <sup>3</sup> | 0                                | 0        |     | 0  | 0        |           | 0.0                                 | 0.0        | 0             | -             | -                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0        |           | 0.0                                 | 0.0        | 0             | -             | -                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| Refrigerator Exchange             | 0                                | 0        |     | 0  | 0        |           | 0.0                                 | 0.0        | 0             | -             | -                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0        |           | 0.0                                 | 0.0        | 0             | -             | -                 | -  | -         | -          | -                 | -             | -             | -      | -   |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0        |           | 0.0                                 | 0.0        | 0             | -             | -                 | -  | -         | -          | -                 | -             | -             | -      | -   |

**MidAmerican Energy**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$2,546,650

Utility Administration Expenditures: \$95,340

Total Labor and Material Expenditures: \$2,451,309

| Measure                                 | Number of Dwellings with Impacts |            |            | Number of Dwellings with Electricity Impacts Season |              | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |                |               |                   |                                    | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |              |              |               |                   |            |            |             |            |
|---|----------------------------------|------------|------------|---|--------------|------------------------------------|-------------------------------------|---------------|----------------|---------------|-------------------|------------------------------------|---|--------------|--------------|---------------|-------------------|------------|------------|-------------|------------|
|   | Total                            | Electric   | Gas        | Cooling   | Heating      |                                    | Electricity                         |               | Annual kWh     | Pk-Day therms | Gas Annual therms | Spending on Materials & Labor (\$) | Electricity   |              | Annual kWh   | Pk-Day therms | Gas Annual therms |            |            |             |            |
|   |                                  |            |            |   |              |                                    | Summer kW                           | Winter kWh    |                |               |                   |                                    | Summer kW   | Winter kWh   |              |               |                   |            |            |             |            |
| <b>Total Efficiency Measures</b>        | <b>463</b>                       | <b>376</b> | <b>373</b> | <b>366</b>  | <b>376</b>   | <b>2,021,915</b>                   | <b>78.7</b>                         | <b>76.2</b>   | <b>280,295</b> | <b>809</b>    | <b>78,132</b>     | <b>4,367</b>                       | <b>0.215</b>  | <b>0.203</b> | <b>745</b>   | <b>2.17</b>   | <b>209</b>        |            |            |             |            |
| <b>Total Shell &amp; Htg. Sys. Repl</b> | <b>448</b>                       | <b>363</b> | <b>369</b> | <b>317</b>  | <b>362</b>   | <b>1,598,040</b>                   | <b>68.2</b>                         | <b>82,207</b> | <b>60.8</b>    | <b>92,670</b> | <b>174,877</b>    | <b>759</b>                         | <b>69,212</b>   | <b>3,567</b> | <b>0.215</b> | <b>259</b>    | <b>0.168</b>      | <b>256</b> | <b>482</b> | <b>2.06</b> | <b>188</b> |
| <b>Total Shell Measures</b>             | <b>448</b>                       | <b>363</b> | <b>369</b> | <b>317</b>  | <b>362</b>   | <b>1,058,015</b>                   | <b>68.2</b>                         | <b>82,207</b> | <b>60.6</b>    | <b>92,448</b> | <b>174,655</b>    | <b>479</b>                         | <b>43,691</b>   | <b>2,362</b> | <b>0.215</b> | <b>259</b>    | <b>0.168</b>      | <b>255</b> | <b>481</b> | <b>1.30</b> | <b>118</b> |
| Wall Insul.                             | 254                              | 195        | 216        | 194   | 7            | 415,217                            | 27.2                                | 32,856        | 4.8            | 7,121         | 39,977            | 166                                | 15,144  | 1,635        | 0.140        | 169           | 0.681             | 1,017      | 205        | 0.77        | 70         |
| Open Blown Ceiling Insul.               | 347                              | 269        | 282        | 266   | 20           | 252,081                            | 27.4                                | 33,037        | 28.1           | 43,040        | 76,077            | 157                                | 14,300  | 726          | 0.103        | 124           | 1.405             | 2,152      | 283        | 0.56        | 51         |
| Cavity Fill Insul.                      | 123                              | 92         | 116        | 92  | 2            | 87,585                             | 4.2                                 | 5,106         | 0.0            | 72            | 5,178             | 50                                 | 4,558   | 712          | 0.046        | 56            | 0.024             | 36         | 56         | 0.43        | 39         |
| Sloped Attic Insul.                     | 98                               | 72         | 88         | 71  | 2            | 41,860                             | 4.1                                 | 4,945         | 1.6            | 2,377         | 7,321             | 33                                 | 2,970   | 427          | 0.058        | 70            | 0.812             | 1,188      | 102        | 0.37        | 34         |
| Kneewall Insul.                         | 97                               | 63         | 89         | 63  | 1            | 31,027                             | 1.2                                 | 1,467         | 0.5            | 726           | 2,193             | 14                                 | 1,237   | 320          | 0.019        | 23            | 0.495             | 726        | 35         | 0.15        | 14         |
| Infil. Reduction                        | 253                              | 182        | 229        | 181   | 7            | 92,030                             | 2.0                                 | 2,426         | 0.6            | 923           | 3,349             | 22                                 | 2,062   | 364          | 0.011        | 13            | 0.087             | 132        | 18         | 0.10        | 9          |
| Found./Crawl. Insul.                    | 147                              | 36         | 129        | 31  | 10           | 110,462                            | 2.0                                 | 2,370         | 2.2            | 3,400         | 5,770             | 29                                 | 2,617   | 751          | 0.063        | 76            | 0.221             | 340        | 160        | 0.22        | 20         |
| Bandjoist Insul.                        | 143                              | 12         | 131        | -   | 12           | 27,754                             | 0.0                                 | 0             | 1.9            | 2,889         | 2,889             | 10                                 | 934   | 194          | 0.000        | 0             | 0.158             | 241        | 241        | 0.08        | 7          |
| Furnace Blower Fan <sup>1</sup>         | 423                              | 338        | 369        | -   | 338          | 0                                  | 0.0                                 | 0             | 20.9           | 31,901        | 31,901            | (1)                                | (132)   | 0            | 0.000        | 0             | 0.062             | 94         | 94         | (0.00)      | (0)        |
| Exhaust Ventilation <sup>2</sup>        | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0.0                                 | 0             | 0.0            | 0             | 0                 | 0                                  | 0   | 0            | -            | -             | -                 | -          | -          | -           | -          |
| <b>Total Heating System Repl</b>        | <b>230</b>                       | <b>2</b>   | <b>228</b> | <b>-</b>  | <b>2</b>     | <b>540,025</b>                     | <b>0.0</b>                          | <b>0</b>      | <b>0.1</b>     | <b>222</b>    | <b>222</b>        | <b>280</b>                         | <b>25,521</b>   | <b>2,348</b> | <b>0.000</b> | <b>0</b>      | <b>0.071</b>      | <b>111</b> | <b>111</b> | <b>1.23</b> | <b>112</b> |
| Condensing Htg Sys Repl                 | 228                              | 0          | 228        | -   | -            | 533,777                            | 0.0                                 | 0             | 0.0            | 0             | 0                 | 280                                | 25,521  | 2,341        | -            | -             | -                 | -          | -          | 1.23        | 112        |
| Non-Cond Htg Sys Repl                   | 0                                | 0          | 0          | -   | -            | 0                                  | 0.0                                 | 0             | 0.0            | 0             | 0                 | 0                                  | 0   | 0            | -            | -             | -                 | -          | -          | -           | -          |
| Electric Htg Sys Repl                   | 2                                | 2          | 0          | -   | 2            | 6,248                              | 0.0                                 | 0             | 0.1            | 222           | 222               | 0                                  | 0   | 3,124        | 0.000        | 0             | 0.071             | 111        | 111        | -           | -          |
| Heat Pump Repl                          | 0                                | 0          | 0          | -   | 0            | 0                                  | 0.0                                 | 0             | 0.0            | 0             | 0                 | 0                                  | 0   | 0            | -            | -             | -                 | -          | -          | -           | -          |
| Other Htg Sys Repl                      | 0                                | 0          | 0          | -   | 0            | 0                                  | 0.0                                 | 0             | 0.0            | 0             | 0                 | 0                                  | 0   | 0            | -            | -             | -                 | -          | -          | -           | -          |
| Measure                                 | Total                            |            |            | Number of Measures by Fuel Type                     |              | Spending on Materials & Labor (\$) | Summer kW                           |               | Annual kWh     | Pk-Day therms | Gas Annual therms | Spending on Materials & Labor (\$) | Summer kW   |              | Annual kWh   | Pk-Day therms | Gas Annual therms |            |            |             |            |
|   | Total                            |            |            | Total   | Electric     |                                    | kW                                  |               |                |               |                   |                                    | kW  |              |              |               |                   |            |            |             |            |
| <b>Water Heating</b>                    | <b>380</b>                       | <b>77</b>  | <b>303</b> | <b>886</b>  | <b>149</b>   | <b>737</b>                         | <b>364,547</b>                      | <b>0.0</b>    | <b>0.2</b>     | <b>11,490</b> | <b>49.9</b>       | <b>8,919</b>                       | <b>959</b>  | <b>0.000</b> | <b>0.002</b> | <b>149</b>    | <b>0.165</b>      | <b>29</b>  |            |             |            |
| Temp. Reduct.                           | 2                                | 1          | 1          | 2   | 1            | 1                                  | 0                                   | 0.0           | 0.0            | 0             | 115               | 0.0                                | 7   | 0            | 0.000        | 0.000         | 115               | 0.02       | 7          |             |            |
| WH Wrap                                 | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0.0           | 0.0            | 0             | 0                 | 0                                  | 0   | 0            | -            | -             | -                 | -          | -          |             |            |
| Pipe Insul.                             | 356                              | 72         | 284        | 356   | 72           | 284                                | 6,212                               | 0.0           | 0.0            | 3,326         | 2.4               | 835                                | 17  | 0.000        | 0.000        | 46            | 0.01              | 3          |            |             |            |
| LF Showerhead                           | 84                               | 18         | 66         | 99  | 23           | 76                                 | 924                                 | 0.0           | 0.1            | 3,538         | 1.5               | 475                                | 11  | 0.000        | 0.004        | 197           | 0.02              | 7          |            |             |            |
| Faucet Aerator                          | 119                              | 18         | 101        | 198   | 28           | 170                                | 896                                 | 0.0           | 0.0            | 1,009         | 0.8               | 232                                | 8   | 0.000        | 0.001        | 56            | 0.01              | 2          |            |             |            |
| Std-Eff Wtr Htr Repl.                   | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0.0           | 0.0            | 0             | 0                 | 0                                  | 0   | 0            | -            | -             | -                 | -          | -          |             |            |
| Hi-Eff or Electric Wtr Htr Repl.        | 259                              | 30         | 229        | 231   | 25           | 206                                | 356,515                             | 0.0           | 0.1            | 3,501         | 45.2              | 7,370                              | 1,377   | 0.000        | 0.003        | 117           | 0.20              | 32         |            |             |            |
| <b>Lighting</b>                         | <b>275</b>                       | <b>275</b> | <b>275</b> | <b>2,497</b>  | <b>2,497</b> | <b>16,680</b>                      | <b>5.9</b>                          | <b>10.9</b>   | <b>56,277</b>  | <b>-</b>      | <b>-</b>          | <b>61</b>                          | <b>0.021</b>  | <b>0.040</b> | <b>205</b>   | <b>-</b>      | <b>-</b>          |            |            |             |            |
| <b>Refrigerator/Freezer<sup>3</sup></b> | <b>66</b>                        | <b>66</b>  | <b>66</b>  | <b>71</b>   | <b>71</b>    | <b>42,647</b>                      | <b>4.6</b>                          | <b>4.3</b>    | <b>37,652</b>  | <b>-</b>      | <b>-</b>          | <b>646</b>                         | <b>0.070</b>  | <b>0.066</b> | <b>570</b>   | <b>-</b>      | <b>-</b>          |            |            |             |            |
| Refrigerator Removal                    | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0.0                                 | 0.0           | 0              | -             | -                 | 0                                  | -   | -            | -            | -             | -                 |            |            |             |            |
| Refrigerator Exchange                   | 56                               | 56         | 56         | 59  | 59           | 37,449                             | 3.8                                 | 3.6           | 30,883         | -             | -                 | 669                                | 0.068   | 0.063        | 551          | -             | -                 |            |            |             |            |
| Freezer Removal                         | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0.0                                 | 0.0           | 0              | -             | -                 | 0                                  | -   | -            | -            | -             | -                 |            |            |             |            |
| Freezer Exchange                        | 12                               | 12         | 12         | 12  | 12           | 5,198                              | 0.8                                 | 0.8           | 6,769          | -             | -                 | 433                                | 0.069   | 0.065        | 564          | -             | -                 |            |            |             |            |
| <b>Total Non-Efficiency Measures</b>    | <b>468</b>                       | <b>468</b> | <b>468</b> | <b>429</b>  | <b>395</b>   | <b>13,588</b>                      | <b>0</b>                            | <b>0</b>      | <b>0</b>       | <b>0</b>      | <b>0</b>          | <b>918</b>                         | <b>0</b>  | <b>0</b>     | <b>0</b>     | <b>0</b>      | <b>0</b>          |            |            |             |            |
| Misc Ins,Attic Access/Vent              | 118                              | 118        | 118        | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Duct Sealing                            | 25                               | 25         | 25         | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Duct Insulation                         | 10                               | 10         | 10         | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Damming Material                        | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Htg. Sys. Tune & Clean                  | 93                               | 93         | 93         | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Htg. Sys./WH Other                      | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Air Conditioning Work                   | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Water Heater Repair                     | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Refrigerator Coil Clean                 | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Waterbed Mattress Pad                   | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Programmable Tstat                      | 44                               | 44         | 44         | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Unspecified Utility Meas.               | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| CO Detector                             | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Smoke Detector                          | 1                                | 1          | 1          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Fuses                                   | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Htg Sys Safety Check                    | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Htg Sys Ventilation                     | 216                              | 216        | 216        | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Water Heater Ventilation                | 204                              | 204        | 204        | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Bathroom Ventilation                    | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Dryer Ventilation                       | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Kitchen Ventilation                     | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Other Exhaust Ventilation               | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Asbestos Removal (Minor)                | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Health/Safety Repairs                   | 51                               | 51         | 51         | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Health/Safety Other                     | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Consumables                             | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| General Repairs                         | 225                              | 225        | 225        | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Meter Refrig (no action)                | 106                              | 106        | 106        | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Meter Freezer (no action)               | 21                               | 21         | 21         | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Support                                 | 443                              | 443        | 443        | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Transportation Allowance                | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Landlord Contr Misc                     | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Landlord Contr Furnace                  | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Landlord Contr DHW                      | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Client Contr (Any)                      | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Lead Safe Work                          | 1                                | 1          | 1          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |
| Unspecified/Other                       | 0                                | 0          | 0          | 0   | 0            | 0                                  | 0                                   | 0             | 0              | 0             | 0                 | 0                                  | 0   | 0            | 0            | 0             | 0                 |            |            |             |            |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**MidAmerican Energy**  
**Billing Adjusted Impacts for All Customers of the Utility From All Funding Sources**

| Measure                           | Number of Dwellings<br>with Impacts |          |     | Number of Dwellings<br>with Electricity Impacts<br>Season<br>Cooling Heating |          |              | Billing Adjusted First-Year Savings |                  |                  |                  |                  | Average Billing Adjusted Savings<br>per Dwelling Receiving Measures |              |               |                  |                  |                  |        |     |
|-----------------------------------|-------------------------------------|----------|-----|--|----------|--------------|-------------------------------------|------------------|------------------|------------------|------------------|---|--------------|---------------|------------------|------------------|------------------|--------|-----|
|                                   |                                     |          |     |  |          |              | Electricity                         |                  |                  | Annual<br>kWh    | Gas              |   | Electricity  |               |                  | Gas              |                  |        |     |
|                                   | Total                               | Electric | Gas | Summer<br>kW   | kWh      | Winter<br>kW | kWh                                 | Pk-Day<br>therms | Annual<br>therms |                  | Summer<br>kW     | kWh   | Winter<br>kW | kWh           | Annual<br>kWh    | Pk-Day<br>therms | Annual<br>therms |        |     |
| Total Efficiency Measures         | 567                                 | 472      | 467 | 471  | 472      | 110.2        |                                     | 106.2            |                  | 375,762          | 1,221            | 118,083   | 0.234        |               | 0.225            |                  | 796              | 2.61   | 253 |
| Total Shell & Htg. Sys. Repl      | 567                                 | 472      | 467 | 461  | 471      | 96.5         | 108,123                             | 86.0             | 131,062          | 239,185          | 1,141            | 104,064   | 0.209        | 235           | 0.183            | 278              | 507              | 2.44   | 223 |
| Total Shell Measures              | 566                                 | 471      | 467 | 461  | 470      | 96.5         | 108,123                             | 85.1             | 129,655          | 237,778          | 688              | 62,649  | 0.209        | 235           | 0.181            | 276              | 505              | 1.47   | 134 |
| Wall Insul.                       | 341                                 | 266      | 290 | 264  | 12       | 37.9         | 45,747                              | 8.1              | 12,294           | 58,041           | 230              | 20,962  | 0.144        | 173           | 0.675            | 1,025            | 218              | 0.79   | 72  |
| Open Blown Ceiling Insul.         | 448                                 | 352      | 371 | 348  | 25       | 36.0         | 43,373                              | 33.3             | 50,891           | 94,264           | 209              | 18,957  | 0.103        | 125           | 1.333            | 2,036            | 268              | 0.56   | 51  |
| Cavity Fill Insul.                | 180                                 | 133      | 169 | 133  | 4        | 6.4          | 7,776                               | 0.6              | 993              | 8,769            | 75               | 6,881   | 0.048        | 58            | 0.161            | 248              | 66               | 0.45   | 41  |
| Sloped Attic Insul.               | 133                                 | 100      | 118 | 99   | 4        | 5.4          | 6,470                               | 1.9              | 2,734            | 9,203            | 43               | 3,953   | 0.054        | 65            | 0.463            | 683              | 92               | 0.37   | 33  |
| Kneewall Insul.                   | 131                                 | 91       | 117 | 91   | 4        | 1.9          | 2,236                               | 1.2              | 1,821            | 4,057            | 18               | 1,612   | 0.020        | 25            | 0.307            | 455              | 45               | 0.15   | 14  |
| Infil. Reduction                  | 559                                 | 429      | 465 | 425  | 29       | 7.1          | 8,620                               | 5.5              | 8,339            | 16,959           | 86               | 7,866   | 0.017        | 20            | 0.188            | 288              | 40               | 0.19   | 17  |
| Found./Crawl. Insul.              | 199                                 | 53       | 177 | 47   | 12       | 3.0          | 3,565                               | 2.5              | 3,902            | 7,467            | 39               | 3,541   | 0.063        | 76            | 0.211            | 325              | 141              | 0.22   | 20  |
| Bandjoist Insul.                  | 191                                 | 16       | 175 | -  | 16       | 0.0          | 0                                   | 2.3              | 3,554            | 3,554            | 13               | 1,187   | 0.000        | 0             | 0.145            | 222              | 222              | 0.07   | 7   |
| Furnace Blower Fan <sup>1</sup>   | 534                                 | 439      | 467 | -  | 439      | 0.0          | 0                                   | 42.0             | 63,981           | 63,981           | (3)              | (274)   | 0.000        | 0             | 0.096            | 146              | 146              | (0.01) | (1) |
| Exhaust Ventilation <sup>2</sup>  | 465                                 | 392      | 378 | 392  | 392      | -1.2         | (9,663)                             | (12.4)           | (18,853)         | (28,516)         | (22)             | (2,037)   | -0.003       | (25)          | (0.032)          | (48)             | (73)             | (0.06) | (5) |
| Total Heating System Repl         | 328                                 | 8        | 320 | -  | 8        | 0.0          | 0                                   | 0.9              | 1,407            | 1,407            | 453              | 41,415  | 0.000        | 0             | 0.115            | 176              | 176              | 1.42   | 129 |
| Condensing Htg Sys Repl           | 292                                 | 0        | 292 | -  | -        | 0.0          | 0                                   | 0.0              | 0                | 0                | 381              | 34,715  | -            | -             | -                | -                | -                | 1.30   | 119 |
| Non-Cond Htg Sys Repl             | 54                                  | 0        | 54  | -  | -        | 0.0          | 0                                   | 0.0              | 0                | 0                | 72               | 6,701   | -            | -             | -                | -                | -                | 1.34   | 124 |
| Electric Htg Sys Repl             | 4                                   | 4        | 0   | -  | 4        | 0.0          | 0                                   | 0.4              | 613              | 613              | 0                | 0   | 0.000        | 0             | 0.100            | 153              | 153              | -      | -   |
| Heat Pump Repl                    | 5                                   | 5        | 0   | -  | 5        | 0.0          | 0                                   | 0.5              | 793              | 793              | 0                | 0   | 0.000        | 0             | 0.104            | 159              | 159              | -      | -   |
| Other Htg Sys Repl                | 0                                   | 0        | 0   | -  | 0        | 0.0          | 0                                   | 0.0              | 0                | 0                | 0                | 0   | -            | -             | -                | -                | -                | -      | -   |
|                                   | Total                               | Electric | Gas | Total  | Electric | Gas          | Summer<br>kW                        | Winter<br>kW     | Annual<br>kWh    | Pk-Day<br>therms | Annual<br>therms | Summer<br>kW  | Winter<br>kW | Annual<br>kWh | Pk-Day<br>therms | Annual<br>therms |                  |        |     |
| Water Heating                     | 493                                 | 88       | 405 | 0  | 0        | 0            | 0.0                                 | 0.2              | 14,187           | 79.2             | 14,019           | 0.000   | 0.003        | 161           | 0.195            | 35               |                  |        |     |
| Temp. Reduct.                     | 2                                   | 1        | 1   | 0  | 0        | 0            | 0.0                                 | 0.0              | 115              | 0.0              | 7                | 0.000   | 0.000        | 115           | 0.02             | 7                |                  |        |     |
| WH Wrap                           | 0                                   | 0        | 0   | 0  | 0        | 0            | 0.0                                 | 0.0              | 0                | 0.0              | 0                | -   | -            | -             | -                | -                |                  |        |     |
| Pipe Insul.                       | 475                                 | 84       | 391 | 0  | 0        | 0            | 0.0                                 | 0.0              | 3,882            | 3.4              | 1,172            | 0.000   | 0.000        | 46            | 0.01             | 3                |                  |        |     |
| LF Showerhead                     | 109                                 | 22       | 87  | 0  | 0        | 0            | 0.0                                 | 0.1              | 4,238            | 2.1              | 647              | 0.000   | 0.004        | 193           | 0.02             | 7                |                  |        |     |
| Faucet Aerator                    | 170                                 | 19       | 151 | 0  | 0        | 0            | 0.0                                 | 0.0              | 1,075            | 1.2              | 375              | 0.000   | 0.001        | 57            | 0.01             | 2                |                  |        |     |
| Std-Eff Wtr Htr Repl.             | 0                                   | 0        | 0   | 0  | 0        | 0            | 0.0                                 | 0.0              | 0                | 0.0              | 0                | -   | -            | -             | -                | -                |                  |        |     |
| Hi-Eff or Electric Wtr Htr Repl.  | 359                                 | 35       | 324 | 0  | 0        | 0            | 0.0                                 | 0.1              | 4,877            | 72.4             | 11,817           | 0.000   | 0.003        | 139           | 0.22             | 36               |                  |        |     |
| Lighting                          | 352                                 | 352      |     | 0  | 0        |              | 7.8                                 | 14.4             | 74,135           | -                | -                | 0.022   | 0.041        | 211           | -                | -                |                  |        |     |
| Refrigerator/Freezer <sup>3</sup> | 81                                  | 81       |     | 0  | 0        |              | 5.9                                 | 5.5              | 48,255           | -                | -                | 0.073   | 0.069        | 596           | -                | -                |                  |        |     |
| Refrigerator Removal              | 1                                   | 1        |     | 0  | 0        |              | 0.1                                 | 0.1              | 1,023            | -                | -                | 0.126   | 0.118        | 1,023         | -                | -                |                  |        |     |
| Refrigerator Exchange             | 68                                  | 68       |     | 0  | 0        |              | 4.7                                 | 4.4              | 38,110           | -                | -                | 0.069   | 0.064        | 560           | -                | -                |                  |        |     |
| Freezer Removal                   | 1                                   | 1        |     | 0  | 0        |              | 0.1                                 | 0.1              | 679              | -                | -                | 0.084   | 0.078        | 679           | -                | -                |                  |        |     |
| Freezer Exchange                  | 15                                  | 15       |     | 0  | 0        |              | 1.0                                 | 1.0              | 8,442            | -                | -                | 0.069   | 0.065        | 563           | -                | -                |                  |        |     |

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#### 4. DETAILED SPENDING AND IMPACT PROFILES BY AGENCY

This section provides tables of spending and impacts by agency for state and utility expenditures. Energy impacts were estimated according to the statewide algorithms, which include agency-specific adjustments.

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Labor and Material Expenditures: \$746,449**

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Dalhoff Associates, LLC**



|   |             |
|---|-------------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$1,890,812 |
| Utility Administration Expenditures:                            | -           |
| Total Labor and Material Expenditures:                          | \$1,890,812 |

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Dalhoff Associates, LLC**

Community Action of Eastern Iowa

Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

Total Reported Labor, Materials and Utility Admin Expenditures: \$1,702,781

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$1,702,781

| Measure                           | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts      |              |     |         |          |       | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |            |            |               |               |                 |                  |            |       |                                    | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |             |               |               |                 |                  |            |          |     |       |   |   |
|-----------------------------------|----------------------------------|----------|-----|---------|----------|-------|---|--------------|-----|---------|----------|-------|------------------------------------|-------------------------------------|------------|------------|---------------|---------------|-----------------|------------------|------------|-------|------------------------------------|---|-------------|---------------|---------------|-----------------|------------------|------------|----------|-----|-------|---|---|
|                                   |                                  |          |     |         |          |       |   |              |     |         |          |       |                                    | Electricity                         |            | Gas        |               | Propane       |                 | Fuel Oil         |            | Other |                                    |   | Electricity |               | Gas           |                 | Propane          |            | Fuel Oil |     | Other |   |   |
|                                   | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Season Cooling                            | Heating      |     |         |          |       |                                    | Summer kW                           | Winter kWh | Annual kWh | Pk-Day therms | Annual therms | gallons         | gallons          | Mbtu       |       | Spending on Materials & Labor (\$) | Summer kW   | Winter kWh  | Annual kWh    | Pk-Day therms | Annual therms   | gallons          | gallons    | Mbtu     |     |       |   |   |
| Total Efficiency Measures         | 125                              | 125      | 122 | 1       | 0        | 0     | 125                                       | 125          |     |         |          |       | 940,002                            | 22.0                                | 12.1       | 62,025     | 317           | 30,597        | 335             | 0                | 0          |       | 7,520                              | 0.176   | 0.096       | 496           | 2.60          | 251             | 335              | -          | -        |     |       |   |   |
| Total Shell & Htg. Sys. Repl      | 125                              | 125      | 122 | 1       | 0        | 0     | 124                                       | 125          |     |         |          |       | 768,154                            | 19.5                                | 21,896     | 8.6        | 13,221        | 35,117        | 299             | 27,524           | 335        | 0     | 0                                  | 6,145   | 0.157       | 177           | 0.069         | 106             | 281              | 2.45       | 226      | 335 | -     | - |   |
| Total Shell Measures              | 125                              | 125      | 122 | 1       | 0        | 0     | 124                                       | 125          |     |         |          |       | 422,201                            | 19.5                                | 21,896     | 8.6        | 13,221        | 35,117        | 144             | 13,199           | 168        | 0     | 0                                  | 3,378   | 0.157       | 177           | 0.069         | 106             | 281              | 1.18       | 108      | 168 | -     | - |   |
| Wall Insul.                       | 75                               | 74       | 74  | 1       | 0        | 0     | 74  | 0            |     |         |          |       | 126,312                            | 8.7                                 | 10,474     | 0.0        | 0             | 10,474        | 53              | 4,873            | 38         | 0     | 0                                  | 1,684   | 0.117       | 142           | 0.000         | 0               | 142              | 0.72       | 66       | 38  | -     | - |   |
| Open Blown Ceiling Insul          | 80                               | 78       | 79  | 1       | 0        | 0     | 78  | 0            |     |         |          |       | 50,746                             | 6.1                                 | 7,371      | 0.0        | 0             | 7,371         | 39              | 3,604            | 75         | 0     | 0                                  | 634   | 0.078       | 95            | 0.000         | 0               | 95               | 0.50       | 46       | 75  | -     | - |   |
| Cavity Fill Insul                 | 31                               | 25       | 31  | 0       | 0        | 0     | 25  | 0            |     |         |          |       | 16,190                             | 1.3                                 | 1,624      | 0.0        | 0             | 1,624         | 17              | 1,525            | 0          | 0     | 0                                  | 522   | 0.054       | 65            | 0.000         | 0               | 65               | 0.54       | 49       | -   | -     | - |   |
| Sloped Attic Insul                | 27                               | 26       | 26  | 1       | 0        | 0     | 26  | 0            |     |         |          |       | 9,569                              | 1.2                                 | 1,391      | 0.0        | 0             | 1,391         | 10              | 936              | 22         | 0     | 0                                  | 354   | 0.044       | 54            | 0.000         | 0               | 54               | 0.39       | 36       | 22  | -     | - |   |
| Kneewall Insul                    | 25                               | 21       | 24  | 1       | 0        | 0     | 21  | 0            |     |         |          |       | 11,090                             | 0.4                                 | 503        | 0.0        | 0             | 503           | 4               | 329              | 2          | 0     | 0                                  | 444   | 0.020       | 24            | 0.000         | 0               | 24               | 0.15       | 14       | 2   | -     | - |   |
| Infil. Reduction                  | 124                              | 122      | 122 | 1       | 0        | 0     | 122                                       | 1            |     |         |          |       | 116,706                            | 1.6                                 | 1,961      | 0.1        | 118           | 2,099         | 23              | 2,157            | 8          | 0     | 0                                  | 941   | 0.013       | 16            | 0.077         | 118             | 17               | 0.19       | 18       | 8   | -     | - |   |
| Found/Crawl. Insul                | 20                               | 7        | 19  | 1       | 0        | 0     | 7   | 0            |     |         |          |       | 6,125                              | 0.4                                 | 429        | 0.0        | 0             | 429           | 1               | 120              | 24         | 0     | 0                                  | 306   | 0.051       | 61            | 0.000         | 0               | 61               | 0.07       | 6        | 24  | -     | - |   |
| Bandjoist Insul.                  | 24                               | 0        | 24  | 0       | 0        | 0     | -   | 0            |     |         |          |       | 12,164                             | 0.0                                 | 0          | 0.0        | 0             | 0             | 1               | 116              | 0          | 0     | 0                                  | 507   | -           | -             | -             | -               | -                | 0.05       | 5        | -   | -     | - |   |
| Furnace Blower Fan <sup>1</sup>   | 123                              | 121      | 122 | 1       | 0        | 0     | -   | 121          |     |         |          |       | 0                                  | 0.0                                 | 0          | 10.2       | 15,748        | 15,748        | (1)             | (55)             | (0)        | 0     | 0                                  | 0   | 0.000       | 0             | 0.084         | 130             | 130              | (0.00)     | (0)      | (0) | -     | - |   |
| Exhaust Ventilator <sup>2</sup>   | 80                               | 80       | 78  | 0       | 0        | 0     | 80  | 80           |     |         |          |       | 73,295                             | -0.2                                | (1,879)    | (1.7)      | (2,645)       | (4,523)       | (4)             | (407)            | 0          | 0     | 0                                  | 916   | -0.003      | (23)          | (0.021)       | (33)            | (57)             | (0.06)     | (5)      | -   | -     | - |   |
| Total Heating System Repl         | 93                               | 0        | 92  | 1       | 0        | 0     | -   | 0            |     |         |          |       | 345,953                            | 0.0                                 | 0          | 0.0        | 0             | 0             | 156             | 14,325           | 167        | 0     | 0                                  | 3,720   | -           | -             | -             | -               | -                | -          | 1.69     | 156 | 167   | - | - |
| Condensing Htg Sys Repl           | 90                               | 0        | 89  | 1       | 0        | 0     | -   | -            |     |         |          |       | 311,643                            | 0.0                                 | 0          | 0.0        | 0             | 0             | 123             | 11,271           | 167        | 0     | 0                                  | 3,463   | -           | -             | -             | -               | -                | -          | 1.38     | 127 | 167   | - | - |
| Non-Cond Htg Sys Repl             | 21                               | 0        | 21  | 0       | 0        | 0     | -   | -            |     |         |          |       | 34,310                             | 0.0                                 | 0          | 0.0        | 0             | 0             | 33              | 3,054            | 0          | 0     | 0                                  | 1,634   | -           | -             | -             | -               | -                | -          | 1.58     | 145 | -     | - | - |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | 0       | 0        | 0     | -   | Htg Sys Repl |     |         |          |       | 0                                  | 0.0                                 | 0          | 0.0        | 0             | 0             | 0               | 0                | 0          | 0     | 0                                  | 0   | -           | -             | -             | -               | -                | -          | -        | -   | -     | - |   |
| Heat Pump Repl                    | 0                                | 0        | 0   | 0       | 0        | 0     | -   | 0            |     |         |          |       | 0                                  | 0.0                                 | 0          | 0.0        | 0             | 0             | 0               | 0                | 0          | 0     | 0                                  | 0   | -           | -             | -             | -               | -                | -          | -        | -   | -     | - |   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | 0       | 0        | 0     | -   | 0            |     |         |          |       | 0                                  | 0.0                                 | 0          | 0.0        | 0             | 0             | 0               | 0                | 0          | 0     | 0                                  | 0   | -           | -             | -             | -               | -                | -          | -        | -   | -     | - |   |
|                                   |                                  |          |     |         |          |       | Number of Measures Installed by Fuel Type |              |     |         |          |       |                                    | Electricity                         |            | Gas        |               | Propane       |                 | Fuel Oil         |            | Other |                                    |   | Electricity |               | Gas           |                 | Propane          |            | Fuel Oil |     | Other |   |   |
|                                   | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Total                                     | Electric     | Gas | Propane | Fuel Oil | Other |                                    | Summer kW                           | Winter kW  | Annual kWh | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |       | Summer kW                          | Winter kW   | Annual kWh  | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |          |     |       |   |   |
| Water Heating                     | 123                              | 29       | 94  | 0       | 0        | 0     | 328                                       | 64           | 264 | 0       | 0        | 0     | 154,116                            | 0.0                                 | 0.1        | 4,812      | 17.4          | 3,073         | 0               | 0                | 0          |       | 1,253                              | 0.000   | 0.003       | 166           | 0.185         | 33              | -                | -          | -        | -   | -     |   |   |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0       | 0        | 0     | 0   | 0            | 0   | 0       | 0        | 0     | 0                                  | 0.0                                 | 0.0        | 0          | 0             | 0             | 0               | 0                | 0          | 0     | 0                                  | -   | -           | -             | -             | -               | -                | -          | -        | -   | -     |   |   |
| WH Wrap                           | 0                                | 0        | 0   | 0       | 0        | 0     | 0   | 0            | 0   | 0       | 0        | 0     | 0                                  | 0.0                                 | 0.0        | 0          | 0             | 0             | 0               | 0                | 0          | 0     | 0                                  | -   | -           | -             | -             | -               | -                | -          | -        | -   | -     |   |   |
| Pipe Insul.                       | 115                              | 26       | 89  | 0       | 0        | 0     | 115                                       | 26           | 89  | 0       | 0        | 0     | 2,196                              | 0.0                                 | 0.0        | 1,135      | 0.7           | 257           | 0               | 0                | 0          | 0     | 19                                 | 0.000   | 0.000       | 44            | 0.01          | 3               | -                | -          | -        | -   | -     | - |   |
| LF Showerhead                     | 23                               | 7        | 16  | 0       | 0        | 0     | 24  | 7            | 17  | 0       | 0        | 0     | 240                                | 0.0                                 | 0.0        | 1,225      | 0.4           | 115           | 0               | 0                | 0          | 0     | 10                                 | 0.000   | 0.004       | 175           | 0.02          | 7               | -                | -          | -        | -   | -     | - |   |
| Faucet Aerator                    | 70                               | 11       | 59  | 0       | 0        | 0     | 99  | 16           | 83  | 0       | 0        | 0     | 494                                | 0.0                                 | 0.0        | 526        | 0.4           | 112           | 0               | 0                | 0          | 0     | 7                                  | 0.000   | 0.001       | 48            | 0.01          | 2               | -                | -          | -        | -   | -     | - |   |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0       | 0        | 0     | 0   | 0            | 0   | 0       | 0        | 0     | 0                                  | 0.0                                 | 0.0        | 0          | 0             | 0             | 0               | 0                | 0          | 0     | 0                                  | -   | -           | -             | -             | -               | -                | -          | -        | -   | -     |   |   |
| Hi-Eff or Electric Wtr Htr Repl.  | 90                               | 15       | 75  | 0       | 0        | 0     | 90  | 15           | 75  | 0       | 0        | 0     | 151,186                            | 0.0                                 | 0.0        | 1,927      | 15.9          | 2,590         | 0               | 0                | 0          | 0     | 1,680                              | 0.000   | 0.003       | 128           | 0.21          | 35              | -                | -          | -        | -   | -     | - |   |
| Lighting                          | 93                               | 93       |     |         |          |       | 628                                       | 628          |     |         |          |       | 4,362                              | 1.1                                 | 2.1        | 10,639     | -             | -             | -               | -                | -          | -     | 47                                 | 0.012   | 0.022       | 114           | -             | -               | -                | -          | -        | -   | -     | - |   |
| Refrigerator/Freezer <sup>3</sup> | 21                               | 21       |     |         |          |       | 22  | 22           |     |         |          |       | 13,370                             | 1.4                                 | 1.3        | 11,456     | -             | -             | -               | -                | -          | -     | 637                                | 0.067   | 0.063       | 546           | -             | -               | -                | -          | -        | -   | -     | - |   |
| Refrigerator Removal              | 0                                | 0        |     |         |          |       | 0   | 0            |     |         |          |       | 0                                  | 0.0                                 | 0.0        | 0          | -             | -             | -               | -                | -          | -     | 0                                  | -   | -           | -             | -             | -               | -                | -          | -        | -   | -     |   |   |
| Refrigerator Exchange             | 16                               | 16       |     |         |          |       | 16  | 16           |     |         |          |       | 10,262                             | 1.0                                 | 0.9        | 8,187      | -             | -             | -               | -                | -          | -     | 641                                | 0.063   | 0.059       | 512           | -             | -               | -                | -          | -        | -   | -     | - |   |
| Freezer Removal                   | 0                                | 0        |     |         |          |       | 0   | 0            |     |         |          |       | 0                                  | 0.0                                 | 0.0        | 0          | -             | -             | -               | -                | -          | -     | 0                                  | -   | -           | -             | -             | -               | -                | -          | -        | -   | -     |   |   |
| Freezer Exchange                  | 6                                | 6        |     |         |          |       | 6   | 6            |     |         |          |       | 3,108                              | 0.4                                 | 0.4        | 3,269      | -             | -             | -               | -                | -          | -     | 518                                | 0.067   | 0.063       | 545           | -             | -               | -                | -          | -        | -   | -     | - |   |
| Total Non-Efficiency Measures     | 125                              |          |     |         |          |       |   |              |     |         |          |       | 762,779                            |                                     |            |            |               |               |                 |                  |            |       | 6,102                              |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Misc Ins./Attic Access/Vent       | 111                              |          |     |         |          |       |   |              |     |         |          |       | 21,498                             |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Duct Sealing                      | 95                               |          |     |         |          |       |   |              |     |         |          |       | 14,296                             |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Duct Insulation                   | 77                               |          |     |         |          |       |   |              |     |         |          |       | 6,798                              |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Damming Material                  | 58                               |          |     |         |          |       |   |              |     |         |          |       | 2,654                              |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Htg. Sys. Tune & Clear            | 0                                |          |     |         |          |       |   |              |     |         |          |       | 0                                  |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Htg. Sys./WH Other                | 24                               |          |     |         |          |       |   |              |     |         |          |       | 36,541                             |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Air Conditioning Work             | 0                                |          |     |         |          |       |   |              |     |         |          |       | 0                                  |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Water Heater Repair               | 3                                |          |     |         |          |       |   |              |     |         |          |       | 396                                |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Refrigerator Coil Clean           | 0                                |          |     |         |          |       |   |              |     |         |          |       | 0                                  |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Waterbed Mattress Pad             | 0                                |          |     |         |          |       |   |              |     |         |          |       | 0                                  |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Programmable Tstat                | 71                               |          |     |         |          |       |   |              |     |         |          |       | 6,947                              |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Unspecified Utility Meas          | 0                                |          |     |         |          |       |   |              |     |         |          |       | 0                                  |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| CO Detector                       | 124                              |          |     |         |          |       |   |              |     |         |          |       | 11,060                             |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Smoke Detector                    | 110                              |          |     |         |          |       |   |              |     |         |          |       | 6,873                              |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Fuses                             | 0                                |          |     |         |          |       |   |              |     |         |          |       | 0                                  |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Htg Sys Safety Check              | 0                                |          |     |         |          |       |   |              |     |         |          |       | 0                                  |                                     |            |            |               |               |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |
| Htg Sys Ventilation               | 82                               |          |     |         |          |       |   |              |     |         |          |       | 13,431                             |                                     |            |            |               | </            |                 |                  |            |       |                                    |   |             |               |               |                 |                  |            |          |     |       |   |   |

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Reported Labor, Materials and Utility Admin Expenditures: \$162,079**

