

Appendix A

Research Planning and Modification

The scope of work for the 2010-12 Custom Impact Evaluation was augmented several times during the course of the evaluation. The evaluation plan and subsequent adjustments are reported in the Custom Impact WO033 Evaluation Plan and the five addenda to that research plan.¹

This appendix briefly summarizes the major adjustments that were made to the WO033 plan during the course of the evaluation. Principal adjustments include changes to the population of projects assigned to WO033, changes to evaluation scope in terms of the number of sample points targeted, and changes to the overall budget and the per-unit M&V and LRA costs.

A.1 Changes to the WO033 Population of Projects

An initial sample frame was selected for the WO033 evaluation activities. In the course of the evaluation, additional tracking system records were incorporated within the WO033 population. Since the focus of the WO033 evaluation is non-deemed measures and since other work orders generally had not planned to address the evaluation of non-deemed records that fall within a given work order population, it was subsequently decided to re-map appropriate non-deemed records to WO033. The following work orders had non-deemed records that were re-mapped to WO033:

- WO32, Residential and Small Commercial HVAC Evaluation
- WO34, Business Consumer Electronic and Plug Load Evaluation
- WO42, Other Nonresidential Evaluation²

The resulting change to the WO033 population size, in terms of total savings, was small, with increases by savings metrics (kWh, kW, therms) well below 5 percent.

¹ <http://www.energydataweb.com/cpucFiles/pdaDocs/814/WO33%20Research%20Plan%20Final%2012%2029.pdf>

² WO042 was intended to cover claims not captured in other work orders, but was determined to not be needed and was never executed.

A.2 Changes to the WO033 Scope and Budget

The scope of the effort for the WO033 project changed several times throughout the project, as summarized next.

The original research plan-based sample sizes for the BD and AD periods, segmented by each type of sample point, are shown in Table A-1 below.

Table A-1: Original Research Plan-Based Sample Sizes for WO033

Impact Evaluation Component	Before-Decision	After-Decision**	TOTAL
M&V Points (GRR, LRA, and NTG)	200	400	600
Lower Rigor Points (Qualitative + NTG)	100	200	300
Incremental NTG-Only Points	480	480	960
TOTAL*	780	1,080	1,860

* All points incorporated NTG evaluation in addition to gross impact evaluation efforts.

** Some after-decision M&V points include pre-installation data collection performed under WO002.

The first adjustments to sample sizes for the BD and AD periods are shown in Table A-2 below.

Table A-2: First Adjustment to Sample Sizes for WO033

Impact Evaluation Component	Before-Decision	After-Decision**	TOTAL
M&V Points (Gross Realization-Rates + NTG)	200	400	600
Lower Rigor Points (Qualitative + NTG)	100	0	100
Incremental NTG-Only Points	480	680	1,160
TOTAL*	780	1,080	1,860

* All points incorporated NTG evaluation in addition to gross impact evaluation efforts.

** Some after-decision M&V points included pre-installation data collection performed under WO002.

The scope for lower rigor points was removed from the AD period in this first adjustment to the sample. The reason for this was to free-up funds for the M&V points, thereby affording a greater level of rigor for those efforts. The evaluation plan at this stage attempted to maintain the original M&V and NTG sample sizes; for NTG using a higher (than originally planned) number of NTG-only points in the AD period. At this stage 125 M&V points were targeted as overlapping points – those already addressed and affected by the WO002 ex-ante review processes and procedures. The remaining 275 M&V points were to be selected using stratified random sampling from the non-overlapping portion of the population of projects.

However, the evaluation team eventually chose to reduce the number of AD period M&V and NTG-only points for a number of reasons, as discussed in more detail below. The second set of adjustments to sample sizes for the AD period, as well as the resulting totals, is shown in Table A-3 below.

Table A-3: Second Adjustment to Sample Sizes for WO033

Impact Evaluation Component	Before-Decision	After-Decision**	Total
M&V Points (Gross Realization-Rates + NTG)	200	250	450
Lower Rigor Points (Qualitative + NTG)	100	0	100
Incremental NTG-Only Points	480	530	1,010
Total*	780	780	1,560

*All points incorporated NTG evaluation in addition to gross impact evaluation efforts.

**Some after-decision M&V points included pre-installation data collection performed under WO002.

This second scope adjustment included a 150 point reduction in the number of M&V points targeted. This consisted of 75 points that are stand-alone WO033 points that do not overlap with WO002 efforts (i.e., 275 M&V points reduced to 200 M&V points), plus an estimated reduction of 75 points in overlapping WO002/WO033 points (125 points reduced to 50 points). The number of non-overlapping M&V points was reduced due to the desire to provide high quality results in a timely fashion for earlier feedback to the IOUs and the public. The anticipated number of overlapping points (representing a census of overlapping points) was reduced, as it was hypothesized that the number of sampled WO033 projects (by the end of 2012) that overlap with WO002 would be much lower than originally planned. The number of NTG points was reduced by 300 points. The expected sampling precision was adjusted in response to these sample size reductions. Along with this reduction in sample size the evaluation also incorporated an increased effort per M&V point in an effort to increase the rigor of each ex-post gross impact result.

Ultimately the number of expected NTG-only points was further reduced. The main reason for this was a significant number of customers that had multiple projects, which resulted in customer fatigue and limited the availability of untouched customers in the sample frame. Furthermore, the total number of targeted points was considered to be more than adequate to meet all project objectives and yield results with acceptable confidence and precision levels. The final targeted sample sizes for both the BD and AD periods, and the resulting totals, for each type of sample point is shown in Table A-4 below.

Table A-4: Final Sample Sizes for WO033 Impact-Related Effort

Impact Evaluation Component	Before-Decision	After-Decision	TOTAL
M&V Points (Gross Realization Rates + NTG) ³	200	200	400
Overlapping M&V Points (GRR + NTG)	0	50	50
Lower Rigor Points (Qualitative + NTG)	100	0	100
Incremental NTG-Only Points	480	350	830
TOTAL*	780	600	1,380

* All points incorporated NTG evaluation in addition to gross impact evaluation efforts.

The resulting number of targeted NTG-only points, at 1,380, while reduced, still represents a very large net impact effort in the challenging heterogeneous custom area, with capability to support results at a somewhat detailed program level.

The number of targeted gross impact M&V points and associated scope per point represents an aggressive and significant ex-post gross impact evaluation, and was expected to yield an acceptable level of statistical confidence and accuracy.

³ Both BD and AD M&V points included LRAs, the qualitative portion associated with the Lower Rigor points.

Appendix B

Sample Disposition

An array of segmentation strategies are applied when presenting results from this custom impact evaluation. This appendix summarizes the sample disposition by segment, for the M&V, LRA and NTG samples. Table B-1 presents the number of completed sample points by segment for an array of segments. Completes are organized by:

- IOU,
- IOU-fuel and
- IOU-program or IOU-program group, and
- Cross-IOU grouping.

Some rows are repeated since programs or program groups are able to contribute to more than one organization of the segments.

Table B-1 reflects the actual distribution of completes by segment. The targeted design is discussed in Chapter 3. Gross impact M&V points were targeted as follows: PG&E electric, 100; PG&E gas, 80; SCE electric, 100; SDG&E electric, 60; and SDG&E/SCE gas, 60. A total of 1380 net impact points and 500 LRA points were also targeted. Net impact and LRA points resulted from the randomly selected M&V points; additional NTG and LRA points were randomly selected to obtain a minimum of 25 points at that level for NTG efforts and 8 points for LRA efforts at a program or program grouping level. Programs and program groups are shown in the chapters and appendices detailing those efforts.

Table B-1: WO033 Custom Impact Sample Disposition

Organization of Segments	M&V Count	NTG Count	LRA Count	M&V %	NTG %	LRA %
IOU						
PGE	230	788	252	46.5%	56.8%	47.0%
SCE	100	367	139	20.2%	26.4%	25.9%
SCG	86	74	64	12.5%	5.3%	11.9%
SDGE	79	159	81	20.8%	11.5%	15.1%
All IOUs	495	1,388	536	100.0%	100.0%	100.0%
IOU-Fuel						
PG&E Electric	139	558	155	25.9%	34.2%	28.9%
PG&E Gas	91	230	80	17.6%	8.6%	14.9%
PG&E (Electric and Gas)	0	0	17	0.0%	12.7%	3.2%
SCE Electric	100	367	139	23.3%	27.5%	25.9%
SDG&E/SCG Gas	88	108	72	16.2%	6.7%	13.4%
SDG&E Electric	77	125	73	17.1%	8.1%	13.6%
SDG&E (Electric and Gas)	0	0	0	0.0%	0.0%	0.0%

Table B-1: WO033 Custom Impact Sample Disposition (continued)

Organization of Segments	M&V Count	NTG Count	LRA Count	M&V %	NTG %	LRA %
Programs and Program Groups						
PG&E Program Groups						
PG&E Other 3P*	28	76	28	5.7%	5.5%	5.2%
PGE21011 (Core)	51	126	37	10.3%	9.1%	6.9%
PGE21021 (Core)	35	71	36	7.1%	5.1%	6.7%
PGE21031 (Core)	21	95	19	4.2%	6.8%	3.5%
PGE21035 (Core)	5	55	12	1.0%	4.0%	2.2%
PG&E New Construction*	13	26	13	2.6%	1.9%	2.4%
EE Services Oil Production	18	46	20	3.6%	3.3%	3.7%
Heavy Industry EE Program	7	39	12	1.4%	2.8%	2.2%
Refinery EE Program	12	14	14	2.4%	1.0%	2.6%
RCx	2	20	10	0.4%	1.4%	1.9%
PG&E "Energy Watch" + Rightlights Program*	11	90	14	2.2%	6.5%	2.6%
PG&E UC/CSU*	19	59	18	3.8%	4.3%	3.4%
PG&E CCC*	7	50	13	1.4%	3.6%	2.4%
SCE Program Groups						
SCE Other 3P*	17	54	25	3.4%	3.9%	4.7%
SCE-SW-002B (Core)	16	59	18	3.2%	4.3%	3.4%
SCE-SW-003B (Core)	22	39	20	4.4%	2.8%	3.7%
SCE-SW-004B (Core)	13	64	15	2.6%	4.6%	2.8%
SCE New Construction*	19	38	22	3.8%	2.7%	4.1%
SCE LG*	4	57	10	0.8%	4.1%	1.9%
SCE UC/CSU*	3	32	12	0.6%	2.3%	2.2%
SCE CCC*	5	19	11	1.0%	1.4%	2.1%
SCG Program Groups						
SCG Core*	62	72	62	123.5%	6.0%	11.6%
SCG 3P*	0	2	0	0.0%	0.2%	0.0%
SCG New Construction*	0	0	2	0.0%	0.0%	0.4%
SDG&E Program Groups						
SDG&E Core*	29	65	31	5.9%	4.7%	5.8%
SDGE New Construction*	26	17	19	5.3%	1.2%	3.5%
SDGE BID	48	77	29	9.7%	5.5%	5.4%

Table B-1: WO033 Custom Impact Sample Disposition (continued)

Organization of Segments	M&V Count	NTG Count	LRA Count	M&V %	NTG %	LRA %
Statewide Program Groups (SCE/PGE)						
State Department of Corrections*	1	10	4	0.2%	0.7%	0.7%
State Department of General Services*	1	16	10	0.2%	1.2%	1.9%
Core/Non-Core						
PG&E Core	107	292	104	21.6%	21.0%	19.4%
PG&E Non-Core	123	496	148	24.8%	35.7%	27.6%
SCE Core	51	162	53	10.3%	11.7%	9.9%
SCE Non-Core	49	205	86	9.9%	14.8%	16.0%
SCG Core*	62	72	62	12.5%	5.2%	11.6%
SCG Non-Core	0	2	2	0.0%	0.1%	0.4%
SDG&E Core*	29	65	31	5.9%	4.7%	5.8%
SDG&E Non-Core	74	94	50	14.9%	6.8%	9.3%
New Construction						
PG&E New Construction*	13	26	13	2.6%	1.9%	2.4%
SCE New Construction*	19	38	22	3.8%	2.7%	4.1%
SCG New Construction*	0	0	2	0.0%	0.0%	0.4%
SDGE New Construction*	26	17	19	5.3%	1.2%	3.5%
State Programs						
PG&E UC/CSU*	19	59	18	3.8%	4.3%	3.4%
SCE UC/CSU*	3	32	12	0.6%	2.3%	2.2%
PG&E CCC*	7	50	13	1.4%	3.6%	2.4%
SCE CCC*	5	19	11	1.0%	1.4%	2.1%
All UC/CSU	22	91	30	4.4%	6.6%	5.6%
All CCC	12	69	24	2.4%	5.0%	4.5%
State Department of Corrections*	1	10	4	0.2%	0.7%	0.7%
State Department of General Services*	1	16	10	0.2%	1.2%	1.9%
SGP	36	186	68	7.3%	13.4%	12.7%
Local Government Partnerships						
PG&E "Energy Watch" + Rightlights Program*	11	90	14	2.2%	6.5%	2.6%
SCE LG*	4	57	10	0.8%	4.1%	1.9%
Third Party Programs						
PG&E Other 3P*	28	76	28	5.7%	5.5%	5.2%
SCE Other 3P*	17	54	25	3.4%	3.9%	4.7%
SCG 3P*	0	2	0	0.0%	0.1%	0.0%
* This program group appears in more than one organization of the segments.						

Appendix C.

Additional Information on Gross Impact Results

C.1 Contents

This Appendix covers a number of areas of additional interest related to the gross impact analysis and results, and includes the following subsections.

- Domain-specific gross realization rates by time period
- Project-specific gross impact results
- Frequency of M&V points by number of tracking records
- Additional discrepancy factors
- Summary of selected projects and associated discrepancies
- Description of projects classified as extreme points
- Coordination and overlap with the ex-ante review process (WO002)Assessment of EUL claims
- Data requests for detailed project documentation
- Final site report template
- Approach for determining gross baselines

C.2 Domain-Specific Gross Realization Rates by Time Period

The tables shown in this section display both:

- changes in performance in the first two years of the evaluation cycle (2010 / 2011) and 2012, and
- differences between the lifecycle (LC) and the first year (FY) gross realization rates.

The evaluation investigated the premise that Decision D.11-07-030 in July 2011 would affect the quality and accuracy of gross savings claims and that this would manifest in higher gross realization rates. This decision, which mandated IOU conformance with dual baselines and ex-ante review was not fully implemented immediately however, and the evaluation team ultimately

decided it was best to compare 2012 projects to 2010 and 2011 projects. The BD and AD1 (2010-2011) period projects were lumped together, and compared to AD2 plus AD3 projects (2012).¹ As demonstrated in the tables in this section, only minor changes can be observed between aggregate-level 2012 gross realization rates (GRRs) versus 2010-11 projects, with the exception of SDG&E/SCG gas, where the GRR increased from 0.50 to 0.91 between these two periods. Examination of the 90 percent confidence interval indicates that this SDG&E/SCG gas difference is statistically significant. SDG&E and SCG appear to have become more conservative with regard to inputs in savings calculations and effective useful life (EUL) claims. Note also that, when extreme points are included, there is no statistical difference between these periods.

The tables in this section also compare gross realization rates for the lifecycle of the project (lifecycle ex-post savings / lifecycle ex-ante savings) to first year realization rates. Results are presented by IOU fuel domain, excluding eight 'extreme' projects removed from the PG&E electric and SDGE/SCG gas IOU fuel domains. The results in the tables primarily consist of lifecycle GRRs; the first year GRRs are only shown in the last row of each table.

Project GRRs that are most impacted by differences between LC and FY include projects where EULs for any record have changed or early replacement projects where the evaluation team estimated a remaining useful life for the existing/removed equipment or used the standard default of one-third of the EUL. In all projects sampled for M&V, IOU early retirement (ER) claims did not incorporate remaining useful life (RUL)/EUL savings estimation, which continues to be a practice that the IOUs should change, considering the requirements of D. 11-07-030.² It is important to note that large, statistically significant differences do not generally exist between LC and FY GRR results; however, LC results do tend to be somewhat lower than FY results. However, the most significant change was the change for SDG&E electric kWh, which increased from the first year GRR of 0.46 to 0.64 when considering lifecycle realization rates. Nonetheless, the reasons behind the general trend of somewhat lower LC GRR results include the following:

- Most baseline adjustments had an equivalent effect on GRR values for both LC and FY estimates. The reason for this is that several scenarios played out frequently in the sample for which this is the case.

¹ The initial design sought to differentiate the 'before-decision' (BD) and 'after-decision' (AD) periods, with the BD period defined as all of 2010 and Q1 / Q2 2011, and the AD period defined as Q3 / Q4 2011 (AD1) and all of 2012 (consisting of the AD2 period of Q1/ Q2 2012 and the AD3 period of Q3 / Q4 2012). However, these analysis periods were later adjusted by calendar year to reflect the actual start of the full execution of EAR activities in January 2012.

² The application paperwork and IOU tracking systems do not record project-, record- or measure-level RUL.

- IOU ER claims were commonly rejected by the evaluation team in favor of normal replacement retrofit treatment, involving a single ex-post baseline throughout the EUL. Since the IOUs also claim a single baseline throughout the EUL, even for ER claims, then FY and LC GRRs are not changed significantly unless dual baselines are very different and short RULs are common.
- Where there is agreement between the IOUs and the evaluation team regarding baseline treatment -- such as normal replacement (replace on burnout), add-on measure, new construction and so forth -- then FY and LC GRRs are normally equal when considering baseline treatment alone.
- The most common scenario in which differences emerge between LC and FY GRR estimates, due to baseline consideration alone, are cases in which the evaluation team applied a dual baseline (with RUL/EUL estimation) for ER projects. In such cases the resulting LC GRRs will tend to be lower than FY estimates because ex-post savings estimates are lower during the second EUL -RUL period, which typically uses a more efficient baseline. The evaluated EULs were often not different from claimed EULs. When differences were noted between claimed and evaluation EULs, there was not a clear trend of increases or decreases. However, the net difference after accounting for all changes was that the average evaluation EUL was somewhat lower than the average claimed EUL. This pushed LC GRRs lower compared with FY results.

Table C-1: PG&E kWh GRRs by Period, and LC versus FY (Extreme Points Removed)

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	0.87	0.91	0.63
2	0.60	0.56	0.68
3	0.44	0.41	0.49
4	0.68	0.73	0.62
5	0.78	0.62	0.96
LC Weighted GRR	0.67	0.64	0.68
90 Percent CI	0.58 to 0.751	0.546 to 0.739	0.56 to 0.797
Relative Precision	0.13	0.15	0.17
n M&V Completes	135	90	45
N Sampling Units	6,994	4,706	2,288
ER	0.92	0.87	0.72
First Year GRR	0.68	0.65	0.75

Table C-2: PG&E kW GRRs by Period, LC versus FY (Extreme Points Removed)

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	0.98	1.04	0.42
2	0.53	0.48	0.58
3	0.46	0.41	0.57
4	0.39	0.40	0.38
5	0.45	0.30	0.69
LC Weighted GRR	0.52	0.47	0.55
90 Percent CI	0.414 to 0.616	0.361 to 0.585	0.375 to 0.729
Relative Precision	0.20	0.24	0.32
n M&V Completes	115	77	38
N Sampling Units	6,248	4,210	2,038
ER	1.29	1.27	1.21
First Year GRR	0.58	0.50	0.70

Table C-3: PG&E Gas GRRs by Period, LC versus FY

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	0.97	0.97	NA*
2			NA*
3	0.63	0.58	0.78
4	0.64	0.61	0.76
5	0.52	0.67	0.33
LC Weighted GRR	0.67	0.72	0.63
90 Percent CI	0.612 to 0.738	0.658 to 0.786	0.48 to 0.779
Relative Precision	0.09	0.09	0.24
n M&V Completes	91	64	27
N Sampling Units	1,270	859	411
ER	0.56	0.45	0.78
First Year GRR	0.70	0.75	0.60

* No projects were completed and/or available in strata 1 and 2.

As expected and explained above, PG&E lifecycle GRRs for the 2010-2012 period are somewhat lower than first year GRRs for kW, kWh, and therms.

Although not statistically significant, PG&E electric results generally indicate a small improvement in GRR in 2012 compared with the 2010-2011 period. PG&E gas results by time

period are inconclusive due to a lack of 2012 projects evaluated in strata 1 and 2, a smaller 2012 sample size, and widely variable strata-level results both within and across time periods.

Table C-4: SCE kWh GRRs by Period, LC versus FY

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	0.33	0.36	0.19
2	0.62	0.54	1.06
3	0.90	1.00	0.75
4	0.63	0.61	0.67
5	0.58	0.50	0.76
LC Weighted GRR	0.61	0.60	0.64
90 Percent CI	0.506 to 0.708	0.448 to 0.747	0.472 to 0.8
Relative Precision	0.17	0.25	0.26
n M&V Completes	100	70	30
N Sampling Units	3,052	1,737	1,315
ER	1.03	1.30	0.87
First Year GRR	0.60	0.58	0.63

Table C-5: SCE kW GRRs by Period, LC versus FY

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	0.33	0.36	0.16
2	0.63	0.57	1.00
3	1.05	1.22	0.84
4	0.49	0.49	0.50
5	0.46	0.58	0.12
LC Weighted GRR	0.57	0.63	0.41
90 Percent CI	0.466 to 0.671	0.476 to 0.787	0.247 to 0.565
Relative Precision	0.18	0.25	0.39
n M&V Completes	94	66	28
N Sampling Units	2,748	1,578	1,170
ER	1.08	1.24	1.27
First Year GRR	0.61	0.67	0.42

The SCE lifecycle GRRs for the 2010-2012 period are very similar to the first year GRRs, with the LC kW results being somewhat lower, as expected, when compared with FY results, but the kWh results demonstrating the opposite trend. Closer inspection reveals that LC kWh results increased slightly relative to FY results because of seven individual projects where the ex-post EUL was found to be longer than that listed in the ex-ante analysis. Five of the seven were in the New Construction program. In many of the cases the listed EUL for controls and other HVAC measures was less than DEER 2008. Although not statistically significant, SCE electric kWh results generally indicate a small improvement in 2012 compared with the 2010-2011 period, and the ER improved considerably, perhaps due to some points with extreme GRRs in the pre-2012 period, while SCE electric kW results show a substantial drop in 2012 and no major change in ER. SCE results by time period are inconclusive due to directional differences between kWh and kW results, a smaller 2012 sample size, and widely variable strata-level results both within and across time periods.

Table C-6: SDGE kWh GRRs by Period, LC versus FY

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	0.65	0.81	0.33
2	0.76	0.63	1.07
3	0.39	0.62	0.02
4	0.82	0.50	1.53
5	0.49	0.41	0.65
LC Weighted GRR	0.64	0.60	0.78
90 Percent CI	0.521 to 0.751	0.498 to 0.709	0.543 to 1.021
Relative Precision	0.18	0.18	0.31
n M&V Completes	77	50	27
N Sampling Units	1,469	615	854
ER	0.99	0.79	0.98
First Year GRR	0.46	0.47	0.47

Table C-7: SDGE kW GRRs by Period, LC versus FY

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	1.08	1.29	0.53
2	0.68	0.61	0.85
3	0.48	0.91	0.09
4	0.69	0.36	1.97
5	1.22	0.22	3.07
LC Weighted GRR	0.82	0.69	1.43
90 Percent CI	0.464 to 1.172	0.48 to 0.89	0.774 to 2.077
Relative Precision	0.43	0.30	0.46
n M&V Completes	59	40	19
N Sampling Units	790	469	321
ER	2.10	1.20	1.24
First Year GRR	0.84	0.62	1.68

For SDG&E electric kWh, the lifecycle GRRs for the 2010-2012 period are considerably higher than the first year GRRs, while electric kW LC GRRs are just slightly greater in the first 2010-2011 period only. Approximately half of the ex-post EULs were higher than the ex-ante EULs (most evident in new construction projects), which caused the lifecycle kWh GRR to be higher. SDG&E electric results by time period are inconclusive due to significant differences between kWh and kW results (and contributing sample sizes), a smaller 2012 sample size, and widely variable strata-level results both within and across time periods.

Table C-8: SDGE/SCG Gas GRRs by Period, LC versus FY (Extreme Points Removed)

Sampling Strata	Overall 2010-2012	Effective BD Period 2010-2011	Effective AD Period 2012
1	0.49	0.51	NA*
2			0.29
3	0.70	0.75	0.33
4	0.63	0.54	0.89
5	0.62	0.65	0.58
LC Weighted GRR	0.58	0.49	0.74
90 Percent CI	0.501 to 0.664	0.416 to 0.568	0.542 to 0.94
Relative Precision	0.14	0.15	0.27
n M&V Completes	84	58	26
N Sampling Units	1,077	444	633
ER	0.80	0.76	0.85
First Year GRR	0.64	0.56	0.76

* No projects were completed and/or available in strata 1.

Both SDGE and SCG gas projects had under-estimated EULs, but not enough to counteract other factors such as evaluation use of RUL/EUL estimation. After removing extreme points, the lifecycle GRR for the 2010-2012 period is somewhat smaller than the first year GRR.

SDG&E/SCG gas results by time period are inconclusive due to a lack of 2012 projects evaluated in strata 1, a smaller 2012 sample size, and variable strata-level results both within and across time periods.

C.3 Project-Specific Gross Impact Results

Table C-9 presents gross impact results for each M&V sample point. This table includes project identifiers, a brief measure and facility description, sampling strata, ex ante savings claims, the primary reason that ex-post results differ from ex-ante, gross impact realization rates for first year savings as well as lifecycle (LC) savings, a lower rigor assessment score,³ and the net-to-gross ratio (NTGR).

³ The project LRA score ranges from -3 to 3 and reflects the average of subjective ratings in the three categories examined in the LRA. A score of -3 would reflect poor treatment of all issue areas and 3 would reflect good treatment of all areas. LRA efforts are fully described in Chapter 7 and Appendix E.

