



# CITY OF COLUMBIA, MISSOURI

WATER AND LIGHT DEPARTMENT  
COLUMBIA TERMINAL RAILROAD

## MEMORANDUM

**TO:** Tad A. Johnsen, Director of Water and Light

**FROM:** Jim Windsor, Manager of Rates & Fiscal Planning

**DATE:** December 20, 2012

**SUBJECT:** Demand Side Management (DSM) Comparative Data – FY13

The following table shows FY13 activity for major DSM programs compared to the activity during the prior two fiscal years. The total number of loans through November was the same as FY12, although the dollar amount is down. Total value of rebates is also close to the FY12 level. Both loan and rebate amounts are down significantly from FY11.

### Loans, Evaluations, Incentives and Rebates October-November YTD Comparison

Status of programs for October-November	FY13 YTD	FY12 YTD	FY11 YTD
All New Loans	25	25	54
Dollar Value of All Loans	\$201,508	\$227,720	\$524,567
Average Value of All Loans	\$8,060	\$9,109	\$9,714
Number HPwES Loans	24	25	53
Dollar Value HPwES Loans	\$197,929	\$227,720	\$508,706
Average Value of HPwES Loans	\$8,247	\$9,109	\$9,598
Number Commercial Loans	1	0	1
Dollar Value Commercial Loans	\$3,579	\$0	\$15,861
Average Value of Commercial Loans	\$3,579	\$0	\$15,861
Dollar Value Paid Back into the Loan Fund	\$329,816	\$239,331	\$161,136
Loans in Process	(\$147,068)	(\$188,884)	(\$247,858)
Current Available Funds To Loan	\$666,983	\$325,067	\$463,617
Current Outstanding Loan Amount	\$5,049,401	\$5,054,983	\$4,602,008
Number of Outstanding Loans	768	694	583
Loans at Least Two Months Delinquent	40	36	31
Delinquent Loans Being Paid	10	13	6
Value of Delinquent Loans	\$280,633	\$222,973	\$167,757
Loans in Bankruptcy	5	4	4
Bankruptcy Loans Being Paid	0	1	2
Value of Loans in Bankruptcy	\$33,123	\$27,832	\$21,441
Loans in Write-Off	11	11	5
Write-Off Loans Being Paid	0	0	0
Value of Write-Off Loans	\$40,562	\$40,562	\$14,304
Total Loans At Risk	56	51	40
At Risk Loans Being Paid	10	14	8
Total Value of At Risk Loans	\$354,318	\$291,366	\$203,502
Percentage of Outstanding Loans At Risk	7.0%	5.8%	4.4%
Number HPwES Pre Eval	113	212	190
Number HPwES Post Eval	100	125	156
Number Initial Audit Incentives	107	156	150
Dollar Value Initial Audit Incentives	\$10,700	\$15,600	\$15,000
Number Final Audit Incentives	96	116	117
Dollar Value Final Audit Incentives	\$29,700	\$36,570	\$42,400



Status of programs for October-November	FY13 YTD	FY12 YTD	FY11 YTD
Number HPwES Heat Pump Rebates	16	24	25
Dollar Value HPwES Heat Pump Rebates	\$3,200	\$4,800	\$5,000
Average Value of HPwES Heat Pump Rebates	\$200	\$200	\$200
Number HPwES Rebates	90	115	111
Dollar Value HPwES Rebates	\$48,546	\$57,021	\$61,612
Average Value of HPwES Rebates	\$539	\$496	\$555
Number Non HPwES Rebates	53	44	66
Dollar Value Non HPwES Rebates	\$15,000	\$14,625	\$24,475
Average Value of Non HPwES Rebates	\$283	\$332	\$371
Number Commercial SEER Rebates	2	1	0
Dollar Value Commercial SEER Rebates	\$2,675	\$570	\$0
Average Value of Commercial SEER Rebates	\$1,338	\$570	\$0
Number Commercial Lighting Rebates	6	8	6
Dollar Value Commercial Lighting Rebates	\$23,880	\$13,211	\$16,509
Average Value of Commercial Lighting Rebates	\$3,980	\$1,651	\$2,752
Number New Home Energy Star Rebates	0	0	1
Dollar Value New Home Energy Star Rebates	\$0	\$0	\$1,000
Number Solar Electric System Rebates	1	1	0
Dollar Value Solar Electric System Rebates	\$720	\$1,050	\$0
Number Solar Water Heater Rebates	1	0	0
Dollar Value Solar Water Heater Rebates	\$800	\$0	\$0
Total Dollar Value All Rebates and Incentives	\$132,021	\$138,647	\$160,996
Customer Investment with Loan Program	\$175,832	\$307,357	\$378,699
Customer Investment without Loan Program	\$568,170	\$443,558	\$512,129