**Utility Administration Expenditures:** -

**Total Labor and Material Expenditures: \$162,079**

|                                  | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |          |     |            |                        |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |                 |                  |               |                                    |                 |                       |            | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
|----------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|----------|-----|------------|------------------------|------------|------------------------------------|-------------------------------------|-----------------|------------------|---------------|------------------------------------|-----------------|-----------------------|------------|---|-------------------|-----------------|------------------|---------------|------------------------------------|-----------------|-----------------------|------------|---------------|-------------------|-----------------|------------------|------------|--|
| Measure                          | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Season Cooling                       | Heating  |     | Summer kWh | Electricity Winter kWh | Annual kWh | Pk-Day therms                      | Gas Annual therms                   | Propane gallons | Fuel Oil gallons | Other Mbtu    | Spending on Materials & Labor (\$) | Summer kW       | Electricity Winter kW | Annual kWh | Pk-Day therms   | Gas Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu    | Spending on Materials & Labor (\$) | Summer kW       | Electricity Winter kW | Annual kWh | Pk-Day therms | Gas Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |  |
| Total Efficiency Measures        | 15                               | 15       | 11  | 2       | 1        | 0     | 15                                   | 15       |     | 79,734     | 2.3                    | 1.0        | 4,736                              | 15                                  | 1,425           | 177              | 87            | 0                                  | 5,316           | 0.156                 | 0.064      | 316   | 1.37              | 130             | 89               | 87            | -                                  |                 |                       |            |               |                   |                 |                  |            |  |
| Total Shell & Htg. Sys. Repl     | 15                               | 15       | 11  | 2       | 1        | 0     | 15                                   | 15       |     | 58,075     | 2.3                    | 2,665      | 0.9                                | 1,302                               | 3,967           | 14               | 1,164         | 177                                | 87              | 0                     | 3,872      | 0.152   | 178               | 0.060           | 87               | 264           | 1.23                               | 106             | 89                    | 87         | -             |                   |                 |                  |            |  |
| Total Shell Measures             | 15                               | 15       | 11  | 2       | 1        | 0     | 15                                   | 15       |     | 34,550     | 2.3                    | 2,665      | 0.9                                | 1,302                               | 3,967           | 7                | 605           | 64                                 | 25              | 0                     | 2,303      | 0.152   | 178               | 0.060           | 87               | 264           | 0.64                               | 55              | 32                    | 25         | -             |                   |                 |                  |            |  |
| Wall Insul.                      | 3                                | 3        | 2   | 1       | 0        | 0     | 3                                    | 0        |     | 885        | 0.6                    | 684        | 0.0                                | 0                                   | 684             | 1                | 79            | 7                                  | 0               | 0                     | 295        | 0.189   | 228               | 0.000           | 0                | 228           | 0.46                               | 39              | 7                     | -          | -             |                   |                 |                  |            |  |
| Open Blown Ceiling Insul         | 7                                | 7        | 5   | 1       | 0        | 0     | 6                                    | 1        |     | 8,486      | 0.9                    | 1,121      | 0.4                                | 510                                 | 1,631           | 1                | 80            | 4                                  | 0               | 0                     | 1,209      | 0.155   | 187               | 0.353           | 510              | 233           | 0.18                               | 16              | 4                     | -          | -             |                   |                 |                  |            |  |
| Cavity Fill Insul                | 1                                | 0        | 1   | 0       | 0        | 0     | 0                                    | 0        |     | 1,447      | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 1                | 79            | 0                                  | 0               | 0                     | 1,447      | -   | -                 | -               | -                | -             | 0.92                               | 79              | -                     | -          | -             |                   |                 |                  |            |  |
| Sloped Attic Insul               | 1                                | 1        | 0   | 0       | 0        | 0     | 1                                    | 0        |     | 1,107      | 0.2                    | 203        | 0.0                                | 0                                   | 203             | 1                | 67            | 0                                  | 0               | 0                     | 1,107      | 0.168   | 203               | 0.000           | 0                | 203           | 1.01                               | 87              | -                     | -          | -             |                   |                 |                  |            |  |
| Kneewall Insul                   | 2                                | 2        | 2   | 0       | 0        | 0     | 2                                    | 0        |     | 322        | 0.0                    | 27         | 0.0                                | 0                                   | 27              | 0                | 8             | 0                                  | 0               | 0                     | 161        | 0.011   | 13                | 0.000           | 0                | 13            | 0.05                               | 4               | -                     | -          | -             |                   |                 |                  |            |  |
| Infl. Reduction                  | 15                               | 15       | 11  | 2       | 1        | 0     | 14                                   | 1        |     | 13,908     | 0.3                    | 350        | 0.2                                | 217                                 | 567             | 2                | 212           | 54                                 | 16              | 0                     | 927        | 0.021   | 25                | 0.150           | 217              | 38            | 0.22                               | 19              | 27                    | 16         | -             |                   |                 |                  |            |  |
| Found./Crawl. Insul              | 8                                | 4        | 7   | 0       | 1        | 0     | 4                                    | 0        |     | 3,585      | 0.3                    | 381        | 0.0                                | 0                                   | 381             | 1                | 75            | 0                                  | 9               | 0                     | 448        | 0.079   | 95                | 0.000           | 0                | 95            | 0.12                               | 11              | -                     | 9          | -             |                   |                 |                  |            |  |
| Bandjoist Insul.                 | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     | 0          | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 0                | 0             | 0                                  | 0               | 0                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Furnace Blower Fan¹              | 14                               | 14       | 11  | 2       | 1        | 0     | -                                    | 14       |     | 0          | 0.0                    | 0          | 0.7                                | 1,061                               | 1,061           | (0)              | (3)           | (0)                                | (0)             | 0                     | 0          | 0.000   | 0                 | 0.052           | 76               | 76            | (0.00)                             | (0)             | (0)                   | (0)        | -             |                   |                 |                  |            |  |
| Exhaust Ventilator²              | 3                                | 3        | 2   | 0       | 0        | 0     | 3                                    | 3        |     | 4,829      | 0.0                    | (102)      | (0.3)                              | (485)                               | (586)           | (0)              | (10)          | 0                                  | 0               | 0                     | 1,610      | -0.004  | (34)              | (0.112)         | (162)            | (195)         | (0.06)                             | (5)             | -                     | -          | -             | -                 |                 |                  |            |  |
| Total Heating System Repl        | 7                                | 0        | 5   | 1       | 1        | 0     | -                                    | 0        |     | 23,525     | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 6                | 559           | 113                                | 62              | 0                     | 3,361      | -   | -                 | -               | -                | -             | 1.30                               | 112             | 113                   | 62         | -             |                   |                 |                  |            |  |
| Condensing Htg Sys Rep           | 7                                | 0        | 5   | 1       | 1        | 0     | -                                    | -        |     | 23,525     | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 6                | 559           | 113                                | 62              | 0                     | 3,361      | -   | -                 | -               | -                | -             | 1.30                               | 112             | 113                   | 62         | -             |                   |                 |                  |            |  |
| Non-Cond Htg Sys Repl            | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | -        |     | 0          | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 0                | 0             | 0                                  | 0               | 0                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Electric Htg Sys Repl            | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     | 0          | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 0                | 0             | 0                                  | 0               | 0                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Heat Pump Repl                   | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     | 0          | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 0                | 0             | 0                                  | 0               | 0                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Other Htg Sys Repl               | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     | 0          | 0.0                    | 0          | 0.0                                | 0                                   | 0               | 0                | 0             | 0                                  | 0               | 0                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
|                                  | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Total                                | Electric | Gas | Propane    | Fuel Oil               | Other      |                                    | Summer kW                           | Winter kW       | Annual kWh       | Pk-Day therms | Annual therms                      | Propane gallons | Fuel Oil gallons      | Other Mbtu |   | Summer kW         | Winter kW       | Annual kWh       | Pk-Day therms | Annual therms                      | Propane gallons | Fuel Oil gallons      | Other Mbtu |               |                   |                 |                  |            |  |
| Water Heating                    | 13                               | 4        | 9   | 0       | 0        | 0     | 18                                   | 4        | 14  | 0          | 0                      | 0          | 0                                  | 20,790                              | 0.0             | 0.0              | 257           | 1.5                                | 261             | 0                     | 0          | 0   | 1,599             | 0.000           | 0.001            | 64            | 0.171                              | 29              | -                     | -          | -             |                   |                 |                  |            |  |
| Temp. Reduct.                    | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0          | 0                      | 0          | 0                                  | 0                                   | 0.0             | 0.0              | 0             | 0.0                                | 0               | 0                     | 0          | 0   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| WH Wrap                          | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0          | 0                      | 0          | 0                                  | 0                                   | 0.0             | 0.0              | 0             | 0.0                                | 0               | 0                     | 0          | 0   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Pipe Insul.                      | 10                               | 3        | 7   | 0       | 0        | 0     | 10                                   | 3        | 7   | 0          | 0                      | 0          | 0                                  | 190                                 | 0.0             | 0.0              | 128           | 0.1                                | 20              | 0                     | 0          | 0   | 19                | 0.000           | 0.000            | 43            | 0.01                               | 3               | -                     | -          | -             | -                 |                 |                  |            |  |
| LF Showerhead                    | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0          | 0                      | 0          | 0                                  | 0                                   | 0.0             | 0.0              | 0             | 0.0                                | 0               | 0                     | 0          | 0   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Faucet Aerator                   | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0          | 0                      | 0          | 0                                  | 0                                   | 0.0             | 0.0              | 0             | 0.0                                | 0               | 0                     | 0          | 0   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Std-Eff Wtr Htr Repl.            | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0          | 0                      | 0          | 0                                  | 0                                   | 0.0             | 0.0              | 0             | 0.0                                | 0               | 0                     | 0          | 0   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Hi-Eff or Electric Wtr Htr Repl. | 8                                | 1        | 7   | 0       | 0        | 0     | 8                                    | 1        | 7   | 0          | 0                      | 0          | 0                                  | 20,600                              | 0.0             | 0.0              | 128           | 1.5                                | 241             | 0                     | 0          | 0   | 2,575             | 0.000           | 0.003            | 128           | 0.21                               | 34              | -                     | -          | -             | -                 |                 |                  |            |  |
| Lighting                         | 0                                | 0        |     |         |          |       | 0                                    | 0        |     | 0          | 0.0                    | 0.0        | 0                                  | -                                   | -               | -                | -             | -                                  | -               | -                     | -          | 0   | -                 | -               | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Refrigerator/Freezer³            | 1                                | 1        |     |         |          |       | 1                                    | 1        |     | 869        | 0.1                    | 0.1        | 512                                | -                                   | -               | -                | -             | -                                  | -               | -                     | 869        | 0.063   | 0.059             | 512             | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Refrigerator Removal             | 0                                | 0        |     |         |          |       | 0                                    | 0        |     | 0          | 0.0                    | 0.0        | 0                                  | -                                   | -               | -                | -             | -                                  | -               | -                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          |               |                   |                 |                  |            |  |
| Refrigerator Exchange            | 1                                | 1        |     |         |          |       | 1                                    | 1        |     | 869        | 0.1                    | 0.1        | 512                                | -                                   | -               | -                | -             | -                                  | -               | -                     | 869        | 0.063   | 0.059             | 512             | -                | -             | -                                  | -               | -                     | -          | -             |                   |                 |                  |            |  |
| Freezer Removal                  | 0                                | 0        |     |         |          |       | 0                                    | 0        |     | 0          | 0.0                    | 0.0        | 0                                  | -                                   | -               | -                | -             | -                                  | -               | -                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          |               |                   |                 |                  |            |  |
| Freezer Exchange                 | 0                                | 0        |     |         |          |       | 0                                    | 0        |     | 0          | 0.0                    | 0.0        | 0                                  | -                                   | -               | -                | -             | -                                  | -               | -                     | 0          | -   | -                 | -               | -                | -             | -                                  | -               | -                     | -          |               |                   |                 |                  |            |  |
| Total Non-Efficiency Measures    | 15                               |          |     |         |          |       |                                      |          |     | 82,346     |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 5,490      |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Misc Ins Attic Access/Ven        | 13                               |          |     |         |          |       |                                      |          |     | 3,147      |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       |            |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Duct Sealing                     | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Duct Insulation                  | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Damming Material                 | 1                                |          |     |         |          |       |                                      |          |     | 55         |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 55         |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Htg. Sys. Tune & Clean           | 3                                |          |     |         |          |       |                                      |          |     | 1,525      |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 508        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Htg. Sys./WH Other               | 2                                |          |     |         |          |       |                                      |          |     | 1,907      |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 953        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Air Conditioning Work            | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Water Heater Repair              | 1                                |          |     |         |          |       |                                      |          |     | 125        |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 125        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Refrigerator Coil Clean          | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Waterbed Mattress Pad            | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Programmable Tstat               | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Unspecified Utility Meas         | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| CO Detector                      | 11                               |          |     |         |          |       |                                      |          |     | 368        |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 33         |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Smoke Detector                   | 10                               |          |     |         |          |       |                                      |          |     | 455        |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 46         |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Fuses                            | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Htg Sys Safety Check             | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Htg Sys Ventilator               | 8                                |          |     |         |          |       |                                      |          |     | 3,000      |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 375        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Water Heater Ventilation         | 7                                |          |     |         |          |       |                                      |          |     | 2,250      |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 321        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Bathroom Ventilation             | 4                                |          |     |         |          |       |                                      |          |     | 2,704      |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 676        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Dryer Ventilation                | 3                                |          |     |         |          |       |                                      |          |     | 400        |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 133        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Kitchen Ventilation              | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Other Exhaust Ventilator         | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Asbestos Removal (Minor)         | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Health/Safety Repairs            | 11                               |          |     |         |          |       |                                      |          |     | 7,067      |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 642        |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Health/Safety Other              | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| Consumables                      | 0                                |          |     |         |          |       |                                      |          |     | 0          |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 0          |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| General Repairs                  | 14                               |          |     |         |          |       |                                      |          |     | 14,811     |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       | 1,058      |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |
| M                                |                                  |          |     |         |          |       |                                      |          |     |            |                        |            |                                    |                                     |                 |                  |               |                                    |                 |                       |            |   |                   |                 |                  |               |                                    |                 |                       |            |               |                   |                 |                  |            |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Reported Labor, Materials and Utility Admin Expenditures: \$1,339,403**

**Utility Administration Expenditures:** -

**Total Labor and Material Expenditures: \$1,339,403**

|                              | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |         |  |  |         |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |                 |                  |            |                                    |            |            |            | Average Billing Adjusted First Year Costs and Savings |               |                                 |                  |            |     |     |   |   |  |  |  |
|------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|---------|--|--|---------|------------|------------------------------------|-------------------------------------|---------------|---------------|-----------------|------------------|------------|------------------------------------|------------|------------|------------|---|---------------|---------------------------------|------------------|------------|-----|-----|---|---|--|--|--|
|                              |                                  |          |     |         |          |       |                                      |         |  |  |         |            |                                    | Electricity                         |               |               |                 | Gas              |            | Propane                            |            | Fuel Oil   |            | Other   |               | per Dwelling Receiving Measures |                  |            |     |     |   |   |  |  |  |
| Measure                      | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Cooling                              | Heating |  |  |         | Summer kWh | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh | Annual kWh | Pk-Day therms   | Annual therms | Propane gallons                 | Fuel Oil gallons | Other Mbtu |     |     |   |   |  |  |  |
| Total Efficiency Measures    | 97                               | 97       | 84  | 7       | 0        | 0     | 96                                   | 97      |  |  | 727,080 | 20.2       | 14.2                               | 56,947                              | 192           | 18,608        | 2,110           | 0                | 0          |                                    | 7,496      | 0.210      | 0.146      | 587   | 2.29          | 222                             | 301              | -          | -   |     |   |   |  |  |  |
| Total Shell & Htg. Sys. Repl | 97                               | 97       | 84  | 7       | 0        | 0     | 96                                   | 97      |  |  | 634,547 | 18.4       | 20,463                             | 12.0                                | 18,702        | 39,165        | 182             | 17,003           | 2,000      | 0                                  | 0          | 6,542      | 0.192      | 0.123   | 193           | 404                             | 2.17             | 202        | 286 | -   | - |   |  |  |  |
| Total Shell Measures         | 97                               | 97       | 84  | 7       | 0        | 0     | 96                                   | 97      |  |  | 470,737 | 18.4       | 20,463                             | 11.7                                | 18,302        | 38,765        | 110             | 10,258           | 1,432      | 0                                  | 0          | 4,853      | 0.192      | 0.121   | 189           | 400                             | 1.31             | 122        | 205 | -   | - |   |  |  |  |
| Wall Insul.                  | 65                               | 63       | 57  | 6       | 0        | 0     | 63                                   | 2       |  |  | 145,700 | 7.7        | 9,234                              | 1.2                                 | 1,920         | 11,154        | 46              | 4,326            | 665        | 0                                  | 0          | 2,242      | 0.122      | 0.078   | 94            | 177                             | 0.81             | 76         | 111 | -   | - |   |  |  |  |
| Open Blown Ceiling Insul     | 75                               | 72       | 66  | 5       | 0        | 0     | 72                                   | 4       |  |  | 63,789  | 5.6        | 6,736                              | 3.1                                 | 4,915         | 11,651        | 20              | 1,893            | 237        | 0                                  | 0          | 851        | 0.078      | 0.055   | 66            | 1,229                           | 0.31             | 29         | 47  | -   | - |   |  |  |  |
| Cavity Fill Insul            | 25                               | 21       | 23  | 1       | 0        | 0     | 21                                   | 1       |  |  | 22,581  | 1.2        | 1,395                              | 1.6                                 | 2,458         | 3,853         | 12              | 1,092            | 120        | 0                                  | 0          | 903        | 0.055      | 0.038   | 63            | 1,248                           | 0.051            | 47         | 120 | -   | - |   |  |  |  |
| Sloped Attic Insul           | 31                               | 29       | 28  | 3       | 0        | 0     | 29                                   | 0       |  |  | 18,022  | 1.5        | 1,826                              | 0.0                                 | 0             | 1,826         | 11              | 990              | 127        | 0                                  | 0          | 582        | 0.052      | 0.035   | 24            | 1,019                           | 0.031            | 35         | 42  | -   | - |   |  |  |  |
| Kneewall Insul               | 28                               | 24       | 24  | 3       | 0        | 0     | 24                                   | 1       |  |  | 12,938  | 0.5        | 580                                | 0.1                                 | 171           | 750           | 3               | 235              | 56         | 0                                  | 0          | 462        | 0.020      | 0.011   | 10            | 171                             | 0.11             | 10         | 19  | -   | - |   |  |  |  |
| Infltr. Reduction            | 96                               | 93       | 84  | 7       | 0        | 0     | 93                                   | 5       |  |  | 115,191 | 1.3        | 1,596                              | 0.4                                 | 561           | 2,157         | 14              | 1,303            | 120        | 0                                  | 0          | 1,200      | 0.014      | 0.007   | 112           | 23                              | 0.17             | 16         | 17  | -   | - |   |  |  |  |
| Found./Crawl. Insul          | 45                               | 18       | 40  | 4       | 0        | 0     | 18                                   | 1       |  |  | 22,616  | 0.9        | 1,145                              | 0.0                                 | 24            | 1,169         | 7               | 656              | 119        | 0                                  | 0          | 503        | 0.053      | 0.018   | 64            | 163                             | 0.18             | 16         | 30  | -   | - |   |  |  |  |
| Bandjoist Insul.             | 51                               | 2        | 44  | 5       | 0        | 0     | -                                    | 2       |  |  | 7,323   | 0.0        | 0                                  | 0.2                                 | 326           | 326           | 2               | 188              | 24         | 0                                  | 0          | 144        | 0.000      | 0.005   | 0             | 163                             | 0.05             | 4          | 5   | -   | - |   |  |  |  |
| Furnace Blower Fan¹          | 91                               | 91       | 84  | 7       | 0        | 0     | -                                    | 91      |  |  | 0       | 0.0        | 0                                  | 7.6                                 | 11,889        | 11,889        | (0)             | (41)             | (6)        | 0                                  | 0          | 0          | 0.000      | 0.008   | 131           | 131                             | (0.01)           | (0)        | (1) | -   | - |   |  |  |  |
| Exhaust Ventilator²          | 83                               | 83       | 73  | 5       | 0        | 0     | 83                                   | 83      |  |  | 62,578  | -0.3       | (2,048)                            | (2.5)                               | (3,963)       | (6,011)       | (4)             | (384)            | (31)       | 0                                  | 0          | 754        | -0.003     | (25)  | (0.031)       | (48)                            | (72)             | (0.06)     | (5) | (6) | - | - |  |  |  |
| Total Heating System Repl    | 67                               | 3        | 60  | 4       | 0        | 0     | -                                    | 3       |  |  | 163,809 | 0.0        | 0                                  | 0.3                                 | 400           | 400           | 72              | 6,745            | 567        | 0                                  | 0          | 2,445      | 0.000      | 0.085   | 133           | 133                             | 1.21             | 112        | 142 | -   | - |   |  |  |  |
| Condensing Htg Sys Rep       | 59                               | 0        | 56  | 3       | 0        | 0     | -                                    | -       |  |  | 139,847 | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 68              | 6,379            | 401        | 0                                  | 0          | 2,370      | -          | -   | -             | -                               | 1.22             | 114        | 134 | -   | - |   |  |  |  |
| Non-Cond Htg Sys Repl        | 5                                | 0        | 4   | 1       | 0        | 0     | -                                    | -       |  |  | 8,914   | 0.0        |                                    |                                     |               |               |                 |                  |            |                                    |            |            |            |   |               |                                 |                  |            |     |     |   |   |  |  |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Reported Labor, Materials and Utility Admin Expenditures: \$448,386**

**Utility Administration Expenditures:** -

**Total Labor and Material Expenditures: \$448,386**

|                              | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |         |  |  |         |           | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |                 |                  |            |                                    |           | Average Billing Adjusted First Year Costs and Savings |            |               |               |                                 |                  |            |                                    |           |            |            |               |               |                 |                  |            |  |  |  |  |
|------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|---------|--|--|---------|-----------|------------------------------------|-------------------------------------|---------------|---------------|-----------------|------------------|------------|------------------------------------|-----------|---|------------|---------------|---------------|---------------------------------|------------------|------------|------------------------------------|-----------|------------|------------|---------------|---------------|-----------------|------------------|------------|--|--|--|--|
|                              |                                  |          |     |         |          |       |                                      |         |  |  |         |           |                                    | Electricity                         |               |               |                 | Gas              |            | Propane                            |           | Fuel Oil  |            | Other         |               | per Dwelling Receiving Measures |                  |            |                                    |           |            |            |               |               |                 |                  |            |  |  |  |  |
| Measure                      | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Season Cooling                       | Heating |  |  |         | Summer kW | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu | Spending on Materials & Labor (\$) | Summer kW | Winter kWh  | Annual kWh | Pk-Day therms | Annual therms | Propane gallons                 | Fuel Oil gallons | Other Mbtu | Spending on Materials & Labor (\$) | Summer kW | Winter kWh | Annual kWh | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |  |  |  |  |
| Total Efficiency Measures    | 37                               | 37       | 32  | 3       | 0        | 0     | 37                                   | 37      |  |  | 262,794 | 10.2      | 7.0                                | 32,675                              | 67            | 6,416         | 650             | 0                | 0          |                                    | 7,103     | 0.275   | 0.190      | 883           | 2.09          | 201                             | 217              | -          | -                                  |           |            |            |               |               |                 |                  |            |  |  |  |  |
| Total Shell & Htg. Sys. Repl | 37                               | 37       | 32  | 3       | 0        | 0     | 37                                   | 37      |  |  | 225,664 | 8.7       | 9,741                              | 4.4                                 | 6,689         | 16,310        | 63              | 5,735            | 650        | 0                                  | 0         | 6,099   | 0.234      | 263           | 0.118         | 181                             | 444              | 1.96       | 179                                | 217       | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Total Shell Measures         | 37                               | 37       | 32  | 3       | 0        | 0     | 37                                   | 37      |  |  | 159,633 | 8.7       | 9,741                              | 4.3                                 | 6,569         | 16,310        | 36              | 3,322            | 314        | 0                                  | 0         | 4,314   | 0.234      | 263           | 0.116         | 178                             | 441              | 1.14       | 104                                | 105       | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Wall Insul.                  | 24                               | 24       | 23  | 1       | 0        | 0     | 24                                   | 0       |  |  | 60,242  | 3.6       | 4,294                              | 0.0                                 | 0             | 4,294         | 18              | 1,671            | 101        | 0                                  | 0         | 2,510   | 0.148      | 179           | 0.000         | 0                               | 179              | 0.80       | 73                                 | 101       | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Open Blown Ceiling Insul     | 30                               | 30       | 27  | 2       | 0        | 0     | 30                                   | 1       |  |  | 20,840  | 2.8       | 3,433                              | 2.3                                 | 3,562         | 6,995         | 6               | 519              | 10         | 0                                  | 0         | 695   | 0.095      | 114           | 2.330         | 3,562                           | 233              | 0.21       | 19                                 | 5         | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Cavity Fill Insul            | 15                               | 12       | 12  | 2       | 0        | 0     | 12                                   | 1       |  |  | 14,371  | 0.9       | 1,093                              | 0.2                                 | 312           | 1,405         | 5               | 444              | 144        | 0                                  | 0         | 959   | 0.076      | 91            | 0.204         | 312                             | 117              | 0.41       | 37                                 | 72        | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Sloped Attic Insul           | 9                                | 9        | 0   | 0       | 0        | 0     | 9                                    | 0       |  |  | 5,821   | 0.6       | 677                                | 0.0                                 | 0             | 677           | 3               | 318              | 0          | 0                                  | 0         | 647   | 0.062      | 75            | 0.000         | 0                               | 75               | 0.39       | 35                                 | -         | -          |            |               |               |                 |                  |            |  |  |  |  |
| Kneewall Insul               | 9                                | 6        | 8   | 1       | 0        | 0     | 6                                    | 0       |  |  | 3,456   | 0.1       | 154                                | 0.0                                 | 0             | 154           | 1               | 135              | 16         | 0                                  | 0         | 384   | 0.021      | 26            | 0.000         | 0                               | 26               | 0.18       | 17                                 | 16        | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Infltr. Reduction            | 37                               | 37       | 32  | 3       | 0        | 0     | 37                                   | 2       |  |  | 18,029  | 0.7       | 828                                | 0.1                                 | 115           | 943           | 3               | 231              | 29         | 0                                  | 0         | 487   | 0.019      | 22            | 0.038         | 58                              | 25               | 0.08       | 7                                  | 10        | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Found./Crawl. Insul          | 9                                | 1        | 7   | 2       | 0        | 0     | 1                                    | 0       |  |  | 6,356   | 0.1       | 76                                 | 0.0                                 | 0             | 76            | 1               | 64               | 17         | 0                                  | 0         | 706   | 0.063      | 76            | 0.000         | 0                               | 76               | 0.10       | 9                                  | 8         | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Bandjoist Insul.             | 16                               | 0        | 13  | 3       | 0        | 0     | -                                    | 0       |  |  | 4,995   | 0.0       | 0                                  | 0.0                                 | 0             | 0             | 1               | 95               | 15         | 0                                  | 0         | 312   | -          | -             | -             | -                               | 0.08             | 7          | 5                                  | -         | -          |            |               |               |                 |                  |            |  |  |  |  |
| Furnace Blower Fan¹          | 35                               | 35       | 32  | 3       | 0        | 0     | -                                    | 35      |  |  | 0       | 0.0       | 0                                  | 2.7                                 | 4,160         | 4,160         | (0)             | (14)             | 1          | 0                                  | 0         | 0   | 0.000      | 0             | 0.078         | 119                             | 119              | (0.00)     | (0)                                | (0)       | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Exhaust Ventilator²          | 33                               | 33       | 28  | 3       | 0        | 0     | 33                                   | 33      |  |  | 25,524  | -0.1      | (815)                              | (1.0)                               | (1,581)       | (2,395)       | (2)             | (142)            | (17)       | 0                                  | 0         | 773   | -0.003     | (25)          | (0.031)       | (48)                            | (73)             | (0.06)     | (5)                                | (6)       | -          | -          |               |               |                 |                  |            |  |  |  |  |
| Total Heating System Repl    | 25                               | 1        | 22  | 2       | 0        | 0     | -                                    |         |  |  |         |           |                                    |                                     |               |               |                 |                  |            |                                    |           |   |            |               |               |                                 |                  |            |                                    |           |            |            |               |               |                 |                  |            |  |  |  |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

|   |             |
|---|-------------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$1,171,748 |
| Utility Administration Expenditures:                            | -           |
| Total Labor and Material Expenditures:                          | \$1,171,748 |

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Dalhoff Associates, LLC**

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Reported Labor, Materials and Utility Admin Expenditures: \$725,184**

**Utility Administration Expenditures:** -

**Total Labor and Material Expenditures:       \$725,184**

|                              | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |         |  |  |  |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |                 |                  |            |                                    |            |            |            | Average Billing Adjusted First Year Costs and Savings |                                 |                 |                  |             |                                    |            |            |            |               |               |                 |                  |            |
|------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|---------|--|--|--|------------|------------------------------------|-------------------------------------|---------------|---------------|-----------------|------------------|------------|------------------------------------|------------|------------|------------|---|---------------------------------|-----------------|------------------|-------------|------------------------------------|------------|------------|------------|---------------|---------------|-----------------|------------------|------------|
|                              |                                  |          |     |         |          |       |                                      |         |  |  |  |            |                                    | Electricity                         |               |               | Gas             |                  |            |                                    |            |            |            |   | per Dwelling Receiving Measures |                 |                  | Electricity |                                    | Gas        |            |            |               |               |                 |                  |            |
| Measure                      | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Cooling                              | Heating |  |  |  | Summer kWh | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh | Annual kWh | Pk-Day therms   | Annual therms                   | Propane gallons | Fuel Oil gallons | Other Mbtu  | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh | Annual kWh | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |
| Total Efficiency Measures    | 92                               | 92       | 64  | 19      | 0        | 1     | 92                                   | 92      |  |  |  | 439,575    | 15.0                               | 16.6                                | 51,735        | 100           | 9,714           | 4,899            | 0          | 18                                 | 4,778      | 0.163      | 0.181      | 562   | 1.56                            | 152             | 258              | -           | 18                                 |            |            |            |               |               |                 |                  |            |
| Total Shell & Htg. Sys. Repl | 92                               | 92       | 64  | 19      | 0        | 1     | 89                                   | 92      |  |  |  | 383,132    | 13.8                               | 15,137                              | 15.0          | 23,448        | 38,585          | 95               | 8,838      | 4,751                              | 0          | 18         | 4,164      | 0.155   | 0.163                           | 255             | 419              | 1.48        | 138                                | 250        | -          | 18         |               |               |                 |                  |            |
| Total Shell Measures         | 92                               | 92       | 64  | 19      | 0        | 1     | 89                                   | 92      |  |  |  | 197,041    | 13.8                               | 15,137                              | 14.7          | 22,940        | 38,076          | 51               | 4,757      | 2,296                              | 0          | 8          | 2,142      | 0.155   | 0.170                           | 0.160           | 249              | 414         | 0.80                               | 74         | 121        | -          | 8             |               |                 |                  |            |
| Wall Insul.                  | 40                               | 34       | 29  | 9       | 0        | 0     | 34                                   | 2       |  |  |  | 26,186     | 4.1                                | 4,928                               | 1.7           | 2,620         | 7,548           | 22               | 2,021      | 976                                | 0          | 0          | 655        | 0.120   | 0.145                           | 0.839           | 1,310            | 222         | 0.75                               | 70         | 108        | -          | -             |               |                 |                  |            |
| Open Blown Ceiling Insul     | 76                               | 70       | 54  | 15      | 0        | 1     | 70                                   | 6       |  |  |  | 33,588     | 6.5                                | 7,794                               | 2.8           | 4,410         | 12,205          | 9                | 874        | 517                                | 0          | 1          | 442        | 0.092   | 0.111                           | 0.471           | 735              | 174         | 0.17                               | 16         | 34         | -          | 1             |               |                 |                  |            |
| Cavity Fill Insul            | 9                                | 7        | 7   | 2       | 0        | 0     | 7                                    | 0       |  |  |  | 4,300      | 0.4                                | 500                                 | 0.0           | 0             | 500             | 4                | 396        | 101                                | 0          | 0          | 478        | 0.059   | 0.071                           | 0.000           | 0                | 71          | 0.61                               | 57         | 51         | -          | -             |               |                 |                  |            |
| Sloped Attic Insul           | 12                               | 11       | 10  | 1       | 0        | 0     | 11                                   | 1       |  |  |  | 3,246      | 0.7                                | 847                                 | 0.9           | 1,409         | 2,256           | 4                | 378        | 27                                 | 0          | 0          | 271        | 0.064   | 0.077                           | 0.903           | 1,409            | 205         | 0.41                               | 38         | 27         | -          | -             |               |                 |                  |            |
| Kneewall Insul               | 18                               | 16       | 12  | 3       | 0        | 0     | 15                                   | 3       |  |  |  | 16,979     | 0.8                                | 976                                 | 2.7           | 4,160         | 5,136           | 2                | 208        | 302                                | 0          | 0          | 943        | 0.054   | 0.065                           | 0.888           | 1,387            | 321         | 0.19                               | 17         | 101        | -          | -             |               |                 |                  |            |
| Infltr. Reduction            | 90                               | 82       | 62  | 19      | 0        | 1     | 82                                   | 8       |  |  |  | 51,920     | 1.1                                | 1,270                               | 3.0           | 4,670         | 5,940           | 10               | 896        | 374                                | 0          | 4          | 577        | 0.013   | 0.015                           | 0.374           | 584              | 72          | 0.16                               | 14         | 20         | -          | 4             |               |                 |                  |            |
| Found./Crawl. Insul          | 19                               | 11       | 12  | 3       | 0        | 1     | 10                                   | 3       |  |  |  | 8,650      | 0.5                                | 643                                 | 1.0           | 1,485         | 2,128           | 1                | 121        | 54                                 | 0          | 3          | 455        | 0.053   | 0.064                           | 0.317           | 495              | 193         | 0.11                               | 10         | 18         | -          | 3             |               |                 |                  |            |
| Bandjoist Insul.             | 34                               | 4        | 22  | 8       | 0        | 0     | -                                    | 4       |  |  |  | 10,634     | 0.0                                | 0                                   | 0.6           | 899           | 899             | 2                | 145        | 51                                 | 0          | 0          | 313        | 0.000   | 0                               | 0.144           | 225              | 225         | 0.07                               | 7          | 6          | -          | -             |               |                 |                  |            |
| Furnace Blower Fan¹          | 84                               | 83       | 64  | 19      | 0        | 1     | -                                    | 83      |  |  |  | 0          | 0.0                                | 0                                   | 4.5           | 7,023         | 7,023           | (0)              | (23)       | (8)                                | 0          | (0)        | 0          | 0.000   | 0                               | 0.054           | 85               | 85          | (0.00)                             | (0)        | (0)        | -          | (0)           |               |                 |                  |            |
| Exhaust Ventilator²          | 73                               | 73       | 51  | 17      | 0        | 0     | 73                                   | 73      |  |  |  | 41,538     | -0.2                               | (1,822)                             | (2.4)         | (3,736)       | (5,558)         | (3)              | (258)      | (97)                               | 0          | 0          | 569        | -0.003  | (25)                            | (0.033)         | (51)             | (76)        | (0.05)                             | (5)        | (6)        | -          | -             |               |                 |                  |            |
| Total Heating System Repl    | 54                               | 2        | 36  | 15      | 0        | 1     | -                                    | 2       |  |  |  | 186,091    | 0.0                                | 0                                   | 0.3           | 508           | 508             | 44               | 4,080      | 2,455                              | 0          | 10         | 3,446      | 0.000   | 0                               | 0.163           | 254              | 254         | 1.22                               | 113        | 164        | -          | 10            |               |                 |                  |            |
| Condensing Htg               |                                  |          |     |         |          |       |                                      |         |  |  |  |            |                                    |                                     |               |               |                 |                  |            |                                    |            |            |            |   |                                 |                 |                  |             |                                    |            |            |            |               |               |                 |                  |            |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Reported Labor, Materials and Utility Admin Expenditures: \$359,401**

**Utility Administration Expenditures:** -

**Total Labor and Material Expenditures: \$359,401**

|                              | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |         |  |  |         |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |       |       |                 |                  |            |                                 |                                    | Average Billing Adjusted First Year Costs and Savings |            |            |               |               |     |                 |                  |            |  |
|------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|---------|--|--|---------|------------|------------------------------------|-------------------------------------|---------------|---------------|-------|-------|-----------------|------------------|------------|---------------------------------|------------------------------------|---|------------|------------|---------------|---------------|-----|-----------------|------------------|------------|--|
|                              |                                  |          |     |         |          |       |                                      |         |  |  |         |            |                                    | Electricity                         |               |               | Gas   |       | Propane gallons | Fuel Oil gallons | Other Mbtu | per Dwelling Receiving Measures |                                    |   |            |            |               |               |     |                 |                  |            |  |
| Measure                      | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Season Cooling                       | Heating |  |  |         | Summer kWh | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms |       |       |                 |                  |            |                                 | Spending on Materials & Labor (\$) | Summer kWh  | Winter kWh | Annual kWh | Pk-Day therms | Annual therms |     | Propane gallons | Fuel Oil gallons | Other Mbtu |  |
| Total Efficiency Measures    | 35                               | 35       | 26  | 7       | 1        | 0     | 35                                   | 35      |  |  | 201,828 | 6.6        | 8.0                                | 35,442                              | 59            | 5,726         | 1,308 | 214   | 0               | 5,767            | 0.188      | 0.227                           | 1,013                              | 2.29  | 220        | 187        | 214           | -             |     |                 |                  |            |  |
| Total Shell & Htg. Sys. Repl | 35                               | 35       | 26  | 7       | 1        | 0     | 33                                   | 35      |  |  | 154,505 | 3.9        | 4,316                              | 4.0                                 | 6,196         | 10,512        | 56    | 5,161 | 1,269           | 214              | 0          | 4,414                           | 0.118                              | 0.115   | 177        | 300        | 2.16          | 198           | 181 | 214             | -                |            |  |
| Total Shell Measures         | 35                               | 35       | 26  | 7       | 1        | 0     | 33                                   | 35      |  |  | 75,377  | 3.9        | 4,316                              | 4.0                                 | 6,196         | 10,512        | 30    | 2,753 | 822             | 105              | 0          | 2,154                           | 0.118                              | 0.115   | 177        | 300        | 1.15          | 106           | 117 | 105             | -                |            |  |
| Wall Insul.                  | 13                               | 10       | 9   | 2       | 1        | 0     | 10                                   | 1       |  |  | 11,255  | 1.2        | 1,462                              | 0.9                                 | 1,379         | 2,841         | 5     | 505   | 32              | 52               | 0          | 866                             | 0.121                              | 0.115   | 146        | 284        | 0.61          | 56            | 16  | 52              | -                |            |  |
| Open Blown Ceiling Insul     | 22                               | 19       | 16  | 5       | 0        | 0     | 19                                   | 1       |  |  | 14,531  | 1.8        | 2,152                              | 1.5                                 | 2,289         | 4,441         | 10    | 941   | 291             | 0                | 0          | 660                             | 0.094                              | 0.113   | 148.6      | 2,289      | 0.64          | 59            | 58  | -               | -                |            |  |
| Cavity Fill Insul            | 8                                | 2        | 6   | 1       | 1        | 0     | 2                                    | 0       |  |  | 7,562   | 0.1        | 98                                 | 0.0                                 | 0             | 98            | 5     | 464   | 166             | 49               | 0          | 948                             | 0.041                              | 0.049   | 0.000      | 0          | 49            | 0.84          | 77  | 166             | 49               | -          |  |
| Sloped Attic Insul           | 8                                | 6        | 2   | 0       | 0        | 0     | 6                                    | 0       |  |  | 5,055   | 0.3        | 378                                | 0.0                                 | 0             | 378           | 3     | 299   | 127             | 0                | 0          | 632                             | 0.052                              | 0.063   | 0.000      | 0          | 63            | 0.54          | 50  | 63              | -                | -          |  |
| Kneewall Insul               | 8                                | 5        | 6   | 2       | 0        | 0     | 5                                    | 0       |  |  | 1,315   | 0.1        | 101                                | 0.0                                 | 0             | 101           | 1     | 49    | 41              | 0                | 0          | 164                             | 0.017                              | 0.020   | 0.000      | 0          | 20            | 0.09          | 8   | 21              | -                | -          |  |
| Infltr. Reduction            | 34                               | 30       | 25  | 7       | 1        | 0     | 30                                   | 1       |  |  | 14,190  | 0.4        | 516                                | 0.0                                 | 9             | 526           | 4     | 342   | 77              | 5                | 0          | 417                             | 0.014                              | 0.017   | 0.006      | 9          | 18            | 0.15          | 14  | 11              | 5                | -          |  |
| Found./Crawl. Insul          | 13                               | 1        | 9   | 4       | 0        | 0     | 1                                    | 0       |  |  | 7,922   | 0.1        | 61                                 | 0.0                                 | 0             | 61            | 2     | 220   | 53              | 0                | 0          | 609                             | 0.051                              | 0.061   | 0.000      | 0          | 61            | 0.27          | 24  | 13              | -                | -          |  |
| Bandjoist Insul.             | 6                                | 0        | 2   | 4       | 0        | 0     | -                                    | 0       |  |  | 1,087   | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 0     | 36    | 66              | 0                | 0          | 181                             | -                                  | -   | -          | -          | 0.20          | 18            | 16  | -               | -                |            |  |
| Furnace Blower Fan¹          | 34                               | 34       | 26  | 7       | 1        | 0     | -                                    | 34      |  |  | 0       | 0.0        | 0                                  | 1.9                                 | 2,971         | 2,971         | (0)   | (14)  | (3)             | (0)              | 0          | 0                               | 0.000                              | 0   | 0.057      | 87         | 87            | (0.01)        | (1) | (0)             | (0)              | -          |  |
| Exhaust Ventilator²          | 20                               | 20       | 15  | 5       | 0        | 0     | 20                                   | 20      |  |  | 12,442  | -0.1       | (453)                              | (0.3)                               | (453)         | (906)         | (1)   | (88)  | (28)            | 0                | 0          | 622                             | -0.003                             | (23)  | (0.015)    | (23)       | (45)          | (0.06)        | (6) | (6)             | -                | -          |  |
| Total Heating System Repl    | 24                               | 0        | 19  | 4       | 1        | 0     | -                                    | 0       |  |  | 79,128  | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 26    | 2,407 | 448             | 108              | 0          | 3,297                           | -                                  | -   | -          | -          | 1.38          | 127           | 112 | 108             | -                | -          |  |
| Condensing Htg Sys Rep       | 20                               | 0        | 15  | 4       | 1        | 0     | -                                    | -       |  |  | 70,191  | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 22    | 2,011 | 448             | 108              | 0          | 3,510                           | -                                  | -   | -          | -          | 1.46          | 134           | 112 | 108             | -                | -          |  |
| Non-Cond Htg Sys Repl        | 4                                | 0        | 4   | 0       | 0        | 0     | -                                    | -       |  |  | 8,936   | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 4     | 396   | 0               | 0                | 0          | 2,234                           | -                                  |   |            |            |               |               |     |                 |                  |            |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.



### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Labor and Material Expenditures: \$1,125,355**

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Dalhoff Associates, LLC**

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Labor and Material Expenditures: \$509,593**

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to bell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed

**Dalhoff Associates, LLC**

### Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

**Total Reported Labor, Materials and Utility Admin Expenditures: \$315,958**

Utility Administration Expenditures: -

**Total Labor and Material Expenditures:           \$315,958**

|                                  | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |          |     |         |          |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |               |               |                 |                  |            | Average Billing Adjusted First Year Costs and Savings |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      |   |  |  |
|----------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|----------|-----|---------|----------|------------|------------------------------------|-------------------------------------|---------------|---------------|---------------|---------------|-----------------|------------------|------------|---|------------------------------------|---------------|---------------|---------------|---------------|-----------------|------------------|------------|------------|------------|---------------|---------------|---------|---------|------|---|--|--|
|                                  |                                  |          |     |         |          |       |                                      |          |     |         |          |            |                                    | Electricity                         |               |               |               | Gas           |                 | Propane          | Fuel Oil   | Other   | Spending on Materials & Labor (\$) | Electricity   |               |               |               | Gas             |                  | Propane    | Fuel Oil   | Other      |               |               |         |         |      |   |  |  |
| Measure                          | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Season Cooling                       | Heating  |     |         |          | Summer kWh | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | gallons       | gallons       | Mbtu            |                  | Summer kWh | Winter kWh  | Annual kWh                         | Pk-Day therms | Annual therms | gallons       | gallons       | Mbtu            |                  | Summer kWh | Winter kWh | Annual kWh | Pk-Day therms | Annual therms | gallons | gallons | Mbtu |   |  |  |
| Total Efficiency Measures        | 22                               | 22       | 15  | 2       | 0        | 0     | 22                                   | 22       |     |         | 194,906  | 5.2        | 8.4                                | 22,407                              | 35            | 3,197         | 482           | 0             | 0               |                  | 8,859      | 0.238   | 0.381                              | 1,018         | 2.31          | 213           | 241           | -               | -                |            |            |            |               |               |         |         |      |   |  |  |
| Total Shell & Htg. Sys. Repl     | 22                               | 22       | 15  | 2       | 0        | 0     | 22                                   | 22       |     |         | 167,824  | 4.8        | 5,333                              | 7.7                                 | 11,418        | 16,751        | 33            | 2,914         | 439             | 0                | 0          | 7,628   | 0.217                              | 242           | 0.352         | 519           | 761           | 2.21            | 194              | 220        | -          | -          |               |               |         |         |      |   |  |  |
| Total Shell Measures             | 22                               | 22       | 15  | 2       | 0        | 0     | 22                                   | 22       |     |         | 83,129   | 4.8        | 5,333                              | 7.2                                 | 10,669        | 16,002        | 19            | 1,638         | 208             | 0                | 0          | 3,779   | 0.217                              | 242           | 0.329         | 485           | 727           | 1.24            | 109              | 104        | -          | -          |               |               |         |         |      |   |  |  |
| Wall Insul.                      | 8                                | 8        | 6   | 0       | 0        | 0     | 8                                    | 2        |     |         | 13,543   | 1.3        | 1,533                              | 1.0                                 | 1,434         | 2,967         | 8             | 691           | 0               | 0                | 0          | 1,693   | 0.159                              | 192           | 0.486         | 717           | 371           | 1.31            | 115              | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Open Blown Ceiling Insul         | 18                               | 18       | 11  | 2       | 0        | 0     | 18                                   | 5        |     |         | 16,846   | 2.6        | 3,098                              | 4.0                                 | 5,865         | 8,964         | 5             | 423           | 129             | 0                | 0          | 936   | 0.143                              | 172           | 0.795         | 1,173         | 498           | 0.44            | 38               | 65         | -          | -          | -             | -             |         |         |      |   |  |  |
| Cavity Fill Insul                | 2                                | 2        | 1   | 0       | 0        | 0     | 2                                    | 1        |     |         | 390      | 0.0        | 38                                 | 0.1                                 | 140           | 178           | 0             | 8             | 0               | 0                | 0          | 195   | 0.016                              | 19            | 0.095         | 140           | 89            | 0.10            | 8                | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Sloped Attic Insul               | 6                                | 4        | 5   | 0       | 0        | 0     | 4                                    | 1        |     |         | 3,503    | 0.2        | 297                                | 0.6                                 | 860           | 1,157         | 2             | 214           | 0               | 0                | 0          | 584   | 0.062                              | 74            | 0.583         | 860           | 289           | 0.49            | 43               | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Kneewall Insul                   | 1                                | 0        | 1   | 0       | 0        | 0     | 0                                    | 0        |     |         | 138      | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 0             | 0             | 0               | 0                | 0          | 138   | -                                  | -             | -             | -             | -             | 0.00            | 0                | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Infltr. Reduction                | 22                               | 22       | 15  | 2       | 0        | 0     | 22                                   | 5        |     |         | 16,482   | 0.4        | 427                                | 1.2                                 | 1,742         | 2,168         | 3             | 264           | 73              | 0                | 0          | 749   | 0.016                              | 19            | 0.236         | 348           | 99            | 0.20            | 18               | 36         | -          | -          | -             | -             |         |         |      |   |  |  |
| Found./Crawl. Insul              | 8                                | 5        | 5   | 1       | 0        | 0     | 5                                    | 2        |     |         | 3,182    | 0.4        | 438                                | 0.3                                 | 448           | 886           | 0             | 40            | 12              | 0                | 0          | 398   | 0.073                              | 88            | 0.152         | 224           | 177           | 0.09            | 8                | 12         | -          | -          | -             | -             |         |         |      |   |  |  |
| Bandjoist Insul.                 | 7                                | 2        | 5   | 0       | 0        | 0     | -                                    | 2        |     |         | 767      | 0.0        | 0                                  | 0.1                                 | 168           | 168           | 1             | 59            | 0               | 0                | 0          | 110   | 0.000                              | 0             | 0.057         | 84            | 84            | 0.13            | 12               | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Furnace Blower Fan¹              | 17                               | 17       | 15  | 2       | 0        | 0     | -                                    | 17       |     |         | 0        | 0.0        | 0                                  | 1.4                                 | 2,041         | 2,041         | (0)           | (7)           | (1)             | 0                | 0          | 0   | 0.000                              | 0             | 0.081         | 120           | 120           | (0.01)          | (0)              | (0)        | -          | -          | -             | -             |         |         |      |   |  |  |
| Exhaust Ventilator²              | 16                               | 16       | 11  | 1       | 0        | 0     | 16                                   | 16       |     |         | 28,278   | -0.1       | (497)                              | (1.4)                               | (2,029)       | (2,527)       | (1)           | (56)          | (6)             | 0                | 0          | 1,767   | -0.004                             | (31)          | (0.086)       | (127)         | (158)         | (0.06)          | (5)              | (6)        | -          | -          | -             | -             |         |         |      |   |  |  |
| Total Heating System Repl        | 18                               | 5        | 11  | 2       | 0        | 0     | -                                    | 5        |     |         | 84,695   | 0.0        | 0                                  | 0.5                                 | 749           | 749           | 14            | 1,276         | 231             | 0                | 0          | 4,705   | 0.000                              | 0             | 0.102         | 150           | 150           | 1.32            | 116              | 115        | -          | -          | -             | -             |         |         |      |   |  |  |
| Condensing Htg Sys Rep           | 13                               | 0        | 11  | 2       | 0        | 0     | -                                    | -        |     |         | 51,470   | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 14            | 1,276         | 231             | 0                | 0          | 3,959   | -                                  | -             | -             | -             | -             | 1.32            | 116              | 115        | -          | -          | -             | -             |         |         |      |   |  |  |
| Non-Cond Htg Sys Repl            | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | -        |     |         | 0        | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 0             | 0             | 0               | 0                | 0          | 0   | -                                  | -             | -             | -             | -             | -               | -                | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Electric Htg Sys Repl            | 3                                | 3        | 0   | 0       | 0        | 0     | -                                    | 3        |     |         | 9,850    | 0.0        | 0                                  | 0.3                                 | 487           | 487           | 0             | 0             | 0               | 0                | 0          | 3,283   | 0.000                              | 0             | 0.110         | 162           | 162           | -               | -                | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Heat Pump Repl                   | 2                                | 2        | 0   | 0       | 0        | 0     | -                                    | 2        |     |         | 23,375   | 0.0        | 0                                  | 0.2                                 | 261           | 261           | 0             | 0             | 0               | 0                | 0          | 11,688  | 0.000                              | 0             | 0.089         | 131           | 131           | -               | -                | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Other Htg Sys Repl               | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     |         | 0        | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 0             | 0             | 0               | 0                | 0          | 0   | -                                  | -             | -             | -             | -             | -               | -                | -          | -          | -          | -             |               |         |         |      |   |  |  |
|                                  | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Total                                | Electric | Gas | Propane | Fuel Oil | Other      |                                    | Summer kWh                          | Winter kWh    | Annual kWh    | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |   | Summer kWh                         | Winter kWh    | Annual kWh    | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |            |            |               |               |         |         |      |   |  |  |
| Water Heating                    | 18                               | 7        | 10  | 1       | 0        | 0     | 41                                   | 16       | 20  | 5       | 0        | 0          | 24,462                             | 0.0                                 | 0.0           | 1,567         | 1.6           | 283           | 43              | 0                | 0          | 1,359   | 0.000                              | 0.004         | 224           | 0.160         | 28            | 43              | -                | -          | -          | -          |               |               |         |         |      |   |  |  |
| Temp. Reduct.                    | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0          | 0                                  | 0.0                                 | 0.0           | 0             | 0.0           | 0             | 0               | 0                | 0          | 0   | -                                  | -             | -             | -             | -             | -               | -                | -          | -          | -          | -             |               |         |         |      |   |  |  |
| WH Wrap                          | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0          | 0                                  | 0.0                                 | 0.0           | 0             | 0.0           | 0             | 0               | 0                | 0          | 0   | -                                  | -             | -             | -             | -             | -               | -                | -          | -          | -          | -             |               |         |         |      |   |  |  |
| Pipe Insul.                      | 12                               | 5        | 7   | 0       | 0        | 0     | 12                                   | 5        | 7   | 0       | 0        | 0          | 108                                | 0.0                                 | 0.0           | 246           | 0.1           | 20            | 0               | 0                | 0          | 9   | 0.000                              | 0.000         | 49            | 0.01          | 3             | 3               | -                | -          | -          | -          | -             | -             |         |         |      |   |  |  |
| LF Showerhead                    | 9                                | 5        | 3   | 1       | 0        | 0     | 10                                   | 5        | 3   | 2       | 0        | 0          | 77                                 | 0.0                                 | 0.0           | 1,004         | 0.1           | 21            | 8               | 0                | 0          | 9   | 0.000                              | 0.005         | 201           | 0.02          | 7             | 8               | -                | -          | -          | -          | -             | -             |         |         |      |   |  |  |
| Faucet Aerator                   | 7                                | 5        | 1   | 1       | 0        | 0     | 9                                    | 5        | 2   | 2       | 0        | 0          | 36                                 | 0.0                                 | 0.0           | 189           | 0.0           | 3             | 3               | 0                | 0          | 5   | 0.000                              | 0.001         | 38            | 0.01          | 3             | 3               | -                | -          | -          | -          | -             | -             |         |         |      |   |  |  |
| Std-Eff Wtr Htr Repl.            | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0          | 0                                  | 0.0                                 | 0.0           | 0             | 0.0           | 0             | 0               | 0                | 0          | 0   | -                                  | -             | -             | -             | -             | -               | -                | -          | -          | -          | -             | -             |         |         |      |   |  |  |
| Hi-Eff or Electric Wtr Htr Repl. | 10                               | 1        | 8   | 1       | 0        | 0     | 10                                   | 1        | 8   | 1       | 0        | 0          | 24,240                             | 0.0                                 | 0.0           | 128           | 1.5           | 240           | 33              | 0                | 0          | 2,424   | 0.000                              | 0.003         | 128           | 0.18          | 30            | 33              | -                | -          | -          | -          | -             | -             |         |         |      |   |  |  |
| Lighting                         | 16                               | 16       |     |         |          |       | 116                                  | 116      |     |         |          |            | 345                                | 0.2                                 | 0.3           | 1,723         | -             | -             | -               | -                | -          | 22  | 0.011                              | 0.021         | 108           | -             | -             | -               | -                | -          | -          | -          | -             | -             | -       |         |      |   |  |  |
| Refrigerator/Freezer³            | 3                                | 3        |     |         |          |       | 4                                    | 4        |     |         |          |            | 2,275                              | 0.3                                 | 0.3           | 2,366         | -             | -             | -               | -                | -          | 758   | 0.097                              | 0.091         | 789           | -             | -             | -               | -                | -          | -          | -          | -             | -             | -       |         |      |   |  |  |
| Refrigerator Removal             | 0                                | 0        |     |         |          |       | 0                                    | 0        |     |         |          |            | 0                                  | 0.0                                 | 0.0           | 0             | -             | -             | -               | -                | -          | 0   | -                                  | -             | -             | -             | -             | -               | -                | -          | -          | -          | -             | -             | -       |         |      |   |  |  |
| Refrigerator Exchange            | 2                                | 2        |     |         |          |       | 2                                    | 2        |     |         |          |            | 1,475                              | 0.2                                 | 0.1           | 1,276         | -             | -             | -               | -                | -          | 738   | 0.078                              | 0.073         | 638           | -             | -             | -               | -                | -          | -          | -          | -             | -             | -       | -       |      |   |  |  |
| Freezer Removal                  | 0                                | 0        |     |         |          |       | 0                                    | 0        |     |         |          |            | 0                                  | 0.0                                 | 0.0           | 0             | -             | -             | -               | -                | -          | 0   | -                                  | -             | -             | -             | -             | -               | -                | -          | -          | -          | -             | -             | -       |         |      |   |  |  |
| Freezer Exchange                 | 1                                | 1        |     |         |          |       | 2                                    | 2        |     |         |          |            | 800                                | 0.1                                 |               | 1,090         | -             | -             | -               | -                | -          | 800   | 0.134                              | 0.125         | 1,090         | -             | -             | -               | -                | -          | -          | -          | -             | -             | -       | -       | -    |   |  |  |
| Total Non-Efficiency Measures    | 22                               |          |     |         |          |       |                                      |          |     |         |          |            | 121,052                            |                                     |               |               |               |               |                 |                  |            |   | 5,502                              |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      |   |  |  |
| Misc Ins Attic Access/Ven        | 20                               |          |     |         |          |       |                                      |          |     |         |          |            | 4,129                              |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 206  |   |  |  |
| Duct Sealing                     | 2                                |          |     |         |          |       |                                      |          |     |         |          |            | 375                                |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 188  |   |  |  |
| Duct Insulation                  | 9                                |          |     |         |          |       |                                      |          |     |         |          |            | 474                                |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 53   |   |  |  |
| Damming Material                 | 14                               |          |     |         |          |       |                                      |          |     |         |          |            | 1,098                              |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 78   |   |  |  |
| Htg. Sys. Tune & Clean           | 7                                |          |     |         |          |       |                                      |          |     |         |          |            | 1,525                              |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 218  |   |  |  |
| Htg. Sys./WH Other               | 4                                |          |     |         |          |       |                                      |          |     |         |          |            | 2,278                              |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 570  |   |  |  |
| Air Conditioning Work            | 0                                |          |     |         |          |       |                                      |          |     |         |          |            | 0                                  |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      | 0 |  |  |
| Water Heater Repair              | 2                                |          |     |         |          |       |                                      |          |     |         |          |            | 260                                |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 130  |   |  |  |
| Refrigerator Coil Clean          | 0                                |          |     |         |          |       |                                      |          |     |         |          |            | 0                                  |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      | 0 |  |  |
| Waterbed Mattress Pad            | 0                                |          |     |         |          |       |                                      |          |     |         |          |            | 0                                  |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      | 0 |  |  |
| Programmable Tstat               | 0                                |          |     |         |          |       |                                      |          |     |         |          |            | 0                                  |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      | 0 |  |  |
| Unspecified Utility Meas         | 0                                |          |     |         |          |       |                                      |          |     |         |          |            | 0                                  |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      | 0 |  |  |
| CO Detector                      | 21                               |          |     |         |          |       |                                      |          |     |         |          |            | 644                                |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 31   |   |  |  |
| Smoke Detector                   | 14                               |          |     |         |          |       |                                      |          |     |         |          |            | 575                                |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 41   |   |  |  |
| Fuses                            | 0                                |          |     |         |          |       |                                      |          |     |         |          |            | 0                                  |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      | 0 |  |  |
| Htg Sys Safety Check             | 0                                |          |     |         |          |       |                                      |          |     |         |          |            | 0                                  |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      | 0 |  |  |
| Htg Sys Ventilator               | 13                               |          |     |         |          |       |                                      |          |     |         |          |            | 4,950                              |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 381  |   |  |  |
| Water Heater Ventilation         | 9                                |          |     |         |          |       |                                      |          |     |         |          |            | 2,075                              |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 231  |   |  |  |
| Bathroom Ventilation             | 5                                |          |     |         |          |       |                                      |          |     |         |          |            | 961                                |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         | 192  |   |  |  |
| Dryer Ventilation                | 14                               |          |     |         |          |       |                                      |          |     |         |          |            | 1,452                              |                                     |               |               |               |               |                 |                  |            |   |                                    |               |               |               |               |                 |                  |            |            |            |               |               |         |         |      |   |  |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

|   |           |
|---|-----------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$944,073 |
| Utility Administration Expenditures:                            | -         |
| Total Labor and Material Expenditures:                          | \$944,073 |

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Dalhoff Associates, LLC**

|   |           |
|---|-----------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$869,299 |
| Utility Administration Expenditures:                            | -         |
| Total Labor and Material Expenditures:                          | \$869,299 |

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

Dalhoff Associates, LLC

## Upper Des Moines Opportunity Billing Adjusted Costs and Impacts

|   |           |
|---|-----------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$928,263 |
| Utility Administration Expenditures:                            | -         |
| Total Labor and Material Expenditures:                          | \$928,263 |

|                                  | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |          |     |         |          |           | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |                 |                  |                 |                                    |            | Average Billing Adjusted First Year Costs and Savings |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
|----------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|----------|-----|---------|----------|-----------|------------------------------------|-------------------------------------|---------------|---------------|-----------------|------------------|-----------------|------------------------------------|------------|---|---------------------------------|---------------|---------------|-----------------|------------------|-----------------|------------------|------------|---|---|---|--|
|                                  |                                  |          |     |         |          |       |                                      |          |     |         |          |           |                                    | Electricity                         |               |               |                 | Gas              |                 |                                    |            |   | per Dwelling Receiving Measures |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Measure                          | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Season Cooling                       | Heating  |     |         |          | Summer kW | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu      | Spending on Materials & Labor (\$) | Summer kW  | Winter kWh  | Annual kWh                      | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu      |                  |            |   |   |   |  |
| Total Efficiency Measures        | 81                               | 81       | 73  | 5       | 0        | 0     | 80                                   | 81       |     |         | 554,157  | 17.0      | 14.6                               | 64,089                              | 138           | 14,206        | 1,857           | 0                | 0               | 6,841                              | 0.213      | 0.181   | 791                             | 1.90          | 195           | 371             | -                | -               |                  |            |   |   |   |  |
| Total Shell & Htg. Sys. Repl     | 81                               | 81       | 73  | 5       | 0        | 0     | 77                                   | 80       |     |         | 455,485  | 13.5      | 14,945                             | 9.1                                 | 14,901        | 29,846        | 128             | 12,505           | 1,827           | 0                                  | 0          | 5,623   | 0.176                           | 194           | 0.114         | 186             | 368              | 1.76            | 171              | 365        | - | - |   |  |
| Total Shell Measures             | 81                               | 81       | 73  | 5       | 0        | 0     | 77                                   | 80       |     |         | 321,968  | 13.5      | 14,945                             | 9.1                                 | 14,901        | 29,846        | 74              | 7,231            | 814             | 0                                  | 0          | 3,975   | 0.176                           | 194           | 0.114         | 186             | 368              | 1.02            | 99               | 163        | - | - |   |  |
| Wall Insul.                      | 51                               | 44       | 45  | 5       | 0        | 0     | 44                                   | 1        |     |         | 93,986   | 5.3       | 6,408                              | 0.9                                 | 1,388         | 7,796         | 34              | 3,329            | 417             | 0                                  | 0          | 1,843   | 0.121                           | 146           | 0.851         | 1,388           | 177              | 0.76            | 74               | 83         | - | - |   |  |
| Open Blown Ceiling Insul         | 66                               | 59       | 60  | 4       | 0        | 0     | 59                                   | 2        |     |         | 44,822   | 4.8       | 5,846                              | 4.2                                 | 6,871         | 12,717        | 8               | 804              | 170             | 0                                  | 0          | 679   | 0.082                           | 99            | 2.106         | 3,436           | 216              | 0.14            | 13               | 43         | - | - |   |  |
| Cavity Fill Insul                | 21                               | 16       | 19  | 2       | 0        | 0     | 16                                   | 0        |     |         | 16,956   | 1.0       | 1,203                              | 0.0                                 | 0             | 1,203         | 10              | 940              | 51              | 0                                  | 0          | 807   | 0.062                           | 75            | 0.000         | 0               | 75               | 0.51            | 49               | 25         | - | - |   |  |
| Sloped Attic Insul               | 21                               | 16       | 19  | 2       | 0        | 0     | 16                                   | 0        |     |         | 15,980   | 1.1       | 1,316                              | 0.0                                 | 0             | 1,316         | 10              | 950              | 94              | 0                                  | 0          | 701   | 0.068                           | 82            | 0.000         | 0               | 82               | 0.51            | 50               | 47         | - | - |   |  |
| Kneewall Insul                   | 10                               | 8        | 8   | 2       | 0        | 0     | 8                                    | 0        |     |         | 4,447    | 0.1       | 126                                | 0.0                                 | 0             | 126           | 1               | 119              | 15              | 0                                  | 0          | 445   | 0.013                           | 16            | 0.000         | 0               | 16               | 0.15            | 15               | 7          | - | - |   |  |
| Infltr. Reduction                | 79                               | 70       | 71  | 5       | 0        | 0     | 70                                   | 3        |     |         | 28,284   | 1.0       | 1,221                              | 0.6                                 | 1,029         | 2,250         | 8               | 809              | 44              | 0                                  | 0          | 358   | 0.014                           | 17            | 0.210         | 343             | 32               | 0.12            | 11               | 9          | - | - |   |  |
| Found./Crawl. Insul              | 34                               | 7        | 31  | 2       | 0        | 0     | 7                                    | 1        |     |         | 21,323   | 0.4       | 444                                | 0.1                                 | 161           | 605           | 3               | 329              | 24              | 0                                  | 0          | 627   | 0.053                           | 63            | 0.099         | 161             | 86               | 0.11            | 11               | 12         | - | - |   |  |
| Bandjoist Insul.                 | 47                               | 2        | 41  | 4       | 0        | 0     | -                                    | 2        |     |         | 13,825   | 0.0       | 0                                  | 0.1                                 | 196           | 196           | 3               | 292              | 21              | 0                                  | 0          | 294   | 0.000                           | 0             | 0.060         | 98              | 98               | 0.07            | 7                | 5          | - | - |   |  |
| Furnace Blower Fan¹              | 78                               | 70       | 73  | 5       | 0        | 0     | -                                    | 70       |     |         | 0        | 0.0       | 0                                  | 4.9                                 | 8,022         | 8,022         | (0)             | (30)             | (4)             | 0                                  | 0          | 0   | 0.000                           | 0             | 0.070         | 115             | 115              | (0.00)          | (0)              | (1)        | - | - |   |  |
| Exhaust Ventilator²              | 67                               | 67       | 61  | 3       | 0        | 0     | 67                                   | 67       |     |         | 82,344   | -0.2      | (1,618)                            | (1.7)                               | (2,767)       | (4,385)       | (3)             | (311)            | (17)            | 0                                  | 0          | 1,229   | -0.003                          | (24)          | (0.025)       | (41)            | (65)             | (0.05)          | (5)              | (6)        | - | - |   |  |
| Total Heating System Repl        | 51                               | 0        | 47  | 4       | 0        | 0     | -                                    | 0        |     |         | 133,517  | 0.0       | 0                                  | 0.0                                 | 0             | 0             | 54              | 5,274            | 1,012           | 0                                  | 0          | 2,618   | -                               | -             | -             | -               | -                | 1.15            | 112              | 253        | - | - |   |  |
| Condensing Htg Sys Rep           | 51                               | 0        | 47  | 4       | 0        | 0     | -                                    | -        |     |         | 127,517  | 0.0       | 0                                  | 0.0                                 | 0             | 0             | 51              | 4,983            | 618             | 0                                  | 0          | 2,500   | -                               | -             | -             | -               | -                | 1.09            | 106              | 155        | - | - |   |  |
| Non-Cond Htg Sys Repl            | 4                                | 0        | 2   | 2       | 0        | 0     | -                                    | -        |     |         | 6,000    | 0.0       | 0                                  | 0.0                                 | 0             | 0             | 3               | 291              | 394             | 0                                  | 0          | 1,500   | -                               | -             | -             | -               | -                | 1.49            | 145              | 197        | - | - |   |  |
| Electric Htg Sys Repl            | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     |         | 0        | 0.0       | 0                                  | 0.0                                 | 0             | 0             | 0               | 0                | 0               | 0                                  | 0          | 0   | -                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Heat Pump Repl                   | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     |         | 0        | 0.0       | 0                                  | 0.0                                 | 0             | 0             | 0               | 0                | 0               | 0                                  | 0          | 0   | -                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Other Htg Sys Repl               | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     |         | 0        | 0.0       | 0                                  | 0.0                                 | 0             | 0             | 0               | 0                | 0               | 0                                  | 0          | 0   | -                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
|                                  | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Total                                | Electric | Gas | Propane | Fuel Oil | Other     |                                    | Summer kW                           | Winter kWh    | Annual kWh    | Pk-Day therms   | Annual therms    | Propane gallons | Fuel Oil gallons                   | Other Mbtu |   | Summer kW                       | Winter kWh    | Annual kWh    | Pk-Day therms   | Annual therms    | Propane gallons | Fuel Oil gallons | Other Mbtu |   |   |   |  |
| Water Heating                    | 81                               | 26       | 54  | 1       | 0        | 0     | 145                                  | 38       | 105 | 2       | 0        | 0         | 0                                  | 80,581                              | 0.0           | 0.0           | 2,665           | 9.9              | 1,700           | 30                                 | 0          | 0   | 995                             | 0.000         | 0.001         | 103             | 0.183            | 31              | 30               | -          | - | - |   |  |
| Temp. Reduct.                    | 5                                | 4        | 1   | 0       | 0        | 0     | 5                                    | 4        | 1   | 0       | 0        | 0         | 0                                  | 0                                   | 0.0           | 0.0           | 461             | 0.0              | 7               | 0                                  | 0          | 0   | 0                               | 0.000         | 0.000         | 115             | 0.02             | 7               | -                | -          | - | - |   |  |
| WH Wrap                          | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0         | 0                                  | 0                                   | 0.0           | 0.0           | 0               | 0                | 0               | 0                                  | 0          | 0   | 0                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Pipe Insul.                      | 81                               | 26       | 54  | 1       | 0        | 0     | 81                                   | 26       | 54  | 1       | 0        | 0         | 0                                  | 1,640                               | 0.0           | 0.0           | 1,145           | 0.4              | 154             | 3                                  | 0          | 0   | 20                              | 0.000         | 0.000         | 44              | 0.01             | 3               | 3                | -          | - | - |   |  |
| LF Showerhead                    | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0         | 0                                  | 0                                   | 0.0           | 0.0           | 0               | 0                | 0               | 0                                  | 0          | 0   | 0                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Faucet Aerator                   | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0         | 0                                  | 0                                   | 0.0           | 0.0           | 0               | 0                | 0               | 0                                  | 0          | 0   | 0                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Std-Eff Wtr Htr Repl.            | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0         | 0                                  | 0                                   | 0.0           | 0.0           | 0               | 0                | 0               | 0                                  | 0          | 0   | 0                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Hi-Eff or Electric Wtr Htr Repl. | 59                               | 8        | 50  | 1       | 0        | 0     | 59                                   | 8        | 50  | 1       | 0        | 0         | 0                                  | 78,941                              | 0.0           | 0.0           | 1,059           | 9.4              | 1,539           | 27                                 | 0          | 0   | 1,338                           | 0.000         | 0.003         | 132             | 0.19             | 31              | 27               | -          | - | - |   |  |
| Lighting                         | 72                               | 72       |     |         |          |       | 657                                  | 657      |     |         |          | 4.599     | 2.4                                | 4.5                                 | 23,231        | -             | -               | -                | -               | -                                  | -          | 64  | 0.034                           | 0.063         | 323           | -               | -                | -               | -                | -          | - | - | - |  |
| Refrigerator/Freezer³            | 16                               | 16       |     |         |          |       | 16                                   | 16       |     |         |          | 13,493    | 1.0                                | 1.0                                 | 8,346         | -             | -               | -                | -               | -                                  | -          | 843   | 0.064                           | 0.060         | 522           | -               | -                | -               | -                | -          | - | - | - |  |
| Refrigerator Removal             | 0                                | 0        |     |         |          |       | 0                                    | 0        |     |         |          | 0         | 0.0                                | 0.0                                 | 0             | -             | -               | -                | -               | -                                  | -          | 0   | -                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Refrigerator Exchange            | 15                               | 15       |     |         |          |       | 15                                   | 15       |     |         |          | 13,058    | 1.0                                | 0.9                                 | 7,801         | -             | -               | -                | -               | -                                  | -          | 871   | 0.064                           | 0.060         | 520           | -               | -                | -               | -                | -          | - | - | - |  |
| Freezer Removal                  | 0                                | 0        |     |         |          |       | 0                                    | 0        |     |         |          | 0         | 0.0                                | 0.0                                 | 0             | -             | -               | -                | -               | -                                  | -          | 0   | -                               | -             | -             | -               | -                | -               | -                | -          | - | - |   |  |
| Freezer Exchange                 | 1                                | 1        |     |         |          |       | 1                                    | 1        |     |         |          | 435       | 0.1                                | 0.1                                 | 545           | -             | -               | -                | -               | -                                  | -          | 435   | 0.067                           | 0.063         | 545           | -               | -                | -               | -                | -          | - | - | - |  |
| Total Non-Efficiency Measures    | 81                               |          |     |         |          |       |                                      |          |     |         |          | 374,106   |                                    |                                     |               |               |                 |                  |                 |                                    |            | 4,619   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Misc Ins Attic Access/Ven        | 73                               |          |     |         |          |       |                                      |          |     |         |          | 6,163     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Duct Sealing                     | 1                                |          |     |         |          |       |                                      |          |     |         |          | 80        |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Duct Insulation                  | 29                               |          |     |         |          |       |                                      |          |     |         |          | 1,851     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Damming Material                 | 46                               |          |     |         |          |       |                                      |          |     |         |          | 1,632     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Htg. Sys. Tune & Clean           | 74                               |          |     |         |          |       |                                      |          |     |         |          | 18,249    |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Htg. Sys./WH Other               | 22                               |          |     |         |          |       |                                      |          |     |         |          | 7,551     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Air Conditioning Work            | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Water Heater Repair              | 15                               |          |     |         |          |       |                                      |          |     |         |          | 789       |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Refrigerator Coil Clean          | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Waterbed Mattress Pad            | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Programmable Tstat               | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Unspecified Utility Meas         | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| CO Detector                      | 81                               |          |     |         |          |       |                                      |          |     |         |          | 8,888     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Smoke Detector                   | 79                               |          |     |         |          |       |                                      |          |     |         |          | 5,192     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Fuses                            | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Htg Sys Safety Check             | 1                                |          |     |         |          |       |                                      |          |     |         |          | 85        |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Htg Sys Ventilator               | 41                               |          |     |         |          |       |                                      |          |     |         |          | 6,133     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Water Heater Ventilation         | 51                               |          |     |         |          |       |                                      |          |     |         |          | 7,745     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Bathroom Ventilation             | 31                               |          |     |         |          |       |                                      |          |     |         |          | 3,954     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Dryer Ventilation                | 40                               |          |     |         |          |       |                                      |          |     |         |          | 4,407     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Kitchen Ventilation              | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Other Exhaust Ventilator         | 48                               |          |     |         |          |       |                                      |          |     |         |          | 2,143     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Asbestos Removal (Minor)         | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Health/Safety Repairs            | 37                               |          |     |         |          |       |                                      |          |     |         |          | 7,867     |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Health/Safety Other              | 1                                |          |     |         |          |       |                                      |          |     |         |          | 30        |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Consumables                      | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| General Repairs                  | 59                               |          |     |         |          |       |                                      |          |     |         |          | 20,939    |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |
| Meter Refrig (no action)         | 64                               |          |     |         |          |       |                                      |          |     |         |          | 0         |                                    |                                     |               |               |                 |                  |                 |                                    |            |   |                                 |               |               |                 |                  |                 |                  |            |   |   |   |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

West Central Development Corporation  
Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017

Total Reported Labor, Materials and Utility Admin Expenditures: \$665,352  
Utility Administration Expenditures: -  
Total Labor and Material Expenditures: \$665,352