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E001	6061640	TAA0008194	Waste Heat Boiler, VFDs, and Motors / Refinery	1(g)	77	1,019,881	10,205,170	Operating Conditions	1.00	1.00	1.00	1.00	0.98	0.98	1.23	0.28
E002	5029826	2K09016091	Heat Exchanger in CRU Process / Refinery	2(g)			4,310,537	Operating Conditions					0.99	0.99	0.47	-
E003	5184780	2K08009486	Heat Reuse / Refinery	2(g)			3,321,543	Operating Conditions					0.91	0.91	0.83	0.48
E004	4401648	2K08009019	Steam to Electric Pump / Refinery	3(g)			3,253,989	Inappropriate Baseline					-0.03	-0.03	1.23	0.71
E005	5033179	NC0088735	HVAC Controls / Data Center	1(e)	1284	13,964,043	0	Operating Conditions	0.57	0.76	0.49	0.65			1.93	-
E006	5033047	2K10042682	Furnace Coating / Refinery	3(g)			2,588,024	Operating Conditions					0.99	0.53	0.30	0.59
E007	4646889	2K09027855	Bleaching Process Improvement / Chemical Manufacturer	3(g)			2,241,513	Operating Conditions					0.43	0.43	-0.90	0.87
E009	4569894	TAA0006395	VSDs, Piping Conversion, Low Pressure Systems / Gas Wellfield	1(e)	99	7460254		Inappropriate Baseline	0.00	0.00					1.20	0.60
E010	5077594	2K09020022	Hot - Cold Aisle Airflow Configuration / Data Center	1(e)	718	6,288,204		Inappropriate Baseline	0.44	0.44	0.44	0.44			0.57	0.77
E011	6061930	TAA0008203	Automate Steam Flow / Refinery	3(g)			1,040,884	Operating Conditions					0.84	0.91	0.00	0.80
E012	6050405	TAA0008165	Pressure Recovery Bypass / Refinery	1(e)	568	4,838,485		Calculation Method	1.01	1.01	0.98	0.98			0.00	0.87
E013	5191860	TAA0007266	Controls to Process Electric Heating / Manufacturer	4(g)			900,251	Operating Conditions					1.50	1.50	0.10	0.73
E014	5930530	2K10043800	Heat Recovery - Direct Feed / Refinery	4(g)			835,026	Operating Conditions					0.00	0.00	1.07	0.86
E015	5011349	2K10032673	Steam Leak Repair / Refinery	4(g)			825,413	Operating Conditions					0.69	0.69	0.17	0.77
E016	4324516	NC0057293	NC: Insulation, Heat Curtains, EE Boilers / Greenhouse	4(g)	80	372,568	678,817	Inappropriate Baseline	0.07	0.04	0.03	0.02	0.45	0.27	1.00	0.58

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E017	4626714	2K09013224	POCs / Oilfield	1(e)	690	6,591,550		Operating Conditions	0.58	0.58	0.63	0.63			0.43	0.00
E019	4337870	NC0055313	Aeration, DO control, VSDs, Pumps / WWTP	1(e)	624	4,977,794		Operating Conditions	0.58	0.58	0.58	0.58			0.87	0.30
E020	4643702	TAA0006573	Optimize Process (and VSDs/motors) / Refinery	4(g)	37	439,818	462,008	Inappropriate Baseline	0.81	0.81	0.55	0.55	1.02	1.02	-0.33	0.28
E021	4296131	NC0086654	Whole Building / Healthcare Facility	4(g)	4	1,389,499	352,362	Equipment Specifications	1.40	1.31	78.11	73.23	0.06	0.05	0.33	0.41
E023	4819351	NC0066753	Methane Recovery from Wastewater / Winery	4(g)	46	392,316	443,902	Inappropriate Baseline	1.04	1.04	0.84	0.84	0.70	0.94	-0.37	0.68
E024	4585678	TAA0006466	New Aerators, VFD Blowers and SCADA System / WWTP	1(e)	519	4,544,688		Operating Conditions	0.80	0.27	0.80	0.27			-0.13	0.33
E025	4348453	TAA0005777	Bypass Flow to Reduce Pumping / Oilfield	1(e)	528	4,535,997		Operating Conditions	1.18	1.18	1.18	1.18			1.27	0.37
E027	4383909	2K08009499	Improved Convection Section / Refinery	4(g)			434,452	Operating Conditions					1.12	1.12	1.27	0.49
E028	4556619	TAA0006372	Improve Concentration Process / Refinery	4(g)			433,231	Operating Conditions					0.84	0.56	0.47	0.72
E030	5158577	STPB000007	Steam Traps / Refinery	4(g)			418,994	Calculation Method					0.91	0.91	-0.07	0.60
E031	5544494	NC0046731	New Motors, Pumps, Increased Pipe Size / Water Agency	1(e)	672	3,869,879		Operating Conditions	0.22	0.22	0.14	0.14			0.13	-
E032	5145156	NC0072373	New Sulfur Recovery Unit and Reactor / Refinery	4(g)			392,618	Calculation Method					1.24	1.24	1.43	0.53
E033	5547490	2K10044323	Increase Pipe Diameter / Refinery	4(g)			391,749	Operating Conditions					0.53	0.53	0.87	0.80
E034	4374283	NC0051396	POCs on New Wells / Oil Wellfield	1(e)	404	3,542,350		Operating Conditions	0.74	0.74	0.74	0.74			1.00	0.00
E036	5199669	STPB000010	Steam Traps / Refinery	4(g)			315,120	Calculation Method					0.91	0.91	0.53	-
E037	5623220	TAA0007621	Chillers & Cooling System Replacement / Manufacturer	2(e)	162	2,889,001		Operating Conditions	0.72	0.24	2.71	0.90			1.00	0.61

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E038	4969628	NC0075773	New Greenhouse (Envelope Measures) / Nursery	4(g)			293,395	Calculation Method					1.09	0.72	1.00	0.33
E039	5327884	2K0917760C	Monitoring Based Commissioning (MBCx) / University	4(g)			288,355	Calculation Method					0.33	0.38	0.53	0.72
E040	4516269	2K10033514	Cooling Tower and Cooler Replacement / LPG Refinery	2(e)	317	2,634,793		Calculation Method	0.87	0.87	-0.13	-0.13			0.33	-
E041	5308149	TAA0007421	Compressed Air Modifications / Manufacturer	2(e)	306	2,569,728		Operating Conditions	0.01	0.01	0.01	0.01			0.43	0.72
E044	5045753	TAA0007016	VSDs on Pumps & Fans / Oil Wellfield	2(e)	278	2,389,038		Calculation Method	0.40	0.40	0.39	0.39			1.07	0.50
E045	5205481	2K08008267	POCs / Oil Wellfield	2(e)	218	2,109,227		Operating Conditions	0.53	0.53	0.55	0.55			0.63	0.00
E046	4425319	2K09016467	HVAC Retrofit / Biotech Facility	2(e)	209	1,847,623	26,779	Operating Conditions	0.99	0.99	1.08	1.08	0.87	0.74	1.60	-
E048	5317967	2K0811394C	Boiler Retrofit / Transportation Facility	4(g)			208,345	Operating Conditions					0.03	0.03	1.77	-
E049	4299783	2K09014272	Comprehensive Refrigeration Upgrades / Agricultural Processing Facility	2(e)	241	1,934,563		Calculation Method	0.94	0.94	0.00	0.00				0.68
E050	5308423	TAA0007397	Replace Blanchers / Food processor	4(g)			196,030	No Significant Discrepancies					1.00	1.00	1.13	-
E052	5972116	TAA0008053	VSDs on New Injection Pumps / Oil Wellfield	2(e)	173	1,488,091		Operating Conditions	0.92	0.92	0.92	0.92			1.00	0.62
E053	4764602	2K0701163C	MBCx / University	2(e)	144	1,355,232	8,498	Operating Conditions	0.70	0.27	0.76	0.29	6.53	2.51	-0.17	0.73
E054	4909119	NC0057936	VFD, EE Blowers, DO Control, Motors / WWTP	2(e)	144	1,360,163		Inappropriate Baseline	0.35	0.30	0.39	0.35			0.37	0.33
E055	4612027	TAA0006515	Gas Lift to Rod Beam Pumps / Oil Wellfield	3(e)	142	1,317,347		Operating Conditions	0.70	0.34	0.74	0.36			1.17	0.46
E056	5562130	2K10043908	Downsize Pump / Refinery	3(e)	143	1249133		Operating Conditions	0.00	0.00	0.00	0.00			1.43	0.88

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E057	5023824	NC0079314	New VSD Air Compressors / Gas Wellfield	3(e)	142	1245697		Inappropriate Baseline	0.00	0.00	0.00	0.00			-0.17	-
E058	4569895	TAA0006395	New POCs / Oil Wellfield	3(e)	115	1,084,355		Operating Conditions	0.11	0.09	0.12	0.10			0.87	0.17
E059	5553670	TAA0007536	Variable Speed Drive on Submersible Pumps / Oil Wellfield	3(e)	116	1,001,971		Inappropriate Baseline	-1.40	-1.40	-1.40	-1.40			0.13	-
E060	5928993	NC0068713	New Construction / Greenhouse	5(g)			100,833	Operating Conditions					0.95	0.84	1.00	0.33
E064	4294536	TAA0005598	HVAC Retrofit, New Exhaust and Ventilation / Factory	5(g)			88,931	Operating Conditions					0.89	1.33	0.53	0.70
E065	5787531	TAA0007802	VSDs on Pumps & Fans / Oil Wellfield	3(e)	101	864,380		Operating Conditions	0.25	0.25	0.32	0.32			0.87	0.00
E066	5562100	2K1042120C	New Pool Cover with Automatic Reel / Community Pool	5(g)			82,683	Inappropriate Baseline					0.39	0.39	1.60	0.45
E068	5078812	2K09019225	Refrigeration Controls / Warehouse	3(e)		647,100		No Significant Discrepancies	1.00	1.00					1.10	0.40
E069	5308808	2K0917749C	MBCx / University Laboratories and Offices	3(e)	163	580,266	6,250	Calculation Method	1.13	0.43	2.46	0.95	0.15	0.06	1.10	0.72
E071	5176161	TAA0007215	POCs and HE Motors/ Oil Wellfield	3(e)	58	586,738		Operating Conditions	0.13	0.11	0.15	0.13			0.50	0.17
E072	4725007	NC0103353	HVAC Controls-Motors-Pipe Increase / Data Center	3(e)	27	582,508		Operating Conditions	0.30	0.30	0.72	0.72			0.50	-
E076	4298226	2K09019432	New Boilers / County Offices	4(e)	20	197895	22,735	Operating Conditions	0.00	0.00	0.00	0.00	0.55	0.55	0.70	-
E077	4896827	2K09028266	Server Virtualization / Data Center	4(e)	47	407,517		Equipment Specifications	0.99	0.16	0.99	0.16			0.37	0.22
E079	4765915	2K09020878	Constant to Variable Speed Chiller / Large Office	4(e)	62	309,324		Operating Conditions	1.55	1.55	0.89	0.89			1.77	-
E080	4471609	NC0071193	Whole Building / Community College	4(e)	259	310,491	-1,192	Equipment Specifications	0.75	0.71	0.07	0.07			1.07	0.28
E081	4588416	2K10035510	CO Sensors on Garage Fans / Office and Apartments	4(e)	45	298,335		Inappropriate Baseline	0.42	0.39	0.43	0.39			0.53	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E082	4288482	APC009346	Rehabilitate Well Pump / Farm	4(e)	21	261,940		Operating Conditions	0.70	0.23	0.98	0.33			0.30	-
E084	4508631	2K08008206	New AHU, Packaged Units, VAV Conversion-, Retrocommissioning / Large Offices	4(e)		236607		Ineligible Measure	0.00	0.00					1.63	-
E085	4440942	NC0094413	Whole Building / Office Building	4(e)	83	194,512	4,185	Operating Conditions	1.46	1.27	0.55	0.48	0.38	0.33	1.77	-
E086	4581670	NC0107597	Whole Building / University	5(g)	-6	55,432	18,030	Operating Conditions	0.55	0.48	-1.05	-0.92	0.21	0.18	1.07	0.50
E087	4466871	APC009682	Rehabilitate Pumps / Municipal Water Agency	4(e)	25	220,366		Operating Conditions	2.19	2.19	2.63	2.63			0.83	0.25
E089	5045757	TAA0007017	Ozone Laundry Modification / Hotel	5(g)			22,051	Operating Conditions					0.12	0.12	0.20	0.83
E091	4657853	NC0046709	Whole Building /University	5(g)	278	119,590	8,937	Operating Conditions	-1.14	-0.99	-0.15	-0.13	1.52	1.33	1.20	0.30
E092	5318601	TAA0007440	Boiler Economizer & Change Operation / Manufacturer	5(g)			19,590	Ineligible Measure					0.19	0.49	0.10	0.53
E093	4453768	2K10033486	VSDs on Evap Fans / Refrigerated Storage	4(e)	21	186,610		Operating Conditions	2.54	2.54	2.01	2.01			0.70	0.33
E096	4449630	NC0051818	Whole Building / Primary School	5(g)	98	119,124	2,410	Operating Conditions	0.64	0.54	0.19	0.16	0.34	0.28	1.23	-
E097	4861846	NC0108553	VSD on Water Pumps / Farm	5(e)	68	129,344		Operating Conditions	0.67	0.67	0.80	0.80			0.53	-
E098	4282665	2K10030471	EE Boiler and VFD / Office Building	5(g)		38,564	7,728	Inappropriate Baseline	0.90	0.90			0.67	0.67	1.57	0.47
E100	6041278	2K0916265C	MBCx / University	5(e)	2	20,288	6,649	Calculation Method	0.74	0.28	0.00	0.00	0.73	0.28	-0.03	0.67
E103	4522064	NC0049673	Savings By Design / Community College	5(g)	42	52,617	2,078	Measure Count	0.44	0.48	0.34	0.37	0.36	0.39	1.07	0.59
E105	5134189	TAA0007082	Steam Condensate Heat Recovery / Food Manufacturer	5(g)			3,480	Operating Conditions					0.88	0.66	1.20	0.40
E106	4969029	2K09022364	Controls on Hot Water Pump / Office Building	5(e)	4	31,767		Operating Conditions	0.84	0.84	0.94	0.94			0.90	0.38

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E107	5082550	TAB0007050	ECM Motors / Small Convenience Store	5(e)	2	28,750		Calculation Method	0.41	0.44	0.47	0.50			-0.07	0.52
E109	4390304	TAA0005887	ECM Motors and Fan Controller / Convenience Store	5(e)	2	23,291		Calculation Method	0.32	0.31	0.39	0.38			-0.40	-
E111	4470558	TAA0006139	ECM motors and Controllers / Grocery	5(e)	2	14,551		Measure Count	0.52	0.53	0.58	0.60			1.07	-
E113	5294949	2K10033761	HVAC EMS / Retail Store	5(g)	1	9,527	179	Inappropriate Baseline	1.17	1.17	-0.19	-0.19	5.23	5.23	0.70	0.35
E115	4422717	2K08011686	HVAC EMS / Retail Store	5(g)	1	7,735	173	Inappropriate Baseline	1.20	1.20	1.70	1.70	2.19	2.19	1.07	0.35
E116	5046026	TAA0007020	ECM motors / Small Convenience Store	5(e)	1	9,359		Calculation Method	0.41	0.41	0.50	0.50			0.80	-
E118	4347697	2K08011657	HVAC EMS / Retail Store	5(g)	2	7,497	28	Inappropriate Baseline	1.57	1.57	0.97	0.97	-0.93	-0.93	1.47	0.35
E119	5294953	2K10033761	HVAC EMS / Retail Store	5(g)	1	4,868	123	Inappropriate Baseline	1.99	1.99	1.09	1.09	0.16	0.16	1.63	0.35
E121	4351735	2K08011653	HVAC EMS / Retail Store	5(g)	1	4,214	50	Calculation Method	2.70	2.70	0.26	0.26	9.72	9.72	1.63	0.35
E122	5548894	TAB0007520	ECM Evaporator Fan Motors & Controller / Assisted Living Facility	5(e)		3,567		Calculation Method	0.53	0.51					-0.57	-
E123	4384154	2K09028337	Compressed Air Controller & Pressure Reduction / Winery	5(e)		2566		Inappropriate Baseline	0.00	0.00					0.47	0.64
E124	4765067	2K10033776	Remotely Monitored and Controlled Thermostat / Retail	5(e)		2,422		Operating Conditions	2.69	2.69					1.77	-
E200	6458706	TAA0008739	New Gas Pipeline to Gas Compressors / Gas Wellfield	1(e)	0	7162455	0	Inappropriate Baseline	0.00	0.00					-0.73	-
E201	4880555	2K10039962	HVAC Controls EMS / Dept of Corrections Facility	1(e)	138	4,787,322	0	Calculation Method	1.22	1.22	3.08	3.08			1.30	0.73
E202	5605253	NC0079073	Process Pumping VSDs and Modifications / Industrial Facility	1(e)	496	4,343,600	0	Operating Conditions	0.42	0.42	0.43	0.43			1.47	0.32
E203	4858624	2K09027827	HVAC Retrocommissioning / Manufacturing BioTech	1(e)	236	3,947,709	55,131	Operating Conditions	0.11	0.11	0.08	0.08	0.00	0.00	1.13	0.54

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E204	6471664	NC0095793	Major Renovation - HVAC / Data Center	1(e)	700	5,543,000	0	Inappropriate Baseline	2.56	6.39	2.12	5.30			1.57	0.75
E205	6559098	TAA0008881	VFDs on Pumps / Oil Wellfield	1(e)	431	3,701,952	0	Operating Conditions	0.23	0.23	0.23	0.23			-0.93	-
E208	5794010	NC0096933	New Construction - HVAC / Data Center	2(e)	559	2,965,150	0	Inappropriate Baseline	0.67	0.87	0.39	0.50			1.40	0.54
E209	6487074	2K11072468	EMS Controls / University	2(e)	0	2,936,705	269,303	Unquantified fuel impacts	0.09	0.09			0.95	0.95	-0.33	0.60
E210	3709542	2K09017363	HVAC Retrofit / University	2(e)		1,966,700	337,500	Operating Conditions	0.08	0.08			0.60	0.60	-0.03	0.70
E211	6269785	TAA0008401	VFDs on Pumps / Oil Wellfield	2(e)	169	1,447,150	0	Operating Conditions	0.35	0.35	0.34	0.34			0.20	0.27
E212	5597390	2K10044780	Refrigeration Controls / Manufacturer	2(e)	41	1,827,276	0	Operating Conditions	1.22	1.22	0.52	0.52			0.50	0.40
E216	6659455	TAA0009050	VFDs on Pumps / Oil Wellfield	3(e)	76	650,192	0	Operating Conditions	0.26	0.26	0.26	0.26			-0.20	-
E217	6715874	NC0076513	EE Motors and VFDs on Feedwater Pumps / Oil Wellfield	3(e)	92	805,833	0	Operating Conditions	1.03	1.03	1.03	1.03			0.20	0.61
E218	6324557	TAA0008567	VFDs and progressive Cavity Pump Modifications / Oil Wellfield+B163	3(e)	134	1,151,636	0	Calculation Method	0.49	0.49	0.49	0.49			-0.77	-
E219	5930537	2K11047544	Electric to Steam Pumps / Agricultural Processing	3(e)	438	1,050,969	544,619	Calculation Method	0.87	0.58	0.85	0.57	0.16	0.12	1.70	0.73
E220	5560539	2K11045092	Evap. Condenser Capacity Optimization / Cold Storage Warehouse	3(e)	40	1,103,565	0	Operating Conditions	0.73	0.58	3.22	2.62			0.97	-
E224	6722144	TAA0009186	Oil Well Pump Conversion / Oil Wellfield	4(e)	55	472,918	0	Calculation Method	0.35	0.35	0.29	0.29			-0.57	-
E225	4713094	2K10038550	Smart PDU at IT Lab / Data Center	4(e)	0	220,203	0	Equipment Specifications	0.72	0.55					0.77	0.54
E226	6267969	APC011064	Agricultural Pump Rehabilitation / Farm	4(e)	15	277,890	0	Operating Conditions	1.20	1.20	0.00	0.00			1.07	0.37
E227	5154322	2K08008682	HVAC Retrofit / Primary-Secondary School	4(e)		324,303		Operating Conditions	1.03	1.03					0.83	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E228	4298339	2K1030442C	VSDs on HVAC Pumps and Air Handlers / Convention Center	4(e)	0	202,379	0	Operating Conditions	0.08	0.08					0.73	-
E232	6344880	TAA0008601	ECM Motors and Fan Controller / Convenience Store	5(e)	3	28,254	0	Measure Count	0.42	0.42	0.51	0.51			-1.13	-
E233	6319557	2K11068579	Pump VFD and EE Motor / Farm	5(e)	34	42,717	0	Operating Conditions	0.65	0.65	0.11	0.11			1.10	-
E234	6382588	TAA0008711	ECM Motor / Small Retail Store	5(e)	0	2408	0	Inoperable Measure	0.00	0.00	0.00	0.00			-0.30	-
E235	6681715	TAA0009103	ECM Evap Fan Motors and Fan Controller / Small Grocery	5(e)	2	14,127	0	Calculation Method	0.68	0.68	0.83	0.83			-0.67	-
E236	4727143	NC0069193	Efficient Package Units and Air Handler with VSD /Natatorium	5(e)	11	23547	-142	Inoperable Measure	0.03	0.03	0.10	0.10			-0.33	-
E237	4442337	2K1035056C	EMS Controls Coding (MCBx) / University Gym	5(g)	0	8,433	11,450	Operating Conditions	-12.59	-2.91			0.77	0.30	-1.07	-
E240	5850453	2K09016916	Install New Heat Exchanger (Stack Economizer) / Manufacturer	3(g)	0	0	1,613,418	Calculation Method					0.95	0.95	0.73	0.70
E241	6466607	TAA0008759	Higher Efficiency Catalyst for Cogeneration Units / Refinery	3(g)	0	0	1,251,722	Operating Conditions					1.15	1.15	-0.27	0.70
E242	6457565	2K07000223	New Heat Exchanger / Refinery	3(g)	0	0	1,771,998	Operating Conditions					0.72	0.72	0.83	-
E243	5850431	2K09016918	Install New Heat Exchanger (Stack Economizer) / Manufacturer	3(g)	0	0	1,712,830	Operating Conditions					0.93	0.93	0.40	0.70
E244	6194958	TAA0008362	Furnace Convection Section Cleaning / Refinery	4(g)	0	0	972,446	Ineligible Measure					0.00	0.00	0.37	-
E245	6736163	TAA0009201	Waste Heat Recovery Steam Generator / Fiberglass Manufacturer	4(g)	0	0	233,685	Inappropriate Baseline					1.52	1.52	-0.37	-
E246	6346268	2K10044403	Retrocommissioning - Waste Heat Recovery / Water Processing Plant	4(g)	0	0	307,860	Ineligible Measure					0.00	0.00	-1.07	0.33
E247	6259862	STPB000020	Steam Traps / Beverage Manufacturer	4(g)	0	0	282,042	Calculation Method					0.52	0.52	-0.33	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E248	6278917	NC0072294	Piping Modifications / Refinery	4(g)	0	0	475,008	Operating Conditions					0.52	0.52	0.57	0.33
E252	6243158	2K11054719	Replace Blanchers / Fast Food Restaurant	5(g)	0	0	1,159	No Significant Discrepancies					1.00	0.20	0.67	0.46
E253	6265617	NC0113808	EE Griddle ./ Fast Food Restaurant	5(g)	0	0	2,518	Equipment Specifications					1.11	0.89	1.23	-
E255	4236527	NC0091373	New Whole Building Construction / Community College Outreach Facility	5(g)	27	45,559	213	Operating Conditions	0.66	0.60	0.59	0.53	3.03	2.74	1.60	-
E256	6243160	2K11054719	Replace Blanchers / Fast Food Restaurant	5(g)	0	0	392	No Significant Discrepancies					1.00	0.20	1.07	-
E301	6865006	TAA0009320	EE Blow Molder / Food Manufacturer	2(e)	708	2,520,686	0	Operating Conditions	0.73	0.55	1.00	0.75			0.77	0.05
E302	6794289	2K11073414	Install VFD on Refrigeration Compressor / Refrigerated Warehouse	2(e)	159	1,688,575	0	Operating Conditions	0.09	0.09	0.17	0.17			1.03	0.50
E303	5007995	NC0104033	Standalone Waterside Economizer / Data Center	2(e)	278	2,919,097	0	Inappropriate Baseline	0.91	0.90	-0.14	-0.57			-0.37	0.57
E304	7160952	TAA0009669	EMS Air Controls / Office	2(e)	250	1,439,025	8,730	Inappropriate Baseline	0.11	0.11	-0.05	-0.05	3.80	3.80	0.57	-
E305	7175779	TAA0009711	Compressed Air Distribution Optimization / Industrial Process	2(e)	278	2,433,415	0	Calculation Method	1.10	1.10	1.12	1.12			0.73	0.63
E306	7060195	TAA0009475	Install Rapid Close Doors / Manufacturer	3(e)	82	717,337	0	Operating Conditions	0.23	0.23	0.28	0.28			0.67	0.74
E307	7363909	TAA0009943	VFDs and Progressive Cavity Pump Modifications / Oil Wellfield	3(e)	79	677,893	0	Operating Conditions	0.70	0.70	0.70	0.70			-0.57	0.43
E308	6352042	2K09068578	Chilled Water Plant Retrofit / Large Office	3(e)	46	902,648	0	Operating Conditions	0.33	0.45	0.00	0.00			0.23	-
E309	5711733	NC0096153	Use Efficient Split Pass Configuration / Oil Wellfield	3(e)	84	695,880	0	Operating Conditions	0.65	0.65	0.63	0.63			-0.37	0.57
E310	6231746	NC0088734	NRNC / University	3(e)	177	775,643	-12,202	Operating Conditions	0.15	0.14	0.86	0.81			1.77	0.46

