

MEMORANDUM

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

FROM: Jim Windsor, Manager of Rates & Fiscal Planning

DATE: April 12, 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. While total number of loans through March, was slightly ahead of FY12, the total loan value is down. Total value of rebates is below the FY12 level. Both loan and rebate amounts are down significantly from FY11. Loan payback is up significantly from prior years.

Loans, Evaluations, Incentives and Rebates October-March YTD Comparison

Status of programs for October-March	FY13 YTD	FY12 YTD	FY11 YTD
All New Loans	88	84	129
Dollar Value of All Loans	\$765,874	\$829,561	\$1,197,868
Average Value of All Loans	\$8,703	\$9,876	\$9,286
Number HPwES Loans	86	80	128
Dollar Value HPwES Loans	\$747,329	\$744,773	\$1,182,007
Average Value of HPwES Loans	\$8,690	\$9,310	\$9,234
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	\$902,285	\$682,074	\$579,767
Loans in Process	(\$65,731)	(\$74,690)	(\$134,089)
Current Available Funds To Loan	\$665,386	\$201,369	\$460,510
Current Outstanding Loan Amount	\$5,082,070	\$5,202,716	\$4,873,473
Number of Outstanding Loans	804	720	644
Loans at Least Two Months Delinquent	43	33	32
Delinquent Loans Being Paid	11	7	9
Value of Delinquent Loans	\$314,265	\$204,437	\$176,333
Loans in Bankruptcy	5	5	4
Bankruptcy Loans Being Paid	0	0	2
Value of Loans in Bankruptcy	\$33,123	\$33,123	\$20,845
Loans in Write-Off	10	11	5
Write-Off Loans Being Paid	0	0	0
Value of Write-Off Loans	\$38,848	\$40,568	\$14,304
Total Loans At Risk	58	49	41
At Risk Loans Being Paid	11	7	11
Total Value of At Risk Loans	\$386,235	\$278,128	\$211,482
Percentage of Outstanding Loans At Risk	7.6%	5.3%	4.3%
Number HPwES Pre Eval	361	457	557
Number HPwES Post Eval	358	407	558
Number Initial Audit Incentives	389	443	561
Dollar Value Initial Audit Incentives	\$38,900	\$44,300	\$56,100
Number Final Audit Incentives	366	425	562
Dollar Value Final Audit Incentives	\$110,030	\$141,080	\$203,700

Status of programs for October-March	FY13 YTD	FY12 YTD	FY11 YTD
Number HPwES Heat Pump Rebates	40	70	84
Dollar Value HPwES Heat Pump Rebates	\$7,850	\$14,000	\$16,800
Average Value of HPwES Heat Pump Rebates	\$196	\$200	\$200
Number HPwES Rebates	346	381	507
Dollar Value HPwES Rebates	\$213,542	\$224,771	\$292,748
Average Value of HPwES Rebates	\$617	\$590	\$577
Number Non HPwES Rebates	140	167	240
Dollar Value Non HPwES Rebates	\$45,975	\$61,725	\$83,475
Average Value of Non HPwES Rebates	\$328	\$370	\$348
Number Commercial SEER Rebates	4	5	1
Dollar Value Commercial SEER Rebates	\$5,402	\$8,225	\$12,890
Average Value of Commercial SEER Rebates	\$1,351	\$1,645	\$12,890
Number Commercial Lighting Rebates	28	27	23
Dollar Value Commercial Lighting Rebates	\$56,970	\$88,043	\$71,083
Average Value of Commercial Lighting Rebates	\$2,035	\$3,261	\$3,091
Number New Home Energy Star Rebates	1	1	1
Dollar Value New Home Energy Star Rebates	\$1,000	\$1,000	\$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	\$478,749	\$572,724	\$720,996
Customer Investment with Loan Program	\$741,733	\$898,277	\$1,421,905
Customer Investment without Loan Program	\$1,900,247	\$1,638,131	\$2,058,267