|                                  | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |          |     |                                    |           |            | Billing Adjusted First-Year Savings |            |            |               |                   |                 |                  |                  |                                    |           | Average Billing Adjusted First Year Costs and Savings |            |            |               |                   |                 |                  |            |     |   |   |
|----------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|----------|-----|------------------------------------|-----------|------------|-------------------------------------|------------|------------|---------------|-------------------|-----------------|------------------|------------------|------------------------------------|-----------|---|------------|------------|---------------|-------------------|-----------------|------------------|------------|-----|---|---|
|                                  |                                  |          |     |         |          |       |                                      |          |     |                                    |           |            | per Dwelling Receiving Measures     |            |            |               |                   |                 |                  |                  |                                    |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Measure                          | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Cooling                              | Heating  |     | Spending on Materials & Labor (\$) | Summer kW | Winter kWh | Electricity kW                      | Winter kWh | Annual kWh | Pk-Day therms | Gas Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu       | Spending on Materials & Labor (\$) | Summer kW | Electricity kWh                                       | Winter kWh | Annual kWh | Pk-Day therms | Gas Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu |     |   |   |
| Total Efficiency Measures        | 46                               | 46       | 39  | 4       | 0        | 0     | 46                                   | 46       |     | 362,610                            | 14.2      |            | 12.1                                |            | 39,619     | 87            | 8,093             | 1,034           | 0                | 0                | 7,883                              | 0.308     |   | 0.263      |            | 861           | 2.23              |                 | 208              |            | 259 | - | - |
| Total Shell & Htg. Sys. Repl     | 46                               | 46       | 39  | 4       | 0        | 0     | 46                                   | 46       |     | 300,273                            | 13.5      | 15,380     | 10.9                                | 15,702     | 31,082     | 81            | 6,937             | 961             | 0                | 0                | 6,528                              | 0.293     | 334   | 0.236      | 341        | 676           | 2.06              | 178             | 240              | -          | -   |   |   |
| Total Shell Measures             | 46                               | 46       | 39  | 4       | 0        | 0     | 46                                   | 46       |     | 161,034                            | 13.5      | 15,380     | 10.7                                | 15,490     | 30,870     | 32            | 2,758             | 415             | 0                | 0                | 3,501                              | 0.293     | 334   | 0.233      | 337        | 671           | 0.82              | 71              | 104              | -          | -   |   |   |
| Wall Insul.                      | 30                               | 27       | 24  | 3       | 0        | 0     | 27                                   | 3        |     | 50,870                             | 5.1       | 6,179      | 2.8                                 | 4,089      | 10,268     | 15            | 1,294             | 210             | 0                | 0                | 1,696                              | 0.190     | 229   | 0.944      | 1,363      | 380           | 0.63              | 54              | 70               | -          | -   |   |   |
| Open Blown Ceiling Insul         | 41                               | 38       | 34  | 4       | 0        | 0     | 38                                   | 3        |     | 32,934                             | 5.2       | 6,262      | 5.0                                 | 7,176      | 13,438     | 7             | 562               | 70              | 0                | 0                | 803                                | 0.137     | 165   | 1.656      | 2,392      | 354           | 0.19              | 17              | 17               | -          | -   |   |   |
| Cavity Fill Insul                | 1                                | 1        | 1   | 0       | 0        | 0     | 1                                    | 0        |     | 1,835                              | 0.1       | 180        | 0.0                                 | 0          | 180        | 1             | 58                | 0               | 0                | 0                | 1,835                              | 0.150     | 180   | 0.000      | 0          | 180           | 0.68              | 58              | -                | -          | -   |   |   |
| Sloped Attic Insul               | 13                               | 13       | 10  | 2       | 0        | 0     | 13                                   | 1        |     | 4,733                              | 1.5       | 1,767      | 1.2                                 | 1,786      | 3,553      | 3             | 245               | 65              | 0                | 0                | 364                                | 0.113     | 136   | 1.237      | 1,786      | 273           | 0.28              | 24              | 32               | -          | -   |   |   |
| Kneewall Insul                   | 7                                | 7        | 6   | 1       | 0        | 0     | 7                                    | 0        |     | 2,319                              | 0.3       | 365        | 0.0                                 | 0          | 365        | 1             | 54                | 1               | 0                | 0                | 331                                | 0.043     | 52  | 0.000      | 0          | 52            | 0.10              | 9               | 1                | -          | -   |   |   |
| Infil. Reduction                 | 46                               | 43       | 39  | 4       | 0        | 0     | 43                                   | 3        |     | 27,399                             | 1.0       | 1,202      | 0.4                                 | 523        | 1,725      | 6             | 491               | 75              | 0                | 0                | 596                                | 0.023     | 28  | 0.121      | 174        | 40            | 0.15              | 13              | 19               | -          | -   |   |   |
| Found./Crawl. Insul              | 18                               | 7        | 14  | 2       | 0        | 0     | 5                                    | 2        |     | 8,063                              | 0.4       | 476        | 0.1                                 | 153        | 629        | 2             | 168               | 8               | 0                | 0                | 448                                | 0.079     | 95  | 0.053      | 77         | 90            | 0.14              | 12              | 4                | -          | -   |   |   |
| Bandjoist Insul.                 | 17                               | 3        | 10  | 4       | 0        | 0     | -                                    | 3        |     | 2,035                              | 0.0       | 0          | 0.3                                 | 385        | 385        | 1             | 75                | 9               | 0                | 0                | 120                                | 0.000     | 0   | 0.089      | 128        | 128           | 0.09              | 8               | 2                | -          | -   |   |   |
| Furnace Blower Fan¹              | 43                               | 41       | 39  | 4       | 0        | 0     | -                                    | 41       |     | 0                                  | 0.0       | 0          | 2.5                                 | 3,581      | 3,581      | (0)           | (13)              | (2)             | 0                | 0                | 0                                  | 0.000     | 0   | 0.060      | 87         | 87            | (0.00)            | (0)             | (0)              | -          | -   |   |   |
| Exhaust Ventilator²              | 42                               | 42       | 35  | 4       | 0        | 0     | 42                                   | 42       |     | 30,846                             | -0.1      | (1,052)    | (1.5)                               | (2,201)    | (3,253)    | (2)           | (177)             | (22)            | 0                | 0                | 734                                | -0.003    | (25)  | (0.036)    | (52)       | (77)          | (0.06)            | (5)             | (6)              | -          | -   |   |   |
| Total Heating System Repl        | 34                               | 1        | 29  | 4       | 0        | 0     | -                                    | 1        |     | 139,239                            | 0.0       | 0          | 0.1                                 | 212        | 212        | 48            | 4,179             | 546             | 0                | 0                | 4,095                              | 0.000     | 0   | 0.147      | 212        | 212           | 1.67              | 144             | 137              | -          | -   |   |   |
| Condensing Htg Sys Repl          | 33                               | 0        | 29  | 4       | 0        | 0     | -                                    | -        |     | 130,037                            | 0.0       | 0          | 0.0                                 | 0          | 0          | 48            | 4,179             | 546             | 0                | 0                | 3,941                              | -         | -   | -          | -          | -             | 1.67              | 144             | 137              | -          | -   |   |   |
| Non-Cond Htg Sys Repl            | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | -        |     | 0                                  | 0.0       | 0          | 0.0                                 | 0          | 0          | 0             | 0                 | 0               | 0                | 0                | 0                                  | -         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Electric Htg Sys Repl            | 1                                | 1        | 0   | 0       | 0        | 0     | -                                    | 1        |     | 9,202                              | 0.0       | 0          | 0.1                                 | 212        | 212        | 0             | 0                 | 0               | 0                | 0                | 9,202                              | 0.000     | 0   | 0.147      | 212        | 212           | -                 | -               | -                | -          | -   | - |   |
| Heat Pump Repl                   | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     | 0                                  | 0.0       | 0          | 0.0                                 | 0          | 0          | 0             | 0                 | 0               | 0                | 0                | 0                                  | -         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Other Htg Sys Repl               | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     | 0                                  | 0.0       | 0          | 0.0                                 | 0          | 0          | 0             | 0                 | 0               | 0                | 0                | 0                                  | -         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
|                                  |                                  |          |     |         |          |       |                                      |          |     |                                    |           |            |                                     |            |            |               |                   |                 |                  |                  |                                    |           |   |            |            |               |                   |                 |                  |            |     |   |   |
|                                  | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Total                                | Electric | Gas | Propane                            | Fuel Oil  | Other      |                                     | Summer kW  | Winter kW  | Annual kWh    | Pk-Day therms     | Annual therms   | Propane gallons  | Fuel Oil gallons | Other Mbtu                         |           | Summer kW   | Winter kW  | Annual kWh | Pk-Day therms | Annual therms     | Propane gallons | Fuel Oil gallons | Other Mbtu |     |   |   |
| Water Heating                    | 44                               | 9        | 32  | 3       | 0        | 0     | 141                                  | 28       | 107 | 8                                  | 0         | 0          | 0                                   | 58,693     | 0.0        | 0.0           | 2,215             | 6.3             | 1,156            | 73               | 0                                  | 0         | 1,334   | 0.000      | 0.005      | 246           | 0.198             | 36              | 24               | -          | -   |   |   |
| Temp. Reduct.                    | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0                                  | 0         | 0          | 0                                   | 0          | 0.0        | 0.0           | 0                 | 0               | 0                | 0                | 0                                  | 0         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| WH Wrap                          | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0                                  | 0         | 0          | 0                                   | 0          | 0.0        | 0.0           | 0                 | 0               | 0                | 0                | 0                                  | 0         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Pipe Insul.                      | 42                               | 9        | 32  | 1       | 0        | 0     | 42                                   | 9        | 32  | 1                                  | 0         | 0          | 0                                   | 830        | 0.0        | 0.0           | 417               | 0.3             | 93               | 3                | 0                                  | 0         | 20  | 0.000      | 0.000      | 46            | 0.01              | 3               | 3                | -          | -   |   |   |
| LF Showerhead                    | 20                               | 3        | 16  | 1       | 0        | 0     | 20                                   | 3        | 16  | 1                                  | 0         | 0          | 0                                   | 200        | 0.0        | 0.0           | 611               | 0.4             | 110              | 8                | 0                                  | 0         | 10  | 0.000      | 0.005      | 204           | 0.02              | 7               | 8                | -          | -   |   |   |
| Faucet Aerator                   | 32                               | 7        | 23  | 2       | 0        | 0     | 45                                   | 10       | 33  | 2                                  | 0         | 0          | 0                                   | 225        | 0.0        | 0.0           | 353               | 0.1             | 45               | 3                | 0                                  | 0         | 7   | 0.000      | 0.001      | 50            | 0.01              | 2               | 1                | -          | -   |   |   |
| Std-Eff Wtr Htr Repl.            | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0                                  | 0         | 0          | 0                                   | 0          | 0.0        | 0.0           | 0                 | 0               | 0                | 0                | 0                                  | -         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Hi-Eff or Electric Wtr Htr Repl. | 34                               | 6        | 26  | 2       | 0        | 0     | 34                                   | 6        | 26  | 2                                  | 0         | 0          | 0                                   | 57,438     | 0.0        | 0.0           | 834               | 5.6             | 908              | 60               | 0                                  | 0         | 1,689   | 0.000      | 0.003      | 139           | 0.21              | 35              | 30               | -          | -   |   |   |
| Lighting                         | 39                               | 39       |     |         |          |       | 376                                  | 376      |     | 2,724                              | 0.6       | 1.1        |                                     | 5,809      | -          | -             | -                 | -               | -                | -                | 70                                 | 0.016     | 0.029   | 149        | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Refrigerator/Freezer³            | 1                                | 1        |     |         |          |       | 1                                    | 1        |     | 920                                | 0.1       | 0.1        |                                     | 512        | -          | -             | -                 | -               | -                | -                | 920                                | 0.063     | 0.059   | 512        | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Refrigerator Removal             | 0                                | 0        |     |         |          |       | 0                                    | 0        |     | 0                                  | 0.0       | 0.0        |                                     | 0          | -          | -             | -                 | -               | -                | -                | 0                                  | -         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Refrigerator Exchange            | 1                                | 1        |     |         |          |       | 1                                    | 1        |     | 920                                | 0.1       | 0.1        |                                     | 512        | -          | -             | -                 | -               | -                | -                | 920                                | 0.063     | 0.059   | 512        | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Freezer Removal                  | 0                                | 0        |     |         |          |       | 0                                    | 0        |     | 0                                  | 0.0       | 0.0        |                                     | 0          | -          | -             | -                 | -               | -                | -                | 0                                  | -         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Freezer Exchange                 | 0                                | 0        |     |         |          |       | 0                                    | 0        |     | 0                                  | 0.0       | 0.0        |                                     | 0          | -          | -             | -                 | -               | -                | -                | 0                                  | -         | -   | -          | -          | -             | -                 | -               | -                | -          | -   |   |   |
| Total Non-Efficiency Measures    | 46                               |          |     |         |          |       |                                      |          |     | 302,742                            |           |            |                                     |            |            |               |                   |                 |                  |                  | 6,581                              |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Misc Ins./Attic Access/Ven       | 43                               |          |     |         |          |       |                                      |          |     | 10,848                             |           |            |                                     |            |            |               |                   |                 |                  |                  | 252                                |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Duct Sealing                     | 11                               |          |     |         |          |       |                                      |          |     | 1,080                              |           |            |                                     |            |            |               |                   |                 |                  |                  | 98                                 |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Duct Insulation                  | 40                               |          |     |         |          |       |                                      |          |     | 4,463                              |           |            |                                     |            |            |               |                   |                 |                  |                  | 112                                |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Damming Material                 | 32                               |          |     |         |          |       |                                      |          |     | 1,475                              |           |            |                                     |            |            |               |                   |                 |                  |                  | 46                                 |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Htg. Sys. Tune & Clear           | 11                               |          |     |         |          |       |                                      |          |     | 3,295                              |           |            |                                     |            |            |               |                   |                 |                  |                  | 300                                |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Htg. Sys./WH Other               | 9                                |          |     |         |          |       |                                      |          |     | 2,283                              |           |            |                                     |            |            |               |                   |                 |                  |                  | 254                                |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Air Conditioning Work            | 0                                |          |     |         |          |       |                                      |          |     | 0                                  |           |            |                                     |            |            |               |                   |                 |                  |                  | 0                                  |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Water Heater Repair              | 3                                |          |     |         |          |       |                                      |          |     | 230                                |           |            |                                     |            |            |               |                   |                 |                  |                  | 77                                 |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Refrigerator Coil Clean          | 0                                |          |     |         |          |       |                                      |          |     | 0                                  |           |            |                                     |            |            |               |                   |                 |                  |                  | 0                                  |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Waterbed Mattress Pad            | 0                                |          |     |         |          |       |                                      |          |     | 0                                  |           |            |                                     |            |            |               |                   |                 |                  |                  | 0                                  |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Programmable Tstat               | 0                                |          |     |         |          |       |                                      |          |     | 0                                  |           |            |                                     |            |            |               |                   |                 |                  |                  | 0                                  |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Unspecified Utility Meas         | 0                                |          |     |         |          |       |                                      |          |     | 0                                  |           |            |                                     |            |            |               |                   |                 |                  |                  | 0                                  |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| CO Detector                      | 31                               |          |     |         |          |       |                                      |          |     | 648                                |           |            |                                     |            |            |               |                   |                 |                  |                  | 21                                 |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Smoke Detector                   | 17                               |          |     |         |          |       |                                      |          |     | 1,095                              |           |            |                                     |            |            |               |                   |                 |                  |                  | 64                                 |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Fuses                            | 0                                |          |     |         |          |       |                                      |          |     | 0                                  |           |            |                                     |            |            |               |                   |                 |                  |                  | 0                                  |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Htg Sys Safety Check             | 0                                |          |     |         |          |       |                                      |          |     | 0                                  |           |            |                                     |            |            |               |                   |                 |                  |                  | 0                                  |           |   |            |            |               |                   |                 |                  |            |     |   |   |
| Htg Sys Ventilation              | 33                               |          |     |         |          |       |                                      |          |     | 8,900                              |           |            |                                     |            |            |               |                   |                 |                  |                  | 270                                |           |   |            |            |               |                   |                 |                  |            |     |   |   |

**Community Action Agency of Siouxland**  
**Billing Adjusted Costs and Impacts for All Measures Installed During Calendar Year 2017**

|   |           |
|---|-----------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$577,108 |
| Utility Administration Expenditures:                            | -         |
| Total Labor and Material Expenditures:                          | \$577,108 |

|                                  | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |          |     |         |          |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |               |               |                 |                                    |            |            |                                 | Average Billing Adjusted First Year Costs and Savings |               |               |               |                 |                                    |            |            |            |               |               |         |         |      |
|----------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|----------|-----|---------|----------|------------|------------------------------------|-------------------------------------|---------------|---------------|---------------|---------------|-----------------|------------------------------------|------------|------------|---------------------------------|---|---------------|---------------|---------------|-----------------|------------------------------------|------------|------------|------------|---------------|---------------|---------|---------|------|
|                                  |                                  |          |     |         |          |       |                                      |          |     |         |          |            |                                    | Electricity                         |               |               | Gas           |               | Propane         | Fuel Oil                           | Other      |            | per Dwelling Receiving Measures |   |               |               |               | Propane         | Fuel Oil                           | Other      |            |            |               |               |         |         |      |
| Measure                          | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Cooling                              | Heating  |     |         |          | Summer kWh | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | gallons       | gallons       | Mbtu            | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh | Annual kWh                      | Pk-Day therms   | Annual therms | gallons       | gallons       | Mbtu            | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh | Annual kWh | Pk-Day therms | Annual therms | gallons | gallons | Mbtu |
| Total Efficiency Measures        | 40                               | 40       | 24  | 6       | 0        | 0     | 40                                   | 40       |     |         |          | 313,944    | 12.4                               | 19.5                                | 65,759        | 58            | 5,508         | 1,573         | 0               | 0                                  |            | 7,849      | 0.310                           | 0.488   | 1,644         | 2.42          | 229           | 262             | -                                  | -          |            |            |               |               |         |         |      |
| Total Shell & Htg. Sys. Repl     | 40                               | 40       | 24  | 6       | 0        | 0     | 39                                   | 40       |     |         |          | 271,826    | 9.1                                | 10,268                              | 14.8          | 22,633        | 32,901        | 56            | 5,131           | 1,488                              | 0          | 0          | 6,796                           | 0.234   | 263           | 0.370         | 566           | 823             | 2.34                               | 214        | 248        | -          | -             |               |         |         |      |
| Total Shell Measures             | 39                               | 39       | 24  | 6       | 0        | 0     | 39                                   | 39       |     |         |          | 165,581    | 9.1                                | 10,268                              | 14.2          | 21,683        | 31,951        | 33            | 3,005           | 816                                | 0          | 0          | 4,246                           | 0.234   | 263           | 0.364         | 556           | 819             | 1.37                               | 125        | 136        | -          | -             |               |         |         |      |
| Wall Insul.                      | 20                               | 20       | 12  | 4       | 0        | 0     | 20                                   | 4        |     |         |          | 22,845     | 3.1                                | 3,771                               | 1.2           | 1,765         | 5,537         | 9             | 820             | 223                                | 0          | 0          | 1,142                           | 0.156   | 189           | 0.289         | 441           | 277             | 0.75                               | 68         | 56         | -          | -             |               |         |         |      |
| Open Blown Ceiling Insul         | 32                               | 32       | 18  | 6       | 0        | 0     | 32                                   | 8        |     |         |          | 37,396     | 3.8                                | 4,617                               | 7.4           | 11,330        | 15,947        | 8             | 690             | 194                                | 0          | 0          | 1,169                           | 0.120   | 144           | 0.926         | 1,416         | 498             | 0.42                               | 38         | 32         | -          | -             |               |         |         |      |
| Cavity Fill Insul                | 6                                | 5        | 6   | 0       | 0        | 0     | 5                                    | 0        |     |         |          | 6,191      | 0.3                                | 378                                 | 0.0           | 0             | 378           | 4             | 399             | 0                                  | 0          | 0          | 1,032                           | 0.063   | 76            | 0.000         | 0             | 76              | 0.73                               | 67         | -          | -          | -             |               |         |         |      |
| Sloped Attic Insul               | 8                                | 8        | 1   | 0       | 0        | 0     | 8                                    | 1        |     |         |          | 5,233      | 0.5                                | 656                                 | 0.1           | 154           | 810           | 3             | 262             | 97                                 | 0          | 0          | 654                             | 0.068   | 82            | 0.101         | 154           | 101             | 0.48                               | 44         | 97         | -          | -             |               |         |         |      |
| Kneewall Insul                   | 6                                | 6        | 4   | 1       | 0        | 0     | 6                                    | 1        |     |         |          | 4,953      | 0.3                                | 327                                 | 0.2           | 378           | 705           | 1             | 132             | 16                                 | 0          | 0          | 826                             | 0.045   | 55            | 0.247         | 378           | 117             | 0.36                               | 33         | 16         | -          | -             |               |         |         |      |
| Infltr. Reduction                | 39                               | 39       | 24  | 6       | 0        | 0     | 39                                   | 9        |     |         |          | 21,242     | 0.7                                | 869                                 | 2.7           | 4,084         | 4,953         | 5             | 420             | 158                                | 0          | 0          | 545                             | 0.018   | 22            | 0.297         | 454           | 127             | 0.19                               | 17         | 26         | -          | -             |               |         |         |      |
| Found./Crawl. Insul              | 17                               | 8        | 8   | 3       | 0        | 0     | 6                                    | 6        |     |         |          | 19,268     | 0.4                                | 531                                 | 1.2           | 1,888         | 2,419         | 2             | 172             | 62                                 | 0          | 0          | 1,133                           | 0.073   | 89            | 0.206         | 315           | 302             | 0.24                               | 21         | 21         | -          | -             |               |         |         |      |
| Bandjoist Insul.                 | 28                               | 6        | 17  | 5       | 0        | 0     | -                                    | 6        |     |         |          | 11,302     | 0.0                                | 0                                   | 1.1           | 1,693         | 1,693         | 2             | 219             | 103                                | 0          | 0          | 404                             | 0.000   | 0             | 0.185         | 282           | 282             | 0.14                               | 13         | 21         | -          | -             |               |         |         |      |
| Furnace Blower Fan¹              | 30                               | 30       | 24  | 6       | 0        | 0     | -                                    | 30       |     |         |          | 0          | 0.0                                | 0                                   | 2.3           | 3,571         | 3,571         | (0)           | (12)            | (3)                                | 0          | 0          | 0                               | 0.000   | 0             | 0.078         | 119           | 119             | (0.01)                             | (0)        | (0)        | -          | -             |               |         |         |      |
| Exhaust Ventilator²              | 30                               | 30       | 18  | 6       | 0        | 0     | 30                                   | 30       |     |         |          | 37,150     | -0.1                               | (882)                               | (2.1)         | (3,180)       | (4,062)       | (1)           | (97)            | (33)                               | 0          | 0          | 1,238                           | -0.004  | (29)          | (0.069)       | (106)         | (135)           | (0.06)                             | (5)        | (6)        | -          | -             |               |         |         |      |
| Total Heating System Repl        | 25                               | 5        | 15  | 5       | 0        | 0     | -                                    | 5        |     |         |          | 106,245    | 0.0                                | 0                                   | 0.6           | 950           | 950           | 23            | 2,126           | 671                                | 0          | 0          | 4,250                           | 0.000   | 0             | 0.124         | 190           | 190             | 1.55                               | 142        | 134        | -          | -             |               |         |         |      |
| Condensing Htg Sys Rep           | 19                               | 0        | 14  | 5       | 0        | 0     | -                                    | -        |     |         |          | 69,595     | 0.0                                | 0                                   | 0.0           | 0             | 0             | 22            | 2,050           | 671                                | 0          | 0          | 3,663                           | -   | -             | -             | -             | -               | 1.60                               | 146        | 134        | -          | -             |               |         |         |      |
| Non-Cond Htg Sys Repl            | 1                                | 0        | 1   | 0       | 0        | 0     | -                                    | -        |     |         |          | 3,000      | 0.0                                | 0                                   | 0.0           | 0             | 0             | 1             | 76              | 0                                  | 0          | 3,000      | -                               | -   | -             | -             | -             | 0.84            | 76                                 | -          | -          | -          |               |               |         |         |      |
| Electric Htg Sys Repl            | 1                                | 1        | 0   | 0       | 0        | 0     | -                                    | 1        |     |         |          | 2,650      | 0.0                                | 0                                   | 0.1           | 157           | 157           | 0             | 0               | 0                                  | 0          | 2,650      | 0.000                           | 0   | 0.103         | 157           | 157           | -               | -                                  | -          | -          | -          |               |               |         |         |      |
| Heat Pump Repl                   | 5                                | 5        | 0   | 0       | 0        | 0     | -                                    | 5        |     |         |          | 31,000     | 0.0                                | 0                                   | 0.5           | 793           | 793           | 0             | 0               | 0                                  | 0          | 6,200      | 0.000                           | 0   | 0.104         | 159           | 159           | -               | -                                  | -          | -          | -          |               |               |         |         |      |
| Other Htg Sys Repl               | 0                                | 0        | 0   | 0       | 0        | 0     | -                                    | 0        |     |         |          | 0          | 0.0                                | 0                                   | 0.0           | 0             | 0             | 0             | 0               | 0                                  | 0          | 0          | 0                               | -   | -             | -             | -             | -               | -                                  | -          | -          | -          |               |               |         |         |      |
|                                  | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Total                                | Electric | Gas | Propane | Fuel Oil | Other      |                                    | Summer kWh                          | Winter kWh    | Annual kWh    | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons                   | Other Mbtu |            | Summer kWh                      | Winter kWh  | Annual kWh    | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons                   | Other Mbtu |            |            |               |               |         |         |      |
| Water Heating                    | 39                               | 18       | 19  | 2       | 0        | 0     | 90                                   | 39       | 46  | 5       | 0        | 0          | 0                                  | 26,003                              | 0.0           | 0.1           | 3,958         | 1.9           | 377             | 85                                 | 0          | 0          | 667                             | 0.000   | 0.004         | 220           | 0.097         | 20              | 42                                 | -          | -          | -          | -             |               |         |         |      |
| Temp. Reduct.                    | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0          | 0                                  | 0                                   | 0.0           | 0.0           | 0             | 0.0           | 0               | 0                                  | 0          | 0          | 0                               | -   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             |               |         |         |      |
| WH Wrap                          | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0          | 0                                  | 0                                   | 0.0           | 0.0           | 0             | 0             | 0               | 0                                  | 0          | 0          | 0                               | -   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             |               |         |         |      |
| Pipe Insul.                      | 39                               | 18       | 19  | 2       | 0        | 0     | 39                                   | 18       | 19  | 2       | 0        | 0          | 0                                  | 760                                 | 0.0           | 0.0           | 876           | 0.2           | 56              | 6                                  | 0          | 0          | 19                              | 0.000   | 0.000         | 49            | 0.01          | 3               | 3                                  | -          | -          | -          | -             |               |         |         |      |
| LF Showerhead                    | 25                               | 11       | 13  | 1       | 0        | 0     | 35                                   | 15       | 19  | 1       | 0        | 0          | 0                                  | 343                                 | 0.0           | 0.0           | 2,184         | 0.3           | 94              | 8                                  | 0          | 0          | 14                              | 0.000   | 0.005         | 199           | 0.02          | 7               | 8                                  | -          | -          | -          | -             |               |         |         |      |
| Faucet Aerator                   | 1                                | 0        | 1   | 0       | 0        | 0     | 1                                    | 0        | 1   | 0       | 0        | 0          | 0                                  | 5                                   | 0.0           | 0.0           | 0             | 0.0           | 1               | 0                                  | 0          | 0          | 5                               | -   | -             | -             | -             | -               | 1                                  | -          | -          | -          | -             |               |         |         |      |
| Std-Eff Wtr Htr Repl.            | 0                                | 0        | 0   | 0       | 0        | 0     | 0                                    | 0        | 0   | 0       | 0        | 0          | 0                                  | 0                                   | 0.0           | 0.0           | 0             | 0.0           | 0               | 0                                  | 0          | 0          | 0                               | -   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             |               |         |         |      |
| Ht-Eff or Electric Wtr Htr Repl. | 15                               | 6        | 7   | 2       | 0        | 0     | 15                                   | 6        | 7   | 2       | 0        | 0          | 0                                  | 24,895                              | 0.0           | 0.0           | 898           | 1.4           | 225             | 71                                 | 0          | 0          | 1,660                           | 0.000   | 0.004         | 150           | 0.20          | 32              | 36                                 | -          | -          | -          | -             |               |         |         |      |
| Lighting                         | 37                               | 37       |     |         |          |       | 516                                  | 516      |     |         |          |            | 3,784                              | 1.8                                 | 3.3           | 16,797        | -             | -             | -               | -                                  | -          | 102        | 0.048                           | 0.088   | 454           | -             | -             | -               | -                                  | -          | -          | -          | -             | -             |         |         |      |
| Refrigerator/Freezer³            | 18                               | 18       |     |         |          |       | 22                                   | 22       |     |         |          | 12,331     | 1.5                                | 1.4                                 | 12,104        | -             | -             | -             | -               | -                                  | 685        | 0.083      | 0.077                           | 672   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             | -             |         |         |      |
| Refrigerator Removal             | 1                                | 1        |     |         |          |       | 2                                    | 2        |     |         |          | 20         | 0.1                                | 0.1                                 | 1,023         | -             | -             | -             | -               | -                                  | 20         | 0.126      | 0.118                           | 1,023   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             | -             |         |         |      |
| Refrigerator Exchange            | 13                               | 13       |     |         |          |       | 14                                   | 14       |     |         |          | 9,902      | 0.9                                | 0.9                                 | 7,542         | -             | -             | -             | -               | -                                  | 762        | 0.071      | 0.067                           | 580   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             | -             |         |         |      |
| Freezer Removal                  | 0                                | 0        |     |         |          |       | 0                                    | 0        |     |         |          | 0          | 0.0                                | 0.0                                 | 0             | -             | -             | -             | -               | -                                  | 0          | -          | -                               | -   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             | -             |         |         |      |
| Freezer Exchange                 | 6                                | 6        |     |         |          |       | 6                                    | 6        |     |         |          | 2,409      | 0.4                                | 0.4                                 | 3,538         | -             | -             | -             | -               | -                                  | 402        | 0.073      | 0.068                           | 590   | -             | -             | -             | -               | -                                  | -          | -          | -          | -             | -             |         |         |      |
| Total Non-Efficiency Measures    | 40                               |          |     |         |          |       |                                      |          |     |         |          | 263,164    |                                    |                                     |               |               |               |               |                 |                                    |            | 6,579      |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         |         |      |
| Misc Ins Attic Access/Ven        | 32                               |          |     |         |          |       |                                      |          |     |         |          | 15,544     |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 486     |         |      |
| Duct Sealing                     | 6                                |          |     |         |          |       |                                      |          |     |         |          | 1,665      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 278     |         |      |
| Duct Insulation                  | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Damming Material                 | 8                                |          |     |         |          |       |                                      |          |     |         |          | 238        |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 30      |         |      |
| Htg. Sys. Tune & Clean           | 7                                |          |     |         |          |       |                                      |          |     |         |          | 1,580      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 226     |         |      |
| Htg. Sys./WH Other               | 15                               |          |     |         |          |       |                                      |          |     |         |          | 7,784      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 519     |         |      |
| Air Conditioning Work            | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Water Heater Repair              | 13                               |          |     |         |          |       |                                      |          |     |         |          | 1,350      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 104     |         |      |
| Refrigerator Coil Clean          | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Waterbed Mattress Pad            | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Programmable Tstat               | 1                                |          |     |         |          |       |                                      |          |     |         |          | 100        |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 100     |         |      |
| Unspecified Utility Meas         | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| CO Detector                      | 40                               |          |     |         |          |       |                                      |          |     |         |          | 3,906      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 98      |         |      |
| Smoke Detector                   | 36                               |          |     |         |          |       |                                      |          |     |         |          | 4,156      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 115     |         |      |
| Fuses                            | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Htg Sys Safety Check             | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Htg Sys Ventilator               | 14                               |          |     |         |          |       |                                      |          |     |         |          | 3,225      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 230     |         |      |
| Water Heater Ventilation         | 7                                |          |     |         |          |       |                                      |          |     |         |          | 1,355      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 194     |         |      |
| Bathroom Ventilation             | 16                               |          |     |         |          |       |                                      |          |     |         |          | 4,505      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 282     |         |      |
| Dryer Ventilation                | 33                               |          |     |         |          |       |                                      |          |     |         |          | 7,450      |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 226     |         |      |
| Kitchen Ventilation              | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Other Exhaust Ventilator         | 6                                |          |     |         |          |       |                                      |          |     |         |          | 390        |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               | 65      |         |      |
| Asbestos Removal (Minor)         | 0                                |          |     |         |          |       |                                      |          |     |         |          | 0          |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         | 0       |      |
| Health/Safety Repairs            | 29                               |          |     |         |          |       |                                      |          |     |         |          | 14,042</   |                                    |                                     |               |               |               |               |                 |                                    |            |            |                                 |   |               |               |               |                 |                                    |            |            |            |               |               |         |         |      |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.



## Des Moines County Community Action Billing Adjusted Costs and Impacts for All M

|   |             |
|---|-------------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$2,139,672 |
| Utility Administration Expenditures:                            | -           |
| Total Labor and Material Expenditures:                          | \$2,139,672 |

|                              | Number of Dwellings with Impacts |          |     |         |          |       | Number of Dwellings with kWh Impacts |         |  |  |           |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |               |               |                 |                  |            |                                    |            | Average Billing Adjusted First Year Costs and Savings |            |               |               |                                 |                  |            |     |     |   |   |  |  |  |  |  |
|------------------------------|----------------------------------|----------|-----|---------|----------|-------|--------------------------------------|---------|--|--|-----------|------------|------------------------------------|-------------------------------------|---------------|---------------|-----------------|------------------|------------|------------------------------------|------------|---|------------|---------------|---------------|---------------------------------|------------------|------------|-----|-----|---|---|--|--|--|--|--|
|                              |                                  |          |     |         |          |       |                                      |         |  |  |           |            |                                    | Electricity                         |               |               |                 | Gas              |            | Propane                            |            | Fuel Oil  |            | Other         |               | per Dwelling Receiving Measures |                  |            |     |     |   |   |  |  |  |  |  |
| Measure                      | Total                            | Electric | Gas | Propane | Fuel Oil | Other | Cooling                              | Heating |  |  |           | Summer kWh | Winter kWh                         | Annual kWh                          | Pk-Day therms | Annual therms | Propane gallons | Fuel Oil gallons | Other Mbtu | Spending on Materials & Labor (\$) | Summer kWh | Winter kWh  | Annual kWh | Pk-Day therms | Annual therms | Propane gallons                 | Fuel Oil gallons | Other Mbtu |     |     |   |   |  |  |  |  |  |
| Total Efficiency Measures    | 149                              | 149      | 138 | 3       | 0        | 0     | 149                                  | 149     |  |  | 1,141,056 | 37.0       | 35.0                               | 119,104                             | 373           | 35,639        | 861             | 0                | 0          | 7,658                              | 0.248      | 0.235   | 799        | 2.71          | 258           | 287                             | -                | -          |     |     |   |   |  |  |  |  |  |
| Total Shell & Htg. Sys. Repl | 149                              | 149      | 138 | 3       | 0        | 0     | 148                                  | 149     |  |  | 919,624   | 33.0       | 36,721                             | 29.6                                | 44,498        | 81,219        | 347             | 30,792           | 779        | 0                                  | 0          | 6,172   | 0.223      | 248           | 0.199         | 299                             | 545              | 2.51       | 223 | 260 | - | - |  |  |  |  |  |
| Total Shell Measures         | 149                              | 149      | 138 | 3       | 0        | 0     | 148                                  | 149     |  |  | 713,782   | 33.0       | 36,721                             | 29.5                                | 44,394        | 81,116        | 244             | 21,686           | 495        | 0                                  | 0          | 4,790   | 0.223      | 248           | 0.198         | 298                             | 544              | 1.77       | 157 | 165 | - | - |  |  |  |  |  |
| Wall Insul.                  | 101                              | 84       | 96  | 3       | 0        | 0     | 84                                   | 2       |  |  | 201,499   | 13.2       | 15,959                             | 1.7                                 | 2,591         | 18,550        | 70              | 6,206            | 84         | 0                                  | 0          | 1,995   | 0.158      | 190           | 0.840         | 1,296                           | 221              | 0.73       | 65  | 28  | - | - |  |  |  |  |  |
| Open Blown Ceiling Insul     | 128                              | 111      | 118 | 3       | 0        | 0     | 111                                  | 7       |  |  | 122,109   | 12.4       | 14,918                             | 10.9                                | 16,399        | 31,317        | 94              | 8,388            | 235        | 0                                  | 0          | 954   | 0.111      | 134           | 1.552         | 2,343                           | 282              | 0.80       | 71  | 78  | - | - |  |  |  |  |  |
| Cavity Fill Insul            | 87                               | 71       | 81  | 2       | 0        | 0     | 71                                   | 4       |  |  | 55,665    | 2.8        | 3,378                              | 1.8                                 | 2,807         | 6,184         | 25              | 2,218            | 128        | 0                                  | 0          | 640   | 0.039      | 48            | 0.451         | 702                             | 87               | 0.31       | 27  | 64  | - | - |  |  |  |  |  |
| Sloped Attic Insul           | 30                               | 26       | 29  | 0       | 0        | 0     | 26                                   | 1       |  |  | 12,545    | 1.0        | 1,210                              | 0.4                                 | 694           | 1,904         | 8               | 742              | 0          | 0                                  | 0          | 419   | 0.039      | 47            | 0.444         | 694                             | 73               | 0.29       | 26  | -   | - | - |  |  |  |  |  |
| Kneewall Insul               | 50                               | 42       | 47  | 0       | 0        | 0     | 42                                   | 3       |  |  | 14,842    | 0.9        | 1,025                              | 1.1                                 | 1,560         | 2,585         | 7               | 598              | 0          | 0                                  | 0          | 297   | 0.020      | 24            | 0.352         | 520                             | 62               | 0.14       | 13  | -   | - | - |  |  |  |  |  |
| Infltr. Reduction            | 149                              | 126      | 138 | 3       | 0        | 0     | 126                                  | 8       |  |  | 134,855   | 2.3        | 2,824                              | 1.2                                 | 1,790         | 4,614         | 29              | 2,567            | 26         | 0                                  | 0          | 905   | 0.019      | 22            | 0.149         | 224                             | 37               | 0.21       | 19  | 9   | - | - |  |  |  |  |  |
| Found./Crawl. Insul          | 67                               | 12       | 64  | 2       | 0        | 0     | 12                                   | 1       |  |  | 69,798    | 0.8        | 983                                | 0.8                                 | 1,273         | 2,256         | 19              | 1,707            | 41         | 0                                  | 0          | 1,042   | 0.068      | 82            | 0.815         | 1,273                           | 188              | 0.30       | 27  | 20  | - | - |  |  |  |  |  |
| Bandjoist Insul.             | 14                               | 1        | 13  | 0       | 0        | 0     | -                                    | 1       |  |  | 2,836     | 0.0        | 0                                  | 0.2                                 | 250           | 250           | 1               | 99               | 0          | 0                                  | 0          | 203   | 0.000      | 0             | 0.170         | 250                             | 250              | 0.09       | 8   | -   | - | - |  |  |  |  |  |
| Furnace Blower Fan¹          | 141                              | 141      | 138 | 3       | 0        | 0     | -                                    | 141     |  |  | 0         | 0.0        | 0                                  | 15.9                                | 23.670        | 23.670        | (1)             | (100)            | (2)        | 0                                  | 0          | 0   | 0.000      | 0             | 0.113         | 168                             | 168              | (0.01)     | (1) | (1) | - | - |  |  |  |  |  |
| Exhaust Ventilator²          | 146                              | 146      | 135 | 3       | 0        | 0     | 146                                  | 146     |  |  | 99,633    | -0.4       | (3,576)                            | (4.4)                               | (6,639)       | (10,215)      | (8)             | (738)            | (17)       | 0                                  | 0          | 682   | -0.003     | (24)          | (0.030)       | (45)                            | (70)             | (0.06)     | (5) | (6) | - | - |  |  |  |  |  |
| Total Heating System Repl    | 92                               | 1        | 88  | 3       | 0        | 0     | -                                    | 1       |  |  | 205,842   | 0.0        | 0                                  | 0.1                                 | 104           | 104           | 102             | 9,105            | 284        | 0                                  | 0          | 2,237   | 0.000      | 0             | 0.066         | 104                             | 104              | 1.16       | 103 | 95  | - | - |  |  |  |  |  |
| Condensing Htg Sys Rep       | 80                               | 0        | 77  | 3       | 0        | 0     | -                                    | -       |  |  | 178,460   | 0.0        | 0                                  | 0.0                                 | 0             | 0             | 90              | 7,992            | 284        | 0                                  | 0          | 2,231   | -          | -             | -             | -                               | -                |            |     |     |   |   |  |  |  |  |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

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## 5. DETAILED SPENDING AND IMPACT PROFILES BY AGENCY FOR UTILITY EXPENDITURES

This section provides tables of spending and impacts by agency for utility expenditures.

## New Opportunities

### Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017

Total Reported Labor, Materials and Utility Admin Expenditures: \$273,344

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$273,344

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |            |               |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |               |               |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|------------|---------------|---------------|---------------|---|-----------|-------------|---------------|---------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |            | Annual kWh    | Gas           |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity |               | Annual kWh    | Gas           |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh        |               | Pk-Day therms | Annual therms |   |           | kWh         | kWh           |               | Pk-Day therms | Annual therms |
| Total Efficiency Measures         | 40                               | 37       | 34  | 36   | 37      | 219,317                            | 8.8                                 | 7.0         | 24,998     | 93            | 8,717         | 5,483         | 0.245   | 0.190     | 676         | 2.72          | 256           |               |               |
| Total Shell & Htg. Sys. Repl      | 40                               | 37       | 34  | 35   | 37      | 191,305                            | 8.3                                 | 10,045      | 6.1        | 9,340         | 19,385        | 4,783         | 0.238   | 287       | 0.165       | 252           | 524           | 2.62          | 239           |
| Total Shell Measures              | 40                               | 37       | 34  | 35   | 37      | 106,202                            | 8.3                                 | 10,045      | 6.1        | 9,259         | 19,304        | 2,655         | 0.238   | 287       | 0.164       | 250           | 522           | 1.52          | 139           |
| Wall Insul.                       | 21                               | 19       | 18  | 19   | 1       | 21,119                             | 2.8                                 | 3,373       | 1.1        | 1,708         | 5,080         | 1,006         | 0.147   | 178       | 1.117       | 1,708         | 267           | 0.62          | 57            |
| Open Blown Ceiling Insul.         | 38                               | 34       | 33  | 34   | 1       | 31,583                             | 2.8                                 | 3,434       | 1.9        | 2,886         | 6,320         | 831           | 0.084   | 101       | 1.888       | 2,886         | 186           | 0.41          | 37            |
| Cavity Fill Insul.                | 10                               | 10       | 8   | 10   | 0       | 6,174                              | 0.5                                 | 575         | 0.0        | 0             | 575           | 617           | 0.048   | 57        | 0.000       | 0             | 57            | 0.49          | 45            |
| Sloped Attic Insul.               | 24                               | 21       | 20  | 20   | 2       | 10,614                             | 1.3                                 | 1,509       | 0.8        | 1,273         | 2,782         | 442           | 0.063   | 75        | 0.416       | 636           | 132           | 0.51          | 46            |
| Kneewall Insul.                   | 15                               | 13       | 13  | 13   | 0       | 5,692                              | 0.3                                 | 413         | 0.0        | 0             | 413           | 379           | 0.026   | 32        | 0.000       | 0             | 32            | 0.21          | 19            |
| Infil. Reduction                  | 38                               | 34       | 23  | 34   | 2       | 17,928                             | 0.4                                 | 438         | 0.1        | 205           | 643           | 472           | 0.011   | 13        | 0.067       | 103           | 19            | 0.08          | 8             |
| Found./Crawl. Insul.              | 17                               | 5        | 16  | 4  | 1       | 8,953                              | 0.3                                 | 304         | 0.2        | 381           | 685           | 527           | 0.063   | 76        | 0.249       | 381           | 137           | 0.14          | 13            |
| Bandjoist Insul.                  | 29                               | 2        | 27  | -  | 2       | 4,137                              | 0.0                                 | 0           | 0.5        | 704           | 704           | 143           | 0.000   | 0         | 0.230       | 352           | 352           | 0.22          | 20            |
| Furnace Blower Fan <sup>1</sup>   | 38                               | 35       | 34  | -  | 35      | 0                                  | 0.0                                 | 0           | 1.4        | 2,102         | 2,102         | (0)           | 0.000   | 0         | 0.039       | 60            | 60            | (0.00)        | (0)           |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0             | -   | -         | -           | -             | -             | -             | -             |
| Total Heating System Repl         | 32                               | 1        | 31  | -  | 1       | 85,104                             | 0.0                                 | 0           | 0.1        | 82            | 82            | 2,659         | 0.000   | 0         | 0.053       | 82            | 82            | 1.21          | 111           |
| Condensing Htg Sys Repl           | 31                               | 0        | 31  | -  | -       | 81,604                             | 0.0                                 | 0           | 0.0        | 0             | 0             | 2,632         | -   | -         | -           | -             | -             | 1.21          | 111           |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0             | -   | -         | -           | -             | -             | -             | -             |
| Electric Htg Sys Repl             | 1                                | 1        | 0   | -  | 1       | 3,500                              | 0.0                                 | 0           | 0.1        | 82            | 82            | 3,500         | 0.000   | 0         | 0.053       | 82            | 82            | -             | -             |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0             | -   | -         | -           | -             | -             | -             | -             |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0             | -   | -         | -           | -             | -             | -             | -             |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           | Winter kW   | Annual kWh | Pk-Day therms | Annual therms |               | Summer kW   | Winter kW | Annual kWh  | Pk-Day therms | Annual therms |               |               |
| Water Heating                     | 37                               | 12       | 25  | 41   | 12      | 29                                 | 27,136                              | 0.0         | 0.0        | 899           | 3.5           | 582           | 733   | 0.000     | 0.001       | 75            | 0.138         | 23            |               |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0             | 0             | 0   | -         | -           | -             | -             | -             |               |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0             | 0             | 0   | -         | -           | -             | -             | -             |               |
| Pipe Insul.                       | 17                               | 8        | 9   | 17   | 8       | 9                                  | 153                                 | 0.0         | 0.0        | 353           | 0.1           | 26            | 9   | 0.000     | 0.000       | 44            | 0.01          | 3             |               |
| LF Showerhead                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0             | 0             | 0   | -         | -           | -             | -             | -             |               |
| Faucet Aerator                    | 4                                | 0        | 4   | 6  | 0       | 6                                  | 20                                  | 0.0         | 0.0        | 0             | 0             | 8             | 5   | -         | -           | -             | 0.01          | 2             |               |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0             | 0             | 0   | -         | -           | -             | -             | -             |               |
| Hi-Eff or Electric Wtr Htr Repl.  | 20                               | 4        | 16  | 18   | 4       | 14                                 | 26,962                              | 0.0         | 0.0        | 546           | 3.4           | 548           | 1,348   | 0.000     | 0.003       | 136           | 0.21          | 34            |               |
| Lighting                          | 31                               | 31       |     | 207  | 207     |                                    | 876                                 | 0.5         | 0.9        | 4,714         | -             | -             | 28  | 0.016     | 0.029       | 152           | -             | -             |               |
| Refrigerator/Freezer <sup>3</sup> | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -             | 0   | -         | -           | -             | -             | -             |               |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -             | 0   | -         | -           | -             | -             | -             |               |
| Refrigerator Exchange             | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -             | 0   | -         | -           | -             | -             | -             |               |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -             | 0   | -         | -           | -             | -             | -             |               |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0        | 0             | -             | -             | 0   | -         | -           | -             | -             | -             |               |
| Total Non-Efficiency Measures     | 40                               |          |     |  |         |                                    | 54,028                              |             |            |               |               |               | 1,351   |           |             |               |               |               |               |
| Misc Ins,Attic Access/Vent        | 22                               |          |     |  |         |                                    | 4,432                               |             |            |               |               |               |   |           |             |               |               |               |               |
| Duct Sealing                      | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Duct Insulation                   | 1                                |          |     |  |         |                                    | 102                                 |             |            |               |               |               |   |           |             |               |               |               |               |
| Damming Material                  | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Htg. Sys. Tune & Clean            | 6                                |          |     |  |         |                                    | 750                                 |             |            |               |               |               |   |           |             |               |               |               |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Air Conditioning Work             | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Water Heater Repair               | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Programmable Tstat                | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| CO Detector                       | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Smoke Detector                    | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Fuses                             | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Htg Sys Ventilation               | 30                               |          |     |  |         |                                    | 5,554                               |             |            |               |               |               |   |           |             |               |               |               |               |
| Water Heater Ventilation          | 16                               |          |     |  |         |                                    | 2,938                               |             |            |               |               |               |   |           |             |               |               |               |               |
| Bathroom Ventilation              | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Dryer Ventilation                 | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Kitchen Ventilation               | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Health/Safety Repairs             | 6                                |          |     |  |         |                                    | 446                                 |             |            |               |               |               |   |           |             |               |               |               |               |
| Health/Safety Other               | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Consumables                       | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| General Repairs                   | 37                               |          |     |  |         |                                    | 11,040                              |             |            |               |               |               |   |           |             |               |               |               |               |
| Meter Refrig (no action)          | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Meter Freezer (no action)         | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Support                           | 40                               |          |     |  |         |                                    | 28,766                              |             |            |               |               |               |   |           |             |               |               |               |               |
| Transportation Allowance          | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Landlord Contr Misc               | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Landlord Contr DHW                | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Client Contr (Any)                | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Lead Safe Work                    | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |
| Unspecified/Other                 | 0                                |          |     |  |         |                                    | 0                                   |             |            |               |               |               |   |           |             |               |               |               |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Hawkeye Area Community Action Program**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$653,648