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E311	6994767	TAA0009385	Refrigeration Controls Retrofit / Refrigerated Warehouse	3(e)	93	649,218	0	Operating Conditions	1.06	0.47	0.21	-0.01			1.57	-
E312	7051193	TAA0009451	Guestroom Occupancy-based Thermostats / Hospitality	3(e)	75	625,687	2,524	Calculation Method	0.17	0.20	0.13	0.13	-0.97	-1.20	0.13	0.40
E319	5669494	2K10034952	SAT Reset / Large Office	4(e)	29	234,202	10,070	Calculation Method	1.32	1.12	0.98	1.01	1.91	1.36	0.90	-
E320	6853882	NC0116246	NRNC / Grocery	4(e)	33	205,269	0	Operating Conditions	1.31	1.44	1.66	1.81			1.77	-
E321	7231222	TAA0009761	Compressed Air Modifications / Manufacturer	4(e)	49	373,451	0	Calculation Method	0.28	0.28	0.29	0.29			0.33	0.41
E322	5041901	2K09028657	Garage Exhaust DCV / Large Office	4(e)	0	407,786	0	Equipment Specifications	0.77	0.72					0.17	0.50
E323	7131930	TAA0009613	Compressed Air Modifications / Manufacturer	4(e)	49	417,549	0	Operating Conditions	0.48	0.48	0.49	0.49			0.87	-
E324	6261711	NC0114306	New Insulation on Wine Tanks / Winery	4(e)	335	494,220	0	Inappropriate Baseline	0.36	0.36	0.16	0.16			0.33	0.67
E325	7363908	TAA0009943	VSD for Steam Generator Feedwater Pump and Fan / Oil Wellfield	4(e)	31	263,101	0	Operating Conditions	0.85	0.85	0.85	0.85			0.57	0.21
E332	7418278	2K09016800	MCBX Measures / Community College	5(g)	0	53,128	4,930	Equipment Specifications	0.90	0.69			1.00	0.77	1.03	-
E333	6446784	2K11054947	VAV Conversion / Large Office	5(g)	0	17665	3,298	Inappropriate Baseline	0.00	0.00			0.00	0.00	-0.93	-
E334	4714581	NC0105833	High Efficiency DX HVAC / Lab	5(g)	56	148,086	754	Operating Conditions	0.57	0.57	0.61	0.61	-15.84	-15.84	1.80	-
E336	7295090	TAA0009826	New Boiler and Steam System Retrofit, Pump VFDs / Paper Manufacturer	4(g)	4	27,500	201,580	Operating Conditions	0.67	0.90	0.68	0.90	0.79	0.79	-0.73	0.46
E337	7217489	TAA0009727	ECM on Evaporator Fans / Convenience Store	5(e)	0	2,633	0	Calculation Method	1.16	1.16	1.40	1.40			-0.90	-
E338	7105670	TAA0009558	ECM on Evaporator Fans / Convenience Store	5(e)	1	5,984	0	Calculation Method	0.99	0.99	1.10	1.10			-0.73	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E339	7212999	TAA0009718	New Cooling Towers, VFDs / Large Office Building	5(e)	19	83,840	0	Operating Conditions	1.75	2.63	0.72	1.08			1.13	-
E340	7217431	TAB0009727	ECM on Evaporator Fans / Convenience Store	5(e)	1	5,745	0	Calculation Method	0.79	0.79	0.91	0.91			-0.57	-
E341	7004346	TAA0009409	ECM on Evaporator Fans / Convenience Store	5(e)	0	3,949	0	Calculation Method	0.82	0.82	0.91	0.91			-0.70	-
E342	6794327	TAA0009259	ECM on Evaporator Fans / Convenience Store	5(e)	0	3,949	0	Operating Conditions	0.38	0.38	0.44	0.44			-1.10	0.51
E343	5617984	NC0088213	NRNC / Community College	5(g)	33	59,849	321	Operating Conditions	1.27	1.19	2.21	2.07	15.75	14.76	0.20	-
E348	7122157	STPA001625	Replace Steam Traps / Manufacturer	5(g)	0	0	15,835	Calculation Method					0.69	0.69	-0.17	-
E349	7395984	2K09020146	Gas Dehydrator / Food Processor	5(g)	0	0	4,176	Measure not installed					0.00	0.00	0.60	-
E350	5836939	2K1039898C	Replace Water Heater / Correctional Facility	5(g)	0	0	4,061	Operating Conditions					1.09	1.09	0.33	0.35
E351	6605886	2K1173080C	Pool Covers / University	5(g)	0	0	93,848	Inappropriate Baseline					0.00	0.00	-0.50	0.53
E352	7297552	TAA0009831	High Pressure Condensate Recovery System / Paper Manufacturer	4(g)	0	0	407,610	Inappropriate Baseline					0.94	0.94	-0.77	-
E401	PGE8407243	NC0108695	MODIFY PROCESS / Greenhouse	1(e)	-13	4,450,709	0	Inappropriate Baseline	0.89	0.89	1.02	1.02			1.23	0.42
E402	PGE6121129	2K11051183	HVAC VSDs and Controls / Office	1(e)	521	4,566,411	0	Operating Conditions	0.83	0.17	0.83	0.17			1.07	-
E404	PGE7528407	TAA0010116	Low Temperature Refrigeration / Food Processing Plant	1(e)	266	3,551,365	0	Operating Conditions	0.95	0.89	1.00	0.94			1.37	0.63
E408	PGE8368614	TAA0010609	Process Compressed Air Controls / Manufacturer	2(e)	256	2,243,458	0	Calculation Method	1.12	1.12	1.12	1.12			0.03	0.79
E409	PGE8196539	TAA0010357	Pump VFDs on New Steam Generators / Oil Wellfield	2(e)	238	1,870,201	0	Calculation Method	0.26	0.26	0.43	0.43			-0.20	-
E413	PGE8626485	2K09015331	Retrocommissioning Measures / High Tech Office	3(e)	32	611,801	21,958	Calculation Method	0.84	0.46	1.48	1.19	-0.25	-0.18	0.53	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E414	PGE8946109	NC0087173	NRNC / University	3(e)	133	594,122	131,818	Inappropriate Baseline	1.19	1.19	1.05	1.05	0.25	0.25	1.43	-
E419	PGE8562806	TAA0010810	Exhaust Fan VFD / Hospitality	4(e)	0	383,102	0	Operating Conditions	0.38	0.38					0.43	-
E420	PGE8458957	UAA0007125	Pump Rehabilitation / Farm	4(e)	32	240,868	0	Calculation Method	0.53	0.48	0.19	0.17			0.40	0.36
E425	PGE8416598	UAA0006971	Pump Rehabilitation / Farm	5(e)	1	15,384	0	Calculation Method	1.52	1.38	3.12	2.83			0.73	-
E426	PGE6117666	2K10035114	Retrocommissioning HVAC / Offices	5(e)	11	69,234	1,480	Operating Conditions	-0.94	-1.87	-2.10	-2.29	-0.36	-0.33	1.60	-
E430	PGE6719086	2K10044664	Process Heat Recovery with Crude Oil Heat Exchanger / Refinery	3(g)	0	0	2,330,718	Operating Conditions					1.12	1.12	1.73	-
E431	PGE7528407	TAA0010116	Efficient MVR Juice Evaporator / Agricultural Processor	4(g)	0	0	879,574	Operating Conditions					0.68	0.68	1.20	-
E432	PGE8946259	TAA0011050	MBCx / University	4(g)	0	408,915	199,118	Operating Conditions	1.86	0.72			0.20	0.08	0.90	-
E433	PGE8633954	TAA0011028	Steam Driven Power Traps and Equalization Line for Condensate Recovery / Refinery	4(g)	0	0	246,113	Operating Conditions					1.08	1.08	0.33	-
E434	PGE8945685	2K0917936C	HVAC: Economizer Addition, Pump VFDs, Retrocommissioning / Large Office	4(g)	369	1,846,674	261,147	Operating Conditions	0.85	0.79	0.89	1.04	0.99	1.92	1.97	-
E435	PGE8368614	TAA0010609	Heat Exchanger, Flash Tank, Steam Nozzle / Food Manufacturing	4(g)	-19	-30,878	527,741	Operating Conditions					0.27	0.27	0.07	0.64
E441	PGE8626485	2K09015331	Smart Thermostat Installation / Retail Store	5(g)	0	12803	54	Ineligible Measure	0.00	0.00			0.00	0.00	-0.33	0.43
E442	PGE8946109	NC0087173	New Efficient Blow Molding Machines & Cooling Tower VSDs / Beverage manufacturing	5(g)	0	0	70,652	Operating Conditions					0.83	0.83	1.57	-
E443	TAA0010738	TAA0010738	Fan Wall Units / Large Office	5(g)	69	151,868	46,796	Inappropriate Baseline	0.65	0.65	0.31	0.31	-0.06	-0.06	0.97	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
E444	PGE7436819	TAA0010066	Install EMS, VFDs, Smaller Fans, Three Way Valves / Health Care Offices	5(g)	0	37,700	2,130	Ineligible Measure	0.80	0.80			0.00	0.00	-0.50	0.59
E450	PGE6121129	2K11051183	Use Additional AGO and Reconfigure Cooling Circuit / Refinery	2(g)	0	0	2,722,520	Operating Conditions					0.48	0.48	1.23	-
F001	SCE2010_1120294		VSDs for Water Injection Pumps / Oil Wellfield	1(e)	1293	11324444		Operating Conditions	0.00	0.00	0.00	0.00			0.63	-
F002	SCE2010_1120249	SPCX-09-000354-03-17	Process MVR blower Fan VFD / Dairy	1(e)	1,050	9,193,590		Calculation Method	0.97	0.97	0.99	0.99			-0.33	0.52
F004	SCE2010_1120081		VFDs for Boiler Draft and Combustion Fans / Manufacturer	1(e)	871	7,630,769		Operating Conditions	0.26	0.26	0.26	0.26			1.23	-
F005	SCE2010_1138772	21143	VFDs and Process Measures (New Construction) / WWTP	1(e)	692	5,843,780		Operating Conditions	0.58	0.58	0.59	0.59			0.87	0.44
F006	SCE2010_1138744	19002	New IMM and Blow Molder / Plastics Manufacturer	1(e)	1404	5,808,802		Equipment Specifications	0.62	0.46	0.67	0.50			1.03	-
F007	SCE2010_1120112		VFD on HVAC Fan / Industrial	1(e)	564	5,005,471		Inappropriate Baseline	0.41	0.41	0.42	0.42			1.43	-
F008	SCE2011_1059641		New Large Pump Retrofits / Oil Wellfield	1(e)	595	4,546,568		Inappropriate Baseline	0.26	0.26	0.23	0.23			0.87	-
F009	SCE2011_1062579	19008	EE Motors, VFDs, New Blower (New Construction) / WWTP	1(e)	374	3,821,945		Operating Conditions	0.73	0.73	0.86	0.86			0.37	-
F011	SCE2010_1138674	30020	New HVAC AHUs, Chillers, VSDs / Data Center	2(e)	79	3,704,210		Calculation Method	1.05	1.05	3.19	3.19			1.07	-
F012	SCE2010_1138735	19006	Blower and VFDs (New Construction) / WWTP	2(e)	475	3,667,795		Operating Conditions	0.34	0.34	0.23	0.23				-
F013	SCE2010_1000676		HVAC Retrofit/Laboratory	2(e)	620	3,436,500		Inappropriate Baseline	0.66	0.66	0.37	0.37			0.70	0.67
F014	SCE2010_1120109		More Efficient Water Distillation / Industrial Plant	2(e)	507	3,305,874		Inappropriate Baseline	0.68	0.68	0.43	0.43			1.17	0.28
F015	SCE2010_1000477		Blower and VFDs (New Construction) / WWTP	2(e)	366	3,206,225		Operating Conditions	0.52	0.52	0.56	0.56			0.10	0.57

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
F017	SCE2010_1007489		Replace Centrifuges for Sludge / Wastewater Treatment Plant	2(e)	362	3,101,616		Operating Conditions	0.82	0.82	0.77	0.77				0.23
F018	SCE2011_1456772		Compressed Air Modifications / Manufacturer	2(e)	413	3,013,722		Ineligible Measure	0.80	0.80	0.83	0.83			-0.53	-
F019	SCE2010_1120132		New Large Fan Wheel / Cement Manufacturer	2(e)	375	3,011,250		Operating Conditions	0.78	0.78	1.23	1.23			-0.03	-
F020	SCE2010_1120145		Replaced a Plastic Recycling Densifier with a New Shredder / Industrial	2(e)	598	2,736,000		Operating Conditions	1.11	1.11	0.96	0.96				0.75
F022	SCE2010_1120277		Compressed Air Modifications / Manufacturer	2(e)	309	2,449,621		Operating Conditions	0.16	0.11	0.16	0.11			-1.23	-
F023	SCE2010_1120100		Expanded Cooling Tower / Food Manufacturer	2(e)	165	2,362,563		Calculation Method	0.27	0.09	0.39	0.13			0.83	0.75
F024	SCE2010_1120307		Compressed Air Modifications / Manufacturer	2(e)	257	2,237,120		Calculation Method	0.21	0.16	0.19	0.14			-0.63	-
F026	SCE2011_1456769		Compressed Air Modifications / Manufacturer	3(e)	208	1,794,597		Ineligible Measure	0.58	0.58	0.58	0.58			-0.30	-
F027	SCE2010_1000569		Retrocommissioning / Hospital	3(e)	22	1,581,332		Operating Conditions	0.95	0.95	4.36	4.36			-0.03	0.83
F028	SCE2010_1120121		Compressed Air Modifications / Manufacturer	3(e)	173	1463446		Operating Conditions	0.00	0.00	0.00	0.00			0.73	-
F029	SCE2010_1120129		Compressed Air Modifications / Manufacturer	3(e)	159	1,372,623		Operating Conditions	0.00	0.00	0.01	0.00			0.70	-
F030	SCE2011_1454201		Pump Overhaul / Water Municipal Agency	3(e)	115	1,233,142		Equipment Specifications	0.47	0.15	0.58	0.16			0.10	0.37
F032	SCE2010_1000562		Central Plant Upgrade / Community College	3(e)	560	1,029,793	269	Inappropriate Baseline	0.65	0.87	1.70	2.26				-
F035	SCE2010_1120252		VFDs on Process Chilled Water / Manufacturer	3(e)	98	855,661		Operating Conditions	0.35	0.35	0.46	0.46			0.47	-
F036	SCE2010_1007690		Wet Bulb controls on CT, VFD on AHUs / Light Industrial	3(e)	110	850,631		Calculation Method	1.75	2.18	1.44	1.80			-0.17	-
F040	SCE2010_1000439		Retrocommissioning-Reduce Lighting Schedule / Office	3(e)		776,449		Operating Conditions	1.06	0.50						0.59

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
F041	SCE2010_1120329		Process Compressed Air- 200hp VSD Compressor / Manufacturing	4(e)	83	728,888		Operating Conditions	0.52	0.52	0.66	0.66				0.22
F042	SCE2011_1061076		Pump Rehabilitation / Farm	4(e)		717,959		Inappropriate Baseline	0.38	0.38					1.60	0.33
F044	SCE2010_1000546		HVAC Demand Controlled Ventilation / Community College	4(e)		646,418		Operating Conditions	0.50	0.75					1.57	0.63
F049	SCE2010_1138689	20219	Refrigeration System Expansion / Warehouse	4(e)	49	465,273		Calculation Method	0.86	0.86	0.61	0.61				-
F050	SCE2011_1453324		Compressed Air Modifications / Manufacturer	4(e)	28	322,253		No Significant Discrepancies	1.00	1.00	1.00	1.00			1.27	-
F051	SCE2010_1120086		Chiller Replacement / Office Building	4(e)	89	285,100		Inappropriate Baseline	0.72	0.96	0.45	0.59				0.60
F052	SCE2010_1000548		HVAC Controls Upgrade / community College	4(e)	52	272,723		Operating Conditions	0.90	1.03	0.41	0.48			0.90	-
F053	SCE2010_1006680		Pump Overhaul - Municipal Water Agency	4(e)	41	270,333		Operating Conditions	0.37	0.12	0.28	0.09			1.27	0.53
F054	SCE2011_1062527	21186	New Construction / High School	4(e)	156	257,388	299	Operating Conditions	0.46	0.52	0.18	0.21			-0.20	-
F056	SCE2010_1138727	20140	Whole Building New Construction, Refrigeration System / Grocery Store	5(e)	34	183,182	6,931	Operating Conditions	1.19	0.90	1.16	0.87				-
F057	SCE2011_1001433		Compressed Air Modifications / Manufacturer	5(e)	14	120,284		Operating Conditions	0.38	0.29	0.49	0.37			0.73	0.34
F058	SCE2010_1007647		Anti-Fog Film / Supermarket	5(e)	10	86164		Operating Conditions	0.00	0.00	0.00	0.00			0.10	0.60
F059	SCE2010_1006593		Pump Rehabilitation / Farm	5(e)	11	71,132		Operating Conditions	1.06	1.06	1.74	1.74			1.60	0.54
F061	SCE2010_1006715		Pump Rehabilitation / Farm	5(e)	11	50996		Inoperable Measure	0.00	0.00	0.00	0.00				-
F062	SCE2010_1138645	18127	Variable Speed Drives on Cooling Tower fan and Hot Water Pump / Hospital	5(e)	0	26835	1,241	Inappropriate Baseline	0.00	0.00	0.00	0.00			0.17	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
F063	SCE2010_1007057		Demand Controlled Ventilation on Rooftop Air Handling Units / Retail-Large	5(e)	71	36,825		Calculation Method	0.64	0.64	0.62	0.62			0.73	-
F064	SCE2010_1007167		ECM Motors / Supermarket	5(e)	4	34,366		Measure Count	0.80	0.80	0.80	0.80			-0.10	0.60
F066	SCE2010_1006691		Pump Rehabilitation / Farm	5(e)	6	22,774		Operating Conditions	0.76	0.76	0.00	0.00			1.60	0.51
F069	SCE2011_1454193		Pump Rehabilitation / Farm	5(e)	2	5,016		Operating Conditions	1.01	1.01	1.06	1.06			1.60	0.53
F070	SCE2011_1001292		Premium Efficiency Motors; High Efficiency Boilers / Education-Community College	5(e)	1	2,812		Calculation Method	1.08	1.08	0.10	0.10			-0.07	-
F200	SCE2011_1681494	SBDX-09-021226	EE Process Air Compressors & Pump VSDs (New Construction) / Wastewater Treatment Plant	1(e)	484	5,537,028	0	Inappropriate Baseline	-0.11	-0.11	-0.14	-0.14			1.10	-
F201	SCE2011_1681492	SBDX-09-021225	EE Process Air Compressors & Pump VSDs (New Construction) / Wastewater Treatment Plant	1(e)	480	5509952	0	Inappropriate Baseline	0.00	0.00	0.00	0.00			-0.93	-
F202	SCE2011_1675459		Efficient Process - Install New Air Separation Unit and Liquefaction Equipment / Processing Plant	1(e)	2633	23,065,168	0	Inappropriate Baseline	0.34	0.25	0.25	0.18			-0.60	-
F203	SCE2011_1555768	160-11-0500002088	Efficient Chillers / Data Center	1(e)	625	3,910,000	0	Equipment Specifications	1.09	1.09	0.78	0.78			1.40	0.37
F204	SCE2011_1675461		Fine Bubble Aeration System / Wastewater Treatment Plant	2(e)	287	2,518,412	0	Inappropriate Baseline	0.50	0.17	0.50	0.17			-0.57	-
F205	SCE2011_1555470		Multiple MCBx Measures / University Research Facility	2(e)	323	2,767,175	205,841	Calculation Method	0.48	0.10	1.00	0.20			0.90	0.63
F206	SCE2011_1684185		Selectively Perforated Casing / Oil Wellfield	2(e)	328	2,812,845	0	Operating Conditions	0.98	0.98	0.98	0.98			0.67	0.50
F207	SCE2011_1561038		EE Electric Submersible Pumps / Oil Wellfield	2(e)	437	3776054	0	Ineligible Measure	0.00	0.00	0.00	0.00			0.40	-
F208	SCE2011_1557742		Compressed Air Recovery System / Manufacturer	2(e)	315	2,642,539	0	Operating Conditions	0.46	0.46	0.94	0.94			-0.23	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
F213	SCE2011_1681597	SBDX-11-031059	Water Booster Modifications / Water Treatment Plant	3(e)	143	1,048,492	0	Operating Conditions	0.06	0.06	0.05	0.05			0.37	0.49
F214	SCE2011_1561040		Water Shutoff Controls / Oil Wellfield	3(e)	108	926,306	0	Operating Conditions	0.95	0.95	0.95	0.95			0.33	0.50
F215	SCE2011_1555983	SPCX-09-000789	Compressed Air Recovery System / Manufacturer	3(e)	94	787,840	0	Operating Conditions	0.74	0.74	0.70	0.70			0.83	-
F216	SCE2011_1681589	SBDX-11-031048	EE HVAC (New Construction) / Data Center	3(e)	41	1,450,210	0	Operating Conditions	1.36	5.11	4.45	16.69			-0.37	0.63
F219	SCE2011_1678928	IDSMD-10-000910	VSD on Process Chilled Water Pump / Manufacturer	4(e)	65	567,021	0	Operating Conditions	0.70	0.70	0.70	0.70			1.00	-
F220	SCE2011_1684165		Compressed Air System Repair (Retrocommissioning) / Manufacturer	4(e)	45	382,356	0	Calculation Method	0.54	0.16	0.52	0.16			-0.33	0.60
F222	SCE2011_1681484	SBDX-09-021097	NRNC / Community College	4(e)	76	318,664	3,842	Inappropriate Baseline	0.75	0.80	0.82	0.88			1.03	0.43
F223	SCE2011_1680229	IDSMD-11-001170	Pump Overhaul / Agriculture	4(e)	36	276,113	0	Operating Conditions	0.84	0.17	1.09	0.22			0.37	-
F225	SCE2011_1675283	IDSMD-10-002479	PC Replacement with Thin Client Servers / Large Office	5(e)	23	123,752	0	Calculation Method	0.51	0.13	1.06	0.26			-0.23	0.49
F227	SCE2011_1555958	IDSMD-10-007191	LED Lighting in Refrigerated Cases / Convenience Store	5(e)	2	17,782	0	Calculation Method	1.49	0.60	0.93	0.39			-0.70	-
F228	SCE2011_1410314		VFD on Pump / Recreation	5(e)	1	18,183	0	Operating Conditions	1.03	1.03	1.06	1.06			2.00	0.21
F229	SCE2010_1007352		Programmable Thermostats / High School	5(e)	0	468	0	Measure Count	0.00	0.00					-0.37	-
F301	SCE2012_1149741	NMMP-11-000107	Ventilation Fan & AHU VFDs / Mineral Manufacturer	3(e)	130	1,074,897	0	Calculation Method	0.95	0.95	0.99	0.99			1.03	0.63
F302	SCE2012_1143702	500114422	Constant air volume to variable air volume conversions / Offices	3(e)	36	804,174	0	Ineligible Measure	0.51	0.51	0.74	0.74			-0.03	-
F303	SCE2012_1149726	500161867	Air Compressor Retrofit / Manufacturer	3(e)	122	757,309	0	Calculation Method	0.48	0.48	0.81	0.81			0.47	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
F304	SCE2012_1149740	NMMP-11-000087	Replace Standard Bag House Air Filter with EE Low Pressure System / Manufacturer	3(e)	221	1,813,317	0	Operating Conditions	0.72	0.72	0.70	0.70			0.73	-
F306	SCE2012_1162096	500097424	Blower VSD / Wastewater Treatment Plant	3(e)	95	928,587	0	Inappropriate Baseline	1.21	1.21	1.37	1.37			-0.23	0.37
F307	SCE2012_1149736	NMMP-11-000064	Vacuum Pumping System Upgrade / Manufacturer	3(e)	153	1269955	0	Inoperable Measure	0.00	0.00	0.00	0.00			-1.30	0.63
F313	SCE2012_1091550	NMMP-11-000102	VFDs on AHUs and Ventilation Fans / Manufacturer	4(e)	34	310,111	0	Operating Conditions	0.64	0.64	0.91	0.91			1.20	0.63
F314	SCE2012_1149738	NMMP-11-000068	Retrofit and Right Size Dust Collection Fan / Manufacturer	4(e)	0	257,271	0	Operating Conditions	0.92	0.92					0.73	-
F315	SCE2012_1089224	500120863	Agricultural Pump Overhaul / Farm	4(e)	56	421,831	0	Operating Conditions (kWh)	1.06	1.06	0.14	0.14			1.10	0.45
F316	SCE2012_1088461	500001961	Air Compressor Retrofit / Manufacturer	4(e)	29	251792	0	Ineligible Measure	0.00	0.00	0.00	0.00			0.27	-
F317	SCE2012_1091551	NMMP-11-000108	VFDs on AHUs and Cooling Tower / Manufacturer	4(e)	39	307,426	0	No Significant Discrepancies	1.00	1.00	0.84	0.84			1.20	0.63
F322	SCE2012_1090809	500000550	NRNC / Small Office	5(e)	3	10,549	0	Operating Conditions	0.75	0.69	1.06	0.98			1.03	0.67
F323	SCE2012_1085563	500101029	Install Occupancy and Temperature Sensors / Motel	5(e)	0	51,621	0	Operating Conditions	0.52	0.52					0.03	-
F324	SCE2012_1161919	500082542	Agricultural Pump Overhaul / Farm	5(e)	8	21,283	0	Operating Conditions	1.47	1.47	0.00	0.00			1.43	-
F325	SCE2012_1161923	500101238	Agricultural Pump Overhaul / Farm	5(e)	21	29,695	0	Operating Conditions	1.10	1.10	-0.01	-0.01			1.23	-
F326	SCE2012_1089214	500002153	Agricultural Pump Overhaul / Farm	5(e)	24	127,597	0	Operating Conditions	0.92	0.92	0.00	0.00			1.43	-
F353	SCE2012_1149731	500185271	Replace Large Chiller with Two Smaller VFD Chillers / Large Office	1(e)	473	4,491,744	0	Inappropriate Baseline	0.23	0.23	0.12	0.12			-0.07	0.63
F357	SCE2012_1090839	500111337	Major Renovation / Data Center	2(e)	61	2,175,315	0	Inappropriate Baseline	0.91	3.41	2.97	11.12			-0.43	0.73

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
F405	SCE2012_1564383		New Construction / Offices	2(e)	460	3150323	0	Operating Conditions	0.00	0.00	0.00	0.00			0.00	0.30
F406	SCE2012_1415451		Retrocommissioning Measures / University	2(e)	436	3,117,234	41,375	Calculation Method	0.68	0.41	1.05	0.63			-0.50	0.71
F411	SCE2012_1564380		Steam Trap / Refinery	3(e)	185	1,177,157	0	Operating Conditions	0.81	0.81	0.87	0.87			1.60	0.47
F412	SCE2012_1562844		Efficient Chiller / Industrial	3(e)	60	1,024,276	0	Operating Conditions	0.37	0.35	0.75	0.69			-0.20	0.54
F417	SCE2012_1566471		Vacuum System Optimization / Manufacturer	4(e)	73	550,000	0	Operating Conditions	0.88	0.88	1.09	1.09			0.87	-
F422	SCE2012_1262146		Agricultural Pump System Overhaul / Farm	5(e)	6	74,268	0	Calculation Method	1.21	0.40	0.70	0.23			0.93	0.40
F423	SCE2012_1258079		Agricultural Pump System Overhaul / Farm	5(e)	6	29,697	0	Calculation Method	1.34	0.44	1.16	0.38			1.43	-
F428	SCE2012_1566436		Process Equipment Insulation / Manufacturer	4(e)	72	388268	0	Inappropriate Baseline	0.00	0.00	0.00	0.00			0.77	0.35
F429	SCE2012_1564388		New Construction Air-Cooled Package AC / Offices	1(e)	589	5148032	0	Operating Conditions	0.00	0.00	0.00	0.00			1.07	0.55
F430	SCE2012_1566443		Compressed Air System Repair and Retrocommissioning / Manufacturer	1(e)	535	4,689,525	0	Operating Conditions	0.36	0.36	0.36	0.36			-0.27	-
FX112	SCE2012_1088450	500000890	Floating Suction Pressure Controls / Refrigerated Warehouse	3(e)	217	1,508,491	0	Calculation Method	1.57	1.47	1.41	1.32			0.37	-
FX380	SCE2012_1143659	PCCC-10-000124	Desktop Upgrades and Virtualization / Commercial Government (ECC)	5(e)	2	18,949	0	Measure Count	0.94	0.94	1.00	1.00			0.57	0.32
G001	2010_3611_5000939282_10	5000939282	New - Reconfigured Heat Exchangers / Refinery	1(g)			4,790,381	Operating Conditions					0.44	0.33	0.33	0.13
G002	2010_3611_5000947687_10	5000947687	Preheat Purge Air in Boiler Heat Exchanger / Manufacturer	2(g)			1,117,955	Operating Conditions					1.22	1.22	0.73	-
G003	2010_3611_5000849771_10	5000849771	New Reboilers - Reconfigured Heat Exchangers / Refinery	2(g)			796,840	Operating Conditions					0.74	0.74	0.47	0.70

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
G004	2010_3611_5000858938_10	5000858938	EE Juice Evaporator / Beverage Manufacturer	3(g)			583,312	Inappropriate Baseline					0.21	0.21	0.50	-
G005	2010_3611_5000933748_10	5000933748	Replace 2 Furnaces with RTO / Can Manufacturer	3(g)			461,343	Operating Conditions					0.86	0.86	0.57	-
G007	2010_3611_5000864900_10	5000864900	Insulation and Dryer Mixer Efficiency Upgrade / Asphalt Plant	3(g)			332,584	Operating Conditions					0.80	0.80	0.33	-
G008	2010_3607_5000915207_20	5000915207	Retrocommissioning / Hospital	3(g)			290,306	Operating Conditions					2.74	1.83	0.90	-
G009	2010_3611_5000877496_10	5000877496	Combustion Controls / Refinery	3(g)			270,894	Operating Conditions					0.86	0.65	1.40	0.50
G010	2010_3611_5000900661_10	5000900661	Insulation of Pipes and Surfaces / Refinery	3(g)			242,998	Ineligible Measure					0.00	0.00	-0.07	-
G011	2010_3611_5000846427_10	5000846427	New Boiler with Economizer / Food Manufacturer	3(g)			212,440	Calculation Method					0.81	1.16	-0.33	0.87
G012	2010_3611_5000884654_10	5000884654	Four New Furnaces / Metal Manufacturer	4(g)			182,862	Measure Count					0.12	0.12	0.33	-
G013	2010_3607_5000864812_10	5000864812	Efficient Hot Water Boiler, Insulation, Automatic Backwash, Pool Cover / Community College	4(g)			177,939	Ineligible Measure					0.00	0.00	-1.23	-
G016	2010_3611_5000837332_10	5000837332	New Silo with Better than Standard Practice Insulation / Asphalt Plant	4(g)			116,254	Inappropriate Baseline					0.35	0.35	0.33	0.33
G017	2010_3611_5000963908_10	5000963908	Ozone Laundry / Textile Manufacturer	4(g)			112,698	Calculation Method					0.83	0.41	0.10	0.73
G021	2010_3602_5000842309_10	5000842309	Heat Exchanger / Food Processor	4(g)			99,516	Operating Conditions					0.00	0.00		-
G022	2010_3611_5000879660_10	5000879660	New Boilers and EMS / Large Contractor	4(g)			98,257	Calculation Method					0.64	0.86	0.57	-
G024	2010_3607_5000963587_10	5000963587	Supervisory Control Retrofit / Community College	4(g)			86,113	Inappropriate Baseline					0.00	0.00		-
G026	2010_3607_5000842636_20	5000842636	Boiler Efficiency Upgrades / Industrial	4(g)			81,348	Inappropriate Baseline					0.47	0.56	-0.40	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
G027	2010_3611_5000845917_10	5000845917	Process Equipment (Expanders & Press) / Foam Products Mfr	4(g)			66,113	Calculation Method					0.17	0.17	0.13	-
G029	2010_3607_5000966401_10	5000966401	HVAC Controls Upgrade / Community College	5(g)			21,831	Operating Conditions					1.32	1.32	-0.73	0.27
G030	2010_3611_5000841542_10	5000841542	Controls for Process Hot Water / Food Manufacturer	5(g)			21,440	Calculation Method					3.19	2.12		-
G032	2010_3602_5000984369_10	5000984369	Envelope Measure / Greenhouse	5(g)			11,912	Inappropriate baseline					0.63	0.84		0.39
G038	2010_3611_5000935476_10	5000935476	Install Furnace Door Seals / Tank Manufacturer	5(g)			2,647	Inappropriate Baseline					0.00	0.00	-1.80	0.54
G039	2010_3607_5000980493_10	5000980493	Install Flow Control, Aeration Devices / Hospital	5(g)			2,058	Operating Conditions					1.55	1.03	1.07	-
G040	2010_3607_5000962801_10	5000962801	Domestic Hot Water Controller / Restaurant	5(g)			1,859	Calculation Method					0.91	0.91		-
G200	2010*3611*5000874564*10		Retrofit Paper Drying Hood / Manufacturer	2(g)	0	0	795,939	No Significant Discrepancies					1.00	1.00	1.27	0.50
G201	2010*3611*5000877319*10		Replace RTO System / Manufacturer	2(g)	0	0	752,801	Baseline Type and Capacity					0.00	0.00	0.33	0.64
G202	2010*3601*5000994478*10		EE Measures (New Construction) / Greenhouse	2(g)	0	0	3,180,347	Inappropriate Baseline					0.28	0.07	0.57	-
G203	2010*3611*5000858154*10		EE Air Compressor / Manufacturer	2(g)	0	0	1,612,540	Inappropriate Baseline					0.00	0.00	-1.80	0.75
G204	2010*3611*5000898559*10		Automate Steam Valve / Refinery	3(g)	0	0	588,864	Operating Conditions					0.76	0.76	0.20	0.59
G205	2010*3611*5001003967*10		Boiler Controls, RO System, Burner, Economizer / Paper Manufacturer	3(g)	0	0	437,576	Calculation Method					0.44	0.44	-0.33	0.51
G206	2010*3607*5000946013*10		Efficient Boilers / Large Office	3(g)	0	0	220,980	Inappropriate Baseline					0.32	0.43	-0.37	0.55
G207	2010*3607*5001062405*10		Efficient Boilers / Multi-Family	3(g)	0	0	345,322	Equipment Specifications					1.28	1.71	-0.07	0.35
G211	2010*3611*5000898642*10		New Heat Exchanger / Refinery	4(g)	0	0	206,742	Equipment Specifications					0.52	0.52	-0.20	0.60

