



# 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:** March 27, 2013

**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 February has decreased from FY12. Total value of rebates is below the FY12 level. Both loan and rebate amounts are down significantly from FY11.

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

Status of programs for October-February	FY13 YTD	FY12 YTD	FY11 YTD
All New Loans	68	77	112
Dollar Value of All Loans	\$587,308	\$754,871	\$1,043,830
Average Value of All Loans	\$8,637	\$9,804	\$9,320
Number HPwES Loans	66	73	111
Dollar Value HPwES Loans	\$568,763	\$670,083	\$1,027,969
Average Value of HPwES Loans	\$8,618	\$9,179	\$9,261
Number Commercial Loans	2	4	1
Dollar Value Commercial Loans	\$18,545	\$84,788	\$15,861
Average Value of Commercial Loans	\$9,273	\$21,197	\$15,861
Dollar Value Paid Back into the Loan Fund	\$743,167	\$601,035	\$475,792
Loans in Process	(\$40,984)	(\$176,532)	(\$82,585)
Current Available Funds To Loan	\$697,437	\$195,020	\$490,625
Current Outstanding Loan Amount	\$5,040,785	\$5,204,306	\$4,837,777
Number of Outstanding Loans	789	716	635
Loans at Least Two Months Delinquent	39	42	37
Delinquent Loans Being Paid	10	13	15
Value of Delinquent Loans	\$252,970	\$272,426	\$199,079
Loans in Bankruptcy	5	4	4
Bankruptcy Loans Being Paid	0	0	2
Value of Loans in Bankruptcy	\$33,123	\$27,832	\$21,049
Loans in Write-Off	10	11	5
Write-Off Loans Being Paid	0	0	0
Value of Write-Off Loans	\$38,848	\$40,562	\$14,304
Total Loans At Risk	54	57	46
At Risk Loans Being Paid	10	13	17
Total Value of At Risk Loans	\$324,941	\$340,819	\$234,432
Percentage of Outstanding Loans At Risk	6.4%	6.5%	4.8%
Number HPwES Pre Eval	329	394	465
Number HPwES Post Eval	333	365	470
Number Initial Audit Incentives	308	398	488
Dollar Value Initial Audit Incentives	\$30,800	\$39,800	\$48,800
Number Final Audit Incentives	270	369	488
Dollar Value Final Audit Incentives	\$83,330	\$119,840	\$176,400

Status of programs for October-February	FY13 YTD	FY12 YTD	FY11 YTD
Number HPwES Heat Pump Rebates	32	62	75
Dollar Value HPwES Heat Pump Rebates	\$6,250	\$12,400	\$15,000
Average Value of HPwES Heat Pump Rebates	\$195	\$200	\$200
Number HPwES Rebates	282	317	374
Dollar Value HPwES Rebates	\$156,480	\$167,709	\$205,787
Average Value of HPwES Rebates	\$555	\$529	\$550
Number Non HPwES Rebates	105	132	215
Dollar Value Non HPwES Rebates	\$35,375	\$51,125	\$75,175
Average Value of Non HPwES Rebates	\$337	\$387	\$350
Number Commercial SEER Rebates	3	4	0
Dollar Value Commercial SEER Rebates	\$3,902	\$6,725	\$0
Average Value of Commercial SEER Rebates	\$1,301	\$1,681	\$0
Number Commercial Lighting Rebates	21	20	17
Dollar Value Commercial Lighting Rebates	\$46,176	\$77,249	\$63,727
Average Value of Commercial Lighting Rebates	\$2,199	\$3,862	\$3,749
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	4	2	0
Dollar Value Solar Electric System Rebates	\$4,530	\$3,580	\$0
Number Solar Water Heater Rebates	3	0	0
Dollar Value Solar Water Heater Rebates	\$2,400	\$0	\$0
Total Dollar Value All Rebates and Incentives	\$362,993	\$466,028	\$570,889
Customer Investment with Loan Program	\$670,252	\$808,011	\$1,289,437
Customer Investment without Loan Program	\$1,424,751	\$1,301,462	\$1,644,699