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$653,648

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |           |            |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |     |           |       |            |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----------|------------|---------------|---------------|---|-----------|-------------|-----|-----------|-------|------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |           |            | Gas           |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity |     | Gas       |       |            |               |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh       | Annual kWh | Pk-Day therms | Annual therms |   |           | kWh         | kWh | kWh       | kWh   | Annual kWh | Pk-Day therms | Annual therms |
| Total Efficiency Measures         | 112                              | 90       | 100 | 89   | 90      | 531,265                            | 14.1                                |             | 15.6      |            | 58,386        | 192           | 18,712  | 4,743     | 0.159       |     | 0.173     |       | 649        | 1.92          | 187           |
| Total Shell & Htg. Sys. Repl      | 107                              | 79       | 99  | 66   | 79      | 413,096                            | 11.3                                | 13,678      | 11.5      | 17,702     | 31,379        | 178           | 16,374  | 3,861     | 0.172       | 207 | 0.145     | 224   | 397        | 1.80          | 165           |
| Total Shell Measures              | 107                              | 79       | 99  | 66   | 79      | 305,198                            | 11.3                                | 13,678      | 11.3      | 17,447     | 31,125        | 125           | 11,474  | 2,852     | 0.172       | 207 | 0.143     | 221   | 394        | 1.26          | 116           |
| Wall Insul.                       | 50                               | 37       | 45  | 37   | 1       | 108,004                            | 4.3                                 | 5,174       | 0.9       | 1,437      | 6,611         | 33            | 3,042   | 2,160     | 0.116       | 140 | 0.933     | 1,437 | 179        | 0.74          | 68            |
| Open Blown Ceiling Insul.         | 73                               | 55       | 65  | 55   | 3       | 68,945                             | 5.2                                 | 6,305       | 6.3       | 9,708      | 16,012        | 50            | 4,558   | 944       | 0.095       | 115 | 2.101     | 3,236 | 291        | 0.76          | 70            |
| Cavity Fill Insul.                | 16                               | 8        | 15  | 8  | 0       | 20,396                             | 0.4                                 | 450         | 0.0       | 0          | 450           | 10            | 875   | 1,275     | 0.047       | 56  | 0.000     | 0     | 56         | 0.63          | 58            |
| Sloped Attic Insul.               | 20                               | 13       | 17  | 13   | 1       | 10,815                             | 0.5                                 | 589         | 0.5       | 773        | 1,362         | 6             | 508   | 541       | 0.038       | 45  | 0.502     | 773   | 105        | 0.33          | 30            |
| Kneewall Insul.                   | 27                               | 16       | 24  | 16   | 1       | 11,884                             | 0.4                                 | 432         | 0.1       | 156        | 588           | 4             | 337   | 440       | 0.022       | 27  | 0.101     | 156   | 37         | 0.15          | 14            |
| Infil. Reduction                  | 86                               | 24       | 83  | 24   | 3       | 34,361                             | 0.2                                 | 222         | 0.2       | 303        | 525           | 9             | 854   | 400       | 0.008       | 9   | 0.066     | 101   | 22         | 0.11          | 10            |
| Found./Crawl. Insul.              | 51                               | 9        | 49  | 8  | 2       | 41,468                             | 0.4                                 | 505         | 0.6       | 869        | 1,375         | 12            | 1,131   | 813       | 0.052       | 63  | 0.282     | 435   | 153        | 0.25          | 23            |
| Bandjoist Insul.                  | 48                               | 2        | 46  | -  | 2       | 9,325                              | 0.0                                 | 0           | 0.2       | 357        | 357           | 2             | 201   | 194       | 0.000       | 0   | 0.116     | 179   | 179        | 0.05          | 4             |
| Furnace Blower Fan <sup>1</sup>   | 104                              | 76       | 99  | -  | 76      | 0                                  | 0.0                                 | 0           | 2.5       | 3,844      | 3,844         | (0)           | (32)  | 0         | 0.000       | 0   | 0.033     | 51    | 51         | (0.00)        | (0)           |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Total Heating System Repl         | 46                               | 2        | 44  | -  | 2       | 107,898                            | 0.0                                 | 0           | 0.2       | 255        | 255           | 53            | 4,900   | 2,346     | 0.000       | 0   | 0.083     | 127   | 127        | 1.21          | 111           |
| Condensing Htg Sys Repl           | 44                               | 0        | 44  | -  | -       | 101,358                            | 0.0                                 | 0           | 0.0       | 0          | 0             | 53            | 4,900   | 2,304     | -           | -   | -         | -     | -          | 1.21          | 111           |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Electric Htg Sys Repl             | 2                                | 2        | 0   | -  | 2       | 6,540                              | 0.0                                 | 0           | 0.2       | 255        | 255           | 0             | 0   | 3,270     | 0.000       | 0   | 0.083     | 127   | 127        | -             | -             |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
|                                   |                                  |          |     |  |         |                                    |                                     |             |           |            |               |               |   |           |             |     |           |       |            |               |               |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           |             | Winter kW |            | Annual kWh    | Pk-Day therms | Annual therms   |           | Summer kW   |     | Winter kW |       | Annual kWh | Pk-Day therms | Annual therms |
| Water Heating                     | 102                              | 25       | 77  | 166  | 32      | 134                                | 102,879                             | 0.0         | 0.0       |            | 2,049         | 13.5          | 2,338   | 1,009     | 0.000       |     | 0.001     |       | 82         | 0.176         | 30            |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |            | 0             | 0.0           | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |            | 0             | 0.0           | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Pipe Insul.                       | 101                              | 25       | 76  | 101  | 25      | 76                                 | 1,879                               | 0.0         | 0.0       |            | 1,102         | 0.7           | 241   | 19        | 0.000       |     | 0.000     |       | 44         | 0.01          | 3             |
| LF Showerhead                     | 1                                | 0        | 1   | 1  | 0       | 1                                  | 10                                  | 0.0         | 0.0       |            | 0             | 0.0           | 11  | 10        | -           | -   | -         | -     | 0.04       | 11            |               |
| Faucet Aerator                    | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |            | 0             | 0.0           | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |            | 0             | 0.0           | 0   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Hi-Eff or Electric Wtr Htr Repl.  | 74                               | 9        | 65  | 64   | 7       | 57                                 | 100,990                             | 0.0         | 0.0       |            | 947           | 12.8          | 2,087   | 1,365     | 0.000       |     | 0.003     |       | 105        | 0.20          | 32            |
| Lighting                          | 70                               | 70       |     | 510  | 510     |                                    | 3,764                               | 1.6         | 3.0       |            | 15,252        | -             | -   | 54        | 0.023       |     | 0.042     |       | 218        | -             | -             |
| Refrigerator/Freezer <sup>3</sup> | 19                               | 19       |     | 19   | 19      |                                    | 11,526                              | 1.2         | 1.1       |            | 9,705         | -             | -   | 607       | 0.063       |     | 0.059     |       | 511        | -             | -             |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |            | 0             | -             | -   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Refrigerator Exchange             | 19                               | 19       |     | 19   | 19      |                                    | 11,526                              | 1.2         | 1.1       |            | 9,705         | -             | -   | 607       | 0.063       |     | 0.059     |       | 511        | -             | -             |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |            | 0             | -             | -   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |            | 0             | -             | -   | 0         | -           | -   | -         | -     | -          | -             | -             |
| Total Non-Efficiency Measures     | 112                              |          |     |  |         | 122,383                            |                                     |             |           |            |               |               |   | 1,093     |             |     |           |       |            |               |               |
| Misc Ins,Attic Access/Vent        | 17                               |          |     |  |         |                                    | 1,711                               |             |           |            |               |               |   |           |             |     |           |       |            | 101           |               |
| Duct Sealing                      | 42                               |          |     |  |         |                                    | 10,284                              |             |           |            |               |               |   |           |             |     |           |       |            | 245           |               |
| Duct Insulation                   | 3                                |          |     |  |         |                                    | 2,945                               |             |           |            |               |               |   |           |             |     |           |       |            | 982           |               |
| Damming Material                  | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Htg. Sys. Tune & Clean            | 54                               |          |     |  |         |                                    | 4,515                               |             |           |            |               |               |   |           |             |     |           |       |            | 84            |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Air Conditioning Work             | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Water Heater Repair               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Programmable Tstat                | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| CO Detector                       | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Smoke Detector                    | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Fuses                             | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Htg Sys Ventilation               | 42                               |          |     |  |         |                                    | 6,229                               |             |           |            |               |               |   |           |             |     |           |       |            | 148           |               |
| Water Heater Ventilation          | 53                               |          |     |  |         |                                    | 8,001                               |             |           |            |               |               |   |           |             |     |           |       |            | 151           |               |
| Bathroom Ventilation              | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Dryer Ventilation                 | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Kitchen Ventilation               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Health/Safety Repairs             | 5                                |          |     |  |         |                                    | 258                                 |             |           |            |               |               |   |           |             |     |           |       |            | 52            |               |
| Health/Safety Other               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Consumables                       | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| General Repairs                   | 65                               |          |     |  |         |                                    | 19,587                              |             |           |            |               |               |   |           |             |     |           |       |            | 301           |               |
| Meter Refrig (no action)          | 10                               |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Meter Freezer (no action)         | 3                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Support                           | 112                              |          |     |  |         |                                    | 68,855                              |             |           |            |               |               |   |           |             |     |           |       |            | 615           |               |
| Transportation Allowance          | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Landlord Contr Misc               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Landlord Contr DHW                | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Client Contr (Any)                | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Lead Safe Work                    | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |
| Unspecified/Other                 | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |     |           |       |            | 0             |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Community Action of Eastern Iowa**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$734,377

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$734,377

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |           |            |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |       |           |            |               |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----------|------------|---------------|---------------|---|-----------|-------------|-------|-----------|------------|---------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |           |            | Gas           |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity |       | Gas       |            |               |               |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh       | Annual kWh | Pk-Day therms | Annual therms |   |           | kWh         | kWh   | kWh       | Annual kWh | Pk-Day therms | Annual therms |               |
| Total Efficiency Measures         | 113                              | 97       | 111 | 97   | 97      | 598,294                            | 15.4                                |             | 7.5       | 44,023     | 228           | 22,160        | 5,295   | 0.159     |             | 0.077 | 454       | 2.06       | 200           |               |               |
| Total Shell & Htg. Sys. Repl      | 113                              | 94       | 111 | 93   | 94      | 472,648                            | 13.4                                | 16,183      | 4.8       | 7,385      | 23,568        | 215           | 19,746  | 4,183     | 0.144       | 174   | 0.051     | 79         | 251           | 1.94          | 178           |
| Total Shell Measures              | 113                              | 94       | 111 | 93   | 94      | 236,610                            | 13.4                                | 16,183      | 4.8       | 7,385      | 23,568        | 113           | 10,393  | 2,094     | 0.144       | 174   | 0.051     | 79         | 251           | 1.02          | 94            |
| Wall Insul.                       | 66                               | 55       | 65  | 55   | 0       | 109,047                            | 6.4                                 | 7,720       | 0.0       | 0          | 7,720         | 44            | 4,052   | 1,652     | 0.116       | 140   | 0.000     | 0          | 140           | 0.68          | 62            |
| Open Blown Ceiling Insul.         | 68                               | 55       | 67  | 55   | 0       | 41,137                             | 4.3                                 | 5,211       | 0.0       | 0          | 5,211         | 33            | 2,987   | 605       | 0.079       | 95    | 0.000     | 0          | 95            | 0.49          | 45            |
| Cavity Fill Insul.                | 24                               | 15       | 24  | 15   | 0       | 10,804                             | 0.8                                 | 942         | 0.0       | 0          | 942           | 13            | 1,200   | 450       | 0.052       | 63    | 0.000     | 0          | 63            | 0.54          | 50            |
| Sloped Attic Insul.               | 20                               | 16       | 19  | 16   | 0       | 6,388                              | 0.7                                 | 849         | 0.0       | 0          | 849           | 8             | 697   | 319       | 0.044       | 53    | 0.000     | 0          | 53            | 0.40          | 37            |
| Kneewall Insul.                   | 22                               | 15       | 21  | 15   | 0       | 7,314                              | 0.2                                 | 212         | 0.0       | 0          | 212           | 3             | 271   | 332       | 0.012       | 14    | 0.000     | 0          | 14            | 0.14          | 13            |
| Infil. Reduction                  | 113                              | 89       | 111 | 89   | 1       | 48,888                             | 0.7                                 | 894         | 0.1       | 118        | 1,012         | 11            | 1,047   | 433       | 0.008       | 10    | 0.077     | 118        | 11            | 0.10          | 9             |
| Found./Crawl. Insul.              | 17                               | 6        | 16  | 6  | 0       | 5,429                              | 0.3                                 | 355         | 0.0       | 0          | 355           | 1             | 115   | 319       | 0.049       | 59    | 0.000     | 0          | 59            | 0.08          | 7             |
| Bandjoist Insul.                  | 16                               | 0        | 16  | -  | 0       | 7,604                              | 0.0                                 | 0           | 0.0       | 0          | 0             | 1             | 51  | 475       | -           | -     | -         | -          | -             | 0.03          | 3             |
| Furnace Blower Fan <sup>1</sup>   | 112                              | 93       | 111 | -  | 93      | 0                                  | 0.0                                 | 0           | 4.7       | 7,267      | 7,267         | (0)           | (27)  | 0         | 0.000       | 0     | 0.051     | 78         | 78            | (0.00)        | (0)           |
| Exhaust Ventilator <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -     | -         | -          | -             | -             | -             |
| Total Heating System Repl         | 82                               | 0        | 82  | -  | 0       | 236,038                            | 0.0                                 | 0           | 0.0       | 0          | 0             | 102           | 9,353   | 2,879     | -           | -     | -         | -          | -             | 1.24          | 114           |
| Condensing Htg Sys Repl           | 82                               | 0        | 82  | -  | -       | 236,038                            | 0.0                                 | 0           | 0.0       | 0          | 0             | 102           | 9,353   | 2,879     | -           | -     | -         | -          | -             | 1.24          | 114           |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -     | -         | -          | -             | -             | -             |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -     | -         | -          | -             | -             | -             |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -     | -         | -          | -             | -             | -             |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0             | 0   | 0         | -           | -     | -         | -          | -             | -             | -             |
|                                   |                                  |          |     |  |         |                                    |                                     |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           |             | Winter kW |            | Annual kWh    | Pk-Day therms | Annual therms   |           | Summer kW   |       | Winter kW |            | Annual kWh    | Pk-Day therms | Annual therms |
| Water Heating                     | 108                              | 23       | 85  | 271  | 44      | 227                                | 111,928                             | 0.0         | 0.1       |            | 3,260         | 13.4          | 2,414   | 1,036     | 0.000       |       | 0.002     |            | 142           | 0.158         | 28            |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |            | 0             | 0.0           | 0   | 0         | -           |       | -         |            | -             | -             | -             |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |            | 0             | 0.0           | 0   | 0         | -           |       | -         |            | -             | -             | -             |
| Pipe Insul.                       | 102                              | 22       | 80  | 102  | 22      | 80                                 | 1,936                               | 0.0         | 0.0       |            | 953           | 0.7           | 231   | 19        | 0.000       |       | 0.000     |            | 43            | 0.01          | 3             |
| LF Showerhead                     | 20                               | 5        | 15  | 21   | 5       | 16                                 | 210                                 | 0.0         | 0.0       |            | 875           | 0.4           | 108   | 10        | 0.000       |       | 0.004     |            | 175           | 0.02          | 7             |
| Faucet Aerator                    | 58                               | 6        | 52  | 81   | 8       | 73                                 | 404                                 | 0.0         | 0.0       |            | 263           | 0.3           | 99  | 7         | 0.000       |       | 0.001     |            | 44            | 0.01          | 2             |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |            | 0             | 0.0           | 0   | 0         | -           |       | -         |            | -             | -             | -             |
| Hi-Eff or Electric Wtr Htr Repl.  | 78                               | 12       | 66  | 67   | 9       | 58                                 | 109,378                             | 0.0         | 0.0       |            | 1,169         | 12.1          | 1,976   | 1,402     | 0.000       |       | 0.002     |            | 97            | 0.18          | 30            |
| Lighting                          | 75                               | 75       |     | 478  | 478     |                                    | 3,313                               | 0.8         | 1.6       |            | 8,041         | -             | -   | 44        | 0.011       |       | 0.021     |            | 107           | -             | -             |
| Refrigerator/Freezer <sup>3</sup> | 17                               | 17       |     | 18   | 18      |                                    | 10,405                              | 1.1         | 1.1       |            | 9,154         | -             | -   | 612       | 0.066       |       | 0.062     |            | 538           | -             | -             |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |            | 0             | -             | -   | 0         | -           |       | -         |            | -             | -             | -             |
| Refrigerator Exchange             | 12                               | 12       |     | 12   | 12      |                                    | 7,465                               | 0.7         | 0.7       |            | 6,007         | -             | -   | 622       | 0.062       |       | 0.058     |            | 501           | -             | -             |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |            | 0             | -             | -   | 0         | -           |       | -         |            | -             | -             | -             |
| Freezer Exchange                  | 6                                | 6        |     | 6  | 6       |                                    | 2,940                               | 0.4         | 0.4       |            | 3,147         | -             | -   | 490       | 0.065       |       | 0.060     |            | 525           | -             | -             |
| Total Non-Efficiency Measures     | 113                              |          |     |  |         | 136,083                            |                                     |             |           |            |               |               |   | 1,204     |             |       |           |            |               |               |               |
| Misc Ins,Attic Access/Vent        | 56                               |          |     |  |         |                                    | 3,912                               |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Duct Sealing                      | 1                                |          |     |  |         |                                    | 270                                 |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Duct Insulation                   | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Damming Material                  | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Htg. Sys. Tune & Clean            | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Air Conditioning Work             | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Water Heater Repair               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Programmable Tstat                | 71                               |          |     |  |         |                                    | 6,947                               |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| CO Detector                       | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Smoke Detector                    | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Fuses                             | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Htg Sys Ventilation               | 75                               |          |     |  |         |                                    | 11,733                              |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Water Heater Ventilation          | 58                               |          |     |  |         |                                    | 7,361                               |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Bathroom Ventilation              | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Dryer Ventilation                 | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Kitchen Ventilation               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Health/Safety Repairs             | 34                               |          |     |  |         |                                    | 2,061                               |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Health/Safety Other               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Consumables                       | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| General Repairs                   | 97                               |          |     |  |         |                                    | 24,687                              |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Meter Refrig (no action)          | 68                               |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Meter Freezer (no action)         | 26                               |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Support                           | 113                              |          |     |  |         |                                    | 79,113                              |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Transportation Allowance          | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Landlord Contr Misc               | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Landlord Contr DHW                | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Client Contr (Any)                | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Lead Safe Work                    | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |
| Unspecified/Other                 | 0                                |          |     |  |         |                                    | 0                                   |             |           |            |               |               |   |           |             |       |           |            |               |               |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

|   |          |
|---|----------|
| Total Reported Labor, Materials and Utility Admin Expenditures: | \$29,152 |
| Utility Administration Expenditures:                            | -        |
| Total Labor and Material Expenditures:                          | \$29,152 |

<sup>2</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>3</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>4</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed

**Dalhoff Associates, LLC**

**Mid-Iowa Community Action**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$493,727

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$493,727

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |      |            |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |               |             |           |            |               |               |            |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|------|------------|---------------|---------------|---|---------------|-------------|-----------|------------|---------------|---------------|------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |      | Annual kWh | Gas           |               | Spending on Materials & Labor (\$)  | Summer kW     | Electricity |           | Annual kWh | Gas           |               |            |               |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh  |            | Pk-Day therms | Annual therms |   |               | kWh         | kWh       |            | Pk-Day therms | Annual therms |            |               |               |
| Total Efficiency Measures         | 92                               | 81       | 73  | 79   | 81      | 400,025                            | 15.5                                |             | 10.9 | 43,514     | 144           | 14,019        | 4,348   | 0.196         |             | 0.135     | 537        | 1.98          | 192           |            |               |               |
| Total Shell & Htg. Sys. Repl      | 91                               | 80       | 73  | 76   | 80      | 336,370                            | 14.4                                | 17,374      | 9.5  | 14,825     | 32,199        | 137           | 12,745  | 3,696         | 0.190       | 229       | 0.119      | 185           | 402           | 1.87       | 175           |               |
| Total Shell Measures              | 91                               | 80       | 73  | 76   | 80      | 245,033                            | 14.4                                | 17,374      | 9.5  | 14,825     | 32,199        | 85            | 7,906   | 2,693         | 0.190       | 229       | 0.119      | 185           | 402           | 1.16       | 108           |               |
| Wall Insul.                       | 61                               | 50       | 48  | 50   | 2       | 102,718                            | 6.1                                 | 7,374       | 1.2  | 1,920      | 9,294         | 38            | 3,569   | 1,684         | 0.122       | 147       | 0.615      | 960           | 186           | 0.80       | 74            |               |
| Open Blown Ceiling Insul.         | 71                               | 58       | 57  | 58   | 4       | 48,295                             | 4.5                                 | 5,427       | 3.1  | 4,915      | 10,342        | 14            | 1,331   | 680           | 0.078       | 94        | 0.787      | 1,229         | 178           | 0.25       | 23            |               |
| Cavity Fill Insul.                | 22                               | 18       | 19  | 18   | 1       | 17,830                             | 1.0                                 | 1,224       | 1.6  | 2,458      | 3,682         | 9             | 880   | 810           | 0.056       | 68        | 1.574      | 2,458         | 205           | 0.50       | 46            |               |
| Sloped Attic Insul.               | 30                               | 23       | 25  | 23   | 0       | 13,904                             | 1.2                                 | 1,463       | 0.0  | 0          | 1,463         | 9             | 830   | 463           | 0.053       | 64        | 0.000      | 0             | 64            | 0.36       | 33            |               |
| Kneewall Insul.                   | 26                               | 20       | 22  | 20   | 1       | 9,788                              | 0.4                                 | 451         | 0.1  | 171        | 622           | 2             | 215   | 376           | 0.019       | 23        | 0.109      | 171           | 31            | 0.10       | 10            |               |
| Infil. Reduction                  | 85                               | 67       | 67  | 67   | 5       | 29,229                             | 0.5                                 | 604         | 0.2  | 272        | 876           | 4             | 411   | 344           | 0.007       | 9         | 0.035      | 54            | 13            | 0.07       | 6             |               |
| Found./Crawl. Insul.              | 36                               | 13       | 33  | 13   | 1       | 17,537                             | 0.7                                 | 831         | 0.0  | 24         | 855           | 6             | 526   | 487           | 0.053       | 64        | 0.015      | 24            | 66            | 0.17       | 16            |               |
| Bandjoist Insul.                  | 40                               | 2        | 38  | -  | 2       | 5,733                              | 0.0                                 | 0           | 0.2  | 326        | 326           | 2             | 163   | 143           | 0.000       | 0         | 0.104      | 163           | 163           | 0.05       | 4             |               |
| Furnace Blower Fan <sup>1</sup>   | 86                               | 75       | 73  | -  | 75      | 0                                  | 0.0                                 | 0           | 3.0  | 4,739      | 4,739         | (0)           | (20)  | 0             | 0.000       | 0         | 0.040      | 63            | 63            | (0.00)     | (0)           |               |
| Exhaust Ventilator <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0             | -           | -         | -          | -             | -             | -          | -             |               |
| Total Heating System Repl         | 44                               | 0        | 44  | -  | 0       | 91,337                             | 0.0                                 | 0           | 0.0  | 0          | 0             | 52            | 4,840   | 2,076         | -           | -         | -          | -             | -             | 1.18       | 110           |               |
| Condensing Htg Sys Repl           | 44                               | 0        | 44  | -  | -       | 91,337                             | 0.0                                 | 0           | 0.0  | 0          | 0             | 52            | 4,840   | 2,076         | -           | -         | -          | -             | -             | 1.18       | 110           |               |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0             | -           | -         | -          | -             | -             | -          | -             |               |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0             | -           | -         | -          | -             | -             | -          | -             |               |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0             | -           | -         | -          | -             | -             | -          | -             |               |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0  | 0          | 0             | 0             | 0   | 0             | -           | -         | -          | -             | -             | -          | -             |               |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    |                                     | Summer kW   |      | Winter kW  |               | Annual kWh    | Pk-Day therms   | Annual therms |             | Summer kW |            | Winter kW     |               | Annual kWh | Pk-Day therms | Annual therms |
| Water Heating                     | 65                               | 24       | 41  | 91   | 29      | 63                                 | 57,529                              | 0.0         |      | 0.0        |               | 2,146         | 7.6   | 1,274         | 885         | 0.000     |            | 0.001         |               | 89         | 0.184         | 31            |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         |      | 0.0        |               | 0             | 0.0   | 0             | 0           | -         |            | -             |               | -          | -             | -             |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         |      | 0.0        |               | 0             | 0.0   | 0             | 0           | -         |            | -             |               | -          | -             | -             |
| Pipe Insul.                       | 44                               | 20       | 24  | 44   | 20      | 24                                 | 198                                 | 0.0         |      | 0.0        |               | 899           | 0.2   | 68            | 4           | 0.000     |            | 0.000         |               | 45         | 0.01          | 3             |
| LF Showerhead                     | 2                                | 1        | 1   | 2  | 1       | 1                                  | 9                                   | 0.0         |      | 0.0        |               | 218           | 0.0   | 7             | 5           | 0.000     |            | 0.005         |               | 218        | 0.02          | 7             |
| Faucet Aerator                    | 3                                | 0        | 3   | 3  | 0       | 3                                  | 7                                   | 0.0         |      | 0.0        |               | 0             | 0.0   | 4             | 2           | -         |            | -             |               | -          | 0.00          | 1             |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         |      | 0.0        |               | 0             | 0.0   | 0             | 0           | -         |            | -             |               | -          | -             | -             |
| Hi-Eff or Electric Wtr Htr Repl.  | 44                               | 8        | 36  | 42   | 8       | 35                                 | 57,315                              | 0.0         |      | 0.0        |               | 1,029         | 7.3   | 1,195         | 1,303       | 0.000     |            | 0.003         |               | 129        | 0.20          | 33            |
| Lighting                          | 34                               | 34       |     | 312  | 312     |                                    | 591                                 | 0.5         |      | 0.9        |               | 4,564         | -   | -             | 17          | 0.014     |            | 0.026         |               | 134        | -             | -             |
| Refrigerator/Freezer <sup>3</sup> | 9                                | 9        |     | 9  | 9       |                                    | 5,535                               | 0.6         |      | 0.5        |               | 4,605         | -   | -             | 615         | 0.063     |            | 0.059         |               | 512        | -             | -             |
| Refrigerator Removal              | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         |      | 0.0        |               | 0             | -   | -             | 0           | -         |            | -             |               | -          | -             | -             |
| Refrigerator Exchange             | 9                                | 9        |     | 9  | 9       |                                    | 5,535                               | 0.6         |      | 0.5        |               | 4,605         | -   | -             | 615         | 0.063     |            | 0.059         |               | 512        | -             | -             |
| Freezer Removal                   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         |      | 0.0        |               | 0             | -   | -             | 0           | -         |            | -             |               | -          | -             | -             |
| Freezer Exchange                  | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         |      | 0.0        |               | 0             | -   | -             | 0           | -         |            | -             |               | -          | -             | -             |
| Total Non-Efficiency Measures     | 92                               |          |     |  |         | 93,703                             |                                     |             |      |            |               |               |   | 1,019         |             |           |            |               |               |            |               |               |
| Misc Ins,Attic Access/Vent        | 59                               |          |     |  |         | 14,159                             |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Duct Sealing                      | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Duct Insulation                   | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Htg. Sys. Tune & Clean            | 12                               |          |     |  |         | 1,087                              |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Programmable Tstat                | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Smoke Detector                    | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Htg Sys Ventilation               | 46                               |          |     |  |         | 6,483                              |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Water Heater Ventilation          | 36                               |          |     |  |         | 3,326                              |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Health/Safety Repairs             | 18                               |          |     |  |         | 696                                |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| General Repairs                   | 85                               |          |     |  |         | 23,066                             |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Meter Refrig (no action)          | 56                               |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Meter Freezer (no action)         | 13                               |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Support                           | 92                               |          |     |  |         | 44,886                             |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Lead Safe Work                    | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |      |            |               |               |   |               |             |           |            |               |               |            |               |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.



**Mid-Sioux Opportunity**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$120,318

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$120,318

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |           |       |            |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |               |     |           |     |            |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----------|-------|------------|---------------|---|-----------|---------------|-----|-----------|-----|------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |           |       | Gas        |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity   |     | Gas       |     |            |               |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kW        | kWh   | Annual kWh | Pk-Day therms |   |           | Annual therms | kWh | kW        | kWh | Annual kWh | Pk-Day therms | Annual therms |
| Total Efficiency Measures         | 21                               | 20       | 19  | 19   | 20      | 99,813                             | 4.5                                 |             | 2.0       |       | 13,208     | 33            | 3,147   | 4,753     | 0.237         |     | 0.100     |     | 660        | 1.74          | 166           |
| Total Shell & Htg. Sys. Repl      | 20                               | 20       | 18  | 18   | 20      | 82,492                             | 3.9                                 | 4,666       | 0.8       | 1,239 | 5,905      | 32            | 2,890   | 4,125     | 0.215         | 259 | 0.041     | 62  | 295        | 1.76          | 161           |
| Total Shell Measures              | 20                               | 20       | 18  | 18   | 20      | 52,633                             | 3.9                                 | 4,666       | 0.8       | 1,239 | 5,905      | 17            | 1,534   | 2,632     | 0.215         | 259 | 0.041     | 62  | 295        | 0.93          | 85            |
| Wall Insul.                       | 13                               | 12       | 12  | 12   | 0       | 27,729                             | 1.7                                 | 2,072       | 0.0       | 0     | 2,072      | 9             | 787   | 2,133     | 0.143         | 173 | 0.000     | 0   | 173        | 0.72          | 66            |
| Open Blown Ceiling Insul.         | 15                               | 15       | 15  | 15   | 0       | 8,939                              | 1.4                                 | 1,675       | 0.0       | 0     | 1,675      | 3             | 234   | 596       | 0.093         | 112 | 0.000     | 0   | 112        | 0.17          | 16            |
| Cavity Fill Insul.                | 5                                | 4        | 5   | 4  | 0       | 4,083                              | 0.2                                 | 232         | 0.0       | 0     | 232        | 2             | 170   | 817       | 0.048         | 58  | 0.000     | 0   | 58         | 0.37          | 34            |
| Sloped Attic Insul.               | 4                                | 4        | 4   | 4  | 0       | 2,887                              | 0.3                                 | 303         | 0.0       | 0     | 303        | 2             | 154   | 722       | 0.063         | 76  | 0.000     | 0   | 76         | 0.42          | 38            |
| Kneewall Insul.                   | 4                                | 3        | 4   | 3  | 0       | 1,669                              | 0.1                                 | 75          | 0.0       | 0     | 75         | 1             | 74  | 417       | 0.021         | 25  | 0.000     | 0   | 25         | 0.20          | 18            |
| Infil. Reduction                  | 19                               | 15       | 18  | 15   | 1       | 4,290                              | 0.2                                 | 234         | 0.1       | 87    | 321        | 1             | 80  | 226       | 0.013         | 16  | 0.057     | 87  | 21         | 0.05          | 4             |
| Found./Crawl. Insul.              | 3                                | 1        | 2   | 1  | 0       | 882                                | 0.1                                 | 76          | 0.0       | 0     | 76         | 0             | 12  | 294       | 0.063         | 76  | 0.000     | 0   | 76         | 0.06          | 6             |
| Bandjoist Insul.                  | 5                                | 0        | 5   | -  | 0       | 2,154                              | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 28  | 431       | -             | -   | -         | -   | -          | 0.06          | 6             |
| Furnace Blower Fan <sup>1</sup>   | 19                               | 19       | 18  | -  | 19      | 0                                  | 0.0                                 | 0           | 0.8       | 1,152 | 1,152      | (0)           | (4)   | 0         | 0.000         | 0   | 0.040     | 61  | 61         | (0.00)        | (0)           |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -   | -         | -   | -          | -             | -             |
| Total Heating System Repl         | 12                               | 0        | 12  | -  | 0       | 29,859                             | 0.0                                 | 0           | 0.0       | 0     | 0          | 15            | 1,356   | 2,488     | -             | -   | -         | -   | -          | 1.24          | 113           |
| Condensing Htg Sys Repl           | 12                               | 0        | 12  | -  | -       | 29,859                             | 0.0                                 | 0           | 0.0       | 0     | 0          | 15            | 1,356   | 2,488     | -             | -   | -         | -   | -          | 1.24          | 113           |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -   | -         | -   | -          | -             | -             |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -   | -         | -   | -          | -             | -             |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -   | -         | -   | -          | -             | -             |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -   | -         | -   | -          | -             | -             |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           |             | Winter kW |       | Annual kWh | Pk-Day therms | Annual therms   |           | Summer kW     |     | Winter kW |     | Annual kWh | Pk-Day therms | Annual therms |
| Water Heating                     | 20                               | 9        | 11  | 37   | 16      | 21                                 | 15,928                              | 0.0         | 0.0       |       | 1,270      | 1.5           | 257   | 796       | 0.000         |     | 0.002     |     | 141        | 0.132         | 23            |
| Temp. Reduct.                     | 1                                | 1        | 0   | 1  | 1       | 0                                  | 0                                   | 0.0         | 0.0       |       | 115        | 0.0           | 0   | 0         | 0.000         |     | 0.000     |     | 115        | -             | -             |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |       | 0          | 0.0           | 0   | 0         | -             |     | -         |     | -          | -             | -             |
| Pipe Insul.                       | 18                               | 8        | 10  | 18   | 8       | 10                                 | 310                                 | 0.0         | 0.0       |       | 353        | 0.1           | 28  | 17        | 0.000         |     | 0.000     |     | 44         | 0.01          | 3             |
| LF Showerhead                     | 1                                | 0        | 1   | 1  | 0       | 1                                  | 10                                  | 0.0         | 0.0       |       | 0          | 0.0           | 7   | 10        | -             |     | -         |     | -          | 0.02          | 7             |
| Faucet Aerator                    | 2                                | 1        | 1   | 3  | 1       | 2                                  | 10                                  | 0.0         | 0.0       |       | 33         | 0.0           | 3   | 5         | 0.000         |     | 0.001     |     | 33         | 0.01          | 3             |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |       | 0          | 0.0           | 0   | 0         | -             |     | -         |     | -          | -             | -             |
| Hi-Eff or Electric Wtr Htr Repl.  | 15                               | 6        | 9   | 14   | 6       | 8                                  | 15,598                              | 0.0         | 0.0       |       | 768        | 1.3           | 219   | 1,040     | 0.000         |     | 0.003     |     | 128        | 0.15          | 24            |
| Lighting                          | 16                               | 16       |     | 226  | 226     |                                    | 1,393                               | 0.6         | 1.2       |       | 6,033      | -             | -   | 87        | 0.040         |     | 0.073     |     | 377        | -             | -             |
| Refrigerator/Freezer <sup>3</sup> | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             |     | -         |     | -          | -             | -             |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             |     | -         |     | -          | -             | -             |
| Refrigerator Exchange             | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             |     | -         |     | -          | -             | -             |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             |     | -         |     | -          | -             | -             |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             |     | -         |     | -          | -             | -             |
| Total Non-Efficiency Measures     | 21                               |          |     |  |         | 20,505                             |                                     |             |           |       |            |               |   | 976       |               |     |           |     |            |               |               |
| Misc Ins,Attic Access/Vent        | 5                                |          |     |  |         | 551                                |                                     |             |           |       |            |               |   | 110       |               |     |           |     |            |               |               |
| Duct Sealing                      | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Duct Insulation                   | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Htg. Sys. Tune & Clean            | 7                                |          |     |  |         | 865                                |                                     |             |           |       |            |               |   | 124       |               |     |           |     |            |               |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Programmable Tstat                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Smoke Detector                    | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Htg Sys Ventilation               | 13                               |          |     |  |         | 1,522                              |                                     |             |           |       |            |               |   | 117       |               |     |           |     |            |               |               |
| Water Heater Ventilation          | 9                                |          |     |  |         | 1,085                              |                                     |             |           |       |            |               |   | 121       |               |     |           |     |            |               |               |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Health/Safety Repairs             | 1                                |          |     |  |         | 48                                 |                                     |             |           |       |            |               |   | 48        |               |     |           |     |            |               |               |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| General Repairs                   | 19                               |          |     |  |         | 3,932                              |                                     |             |           |       |            |               |   | 207       |               |     |           |     |            |               |               |
| Meter Refrig (no action)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Meter Freezer (no action)         | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Support                           | 21                               |          |     |  |         | 12,502                             |                                     |             |           |       |            |               |   | 595       |               |     |           |     |            |               |               |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Lead Safe Work                    | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |     |           |     |            |               |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**North Iowa Community Action Organization**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$519,108

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$519,108

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |          | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |            |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |                                    |             |            |               |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|----------|------------------------------------|-------------------------------------|-------------|------------|---------------|---------------|---|------------------------------------|-------------|------------|---------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Cooling                                      | Heating  |                                    | Summer kW                           | Electricity |            | Annual kWh    | Gas           |   | Spending on Materials & Labor (\$) | Electricity |            | Gas           |               |               |
|                                   |                                  |          |     |  |          |                                    |                                     | Winter kWh  |            |               | Pk-Day therms | Annual therms   |                                    | Summer kW   | Winter kWh | Annual kWh    | Pk-Day therms | Annual therms |
| Total Efficiency Measures         | 81                               | 72       | 80  | 72   | 72       | 441,706                            | 14.2                                | 16.5        | 70,576     | 205           | 21,314        | 5,453   | 0.198                              | 0.229       | 980        | 2.56          | 266           |               |
| Total Shell & Htg. Sys. Repl      | 81                               | 72       | 80  | 58   | 72       | 325,689                            | 9.6                                 | 11,552      | 9.9        | 16,420        | 27,972        | 190   | 18,785                             | 4,021       | 0.165      | 199           | 2.38          |               |
| Total Shell Measures              | 81                               | 72       | 80  | 58   | 72       | 230,869                            | 9.6                                 | 11,552      | 9.9        | 16,280        | 27,832        | 139   | 13,707                             | 2,850       | 0.165      | 199           | 1.74          |               |
| Wall Insul.                       | 61                               | 43       | 59  | 42   | 1        | 120,070                            | 3.9                                 | 4,754       | 0.8        | 1,309         | 6,063         | 48  | 4,771                              | 1,968       | 0.094      | 113           | 0.82          |               |
| Open Blown Ceiling Insul.         | 73                               | 54       | 71  | 53   | 1        | 35,259                             | 3.9                                 | 4,683       | 2.4        | 3,966         | 8,649         | 57  | 5,608                              | 483         | 0.073      | 88            | 0.80          |               |
| Cavity Fill Insul.                | 16                               | 9        | 16  | 9  | 0        | 13,511                             | 0.2                                 | 252         | 0.0        | 0             | 252           | 6   | 603                                | 844         | 0.023      | 28            | 0.38          |               |
| Sloped Attic Insul.               | 35                               | 24       | 34  | 24   | 0        | 23,503                             | 0.9                                 | 1,055       | 0.0        | 0             | 1,055         | 16  | 1,577                              | 672         | 0.036      | 44            | 0.47          |               |
| Kneewall Insul.                   | 17                               | 11       | 17  | 11   | 0        | 11,644                             | 0.2                                 | 256         | 0.0        | 0             | 256           | 4   | 397                                | 685         | 0.019      | 23            | 0.24          |               |
| Infil. Reduction                  | 45                               | 33       | 44  | 33   | 0        | 15,782                             | 0.4                                 | 447         | 0.0        | 0             | 447           | 4   | 399                                | 351         | 0.011      | 14            | 0.09          |               |
| Found./Crawl. Insul.              | 31                               | 2        | 31  | 2  | 0        | 8,157                              | 0.1                                 | 105         | 0.0        | 0             | 105           | 3   | 278                                | 263         | 0.043      | 52            | 0.09          |               |
| Bandjoist Insul.                  | 19                               | 1        | 18  | -  | 1        | 2,943                              | 0.0                                 | 0           | 0.2        | 298           | 298           | 1   | 119                                | 155         | 0.000      | 0             | 0.07          |               |
| Furnace Blower Fan <sup>1</sup>   | 80                               | 71       | 80  | -  | 71       | 0                                  | 0.0                                 | 0           | 6.5        | 10,707        | 10,707        | (0)   | (45)                               | 0           | 0.000      | 0             | (0.01)        |               |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0   | 0                                  | 0           | -          | -             | -             |               |
| Total Heating System Repl         | 49                               | 1        | 48  | -  | 1        | 94,820                             | 0.0                                 | 0           | 0.1        | 141           | 141           | 52  | 5,079                              | 1,935       | 0.000      | 0             | 1.07          |               |
| Condensing Htg Sys Repl           | 48                               | 0        | 48  | -  | -        | 92,072                             | 0.0                                 | 0           | 0.0        | 0             | 0             | 52  | 5,079                              | 1,918       | -          | -             | 1.07          |               |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -        | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0   | 0                                  | 0           | -          | -             | -             |               |
| Electric Htg Sys Repl             | 1                                | 1        | 0   | -  | 1        | 2,748                              | 0.0                                 | 0           | 0.1        | 141           | 141           | 0   | 0                                  | 2,748       | 0.000      | 0             | -             |               |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0   | 0                                  | 0           | -          | -             | -             |               |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0             | 0             | 0   | 0                                  | 0           | -          | -             | -             |               |
|                                   | Total                            | Electric | Gas | Total  | Electric | Gas                                | Summer kW                           | Winter kW   | Annual kWh | Pk-Day therms | Annual therms |   | Summer kW                          | Winter kW   | Annual kWh | Pk-Day therms | Annual therms |               |
| Water Heating                     | 78                               | 10       | 68  | 261  | 24       | 237                                | 84,769                              | 0.0         | 0.0        | 1,381         | 14.0          | 2,529   | 1,087                              | 0.000       | 0.002      | 138           | 0.206         |               |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0.0           | 0   | 0                                  | -           | -          | -             | -             |               |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0.0           | 0   | 0                                  | -           | -          | -             | -             |               |
| Pipe Insul.                       | 74                               | 9        | 65  | 74   | 9        | 65                                 | 318                                 | 0.0         | 0.0        | 396           | 0.5           | 185   | 4                                  | 0.000       | 0.000      | 44            | 0.01          |               |
| LF Showerhead                     | 30                               | 2        | 28  | 30   | 2        | 28                                 | 93                                  | 0.0         | 0.0        | 350           | 0.6           | 193   | 3                                  | 0.000       | 0.004      | 175           | 0.02          |               |
| Faucet Aerator                    | 65                               | 8        | 57  | 91   | 11       | 80                                 | 48                                  | 0.0         | 0.0        | 378           | 0.4           | 108   | 1                                  | 0.000       | 0.001      | 47            | 0.01          |               |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0             | 0.0           | 0   | 0                                  | -           | -          | -             | -             |               |
| Hi-Eff or Electric Wtr Htr Repl.  | 66                               | 2        | 64  | 66   | 2        | 64                                 | 84,310                              | 0.0         | 0.0        | 257           | 12.5          | 2,042   | 1,277                              | 0.000       | 0.003      | 128           | 0.20          |               |
| Lighting                          | 60                               | 60       | 676 | 676  | 3,744    | 2.4                                | 4.5                                 | 22,961      | -          | -             | 62            | 0.040   | 0.074                              | 383         | -          | -             | -             |               |
| Refrigerator/Freezer <sup>3</sup> | 32                               | 32       | 35  | 35   | 27,504   | 2.2                                | 2.1                                 | 18,262      | -          | -             | 860           | 0.070   | 0.066                              | 571         | -          | -             | -             |               |
| Refrigerator Removal              | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -           | -          | -             | -             |               |
| Refrigerator Exchange             | 30                               | 30       | 27  | 27   | 23,765   | 1.7                                | 1.6                                 | 14,056      | -          | -             | 792           | 0.058   | 0.054                              | 469         | -          | -             | -             |               |
| Freezer Removal                   | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0             | -             | -   | 0                                  | -           | -          | -             | -             |               |
| Freezer Exchange                  | 8                                | 8        | 8   | 8  | 8        | 3,740                              | 0.5                                 | 0.5         | 4,206      | -             | -             | 467   | 0.065                              | 0.060       | 526        | -             | -             |               |
| Total Non-Efficiency Measures     | 81                               |          |     |  |          | 77,402                             |                                     |             |            |               |               | 956   |                                    |             |            |               |               |               |
| Misc Ins,Attic Access/Vent        | 21                               |          |     |  |          | 3,393                              |                                     |             |            |               |               | 162   |                                    |             |            |               |               |               |
| Duct Sealing                      | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Duct Insulation                   | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Damming Material                  | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Htg. Sys. Tune & Clean            | 20                               |          |     |  |          | 1,804                              |                                     |             |            |               |               | 90  |                                    |             |            |               |               |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Air Conditioning Work             | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Water Heater Repair               | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Programmable Tstat                | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| CO Detector                       | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Smoke Detector                    | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Fuses                             | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Htg Sys Safety Check              | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Htg Sys Ventilation               | 34                               |          |     |  |          | 5,220                              |                                     |             |            |               |               | 154   |                                    |             |            |               |               |               |
| Water Heater Ventilation          | 49                               |          |     |  |          | 4,555                              |                                     |             |            |               |               | 93  |                                    |             |            |               |               |               |
| Bathroom Ventilation              | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Dryer Ventilation                 | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Kitchen Ventilation               | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Health/Safety Repairs             | 4                                |          |     |  |          | 318                                |                                     |             |            |               |               | 79  |                                    |             |            |               |               |               |
| Health/Safety Other               | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Consumables                       | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| General Repairs                   | 41                               |          |     |  |          | 10,556                             |                                     |             |            |               |               | 257   |                                    |             |            |               |               |               |
| Meter Refrig (no action)          | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Meter Freezer (no action)         | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Support                           | 81                               |          |     |  |          | 51,557                             |                                     |             |            |               |               | 637   |                                    |             |            |               |               |               |
| Transportation Allowance          | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Landlord Contr Misc               | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Landlord Contr Furnace            | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Landlord Contr DHW                | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Client Contr (Any)                | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Lead Safe Work                    | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |
| Unspecified/Other                 | 0                                |          |     |  |          | 0                                  |                                     |             |            |               |               | 0   |                                    |             |            |               |               |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Northeast Iowa Community Action Corporation**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$209,629