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
G212	2010*3611*500 1004737*10		Steam Pipe Insulation / Manufacturer	4(g)	0	0	137,316	Operating Conditions					0.74	0.74	1.07	-
G213	2010*3611*500 0881191*10		Furnace Refractory Replacement / Manufacturer	4(g)	0	0	195,746	Operating Conditions					1.49	1.49	1.27	0.95
G214	2010*3611*500 1003845*10		Kiln Burner and Seal Replacement / Manufacturer	4(g)	0	0	179,797	Calculation Method					1.00	1.00	0.60	0.47
G218	2010*3607*500 1011866*10		Boiler Retrofit / Community College	5(g)	0	0	551	Calculation Method					0.98	1.31	-0.27	0.44
G219	2010*3607*500 1029360*10		Water Flow Control Devices / Hospital	5(g)	0	0	2,091	Operating Conditions					0.65	0.39	-0.37	0.25
G220	2010*3611*500 1029596*10		Process Curing Oven / Manufacturer	5(g)	0	0	9,767	Calculation Method					1.10	0.13	0.33	0.25
G221	2010*3607*500 1056456*10		Furnace Burner Controls / Industrial	5(g)	0	0	9,759	Operating Conditions					0.61	0.44	-0.27	0.57
G301	2010*3611*500 0874493*10	5000874493	New RTO and Heat Recovery Measures / Manufacturer	3(g)	0	0	292,439	Inappropriate Baseline					0.15	0.15	-0.40	-
G302	2010*3611*500 1049359*30	5001049359	New Metal Melting Furnace / Manufacturer	3(g)	0	0	288,722	Inappropriate Baseline					1.59	1.59	-0.03	0.43
G305	2010*3612*500 1101012*10	5001101012	Steam Trap Replacement / Refinery	2(g)	0	0	868,414	Operating Conditions					0.85	0.85	-0.40	-
G307	2010*3612*500 0974201*10	5000974201	Steam Trap Replacement / Refinery	4(g)	0	0	145,438	Calculation Method					2.60	2.60	0.00	0.48
G308	2010*3611*500 0841561*10	5000841561	CO Control to Improve Boiler Efficiency / Manufacturer	4(g)	0	0	93,182	Measure not installed					0.00	0.00	1.17	-
G309	2010*3612*500 0922717*20	5000922717	Steam Trap Replacement and New Boiler / Manufacturer	4(g)	0	0	145,438	Calculation Method					0.69	0.69	-0.73	-
G312	2010*3611*500 0864780*10	5000864780	Efficient Boilers / Process	5(g)	0	0	42,307	Operating Conditions					0.32	0.32	0.93	-
G313	2010*3612*500 0843202*10	5000843202	Steam Trap Replacement and New Boiler / Manufacturer	5(g)	0	0	4,216	Ineligible Measure					0.00	0.00	-0.70	-
G318	2010*3612*500 1069103*10	5001069103	Steam Trap Replacement and New Boiler / Manufacturer	2(g)	0	0	758,808	Calculation Method					0.28	0.28	-0.57	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
G401	5000904289	0	Preheat Boiler Feedwater / Refinery	2(g)	0	0	739,566	Operating Conditions					1.02	1.02	0.17	-
G402	5001116593	0	Install Waste Heat Boiler on SRU / Refinery	2(g)	0	0	791,530	Calculation Method					1.24	1.24	1.27	-
G403	5001050382	0	Install Waste Heat Boiler on SRU / Refinery	2(g)	0	0	2,176,580	Operating Conditions					0.97	0.97	1.40	0.70
G404	5000998674	0	New Boiler Feedwater Preheat System / Snack Food Manufacturer	3(g)	0	0	248,467	Operating Conditions					1.04	1.04	1.73	0.70
G405	5001102746	0	Heat Exchangers and Insulation in District Heating System / University Campus	3(g)	0	0	337,225	Operating Conditions					0.57	0.57	-1.07	-
G406	5001073618	0	New Furnace with Better Refractory and Reduced Excess Air (New Construction) / Metal Manufacturer	3(g)	0	0	267,286	Operating Conditions					1.04	0.52	0.73	0.43
G407	5001008505	0	Juice Extractor, Heat Recovery Measures (New Construction) / Beverage Processing	3(g)	0	0	367,985	Inappropriate Baseline					0.69	0.69	0.73	0.40
G411	5001101479	0	Install Water Extractors / Garment Manufacturer	4(g)	0	0	76,545	Operating Conditions					0.21	0.21	0.77	-
G412	5001024120	0	New Batch Washer / Laundry	4(g)	0	0	198,247	Operating Conditions					0.68	0.68	0.73	-
G417	5001080933	0	DCV, VSDs, Economizer, Heating Lockout / Offices	5(g)	0	0	6,605	Inappropriate Baseline					0.94	0.94	1.07	-
G418	5001094091	0	Steam Traps, Insulation, Condensate Recovery / Food Processing	5(g)	0	0	10,342	Baseline Type and Capacity					-1.13	-0.75	-0.73	-
G419	5001125712	0	Steam Traps, Insulation, Condensate Recovery / Food Processing	5(g)	0	0	16,193	Operating Conditions					1.06	1.06	1.27	-
H001	2010_3118_5000866767_30	5000866767	Economizer / Heat Recovery (Process) / Laundry	2(g)			708,450	Operating Conditions					0.67	0.67	0.83	0.35
H002	2010_3118_5000973772_20	5000973772	New Construction Whole Building / Refrigerated Warehouse	1(e)	482	3,025,412		Operating Conditions	1.10	1.42	1.48	1.92			0.87	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
H003	2010_3117_4572-1_1	4572-1	Chilled Water Plant Retrofit / Biotechnology Facility	1(e)	333	2,921,066		Operating Conditions	1.49	2.43	2.42	3.96			1.77	0.45
H004	2010_3117_4679-2_1	4679-2	Rooftop Unit Retrofit / Lodging-Hotel	1(e)	298	2,897,610		Calculation Method	0.20	0.20	1.54	1.54			0.17	0.45
H005	2010_3117_4205-2_1	4205-2	Refrigeration Control / Refrigerated Warehouse	1(e)	359	2,798,474		Calculation Method	0.49	1.48	0.52	1.55			-0.37	-
H006	2010_3117_4585-2_1	4585-2	Steam Traps - Pipe Insulation / Large Manufacturer	3(g)			268,811	Tracking data discrepancy					0.70	0.41	1.43	-
H007	2010_3117_4674-1_1	4674-1	Central Plant Optimization / Community College	1(e)	160	2,233,885	11,773	Ineligible Measure	0.11	0.14	0.13	0.13	0.22	0.65	-0.57	0.61
H008	2010_3118_500942288_50	5000942288	Whole Building Savings By Design / Hospital	1(e)	419	1837042	-1,111	Unqualified Fuel Impacts	0.00	0.00	0.00	0.00			0.00	0.05
H009	2010_3117_4396-2_1	4396-2	Central Plant Overhaul / Government Facility	2(e)	132	1,813,208		Operating Conditions	1.31	1.29	2.36	2.26			-0.73	-
H010	2010_3117_4246-1_1	4246-1	HVAC Controls / University	4(g)	180	718,292	111,552	Operating Conditions	0.59	0.27	0.65	0.29	0.67	0.30		0.61
H012	2010_3117_4210-1_1	4210-1	Sever Virtualization / Commercial Building	2(e)	191	1,345,253		Inappropriate Baseline	0.16	0.22	0.18	0.24				-
H013	2010_3117_4530-1_1	4530-1	CO Sensors on Garage Fans / Office and Apartments	2(e)	108	1,084,611		Program Rules	0.00	0.00	0.00	0.00			-0.27	-
H014	2010_3117_4717-1_1	4717-1	HVAC Retrofit / Government Facility	2(e)	148	994,600		Operating Conditions	0.36	0.59	0.66	1.08			1.23	0.63
H015	2010_3117_4306-1_1	4306-1	MBCx Project- VFDs on CHWP, CWP and Chiller Optimization / Light Manufacturing	2(e)	71	912,446		Calculation Method	0.73	1.09	0.70	1.05			1.97	0.46
H016	2010_3105_500849791_10	5000849791	New Refrigeration Compressors and Evaporators / Cold Storage facility	2(e)	230	911,900		Operating Conditions	0.93	2.79	0.21	0.62			0.47	0.53
H017	2010_3117_4210-2_1	4210-2	Sever Virtualization / Commercial Building	2(e)	104	883,605		Inappropriate Baseline	0.16	0.22	0.18	0.24			-0.57	-
H020	2010_3117_4718-1_1	4718-1	Air Distribution System Retrofit / Commercial Building	3(e)		426,911	17,999	Calculation Method	0.95	1.06			0.00	0.00	1.23	0.63

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
H023	2010_3117_100057_1	100057	Freezer Retrofit / University	3(e)	27	541,442		Operating Conditions	0.95	2.29	3.82	9.16				0.77
H024	2010_3105_5000953528_10	5000953528	HVAC Retrofit / Laboratory	3(e)	24	412,288	13,101	Ineligible Measure	0.23	0.35	0.46	0.69			-1.23	0.59
H025	2010_3117_4774-1_1	4774-1	Central Plant Optimization / Bio-Tech Facility	3(e)	53	473,241	4,986	Operating Conditions	0.35	0.45	0.00	0.00	0.28	0.28		0.42
H026	2010_3117_4665-1_1	4665-1	HVAC Retrofit / Office Building	4(e)	108	185,040	33,026	Calculation Method	0.13	0.19	0.00	0.00	26.59	39.89	-0.90	0.40
H027	2010_3105_5000919361_10	5000919361	HVAC Chiller, HVAC VFD / University	3(e)	145	492,440		Ineligible Measure	1.07	0.41	0.79	0.31			1.03	0.43
H028	2010_3105_5000845744_10	5000845744	HVAC Upgrade / Secondary School	4(e)		350,668	4,790	Calculation Method	0.69	0.38						-
H029	2010_3117_4485-1_1	4485-1	CO Sensors on Garage Fans / Office and Apartments	3(e)	39	394,404		Ineligible Measure	0.00	0.00	0.00	0.00			1.07	-
H031	2010_3118_5000966563_20	5000966563	New Construction - Whole Building / Supermarket	3(e)	48	412,625	-2,793	Operating Conditions	1.14	1.14	1.28	1.28			1.20	0.50
H032	2010_3118_5000873965_30	5000873965	New Construction / Large Office	3(e)		373,012	21	Operating Conditions	1.06	0.96			42.38	46.05	0.87	-
H034	2010_3118_5000889944_20	5000889944	New Construction / Hospital	4(e)		338,528		Operating Conditions	0.59	0.61					0.87	-
H035	2010_3117_120001_2	120001	Insulation and Blowdown Heat Recovery / Prison	5(g)			31,542	Inoperable Measure					0.07	0.05	1.23	-
H036	2010_3109_5000866919_10	5000866919	Server Virtualization / Data Center	4(e)	35	302,454		Measure Count	0.00	0.00	0.00	0.00			-1.00	0.35
H037	2010_3105_5000840441_10	5000840441	VFDs on Filter Pumps / Water Park	4(e)	31	274,476		Inappropriate Baseline	0.23	0.23	0.24	0.24			0.33	0.40
H039	2010_3105_5000866144_10	5000866144	Server Virtualization / Commercial Building	4(e)	24	207,607		Equipment Specifications	0.11	0.07	0.11	0.07			-0.53	-
H040	2010_3117_4759-1_1	4759-1	Chiller Replacement / Bio-Tech Facility	4(e)		191,925		Ineligible Measure	0.00	0.00					-0.23	0.36
H042	2010_3117_4551-1_1	4551-1	Demand Controlled Ventilation / Garage	5(e)	10	98,601		Operating Conditions	0.61	0.61	0.70	0.70			-0.23	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
H044	2010_3117_4382-1_1	4382-1	Night Covers for Display Cases / Supermarket	5(e)	9	82,321		Operating Conditions	0.30	0.30	0.00	0.00			0.13	-
H045	2010_3117_4793-2_1	4793-1	ECMs for Evaporative Fan Motors / Supermarket	5(e)	6	50,340		Calculation Method	0.73	0.73	0.73	0.73				0.50
H046	2010_3118_500873518_40	5000873518	New Construction / Multistory Residential	5(e)	19	39,130	620	Inappropriate Baseline	0.08	0.07	-0.11	-0.11	0.07	0.07	1.40	-
H047	2010_3109_500845788_10	5000845788	Server Virtualization / Commercial Building	5(e)	4	33261		Ineligible Measure	0.00	0.00	0.00	0.00				0.50
H048	2010_3118_500798332_20	5000798332	New Construction / Assembly Hall	5(g)	15	26,006	12	Operating Conditions	0.08	0.10	0.11	0.14	0.00	0.00	1.40	-
H051	2010_3117_4800-1_2	4800-1	ECMs for Evaporative Fan Motors / Supermarket	5(e)	2	15,244		Calculation Method	0.80	2.40	0.80	2.40			-0.60	0.50
H200	2010*3118*5001049061*70		Whole Building NRNC, DHW / BioTech	1(e)	400	2,066,519	143,653	Operating Conditions	0.98	1.03	1.24	1.44	0.66	0.88	0.63	-
H201	2010*3117*4674-2*1		Central Plant Optimization / Community College	1(e)	544	5,154,277	6,872	Tracking Data Discrepancy	0.11	0.14	0.13	0.13	0.22	0.65	1.07	-
H202	2010*3117*100008*1		Central Plant, AHU, and Hot Water Loop Retrofits / University	1(e)	350	3,842,759	215,563	Unquantified fuel impacts	0.81	1.15	1.61	2.45	0.00	0.00	0.50	0.70
H203	2010*3118*5000898094*10		Refrigeration and HVAC Retrofits (Absorption Chiller) / Supermarket	2(e)	56	664,057	7,543	Unquantified fuel impacts	0.00	0.00	0.00	0.00	0.00	0.00	-0.33	-
H205	2010*3105*5001010929*10		Guestroom Occupancy-based Thermostats / Hospitality	2(e)	0	1,431,728	16,960	Calculation Method	0.13	0.13			0.17	0.09	0.03	-
H206	2010*3117*4807-1*1		Variable Speed Chiller / Manufacturer	2(e)	52	983,831	0	Inappropriate Baseline	0.11	0.11	0.18	0.18			0.43	0.39
H207	2010*3105*5000975138*10		Server Virtualization / Data Center	3(e)	47	410,478	0	Inappropriate Baseline	0.00	0.00	0.00	0.00			1.20	0.19
H208	2010*3117*4848-1*1		VAV Conversion / Assembly & Recreation	3(e)	0	584,790	92,991	Inappropriate Baseline	0.00	0.00			0.23	0.19	-0.23	0.61
H209	2010*3117*4678-1*1		Optimize BAS System / Laboratory	3(e)	27	476,290	3,997	Inoperable Measure	0.00	0.00	0.00	0.00	0.00	0.00	0.23	-
H213	2010*3105*5001032242*10		Parking Garage Exhaust Fan DCV / Large Office	4(e)	21	184,199	0	Operating Conditions	0.99	1.97	0.98	1.97			1.43	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
H214	2010*3117*100046*1		CAV to VAV Conversion / Recreation Center	4(e)	37	267,545	9,323	Equipment Specifications	0.82	1.12	0.83	1.13	-0.77	-1.05	0.37	0.77
H215	2010*3109*5001010925*10		Efficient Chiller / Commercial	4(e)	0	222,463	0	Calculation Method	0.63	0.63					-1.30	-
H218	2010*3105*5001025514*10		Occupancy Sensing Thermostats / Hotel	5(e)	0	26,988	0	Calculation Method	0.91	0.91					1.97	0.44
H220	2010*3105*5000847765*20		Efficient Packaged DX / Small Office	5(e)	0	4,349	0	Ineligible Measure	0.00	0.00					-0.53	-
H301	2010*3105*5001110745*10	5001110745	Chilled Water Plant Retrofit / Lab	1(e)	189	2,350,453	0	Inappropriate Baseline	0.17	0.59	0.45	1.56			-1.80	0.25
H302	2010*3117*5001096565*10	5001096565	HVAC / Commercial Building	2(e)	288	1,147,867	0	Inappropriate Baseline	0.18	0.32	0.13	0.23			-0.20	-
H303	2010*3100*5000849625*10	5000849625	Air Compressor Interconnection / Manufacturer	2(e)	69	723,203	0	Tracking Data Discrepancy	1.04	2.50	1.23	2.96			0.17	0.47
H305	2010*3109*5000963981*10	5000963981	HVAC Chiller / Commercial Building	1(e)	189	2,350,453	0	Ineligible Measure	0.00	0.00	0.00	0.00			-1.43	0.25
H307	2010*3117*5001098940*10	5001098940	Variable Speed Chiller Plant Replacement / Manufacturer	1(e)	229	1,856,403	0	Inappropriate Baseline	0.11	0.11	0.18	0.18			0.70	0.39
H308	2010*3118*5000908288*90	5000908288	Enhanced Building Commissioning / Commercial Building	3(e)	96	481,226	-2,182	Operating Conditions	-0.53	-0.54	0.09	0.11			0.40	-
H310	2010*3105*5001017577*10	5001017577	Replace Rectifiers/ Data & Telecommunication Center	3(e)	71	625,044	0	Inappropriate Baseline	0.0001	0.0004	0.0001	0.0004			-0.20	-
H311	2010*3118*5000908134*90	5000908134	NRNC / Large Office	3(e)	129	549,256	-3,464	Operating Conditions	-0.14	-0.14	-0.21	-0.21			-0.20	-
H316	2010*3105*5001047870*10	5001047870	CV to VAV Replacement / Telecom Building	4(e)	0	170,531	0	Inappropriate Baseline	0.41	1.23					-0.47	-
H317	2010*3118*5000773442*90	5000773442	Enhanced Building Commissioning / Commercial Building	4(e)	35	239,558	1,705	Operating Conditions	0.57	0.57	1.74	1.74	0.48	0.48	1.53	-
H321	2010*3105*5000953652*10	5000953652	Install Heat Pump for Jacket Heating / Municipal Commercial Facility	5(e)	3	19,053	0	Calculation Method	0.77	0.77	0.48	0.48			0.87	0.62
H322	2010*3117*5001112224*10	5001112224	ECM Evaporator Fan Controller / Convenience Store	5(e)	0	1,931	0	Calculation Method	1.93	3.71	0.00	0.00			0.00	-

Table C-9: List of M&V Projects, Identifying Numbers, Ex-Ante and Ex-Post Savings (continued)

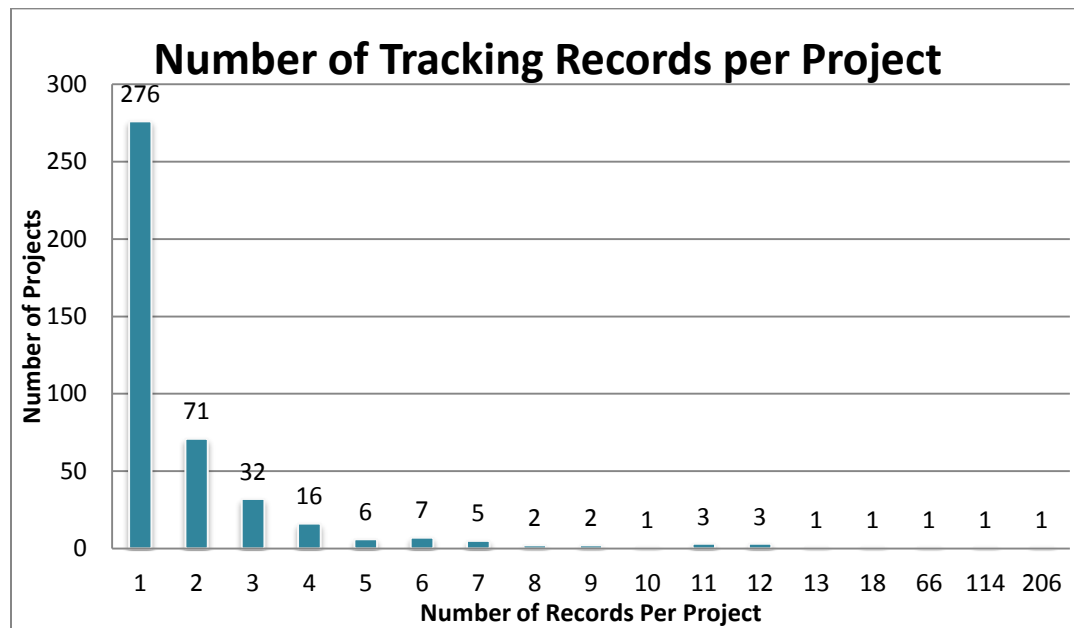
Itron SiteID	ED Claim ID	IOU Application Code	Measure / Site Type	Strata/Fuel Type	Ex-ante kW Savings	Ex-ante kWh Savings	Ex-ante Therm Savings	Primary Reason for Discrepancy	First Yr RR kWh	LC RR kWh	First Yr RR kW	LC RR kW	First Yr RR Therms	LC RR Therms	LRA	NTGR
H328	2010*3105*5001058023*10	5001058023	Power Supply Upgrade/ Cable Stations	5(e)	0	1,149	0	Ineligible Measure	0.00	0.00					0.33	-
H329	2010*3105*5001058126*10	5001058126	Power Supply Upgrade/ Cable Stations	5(e)	0	1,149	0	Ineligible Measure	0.00	0.00					0.33	-
H330	2010*3105*5001058342*10	5001058342	Power Supply Upgrade / Cable Stations	5(e)	0	1,149	0	Ineligible Measure	0.00	0.00					0.33	-
H332	2010*3118*5000866762*10	5000866762	HVAC Systems / Light Industrial	3(g)	16	50,381	227,579	Operating Conditions	1.84	1.84	5.87	5.87	0.48	0.52	-0.03	-
H401	5000824145	0	NRNC / Hospital	1(e)	592	4,125,674	-5,394	Tracking Data Discrepancy	0.40	0.47	0.43	0.51	45.13	52.65	0.10	-
H402	5001140883	0	EMS Controls / University	2(e)	0	1,686,234	68,550	Unquantified fuel impacts	0.88	1.21			0.00	0.00	0.53	0.73
H404	5001158791	0	Efficient Servers / Data Center	2(e)	45	810,376	0	Inappropriate Baseline	0.14	0.14	0.32	0.32			-0.03	-
H406	5000996306	0	New Construction / Supermarket	2(e)	85	671,314	-8,107	Measure Count	0.97	0.97	0.89	0.89			1.77	-
H409	5001106802	0	WSHP VSDs / Large Office	3(e)	0	520,083	0	Calculation Method	0.22	0.22					0.90	-
H410	5001130708	0	VFDs on Pumps / Hotel	3(e)	130	600,025	0	Inappropriate Baseline	0.52	0.52	0.50	0.50			0.63	-
H415	5001060208	0	New HVAC Control System for Air Flow / Office	4(e)	0	247,259	14,550	Calculation Method	0.80	2.39			1.00	0.75	1.43	0.33
H416	5000835295	0	NRNC / Government Office	4(e)	26	108,974	3,307	Operating Conditions	1.04	1.11	2.19	2.32	1.19	1.27	1.37	0.27
H421	5001129784	0	CO Sensors on Garage Fans / Office and Apartments	5(e)	42	364,797	0	Ineligible Measure	0.00	0.00	0.00	0.00			-0.30	-
H423	5001124591	0	WSHP / Light Industrial	5(e)	1	2,530	0	Calculation Method	0.12	0.37	0.10	0.30			0.00	0.43
H427	5001154970	0	Heat Exchanger Retrofit - Electric / Industrial	2(g)	0	251,924	956,551	Unquantified fuel impacts	0.81	2.27			0.00	0.00	2.33	0.73

C.4 Frequency of M&V Points by Number of Tracking Records

Figure C-1 graphically presents the number of tracking system records per project. The projects with the largest number of records (>15) are all steam trap projects. Many new construction projects have between 3 and 12 records. Records within a project can entail the same measure or very different measures. Note that 276 of the 495 projects (about 60 percent) are single record projects.

This graphic illustrates that the sample frame developed for this project consists of “projects” that are aggregates of tracking records. It is also noteworthy that realization rates reported by the evaluation team are site-level, not record-level.

Figure C-1: Frequency of Projects by Number of Tracking Records



C.5 Additional Discrepancy Factors

The primary sources of discrepancy between the claimed ex-ante savings and the verified ex-post savings were found to be related to baseline issues, operating conditions, and calculation methods. A number of additional discrepancy factors arose as less frequently, and with smaller aggregate effects on gross impact results. Often, there are primary and secondary causes for discrepancy in any given project. These additional discrepancy factors are:

- Equipment specifications
- Ineligible measure
- Measure count
- Tracking database discrepancy
- Other factors
 - Inoperable measure
 - Program rule compliance
 - Measure not installed
 - Unquantified fuel impacts

Table C-10 presents the percent change in gross impact claims associated with discrepancy factors; first from the top three, primary reasons for discrepancy, and then from all discrepancy issues, including the additional factors noted above. The majority of change (to ex-ante impact claims) is associated with the top three factors and the additional factors have a limited effect on claims, with one exception. A fairly large source of discrepancy occurs for some SDG&E electric projects; these projects are ineligible based on program rules.

Table C-10: Change in Gross Impact Claims, Effect of Primary and Additional Factors (kWh)

Fuel Domain	Percent Change to Ex-Ante Savings Claim Due to Baseline, Operations, and Calculations	Percent Change to Ex-Ante Savings Claim Due to All Factors	Percent Change to Ex-Ante Savings Claim Due to Non-primary Additional Factors
	kWh	kWh	kWh
PG&E Electric	-30%	-33%	-3%
SCE Electric	-42%	-47%	-5%
SDG&E Electric	-21%	-41%	-20%
All IOUs - Electric	-34%	-40%	-6%

Table C-11 presents a similar assessment of change in savings claims due to discrepancy factors, but with respect to gas therm savings. The results are similar to kWh; the less frequent discrepancy factors account for small effects of less than five percent. The exception is for SDG&E gas projects, in which gas claims related to a cogeneration system were found to be ineligible.

Table C-11: Change in Gross Impact Claims, Effect of Primary and Additional Factors (Therms)

Fuel Domain	Percent Change to Ex-Ante Savings Claim Due to Baseline, Operations, and Calculations	Percent Change to Ex-Ante Savings Claim Due to All Factors	Percent Change to Ex-Ante Savings Claim Due to Non-primary Additional Factors
	Therms	Therms	Therms
PG&E Gas	-22%	-25%	-2%
SCG Gas	-33%	-34%	-1%
SDG&E Gas	-16%	-65%	-49%
All IOUs - Gas	-26%	-30%	-2%

C.6 Summary of Selected Projects and Associated Discrepancies

Short descriptions for selected projects are provided below. These summaries are illustrative of the types of projects sampled and the evaluation issues and challenges that were encountered. These project examples also serve to highlight situations that affect the ex-post gross impact estimates for a given project, including the influence of associated discrepancy factors.

Project ID: E004

Strata: 3(g)

Project Description: Replace Steam Driven with Electric Driven Pumps at a Refinery

Therms Gross Realization Rate: -0.03

The project involved the installation of an electric motor driven pump to reduce 600 psig steam usage in steam turbine driven pumps at a refinery. The main reason for the discrepancy factor, accounting for differences is ex-post versus ex-ante savings estimates, was improper baseline specification. The implementer calculated savings assuming that the 40 psig steam output (after the 600 psig steam input passes through the turbine releasing energy) was excess, would not be reused, and would be wasted or vented to the atmosphere. The verified normal operation by the evaluation team was that the 40 psig steam is not wasted and is used for other processes and so much less energy was saved. The Btu equivalent of the electric motor usage led to the gas savings not materializing and in fact becoming an energy penalty. The resulting savings are negative for this fuel substitution project.

Project ID: E009, E200

Strata: 1(e)

Project Description: VSDs, Piping Conversion, Low Pressure Systems at a Gas Field

KWh Gross Realization Rate: 0.00

The evaluation team determined that the measure, which involves the tie-in of existing wells into a low pressure collection system, occurred as part of standard operations, since the wellhead gas does not need an interstitial pass through the screw compressors due to high wellhead discharge pressures. The evaluation team determined that the project is not an energy efficiency measure, but rather was a standard operating procedure for the facility. For this reason, ex-post gross savings were set equal to zero.

Project ID: E204

Strata: 1(e)

Project Description: HVAC Retrofit at a Data Center

KW Gross Realization Rate: 5.30

KWh Gross Realization Rate: 6.39

This is a major renovation project in which the customer implemented various improved HVAC systems and controls and claimed savings of 5,543,000 kWh and 699 kW. The ex-post savings for this project are 35,423,948 kWh and 3,606 kW. These differences in saving estimates are

primarily due to two reasons: (1) inappropriate baseline modeling and (2) incorrectly defined ex-ante chiller performance. Although multiple parameters were changed in the baseline model, the foremost issue had to do with airside equipment sizing. Per the baseline document, the airside systems are to be sized such that they can meet the design facility load with a safety factor (presumably the same 20 percent safety factor utilized for the plant side equipment). Additionally, for facilities with a design load up to 220 watts/sf, the air side delta-T and total static pressure drop for the baseline CRAC systems should be 10 degrees F and 1.9 inches respectively. For this facility, the baseline airflow therefore should have been specified as 2,991,837 CFM instead of 1,785,000 CFM as it was in the ex-ante model. Furthermore, the TSP drop should have been 0.3 inches greater than specified in the ex-ante model. These changes were the predominant factors that increased the baseline model's ventilation energy use. Outside of adjusting the baseline model, changing the chiller performance curves had the greatest impact on increasing savings. While the IOU's consultant properly generated two of the three custom curves necessary to specify a chiller in eQuest, they either made a mistake in generating the third curve or made a typographical error in inputting the third curve into the model. For the ex-post analysis, revised curves were generated—two of which were nearly identical to the correct curves used by the IOU's consultant. Changing the third curve resulted in another significant increase in savings.

Project ID: E209

Strata: 2(e)

Project Description: HVAC Retrofit in a University Building

Therms Gross Realization Rate: 0.95

KWh Gross Realization Rate: 0.09

A five-story science building built in 1991 and containing 104,000 sf of laboratory and office spaces was retrofitted. The project retrofitted all pre-existing VAV boxes with modulating venturi-style Phoenix pressure independent air valves; converted the constant speed supply fan and exhaust fan of AHU-1 into variable speed; implemented DCV in high occupancy spaces such as lecture halls and conference rooms by installing CO2 sensors; implemented supply air temperature reset on AHU-1, AHU-2, AHU-3, and AHU-4; installed a VFD and a bypass damper to lower the exhaust air flow rate while maintaining the minimum velocity from the stack; and installed a CO sensor to control the exhaust airflow at the loading dock. This project claimed savings of 2,936,705 kWh and 296,303 therms. The evaluated savings were 250,716 kWh and 255,042 therms. The customer purchases power and all chilled water and steam from a third party cogeneration plant instead of from the IOU. According to 15-min interval electricity meter data in 2011 and 2012, the customer only purchased power from the IOU for 474 hours in 2011 and for 1,195 hours in 2012. During those periods when cogeneration was supplying all of the customer's electricity, electrical savings from the installed measures reduced the energy needs from the cogeneration system, creating a reduction in natural gas fuel use. Because this system uses IOU purchased natural gas, the fuel reduction during those periods was calculated

and credited using the effective heat rate of the cogeneration system. The IOU improperly identified electrical savings and paid electric incentives for this project that largely saved gas usage.

Project ID: E218

Strata: 3(e)

Project Description: VSDs on Progressing Cavity Pumps (PCPs) at an Oil Field

KWh Gross Realization Rate: 0.49

KW Gross Realization Rate: 0.49

The evaluation team determined that the installation of VSDs on progressing cavity pumps (PCPs) is industry standard practice. The WO002 EAR team conducted a detailed ISP assessment study and determined that installation of VSDs on new and recently drilled electric submersible pumps (ESPs) and PCPs is ISP, and therefore considered to be baseline equipment. The savings from the conversion of rod beam pumps to PCPs was accepted, but additional savings for VSDs was disallowed.

Project ID: E305

Strata: 2(e)

Project Description: Compressed Air Optimization in an Industrial Plant

KW Gross Realization Rate: 1.12

KWh Gross Realization Rate: 1.10

The project involved redistribution of air through supply piping, the addition of a 7,000 gallon storage tank and head pressure reduction. To take advantage of the control buffer created by the newly added storage (which reduces the rate of header pressure decay) and to reduce artificial demand, the pressure set points of the facility's two demand expanders were reduced. The net impact of these changes was a reduction in discharge pressures across all compressors (yielding increased compressor efficiency). The ex-ante savings claimed for this project were 2,433,415 kWh and 277.8 kW whereas the calculated ex-post savings are 2,680,486 kWh and 311.7 kW. This project performed better than expected. The ex-post analysis calculated a 0.88 percent power reduction for a 1 psig pressure drop whereas the IOU estimated a 0.5 percent power reduction for a 1 psig drop.

Project ID: E334

Strata: 5(g)

Project Description: High Efficiency HVAC Units at a Lab Building

KW Gross Realization Rate: 0.61

KWh Gross Realization Rate: 0.57

Therms Gross Realization Rate: -15.84

This project at a lab building installed four high efficiency DX cooling units (AC-1 to AC-4) with evaporative cooled condensers and implemented unoccupied zone temperature setbacks. The ex-ante savings claimed for this project was 148,086 kWh; 56 kW; and 754 therms. The ex-post analysis determined a savings of 84,822 kWh; 34 kW; and -11,941 therms. This discrepancy is due primarily to changes in modeled operating conditions, but is also due to differences in equipment specification and an inaccurate measure count.

Project ID: F006

Strata: 1(e)

Project Description: New Hydraulic Injection Molding Machine and Blow Molder

KW Gross Realization Rate: 0.50

KWh Gross Realization Rate: 0.46

The project entailed the installation of a new hydraulic injection molding machine (IMM) and a blow molder as part of facility upgrades. The ex-ante analysis used a hydraulic IMM as the baseline, but the evaluation team verified that two of the existing electric/hydraulic IMMs (on the same manufacturing lines) at the facility had the same capabilities of the newly installed machine and were used for manufacturing the same 500 ml. pre-forms. Therefore, the evaluation team revised the baseline for the new IMM measure to the existing electric/hydraulic IMM instead of the ex-ante specified hydraulic IMM, which resulted in lower ex-post savings.

Project ID: F009

Strata: 1(e)

Project Description: Wastewater Treatment Plant Expansion

KW Gross Realization Rate: 0.86

KWh Gross Realization Rate: 0.73

This project is a wastewater treatment plant expansion involving multiple measures including blowers, diffusers and VSDs on process pumps. For the blower measure, the ex-ante calculations used a multi-stage centrifugal blower from one manufacturer as the baseline. However, the evaluation team verified that multi-stage centrifugal blowers from a different manufacturer with better capabilities than the IOU baseline blowers were installed at the existing portion of the facility. As a result, the evaluation team revised the baseline for the blowers to the existing blowers and not the ex-ante specified blowers, which resulted in lower ex-post savings for that measure. The diffusers and VSD measures yielded savings, but these savings were adjusted to reflect the actual post-installation operating data. The savings discrepancy for this project is due to both improper baseline and changed operating conditions.

Project ID: F202

Strata: 1(e)

Project Description: Higher Efficiency Components for Air Separation Unit (ASU)

KW Gross Realization Rate: 0.18

KWh Gross Realization Rate: 0.25

Multiple components of a gas separation and liquefaction process were replaced with more efficient units. This retrofit project included the air separation unit (ASU) and liquefier; the water and carbon dioxide removal system; the distillation column; the main vaporizer and main heat exchanger; the expansion turbines; and the feed and recycle compressors. The ex-ante savings estimated were 23,065,168 kWh and 2,633 kW. The calculated ex-post savings were 5,825,172 kWh and 485 kW. The reason behind this large discrepancy is that the IOU calculations assumed that the entire new plant capacity was eligible. In the ex-post M&V, the difference between the new plant efficiency and the efficiency of the plant that was replaced was applied to the original production throughput, as the facility qualified as early replacement. The difference between the new plant efficiency and ISP was applicable to the production expansion. However, the efficiency of the new facility did not exceed ISP. Therefore, the evaluation only included savings for production levels associated with the pre-existing plant capacity. This reduced energy savings by 51 percent and demand savings by 58 percent. Additionally, the IOU baseline was derived based on the efficiency associated with the old plant. However, after discussions with the customer, it was determined that the air separation unit had not operated since 1996 and needed to be refurbished. The refurbished plant would have been about 8 percent more efficient than the old plant. Therefore, the evaluation reduced the baseline energy by 8 percent, which resulted in reduced energy savings of 15.4 percent and reduced demand savings of 17.5 percent.

Project ID: F203

Strata: 1(e)

Project Description: HVAC Retrofit at a Data Center

KW Gross Realization Rate: 0.78

KWh Gross Realization Rate: 1.09

A 150,000 sf data center underwent a central plant retrofit. The project consisted of replacing eight (8) 300 ton York YCAS0300 air cooled screw chillers with eight (8) 300 ton Smardt SAX105 air cooled frictionless centrifugal chillers. The ex-ante savings claimed were 3,910,000 kWh and 625 kW whereas the calculated ex-post savings were 4,260,969 kWh and 489 kW. The higher kWh savings were due to an increase in the annual average chiller efficiency differential between the ex-ante estimate and ex-post values. In the ex-ante analysis, the average annual efficiencies of the baseline and installed chillers used are 0.927 kW/ton and 0.414 kW/ton respectively; by contrast, in the ex-post analysis, the average annual efficiencies of the baseline and installed chillers were 1.062 kW/ton and 0.437 kW/ton respectively. Manufacturer's chiller

performance data for the installed chillers (as a function of part load, ambient dry bulb temperature, and leaving chilled water temperature) were utilized to generate an as-built chiller performance curve. The same baseline chiller performance curves utilized in the ex-ante eQUEST model were used in the ex post analysis except the full load COP used in the ex post analysis for the baseline chillers was decreased to 2.33 (from 2.82 in the ex-ante analysis) such that the baseline chillers meet the minimum IPLV specified by Title 24.

Project ID: H209

Strata: 3(e)

Project Description: Garage CO Monitoring System for Exhaust Fan Control

KW Gross Realization Rate: 0.00

KWh Gross Realization Rate: 0.00

Therms Gross Realization Rate: 0.00

The measure involved replacing a non-working parking garage carbon monoxide (CO) monitoring system. During the ex-post review, it was evident that the original parking garage CO monitoring system had been non-operational at the time of the pre-installation site inspection. According to the program rules and documentation, the equipment which is being replaced cannot be “broken” and must be in operation. Therefore, this measure was not eligible for incentives under the program. This reclassification to an ineligible measure claim resulted in zero energy and demand savings.

Project ID: H206, H307

Strata: 2(e), 1(e)

Project Description: Chiller Replacement and VSD Installation

KW Gross Realization Rate: 0.18

KWh Gross Realization Rate: 0.11

The projects installed VSDs on condenser water pump motors and an existing chiller, replaced an existing ice-making chiller with a new 400-ton variable speed chiller, and installed pumping controls. The IOU baseline claim of ‘system optimization’ for the chiller was found to be invalid. The evaluation team noted during the site visit that the existing chilled water system was over 30 years old and had exceeded the useful life of the system. The customer stated during the site visit that they had not been using the ice building features of the system for over five years prior to the installation of the retrofit system. The evaluators recalculated the savings with the adjusted baseline type as normal replacement, and used Title 24 baseline efficiency for the new 400-ton variable speed chiller. This discrepancy in baseline selection resulted in reduced energy and demand savings.

Project ID: H207

Strata: 3(e)

Project Description: Server Virtualization

KW Gross Realization Rate: 0.00

KWh Gross Realization Rate: 0.00

The project replaced 78 existing servers with 12 new servers through virtualization. The IOU baseline claim of ‘early replacement’ was found to be invalid. The evaluation team noted during the site visit that only 7 of the 77 servers had remaining useful life at the time of the replacement. The customer stated that these seven servers were added as a “stop gap” measure to meet system demand in the two to three year period before the virtualization project began. During the site inspection, the customer also stated energy efficiency was not a driver in the replacement of the existing servers and the new system does not exceed industry standard practice. This discrepancy in baseline selection resulted in no energy and demand savings.

Project ID: H220

Strata: 5(e)

Project Description: Replacement of Two 2.5 Ton Rooftop AC units

KWh Gross Realization Rate: 0.00

This project involved replacing two 2.5 ton rooftop units with high efficiency units with claimed annual energy savings of 4,349 kWh. The ex-post analysis found the measure to be ineligible and therefore the energy savings to be zero for this project. According to the program rules, packaged or split system air conditioning units and heat pumps with a capacity less than 63.3 tons are ineligible energy efficiency measures and are not qualified to receive incentives.

Project ID: H311

Strata: 3(e)

Project Description: Office Building New Construction Project

KW Gross Realization Rate: -0.21

KWh Gross Realization Rate: -0.14

The building includes a number of energy efficient design elements including: better than code LPD; low-SHGC glazing; a cool roof; two efficient 85,000 cfm AHUs; and two energy efficient 1,800 MBH boilers. The building is fed chilled water from a new 2,700 ton campus chilled water plant that serves multiple new buildings. The ex-ante savings claimed were 559,256 kWh, 129 kW and -3,464 therms. This project does not save energy because the building is currently operated in an inefficient manner. Two factors cause the building to unnecessarily waste energy. First, and most critically, the building uses a fixed supply air (cold deck) set point of 55 F during daytime (occupied) hours. Second, because of the building’s current minimum static pressure set point, the supply air fans never drop below approximately 60 percent speed and a minimum of approximately 50% flow during unoccupied hours, the supply fans are also generating

substantial negative savings. Together, these factors cause the building to use an excessive amount of reheat to avoid overcooling.

Project ID: H410

Strata: 3(e)

Project Description: Replace Standard with High Efficiency Motors and VSDs

KW Gross Realization Rate: 0.50

KWh Gross Realization Rate: 0.52

The project upgraded 29 standard efficiency process motors to high efficiency motors with VFD capability. The IOU baseline claim of an ‘early replacement’ was found to be invalid. The evaluation team noted during the site visit that existing equipment was past its effective useful life, operating poorly, and was overdue for replacement. The evaluation team revised the baseline to normal replacement and used CA Title 24 motor efficiencies as baseline to calculate the revised energy savings. Some of the services with two pumps were found to only have one pump operational by the IOU during their pre-inspection site visit. There were smaller discrepancy changes due to hours of use and post-retrofit handheld meter readings.

C.7 Description of Projects Classified as Extreme Points

Gross realization rates and summary statistics were calculated with and without extreme points. Results were developed without extreme points to more accurately describe the behavior of the typical population and remove the situation in which a few projects with large negative or positive realization rates might drive domain- or segment-level results. It is noteworthy that four "extreme" projects are in the PG&E electric domain, three are SDG&E gas projects and one is an SCG gas project. These eight projects classified as extreme points are described in this section.

Project ID: E059

Strata: 3(e)

Project Description: Install Variable Speed Drives on Two Electric Pumps

KW Gross Realization Rate: -1.40

KWh Gross Realization Rate: -1.40

The IOU implementer's baseline claim of an 'add on measure' or 'system optimization' for VSDs on electric submersible pumps (ESP) was found to be invalid. During the site visit the evaluation team noted that pre-retrofit pumps were of the rod beam type with throttling control inherent to the use of internal combustion (IC) gas engines. The gas used in the IC engine was produced onsite and was not IOU-supplied natural gas. The team also determined that the existing equipment had remaining useful life (RUL) and this retrofit should use an early replacement baseline. The IOU baseline of the ESPs without VSDs – fixed speed pumps - is not a technically feasible solution. Because the evaluators determined the project baseline to be an early replacement, an energy penalty and negative savings was assigned (as actual load on the electric grid increased, and IOU supplied natural gas was not displaced).

Project ID: E091

Strata: 5(g)

Project Description: Whole Building Retrofit at a University

KW Gross Realization Rate: -0.13

KWh Gross Realization Rate: -0.99

Therms Gross Realization Rate: 1.33

This whole building retrofit involved: (1) occupancy sensors; (2) high efficiency lighting fixtures; (3) VFDs on fans and pumps; (4) premium efficiency motors; (5) low-e glazing; (6) a high efficiency boiler; (7) built-up VAV systems; and (8) a dual duct system with indirect evaporative cooling. The main reason for the difference in ex-ante versus ex-post savings estimates is due to operating conditions, namely the operation schedule and control set points. The major drivers behind realization rates less than zero are higher installed LPD and higher AHU fan power. Although the evaporative cooler saved cooling load by 44,938 ton-hours per year, the AHU fans consumed additional fan power that exceeded the chiller kWh savings. No on-peak demand reduction due to cooling load reduction was realized, since chilled water was supplied from a chilled water storage tank energized from the central plant during off-peak

hours. The ex-post gas savings increased compared to the ex-ante savings. The major reasons included longer schedules (the facility needs to run very late when the heating load is high) and improved glazing performance from original specifications over large glazing areas.

Project ID: H026

Strata: 4(e)

Project Description: Conversion to Variable Air Volume System with VSDs

KWh Gross Realization Rate: 0.19

Therms Gross Realization Rate: 39.89 (after adjusting for split payment)

This project converted the existing constant volume (CV) HVAC system to a variable air volume (VAV) system with the addition of variable frequency drives (VFDs) on the supply and return fans of the air handling units (AHUs). The discrepancies between the ex-ante and ex-post savings can be explained in large part due to differences in the calculation method. The IOU utilized eQUEST to estimate the savings as a result of the constant volume to variable air volume retrofit. However, the evaluation team estimated savings using a spreadsheet analysis since the IOU eQUEST model was not made available. Multiple data requests were submitted to obtain the original eQUEST data, but the eQUEST model used to estimate ex-ante savings and historical trend data was not available. Performing a spreadsheet analysis rather than building a new eQUEST model was a more cost effective approach and believed to be less likely to introduce errors for this specific project with no eQUEST model available.

Project ID: E237

Strata: 5(g)

Project Description: Retrocommissioning Project at Gymnasium

KWh Gross Realization Rate: -2.91

Therms Gross Realization Rate: 0.30

This gymnasium MBCx project involved: (1) minimizing fan speed per duct static pressure feedback, (2) repairing and replacing leaking and faulty chilled, hot water, and steam valves, (3) calibrating system temperature sensors, (4) maximizing unoccupied mode heating hot water (HHW) set point turndown, and (5) tuning the chilled water (CHW) loop. The evaluation team found many short comings and inconsistencies in the ex-ante savings estimates. The ex-ante analysis was difficult to follow because there was no documentation for many of the implemented measures to clarify baseline operation and as-built modification. Although the ex-ante CHW models showed a higher CHW usage, these results were not reported as negative electric savings. It was evident from the building level electric meter that the post-MBCx electric usage went up, but the project report did not address the reasons for increased electricity usage. The evaluation team interviewed campus facility staff and confirmed that the building loads unrelated to the MBCx project did not increase over this period. Therefore, the negative kWh GRR and low therm GRR determined from the ex-post model results was supported by the actual on-site energy usage following project implementation.

Project ID: E426

Strata: 5(e)

Project Description: Retro-commissioning HVAC

KW Gross Realization Rate: -2.29

KWh Gross Realization Rate: -1.87

Therms Gross Realization Rate: -0.33

The primary reason for discrepancy between the ex-ante and the ex-post savings is that economizer operation was not observed in the ex-post trend data. The ex-ante pre-retrofit baseline incorporated economizer operation. The ex-ante post-retrofit data showed improved economizer operation. The ex-post data clearly showed that the economizer was not operating because the mixed air temperature was the same as the return air temperature. The supply air temperature set point reset also caused an energy usage increase. After the retrofit, the supply air set point was reset from 63 F to 55 F. The data showed that, due to lowering the supply air set point, the HVAC systems actually ended up providing additional cooling to the space. In the pre-retrofit baseline condition, the supply air temperature was constant at 63 F. It was also noted from the data that the EMS system experiences very frequent overrides and changes.

Project ID: H214

Strata: 4(e)

Project Description: Convert Four Constant to Variable Air Volume Reheat Systems

KW Gross Realization Rate: 1.13

KWh Gross Realization Rate: 1.12

Therms Gross Realization Rate: -1.05

The customer operates a 76,000 square foot recreation center and installed a DART control system to convert the four constant volume systems to variable air volume reheat systems. The project significantly reduced average air flow, thereby causing significant heating and cooling savings in addition to the fan savings. The discrepancy in the ex-ante and ex-post kWh impact estimates can be explained in part by a decrease in fan kW demand at 100 percent speed. The ex-ante calculations used 48 total kW, but spot measurements taken on site show total fan kW demand of 39 kW at 100 percent speed, which was verified by on-site personnel. The incorrect baseline kW also accounted for the increase in the kWh savings. The discrepancies between ex-ante and ex-post therm savings can be explained by the faulty gas billing analysis performed by the IOU and the omission of supply fan heat gain in the ex-ante calculations.

Project ID: G418

Strata: 5(g)

Project Description: Install Two Efficient Boilers

Therms Gross Realization Rate: -0.75

This project involved replacing two existing boilers with two new, larger refurbished boilers that would supply the original capacity as well as support a 25% production capacity expansion. The principal reason for the discrepancy in savings and the negative realization rate for this project is that the program incented boiler efficiency level was less than the existing baseline boilers that were removed and also less efficient than a typical new standard boiler in this size and pressure range. The ex-post baseline efficiency is the weighted average efficiency of the 800 HP existing boilers operating at original loading and a new boiler operating at loading needed for the expansion. The existing boilers had a measured combustion efficiency of 83.3 percent. The efficiency for new standard boilers was estimated to be equal to the Cleaver Brooks Model CBR 800 efficiency of 82.5 percent. This boiler was used for comparison purposes because it is the same manufacturer and size as the installed boiler and is available on the market. Because the baseline efficiency is greater than the newly incented unit efficiency of 81.9%, the resulting impacts are negative. The boiler used as the ex-ante baseline was a Cleaver Brooks CBEX model 400-800. However, it appears that the ex-ante baseline may have used the efficiency of a low pressure boiler operating at 15 psig instead of one operating at the actual pressure of 130 psig.

Project ID: H401

Strata: 1(e)

Project Description: High Efficiency Envelope, Lighting and HVAC Systems

KW Gross Realization Rate: 0.51

KWh Gross Realization Rate: 0.47

Therms Gross Realization Rate: 52.65 (excluding negative gas claims)

The customer installed various high efficiency measures, including envelope, lighting and HVAC measures. The facility is a hospital. All proposed energy efficiency measures were implemented as described with the following exceptions:

- The verified installed LPD was 0.905 W/ft²,
- AHU1 to AHU10 return fans were equipped with fan wall systems, and
- All AHU supply and return fans were equipped with VFDs but fan speed was fixed. The flow rates were lower than design values.

The submitted ex-ante model was created with EnergyPro v4.4. The IOU conducted a T-24 2005 compliance run to estimate ex-ante savings. The proposed system type for AHU 1 to 10 was built-up VAV with CAV box with reheat. The proposed system type for AHU 11 to 14 was built-up single zone with CAV box with reheat. All electrical/mechanical rooms were

conditioned by four pipe fan coil (FPFC) systems. The IOU tracking data indicate that the savings for this project were 4,125,674 kWh; 592 kW; and -5,394 therms. Of the total electrical energy savings, 4,271,774 kWh was contributed by high efficiency lighting. The evaluator could open the ex-ante model with EnergyPro v4.4, but could not run this model. Therefore, the evaluator converted the V4.4 model into a V5.1 model and all assemblies in the V5.1 model were modified to be consistent with the V4.4 model. The evaluator conducted a T-24 2005 compliance run with EnergyPro 5.1 and the energy savings were 1,619,017 kWh; 487 kW; and 14,300 therms. It was noted that the lighting savings dropped to 1,869,950 kWh. This is because the ex-ante allowed LPD was 1.6 W/ft², but the correct one should be 1.2 W/ft². The baseline model was created automatically by EnergyPro 4.4. Both the baseline and post-retrofit models used CA T-24 hour schedules and set points.

Although the project is an electric sample point, it was classified as an extreme point because of the therm GRR of 52.65. The difference between allowed LPD and installed LPD has decreased from the ex-ante value of 0.809 W/ft² ($1.6 - 0.791 = 0.809$) to the ex-post value of 0.295 W/ft² ($1.2 - 0.905 = 0.295$). The annual savings due to high efficiency lighting decreased from the ex-ante claim of 3,980,812 kWh to the ex-post evaluated value of 1,562,556 kWh. The huge drop in baseline LPD from 1.6 to 1.2 W/ft² increased the ex-post baseline heating usage which in turn increased the building therm savings substantially.

The poor gross realization rates for kWh and kW was also due to the HVAC savings. The cooling tower fan power was significantly overestimated in the ex-ante model. The ex-ante design power was 120 hp for each of two CT fans. The verified design power was 30 hp for CT-1, 66.7 hp for CT-2, and 69 hp for CT-3. The ex-post savings from electrical heat recovery is actually an energy penalty (-78,292 kWh) because the cooling tower ran very hard to provide the coolest possible condenser water for chillers. Additionally, the exhaust fan power of 114 BHP was ignored in the ex-ante post-retrofit model. There are 15 general exhaust fans installed in the building to maintain air balance. The calculated total exhaust airflow was 232,780 cfm and the total estimated fan BHP was 114. These exhaust fans were not defined in the ex-ante model. Both baseline and post-retrofit AHU supply fan power were significantly overestimated. The ex-ante fan power annual consumption was 12 million kWh, while the ex-post was 5.8 million kWh.

Project ID: H032

Strata: 3(e)

Project Description: High Efficiency Envelope, Lighting and HVAC Systems

kWh Gross Realization Rate: 0.96

Therms Gross Realization Rate: 46.05 (excluding negative gas claims)

The customer installed various high efficiency measures, including envelope, lighting and HVAC measures. The actual operation hours are lower than the ex-ante default schedule. The actual relief fan power is much lower than the ex ante value and the ex post U-factor of the

glazing is lower than the ex ante values. Additionally, it was observed that the building cooling demand has been reduced. Despite this, electric ex-post savings aligned with ex-ante claimed savings. However, gas savings were included at a minimal level in the claimed savings, and were dramatically understated.