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$209,629

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |          | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |            |            |                   |                                    | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |             |            |            |               |                   |               |               |     |
|-----------------------------------|----------------------------------|----------|-----|--|----------|------------------------------------|-------------------------------------|-------------|------------|------------|-------------------|------------------------------------|---|-------------|------------|------------|---------------|-------------------|---------------|---------------|-----|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating  |                                    | Summer kW                           | Electricity |            |            | Gas Annual therms | Spending on Materials & Labor (\$) | Summer kW   | Electricity |            | Annual kWh | Pk-Day therms | Gas Annual therms |               |               |     |
|                                   |                                  |          |     |  |          |                                    |                                     | Winter kWh  | Annual kWh | Winter kWh |                   |                                    |   | Winter kWh  | Annual kWh |            |               |                   |               |               |     |
| Total Efficiency Measures         | 73                               | 61       | 51  | 60   | 61       | 174,075                            | 8.1                                 | 10.9        |            |            | 32,248            | 66                                 | 6,438   | 2,385       | 0.134      | 0.178      |               | 529               | 1.29          | 126           |     |
| Total Shell & Htg. Sys. Repl      | 72                               | 59       | 51  | 53   | 58       | 135,548                            | 7.4                                 | 8,913       | 9.9        | 15,410     | 24,323            | 62                                 | 5,732   | 1,883       | 0.139      | 168        | 0.170         | 266               | 412           | 1.21          | 112 |
| Total Shell Measures              | 72                               | 59       | 51  | 53   | 58       | 72,448                             | 7.4                                 | 8,913       | 9.9        | 15,410     | 24,323            | 32                                 | 2,998   | 1,006       | 0.139      | 168        | 0.170         | 266               | 412           | 0.63          | 59  |
| Wall Insul.                       | 22                               | 16       | 18  | 16   | 2        | 12,418                             | 2.0                                 | 2,356       | 1.7        | 2,620      | 4,976             | 15                                 | 1,366   | 564         | 0.122      | 147        | 0.839         | 1,310             | 311           | 0.81          | 76  |
| Open Blown Ceiling Insul.         | 46                               | 40       | 39  | 40   | 4        | 19,278                             | 3.7                                 | 4,474       | 2.0        | 3,118      | 7,592             | 6                                  | 567   | 419         | 0.093      | 112        | 0.499         | 779               | 190           | 0.16          | 15  |
| Cavity Fill Insul.                | 3                                | 3        | 3   | 3  | 0        | 987                                | 0.1                                 | 177         | 0.0        | 0          | 177               | 1                                  | 75  | 329         | 0.049      | 59         | 0.000         | 0                 | 59            | 0.27          | 25  |
| Sloped Attic Insul.               | 5                                | 4        | 4   | 4  | 1        | 1,824                              | 0.3                                 | 358         | 0.9        | 1,409      | 1,767             | 2                                  | 206   | 365         | 0.074      | 90         | 0.903         | 1,409             | 442           | 0.55          | 51  |
| Kneewall Insul.                   | 13                               | 11       | 10  | 10   | 3        | 9,320                              | 0.6                                 | 746         | 2.7        | 4,160      | 4,906             | 2                                  | 154   | 717         | 0.062      | 75         | 0.888         | 1,387             | 446           | 0.17          | 15  |
| Infil. Reduction                  | 58                               | 32       | 40  | 32   | 4        | 18,317                             | 0.3                                 | 403         | 1.2        | 1,807      | 2,210             | 5                                  | 436   | 316         | 0.010      | 13         | 0.289         | 452               | 69            | 0.12          | 11  |
| Found./Crawl. Insul.              | 10                               | 6        | 7   | 6  | 1        | 3,930                              | 0.3                                 | 398         | 0.2        | 269        | 667               | 1                                  | 79  | 393         | 0.055      | 66         | 0.172         | 269               | 111           | 0.12          | 11  |
| Bandjoist Insul.                  | 19                               | 3        | 16  | -  | 3        | 6,374                              | 0.0                                 | 0           | 0.4        | 684        | 684               | 1                                  | 124   | 335         | 0.000      | 0          | 0.146         | 228               | 228           | 0.08          | 8   |
| Furnace Blower Fan <sup>1</sup>   | 66                               | 53       | 51  | -  | 53       | 0                                  | 0.0                                 | 0           | 0.9        | 1,345      | 1,345             | (0)                                | (9)   | 0           | 0.000      | 0          | 0.016         | 25                | 25            | (0.00)        | (0) |
| Exhaust Ventilator <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0                 | 0                                  | 0   | 0           | -          | -          | -             | -                 | -             | -             | -   |
| Total Heating System Repl         | 25                               | 0        | 25  | -  | 0        | 63,100                             | 0.0                                 | 0           | 0.0        | 0          | 0                 | 29                                 | 2,735   | 2,524       | -          | -          | -             | -                 | -             | 1.17          | 109 |
| Condensing Htg Sys Repl           | 25                               | 0        | 25  | -  | -        | 63,100                             | 0.0                                 | 0           | 0.0        | 0          | 0                 | 29                                 | 2,735   | 2,524       | -          | -          | -             | -                 | -             | 1.17          | 109 |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0                 | 0                                  | 0   | 0           | -          | -          | -             | -                 | -             | -             | -   |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0                 | 0                                  | 0   | 0           | -          | -          | -             | -                 | -             | -             | -   |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0                 | 0                                  | 0   | 0           | -          | -          | -             | -                 | -             | -             | -   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0                 | 0                                  | 0   | 0           | -          | -          | -             | -                 | -             | -             | -   |
|                                   | Total                            | Electric | Gas | Total  | Electric | Gas                                | Summer kW                           | Winter kW   |            |            | Annual kWh        | Pk-Day therms                      | Annual therms   |             | Summer kW  | Winter kW  |               | Annual kWh        | Pk-Day therms | Annual therms |     |
| Water Heating                     | 53                               | 23       | 30  | 70   | 29       | 41                                 | 35,058                              | 0.0         | 0.0        |            |                   | 1,915                              | 4.1   | 706         | 661        | 0.000      | 0.001         |                   | 83            | 0.137         | 24  |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        |            |                   | 0                                  | 0.0   | 0           | 0          | -          | -             |                   | -             | -             | -   |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        |            |                   | 0                                  | 0.0   | 0           | 0          | -          | -             |                   | -             | -             | -   |
| Pipe Insul.                       | 44                               | 22       | 22  | 44   | 22       | 22                                 | 419                                 | 0.0         | 0.0        |            |                   | 984                                | 0.2   | 63          | 10         | 0.000      | 0.000         |                   | 45            | 0.01          | 3   |
| LF Showerhead                     | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        |            |                   | 0                                  | 0.0   | 0           | 0          | -          | -             |                   | -             | -             | -   |
| Faucet Aerator                    | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        |            |                   | 0                                  | 0.0   | 0           | 0          | -          | -             |                   | -             | -             | -   |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        |            |                   | 0                                  | 0.0   | 0           | 0          | -          | -             |                   | -             | -             | -   |
| Hi-Eff or Electric Wtr Htr Repl.  | 27                               | 7        | 20  | 26   | 7        | 19                                 | 34,640                              | 0.0         | 0.0        |            |                   | 931                                | 3.9   | 643         | 1,283      | 0.000      | 0.003         |                   | 133           | 0.20          | 32  |
| Lighting                          | 25                               | 25       |     | 155  | 155      |                                    | 446                                 | 0.3         | 0.6        |            |                   | 3,325                              | -   | -           | 18         | 0.014      | 0.026         |                   | 133           | -             | -   |
| Refrigerator/Freezer <sup>3</sup> | 4                                | 4        |     | 5  | 5        |                                    | 3,023                               | 0.3         | 0.3        |            |                   | 2,685                              | -   | -           | 756        | 0.083      | 0.077         |                   | 671           | -             | -   |
| Refrigerator Removal              | 1                                | 1        |     | 1  | 1        |                                    | 40                                  | 0.1         | 0.1        |            |                   | 512                                | -   | -           | 40         | 0.063      | 0.059         |                   | 512           | -             | -   |
| Refrigerator Exchange             | 4                                | 4        |     | 4  | 4        |                                    | 2,983                               | 0.3         | 0.2        |            |                   | 2,173                              | -   | -           | 746        | 0.067      | 0.062         |                   | 543           | -             | -   |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0        |            |                   | 0                                  | -   | -           | 0          | -          | -             |                   | -             | -             | -   |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0        |            |                   | 0                                  | -   | -           | 0          | -          | -             |                   | -             | -             | -   |
| Total Non-Efficiency Measures     | 73                               |          |     |  |          |                                    | 35,554                              |             |            |            |                   |                                    |   |             | 487        |            |               |                   |               |               |     |
| Misc Ins,Attic Access/Vent        | 6                                |          |     |  |          |                                    | 419                                 |             |            |            |                   |                                    |   |             | 70         |            |               |                   |               |               |     |
| Duct Sealing                      | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Duct Insulation                   | 1                                |          |     |  |          |                                    | 174                                 |             |            |            |                   |                                    |   |             | 174        |            |               |                   |               |               |     |
| Damming Material                  | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Htg. Sys. Tune & Clean            | 6                                |          |     |  |          |                                    | 580                                 |             |            |            |                   |                                    |   |             | 97         |            |               |                   |               |               |     |
| Htg. Sys./WH Other                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Air Conditioning Work             | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Water Heater Repair               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Refrigerator Coil Clean           | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Waterbed Mattress Pad             | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Programmable Tstat                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Unspecified Utility Meas.         | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| CO Detector                       | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Smoke Detector                    | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Fuses                             | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Htg Sys Safety Check              | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Htg Sys Ventilation               | 26                               |          |     |  |          |                                    | 4,781                               |             |            |            |                   |                                    |   |             | 184        |            |               |                   |               |               |     |
| Water Heater Ventilation          | 17                               |          |     |  |          |                                    | 2,665                               |             |            |            |                   |                                    |   |             | 157        |            |               |                   |               |               |     |
| Bathroom Ventilation              | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Dryer Ventilation                 | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Kitchen Ventilation               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Other Exhaust Ventilation         | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Asbestos Removal (Minor)          | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Health/Safety Repairs             | 1                                |          |     |  |          |                                    | 111                                 |             |            |            |                   |                                    |   |             | 111        |            |               |                   |               |               |     |
| Health/Safety Other               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Consumables                       | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| General Repairs                   | 44                               |          |     |  |          |                                    | 8,683                               |             |            |            |                   |                                    |   |             | 197        |            |               |                   |               |               |     |
| Meter Refrig (no action)          | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Meter Freezer (no action)         | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Support                           | 72                               |          |     |  |          |                                    | 18,141                              |             |            |            |                   |                                    |   |             | 252        |            |               |                   |               |               |     |
| Transportation Allowance          | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Landlord Contr Misc               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Landlord Contr Furnace            | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Landlord Contr DHW                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Client Contr (Any)                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Lead Safe Work                    | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |
| Unspecified/Other                 | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |                   |                                    |   |             | 0          |            |               |                   |               |               |     |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Operation: New View Community Action Agency**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$121,974

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$121,974

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |           |       |            |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |               |       |            |       |            |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----------|-------|------------|---------------|---|-----------|---------------|-------|------------|-------|------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |           |       | Gas        |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity   |       | Annual kWh | Gas   |            |               |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kW        | kWh   | Annual kWh | Pk-Day therms |   |           | Annual therms | kWh   |            | kWh   | kW         | kWh           | Pk-Day therms |
| Total Efficiency Measures         | 29                               | 26       | 24  | 26   | 26      | 97,662                             | 4.4                                 |             | 4.8       |       | 22,638     | 45            | 4,375   | 3,368     | 0.168         |       | 0.184      |       | 871        | 1.89          | 182           |
| Total Shell & Htg. Sys. Repl      | 27                               | 25       | 23  | 20   | 25      | 71,132                             | 2.6                                 | 3,168       | 2.1       | 3,176 | 6,344      | 43            | 3,961   | 2,635     | 0.131         | 158   | 0.082      | 127   | 254        | 1.87          | 172           |
| Total Shell Measures              | 27                               | 25       | 23  | 20   | 25      | 35,319                             | 2.6                                 | 3,168       | 2.1       | 3,176 | 6,344      | 25            | 2,260   | 1,308     | 0.131         | 158   | 0.082      | 127   | 254        | 1.07          | 98            |
| Wall Insul.                       | 10                               | 6        | 8   | 6  | 1       | 6,918                              | 0.7                                 | 855         | 0.7       | 1,103 | 1,958      | 5             | 446   | 692       | 0.118         | 142   | 0.716      | 1,103 | 326        | 0.61          | 56            |
| Open Blown Ceiling Insul.         | 18                               | 14       | 15  | 14   | 1       | 8,620                              | 1.3                                 | 1,564       | 1.2       | 1,832 | 3,396      | 8             | 740   | 479       | 0.093         | 112   | 1.189      | 1,832 | 243        | 0.54          | 49            |
| Cavity Fill Insul.                | 6                                | 2        | 6   | 2  | 0       | 3,686                              | 0.1                                 | 98          | 0.0       | 0     | 98         | 5             | 464   | 614       | 0.041         | 49    | 0.000      | 0     | 49         | 0.84          | 77            |
| Sloped Attic Insul.               | 6                                | 4        | 6   | 4  | 0       | 3,501                              | 0.2                                 | 251         | 0.0       | 0     | 251        | 3             | 299   | 583       | 0.052         | 63    | 0.000      | 0     | 63         | 0.54          | 50            |
| Kneewall Insul.                   | 6                                | 3        | 6   | 3  | 0       | 763                                | 0.0                                 | 60          | 0.0       | 0     | 60         | 1             | 49  | 127       | 0.017         | 20    | 0.000      | 0     | 20         | 0.09          | 8             |
| Infil. Reduction                  | 22                               | 20       | 2   | 20   | 1       | 5,972                              | 0.3                                 | 341         | 0.0       | 9     | 350        | 0             | 19  | 271       | 0.014         | 17    | 0.006      | 9     | 17         | 0.10          | 9             |
| Found./Crawl. Insul.              | 9                                | 0        | 9   | 0  | 0       | 5,519                              | 0.0                                 | 0           | 0.0       | 0     | 0          | 2             | 212   | 613       | -             | -     | -          | -     | -          | 0.26          | 24            |
| Bandjoist Insul.                  | 2                                | 0        | 2   | -  | 0       | 340                                | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 36  | 170       | -             | -     | -          | -     | -          | 0.20          | 18            |
| Furnace Blower Fan <sup>1</sup>   | 26                               | 24       | 23  | -  | 24      | 0                                  | 0.0                                 | 0           | 0.2       | 232   | 232        | (0)           | (5)   | 0         | 0.000         | 0     | 0.006      | 10    | 10         | (0.00)        | (0)           |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -     | -          | -     | -          | -             | -             |
| Total Heating System Repl         | 15                               | 0        | 15  | -  | 0       | 35,812                             | 0.0                                 | 0           | 0.0       | 0     | 0          | 19            | 1,701   | 2,387     | -             | -     | -          | -     | -          | 1.23          | 113           |
| Condensing Htg Sys Repl           | 15                               | 0        | 15  | -  | -       | 35,812                             | 0.0                                 | 0           | 0.0       | 0     | 0          | 19            | 1,701   | 2,387     | -             | -     | -          | -     | -          | 1.23          | 113           |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -     | -          | -     | -          | -             | -             |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -     | -          | -     | -          | -             | -             |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -     | -          | -     | -          | -             | -             |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0     | 0          | 0             | 0   | 0         | -             | -     | -          | -     | -          | -             | -             |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           |             | Winter kW |       | Annual kWh | Pk-Day therms | Annual therms   |           | Summer kW     |       | Winter kW  |       | Annual kWh | Pk-Day therms | Annual therms |
| Water Heating                     | 26                               | 8        | 18  | 35   | 9       | 26                                 | 16,714                              | 0.0         | 0.0       |       | 503        | 2.4           | 414   | 643       | 0.000         | 0.001 |            | 63    | 0.132      | 23            |               |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |       | 0          | 0.0           | 0   | 0         | -             | -     |            | -     | -          | -             |               |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |       | 0          | 0.0           | 0   | 0         | -             | -     |            | -     | -          | -             |               |
| Pipe Insul.                       | 24                               | 7        | 17  | 24   | 7       | 17                                 | 444                                 | 0.0         | 0.0       |       | 310        | 0.1           | 52  | 18        | 0.000         | 0.000 |            | 44    | 0.01       | 3             |               |
| LF Showerhead                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |       | 0          | 0.0           | 0   | 0         | -             | -     |            | -     | -          | -             |               |
| Faucet Aerator                    | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |       | 0          | 0.0           | 0   | 0         | -             | -     |            | -     | -          | -             |               |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       |       | 0          | 0.0           | 0   | 0         | -             | -     |            | -     | -          | -             |               |
| Hi-Eff or Electric Wtr Htr Repl.  | 12                               | 2        | 10  | 11   | 2       | 9                                  | 16,270                              | 0.0         | 0.0       |       | 193        | 2.2           | 362   | 1,356     | 0.000         | 0.002 |            | 96    | 0.22       | 36            |               |
| Lighting                          | 23                               | 23       |     | 260  | 260     |                                    | 1,743                               | 1.2         | 2.2       |       | 11,263     | -             | -   | 76        | 0.051         | 0.095 |            | 490   | -          | -             |               |
| Refrigerator/Freezer <sup>3</sup> | 10                               | 10       |     | 9  | 9       |                                    | 8,074                               | 0.6         | 0.5       |       | 4,528      | -             | -   | 807       | 0.056         | 0.052 |            | 453   | -          | -             |               |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             | -     |            | -     | -          | -             |               |
| Refrigerator Exchange             | 10                               | 10       |     | 9  | 9       |                                    | 8,074                               | 0.6         | 0.5       |       | 4,528      | -             | -   | 807       | 0.056         | 0.052 |            | 453   | -          | -             |               |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             | -     |            | -     | -          | -             |               |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       |       | 0          | -             | -   | 0         | -             | -     |            | -     | -          | -             |               |
| Total Non-Efficiency Measures     | 29                               |          |     |  |         | 24,312                             |                                     |             |           |       |            |               |   | 838       |               |       |            |       |            |               |               |
| Misc Ins,Attic Access/Vent        | 18                               |          |     |  |         | 2,257                              |                                     |             |           |       |            |               |   | 125       |               |       |            |       |            |               |               |
| Duct Sealing                      | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Duct Insulation                   | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Htg. Sys. Tune & Clean            | 6                                |          |     |  |         | 523                                |                                     |             |           |       |            |               |   | 87        |               |       |            |       |            |               |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Programmable Tstat                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Smoke Detector                    | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Htg Sys Ventilation               | 19                               |          |     |  |         | 4,425                              |                                     |             |           |       |            |               |   | 233       |               |       |            |       |            |               |               |
| Water Heater Ventilation          | 10                               |          |     |  |         | 3,089                              |                                     |             |           |       |            |               |   | 309       |               |       |            |       |            |               |               |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Health/Safety Repairs             | 1                                |          |     |  |         | 55                                 |                                     |             |           |       |            |               |   | 55        |               |       |            |       |            |               |               |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| General Repairs                   | 18                               |          |     |  |         | 3,166                              |                                     |             |           |       |            |               |   | 176       |               |       |            |       |            |               |               |
| Meter Refrig (no action)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Meter Freezer (no action)         | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Support                           | 29                               |          |     |  |         | 10,797                             |                                     |             |           |       |            |               |   | 372       |               |       |            |       |            |               |               |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Lead Safe Work                    | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |       |            |               |   | 0         |               |       |            |       |            |               |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

# Operation Threshold

## Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017

Total Reported Labor, Materials and Utility Admin Expenditures: \$299,948

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$299,948

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |          | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |           |            |               |                   | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |            |               |               |                   |
|-----------------------------------|----------------------------------|----------|-----|--|----------|------------------------------------|-------------------------------------|-------------|-----------|------------|---------------|-------------------|---|-----------|-------------|------------|---------------|---------------|-------------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating  |                                    | Summer kW                           | Electricity |           | Annual kWh | Pk-Day therms | Gas Annual therms | Spending on Materials & Labor (\$)  | Summer kW | Electricity |            | Annual kWh    | Pk-Day therms | Gas Annual therms |
|                                   |                                  |          |     |  |          |                                    |                                     | kWh         | kWh       |            |               |                   |   |           | kWh         | kWh        |               |               |                   |
| Total Efficiency Measures         | 54                               | 52       | 48  | 52   | 52       | 246,912                            | 10.3                                |             | 8.5       | 29,397     | 109           | 10,744            | 4,572   | 0.198     |             | 0.163      | 565           | 2.26          | 224               |
| Total Shell & Htg. Sys. Repl      | 54                               | 52       | 48  | 44   | 52       | 194,393                            | 9.9                                 | 11,884      | 7.8       | 12,244     | 24,128        | 101               | 9,423   | 3,600     | 0.224       | 270        | 0.151         | 235           | 464               |
| Total Shell Measures              | 54                               | 52       | 48  | 44   | 52       | 136,574                            | 9.9                                 | 11,884      | 7.8       | 12,194     | 24,078        | 70                | 6,498   | 2,529     | 0.224       | 270        | 0.150         | 235           | 463               |
| Wall Insul.                       | 41                               | 34       | 39  | 34   | 0        | 60,932                             | 4.1                                 | 4,927       | 0.0       | 0          | 4,927         | 32                | 3,011   | 1,486     | 0.120       | 145        | 0.000         | 0             | 145               |
| Open Blown Ceiling Insul.         | 50                               | 43       | 45  | 42   | 3        | 26,631                             | 3.5                                 | 4,264       | 2.6       | 4,090      | 8,354         | 17                | 1,600   | 533       | 0.084       | 102        | 0.873         | 1,363         | 194               |
| Cavity Fill Insul.                | 19                               | 16       | 17  | 16   | 1        | 13,538                             | 0.8                                 | 982         | 0.4       | 669        | 1,651         | 8                 | 725   | 713       | 0.051       | 61         | 0.429         | 669           | 103               |
| Sloped Attic Insul.               | 20                               | 15       | 19  | 15   | 1        | 6,492                              | 0.5                                 | 645         | 0.4       | 634        | 1,279         | 5                 | 465   | 325       | 0.036       | 43         | 0.406         | 634           | 85                |
| Kneewall Insul.                   | 14                               | 11       | 12  | 11   | 1        | 2,711                              | 0.2                                 | 238         | 0.1       | 103        | 341           | 2                 | 161   | 194       | 0.018       | 22         | 0.066         | 103           | 31                |
| Infil. Reduction                  | 52                               | 45       | 47  | 44   | 3        | 18,402                             | 0.5                                 | 629         | 0.1       | 134        | 762           | 4                 | 375   | 354       | 0.012       | 14         | 0.029         | 45            | 17                |
| Found./Crawl. Insul.              | 10                               | 3        | 8   | 3  | 1        | 5,286                              | 0.2                                 | 199         | 0.2       | 353        | 552           | 1                 | 76  | 529       | 0.055       | 66         | 0.226         | 353           | 184               |
| Bandjoist Insul.                  | 32                               | 2        | 30  | -  | 2        | 2,582                              | 0.0                                 | 0           | 0.3       | 397        | 397           | 1                 | 108   | 81        | 0.000       | 0          | 0.127         | 199           | 199               |
| Furnace Blower Fan <sup>1</sup>   | 51                               | 49       | 48  | -  | 49       | 0                                  | 0.0                                 | 0           | 3.7       | 5,815      | 5,815         | (0)               | (22)  | 0         | 0.000       | 0          | 0.076         | 119           | 119               |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -          | -             | -             | -                 |
| Total Heating System Repl         | 29                               | 1        | 28  | -  | 1        | 57,819                             | 0.0                                 | 0           | 0.0       | 50         | 50            | 31                | 2,925   | 1,994     | 0.000       | 0          | 0.032         | 50            | 50                |
| Condensing Htg Sys Repl           | 28                               | 0        | 28  | -  | -        | 54,319                             | 0.0                                 | 0           | 0.0       | 0          | 0             | 31                | 2,925   | 1,940     | -           | -          | -             | -             | 1.12              |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -        | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -          | -             | -             | -                 |
| Electric Htg Sys Repl             | 1                                | 1        | 0   | -  | 1        | 3,500                              | 0.0                                 | 0           | 0.0       | 50         | 50            | 0                 | 0   | 3,500     | 0.000       | 0          | 0.032         | 50            | 50                |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -          | -             | -             | -                 |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -          | -             | -             | -                 |
|                                   | Total                            | Electric | Gas | Total  | Electric | Gas                                |                                     | Summer kW   | Winter kW | Annual kWh | Pk-Day therms | Annual therms     |   | Summer kW | Winter kW   | Annual kWh | Pk-Day therms | Annual therms |                   |
| Water Heating                     | 51                               | 9        | 42  | 105  | 16       | 89                                 | 48,748                              | 0.0         | 0.0       | 1,473      | 7.4           | 1,322             | 956   | 0.000     | 0.003       | 164        | 0.177         | 31            |                   |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0       | 0          | 0.0           | 0                 | 0   | -         | -           | -          | -             | -             |                   |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0       | 0          | 0.0           | 0                 | 0   | -         | -           | -          | -             | -             |                   |
| Pipe Insul.                       | 51                               | 9        | 42  | 51   | 9        | 42                                 | 980                                 | 0.0         | 0.0       | 417        | 0.3           | 120               | 19  | 0.000     | 0.000       | 46         | 0.01          | 3             |                   |
| LF Showerhead                     | 16                               | 2        | 14  | 17   | 2        | 15                                 | 170                                 | 0.0         | 0.0       | 393        | 0.3           | 97                | 11  | 0.000     | 0.004       | 197        | 0.02          | 7             |                   |
| Faucet Aerator                    | 2                                | 0        | 2   | 2  | 0        | 2                                  | 10                                  | 0.0         | 0.0       | 0          | 0.0           | 3                 | 5   | -         | -           | -          | 0.00          | 1             |                   |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0       | 0          | 0.0           | 0                 | 0   | -         | -           | -          | -             | -             |                   |
| Hi-Eff or Electric Wtr Htr Repl.  | 36                               | 5        | 31  | 35   | 5        | 30                                 | 47,588                              | 0.0         | 0.0       | 662        | 6.8           | 1,103             | 1,322   | 0.000     | 0.003       | 132        | 0.22          | 36            |                   |
| Lighting                          | 31                               | 31       |     | 121  | 121      |                                    | 847                                 | 0.2         | 0.4       | 1,830      | -             | -                 | 27  | 0.006     | 0.011       | 59         | -             | -             |                   |
| Refrigerator/Freezer <sup>3</sup> | 4                                | 4        |     | 4  | 4        |                                    | 2,925                               | 0.2         | 0.2       | 1,966      | -             | -                 | 731   | 0.060     | 0.057       | 491        | -             | -             |                   |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0       | 0          | -             | -                 | 0   | -         | -           | -          | -             | -             |                   |
| Refrigerator Exchange             | 4                                | 4        |     | 4  | 4        |                                    | 2,925                               | 0.2         | 0.2       | 1,966      | -             | -                 | 731   | 0.060     | 0.057       | 491        | -             | -             |                   |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0       | 0          | -             | -                 | 0   | -         | -           | -          | -             | -             |                   |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0       | 0          | -             | -                 | 0   | -         | -           | -          | -             | -             |                   |
| Total Non-Efficiency Measures     | 65                               |          |     |  |          |                                    | 53,036                              |             |           |            |               |                   | 816   |           |             |            |               |               |                   |
| Misc Ins,Attic Access/Vent        | 39                               |          |     |  |          |                                    | 4,280                               |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Duct Sealing                      | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Duct Insulation                   | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Damming Material                  | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Htg. Sys. Tune & Clean            | 11                               |          |     |  |          |                                    | 597                                 |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Htg. Sys./WH Other                | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Air Conditioning Work             | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Water Heater Repair               | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Refrigerator Coil Clean           | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Waterbed Mattress Pad             | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Programmable Tstat                | 10                               |          |     |  |          |                                    | 970                                 |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Unspecified Utility Meas.         | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| CO Detector                       | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Smoke Detector                    | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Fuses                             | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Htg Sys Safety Check              | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Htg Sys Ventilation               | 33                               |          |     |  |          |                                    | 5,898                               |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Water Heater Ventilation          | 35                               |          |     |  |          |                                    | 4,616                               |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Bathroom Ventilation              | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Dryer Ventilation                 | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Kitchen Ventilation               | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Other Exhaust Ventilation         | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Asbestos Removal (Minor)          | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Health/Safety Repairs             | 20                               |          |     |  |          |                                    | 849                                 |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Health/Safety Other               | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Consumables                       | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| General Repairs                   | 53                               |          |     |  |          |                                    | 9,486                               |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Meter Refrig (no action)          | 50                               |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Meter Freezer (no action)         | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Support                           | 52                               |          |     |  |          |                                    | 26,340                              |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Transportation Allowance          | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Landlord Contr Misc               | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Landlord Contr Furnace            | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Landlord Contr DHW                | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Client Contr (Any)                | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Lead Safe Work                    | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |
| Unspecified/Other                 | 0                                |          |     |  |          |                                    | 0                                   |             |           |            |               |                   |   |           |             |            |               |               |                   |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

### Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017

**Total Labor and Material Expenditures:      \$199,130**

5.12

**South Central Iowa Community Action Program**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$120,050

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$120,050

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |     |            |               |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |       |            |               |               |               |        |      |     |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----|------------|---------------|---------------|---|-----------|-------------|-------|------------|---------------|---------------|---------------|--------|------|-----|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |     |            | Gas           |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity |       | Gas        |               |               |               |        |      |     |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh | Annual kWh | Pk-Day therms | Annual therms |   |           | kWh         | kWh   | kWh        | Annual kWh    | Pk-Day therms | Annual therms |        |      |     |
| Total Efficiency Measures         | 22                               | 18       | 15  | 18   | 18      | 97,230                             | 3.9                                 | 6.0         |     |            | 17,432        | 31            | 2,785   |           | 4,420       | 0.218 | 0.332      |               | 968           | 2.04          | 186    |      |     |
| Total Shell & Htg. Sys. Repl      | 22                               | 18       | 15  | 18   | 18      | 83,107                             | 3.5                                 | 4,206       | 5.4 | 7,960      | 12,167        | 30            | 2,615   |           | 3,778       | 0.194 | 234        | 0.300         | 442           | 676           | 1.98   | 174  |     |
| Total Shell Measures              | 22                               | 18       | 15  | 18   | 17      | 41,312                             | 3.5                                 | 4,206       | 5.3 | 7,883      | 12,090        | 17            | 1,476   |           | 1,878       | 0.194 | 234        | 0.314         | 464           | 672           | 1.12   | 98   |     |
| Wall Insul.                       | 8                                | 5        | 6   | 5  | 1       | 12,191                             | 0.8                                 | 956         | 0.1 | 124        | 1,080         | 8             | 666   |           | 1,524       | 0.158 | 191        | 0.084         | 124           | 216           | 1.26   | 111  |     |
| Open Blown Ceiling Insul.         | 17                               | 14       | 10  | 14   | 4       | 14,024                             | 2.1                                 | 2,578       | 2.8 | 4,162      | 6,740         | 4             | 380   |           | 825         | 0.153 | 184        | 0.706         | 1,040         | 481           | 0.43   | 38   |     |
| Cavity Fill Insul.                | 2                                | 2        | 1   | 2  | 1       | 390                                | 0.0                                 | 38          | 0.1 | 140        | 178           | 0             | 8   |           | 195         | 0.016 | 19         | 0.095         | 140           | 89            | 0.10   | 8    |     |
| Sloped Attic Insul.               | 5                                | 2        | 4   | 2  | 1       | 2,936                              | 0.1                                 | 111         | 0.6 | 860        | 971           | 2             | 183   |           | 587         | 0.046 | 55         | 0.583         | 860           | 485           | 0.52   | 46   |     |
| Kneewall Insul.                   | 1                                | 0        | 1   | 0  | 0       | 138                                | 0.0                                 | 0           | 0.0 | 0          | 0             | 0             | 0   |           | 138         | -     | -          | -             | -             | -             | 0.00   | 0    |     |
| Infil. Reduction                  | 22                               | 18       | 15  | 18   | 4       | 8,060                              | 0.2                                 | 245         | 0.8 | 1,182      | 1,428         | 2             | 144   |           | 366         | 0.011 | 14         | 0.200         | 296           | 79            | 0.11   | 10   |     |
| Found./Crawl. Insul.              | 8                                | 3        | 5   | 3  | 1       | 2,808                              | 0.2                                 | 279         | 0.3 | 386        | 664           | 0             | 40  |           | 351         | 0.077 | 93         | 0.262         | 386           | 221           | 0.09   | 8    |     |
| Bandjoist Insul.                  | 6                                | 1        | 5   | -  | 1       | 767                                | 0.0                                 | 0           | 0.1 | 106        | 106           | 1             | 59  |           | 128         | 0.000 | 0          | 0.072         | 106           | 106           | 0.13   | 12   |     |
| Furnace Blower Fan <sup>1</sup>   | 17                               | 13       | 15  | -  | 13      | 0                                  | 0.0                                 | 0           | 0.6 | 923        | 923           | (0)           | (5)   |           | 0           | 0.000 | 0          | 0.048         | 71            | 71            | (0.00) | (0)  |     |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0             | 0   |           | 0           | -     | -          | -             | -             | -             | -      | -    |     |
| Total Heating System Repl         | 13                               | 2        | 11  | -  | 2       | 41,795                             | 0.0                                 | 0           | 0.1 | 77         | 77            | 13            | 1,140   |           | 3,215       | 0.000 | 0          | 0.026         | 39            | 39            | 1.18   | 104  |     |
| Condensing Htg Sys Repl           | 11                               | 0        | 11  | -  | -       | 34,795                             | 0.0                                 | 0           | 0.0 | 0          | 0             | 13            | 1,140   |           | 3,163       | -     | -          | -             | -             | -             | -      | 1.18 | 104 |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0             | 0   |           | 0           | -     | -          | -             | -             | -             | -      | -    |     |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0             | 0   |           | 0           | -     | -          | -             | -             | -             | -      | -    |     |
| Heat Pump Repl                    | 2                                | 2        | 0   | -  | 2       | 7,000                              | 0.0                                 | 0           | 0.1 | 77         | 77            | 0             | 0   |           | 3,500       | 0.000 | 0          | 0.026         | 39            | 39            | -      | -    |     |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0             | 0   |           | 0           | -     | -          | -             | -             | -             | -      | -    |     |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           | Winter kW   |     | Annual kWh | Pk-Day therms | Annual therms |   | Summer kW | Winter kW   |       | Annual kWh | Pk-Day therms | Annual therms |               |        |      |     |
| Water Heating                     | 16                               | 7        | 9   | 30   | 16      | 15                                 | 11,689                              | 0.0         | 0.0 |            | 1,547         | 0.9           | 170   | 731       | 0.000       | 0.004 |            | 221           | 0.104         | 19            |        |      |     |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 |            | 0             | 0.0           | 0   | 0         | -           | -     |            | -             | -             | -             |        |      |     |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 |            | 0             | 0.0           | 0   | 0         | -           | -     |            | -             | -             | -             |        |      |     |
| Pipe Insul.                       | 11                               | 5        | 6   | 11   | 5       | 6                                  | 105                                 | 0.0         | 0.0 |            | 246           | 0.0           | 17  | 10        | 0.000       | 0.000 |            | 49            | 0.01          | 3             |        |      |     |
| LF Showerhead                     | 7                                | 5        | 2   | 7  | 5       | 2                                  | 53                                  | 0.0         | 0.0 |            | 1,004         | 0.0           | 14  | 8         | 0.000       | 0.005 |            | 201           | 0.02          | 7             |        |      |     |
| Faucet Aerator                    | 6                                | 5        | 1   | 7  | 5       | 2                                  | 31                                  | 0.0         | 0.0 |            | 189           | 0.0           | 3   | 5         | 0.000       | 0.001 |            | 38            | 0.01          | 3             |        |      |     |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 |            | 0             | 0.0           | 0   | 0         | -           | -     |            | -             | -             | -             |        |      |     |
| Hi-Eff or Electric Wtr Htr Repl.  | 8                                | 1        | 7   | 5  | 1       | 5                                  | 11,500                              | 0.0         | 0.0 |            | 108           | 0.8           | 136   | 1,438     | 0.000       | 0.003 |            | 108           | 0.12          | 19            |        |      |     |
| Lighting                          | 13                               | 13       |     | 103  | 103     |                                    | 309                                 | 0.2         | 0.3 |            | 1,558         | -             | -   | 24        | 0.013       | 0.023 |            | 120           | -             | -             |        |      |     |
| Refrigerator/Freezer <sup>3</sup> | 3                                | 3        |     | 4  | 4       |                                    | 2,125                               | 0.3         | 0.2 |            | 2,161         | -             | -   | 708       | 0.089       | 0.083 |            | 720           | -             | -             |        |      |     |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0 |            | 0             | -             | -   | 0         | -           | -     |            | -             | -             | -             |        |      |     |
| Refrigerator Exchange             | 2                                | 2        |     | 2  | 2       |                                    | 1,475                               | 0.2         | 0.1 |            | 1,276         | -             | -   | 738       | 0.078       | 0.073 |            | 638           | -             | -             |        |      |     |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0 |            | 0             | -             | -   | 0         | -           | -     |            | -             | -             | -             |        |      |     |
| Freezer Exchange                  | 1                                | 1        |     | 2  | 2       |                                    | 650                                 | 0.1         | 0.1 |            | 885           | -             | -   | 650       | 0.109       | 0.102 |            | 885           | -             | -             |        |      |     |
| Total Non-Efficiency Measures     | 22                               |          |     |  |         | 22,820                             |                                     |             |     |            |               |               | 1,037   |           |             |       |            |               |               |               |        |      |     |
| Misc Ins,Attic Access/Vent        | 5                                |          |     |  |         |                                    | 519                                 |             |     |            |               |               |   |           |             |       |            |               |               |               | 104    |      |     |
| Duct Sealing                      | 1                                |          |     |  |         |                                    | 320                                 |             |     |            |               |               |   |           |             |       |            |               |               |               | 320    |      |     |
| Duct Insulation                   | 6                                |          |     |  |         |                                    | 329                                 |             |     |            |               |               |   |           |             |       |            |               |               |               | 55     |      |     |
| Damming Material                  | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Htg. Sys. Tune & Clean            | 7                                |          |     |  |         |                                    | 875                                 |             |     |            |               |               |   |           |             |       |            |               |               |               | 125    |      |     |
| Htg. Sys./WH Other                | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Air Conditioning Work             | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Water Heater Repair               | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Refrigerator Coil Clean           | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Waterbed Mattress Pad             | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Programmable Tstat                | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Unspecified Utility Meas.         | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| CO Detector                       | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Smoke Detector                    | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Fuses                             | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Htg Sys Safety Check              | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Htg Sys Ventilation               | 10                               |          |     |  |         |                                    | 2,500                               |             |     |            |               |               |   |           |             |       |            |               |               |               | 250    |      |     |
| Water Heater Ventilation          | 7                                |          |     |  |         |                                    | 1,450                               |             |     |            |               |               |   |           |             |       |            |               |               |               | 207    |      |     |
| Bathroom Ventilation              | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Dryer Ventilation                 | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Kitchen Ventilation               | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Other Exhaust Ventilation         | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Health/Safety Repairs             | 3                                |          |     |  |         |                                    | 136                                 |             |     |            |               |               |   |           |             |       |            |               |               |               | 45     |      |     |
| Health/Safety Other               | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Consumables                       | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| General Repairs                   | 21                               |          |     |  |         |                                    | 6,009                               |             |     |            |               |               |   |           |             |       |            |               |               |               | 286    |      |     |
| Meter Refrig (no action)          | 14                               |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Meter Freezer (no action)         | 8                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Support                           | 19                               |          |     |  |         |                                    | 10,682                              |             |     |            |               |               |   |           |             |       |            |               |               |               | 562    |      |     |
| Transportation Allowance          | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Landlord Contr Misc               | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Landlord Contr Furnace            | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Landlord Contr DHW                | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Client Contr (Any)                | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Lead Safe Work                    | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |
| Unspecified/Other                 | 0                                |          |     |  |         |                                    | 0                                   |             |     |            |               |               |   |           |             |       |            |               |               |               | 0      |      |     |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Community Action of South Eastern Iowa**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$351,375