C.8 Coordination and Overlap with the Ex-Ante Review Process (WO002)

Projects previously selected for ex-ante review (EAR) were selected for ex-post gross impact evaluation (M&V points) and analyzed separately in order to isolate the effects of the EAR process. The overlap projects were examined to better understand how these projects were implemented and how savings were claimed.⁴ The WO002 and the WO033 teams coordinated efforts to isolate overlapping points and incorporate WO002 documentation and findings in all relevant WO033 assignments.

Overlapping sample points selected for WO033 are the same projects examined under WO002 as an EAR point. In order to be confirmed as true overlap points these projects needed to be at the same location, for the same measure, and for the same phase. The EAR also needed to be completed and the savings or approach “frozen.” A review of EAR findings and conclusions was completed for each point prior to the start of M&V activities. Gross impact evaluation activities were similar for other WO033 points, except that a simple verification was often all that was needed in support of GRR estimation (in one case, EX037, only a desk review was required). In order to streamline this process, minimize transfer of knowledge about specific projects, and reduce costs, it was useful and prudent to assign the same engineer for both the EAR and WO033 phases, whenever possible.

It was hypothesized that the findings from the ex-ante determination of savings in the EAR phase (the freezing of savings) might carry through to the M&V efforts in WO033; it was thought that the ex-ante claims and the ex-post evaluated savings should be equal (or very similar) and the project gross realization rate might be expected to be 100 percent. However, this was not always the case.

Only ten confirmed overlap sites were selected as gross impact (M&V) sample points for the WO033 impact evaluation. Of the ten projects detailed in Table C-12, five of these were determined to have 100 percent gross realization rates with no adjustments needed to the savings claim. For four of these cases – EX061, EX083, EX132, and HX017 - pre-installation and post-installation measurement was performed by the IOU (and in two of these cases required by the CPUC in the EAR process). This observation, although based on only a few observations, may be significant, in that it correlates with findings in both the LRA and the gross impact efforts that indicate that measurements and documentation by the IOU before and after the retrofit, accompanied by the adjustment of claimed savings using those sources, is an important way to reduce discrepancies between ex-ante claims and ex-post evaluation results.

⁴ WO002 activities include a ‘prospective review’ after EE projects are submitted; overlap points included only those points that had been selected in their project development phase and received full EAR treatment.

Three projects – EX024, EX037, and EX093 – resulted in zero savings. Two projects were determined to have zero savings due to measure ineligibility. An oil well field electric submersible pump VSD installation project – EX093 - has an improper baseline (this project involved savings that were determined to be zero in the EAR process but claimed anyway, possibly due to prior approvals by IOU staff to participating customers). The IOUs may intend to claim only incentives in the tracking system in this case, but savings were not zeroed out. Savings from these ineligible measures should not have been claimed.

EX024 involves a new transformer in a university data center that does not meet standard practice for minimum efficiencies. According to input from the IOU, this project was declined but was mistakenly claimed by the IOU. For E037, the project originally submitted as an EAR project was disallowed by the EAR team. The project was resubmitted as a much smaller temperature reset project with the same identifying number. This drastically reduced project, and associated relatively small savings claim, involved a HVAC set point change of 0.6°F. This project was waived by the EAR review team. In the review work by the WO033 team, the gross impact was set at zero due to measure ineligibility. This control change could have been implemented using the existing pre-retrofit equipment.

In two cases, savings were less than 100 percent of EAR ‘frozen’ savings. Project EX026 involves a university with a cogeneration system; the project claimed electrical savings but should have discounted the savings due to minimal electric purchases over just two or three months of the year. The additional electrical savings actually offsets gas use in the cogeneration plant. All pertinent information, including the existence / operation of the cogeneration plant and electric billing records, was not disclosed and/or thought relevant by the IOU in the EAR documentation process. The GRR is 0.12; without the cogeneration system, E026 would have had a small adjustment due to operating conditions and calculation method, and a resulting GRR of 0.90, as the measure was technically appropriate.

The other project with a GRR less than 100 percent – EX132 - involves a refinery with a boiler feed water heat exchangers (EX046) for which operating conditions changed; this was discovered during the WO033 site visit. The GRR for this project is 0.89.

Of the projects with a realization rate of 1.00, projects EX061 and EX132 involve savings claims adjusted by the IOU after post-installation data collection. For EX083, EX418 and HX017, evaluation savings were not adjusted from EAR frozen claims.

Table C-12 details the types of EAR overlap projects and the disposition for each project.

Table C-12: Description of EAR Summary Points

Site ID	Strata (Fuel)	IOU Application ID	Measure / Site Type / Facility Description (Sanitized)	kW GRR Realization Rate	kWh GRR Realization Rate	Therms GRR Realization Rate	Program	Industry Standard Practice (ISP) used for Ex-Post Baseline	Primary Reason for Discrepancy	Primary Reason for Discrepancy - Percent Difference in Savings (+/-%)	Expanded Reasons for Discrepancy
EX024	5(e)	2K1153551C	Efficient Transformer / University Data Center	0.00	0.00		PGE 21261 (CCC)	Yes	Ineligible Measure	-100.0%	Replacement transformer efficiency does not exceed ISP.
EX093	1(e)	TAA0009654	VFDs / Oil Wellfield		0.00		PGE2222 (Energy Efficiency Services for Oil and Gas Production)	Yes	Inappropriate Baseline	-100.0%	Per the findings from the recent ISP study, installation of VSDs on ESPs, is considered ISP for retrofit and new construction.
EX061	3(e)	2K12078508	DCV for Garage Exhaust Fans / Office	1.00	1.00		PGE 21011 (Commercial Calculated Incentives)	No	No Significant Discrepancies	NA	None – CO sensors on garage fans operated as expected
EX132	4(e)	2K12085717	New Compressed Air System / Dairy Products Processing	1.00	1.00		PGE 21031 (Agricultural Calculated Incentives)	No	No Significant Discrepancies	NA	None – compressors and actual control schemes were captured by the IOU.
EX037	5(e)	NC0108695	HVAC Controls Project / College		0.00		PGE 21261 (CCC)	No	Ineligible Measure	-100.0%	Set point adjustment ineligible; involves wireless thermostat.

Table C-12: Description of EAR Summary Points (continued)

Site ID	Strata (Fuel)	IOU Application ID	Measure / Site Type / Facility Description (Sanitized)	kW GRR Realization Rate	kWh GRR Realization Rate	Therms GRR Realization Rate	Program	Industry Standard Practice (ISP) used for Ex-Post Baseline	Primary Reason for Discrepancy	Primary Reason for Discrepancy - Percent Difference in Savings (+/- %)	Expanded Reasons for Discrepancy
EX046	2 (g)	2K11051183	Process Heat Recovery / Refinery			0.89	PGE 21021 (Industrial Calculated Incentives)	No	Operating Conditions	-11.0%	12 months of SCADA data was used for ex-post calculations, versus 14 days in ex-ante calculations.
EX026	5(e)	TAA0010120	HVAC Modifications / University Data Center	0.00	0.12		PGE 21011 (Commercial Calculated Incentives)	Yes	Unquantified Fuel Impacts (Operating Conditions)	-80%	Most of the electrical savings were converted into gas savings; the customer purchases power from a cogeneration plant during most of the year.
EX083	5(e)	NC0117448	Retro-commissioning HVAC / Office	1.00	1.00		PGE 21011 (Commercial Calculated Incentives)	No	No Significant Discrepancies	NA	Wireless thermostats for better HVAC control; savings were frozen.
EX418	4 (g)	2K12092893	Steam Trap Replacement / Refinery			1.00	PGE 21021 (Industrial Calculated Incentives)	No	No Significant Discrepancies	NA	This EAR sample point had savings frozen; the impact evaluation yielded similar savings and no adjustments are needed.
HX017	5(e)	SDGE2010* 3105* 5001089545 (4816-11)	VFD on Pool Pumps / Public Pool	1.00	1.00		SDGE 3105 (SW-ComA-Calculated)	Yes	No Significant Discrepancies	NA	No discrepancies with the savings calculations.

This analysis indicates that the EAR process does affect savings claims. However, it appears that some projects will benefit from further ex-post review and on-site M&V activities after the completion of EAR activities (which may also include on-site M&V activities); this is especially true for large projects or facilities, or for those projects for which operating conditions might be expected to change. In addition to further review by the IOUs and the evaluation team, the tracking databases for project savings need to be monitored for the proper transfer of EAR findings, including the rejection of projects and zero savings as well as the determination of EAR project savings.

Only a small number of true overlap EAR projects were analyzed, however, and the process is newly developed. As such, no conclusion regarding the effectiveness of the EAR process in affecting GRR results is warranted at this time. Unfortunately, there are fewer true overlap points between WO002 and WO033 than expected. Original expectations for 125 overlap points were reduced to 50 overlap points. Only 10 points materialized in the intersection of WO002 and WO033 as true overlaps, possibly due to protracted project timelines. The continuation of EAR efforts in 2013 and 2014 (and possibly in later years) will allow greater insight into the effects of the EAR process on IOU claims. Of particular interest is any effect that EAR is having on project submittals outside of the EAR sample. Perhaps the combination of EAR and ex-ante and ex-post ESPI performance assessments will drive improvements in IOU engineering and quality assurance for custom projects. Ultimately these efforts seek to improve IOU GRR results for custom projects and continuation of these activities should yield improvements with time.

Regarding follow-up communication, the custom impact evaluation team should always inform the EAR team of evaluation-based M&V determination. Likewise the EAR team should reciprocate. Two-way communication is needed to ensure consistency in implementation of evaluation and EAR practices, processes and procedures. This has been effectively implemented with the communication of industry standard practice (ISP) studies with effective dates and sunset dates for measure eligibility. This process should be expanded to better include EAR and evaluation team guidance on estimation approaches, measure eligibility, baseline treatment and other details of M&V and review. Strong and regular communication between IOUs, CPUC ED staff, their consultants, and the evaluation community will allow the dissemination and adoption of all relevant EAR and evaluation guidance.

C.9 Assessment of EUL Claims

IOU EUL claims were examined by the evaluation team to determine how differences in the EUL affected the lifecycle gross realization rates, and to analyze how often changes were made by the evaluation team to IOU claims. Overall, a total of 1,215 records distributed across 495 projects were assessed. IOU EUL estimates were updated by the evaluation team for 287 of 1,215 records, and associated with that 146 of 495 projects. The adjustments by the evaluation team across all projects sampled resulted in project EULs that are, on average, 0.4 years lower than the IOU-claimed EULs. In 146 of the records, the evaluation EUL was lower by an average of 4.6 years (with a range of 0.5 to 15 years). In 141 of the records, the average EUL adjustment was upwards by 5.7 years (with a range of 0.5 to 12.5 years).

There appears to be considerable variability across projects and IOUs. Greenhouse and new construction projects that contain a number of discrete measures with different EULs often listed an EUL based on only one measure, even when ex-ante savings were broken out by measure. Other projects with a single measure (e.g., VSDs) generally claimed the proper EUL.

While the evaluation-based increases and decreases to the IOU EUL counteracted each other, considerable variation was observed at the project level, which increases the error ratio and uncertainty in the accuracy of ex-post LC energy savings. These variations can have considerable impacts on LC savings and also on cost effectiveness analyses for measures, programs, and IOU portfolios.

C.10 Data Requests for Detailed Project Documentation

Initial application documentation data request letters were sent to the IOUs following sample selection. The letters described the items needed to conduct the gross impact evaluation and perform each project analysis. Evaluation effectiveness, efficiency, and accuracy are improved when supported by complete submission of all relevant data. The IOUs maintain project records and were asked to deliver data and other supporting documentation in order for the evaluation team to completely understand each project and the associated project savings.

Unfortunately, many important pieces of data were missing from the IOU project documentation data provided, even after multiple requests. Common lapses are described at the end of this section, following the complete list below.

Each initial project documentation data request letter contained project lists with identifying numbers and asked for “all available application data including but not limited to the following information:”

- Final incentive application
- Copy of paid invoices
- Pre-retrofit energy audit reports, M&V plans, reports, and verification reports
- Pre-installation inspection report
- Post-installation inspection report
- Any evaluation or third party reports or benchmarking study
- Raw data archives and logs (such as logger or EMS data) in their original and readable formats
- Any spreadsheets or simulation models in their original unlocked formats, e.g., eQuest or EnergyPro input / output files, etc.
- Preliminary and final savings calculations and supporting data with documentation to ensure replicability
- Manufacturer’s cut sheets/specifications when available, indicating their use in estimating ante savings or when needed to ensure replicability
- Documentation for any deemed, stipulated or estimated components of ex-ante impact calculations of savings, such as hours of use, measure life / effective useful life (EUL), remaining useful life (RUL), and incremental / installed costs (including any analysis or source), and the equation or tool used to determine savings if no ‘live’ functional spreadsheet is available
- Documentation to support baseline type assignment (code or standard requirement, early retirement, retrofit, replace on burnout, industry standard practice, CPUC policy, etc.)

- Pre-existing system controls and operating schedule and status description
- Pre-existing system output capacities – current output and maximum/design capacity
- Proposed construction or modifications with drawings, schematics, and equipment specifications, as applicable
- Fuel switching considerations and any required analysis per CPUC policy regarding fuel switching or cogeneration projects (see Energy Efficiency Policy Manual)
- Other fuel savings and/or load increases resulting from the project
- Heating, Ventilation, and Air Conditioning (HVAC) interactive effects values and methods used to develop those values, when measures cause a change in HVAC system loads
- Interactions between multiple measures or other upgrades that act to increase or decrease savings relative to a measure's savings estimate, independent of other measures, or which impact the pre or post monitoring period
- For industrial projects, provide pre/post production output data when used in savings calculations and the source of such records
- Billing history: one-year pre installation, with interval data when available (with corresponding billing histories required if ex-ante estimated values rely upon a per-unit-production changes based on multi-year production data)

The IOUs should use this data collection list as a guide to detail the information needed for evaluators to fully understand the projects (including their interactive effects and system boundaries), and in order to accurately determine LC energy savings and true cost-effectiveness. For approximately 15% of the projects, additional requests for data were required, and for about 2% of the projects, three or more data requests for a specific project were required.

In general, IOU application forms, project descriptions, invoices, photographs, and calculations (including models or spreadsheets) were provided. Monthly and interval bills were provided to a cross-work order data management team. However, many project descriptions were incomplete or vague, photographs were blurred or lacked description, invoices were not tied to full or incremental costs, and calculations / models were provided in a locked form or pdf file and underlying values or equations were not apparent.

Often, a complete description of the pre-retrofit operating conditions and pre- / post-retrofit production records (for industrial projects) were not provided. Incremental costs, RUL, and energy savings were rarely provided where applicable. Also, for larger more complex projects where such considerations apply, drawings / schematics and full explanations of system boundaries, interactive effects and non-energy benefits were also lacking.

C.11 Final Site Report Template

The following is a sample form used to develop the Site Specific Measurement and Verification Plan (SSMVP) as well as the Final Site Report (FSR). The example shows the combined form used for both steps during the “After Decision” (AD) phase of the project. Instructions are given in the form of footnotes; these are removed from the final report submissions.

1.1 Custom Measure M&V Plan⁵

Table 1-1: Project Information⁶

	SSMVP ⁷	FSR ⁸
IOU		
Application ID		
Application Date		
Program ID		
Program Name		
Program Year		
Itron Project ID		
IOU Claim ID(s)		
Project Description		
Incentive Amount		
DEER Building Type (if applicable)		
Sample Stratum (electric &/or gas)	TBD ⁹	
Sample Weight (electric &/or gas)	TBD	
ED Ex-Ante Review Status		
ED Measure Name or Group		
Date of SSMVP and FSR		
Field Engineer/Firm		
Supervisor/Reviewer		

⁵ This combined SSMVP & FSR template is designed for use in conducting pre- or post-installation M&V as part of the custom project ex-ante review process and/or ex-post impact evaluation and is to be filled out after securing facility cooperation (recruitment)

⁶ Most of the data in this Table 1-1 is found in the IOU data (CMPA) for pre-installation M&V (EAR) or from the IOU Tracker (SPTdb) data for ex-post impact evaluation. This table matches Table 1-1 in the Lower Rigor Assessment form and data may be copied from the LRA onto this form.

⁷ For the site visit, only the "plan" column should be filled out and is to be submitted to the DMQC prior to conducting on-site work. A week after the site visit, the "as implemented" column should be filled out with any updates or corrections. The revised form may be submitted with the Final Site Report (FSR). Use "same" for the "as implemented" column if the data has not changed.

⁸ The "FSR" column is to be filled out upon completing the ex-post analysis and savings calculations and submitted to the DMQC for review.

⁹ Use "TBD" for values which will be determined at the next stage of the evaluation process.

Type of M&V Plan [Pre-Installation M&V, Post-Installation M&V (post-EAR), Post-Installation M&V (ex-post impact evaluation only), Pre-Installation Verification, or Post-Installation verification] ¹⁰		N/A ¹¹
Type of M&V (Basic or Enhanced)		
Type of M&V (Pre/Post or Post Only)		

Table 1-2: Site Data ¹²

Contact Name (filled in only on initial submission to Itron later removed or provided in separate documents for Itron and NTG team)	
Contact Title (filled in only on initial submission to Itron later removed or provided in separate documents for Itron and NTG team)	
Contact Phone Number (filled in only on initial submission to Itron later removed or provided in separate documents for Itron and NTG team)	
IOU Representative Name	
IOU Representative Phone #	
Site Visit Consent Granted Y/N (Consent required before completing SSMVP) ¹³	
Date of First On-Site Visit (scheduled or actual)	
Date of Second On-Site Visit (if applicable)	

¹⁰ This will be "Post-EAR" for projects which participated in the Early Application Review process.

¹¹ Use "N/A" for data which is not applicable to the SSMVP or the FSR.

¹² This Table 1-2 is the only place where customer confidential information may be recorded on this form. After submitting this form for review prior to the on-site visit, the customer name, contact number, and any other confidential information should be removed to prevent inadvertent disclosures.

¹³ Consent to visit the site is a pre-requisite for developing the M&V plan. A site-specific M&V plan should not be prepared unless the participant has agreed to allow access to perform on-site M&V. Contact the project manager if the facility fails to return calls or refuses to allow site access so that additional resources can be called upon to facilitate customer cooperation or so that a backup site can be assigned.

Table 1-3: Summary of M&V Findings & Results¹⁴

Description	IOU Proposed Ex-Ante Data or Frozen Ex-Ante Data	As Implemented or As Found
Project Baseline Type (Early Replacement, Normal Replacement, Replace on Burnout, Capacity Expansion, New Construction, Major Renovation, Add-on Measure, System optimization)		
Project Baseline Efficiency (in situ, Title 24 (specify year), Other Code (specify), Industry Standard Practice)		
Project Cost Basis (Full Cost, Incremental Cost)		
Measure Quantity		
RUL (required for early retirement projects only, otherwise n/a)		
EUL		
First Year kWh Savings		
First Year Peak Demand Reduction (kW)		
First Year Therms Savings		
Annual kWh Savings (RUL Period)		
Peak Demand Reduction (kW) (RUL Period) ¹⁵		
Annual Therms Impact (RUL Period)		
Annual kWh Savings (EUL – RUL Period)		
Peak Demand Reduction (kW) (EUL – RUL Period)		
Annual Therms Savings (EUL – RUL Period)		
Annual Non-IOU Fuel Impact (RUL Period)		
Annual Non-IOU Fuel Impact (EUL – RUL Period)		
Net-to-Gross Ratio		
Installation Rate	100%	

¹⁴ The data in this Table 1-3 is in the same format as Table 1-3 in the Lower Rigor Assessment form. Suggest updating the LRA form with final assessments prior to copy-pasting the "as implemented" or FSR results.

¹⁵ Since the RUL does not apply to New Construction projects, the totals here would be lifecycle savings for NC projects. The total savings fields should net out the non-IOU fuel impacts from direct measure savings.

Description	IOU Proposed Ex-Ante Data or Frozen Ex-Ante Data	As Implemented or As Found
Gross Realization Rate (kWh)	90%	
Gross Realization Rate (kW)	90%	
Gross Realization Rate (Therms)	90%	

Table 1-4: M&V Plan Summary

Parameter	Plan	As Implemented or Found
Measure Type		
Operation		
Site Data Dependency		
M&V Scope		
Quantity Verification (Full/Sample) ¹⁶		
IPMVP Option		
Measurement ¹⁷		
Specification Verification		
Eligibility Verification		
Project Cost Verification		
Billing History/PPP Status Verification ¹⁸		
Fuel Switching Analysis ¹⁹		
RUL Assessment ²⁰		
Code or Industry Standard Practice Determination ²¹		
HVAC Interactive Effects		
Non-HVAC Interactive Effects ²²		

¹⁶ When using sampling for verification, briefly describe the sampling method.

¹⁷ Explain the reasons for selecting the above mentioned IPMVP option and how this relates to the primary uncertainties for this project, if known.

¹⁸ Non new construction participant must have a 12-month billing history and must be paying into PPP funds. Additional details have been described in the guidance document.

¹⁹ Fuel switching projects must provide a "3-Prong Test." This field is for identifying the activities which are required for verifying the data found on the three-prong test.

²⁰ Coordinate with the NTG group to verify pre-existing conditions and the presence of sufficient program influence to justify the Early Retirement claim.

²¹ Briefly describe the research needed identify the appropriate "minimum code requirement" and/or "industry standard practice" for the project, if applicable. Or refer to an existing document which defines the code or ISP.

²² This would include assessing any "direct" multiple-measure interactive effects that would impact gross savings.

Table 1-5: Savings Calculation Method

	Plan	As Implemented
Engineering Calculations ²³		
Energy Use Modeling Tool ²⁴ (eQuest, DOE2, EnergyPro, or other ED-approved software)		
DOE Software (Insulation, AirMaster+, Fan Systems, Pumping Systems)		
ED-Approved Custom Model		
8760 Load Shape Development Method (not required for gas)		

Table 1-6: Uncertainty Analysis²⁵

Variable (Important Savings Determinants)	Value in Reducing Uncertainty (High/Medium/ Low)	Estimated Value	Accuracy	Min, Max	Distribution Type
Tracking Data Discrepancy					
Ineligible Measure					
Measure Count					
Project Baseline Type and Efficiency					
Operating Conditions -- Power (kW)					
Operating Conditions – Use (hrs/yr)					
Building Occupancy					
Calculation Method					
Interactive Effects					
Unquantified Fuel Impacts					

²³ Basic engineering calculation formulas should be described in a few words here and discussed in more detail in Section 1.3 if necessary. If the ex-ante and/or proposed ex-post method(s) cannot be determined, they may be included with the updated SSMVP shortly after the on-site visit is complete. In this case, do not wait to submit the "as implemented" SSMVP form with the Final Site Report; instead submit this form with the proposed calculation formulae within a week of completing the first on-site visit.

²⁴ Specify eQuest, DOE2, EnergyPro or other ED-approved software, if proposed (or actually) used to calculate ex-post savings.

²⁵ Present your best estimate of ex-ante of uncertainty for each source, (if applicable) and expected reduction in uncertainty. Add additional rows as needed for variables specific to this project.

Table 1-7: Field Data Collection Plan²⁶

Parameter to Verify/Measure (delete non-applicable rows)	Parameter Range	M&V Equipment Brand and Model	M&V Instrument Qty	Rated Full Scale Accuracy	Accuracy of Expected Measurement	Planned Metering Duration	Planned Metering Interval
Operating Hours ²⁷							
Fluid Temperature							
Surface Temperature							
Ambient air temperature							
Exhaust Gas Temperature							
Amperage							
Power Factor							
Voltage							
True Power							
Air Pressure							
Flow ²⁸							
Humidity							
Leakage							
Supply Air Temperature							
Mixed Air Temperature							
Return Air Temperature							
Thermostat Setpoint Temperature							
Other (Specify)							

²⁶ Include only those rows/values which are applicable for this project and delete the unused/unnecessary rows.

²⁷ For lighting projects, specify if data collection is proposed to involve panel-level measurement, CT logging and/or light loggers.

²⁸ Specify if air, steam, or fluid flows are to be measured.

1.2 Site M&V Cost Estimate²⁹

Item	Estimated Hours	Estimated Cost	Actual Hours	Actual Cost
Site Contact				
M&V Plan Preparation				
Instrument Charge				
Site Work (including Travel Time)				
Travel Costs				
Data Collection and Analysis				
Site Specific Reporting				
Total				

1.3 Ex-Ante Engineering Calculation (Additional Details)

Place additional details here.

1.4 Desk Review Findings, Questions and Data for Site Visit³⁰

Place additional details and questions here.

²⁹ Show line item hours and cost by billing category for M&V plan preparation, instrument charge, data collection, and data analysis and site-specific reporting. Update the estimated hours/costs and submit with the initial SSMVP if the initial budget provided is insufficient for further consideration. Provide the actual hours/costs column after completing the site analysis savings calculations and submit with the Final Site Report.

³⁰ Describe your understanding or lack of understanding of the project based on all of the documents provided, describe any discrepancies, missing information, problems or issues observed with project or analysis, including final IOU application energy savings, costs and incentives, and any inconsistencies that must be addressed during the on-site visit. The Lower Rigor Assessment form should be consulted to inform this paragraph.

2.1 Site-Specific Ex-Post M&V Results³¹

This section of the document is to be completed after the On-site visit is completed.

Table 2-1: Detailed M&V Findings³²

Reviewed Parameter	Analysis
Project Eligibility	IOU Proposal:
	ED Assessment:
Measure Specification and Quantity	IOU Description and Quantity
	As-Found Description and Quantity
Measure Operation	IOU-Documented Operation
	As-Found Operation
Project Gross Savings Baseline (for early retirement projects only, include RUL through EUL baseline)	IOU Assignment:
	ED Assessment:
Project Cost Review (for early retirement projects only, include RUL through EUL cost basis treatment)	IOU Documented Cost:
	ED Assessment:

³¹ Provide a description of confirmed major shortcomings in energy savings methods and adherence to program rules, including specific program eligibility issues or baseline issues after referring to the appropriate Program Manuals. Include recommendations for a standard practice (ISP) baseline study if needed. You may wish to first update the Lower Rigor Assessment form prior to copying the relevant information here.

³² The format of this Table 2-3 is similar, but not exactly the same as the Table 1-4 in the LRA form. Suggest updating the LRA form with final assessments/findings prior to copying to this form.

Reviewed Parameter	Analysis
RUL (required for early retirement projects only, otherwise n/a)	IOU Assignment:
	ED Assessment:
EUL	IOU Assignment:
	ED Assessment:
Input Assumptions for Savings Calculations	IOU Assumptions:
	ED Assessment:
Calculation Method³³	IOU Method:
	ED Method:
Pre- and/or Post-Installation M&V	IOU M&V:
	ED's M&V Results:
Net-to-Gross Review	IOU Assignment:
	ED Assessment:

³³ Include (do not embed) the savings calculation spreadsheet and reference the filename here. If not submitted with this document, include the URL of the document on the SharePoint site or other approved, secure location.

Table 2-2: Discrepancy Analysis³⁴

The following table presents adjustments made to the claimed project savings on account of various discrepancies found during the M&V effort. These adjustments are shown as positive or negative impact (quantities and percent of claim) on the IOU-claimed savings. This table does **not** need be filled out during the lower rigor assessment/SSMVP phase.

Discrepancy Factor	kWh Impact	KW Impact	Therms Impact
Tracking Data Discrepancy			
Ineligible Measure			
Measure Count			
Inappropriate Baseline			
Equipment Specifications			
Operating Conditions			
Calculation Method			
Un-quantified Fuel Impacts			

2.2 Additional description of project (if needed)

Describe any changes to the project scope or measure discovered during the M&V effort, if not adequately addressed elsewhere in this document.

2.3 Reasons for Discrepancy

The following reasons are noted for the discrepancy between claimed and evaluated savings.

³⁴ Show the difference for each component of the uncertainty as a positive or negative adjustment (value and percent) to the ex-ante claimed savings.

C.12 Approach to Determining Gross Baselines

A challenge that occurs in a number of industrial projects is how to define the evaluation's baseline for gross savings with respect to program requirements that reference "industry standard practice" as the basis for the baseline. In some cases, the availability of efficiency options above the industry standard practice baseline may leave room for further savings adjustment due to partial free ridership. In other cases, there may be few or no efficiency options above the industry standard practice baseline, the result of which may be low or zero gross savings. Evaluators' choices of baselines may differ from those selected by program administrators for a number of reasons as discussed in the remainder of this subsection.

Below are several principles that the evaluation project team used as guidance for determining the appropriate baseline to be used in calculating the gross savings for projects:

Code or market baselines were used for replace-on-burnout and 'normal replacement'

In situ baselines were only used for the remaining useful life (RUL) of the pre-existing equipment that was eliminated due to the program. Consideration was given to the specifics of the application with respect to the remaining life, if any, of the pre-existing equipment when selecting the baseline including:

- In-situ equipment was used as the gross baseline only when the existing equipment was not at the end of its useful life and there was compelling evidence that the pre-existing equipment had a remaining useful life
- Code requirements or industry standard practice baselines were used for replace-on-burnout or natural turnover situations
- Care was taken when the industry standard practice baseline was used to maintain consistency with the net to gross analysis.

CPUC policy rules and IOU program eligibility rules governed the baseline

Careful review of utility and third-party program and CPUC policy rules were made and adjustments were applied to both gross and net savings. The adjustments were applied to gross savings when there was clear evidence from program or policy rules that savings claims could not be made nor rebates paid for the case in question. Program rules also came into play with respect to gross baseline requirements, e.g., specifying a given efficiency level or percentage above code. In situations where program or policy rules were in question, the case was reviewed by the project management team, ED's consultants, and ED, with ED making the final judgment on whether rules were violated and whether associated corrections were required in the baseline determination or measure qualification.

Minimum production or energy service requirements govern the baseline

In some situations, a measure for which savings were claimed was determined to be the only acceptable equipment for an application. In such cases, the baseline was set at the minimum needed to meet the requirements. Care was taken to ensure that the changes in production or energy service requirements were not merely preferences but were fundamentally required. An example would be an industrial process where only a variable-speed drive pumping system could meet the production requirements.

For situations where the baseline conditions were changed (such as production levels), the baseline equipment was defined as the minimum equipment needed to meet the revised conditions. This could result in changes in gross savings if claimed savings were set at pre-installation requirements.

Evaluate early replacement RULs and program inducement

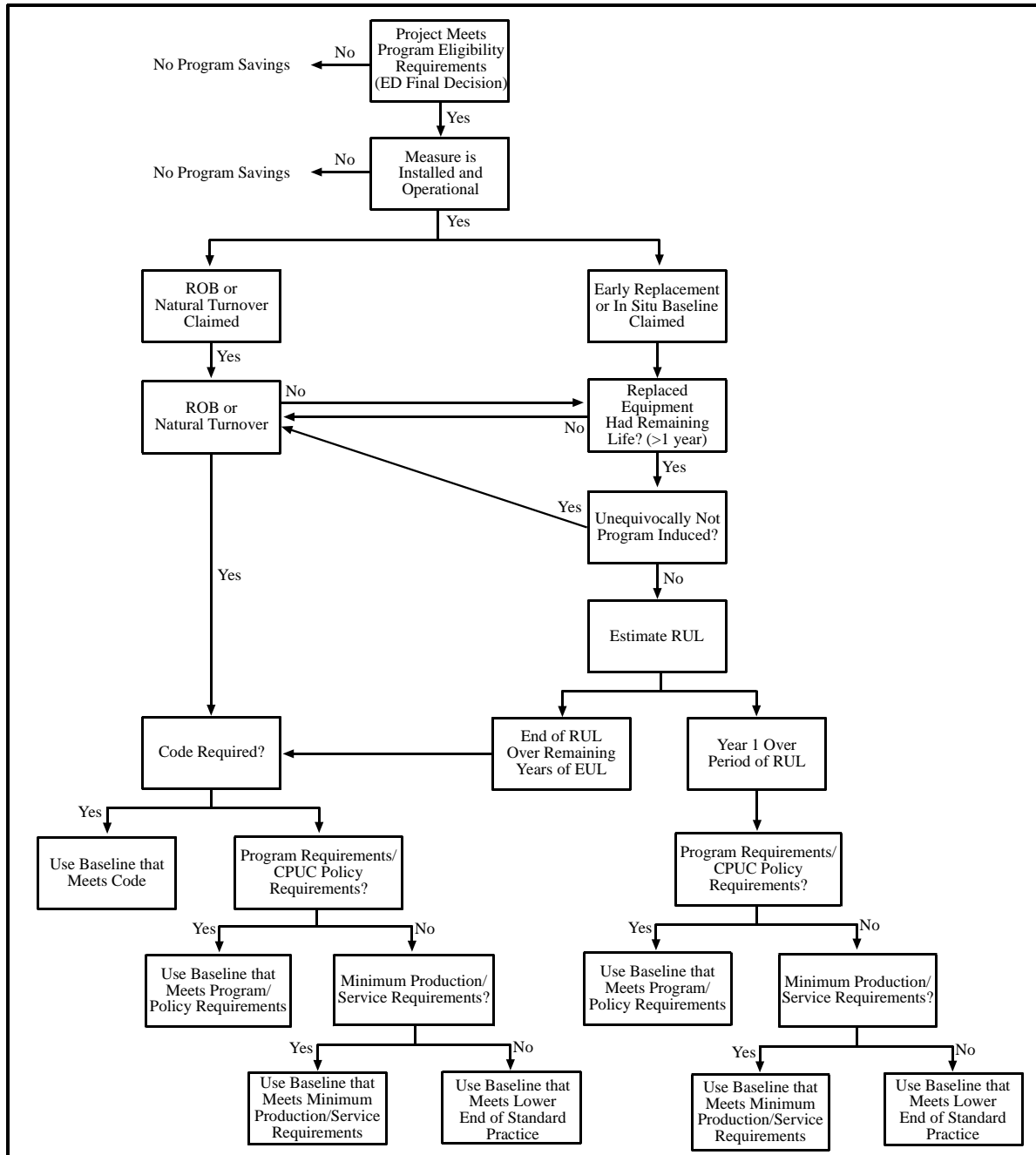
The engineering team responsible for gross savings estimates determined whether there was evidence that early replacement actually occurred, that is, that there was remaining life on the equipment replaced. If so, an estimate was made of the associated RUL. The net to gross team, in consultation with the engineering team, was responsible for determining whether the early replacement was program induced. If the early replacement was not program induced, the gross baseline was set based on the replace on burnout/normal replacement guidelines.

The decision tree used as guidance for determining the baseline for gross savings can be found in Figure C-2. The application of site specific baselines, gross and net baseline approaches were reviewed by ED and its consultants.

Figure C-2: Baseline Guidance

Guidance for Determination of Baseline for Gross Savings

Take Most Efficient of All Applicable Cases



Appendix D

Net-to-Gross

D-1: Nonresidential NTG Methods Document

D-2a: CATI NTG Survey Instrument

D-2b: Professional NTG Survey Instrument

D-2c: New Construction NTG Survey Instrument

D-3a: Detailed NTG Analysis by Project

D-3b: NTG Reasons by Project

D-4: Net-to-Gross Program Population and Completed Surveys

D-1: Nonresidential NTG Methods Document

Methodological Framework for Using the Self-Report Approach to Estimating Net-to-Gross Ratios for Nonresidential Customers

**Prepared for the Energy Division, California Public Utilities
Commission**

By

The Nonresidential Net-To-Gross Ratio Working Group

October 16, 2012

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Appendix A: References

Acknowledgments

As part of the evaluation of the 2010-12 energy efficiency programs designed and implemented by the four investor-owned utilities (Pacific Gas & Electric Company, Southern California Edison Company, Southern California Gas Company, and San Diego Gas and Electric Company) and third parties, the Energy Division of the California Public Utilities Commission (CPUC) re-formed the nonresidential net-to-gross ratio working group that was originally formed during the PY2006-2008 evaluation. The main purpose of this group was to further refine and improve the standard net-to-gross methodological framework that was developed during the PY2006-2008 evaluation cycle. This framework includes decision rules, for integrating in a systematic and consistent manner the findings from both quantitative and qualitative information in estimating net-to-gross ratios. The working group, listed alphabetically, is composed of the following evaluation professionals:

- Jennifer Fagan, Itron, Inc.
- Nikhil Gandhi, Strategic Energy Technologies, Inc.
- Kay Hardy, Energy Division, CPUC
- Jeff Hirsch, James J. Hirsch & Associates
- Richard Ridge, Ridge & Associates
- Mike Rufo, Itron, Inc.
- Claire Palmgren, KEMA
- Valerie Richardson, KEMA
- Philippus Willems, PWP, Inc.

A public webinar was conducted to obtain feedback from the four investor-owned utilities and other interested stakeholders. The questionnaire was then pre-tested and, based on the pre-test results, finalized in December 2011.

1. OVERVIEW OF THE LARGE NONRESIDENTIAL FREE RIDERSHIP APPROACH

The methodology described in this section was developed to address the unique needs of Large Nonresidential customer projects developed through energy efficiency programs offered by the four California investor-owned utilities and third-parties. This method relies exclusively on the Self-Report Approach (SRA) to estimate project and program-level Net-to-Gross Ratios (NTGRs), since other available methods and research designs are generally not feasible for large nonresidential customer programs. This methodology provides a standard framework, including decision rules, for integrating findings from both quantitative and qualitative information in the calculation of the net-to-gross ratio in a systematic and consistent manner. This approach is designed to fully comply with the *California Energy Efficiency Evaluation: Protocols: Technical, Methodological, and Reporting Requirements for Evaluation Professionals* (Protocols) and the *Guidelines for Estimating Net-To-Gross Ratios Using the Self-Report Approaches* (Guidelines).

This approach preserves the most important elements of the approaches previously used to estimate the NTGRs in large nonresidential customer programs. However, it also incorporates several enhancements that are designed to improve upon that approach, for example:

- The method incorporates a 0 to 10 scoring system for key questions used to estimate the NTGR, rather than using fixed categories that are assigned weights.
- The method asks respondents to jointly consider and rate the importance of the many likely events or factors that may have influenced their energy efficiency decision making, rather than focusing narrowly on only their rating of the program's importance. This question structure more accurately reflects the complex nature of the real-world decision making and should help to ensure that all non-program influences are reflected in the NTGR assessment in addition to program influences.

It is important to note that the NTGR approach described in this document is a general framework, designed to address all large nonresidential programs. In order to implement this approach on a program-specific basis, it also needs to be customized to reflect the unique nature of the individual programs.

2. BASIS FOR SRA IN SOCIAL SCIENCE LITERATURE

The social sciences literature provides strong support for use of the methods used in the SRA to assess program influence. As the *Guidelines* notes,

More specifically, the SRA is a mixed method approach that involves asking one or more key participant decision-makers a series of structured and open-ended questions about whether they would have installed the same EE equipment in the

absence of the program as well as questions that attempt to rule out rival explanations for the installation (Weiss, 1972; Scriven, 1976; Shadish, 1991; Wholey et al., 1994; Yin, 1994; Mohr, 1995). In the simplest case (e.g., residential customers), the SRA is based primarily on quantitative data while in more complex cases the SRA is strengthened by the inclusion of additional quantitative and qualitative data which can include, among others, in-depth, open-ended interviews, direct observation, and review of program records. Many evaluators believe that additional qualitative data regarding the economics of the customer's decision and the decision process itself can be very useful in supporting or modifying quantitatively-based results (Britan, 1978; Weiss and Rein, 1972; Patton, 1987; Tashakkori and Teddlie, 1998).¹

More details regarding the philosophical and methodological underpinnings of this approach are in Ridge, Willems and Fagan (2009), Ridge, Willems, Fagan and Randazzo (2009) and Megdal, Patil, Gregoire, Meissner, and Parlin (2009). In addition to these two articles, Appendix A provides an extensive listing of references in the social sciences literature regarding the methods employed in the SRA.

3. FREE RIDERSHIP ANALYSIS BY PROJECT TYPE

There are three levels of free-ridership analysis. The most detailed level of analysis, the **Standard – Very Large Project** NTGR, is applied to the largest and most complex projects (representing 10 to 20% of the total) with the greatest expected levels of gross savings.² The **Standard** NTGR, involving a somewhat less detailed level of analysis, is applied to projects with moderately high levels of gross savings. The least detailed analysis, the **Basic** NTGR, is applied to all remaining projects. Evaluators must exercise their own discretion as to what the appropriate thresholds should be for each of these three levels.

4. SOURCES OF INFORMATION ON FREE RIDERSHIP

There are five sources of free-ridership information in this study. Each level of analysis relies on information from one or more of these sources. These sources are described below.

1. **Program Files.** As described in previous sections of this report, programs often maintain a paper file for each paid application. These can contain various pieces of information which are relevant to the analysis of free-ridership, such as letters written by the utility's customer representatives that document what the customer had planned to do in the absence of the rebate and explain the customer's motivation for implementing the efficiency measure. Information on the measure payback with and without the rebate may also be available.

¹ *Guidelines for Estimating Net-To-Gross Ratios Using the Self-Report Approaches*, October 15, 2007, pg. 3.

² Note that we do not refer to an Enhanced level of analysis, since this is defined by the Protocols to involve the application of two separate analysis approaches, such as billing analysis or discrete choice modeling.

2. **Decision-Maker Surveys.** When a site is recruited, one must also determine who was involved in the decision-making process which led to the implementation of measures under the program. They are asked to complete a Decision Maker survey. This survey obtains highly structured responses concerning the probability that the customer would have implemented the same measure in the absence of the program. First, participants are asked about the timing of their program awareness relative to their decision to purchase or implement the energy efficiency measure. Next, they are asked to rate the importance of the program versus non-program influences in their decision making. Third, they are asked to rate the significance of various factors and events that may have led to their decision to implement the energy efficiency measure at the time that they did. These include:

- the age or condition of the equipment,
- information from a feasibility study or facility audit
- the availability of an incentive or endorsement through the program
- a recommendation from an equipment supplier, auditor or consulting engineer
- their previous experience with the program or measure,
- information from a program-sponsored training course or marketing materials provided by the program
- the measure being included as part of a major remodeling project
- a suggestion from program staff, a program vendor, or a utility representative
- a standard business practice
- an internal business procedure or policy
- stated concerns about global warming or the environment
- a stated desire to achieve energy independence.

In addition, the survey obtains a description of what the customer would have done in the absence of the program, beginning with whether the implementation was an early replacement action. If it was not, the decision maker is asked to provide a description of what equipment would have been implemented in the absence of the program, including both the efficiency level and quantities of these alternative measures. This is used to adjust the gross engineering savings estimate for partial free ridership, as discussed in Section 5.2.

This survey contains a core set of questions for **Basic** NTGR sites, and several supplemental questions for both **Standard** and **Standard – Very Large** NTGR sites. For example, if a Standard or Standard-Very Large respondent indicates that a financial calculation entered highly into their decision, they are asked additional questions about their *financial criteria* for investments and their rationale for the current project in light of them. Similarly, if they respond that a *corporate policy* was a primary consideration in their decision, they are asked a series of questions about the specific policy that led to their adoption of the installed measure. If they indicate the installation was a *standard practice*, there are supplemental questions to understand the origin and evolution of that standard practice within their

organization. These questions are intended to provide a deeper understanding of the decision making process and the likely level of program influence versus these internal policies and procedures. Responses to these questions also serve as a basis for consistency checks to investigate conflicting answers regarding the relative importance of the program and other elements in influencing the decision. In addition, **Standard – Very Large** sites may receive additional detailed probing on various aspects of their installation decision based on industry- or technology-specific issues, as determined by review of other information sources. For Standard-Very Large sites all these data are used to construct an internally consistent “story” that supports the NTGR calculated based on the overall information given.

3. **Vendor Surveys.** A Vendor Survey is completed for all **Standard** and **Standard-Very Large** NTGR sites that utilized vendors, and for **Basic** NTGR sites that indicate a high level of vendor influence in the decision to implement the energy efficient measure. For those sites that indicate the vendor was very influential in decision making, the vendor survey results enter directly into the NTGR scoring. The vendor survey findings are also be used to corroborate Decision Maker findings, particularly with respect to the vendor’s specific role and degree of influence on the decision to implement the energy efficient measure. Vendors are queried on the program’s significance in their decision to recommend the energy efficient measures, and on their likelihood to have recommended the same measure in the absence of the program. Generally, the vendors contacted as part of this study are contractors, design engineers, distributors, and installers.
4. **Utility and Program Staff Interviews.** For the Standard and Standard-Very Large NTGR analyses, interviews with utility staff and program staff are also conducted. These interviews are designed to gather information on the historical background of the customer’s decision to install the efficient equipment, the role of the utility and program staff in this decision, and the name and contact information of vendors who were involved in the specification and installation of the equipment.
5. **Other information.** For **Standard – Very Large Project** NTGR sites, secondary research of other pertinent data sources is performed. For example, this could include a review of standard and best practices through industry associations, industry experts, and information from secondary sources (such as the U.S. Department of Energy's Industrial Technologies Program, Best Practices website URL, <http://www1.eere.energy.gov/industry/bestpractices/>). In addition, the Standard- Very Large NTGR analysis calls for interviews with other employees at the participant’s firm, sometimes in other states, and equipment vendor experts from other states where the rebated equipment is being installed (some without rebates), to provide further input on standard practice within each company.

Table 1 below shows the data sources used in each of the three levels of free-ridership analysis. Although more than one level of analysis may share the same source, the amount of information that is utilized in the analysis may vary. For example, all three levels of analysis obtain core question data from the Decision Maker survey.

Table 1: Information Sources for Three Levels of NTGR Analysis

	Program File	Decision Maker Survey Core Question	Vendor Surveys	Decision Maker Survey Supplemental Questions	Utility & Program Staff Interviews	Other Research Findings
Basic NTGR	√	√	√ ¹		√ ²	
Standard NTGR	√	√	√ ¹	√	√	
Standard NTGR - Very Large Projects	√	√	√ ³	√	√	√

¹Only performed for sites that indicate a vendor influence score (N3d) greater than maximum of the other program element scores (N3b, N3c, N3g, N3h, N3l).

²Only performed for sites that have a utility account representative

³Only performed if significant vendor influence reported or if secondary research indicates the installed measure may be becoming standard practice.

A copy of the complete survey forms (with lead-in text and skip patterns) are available upon request.

5. NTGR FRAMEWORK

The Self-Report-based Net-to-Gross analysis relies on responses to a series of survey questions that are designed to measure the influence of the program on the participant's decision to implement program-eligible energy efficiency measure(s). Based on these responses, a NTGR is derived based on responses to a set of "core" NTGR questions.

5.1. NTGR Questions and Scoring Algorithm

A self-report NTGR is computed for all NTGR levels using the following approach. Adjustments may be made for **Standard – Very Large** NTGR sites, if the additional information that is collected is inconsistent with information provided through the Decision Maker survey.

The NTGR is calculated as an average of three scores. Each of these scores represents the highest response or the average of several responses given to one or more questions about the decision to install a program measure.

- **Program attribution index 1 (PAI-1) score** that reflects the influence of the **most important** of various program and program-related elements in the

customer's decision to select the specific program measure at this time. Program influence through vendor recommendations is also incorporated in this score.

- **Program attribution index 2 (PAI-2) score** that captures the perceived importance of the program (whether rebate, recommendation, training, or other program intervention) relative to non-program factors in the decision to implement the specific measure that was eventually adopted or installed. This score is determined by asking respondents to assign importance values to both the program and most important non-program influences so that the two total 10. The program influence score is adjusted (i.e., divided by 2) if respondents say they had already made their decision to install the specific program qualifying measure before they learned about the program.
- **Program attribution index 2 (PAI-3) score** that captures the likelihood of various actions the customer might have taken at this time and in the future if the program had not been available (the counterfactual).

When there are multiple questions that feed into the scoring algorithm, as is the case for both the **PAI-1** and **PAI-3** scores, the maximum score is always used. The rationale for using the maximum value is to capture the most important element in the participant's decision making. Thus, each score is always based on the strongest influence indicated by the respondent. However, high scores that are inconsistent with other previous responses trigger consistency checks and can lead to follow-up questions to clarify and resolve the discrepancy.

The calculation of each of the above scores is discussed below. For each score, the associated questions are presented and the computation of each score is described.

5.1.1. PAI-1 score

For the Decision Maker, the questions asked are:

I'm going to ask you to rate the importance of the program as well as other factors that might influence your decision to implement [MEASURE.] Think of the degree of importance as being shown on a scale with equally spaced units from 0 to 10, where 0 means not at all important and 10 means very important, so that an importance rating of 8 shows twice as much influence as a rating of 4.

Now, using this 0 to 10 rating scale, where 0 means "Not at all important" and 10 means "Very important," please rate the importance of each of the following in your decision to implement this specific [MEASURE] at this time.

- Availability of the PROGRAM rebate
- Information provided through a recent feasibility study, energy audit or other types of technical assistance provided through PROGRAM
- Information from PROGRAM training course

- Information from other PROGRAM marketing materials
- Suggestion from program staff
- Suggestion from your account rep
- Recommendation from a vendor/supplier (If a score of greater than 5 is given, a vendor interview is triggered)

For the Vendor, the questions asked (if the interview is triggered) are:

I'm going to ask you to rate the importance of the [PROGRAM] in influencing your decision to recommend [MEASURE] to [CUSTOMER] and other customers. Think of the degree of importance as being shown on a scale with equally spaced units from 0 to 10, where 0 means not at all important and 10 means very important, so that an importance rating of 8 shows twice as much influence as a rating of 4.

1. Using this 0 to 10 scale where 0 is "Not at all important" and 10 is "Very Important," how important was the PROGRAM, including incentives as well as program services and information, in influencing your decision to recommend that CUSTOMER install the energy efficiency MEASURE at this time?
2. And using a 0 to 10 likelihood scale, where 0 denotes "not at all likely" and 10 denotes "very likely," if the PROGRAM, including incentives as well as program services and information, had not been available, what is the likelihood that you would have recommended this specific energy efficiency MEASURE to CUSTOMER?
3. Now, using a 0 to 100 percent scale, in what percent of sales situations did you recommend MEASURE before you learned about the [PROGRAM]?
4. And using the same 0 to 100 percent scale, in what percent of sales situations do you recommend MEASURE now that you have worked with the [PROGRAM]?
5. And, using the same 0 to 10 scale where 0 is "Not at all important" and 10 is "Very important", how important in your recommendation were:
 - a. Training seminars provided by UTILITY?
 - b. Information provided by the UTILITY website?
 - c. Your firm's past participation in a rebate or audit program sponsored by UTILITY?

If the Vendor interview is triggered, a score is calculated that captures the highest degree of program influence on the vendor's recommendation. This score (VMAX) is calculated as the MAXIMUM value of the following:

1. The response to question 1
2. 10 minus the response to question 2
3. The response to question 4 minus the response to question 3, divided by 10
4. The response to question 5a.
5. The response to question 5b.
6. The response to question 5c.

Note that vendors are asked an additional question regarding other ways that their recommendations regarding the measure might have been influenced. Their responses are not used in the direct calculation of the NTGR but are potentially useful in making adjustments to the core NTGR.

The PAI-1 score is calculated as:

The highest program influence score divided by the sum of the highest program influences (i.e., the responses to the first six decision maker questions) plus the highest non-program influence score, multiplied by 10. and, if the vendor interview has been triggered, the VMAX score multiplied by the score the decision makers assigned to the vendor recommendation.

5.1.2. PAI-2 score

The questions asked are:

1. Did you learn about PROGRAM BEFORE or AFTER you decided to implement the specific MEASURE that was eventually adopted or installed?
2. Now I'd like to ask you a last question about the importance of the program to your decision as opposed to other factors that may have influenced your decision. Again using the 0 to 10 rating scale we used earlier, where 0 means "Not at all important" and 10 means "Very important," please rate the overall importance of PROGRAM versus the most important of the other factors we just discussed in your decision to implement the specific MEASURE that was adopted or installed. This time I would like to ask you to have the two importance ratings -- the program importance and the non-program importance -- total 10.

The PAI-2 score is calculated as:

The importance of the program, on the 0 to 10 scale, to question 2. This score is reduced by half if the respondent learned about the program after the decision had been made.

5.1.3. PAI-3 Score

The questions asked are:

1. Now I would like you to think about the action you would have taken with regard to the installation of this equipment if the &PROGRAM had not been available. Using a likelihood scale from 0 to 10, where 0 is "Not at all likely" and 10 is "Extremely likely", if PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program-qualifying efficiency equipment that you did in this project?

The PAI-3 score is calculated as:

10 minus the likelihood of installing the same equipment

5.1.4. The Core NTGR

The self-reported core NTGR in most cases is simply the average of the PAI-1, PAI-2, and PAI-3 scores, divided by 10. The one exception to this is when the respondent indicates a 10 in 10 probability of installing the same equipment at the same time in the absence of the program, in which case the NTGR is based on the average of the PAI-2 and PAI-3 scores only.

5.2. Data Analysis and Integration

The calculation of the Core NTGR is fairly mechanical and is based on the answers to the closed-ended questions. However, the reliance of the Standard NTGR – Very Large on more information from so many different sources requires more of a case study level of effort. The SRA Guidelines point out that a case study is one method of assessing both quantitative and qualitative data in estimating a NTGR. A case study is an organized presentation of all these data available about a particular customer site with respect to all relevant aspects of the decision to install the efficient equipment. In such cases where multiple interviews are conducted eliciting both quantitative and qualitative data and a variety of program documentation has been collected, one will need to integrate all of this information into an internally consistent and coherent story that supports a specific NTGR.

The following data sources should be investigated and reviewed as appropriate to supplement the information collected through the decision maker interviews.

- Account Representative Interview
- Utility Program Manager/Staff Interview
- Utility Technical Contractor Interview
- Third party Program Manager Interview
- Evaluation Engineer Interview
- Gross Impact Site Plan/Analysis Review
- Corporate Green/Environmental Policy Review (if mentioned as important)
- Corporate Standard Practice Review (if mentioned as important)
- Industry Standard Practice Review (if mentioned as important)
- Corporate payback review (if mentioned as important)
- Review relevant codes and standards, including regulatory requirements
- Review industry publications, websites, reports such as the Commercial Energy Use Survey, historical purchase data of specific measures etc.

As detailed in the Self-Report NTGR Guidelines, when complementing the quantitative analysis of free-ridership with additional quantitative and qualitative data from multiple respondents and other sources, there are some basic concerns that one must keep in mind. Some of the other data – including interviews with third parties who were involved in the decision to install the energy efficient equipment – may reveal important influences on the customer's decision to install the qualifying program measure. When one chooses to

incorporate other data, one should keep the following principles in mind: 1) the method chosen should be balanced. That is, the method should allow for the possibility that the other influence can either increase or decrease the NTGR calculated from the decision maker survey responses, 2) the rules for deciding which customers will be examined for potential other influences should be balanced. In the case of Standard –Very Large interviews, all customers are subject to such a review, so that the pool of customers selected for such examination will not be biased towards ones for whom the evaluator believes the external influence will have the effect of influencing the NTGR in only one direction, 3) the plan for capturing other influences should be based on a well-conceived causal framework. The onus is on the evaluator to build a compelling case using a variety of quantitative and/or qualitative data for estimating a customer’s NTGR.

Establishing Rules for Data Integration

Before the analysis begins, the evaluation team should establish, to the extent feasible, rules for the integration of the quantitative and qualitative data. These rules should be as specific as possible and be strictly adhered to throughout the analysis. Such rules might include instructions regarding when the NTGR based on the quantitative data should be overridden based on qualitative data, how much qualitative data are needed to override the NTGR based on quantitative data, how to handle contradictory information provided by more than one person at a given site, how to handle situations when there is no decision-maker interview, when there is no appropriate decision-maker interview, or when there is critical missing data on the questionnaire, and how to incorporate qualitative information on deferred free-ridership.