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$351,375

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |     |            |               |                   | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |       |            |               |                   |        |     |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----|------------|---------------|-------------------|---|-----------|-------------|-------|------------|---------------|-------------------|--------|-----|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |     | Annual kWh | Pk-Day therms | Gas Annual therms | Spending on Materials & Labor (\$)  | Summer kW | Electricity |       | Annual kWh | Pk-Day therms | Gas Annual therms |        |     |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh |            |               |                   |   |           | kWh         | kWh   |            |               |                   | kWh    | kWh |
| Total Efficiency Measures         | 55                               | 53       | 43  | 52   | 53      | 311,956                            | 18.6                                |             | 4.5 | 34,967     | 143           | 12,622            | 5,672   | 0.357     |             | 0.085 | 660        | 3.33          | 294               |        |     |
| Total Shell & Htg. Sys. Repl      | 55                               | 53       | 43  | 52   | 53      | 260,634                            | 17.5                                | 21,106      | 2.9 | 4,059      | 25,165        | 136               | 11,440  | 4,739     | 0.337       | 406   | 0.054      | 77            | 475               | 3.16   | 266 |
| Total Shell Measures              | 55                               | 53       | 43  | 52   | 53      | 167,201                            | 17.5                                | 21,106      | 2.9 | 4,059      | 25,165        | 88                | 7,439   | 3,040     | 0.337       | 406   | 0.054      | 77            | 475               | 2.05   | 173 |
| Wall Insul.                       | 44                               | 42       | 35  | 42   | 0       | 65,751                             | 7.5                                 | 9,055       | 0.0 | 0          | 9,055         | 36                | 3,042   | 1,494     | 0.179       | 216   | 0.000      | 0             | 216               | 1.03   | 87  |
| Open Blown Ceiling Insul.         | 49                               | 48       | 38  | 48   | 0       | 37,574                             | 5.9                                 | 7,132       | 0.0 | 0          | 7,132         | 28                | 2,336   | 767       | 0.123       | 149   | 0.000      | 0             | 149               | 0.73   | 61  |
| Cavity Fill Insul.                | 17                               | 14       | 16  | 14   | 0       | 14,245                             | 1.1                                 | 1,283       | 0.0 | 0          | 1,283         | 8                 | 648   | 838       | 0.076       | 92    | 0.000      | 0             | 92                | 0.48   | 41  |
| Sloped Attic Insul.               | 22                               | 22       | 19  | 22   | 0       | 9,523                              | 1.2                                 | 1,395       | 0.0 | 0          | 1,395         | 7                 | 568   | 433       | 0.053       | 63    | 0.000      | 0             | 63                | 0.36   | 30  |
| Kneewall Insul.                   | 18                               | 18       | 16  | 18   | 0       | 8,175                              | 0.4                                 | 473         | 0.0 | 0          | 473           | 2                 | 196   | 454       | 0.022       | 26    | 0.000      | 0             | 26                | 0.15   | 12  |
| Infil. Reduction                  | 46                               | 45       | 33  | 45   | 0       | 16,410                             | 0.4                                 | 444         | 0.0 | 0          | 444           | 2                 | 193   | 357       | 0.008       | 10    | 0.000      | 0             | 10                | 0.07   | 6   |
| Found./Crawl. Insul.              | 30                               | 14       | 27  | 14   | 0       | 14,976                             | 1.1                                 | 1,323       | 0.0 | 0          | 1,323         | 5                 | 452   | 499       | 0.078       | 95    | 0.000      | 0             | 95                | 0.20   | 17  |
| Bandjoist Insul.                  | 3                                | 0        | 3   | -  | 0       | 548                                | 0.0                                 | 0           | 0.0 | 0          | 0             | 0                 | 18  | 183       | -           | -     | -          | -             | -                 | 0.07   | 6   |
| Furnace Blower Fan <sup>1</sup>   | 55                               | 53       | 43  | -  | 53      | 0                                  | 0.0                                 | 0           | 2.9 | 4,059      | 4,059         | (0)               | (14)  | 0         | 0.000       | 0     | 0.054      | 77            | 77                | (0.00) | (0) |
| Exhaust Ventilator <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0                 | 0   | 0         | -           | -     | -          | -             | -                 | -      | -   |
| Total Heating System Repl         | 34                               | 0        | 34  | -  | 0       | 93,433                             | 0.0                                 | 0           | 0.0 | 0          | 0             | 48                | 4,001   | 2,748     | -           | -     | -          | -             | -                 | 1.40   | 118 |
| Condensing Htg Sys Repl           | 34                               | 0        | 34  | -  | -       | 93,433                             | 0.0                                 | 0           | 0.0 | 0          | 0             | 48                | 4,001   | 2,748     | -           | -     | -          | -             | -                 | 1.40   | 118 |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0                 | 0   | 0         | -           | -     | -          | -             | -                 | -      | -   |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0                 | 0   | 0         | -           | -     | -          | -             | -                 | -      | -   |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0                 | 0   | 0         | -           | -     | -          | -             | -                 | -      | -   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0 | 0          | 0             | 0                 | 0   | 0         | -           | -     | -          | -             | -                 | -      | -   |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           | Winter kW   |     | Annual kWh | Pk-Day therms | Annual therms     |   | Summer kW | Winter kW   |       | Annual kWh | Pk-Day therms | Annual therms     |        |     |
| Water Heating                     | 36                               | 1        | 35  | 37   | 1       | 36                                 | 47,023                              | 0.0         | 0.0 | 43         | 7.2           | 1,182             | 1,306   | 0.000     | 0.000       | 43    | 0.206      | 34            |                   |        |     |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 | 0          | 0.0           | 0                 | 0   | -         | -           | -     | -          | -             | -                 |        |     |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 | 0          | 0.0           | 0                 | 0   | -         | -           | -     | -          | -             | -                 |        |     |
| Pipe Insul.                       | 5                                | 1        | 4   | 5  | 1       | 4                                  | 43                                  | 0.0         | 0.0 | 43         | 0.0           | 11                | 9   | 0.000     | 0.000       | 43    | 0.01       | 3             |                   |        |     |
| LF Showerhead                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 | 0          | 0.0           | 0                 | 0   | -         | -           | -     | -          | -             | -                 |        |     |
| Faucet Aerator                    | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 | 0          | 0.0           | 0                 | 0   | -         | -           | -     | -          | -             | -                 |        |     |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0 | 0          | 0.0           | 0                 | 0   | -         | -           | -     | -          | -             | -                 |        |     |
| Hi-Eff or Electric Wtr Htr Repl.  | 34                               | 0        | 34  | 32   | 0       | 32                                 | 46,980                              | 0.0         | 0.0 | 0          | 7.2           | 1,171             | 1,382   | -         | -           | -     | -          | 0.21          | 34                |        |     |
| Lighting                          | 28                               | 28       |     | 308  | 308     |                                    | 659                                 | 0.7         | 1.3 | 6,670      | -             | -                 | 24  | 0.025     | 0.046       | 238   | -          | -             |                   |        |     |
| Refrigerator/Freezer <sup>3</sup> | 6                                | 6        |     | 6  | 6       |                                    | 3,640                               | 0.4         | 0.4 | 3,090      | -             | -                 | 607   | 0.063     | 0.059       | 515   | -          | -             |                   |        |     |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0 | 0          | -             | -                 | 0   | -         | -           | -     | -          | -             |                   |        |     |
| Refrigerator Exchange             | 5                                | 5        |     | 5  | 5       |                                    | 3,415                               | 0.3         | 0.3 | 2,545      | -             | -                 | 683   | 0.063     | 0.059       | 509   | -          | -             |                   |        |     |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0 | 0          | -             | -                 | 0   | -         | -           | -     | -          | -             |                   |        |     |
| Freezer Exchange                  | 1                                | 1        |     | 1  | 1       |                                    | 225                                 | 0.1         | 0.1 | 545        | -             | -                 | 225   | 0.067     | 0.063       | 545   | -          | -             |                   |        |     |
| Total Non-Efficiency Measures     | 55                               |          |     |  |         | 39,418                             |                                     |             |     |            |               |                   | 717   |           |             |       |            |               |                   |        |     |
| Misc Ins,Attic Access/Vent        | 1                                |          |     |  |         | 16                                 |                                     |             |     |            |               |                   | 16  |           |             |       |            |               |                   |        |     |
| Duct Sealing                      | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Duct Insulation                   | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Htg. Sys. Tune & Clean            | 7                                |          |     |  |         | 975                                |                                     |             |     |            |               |                   | 139   |           |             |       |            |               |                   |        |     |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Programmable Tstat                | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Smoke Detector                    | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Htg Sys Ventilation               | 26                               |          |     |  |         | 4,293                              |                                     |             |     |            |               |                   | 165   |           |             |       |            |               |                   |        |     |
| Water Heater Ventilation          | 21                               |          |     |  |         | 3,145                              |                                     |             |     |            |               |                   | 150   |           |             |       |            |               |                   |        |     |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Health/Safety Repairs             | 1                                |          |     |  |         | 63                                 |                                     |             |     |            |               |                   | 63  |           |             |       |            |               |                   |        |     |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| General Repairs                   | 5                                |          |     |  |         | 1,532                              |                                     |             |     |            |               |                   | 306   |           |             |       |            |               |                   |        |     |
| Meter Refrig (no action)          | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Meter Freezer (no action)         | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Support                           | 54                               |          |     |  |         | 29,396                             |                                     |             |     |            |               |                   | 544   |           |             |       |            |               |                   |        |     |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Lead Safe Work                    | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |     |            |               |                   | 0   |           |             |       |            |               |                   |        |     |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.



**Southern Iowa Economic Development Authority**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$241,136

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$241,136

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |          | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |            |            |               |                   | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |            |            |               |                   |        |     |
|-----------------------------------|----------------------------------|----------|-----|--|----------|------------------------------------|-------------------------------------|-------------|------------|------------|---------------|-------------------|---|-----------|-------------|------------|------------|---------------|-------------------|--------|-----|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating  |                                    | Summer kW                           | Electricity |            |            | Pk-Day therms | Gas Annual therms | Spending on Materials & Labor (\$)  | Summer kW | Electricity |            | Annual kWh | Pk-Day therms | Gas Annual therms |        |     |
|                                   |                                  |          |     |  |          |                                    |                                     | Winter kWh  | Annual kWh | Winter kWh |               |                   |   |           | Winter kWh  | Winter kWh |            |               |                   |        |     |
| Total Efficiency Measures         | 67                               | 67       | 32  | 67   | 67       | 186,274                            | 15.4                                |             | 17.4       | 56,863     | 63            | 5,731             | 2,780   | 0.230     |             | 0.260      | 849        | 1.96          | 179               |        |     |
| Total Shell & Htg. Sys. Repl      | 65                               | 65       | 31  | 63   | 64       | 147,705                            | 13.6                                | 16,433      | 14.3       | 21,032     | 37,465        | 60                | 5,283   | 2,272     | 0.216       | 261        | 0.223      | 329           | 576               | 1.94   | 170 |
| Total Shell Measures              | 65                               | 65       | 31  | 63   | 64       | 86,547                             | 13.6                                | 16,433      | 14.0       | 20,658     | 37,091        | 35                | 3,050   | 1,331     | 0.216       | 261        | 0.219      | 323           | 571               | 1.12   | 98  |
| Wall Insul.                       | 31                               | 31       | 16  | 31   | 3        | 21,430                             | 4.9                                 | 5,884       | 3.6        | 5,242      | 11,126        | 9                 | 808   | 691       | 0.157       | 190        | 1.185      | 1,747         | 359               | 0.57   | 50  |
| Open Blown Ceiling Insul.         | 45                               | 45       | 23  | 44   | 5        | 32,013                             | 6.1                                 | 7,310       | 5.7        | 8,368      | 15,678        | 17                | 1,535   | 711       | 0.138       | 166        | 1.135      | 1,674         | 348               | 0.76   | 67  |
| Cavity Fill Insul.                | 6                                | 5        | 2   | 5  | 0        | 2,015                              | 0.2                                 | 276         | 0.0        | 0          | 276           | 1                 | 72  | 336       | 0.046       | 55         | 0.000      | 0             | 55                | 0.41   | 36  |
| Sloped Attic Insul.               | 8                                | 8        | 4   | 8  | 0        | 1,882                              | 0.4                                 | 486         | 0.0        | 0          | 486           | 1                 | 122   | 235       | 0.050       | 61         | 0.000      | 0             | 61                | 0.35   | 31  |
| Kneewall Insul.                   | 4                                | 4        | 3   | 4  | 0        | 931                                | 0.2                                 | 183         | 0.0        | 0          | 183           | 1                 | 65  | 233       | 0.038       | 46         | 0.000      | 0             | 46                | 0.25   | 22  |
| Infil. Reduction                  | 61                               | 58       | 29  | 57   | 7        | 15,722                             | 0.6                                 | 739         | 0.5        | 780        | 1,519         | 2                 | 188   | 258       | 0.011       | 13         | 0.076      | 111           | 26                | 0.07   | 6   |
| Found./Crawl. Insul.              | 34                               | 22       | 23  | 19   | 4        | 8,402                              | 1.3                                 | 1,554       | 1.8        | 2,669      | 4,223         | 2                 | 140   | 247       | 0.068       | 82         | 0.452      | 667           | 192               | 0.07   | 6   |
| Bandjoist Insul.                  | 23                               | 3        | 20  | -  | 3        | 4,153                              | 0.0                                 | 0           | 0.3        | 500        | 500           | 1                 | 130   | 181       | 0.000       | 0          | 0.113      | 167           | 167               | 0.07   | 6   |
| Furnace Blower Fan <sup>1</sup>   | 57                               | 57       | 31  | -  | 57       | 0                                  | 0.0                                 | 0           | 2.1        | 3,099      | 3,099         | (0)               | (9)   | 0         | 0.000       | 0          | 0.037      | 54            | 54                | (0.00) | (0) |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0             | 0                 | 0   | 0         | -           | -          | -          | -             | -                 | -      | -   |
| Total Heating System Repl         | 24                               | 2        | 22  | -  | 2        | 61,159                             | 0.0                                 | 0           | 0.3        | 374        | 374           | 25                | 2,234   | 2,548     | 0.000       | 0          | 0.127      | 187           | 187               | 1.15   | 102 |
| Condensing Htg Sys Repl           | 22                               | 0        | 22  | -  | -        | 56,159                             | 0.0                                 | 0           | 0.0        | 0          | 0             | 25                | 2,234   | 2,553     | -           | -          | -          | -             | -                 | 1.15   | 102 |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0             | 0                 | 0   | 0         | -           | -          | -          | -             | -                 | -      | -   |
| Electric Htg Sys Repl             | 2                                | 2        | 0   | -  | 2        | 5,000                              | 0.0                                 | 0           | 0.3        | 374        | 374           | 0                 | 0   | 2,500     | 0.000       | 0          | 0.127      | 187           | 187               | -      | -   |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0             | 0                 | 0   | 0         | -           | -          | -          | -             | -                 | -      | -   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0        | 0          | 0             | 0                 | 0   | 0         | -           | -          | -          | -             | -                 | -      | -   |
|                                   | Total                            | Electric | Gas | Total  | Electric | Gas                                | Summer kW                           |             | Winter kW  | Annual kWh | Pk-Day therms | Annual therms     |   | Summer kW |             | Winter kW  | Annual kWh | Pk-Day therms | Annual therms     |        |     |
| Water Heating                     | 55                               | 34       | 21  | 76   | 42       | 34                                 | 33,563                              | 0.0         | 0.0        | 2,529      | 2.5           | 448               | 610   | 0.000     |             | 0.001      | 74         | 0.121         | 21                |        |     |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0          | 0.0           | 0                 | 0   | -         |             | -          | -          | -             | -                 | -      |     |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0          | 0.0           | 0                 | 0   | -         |             | -          | -          | -             | -                 | -      |     |
| Pipe Insul.                       | 55                               | 34       | 21  | 55   | 34       | 21                                 | 477                                 | 0.0         | 0.0        | 1,541      | 0.2           | 60                | 9   | 0.000     |             | 0.000      | 45         | 0.01          | 3                 |        |     |
| LF Showerhead                     | 1                                | 0        | 1   | 1  | 0        | 1                                  | 6                                   | 0.0         | 0.0        | 0          | 0.0           | 7                 | 6   | -         |             | -          | -          | 0.02          | 7                 |        |     |
| Faucet Aerator                    | 1                                | 1        | 0   | 1  | 1        | 0                                  | 5                                   | 0.0         | 0.0        | 33         | 0.0           | 0                 | 5   | 0.000     |             | 0.001      | 33         | -             | -                 |        |     |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0        | 0          | 0.0           | 0                 | 0   | -         |             | -          | -          | -             | -                 | -      |     |
| Hi-Eff or Electric Wtr Htr Repl.  | 25                               | 9        | 16  | 19   | 7        | 12                                 | 33,075                              | 0.0         | 0.0        | 955        | 2.3           | 381               | 1,323   | 0.000     |             | 0.003      | 106        | 0.15          | 24                |        |     |
| Lighting                          | 35                               | 35       |     | 359  | 359      |                                    | 2,084                               | 1.6         | 2.9        | 14,778     | -             | -                 | 60  | 0.044     |             | 0.082      | 422        | -             | -                 |        |     |
| Refrigerator/Freezer <sup>3</sup> | 4                                | 4        |     | 4  | 4        |                                    | 2,922                               | 0.3         | 0.2        | 2,091      | -             | -                 | 731   | 0.064     |             | 0.060      | 523        | -             | -                 |        |     |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0        | 0          | -             | -                 | 0   | -         |             | -          | -          | -             | -                 |        |     |
| Refrigerator Exchange             | 3                                | 3        |     | 3  | 3        |                                    | 2,428                               | 0.2         | 0.2        | 1,546      | -             | -                 | 809   | 0.063     |             | 0.059      | 515        | -             | -                 |        |     |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0        | 0          | -             | -                 | 0   | -         |             | -          | -          | -             | -                 |        |     |
| Freezer Exchange                  | 1                                | 1        |     | 1  | 1        |                                    | 494                                 | 0.1         | 0.1        | 545        | -             | -                 | 494   | 0.067     |             | 0.063      | 545        | -             | -                 |        |     |
| Total Non-Efficiency Measures     | 68                               |          |     |  |          |                                    | 54,862                              |             |            |            |               |                   | 807   |           |             |            |            |               |                   |        |     |
| Misc Ins,Attic Access/Vent        | 21                               |          |     |  |          |                                    | 2,446                               |             |            |            |               |                   |   |           |             |            |            |               |                   | 116    |     |
| Duct Sealing                      | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Duct Insulation                   | 1                                |          |     |  |          |                                    | 58                                  |             |            |            |               |                   |   |           |             |            |            |               |                   | 58     |     |
| Damming Material                  | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Htg. Sys. Tune & Clean            | 6                                |          |     |  |          |                                    | 750                                 |             |            |            |               |                   |   |           |             |            |            |               |                   | 125    |     |
| Htg. Sys./WH Other                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Air Conditioning Work             | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Water Heater Repair               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Refrigerator Coil Clean           | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Waterbed Mattress Pad             | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Programmable Tstat                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Unspecified Utility Meas.         | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| CO Detector                       | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Smoke Detector                    | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Fuses                             | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Htg Sys Safety Check              | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Htg Sys Ventilation               | 16                               |          |     |  |          |                                    | 2,673                               |             |            |            |               |                   |   |           |             |            |            |               |                   | 167    |     |
| Water Heater Ventilation          | 16                               |          |     |  |          |                                    | 2,263                               |             |            |            |               |                   |   |           |             |            |            |               |                   | 141    |     |
| Bathroom Ventilation              | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Dryer Ventilation                 | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Kitchen Ventilation               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Other Exhaust Ventilation         | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Asbestos Removal (Minor)          | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Health/Safety Repairs             | 14                               |          |     |  |          |                                    | 1,205                               |             |            |            |               |                   |   |           |             |            |            |               |                   | 86     |     |
| Health/Safety Other               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Consumables                       | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| General Repairs                   | 55                               |          |     |  |          |                                    | 15,483                              |             |            |            |               |                   |   |           |             |            |            |               |                   | 282    |     |
| Meter Refrig (no action)          | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Meter Freezer (no action)         | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Support                           | 63                               |          |     |  |          |                                    | 29,985                              |             |            |            |               |                   |   |           |             |            |            |               |                   | 476    |     |
| Transportation Allowance          | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Landlord Contr Misc               | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Landlord Contr Furnace            | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Landlord Contr DHW                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Client Contr (Any)                | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Lead Safe Work                    | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |
| Unspecified/Other                 | 0                                |          |     |  |          |                                    | 0                                   |             |            |            |               |                   |   |           |             |            |            |               |                   | 0      |     |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Upper Des Moines Opportunity**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$322,782

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$322,782

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |          | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |     |       |            |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |               |           |       |       |            |               |               |    |
|-----------------------------------|----------------------------------|----------|-----|--|----------|------------------------------------|-------------------------------------|-------------|-----|-------|------------|---------------|---|-----------|---------------|-----------|-------|-------|------------|---------------|---------------|----|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating  |                                    | Summer kW                           | Electricity |     |       | Gas        |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity   |           |       | Gas   |            |               |               |    |
|                                   |                                  |          |     |  |          |                                    |                                     | kWh         | kW  | kWh   | Annual kWh | Pk-Day therms |   |           | Annual therms | kWh       | kW    | kWh   | Annual kWh | Pk-Day therms | Annual therms |    |
| Total Efficiency Measures         | 60                               | 41       | 52  | 41   | 41       | 270,124                            | 9.2                                 | 8.4         |     |       | 33,795     | 89            | 9,206   |           | 4,502         | 0.224     | 0.204 |       | 824        | 1.71          | 177           |    |
| Total Shell & Htg. Sys. Repl      | 59                               | 41       | 51  | 40   | 41       | 207,759                            | 7.6                                 | 9,210       | 6.0 | 9,744 | 18,955     | 82            | 7,946   | 3,521     | 0.191         | 230       | 0.146 | 238   | 462        | 1.60          | 156           |    |
| Total Shell Measures              | 59                               | 41       | 51  | 40   | 41       | 128,846                            | 7.6                                 | 9,210       | 6.0 | 9,744 | 18,955     | 49            | 4,727   | 2,184     | 0.119         | 230       | 0.146 | 238   | 462        | 0.95          | 93            |    |
| Wall Insul.                       | 34                               | 24       | 31  | 24   | 0        | 53,113                             | 2.9                                 | 3,444       | 0.0 | 0     | 3,444      | 23            | 2,220   | 1,562     | 0.119         | 144       | 0.000 | 0     | 144        | 0.74          | 72            |    |
| Open Blown Ceiling Insul.         | 47                               | 35       | 42  | 35   | 1        | 26,967                             | 3.0                                 | 3,670       | 3.6 | 5,858 | 9,528      | 6             | 562   | 574       | 0.087         | 105       | 3.591 | 5,858 | 272        | 0.14          | 13            |    |
| Cavity Fill Insul.                | 14                               | 8        | 13  | 8  | 0        | 8,063                              | 0.4                                 | 515         | 0.0 | 0     | 515        | 6             | 550   | 576       | 0.053         | 64        | 0.000 | 0     | 64         | 0.43          | 42            |    |
| Sloped Attic Insul.               | 13                               | 9        | 11  | 9  | 0        | 7,211                              | 0.6                                 | 750         | 0.0 | 0     | 750        | 5             | 510   | 555       | 0.069         | 83        | 0.000 | 0     | 83         | 0.48          | 46            |    |
| Kneewall Insul.                   | 7                                | 4        | 5   | 4  | 0        | 1,248                              | 0.1                                 | 67          | 0.0 | 0     | 67         | 1             | 60  | 178       | 0.014         | 17        | 0.000 | 0     | 17         | 0.12          | 12            |    |
| Infil. Reduction                  | 53                               | 31       | 47  | 31   | 1        | 13,398                             | 0.4                                 | 443         | 0.2 | 306   | 749        | 5             | 439   | 253       | 0.012         | 14        | 0.188 | 306   | 24         | 0.10          | 9             |    |
| Found./Crawl. Insul.              | 22                               | 5        | 18  | 5  | 1        | 11,348                             | 0.3                                 | 322         | 0.1 | 161   | 483        | 2             | 225   | 516       | 0.053         | 64        | 0.099 | 161   | 97         | 0.13          | 13            |    |
| Bandjoist Insul.                  | 29                               | 1        | 28  | -  | 1        | 7,499                              | 0.0                                 | 0           | 0.0 | 61    | 61         | 2             | 178   | 259       | 0.000         | 0         | 0.038 | 61    | 61         | 0.07          | 6             |    |
| Furnace Blower Fan <sup>1</sup>   | 58                               | 40       | 51  | -  | 40       | 0                                  | 0.0                                 | 0           | 2.1 | 3,358 | 3,358      | (0)           | (18)  | 0         | 0.000         | 0         | 0.051 | 84    | 84         | (0.00)        | (0)           |    |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0.0                                 | 0           | 0.0 | 0     | 0          | 0             | 0   | 0         | -             | -         | -     | -     | -          | -             | -             |    |
| Total Heating System Repl         | 33                               | 0        | 33  | -  | 0        | 78,913                             | 0.0                                 | 0           | 0.0 | 0     | 0          | 33            | 3,219   | 2,391     | -             | -         | -     | -     | -          | 1.00          | 98            |    |
| Condensing Htg Sys Repl           | 33                               | 0        | 33  | -  | -        | 78,913                             | 0.0                                 | 0           | 0.0 | 0     | 0          | 33            | 3,219   | 2,391     | -             | -         | -     | -     | -          | 1.00          | 98            |    |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -        | 0                                  | 0.0                                 | 0           | 0.0 | 0     | 0          | 0             | 0   | 0         | -             | -         | -     | -     | -          | -             | -             |    |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0 | 0     | 0          | 0             | 0   | 0         | -             | -         | -     | -     | -          | -             | -             |    |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0 | 0     | 0          | 0             | 0   | 0         | -             | -         | -     | -     | -          | -             | -             |    |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0        | 0                                  | 0.0                                 | 0           | 0.0 | 0     | 0          | 0             | 0   | 0         | -             | -         | -     | -     | -          | -             | -             |    |
|                                   | Total                            | Electric | Gas | Total  | Electric | Gas                                | Summer kW                           | Winter kW   |     |       | Annual kWh | Pk-Day therms | Annual therms   |           | Summer kW     | Winter kW |       |       | Annual kWh | Pk-Day therms | Annual therms |    |
| Water Heating                     | 50                               | 9        | 41  | 89   | 12       | 77                                 | 53,025                              | 0.0         | 0.0 |       |            | 768           | 7.3   | 1,260     | 1,061         | 0.000     | 0.001 |       |            | 85            | 0.179         | 31 |
| Temp. Reduct.                     | 2                                | 1        | 1   | 2  | 1        | 1                                  | 0                                   | 0.0         | 0.0 |       |            | 115           | 0.0   | 7         | 0             | 0.000     | 0.000 |       |            | 115           | 0.02          | 7  |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0 |       |            | 0             | 0.0   | 0         | 0             | -         | -     |       |            | -             | -             | -  |
| Pipe Insul.                       | 49                               | 9        | 40  | 49   | 9        | 40                                 | 980                                 | 0.0         | 0.0 |       |            | 396           | 0.3   | 114       | 20            | 0.000     | 0.000 |       |            | 44            | 0.01          | 3  |
| LF Showerhead                     | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0 |       |            | 0             | 0.0   | 0         | 0             | -         | -     |       |            | -             | -             | -  |
| Faucet Aerator                    | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0 |       |            | 0             | 0.0   | 0         | 0             | -         | -     |       |            | -             | -             | -  |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0        | 0                                  | 0                                   | 0.0         | 0.0 |       |            | 0             | 0.0   | 0         | 0             | -         | -     |       |            | -             | -             | -  |
| Hi-Eff or Electric Wtr Htr Repl.  | 40                               | 2        | 38  | 38   | 2        | 36                                 | 52,045                              | 0.0         | 0.0 |       |            | 257           | 7.0   | 1,139     | 1,301         | 0.000     | 0.003 |       |            | 128           | 0.18          | 30 |
| Lighting                          | 37                               | 37       |     | 295  | 295      |                                    | 2,065                               | 1.0         | 1.9 |       |            | 9,926         | -   | -         | 56            | 0.028     | 0.052 |       |            | 268           | -             | -  |
| Refrigerator/Freezer <sup>3</sup> | 9                                | 9        |     | 8  | 8        |                                    | 7,274                               | 0.5         | 0.5 |       |            | 4,147         | -   | -         | 808           | 0.057     | 0.053 |       |            | 461           | -             | -  |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0 |       |            | 0             | -   | -         | 0             | -         | -     |       |            | -             | -             | -  |
| Refrigerator Exchange             | 9                                | 9        |     | 8  | 8        |                                    | 7,274                               | 0.5         | 0.5 |       |            | 4,147         | -   | -         | 808           | 0.057     | 0.053 |       |            | 461           | -             | -  |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0 |       |            | 0             | -   | -         | 0             | -         | -     |       |            | -             | -             | -  |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0        |                                    | 0                                   | 0.0         | 0.0 |       |            | 0             | -   | -         | 0             | -         | -     |       |            | -             | -             | -  |
| Total Non-Efficiency Measures     | 60                               |          |     |  |          |                                    | 52,659                              |             |     |       |            |               |   | 878       |               |           |       |       |            |               |               |    |
| Misc Ins,Attic Access/Vent        | 26                               |          |     |  |          |                                    | 2,171                               |             |     |       |            |               |   | 84        |               |           |       |       |            |               |               |    |
| Duct Sealing                      | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Duct Insulation                   | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Damming Material                  | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Htg. Sys. Tune & Clean            | 13                               |          |     |  |          |                                    | 1,460                               |             |     |       |            |               |   | 112       |               |           |       |       |            |               |               |    |
| Htg. Sys./WH Other                | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Air Conditioning Work             | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Water Heater Repair               | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Refrigerator Coil Clean           | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Waterbed Mattress Pad             | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Programmable Tstat                | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Unspecified Utility Meas.         | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| CO Detector                       | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Smoke Detector                    | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Fuses                             | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Htg Sys Safety Check              | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Htg Sys Ventilation               | 27                               |          |     |  |          |                                    | 4,068                               |             |     |       |            |               |   | 151       |               |           |       |       |            |               |               |    |
| Water Heater Ventilation          | 37                               |          |     |  |          |                                    | 5,167                               |             |     |       |            |               |   | 140       |               |           |       |       |            |               |               |    |
| Bathroom Ventilation              | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Dryer Ventilation                 | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Kitchen Ventilation               | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Other Exhaust Ventilation         | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Asbestos Removal (Minor)          | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Health/Safety Repairs             | 8                                |          |     |  |          |                                    | 790                                 |             |     |       |            |               |   | 99        |               |           |       |       |            |               |               |    |
| Health/Safety Other               | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Consumables                       | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| General Repairs                   | 39                               |          |     |  |          |                                    | 7,026                               |             |     |       |            |               |   | 180       |               |           |       |       |            |               |               |    |
| Meter Refrig (no action)          | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Meter Freezer (no action)         | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Support                           | 60                               |          |     |  |          |                                    | 31,977                              |             |     |       |            |               |   | 533       |               |           |       |       |            |               |               |    |
| Transportation Allowance          | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Landlord Contr Misc               | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Landlord Contr Furnace            | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Landlord Contr DHW                | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Client Contr (Any)                | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Lead Safe Work                    | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |
| Unspecified/Other                 | 0                                |          |     |  |          |                                    | 0                                   |             |     |       |            |               |   | 0         |               |           |       |       |            |               |               |    |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**West Central Development Corporation**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$279,302

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$279,302

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |           |            |               |                   | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |             |           |            |               |                   |        |     |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----------|------------|---------------|-------------------|---|-----------|-------------|-----------|------------|---------------|-------------------|--------|-----|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |           | Annual kWh | Pk-Day therms | Gas Annual therms | Spending on Materials & Labor (\$)  | Summer kW | Electricity |           | Annual kWh | Pk-Day therms | Gas Annual therms |        |     |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kWh       |            |               |                   |   |           | kWh         | kWh       |            |               |                   | kWh    | kWh |
| Total Efficiency Measures         | 42                               | 39       | 35  | 39   | 39      | 223,417                            | 11.6                                |             | 11.6      | 35,587     | 67            | 6,288             | 5,319   | 0.298     |             | 0.296     | 912        | 1.92          | 180               |        |     |
| Total Shell & Htg. Sys. Repl      | 41                               | 36       | 35  | 35   | 36      | 179,637                            | 11.1                                | 13,394      | 10.6      | 15,308     | 28,702        | 62                | 5,340   | 4,381     | 0.317       | 383       | 0.294      | 425           | 797               | 1.77   | 153 |
| Total Shell Measures              | 41                               | 36       | 35  | 35   | 36      | 96,133                             | 11.1                                | 13,394      | 10.5      | 15,228     | 28,622        | 27                | 2,296   | 2,345     | 0.317       | 383       | 0.293      | 423           | 795               | 0.76   | 66  |
| Wall Insul.                       | 27                               | 24       | 22  | 24   | 3       | 43,500                             | 4.6                                 | 5,515       | 2.8       | 4,089      | 9,604         | 14                | 1,178   | 1,611     | 0.191       | 230       | 0.944      | 1,363         | 400               | 0.62   | 54  |
| Open Blown Ceiling Insul.         | 35                               | 32       | 29  | 32   | 3       | 25,868                             | 4.6                                 | 5,563       | 5.0       | 7,176      | 12,738        | 6                 | 478   | 739       | 0.144       | 174       | 1.656      | 2,392         | 398               | 0.19   | 16  |
| Cavity Fill Insul.                | 1                                | 1        | 1   | 1  | 0       | 1,835                              | 0.1                                 | 180         | 0.0       | 0          | 180           | 1                 | 58  | 1,835     | 0.150       | 180       | 0.000      | 0             | 180               | 0.68   | 58  |
| Sloped Attic Insul.               | 11                               | 11       | 9   | 11   | 1       | 2,857                              | 1.1                                 | 1,375       | 1.2       | 1,786      | 3,162         | 2                 | 152   | 260       | 0.104       | 125       | 1.237      | 1,786         | 287               | 0.20   | 17  |
| Kneewall Insul.                   | 4                                | 2        | 3   | 2  | 0       | 1,788                              | 0.0                                 | 30          | 0.0       | 0          | 30            | 1                 | 43  | 447       | 0.012       | 15        | 0.000      | 0             | 15                | 0.17   | 14  |
| Infil. Reduction                  | 41                               | 20       | 35  | 20   | 3       | 12,783                             | 0.3                                 | 419         | 0.3       | 428        | 848           | 3                 | 251   | 312       | 0.017       | 21        | 0.099      | 143           | 42                | 0.08   | 7   |
| Found./Crawl. Insul.              | 13                               | 6        | 11  | 4  | 2       | 5,931                              | 0.3                                 | 312         | 0.1       | 153        | 465           | 1                 | 74  | 456       | 0.065       | 78        | 0.053      | 77            | 77                | 0.08   | 7   |
| Bandjoist Insul.                  | 12                               | 3        | 9   | -  | 3       | 1,570                              | 0.0                                 | 0           | 0.3       | 385        | 385           | 1                 | 68  | 131       | 0.000       | 0         | 0.089      | 128           | 128               | 0.09   | 8   |
| Furnace Blower Fan <sup>1</sup>   | 38                               | 33       | 35  | -  | 33      | 0                                  | 0.0                                 | 0           | 0.8       | 1,211      | 1,211         | (0)               | (7)   | 0         | 0.000       | 0         | 0.025      | 37            | 37                | (0.00) | (0) |
| Exhaust Ventilator <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -         | -          | -             | -                 | -      | -   |
| Total Heating System Repl         | 26                               | 1        | 25  | -  | 1       | 83,604                             | 0.0                                 | 0           | 0.1       | 81         | 81            | 35                | 3,044   | 3,212     | 0.000       | 0         | 0.056      | 81            | 81                | 1.41   | 122 |
| Condensing Htg Sys Repl           | 25                               | 0        | 25  | -  | -       | 80,004                             | 0.0                                 | 0           | 0.0       | 0          | 0             | 35                | 3,044   | 3,200     | -           | -         | -          | -             | -                 | 1.41   | 122 |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -         | -          | -             | -                 | -      | -   |
| Electric Htg Sys Repl             | 1                                | 1        | 0   | -  | 1       | 3,500                              | 0.0                                 | 0           | 0.1       | 81         | 81            | 0                 | 0   | 3,500     | 0.000       | 0         | 0.056      | 81            | 81                | -      | -   |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -         | -          | -             | -                 | -      | -   |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0          | 0             | 0                 | 0   | 0         | -           | -         | -          | -             | -                 | -      | -   |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           |             | Winter kW | Annual kWh | Pk-Day therms | Annual therms     |   | Summer kW |             | Winter kW | Annual kWh | Pk-Day therms | Annual therms     |        |     |
| Water Heating                     | 37                               | 8        | 29  | 118  | 25      | 93                                 | 40,761                              | 0.0         | 0.0       | 1,974      | 5.1           | 949               | 1,102   | 0.000     | 0.005       | 247       | 0.177      | 33            |                   |        |     |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       | 0          | 0.0           | 0                 | 0   | -         | -           | -         | -          | -             | -                 |        |     |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       | 0          | 0.0           | 0                 | 0   | -         | -           | -         | -          | -             | -                 |        |     |
| Pipe Insul.                       | 37                               | 8        | 29  | 37   | 8       | 29                                 | 730                                 | 0.0         | 0.0       | 374        | 0.2           | 84                | 20  | 0.000     | 0.000       | 0.000     | 47         | 0.01          | 3                 |        |     |
| LF Showerhead                     | 18                               | 3        | 15  | 18   | 3       | 15                                 | 180                                 | 0.0         | 0.0       | 611        | 0.3           | 104               | 10  | 0.000     | 0.005       | 0.005     | 204        | 0.02          | 7                 |        |     |
| Faucet Aerator                    | 26                               | 6        | 20  | 38   | 9       | 29                                 | 190                                 | 0.0         | 0.0       | 320        | 0.1           | 39                | 7   | 0.000     | 0.001       | 0.001     | 53         | 0.01          | 2                 |        |     |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0                                   | 0.0         | 0.0       | 0          | 0.0           | 0                 | 0   | -         | -           | -         | -          | -             | -                 |        |     |
| Hi-Eff or Electric Wtr Htr Repl.  | 29                               | 6        | 23  | 25   | 5       | 20                                 | 39,661                              | 0.0         | 0.0       | 669        | 4.4           | 721               | 1,368   | 0.000     | 0.003       | 0.003     | 111        | 0.19          | 31                |        |     |
| Lighting                          | 32                               | 32       |     | 300  | 300     |                                    | 2,169                               | 0.5         | 0.9       | 4,438      | -             | -                 | 68  | 0.015     | 0.027       | 0.027     | 139        | -             | -                 |        |     |
| Refrigerator/Freezer <sup>3</sup> | 1                                | 1        |     | 1  | 1       |                                    | 850                                 | 0.1         | 0.1       | 473        | -             | -                 | 850   | 0.058     | 0.054       | 0.054     | 473        | -             | -                 |        |     |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       | 0          | -             | -                 | 0   | -         | -           | -         | -          | -             | -                 |        |     |
| Refrigerator Exchange             | 1                                | 1        |     | 1  | 1       |                                    | 850                                 | 0.1         | 0.1       | 473        | -             | -                 | 850   | 0.058     | 0.054       | 0.054     | 473        | -             | -                 |        |     |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       | 0          | -             | -                 | 0   | -         | -           | -         | -          | -             | -                 |        |     |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       | 0          | -             | -                 | 0   | -         | -           | -         | -          | -             | -                 |        |     |
| Total Non-Efficiency Measures     | 42                               |          |     |  |         | 55,884                             |                                     |             |           |            |               |                   | 1,331   |           |             |           |            |               |                   |        |     |
| Misc Ins,Attic Access/Vent        | 29                               |          |     |  |         | 4,802                              |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 166    |     |
| Duct Sealing                      | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Duct Insulation                   | 9                                |          |     |  |         | 1,547                              |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 172    |     |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Htg. Sys. Tune & Clean            | 10                               |          |     |  |         | 1,250                              |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 125    |     |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Programmable Tstat                | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Smoke Detector                    | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Htg Sys Ventilation               | 25                               |          |     |  |         | 5,775                              |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 231    |     |
| Water Heater Ventilation          | 20                               |          |     |  |         | 3,554                              |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 178    |     |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Health/Safety Repairs             | 11                               |          |     |  |         | 705                                |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 64     |     |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| General Repairs                   | 41                               |          |     |  |         | 12,608                             |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 308    |     |
| Meter Refrig (no action)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Meter Freezer (no action)         | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Support                           | 36                               |          |     |  |         | 25,643                             |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 712    |     |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Lead Safe Work                    | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |            |               |                   |   |           |             |           |            |               |                   | 0      |     |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Community Action Agency of Siouxland**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$150,112

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$150,112

| Measure                                 | Number of Dwellings with Impacts |                 |            | Number of Dwellings with Electricity Impacts Season |            | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |                   |                   |                      |                      |                                    | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |                   |                   |                      |                      |  |
|---|----------------------------------|-----------------|------------|---|------------|------------------------------------|-------------------------------------|-------------------|-------------------|----------------------|----------------------|------------------------------------|---|-------------------|-------------------|----------------------|----------------------|--|
|   | Total                            | Electric        | Gas        | Cooling   | Heating    |                                    | Electricity                         |                   | Annual kWh        | Pk-Day therms        | Gas Annual therms    | Spending on Materials & Labor (\$) | Electricity   |                   | Annual kWh        | Pk-Day therms        | Gas Annual therms    |  |
|   |                                  |                 |            |   |            |                                    | Summer kW                           | Winter kWh        |                   |                      |                      |                                    | Summer kW   | Winter kWh        |                   |                      |                      |  |
| <b>Total Efficiency Measures</b>        | <b>40</b>                        | <b>37</b>       | <b>24</b>  | <b>37</b>   | <b>37</b>  | <b>134,962</b>                     | <b>8.5</b>                          | <b>15.3</b>       | <b>52,966</b>     | <b>39</b>            | <b>3,779</b>         | <b>3,374</b>                       | <b>0.230</b>  | <b>0.413</b>      | <b>1,432</b>      | <b>1.64</b>          | <b>157</b>           |  |
| <b>Total Shell &amp; Htg. Sys. Repl</b> | <b>37</b>                        | <b>34</b>       | <b>23</b>  | <b>29</b>   | <b>34</b>  | <b>104,384</b>                     | <b>5.6</b>                          | <b>6,702</b>      | <b>11.0</b>       | <b>16,773</b>        | <b>23,475</b>        | <b>38</b>                          | <b>3,447</b>  | <b>2,821</b>      | <b>0.192</b>      | <b>231</b>           | <b>1.64</b>          |  |
| <b>Total Shell Measures</b>             | <b>37</b>                        | <b>34</b>       | <b>23</b>  | <b>29</b>   | <b>34</b>  | <b>69,214</b>                      | <b>5.6</b>                          | <b>6,702</b>      | <b>11.0</b>       | <b>16,773</b>        | <b>23,475</b>        | <b>23</b>                          | <b>2,063</b>  | <b>1,871</b>      | <b>0.192</b>      | <b>231</b>           | <b>0.98</b>          |  |
| Wall Insul.                             | 15                               | 12              | 10         | 12  | 2          | 14,171                             | 1.4                                 | 1,744             | 0.8               | 1,196                | 2,940                | 7                                  | 608   | 945               | 0.120             | 145                  | 0.67                 |  |
| Open Blown Ceiling Insul.               | 28                               | 26              | 15         | 26  | 8          | 28,963                             | 3.1                                 | 3,707             | 7.4               | 11,330               | 15,037               | 7                                  | 595   | 1,034             | 0.118             | 143                  | 0.43                 |  |
| Cavity Fill Insul.                      | 4                                | 3               | 4          | 3   | 0          | 3,758                              | 0.2                                 | 256               | 0.0               | 0                    | 256                  | 3                                  | 258   | 940               | 0.071             | 85                   | 0.71                 |  |
| Sloped Attic Insul.                     | 5                                | 4               | 5          | 4   | 0          | 2,820                              | 0.3                                 | 371               | 0.0               | 0                    | 371                  | 3                                  | 249   | 564               | 0.077             | 93                   | 0.55                 |  |
| Kneewall Insul.                         | 3                                | 2               | 2          | 2   | 0          | 1,140                              | 0.1                                 | 165               | 0.0               | 0                    | 165                  | 1                                  | 81  | 380               | 0.068             | 82                   | 0.44                 |  |
| Infil. Reduction                        | 1                                | 1               | 0          | 1   | 0          | 665                                | 0.0                                 | 24                | 0.0               | 0                    | 24                   | 0                                  | 0   | 665               | 0.020             | 24                   | -                    |  |
| Found./Crawl. Insul.                    | 11                               | 7               | 6          | 5   | 5          | 11,766                             | 0.4                                 | 437               | 0.9               | 1,432                | 1,868                | 1                                  | 130   | 1,070             | 0.072             | 87                   | 0.24                 |  |
| Bandjoist Insul.                        | 15                               | 5               | 10         | -   | 5          | 5,931                              | 0.0                                 | 0                 | 0.9               | 1,375                | 1,375                | 2                                  | 148   | 395               | 0.000             | 0                    | 0.16                 |  |
| Furnace Blower Fan <sup>1</sup>         | 28                               | 25              | 23         | -   | 25         | 0                                  | 0.0                                 | 0                 | 0.9               | 1,440                | 1,440                | (0)                                | (6)   | 0                 | 0.000             | 0                    | (0.00)               |  |
| Exhaust Ventilation <sup>2</sup>        | 0                                | 0               | 0          | 0   | 0          | 0                                  | 0.0                                 | 0                 | 0.0               | 0                    | 0                    | 0                                  | 0   | 0                 | -                 | -                    | -                    |  |
| <b>Total Heating System Repl</b>        | <b>12</b>                        | <b>0</b>        | <b>12</b>  | <b>-</b>  | <b>0</b>   | <b>35,170</b>                      | <b>0.0</b>                          | <b>0</b>          | <b>0.0</b>        | <b>0</b>             | <b>0</b>             | <b>15</b>                          | <b>1,384</b>  | <b>2,931</b>      | <b>-</b>          | <b>-</b>             | <b>1.26</b>          |  |
| Condensing Htg Sys Repl                 | 12                               | 0               | 12         | -   | -          | 35,170                             | 0.0                                 | 0                 | 0.0               | 0                    | 0                    | 15                                 | 1,384   | 2,931             | -                 | -                    | 1.26                 |  |
| Non-Cond Htg Sys Repl                   | 0                                | 0               | 0          | -   | -          | 0                                  | 0.0                                 | 0                 | 0.0               | 0                    | 0                    | 0                                  | 0   | 0                 | -                 | -                    | -                    |  |
| Electric Htg Sys Repl                   | 0                                | 0               | 0          | -   | 0          | 0                                  | 0.0                                 | 0                 | 0.0               | 0                    | 0                    | 0                                  | 0   | 0                 | -                 | -                    | -                    |  |
| Heat Pump Repl                          | 0                                | 0               | 0          | -   | 0          | 0                                  | 0.0                                 | 0                 | 0.0               | 0                    | 0                    | 0                                  | 0   | 0                 | -                 | -                    | -                    |  |
| Other Htg Sys Repl                      | 0                                | 0               | 0          | -   | 0          | 0                                  | 0.0                                 | 0                 | 0.0               | 0                    | 0                    | 0                                  | 0   | 0                 | -                 | -                    | -                    |  |
|   | <b>Total</b>                     | <b>Electric</b> | <b>Gas</b> | <b>Number of Measures by Fuel Type</b>              |            |                                    | <b>Summer kW</b>                    | <b>Winter kWh</b> | <b>Annual kWh</b> | <b>Pk-Day therms</b> | <b>Annual therms</b> |                                    | <b>Summer kW</b>  | <b>Winter kWh</b> | <b>Annual kWh</b> | <b>Pk-Day therms</b> | <b>Annual therms</b> |  |
| <b>Water Heating</b>                    | <b>35</b>                        | <b>16</b>       | <b>19</b>  | <b>74</b>   | <b>33</b>  | <b>42</b>                          | <b>16,448</b>                       | <b>0.0</b>        | <b>0.1</b>        | <b>3,300</b>         | <b>1.6</b>           | <b>332</b>                         | <b>470</b>  | <b>0.000</b>      | <b>0.004</b>      | <b>206</b>           | <b>0.085</b>         |  |
| Temp. Reduct.                           | 0                                | 0               | 0          | 0   | 0          | 0                                  | 0                                   | 0.0               | 0.0               | 0                    | 0.0                  | 0                                  | 0   | -                 | -                 | -                    | -                    |  |
| WH Wrap                                 | 0                                | 0               | 0          | 0   | 0          | 0                                  | 0                                   | 0.0               | 0.0               | 0                    | 0.0                  | 0                                  | 0   | -                 | -                 | -                    | -                    |  |
| Pipe Insul.                             | 33                               | 15              | 18         | 33  | 15         | 18                                 | 640                                 | 0.0               | 0.0               | 748                  | 0.2                  | 53                                 | 19  | 0.000             | 0.000             | 50                   | 0.01                 |  |
| LF Showerhead                           | 22                               | 10              | 12         | 31  | 14         | 17                                 | 303                                 | 0.0               | 0.0               | 2,009                | 0.3                  | 85                                 | 14  | 0.000             | 0.005             | 201                  | 0.02                 |  |
| Faucet Aerator                          | 1                                | 0               | 1          | 1   | 0          | 1                                  | 5                                   | 0.0               | 0.0               | 0                    | 0.0                  | 1                                  | 5   | -                 | -                 | -                    | 0.00                 |  |
| Std-Eff Wtr Htr Repl.                   | 0                                | 0               | 0          | 0   | 0          | 0                                  | 0                                   | 0.0               | 0.0               | 0                    | 0.0                  | 0                                  | 0   | -                 | -                 | -                    | -                    |  |
| Hi-Eff or Electric Wtr Htr Repl.        | 12                               | 5               | 7          | 9   | 4          | 6                                  | 15,500                              | 0.0               | 0.0               | 544                  | 1.2                  | 193                                | 1,292   | 0.000             | 0.003             | 109                  | 0.17                 |  |
| <b>Lighting</b>                         | <b>35</b>                        | <b>35</b>       |            | <b>480</b>  | <b>480</b> |                                    | <b>3,399</b>                        | <b>1.7</b>        | <b>3.1</b>        | <b>15,749</b>        | <b>-</b>             | <b>-</b>                           | <b>97</b>   | <b>0.047</b>      | <b>0.087</b>      | <b>450</b>           | <b>-</b>             |  |
| <b>Refrigerator/Freezer<sup>3</sup></b> | <b>17</b>                        | <b>17</b>       |            | <b>19</b>   | <b>19</b>  |                                    | <b>10,731</b>                       | <b>1.3</b>        | <b>1.2</b>        | <b>10,442</b>        | <b>-</b>             | <b>-</b>                           | <b>631</b>  | <b>0.076</b>      | <b>0.071</b>      | <b>614</b>           | <b>-</b>             |  |
| Refrigerator Removal                    | 0                                | 0               |            | 0   | 0          |                                    | 0                                   | 0.0               | 0.0               | 0                    | -                    | -                                  | 0   | -                 | -                 | -                    | -                    |  |
| Refrigerator Exchange                   | 12                               | 12              |            | 13  | 13         |                                    | 8,322                               | 0.8               | 0.8               | 6,904                | -                    | -                                  | 694   | 0.071             | 0.066             | 575                  | -                    |  |
| Freezer Removal                         | 0                                | 0               |            | 0   | 0          |                                    | 0                                   | 0.0               | 0.0               | 0                    | -                    | -                                  | 0   | -                 | -                 | -                    | -                    |  |
| Freezer Exchange                        | 6                                | 6               |            | 6   | 6          |                                    | 2,409                               | 0.4               | 0.4               | 3,538                | -                    | -                                  | 402   | 0.073             | 0.068             | 590                  | -                    |  |
| <b>Total Non-Efficiency Measures</b>    | <b>37</b>                        |                 |            |   |            | <b>15,150</b>                      |                                     |                   |                   |                      |                      | <b>409</b>                         |   |                   |                   |                      |                      |  |
| Misc Ins,Attic Access/Vent              | 1                                |                 |            |   |            | 500                                |                                     |                   |                   |                      |                      | 500                                |   |                   |                   |                      |                      |  |
| Duct Sealing                            | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Duct Insulation                         | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Damming Material                        | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Htg. Sys. Tune & Clean                  | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Htg. Sys./WH Other                      | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Air Conditioning Work                   | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Water Heater Repair                     | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Refrigerator Coil Clean                 | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Waterbed Mattress Pad                   | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Programmable Tstat                      | 1                                |                 |            |   |            | 100                                |                                     |                   |                   |                      |                      | 100                                |   |                   |                   |                      |                      |  |
| Unspecified Utility Meas.               | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| CO Detector                             | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Smoke Detector                          | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Fuses                                   | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Htg Sys Safety Check                    | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Htg Sys Ventilation                     | 6                                |                 |            |   |            | 940                                |                                     |                   |                   |                      |                      | 157                                |   |                   |                   |                      |                      |  |
| Water Heater Ventilation                | 4                                |                 |            |   |            | 660                                |                                     |                   |                   |                      |                      | 165                                |   |                   |                   |                      |                      |  |
| Bathroom Ventilation                    | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Dryer Ventilation                       | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Kitchen Ventilation                     | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Other Exhaust Ventilation               | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Asbestos Removal (Minor)                | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Health/Safety Repairs                   | 12                               |                 |            |   |            | 15,500                             |                                     |                   |                   |                      |                      | 1,292                              |   |                   |                   |                      |                      |  |
| Health/Safety Other                     | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Consumables                             | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| General Repairs                         | 1                                |                 |            |   |            | 360                                |                                     |                   |                   |                      |                      | 360                                |   |                   |                   |                      |                      |  |
| Meter Refrig (no action)                | 19                               |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Meter Freezer (no action)               | 8                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Support                                 | 32                               |                 |            |   |            | 12,590                             |                                     |                   |                   |                      |                      | 393                                |   |                   |                   |                      |                      |  |
| Transportation Allowance                | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Landlord Contr Misc                     | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Landlord Contr Furnace                  | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Landlord Contr DHW                      | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Client Contr (Any)                      | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Lead Safe Work                          | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |
| Unspecified/Other                       | 0                                |                 |            |   |            | 0                                  |                                     |                   |                   |                      |                      | 0                                  |   |                   |                   |                      |                      |  |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

**Des Moines County Community Action**  
**Billing Adjusted Costs and Impacts for Utility-Funded Measures Installed During Calendar Year 2017**

Total Reported Labor, Materials and Utility Admin Expenditures: \$630,919

Utility Administration Expenditures: -

Total Labor and Material Expenditures: \$630,919

| Measure                           | Number of Dwellings with Impacts |          |     | Number of Dwellings with Electricity Impacts |         | Spending on Materials & Labor (\$) | Billing Adjusted First-Year Savings |             |           |        |            |               | Average Billing Adjusted First Year Costs and Savings per Dwelling Receiving Measures |           |               |       |           |       |            |               |               |
|-----------------------------------|----------------------------------|----------|-----|--|---------|------------------------------------|-------------------------------------|-------------|-----------|--------|------------|---------------|---|-----------|---------------|-------|-----------|-------|------------|---------------|---------------|
|                                   | Total                            | Electric | Gas | Season Cooling                               | Heating |                                    | Summer kW                           | Electricity |           |        | Gas        |               | Spending on Materials & Labor (\$)  | Summer kW | Electricity   |       | Gas       |       |            |               |               |
|                                   |                                  |          |     |  |         |                                    |                                     | kWh         | kW        | kWh    | Annual kWh | Pk-Day therms |   |           | Annual therms | kWh   | kW        | kWh   | Annual kWh | Pk-Day therms | Annual therms |
| Total Efficiency Measures         | 103                              | 103      | 91  | 97   | 103     | 527,948                            | 22.5                                |             | 22.7      |        | 79,324     |               | 224   | 21,161    | 5,126         | 0.232 | 0.220     |       | 770        | 2.47          | 233           |
| Total Shell & Htg. Sys. Repl      | 99                               | 99       | 91  | 77   | 98      | 419,177                            | 19.5                                | 23,518      | 18.9      | 28,393 | 51,911     | 212           | 18,878  | 4,234     | 0.253         | 305   | 0.193     | 290   | 524        | 2.33          | 207           |
| Total Shell Measures              | 99                               | 99       | 91  | 77   | 98      | 319,470                            | 19.5                                | 23,518      | 18.9      | 28,393 | 51,911     | 149           | 13,295  | 3,227     | 0.253         | 305   | 0.193     | 290   | 524        | 1.64          | 146           |
| Wall Insul.                       | 63                               | 52       | 60  | 52   | 1       | 126,592                            | 8.2                                 | 9,876       | 0.4       | 527    | 10,403     | 44            | 3,912   | 2,009     | 0.157         | 190   | 0.359     | 527   | 200        | 0.74          | 65            |
| Open Blown Ceiling Insul.         | 81                               | 71       | 74  | 71   | 5       | 77,128                             | 7.6                                 | 9,220       | 8.8       | 13,236 | 22,456     | 61            | 5,498   | 952       | 0.108         | 130   | 1.753     | 2,647 | 316        | 0.83          | 74            |
| Cavity Fill Insul.                | 60                               | 49       | 56  | 49   | 2       | 41,015                             | 1.8                                 | 2,193       | 0.0       | 72     | 2,265      | 18            | 1,598   | 684       | 0.037         | 45    | 0.024     | 36    | 46         | 0.32          | 29            |
| Sloped Attic Insul.               | 20                               | 17       | 19  | 17   | 0       | 8,783                              | 0.7                                 | 787         | 0.0       | 0      | 787        | 5             | 475   | 439       | 0.038         | 46    | 0.000     | 0     | 46         | 0.29          | 25            |
| Kneewall Insul.                   | 37                               | 30       | 35  | 30   | 1       | 11,812                             | 0.7                                 | 798         | 0.5       | 726    | 1,524      | 6             | 500   | 319       | 0.022         | 27    | 0.495     | 726   | 51         | 0.16          | 14            |
| Infil. Reduction                  | 1                                | 1        | 1   | 1  | 0       | 15                                 | 0.0                                 | 1           | 0.0       | 0      | 1          | 0             | 0   | 15        | 0.001         | 1     | 0.000     | 0     | 1          | 0.00          | 0             |
| Found./Crawl. Insul.              | 45                               | 8        | 44  | 8  | 1       | 52,073                             | 0.5                                 | 643         | 0.8       | 1,273  | 1,916      | 14            | 1,277   | 1,157     | 0.067         | 80    | 0.815     | 1,273 | 240        | 0.32          | 29            |
| Bandjoist Insul.                  | 11                               | 1        | 10  | -  | 1       | 2,053                              | 0.0                                 | 0           | 0.2       | 250    | 250        | 1             | 83  | 187       | 0.000         | 0     | 0.170     | 250   | 250        | 0.09          | 8             |
| Furnace Blower Fan <sup>1</sup>   | 92                               | 92       | 91  | -  | 92      | 0                                  | 0.0                                 | 0           | 8.3       | 12,308 | 12,308     | (1)           | (48)  | 0         | 0.000         | 0     | 0.090     | 134   | 134        | (0.01)        | (1)           |
| Exhaust Ventilatio <sup>2</sup>   | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0      | 0          | 0             | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Total Heating System Repl         | 52                               | 0        | 52  | -  | 0       | 99,707                             | 0.0                                 | 0           | 0.0       | 0      | 0          | 63            | 5,583   | 1,917     | -             | -     | -         | -     | -          | 1.21          | 107           |
| Condensing Htg Sys Repl           | 52                               | 0        | 52  | -  | -       | 99,707                             | 0.0                                 | 0           | 0.0       | 0      | 0          | 63            | 5,583   | 1,917     | -             | -     | -         | -     | -          | 1.21          | 107           |
| Non-Cond Htg Sys Repl             | 0                                | 0        | 0   | -  | -       | 0                                  | 0.0                                 | 0           | 0.0       | 0      | 0          | 0             | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Electric Htg Sys Repl             | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0      | 0          | 0             | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Heat Pump Repl                    | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0      | 0          | 0             | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Other Htg Sys Repl                | 0                                | 0        | 0   | -  | 0       | 0                                  | 0.0                                 | 0           | 0.0       | 0      | 0          | 0             | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
|                                   | Total                            | Electric | Gas | Number of Measures by Fuel Type              |         |                                    | Summer kW                           |             | Winter kW |        | Annual kWh | Pk-Day therms | Annual therms   |           | Summer kW     |       | Winter kW |       | Annual kWh | Pk-Day therms | Annual therms |
| Water Heating                     | 86                               | 11       | 75  | 284  | 29      | 256                                | 88,388                              | 0.0         | 0.0       |        | 1,773      | 12.5          | 2,283   | 1,028     | 0.000         |       | 0.002     |       | 161        | 0.166         | 30            |
| Temp. Reduct.                     | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0.0         | 0.0       | 0      | 0          | 0.0           | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
| WH Wrap                           | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0.0         | 0.0       | 0      | 0          | 0.0           | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Pipe Insul.                       | 84                               | 10       | 74  | 84   | 10      | 74                                 | 1,415                               | 0.0         | 0.0       | 0      | 481        | 0.6           | 212   | 17        | 0.000         | 0.000 | 0.000     | 48    | 0.01       | 3             | 3             |
| LF Showerhead                     | 21                               | 2        | 19  | 25   | 3       | 22                                 | 230                                 | 0.0         | 0.0       | 0      | 393        | 0.5           | 140   | 11        | 0.000         | 0.002 | 0.002     | 197   | 0.02       | 7             | 7             |
| Faucet Aerator                    | 67                               | 8        | 59  | 121  | 13      | 108                                | 573                                 | 0.0         | 0.0       | 0      | 476        | 0.5           | 149   | 9         | 0.000         | 0.001 | 0.001     | 59    | 0.01       | 3             | 3             |
| Std-Eff Wtr Htr Repl.             | 0                                | 0        | 0   | 0  | 0       | 0                                  | 0.0                                 | 0.0         | 0.0       | 0      | 0          | 0.0           | 0   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Hi-Eff or Electric Wtr Htr Repl.  | 59                               | 3        | 56  | 54   | 3       | 52                                 | 86,170                              | 0.0         | 0.0       | 0      | 423        | 10.9          | 1,782   | 1,461     | 0.000         | 0.003 | 0.003     | 141   | 0.20       | 32            | 32            |
| Lighting                          | 70                               | 70       |     | 655  | 655     |                                    | 4,515                               | 1.1         | 2.0       |        | 10,432     | -             | -   | 65        | 0.016         |       | 0.029     |       | 149        | -             | -             |
| Refrigerator/Freezer <sup>3</sup> | 26                               | 26       |     | 29   | 29      |                                    | 15,867                              | 1.9         | 1.7       |        | 15,209     | -             | -   | 610       | 0.072         |       | 0.067     |       | 585        | -             | -             |
| Refrigerator Removal              | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       | 0      | 0          | -             | -   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Refrigerator Exchange             | 26                               | 26       |     | 29   | 29      |                                    | 15,867                              | 1.9         | 1.7       |        | 15,209     | -             | -   | 610       | 0.072         |       | 0.067     |       | 585        | -             | -             |
| Freezer Removal                   | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       | 0      | 0          | -             | -   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Freezer Exchange                  | 0                                | 0        |     | 0  | 0       |                                    | 0                                   | 0.0         | 0.0       | 0      | 0          | -             | -   | 0         | -             | -     | -         | -     | -          | -             | -             |
| Total Non-Efficiency Measures     | 102                              |          |     |  |         | 102,972                            |                                     |             |           |        |            |               |   | 1,010     |               |       |           |       |            |               |               |
| Misc Ins,Attic Access/Vent        | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Duct Sealing                      | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Duct Insulation                   | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Damming Material                  | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Htg. Sys. Tune & Clean            | 26                               |          |     |  |         | 3,305                              |                                     |             |           |        |            |               |   | 127       |               |       |           |       |            |               |               |
| Htg. Sys./WH Other                | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Air Conditioning Work             | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Water Heater Repair               | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Refrigerator Coil Clean           | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Waterbed Mattress Pad             | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Programmable Tstat                | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Unspecified Utility Meas.         | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| CO Detector                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Smoke Detector                    | 1                                |          |     |  |         | 80                                 |                                     |             |           |        |            |               |   | 80        |               |       |           |       |            |               |               |
| Fuses                             | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Htg Sys Safety Check              | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Htg Sys Ventilation               | 50                               |          |     |  |         | 8,657                              |                                     |             |           |        |            |               |   | 173       |               |       |           |       |            |               |               |
| Water Heater Ventilation          | 52                               |          |     |  |         | 8,845                              |                                     |             |           |        |            |               |   | 170       |               |       |           |       |            |               |               |
| Bathroom Ventilation              | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Dryer Ventilation                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Kitchen Ventilation               | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Other Exhaust Ventilation         | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Asbestos Removal (Minor)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Health/Safety Repairs             | 59                               |          |     |  |         | 86,170                             |                                     |             |           |        |            |               |   | 1,461     |               |       |           |       |            |               |               |
| Health/Safety Other               | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Consumables                       | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| General Repairs                   | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Meter Refrig (no action)          | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Meter Freezer (no action)         | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Support                           | 102                              |          |     |  |         | 81,965                             |                                     |             |           |        |            |               |   | 804       |               |       |           |       |            |               |               |
| Transportation Allowance          | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Landlord Contr Misc               | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Landlord Contr Furnace            | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Landlord Contr DHW                | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Client Contr (Any)                | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |
| Lead Safe Work                    | 1                                |          |     |  |         | 120                                |                                     |             |           |        |            |               |   | 120       |               |       |           |       |            |               |               |
| Unspecified/Other                 | 0                                |          |     |  |         | 0                                  |                                     |             |           |        |            |               |   | 0         |               |       |           |       |            |               |               |

<sup>1</sup> Estimates are based upon reduced usage of the furnace due to shell improvements

<sup>2</sup> Impacts from continuous exhaust fans required by ASHRAE 62.2. The winter impacts exceed summer because these also include heating season impacts for dwellings with electric heat.

<sup>3</sup> The total number of dwellings may exceed the number of measures installed in cases where the utility partially funds refrigeration measure replacements. The percentage of expenditures for each appliance is totaled to get the total number of measures installed.

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## APPENDIX A -- CLIENT CHARACTERISTICS

|   | 2008    | 2009    | 2010    | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>Household characteristics</b>            |         |         |         |         |         |         |         |         |         |         |
| Quarterly gross income                      | \$4,002 | \$4,190 | \$4,130 | \$4,344 | \$4,355 | \$4,286 | \$4,406 | \$4,600 | \$6,691 | \$9,414 |
| Average members                             | 2.8     | 2.8     | 2.9     | 2.9     | 2.8     | 2.7     | 2.7     | 2.7     | 2.7     | 2.7     |
| Percentage of households with:              |         |         |         |         |         |         |         |         |         |         |
| Elderly                                     | 31.5    | 34.2    | 24.0    | 29.1    | 29.4    | 30.8    | 28.9    | 31.3    | 34.4    | 35.5    |
| Handicapped                                 | 42.7    | 35.7    | 25.4    | 32.9    | 30.1    | 32.6    | 31.3    | 30.6    | 34.1    | 33.4    |
| Young children                              | 21.5    | 21.5    | 18.6    | 25.2    | 21.9    | 20.1    | 22.4    | 19.4    | 17.4    | 20.7    |
| <b>Housing type (%)</b>                     |         |         |         |         |         |         |         |         |         |         |
| Single family home                          | 87.7    | 87.9    | 82.6    | 89.6    | 87.3    | 84.8    | 87.4    | 88.4    | 88.1    | 89.1    |
| Mobile home                                 | 7.5     | 9.9     | 7.6     | 10.0    | 10.2    | 11.9    | 10.6    | 8.6     | 7.9     | 7.2     |
| Duplex                                      | 0.1     | 0.3     | 0.3     | 0.1     | 0.7     | 3.2     | 1.9     | 2.8     | 3.9     | 3.6     |
| Three+ unit apartment                       | 1.3     | 1.0     | 6.8     | 0.3     | 1.8     | 0.1     | 0.1     | 0.2     | 0.1     | 0.2     |
| Rent a room                                 | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| Unknown/other                               | 3.5     | 1.0     | 2.6     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     | 0.0     |
| <b>Heating system type (%)</b>              |         |         |         |         |         |         |         |         |         |         |
| Natural gas                                 | 85.8    | 85.6    | 82.7    | 81.0    | 80.8    | 80.3    | 84.2    | 86.7    | 85.4    | 84.1    |
| Propane                                     | 10.1    | 9.3     | 11.9    | 12.9    | 13.3    | 12.3    | 9.2     | 8.1     | 8.6     | 8.3     |
| Fuel oil                                    | 0.7     | 0.3     | 0.8     | 0.8     | 0.8     | 0.9     | 0.2     | 0.1     | 0.5     | 1.1     |
| Electricity                                 | 3.3     | 4.7     | 4.5     | 5.4     | 5.1     | 6.4     | 6.4     | 5.2     | 5.5     | 6.4     |
| Other                                       | 0.1     | 0.1     | 0.0     | 0.0     | 0.0     | 0.2     | 0.0     | 0.0     | 0.0     | 0.2     |
| <b>Air conditioning type (%)</b>            |         |         |         |         |         |         |         |         |         |         |
| Central                                     | 52.5    | 55.3    | 54.1    | 58.7    | 57.3    | 60.2    | 63.6    | 62.0    | 62.6    | 64.9    |
| Room  | 34.6    | 32.5    | 31.4    | 27.8    | 30.4    | 29.4    | 26.3    | 29.5    | 28.0    | 27.3    |
| None or Missing Data                        | 12.8    | 12.2    | 14.5    | 13.6    | 12.3    | 10.4    | 10.1    | 8.5     | 9.4     | 7.8     |
| <b>Blower door readings (average cfm50)</b> |         |         |         |         |         |         |         |         |         |         |
| Pre   | 3,608   | 3,374   | 3,281   | 3,294   | 3,454   | 3,281   | 3,437   | 3,429   | 3,420   | 3,447   |
| Post  | 2,215   | 2,120   | 2,040   | 2,054   | 2,139   | 2,053   | 2,100   | 2,148   | 2,565   | 2,160   |

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## APPENDIX B –FIGURE DATA

Figure 1.1 First Year Energy Savings (therms) – Program

|                               | 2008    | 2009    | 2010    | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Heating System Work           | 114,444 | 173,277 | 286,866 | 286,414 | 192,441 | 102,711 | 116,295 | 113,515 | 107,412 | 89,404  |
| Infiltration Reduction        | 26,915  | 37,383  | 54,194  | 59,030  | 35,991  | 24,403  | 24,864  | 22,482  | 20,948  | 16,743  |
| Insulation                    | 225,799 | 307,272 | 480,401 | 494,564 | 333,793 | 197,200 | 197,846 | 184,203 | 148,756 | 123,312 |
| Light/Water Heat/Other Utilit | 7,229   | 11,235  | 17,070  | 16,057  | 9,698   | 7,726   | 6,002   | 6,062   | 4,403   | 3,874   |
| Water Heater Replacement      | 17,880  | 22,830  | 44,509  | 54,904  | 32,819  | 25,296  | 28,290  | 33,942  | 29,679  | 23,656  |
| Whole House Ventilation       |         |         |         |         |         |         |         | -2,392  | -4,936  | -4,269  |

Figure 1.2 First Year Energy Savings (kWh) – Program

|                               | 2008      | 2009      | 2010      | 2011      | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    |
|-------------------------------|-----------|-----------|-----------|-----------|---------|---------|---------|---------|---------|---------|
| Heating System Work           | 2,159     | 3,693     | 6,770     | 8,324     | 4,975   | 3,937   | 186,516 | 201,190 | 185,546 | 159,209 |
| Infiltration Reduction        | 53,435    | 81,711    | 146,544   | 150,295   | 59,937  | 39,935  | 46,035  | 32,037  | 41,401  | 42,306  |
| Insulation                    | 690,330   | 1,101,156 | 1,779,971 | 1,811,722 | 759,702 | 466,832 | 466,307 | 358,537 | 446,239 | 470,351 |
| Light/Water Heat/Other Utilit | 1,195,736 | 1,799,651 | 2,589,000 | 2,734,566 | 947,748 | 596,538 | 567,195 | 572,018 | 371,009 | 369,048 |
| Water Heater Replacement      | 9,621     | 9,359     | 15,535    | 19,171    | 7,824   | 12,343  | 14,023  | 15,089  | 17,269  | 15,857  |
| Whole House Ventilation       |           |           |           |           |         |         |         | -24,538 | -59,517 | -70,405 |

Figure 1.3 Overall Program Expenditures

|                               | 2008      | 2009      | 2010       | 2011       | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      |
|-------------------------------|-----------|-----------|------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Heating System Work           | 2,575,473 | 3,699,209 | 6,943,168  | 8,182,168  | 5,189,193 | 3,123,974 | 3,465,461 | 3,376,066 | 3,390,913 | 2,747,745 |
| Infiltration Reduction        | 725,427   | 1,139,440 | 2,142,574  | 2,357,653  | 1,476,133 | 1,002,359 | 1,041,087 | 1,005,719 | 1,182,412 | 1,045,485 |
| Insulation                    | 3,848,467 | 6,258,426 | 10,920,427 | 12,616,772 | 7,584,763 | 4,317,731 | 4,509,492 | 4,279,518 | 4,188,388 | 3,440,858 |
| Light/Water Heat/Other Utilit | 611,081   | 838,645   | 1,198,884  | 1,233,806  | 720,138   | 424,488   | 356,538   | 327,532   | 328,738   | 241,252   |
| Other                         | 771,670   | 1,416,454 | 3,151,309  | 2,584,355  | 1,988,982 | 1,752,150 | 1,700,878 | 2,151,835 | 1,982,511 | 1,558,300 |
| Repair                        | 930,825   | 1,476,901 | 2,348,113  | 2,405,336  | 1,491,583 | 1,039,839 | 971,976   | 785,187   | 930,041   | 828,300   |
| Support                       | 3,550,464 | 5,626,121 | 9,459,046  | 8,932,316  | 5,818,840 | 4,656,124 | 4,864,035 | 4,756,716 | 5,302,237 | 4,570,198 |
| Water Heater Replacement      | 521,733   | 777,795   | 1,673,951  | 2,426,666  | 1,527,656 | 1,034,375 | 1,316,775 | 1,562,901 | 1,579,574 | 1,289,234 |
| Whole House Ventilation       |           |           |            | 687,151    | 648,556   | 367,224   | 488,871   | 368,924   | 1,018,951 | 898,996   |

Figure 1.4 Average Program Expenditures per Housing Unit

|                           | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014   | 2015   | 2016   | 2017   |
|---------------------------|-------|-------|-------|-------|-------|-------|--------|--------|--------|--------|
| Heating System Work       | 1,400 | 1,370 | 1,640 | 1,800 | 1,750 | 1,690 | 2,080  | 2,230  | 2,302  | 2,189  |
| Infiltration Reduction    | 390   | 420   | 480   | 520   | 500   | 540   | 620    | 660    | 803    | 833    |
| Insulation                | 2,090 | 2,320 | 2,420 | 2,780 | 2,550 | 2,330 | 2,710  | 2,830  | 2,843  | 2,742  |
| Light/Water Heat/Other Ut | 400   | 310   | 270   | 270   | 240   | 230   | 210    | 220    | 223    | 192    |
| Other                     | 350   | 520   | 600   | 690   | 670   | 950   | 1,020  | 1,420  | 1,346  | 1,242  |
| Repair                    | 500   | 550   | 520   | 530   | 500   | 560   | 580    | 520    | 631    | 660    |
| Support                   | 1,920 | 2,080 | 2,100 | 1,970 | 1,960 | 2,520 | 2,920  | 3,140  | 3,600  | 3,642  |
| Water Heater Repl         | 280   | 290   | 370   | 540   | 510   | 560   | 790    | 1,030  | 1,072  | 1,027  |
| Whole House Ventilation   |       |       |       | 150   | 220   | 200   | 290    | 240    | 692    | 716    |
|                           | 7,336 | 7,864 | 8,392 | 9,258 | 8,901 | 9,577 | 11,227 | 12,295 | 13,512 | 13,255 |

Figure 1.6 First Year Client Fuel Cost Savings (Nominal Dollars)

|                           | 2008    | 2009    | 2010    | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    |
|---------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Whole House Ventilation   |         |         |         |         |         |         |         | -5,593  | -12,094 | -13,169 |
| Heating System Work       | 162,531 | 194,435 | 347,960 | 371,197 | 227,712 | 121,871 | 129,924 | 123,290 | 114,855 | 107,911 |
| Infiltration Reduction    | 42,514  | 50,567  | 79,880  | 84,236  | 43,906  | 29,920  | 28,584  | 23,482  | 23,425  | 21,220  |
| Insulation                | 372,028 | 438,803 | 731,293 | 759,964 | 424,194 | 256,624 | 234,798 | 199,673 | 183,128 | 174,531 |
| Light/Water Heat/Other Ut | 110,391 | 164,826 | 264,515 | 280,880 | 103,539 | 66,702  | 63,990  | 67,400  | 45,384  | 46,038  |
| Water Heater Replacement  | 28,086  | 26,646  | 49,095  | 63,944  | 37,826  | 29,556  | 31,404  | 35,593  | 31,142  | 27,027  |

Figure 1.8 First Year Energy Savings (therms) – Utility only

|                               | 2008    | 2009    | 2010    | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017   |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|--------|
| Heating System Work           | 68,807  | 67,873  | 77,401  | 111,218 | 67,910  | 60,813  | 70,795  | 67,323  | 69,667  | 58,964 |
| Infiltration Reduction        |         | 3,350   | 4,425   | 10,340  | 5,358   | 5,129   | 5,467   | 4,923   | 4,784   | 5,275  |
| Insulation                    | 161,451 | 147,574 | 123,140 | 207,156 | 131,917 | 131,486 | 132,525 | 119,370 | 102,315 | 93,879 |
| Light/Water Heat/Other Utilit | 4,680   | 5,107   | 4,134   | 6,809   | 4,029   | 4,604   | 3,911   | 3,852   | 2,809   | 2,838  |
| Water Heater Replacement      | 7,333   | 7,808   | 10,499  | 25,346  | 13,943  | 15,335  | 15,826  | 18,230  | 17,885  | 16,361 |

Figure 1.9 First Year Energy Savings (kWh) – Utility only

|                               | 2008    | 2009    | 2010    | 2011    | 2012    | 2013    | 2014    | 2015    | 2016    | 2017    |
|-------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Heating System Work           |         | 832     | 536     | 3,286   | 417     | 224     | 64,339  | 66,083  | 71,506  | 66,476  |
| Infiltration Reduction        | 13      | 7,456   | 11,035  | 18,659  | 7,535   | 6,267   | 9,268   | 8,069   | 8,430   | 12,372  |
| Insulation                    | 465,814 | 491,564 | 497,304 | 613,470 | 264,752 | 237,590 | 282,915 | 212,946 | 283,722 | 321,895 |
| Light/Water Heat/Other Utilit | 720,681 | 705,236 | 704,991 | 922,461 | 347,294 | 336,976 | 344,858 | 350,640 | 218,339 | 251,166 |
| Water Heater Replacement      | 3,727   | 5,779   | 8,485   | 11,516  | 4,774   | 3,587   | 5,753   | 6,780   | 9,119   | 9,580   |

Figure 1.10 Utility Expenditures

|                               | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Heating System Work           | 1,099,188 | 1,052,918 | 1,207,970 | 2,082,247 | 1,176,515 | 1,200,207 | 1,557,590 | 1,520,693 | 1,594,196 | 1,379,543 |
| Infiltration Reduction        | 29        | 72,138    | 142,164   | 288,225   | 173,869   | 172,746   | 198,737   | 204,838   | 212,265   | 273,962   |
| Insulation                    | 2,238,735 | 2,417,435 | 2,285,914 | 3,753,358 | 2,295,748 | 2,306,634 | 2,528,094 | 2,353,124 | 2,422,997 | 2,190,461 |
| Light/Water Heat/Other Utilit | 327,658   | 291,378   | 296,528   | 375,480   | 249,184   | 227,782   | 200,560   | 188,571   | 180,770   | 160,696   |
| Other                         | 63,409    | 51,664    | 60,862    | 128,109   | 72,842    | 62,892    | 107,646   | 124,082   | 147,766   | 176,289   |
| Repair                        | 170,974   | 163,350   | 104,189   | 157,260   | 96,832    | 104,157   | 129,832   | 121,538   | 123,880   | 168,145   |
| Support                       | 463,990   | 495,431   | 458,520   | 706,131   | 420,502   | 466,296   | 564,572   | 523,448   | 602,760   | 585,371   |
| Water Heater Replacement      | 161,764   | 193,094   | 272,140   | 702,797   | 414,525   | 481,837   | 597,828   | 762,163   | 849,809   | 815,113   |