One must recognize that it is difficult to anticipate all the situations that one may encounter during the analysis. As a result, one may refine existing rules or even develop new ones during the initial phase of the analysis. One must also recognize that it is difficult to develop algorithms that effectively integrate the quantitative and qualitative data. It is therefore necessary to use judgment in deciding how much weight to give to the quantitative versus qualitative data and how to integrate the two. The methodology and estimates, however, must contain methods to support the validity of the integration methods through preponderance of evidence or other rules/procedures as discussed above.

For the **Standard-Very Large** cases in the large Nonresidential programs, the quantitative data used in the NTGR Calculator (which calculates the “core” NTGR), together with other information collected from the decision maker regarding the installation decision, form the initial basis for the NTG “story” for each site. Note that in most cases, supplemental data such as tracking data, program application files and results of interviews with program/IOU staff and vendors, will have been completed before the decision maker is contacted and will help guide the non-quantitative questioning in the interview. In practice, this means that most potential inconsistencies between decision maker responses and other sources of information should have been resolved before the interview is complete and data are entered into the NTGR Calculator. For example, if a company has an aggressive “green” policy widely promoted on its website that is not mentioned by the decision makers, the interviewer will ask the respondent to clarify the role of that policy in the decision. Conversely, if the decision maker attributes the

decision to install the equipment to a new company wide initiative rather than the program, yet there is no evidence of such an initiative reported by program staff, vendors, or the company's website, the decision maker will be asked to explain the discrepancy so that his or her responses can be changed if needed.

In some cases, however, it may be necessary to modify or override one of the scores contributing to the overall NTGR or the NTGR itself. Before this is done all quantitative and qualitative data will be systematically (and independently) analyzed by two experienced researchers who are familiar with the program, the individual site and the social science theory that underlies the decision maker survey instrument. Each will determine whether the additional information justifies modifying the previously calculated NTGR score, and will present any recommended modifications and their rationale in a well-organized manner, along with specific references to the supporting data. Again, it is important to note that the other influences can have the effect of either increasing or decreasing the NTGR calculated from the decision maker survey responses, and one should be skeptical about a consistent pattern of "corrections" in one direction or another.

Sometimes, *all* the quantitative and qualitative data will clearly point in the same direction while, in others, the *preponderance* of the data will point in the same direction. Other cases will be more ambiguous. In all cases, in order to maximize reliability, it is essential that more than one person be involved in analyzing the data. Each person must analyze the data separately and then compare and discuss the results. Important insights can emerge from the different ways in which two analysts look at the same set of data. Ultimately, differences must be resolved and a case made for a particular NTGR. Careful training of analysts in the systematic use of rules is essential to insure inter-rater reliability³.

Once the individual analysts have completed their review, they meet to discuss their respective findings and present to the other the rationale for their recommended changes to the Calculator-derived NTGR. Key points of these arguments will be written down in summary form (e.g., Analyst 1 reviewed recent AQMD ruling and concluded that customer would have had to install the same measure within 2 years, not 3, thereby reducing NP score from 7.8 to 5.5) and also presented in greater detail in a workpaper so that an independent reviewer can understand and judge the data and the logic underlying each NTGR estimate. Equally important, the CPUC will have all the essential data to enable them to replicate the results, and if necessary, to derive their own estimates.

The outcome of the reconciliation by two analysts determines the final NTGR for a specific project. Again, the reasoning behind the "negotiated" final value must be thoroughly documented in a workpaper, while a more concise summary description of the rationale can be included in the NTGR Calculator workbook (e.g., Analyst 1 and Analyst 2 agreed that the NTGR score should have been higher than the calculated value of 0.45

³ Inter-rater reliability is the extent to which two or more individuals (coders or raters) agree. Inter-rater reliability addresses the consistency of the implementation of a rating system.

because of extensive interaction between program technical staff and the customer, but they disagreed on whether this meant the NTGR should be .6 or .7. After discussion, they agreed on a NTGR of .65 as reflecting the extent of program influence on the decision).

In summary, it has been decided that supplemental data from non-core NTG questions collected through these surveys should be used in the following ways in the California Large Nonresidential evaluations:

- Vendor interview data will be used at times in the direct calculation of the NTGR. It will also be used to provide context and confirming/contradictory information for Standard-Very Large decision maker interviews.
- Qualitative and quantitative information from other sources (e.g., industry data, vendor estimates of sales in no-program areas, and other data as described above) may be used to alter core inputs only if contradictions are found with the core survey responses. Since judgments will have to be made in deciding which information is more compelling when there are contradictions, supplemental data are reviewed independently by two senior analysts, who then summarize their findings and recommendations and together reach a final NTGR value.
- Responses will also be used to construct a NTGR “story” around the project; that is they will help to provide the context and rationale for the project. This is particularly valuable in helping to provide guidance to program design for future years. It may be, for example, that responses to the core questions yield a high NTGR for a project, but additional information sources strongly suggest that the program qualifying technology has since become standard practice for the firm or industry, so that free ridership rates in future years are likely to be higher if program rules are not changed.
- Findings from other non-core NTGR questions (e.g., Payback Battery, Corporate Policy Battery) are also be used to **cross-check the consistency** of responses to core NTGR questions. When an inconsistency is found, it is presented to the Decision Maker respondent who is then be asked to explain and resolve it if they can. If they are not able to do so, their responses to the core NTGR question with the inconsistency may be overridden by the findings from these supplemental probes. These situations are handled on a case-by-case basis; however consistency checks are programmed into the CATI survey instrument used for the Basic and Standard cases.

Finally, some analysis of additional information beyond the close-ended questions that are used to calculate the Core NTGR could be done for the **Standard NTGR**. For example information regarding the financial criteria used to make capital investments, corporate policy regarding the purchase of energy efficiency equipment or the influence of standard practice in the same industry as the participant could be taken into account and used to make adjustments to the Core NTGR in a manner similar what is done for the Standard – Very Large NTGR.

5.3. Accounting for Partial Free Ridership

Partial free-ridership can occur when, in the absence of the program, the participant would have installed something more efficient than the program-assumed baseline efficiency but not as efficient as the item actually installed as a result of the program.

In situations where there is partial free ridership, the assumed baseline condition is affected. Absent partial free ridership, the assumed baseline would normally be based on existing equipment (in early replacement cases), on code requirements (in normal replace on burnout cases), or on a level above current code (e.g., this could be a market average or value purposefully set above code minimum but below market average; in this case, the definition and requirement would typically be defined by a specific program's baseline rules). In some cases, there may be a "dual" baseline (more specifically, a baseline that changes over the measure's EUL) if the project involves early replacement plus partial free ridership. In such cases, the baseline basis for estimating savings is the existing equipment over the remaining useful life (RUL) of the equipment, and then a baseline of likely intermediate efficiency equipment (e.g., code or above) for the remainder of the analysis period (i.e., the period equal to the EUL-RUL). When there is partial free ridership, the baseline equipment that would have been installed absent the program is of an intermediate efficiency level (resulting in lower energy savings than that assumed by the program if the program took in situ equipment efficiency as the basis for savings over the entire EUL). A related issue with respect to determination of the appropriate baseline is whether the adjustment made, if any, from the in situ or otherwise claimed baseline in the ex ante calculation, is whether the adjustment applies to the gross or net savings calculation.

Assignment of Partial Free Ridership Effects to Gross versus Net. In past evaluations, partial free ridership impacts have principally been incorporated into the net-to-gross ratio. This is because most partial free ridership is induced by market conditions, rather than by non-market factors. Market conditions refer primarily to standard adoption of a technology by a particular market segment or end user as a result of competitive market forces or other end user-specific factors. The key determining principle with respect to application of the adjustment to the net-to-gross ratio is whether there is a level of efficiency, below the efficiency of the measure for which savings are paid and claimed, but above what is required by code or minimum program baseline requirements that the end user would have implemented anyway without the program. Conditions that cause this adjustment to be made to gross savings rather than the net-to-gross ratio may include factors such as

- changing baseline equipment to meet changed business circumstances (such as increased production/throughput, changes in occupancy, etc.);
- compliance with environmental regulations, indoor air quality requirements, safety requirements; or
- the need to address an operational problem.

Each project should be examined separately for partial free ridership and a determination should be made based on the unique circumstances of each installation of whether an adjustment to gross savings or the net-to-gross ratio is warranted.

Data Collection Procedures. Information is gathered on partial free ridership using the following questions asked as part of the decision maker NTGR survey.

1. Now I would like you to think one last time about what action you would have taken if the program had not been available. Supposing that you had not installed the program qualifying equipment, which of the following alternatives would you have been MOST likely to do?
 - a. Install fewer units
 - b. Install standard efficiency equipment or whatever required by code
 - c. Install equipment more efficient than code but less efficient than what you installed through the program
 - d. repair/rewind or overhaul the existing equipment
 - e. do nothing (keep the existing equipment as is)
 - f. something else (specify what _____)
2. (IF FEWER UNITS) How many fewer units would you have installed? (It is okay to take an answer such as ...HALF...or 10 percent fewer ... etc.)
3. (IF MORE EFFICIENT THAN CODE) Can you tell me what model or efficiency level you were considering as an alternative? (It is okay to take an answer such as ... 10 percent more efficient than code or 10 percent less efficient than the program equipment)
4. (IF REPAIR/REWIND/OVERHAUL) How long do you think the repaired/rewound/refurbished equipment would have lasted before requiring replacement?

In addition, these same partial free ridership questions should be asked during the on-site audit for a given project. This latter interview will be conducted by the project engineers. The collected information helps the gross impact and NTG analysis teams gain a more complete understanding of the true project baseline and equipment selection decision. These decision maker questions are included in the Excel version of the CATI-based Standard and Basic decision maker survey instrument as well as in the Standard-Very Large instrument.

Data Analysis and Integration Procedures. In cases where partial free ridership is found and it is determined that the adjustment should be made to the net-to-gross ratio, the following procedure should be used:

On the net side, the adjustment is based on the intermediate baseline indicated by the decision maker for the time period in which the intermediate equipment would have been installed. The calculation of energy saved under this intermediate baseline is done, and then divided by the savings calculated under the in situ baseline. The resulting ratio is then multiplied by the initial NTGR which was previously calculated using only the

‘core’ scoring inputs. The effect of this adjustment is to reduce the NTGR further to reflect the effects of the revealed partial free ridership.

In all cases, the Gross Impacts and NTG analysis teams will need to carefully coordinate their calculations to ensure that they are not inadvertently adjusting the savings twice for the same partial free ridership, i.e., through adjustments both to the gross savings calculation and to the NTG ratio.

6. NTGR INTERVIEW PROCESS

The NTGR surveys are conducted via telephone interviews. Highly-trained professionals with experience levels that are commensurate with the interview requirements should perform these interviews. Basic and Standard level interviews should be conducted by senior interviewers, who are highly experienced conducting telephone interviews of this type. Standard - Very Large interviews should be completed by professional consulting staff due to the complex nature of these projects and related decision making processes. More than likely, these will involve interviews of several entities involved in the project including the primary decision maker, vendor representatives, utility account executives, program staff and other decision influencers, as well as a review of market data to help establish an appropriate baseline.

All but the Standard -Very Large interviews should be conducted using computer-aided telephone interview (CATI) software. Use of a CATI approach has several advantages: (1) the surveys can be customized to reflect the unique characteristics of each program, and associated program descriptions, response categories, and skip patterns; (2) it drastically reduces inaccuracies associated with the more traditional paper and pencil method; and (3) the process of checking for inconsistent answers can be automated, with follow up prompts triggered when inconsistencies are found.

7. COMPLIANCE WITH SELF-REPORT GUIDELINES

The proposed NTGR framework fully complies with all of the CPUC/ED and the MECT’s Guidelines for Estimating Net-to-Gross Ratios Using the Self-Report Approach.

Appendix A

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D-2a: CATI NTG Survey Instrument

OUTCOME1. This is <INTERVIEWERS NAME> calling on behalf of the CPUC, [California Public Utilities Commission] from ITRON CONSULTING. THIS IS NOT A SALES CALL. May I please speak with <CONTACT NAME> ... the person most knowledgeable about your firm's involvement in ...<CUSTOMER>'s... installation of ...<MEASURE_1> ... <MEASURE_2> ... <MEASURE_3> ... on approximately ...<INSTALL_DATE>?

- 1.) Yes (OR GOTO NXT SCRIN)

TCONNAME. Who would be the person most knowledgeable about your firm's involvement with ...<CUSTOMER>'s... project that involved the installation of: ... <QUANTITY_1> ... <MEASURE_1>, <QUANTITY_2> ... <MEASURE_2>, <QUANTITY_3> ... <MEASURE_3>, on approximately... <INSTALL_DATE>?

- 77.) enter NEW CONTACT NAME and move on

MAY_I: May I speak with him/her?

- 1.) Yes
- 2.) No (not available right now, set callback)

IF MAY_I=1;

INTRO3: This is <INTERVIEWERS NAME> calling on behalf of the CPUC, [California Public Utilities Commission] from ITRON CONSULTING. THIS IS NOT A SALES CALL. I was told that you are the person most familiar with your firm's involvement in <CUSTOMER>'s installation of installation of: ... <QUANTITY_1> ... <MEASURE_1>, <QUANTITY_2> ... <MEASURE_2>, <QUANTITY_3> ... <MEASURE_3>, on approximately... <INSTALL_DATE>. Is this correct?

- 1.) Yes
- 2.) No, there is someone else
- 3.) No and I don't know who to refer you to

IF INTRO3=3; THANK AND TERMINATE

PERSON: Hello, I am <INTERVIEWERS NAME> calling on behalf of the CPUC [The California Public Utilities Commission] from ITRON CONSULTING. This is not a sales call. Am I speaking with the person at your organization that is most familiar with <CUSTOMER>'s...project that involved the installation of : ... <QUANTITY_1> ... <MEASURE_1>, <QUANTITY_2> ... <MEASURE_2>, <QUANTITY_3> ... <MEASURE_3>, on approximately... <INSTALL_DATE>. Is this correct?

- 1.) Yes
- 2.) Yes, need to make an appointment
- 3.) No, but I will give you to the correct person

I am part of the team that is evaluating savings from selected energy efficiency projects that were implemented by <UTILITY>'s customers between January 1, 2010 and May 31, 2011. Our focus is on projects that received a custom incentive through <UTILITY>'s <Program> Program. Our evaluation has 2 standard activities: an on-site audit and a telephone survey. Regarding the on-site audit, you may already be aware of ongoing evaluation activities by our team's engineers who many have visited the project site recently to make Measurements and talk about the project.

I am involved with the telephone survey process. This survey will focus on the influence of <UTILITY>'s program on the DECISION to upgrade to energy efficient equipment and will also ask a few questions regarding overall satisfaction with various elements of the program. There will also be an opportunity for you to provide direct feedback to <UTILITY> on any aspects of the program where you were less satisfied, and to offer recommendations on how to improve the program.

IF VISIT = 1;

One of our engineers has already visited your site to get information on the measures installed. ...<ENGINEER> spoke to ...<ONSITEREP> ... on ...<ONSITEDATE>.

VERINAME. For verification purposes only, may I please have your first name?

IF ^UNRECORDED(MEASURE_2);

Our records show that your organization installed more than one MEASURE through the <PROGRAM> Program. They are <QUANTITY_1> ... <MEASURE_1>, <QUANTITY_2> ... <MEASURE_2>, <QUANTITY_3> ... <MEASURE_3>.

DECISION. Was the DECISION MAKING PROCESS for the installation of this equipment a singular event, or was there a separate decision making process for each measure?

- 1.) Singular
- 2.) Individual

A1_1. According to our records your organization participated in <PROGRAM> on <INSTALL_DATE> by installing <QUANTY_1> <MEASURE_1>. Does this sound right?

- 1.) Yes
- 2.) No
- 88.) Refused
- 99.) Don't know

IF A1_1=2,88, or 99;

A1_CORR_1. What do you remember installing through this program?

- 77.) OPEN - RECORD
- 88.) REFUSED
- 99.) DON'T KNOW

ADDON_NEW_1. Did this new measure <MEASURE_1> that you installed through the program

- 1.) Replace existing equipment or,
- 2.) Was it added to control or work directly with existing equipment OR,
- 3.) Was it Additional New Equipment that was part of an expansion or remodeling

IF AUDIT == 1;

A1B_1. According to our records, your organization receive an AUDIT from <UTILITY>. Is this correct?

- 1.) Yes
- 2.) No

IF TECH_ASST == 1;

A1C_1. According to our records, your organization received TECHNICAL ASSISTANCE from <UTILITY>. Is this correct?

- 1.) Yes
- 2.) No

IF FEAS_STUDY == 1;

A1D_1. According to our records, your organization received a FEASABILITY STUDY from <UTILITY>. Is this correct?

- 1.) Yes
- 2.) No

IF RCX == 1;

A1E_1. According to our records, your organization received RETROCOMMISSIONING from <UTILITY>. Is this correct?

- 1.) Yes
- 2.) No

IF PTRAIN == 1;

A1F_1. According to our records, your organization received PROGRAM TRAINING from <UTILITY>. Is this correct?

- 1.) Yes
- 2.) No

A1_INCENT_1. Our records show that your organization received\$ <INCENTIVE_1> from ...<PROGRAM>... for the installation of this MEASURE. Does this sound correct?

- 1.) Yes
- 2.) No

IF A1_INCENT_1=2,88,or 99;

A1_INC_CORR_1. What was the incentive amount that your organization received through the program?

For the sake of expediency, during the balance of the study, we will be referring to the <PROGRAM> as the PROGRAM and we will be referring to the installation of <MEASURE_1> as the MEASURE.

I will repeat this from time to time during the study as your organization may have installed more than one MEASURE through more than one program.

A2A_1. How did the idea for installing this MEASURE originate? [PROBE but do not read....did your company develop the idea, was it suggested by a vendor or consultant, was it the result of an audit, was it part of a larger expansion or remodeling effort?

- 1.) Bill insert
- 2.) Program Literature
- 3.) Account Representative
- 4.) Program provided Vendor
- 5.) Program Representative,
- 6.) Utility/Program WEBSITE
- 7.) Trade Publication
- 8.) Conference
- 9.) Newspaper article
- 10.) Word of Mouth
- 11.) Previous experience with it
- 12.) Company used it at other locations
- 13.) Contractor
- 14.) Result of an Audit
- 15.) Part of larger expansion/remodeling effort
- 77.) OPEN\RECORD VERBATIM
- 88.) REFUSED
- 99.) DON'T KNOW

A3_1. In deciding to this measure of this type, there are usually a number of reasons why it may be undertaken. In your own words, can you tell me why you decided to implement this Project?

- 1.) To replace old/outdated equipment
- 2.) As part of a planned remodeling/build-out/expansion
- 3.) To gain more control over how the equipment was used
- 4.) Maintenance downtime/associated expenses for old equip were too high
- 5.) Had process problems and were seeking a solution
- 6.) To improve equipment performance
- 7.) To improve the product quality
- 8.) To comply with codes set by regulatory agencies
- 9.) To improve plant safety
- 10.) Comply w/co. policies for regular/normal maintenance/replacement policy
- 11.) To get a rebate from the program
- 12.) To protect the environment
- 13.) To reduce energy costs
- 14.) To reduce energy use/power outages
- 15.) To update to the latest technology
- 77.) Other reason-record
- 88.) REFUSED
- 99.) DON'T KNOW

N2_1. Was the decision to install this MEASURE made before or after you began discussions with <UTILITY> regarding the availability of rebates for this MEASURE?

- 1.) Before
- 2.) After
- 88.) REFUSED
- 99.) DON'T KNOW

Next, I'm going to ask you to rate the importance of the program as well as other factors that might have influenced your decision to implement this MEASURE. Think of the degree of importance as being shown on a scale with equally spaced units from 0 to 10, where 0 means not at all important and 10 means extremely important, so that an importance rating of 8 shows twice as much influence as a rating of 4. Now using this scale please rate the importance of each of the following in your decision to implement the MEASURE using high efficiency equipment.

IF ADDON_NEW_1=1;

N3A_1. Please rate the degree of importance of The age or condition of the old equipment

IF N3A_1=6,7,8,9,or 10 & RIGOR =>2;

N3AA_1. How, SPECIFICALLY, did this enter into your decision to upgrade to energy efficient equipment?

- 77.) OPEN\Record reason

- 88.) REFUSED
- 99.) DON'T KNOW

N3B_1. Please rate the degree of importance of Availability of the PROGRAM rebate

IF N3B_1=8,9,or 10 & RIGOR >=2;

N3BB_1. Why do you give it this rating?

- 77.) OPEN record verbatim
- 88.) REFUSED
- 99.) DON'T KNOW

IF A1B_1=1 OR A1C_1=1 OR A1D_1=1;

N3C_1. Please rate the degree of importance of information provided through...

<(A1D_1(1))/ The Feasibility study

<(A1B_1(1))/The Facility or System AUDIT

<(A1C_1(1))/The Technical Assistance

IF N3C_1=8,9,or 10 & RIGOR => 2;

N3CC_1. Why do you give it this rating?

- 77.) OPEN record verbatim
- 88.) REFUSED
- 99.) DON'T KNOW

IF VEND1 <> 0;

N3D_1. Please rate the degree of importance of Recommendation from an equipment vendor ...<VEND1NAME>.. that sold you the MEASURE and/or installed it?

N3E_1. Please rate the degree of importance ofYour previous experience with high efficiency equipment for this type of MEASURE?

N3F_1. Please rate the degree of importance ofPrevious experience with this program or a similar utility program.

IF A1F_1=1 & RIGOR =>3;

N3G_1. Please rate the degree of importance of Information from the Program or Utility training course?

IF N3G_1=6,7,8,9,or 10;

N3GG_1. What type of information was provided during the training?

- 77.) RECORD what information was provided

- 88.) REFUSED
- 99.) DON'T KNOW

IF N3GG_1=77;

N3GGG_1. How, SPECIFICALLY, did this enter into your decision to install this MEASURE?

- 77.) OPEN\RECORD how it affected decision
- 88.) REFUSED
- 99.) DON'T KNOW

N3H_1. Please rate the degree of importance of Information from the Program or Utility Marketing materials?

IF N3H_1=6,7,8,9,or 10 & RIGOR => 2;

N3HH_1. What type of information was provided that pertained to this MEASURE?

- 77.) RECORD type of information
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3HH_1=77;

N3HHH_1. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

- 77.) RECORD how affected decision
- 88.) REFUSED
- 99.) DON'T KNOW

IF VEND2 <> 0 & RIGOR =>2;

N3I_1. Please rate the degree of importance of Recommendation from a design or consulting engineer <VEND2NAME>?

N3J_1. Please rate the degree of importance of Standard practice in your business/industry?

IF VEND3 <> 0;

N3K_1. Please rate the degree of importance of the recommendation from a program vendor....<VEND3NAME>

IF N3K_1=6,7,8,9,or 10;

N3KK_1. What did they recommend?

- 77.) record recommendations
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3KK_1=77;

N3KKK_1. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) Record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3L_1. Please rate the degree of importance of Endorsement or recommendation by your account rep ..<ACCTREPNAME>?

IF N3L_1=6,7,8,9,or 10 & RIGOR =>2;

N3LL_1. What did they recommend?

77.) record recommendations

88.) REFUSED

99.) DON'T KNOW

IF N3LL_1=77;

N3LLL_1. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

IF RIGOR =>2;

N3M_1. Please rate the degree of importance of Corporate policy or guidelines?

IF N3M_1=6,7,8,9,or 10;

N3MM_1. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3N_1. Please rate the degree of importance of Payback or return on investment using high rather than standard efficiency equipment in the project?

IF BIZ_TYPE == 1 & RIGOR == 4;

N3O_1. Please rate the degree of importance of.....Improved product quality?

IF N3O_1=6,7,8,9,or 10;

N3OO_1. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3P_1. Please rate the degree of importance of.....Compliance with rules or codes set by regulatory agencies?

IF N3P_1=6,7,8,9,or 10;

N3PP_1. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

IF RIGOR =>2;

N3R_1. Please rate the degree of importance of ... Compliance with your organization's normal maintenance or retrocommissioning practices?

IF N3R_1=6,7,8,9,or 10;

N3RR_1. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3S_1. Were there any other factors we haven't discussed that was influential in your decision to install this MEASURE?

1.) Nothing else influential

77.) YES-RECORD other factors

88.) REFUSED

99.) DON'T KNOW

IF N3S_1=77;

N3SS_1. Using the same zero to 10 scale, how would you rate the influence of this factor?

IF RIGOR == 4;

IF A3_1=8 & N3P_1=11,1,2,or 3;

CC1_1. You indicated earlier that compliance with codes or regulatory policies was a primary reason you installed this MEASURE. However, just now you scored the importance of compliance with regulatory rules or policies in your decision making fairly low, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_1<>8 & N3P_1=8,9,or 10;

CC1A_1. You indicated earlier that compliance with codes or regulatory policies was not a primary reason for installing this MEASURE. However, just now you scored the importance of compliance with regulatory rules or policies in your decision making fairly high, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_1=10 & N3G_1=11,1,2,or 3;

CC3_1. You indicated earlier that complying with internal maintenance or equipment replacement policies was one of the reasons you installed this MEASURE. However, just now you scored the importance of compliance with normal maintenance or retrocommissioning practices in your decision making fairly low, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_1<>10 & N3R_1=8,9,or 10;

CC3A_1. You indicated earlier that complying with internal maintenance or equipment replacement policies was not one of the primary reasons you installed this MEASURE. However, just now you scored the importance of compliance with normal maintenance or retrocommission practices in your decision making fairly high, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF RIGOR =>2;

IF N3N_1=6,7,8,9,or 10;

P1_1. What financial calculations does your organization make before proceeding with installation of a MEASURE like this one?

1.) Payback

2.) Return on Investment (ROI)

77.) Record other financial calculations

- 88.) REFUSED
- 99.) DON'T KNOW

IF P1_1=1;

P2A_1. What is your threshold in terms of the payback period before deciding to proceed with an investment? Is it...

- 1.) 0 to 6 months
- 2.) 6 months to 1 year
- 3.) 1 to 2 years
- 4.) 2 to 3 years
- 5.) 3 to 5 years OR
- 6.) Over 5 years
- 88.) REFUSED
- 99.) DON'T KNOW

IF P1_1=2;

P2B_1. What is your threshold in terms of the ROI before deciding to proceed with an investment?

- 77.) RECORD VERBATIM
- 88.) REFUSED
- 99.) DON'T KNOW

P3_1. Did the rebate move your project within this acceptable range?

- 1.) Yes
- 2.) No

IF P3_1=1;

P4_1. On a scale of 0 to 10, with a zero meaning NOT AT ALL IMPORTANT and 10 meaning Very Important, how important in your decision was it that the project was in the acceptable range?

- 1 NOT AT ALL IMPORTANT,2,3,4,5,6,7,8,9,10 VERY IMPORTANT
- 11.) ZERO NOT AT ALL IMPORTANT
- 88.) REFUSED
- 99.) DON'T KNOW

IF P3_1=1 & N3B_1=11,1,2,3, or 4;

P3A_1. The rebate seemed to make the difference between meeting your financial criteria and not meeting them, but you are saying that the rebate didn't have much effect on your decision, why is that?

- 77.) Record Reason

- 88.) REFUSED
- 99.) DON'T KNOW

IF P3_1=2 & N3B_1=6,7,8,9,or 10;

P3E_1. The rebate didn't cause the selection of this high efficiency MEASURE to meet your company's financial criteria, but you said that the rebate had an impact on the decision to install this high efficiency MEASURE. Why did it have an impact?

- 77.) Record Reason
- 88.) REFUSED
- 99.) DON'T KNOW

IF ACCT_REP == 1 & UNRECORDED(ACCTREPNAME);

N33_1. We do not have the name of your ACCOUNT REP at <UTILITY>. Can you give me his or her name? ___Do you have his/her email address? ___Do you have a phone number for him/her? ___Do you have a cell phone number for him/her?

- 1.) Don't have ACCOUNT REP
- 77.) Record information
- 88.) REFUSED
- 99.) DON'T KNOW THIS INFORMATION

For the sake of expediency, we are referring to the ... <PROGRAM> ... as the PROGRAM and we are referring to the installation of ...<MEASURE_1>... as the MEASURE.

I will repeat this from time to time during the study as your organization may have installed more than one MEASURE through more than one program.

Next, I would like you to rate the importance of the PROGRAM in your decision to implement this MEASURE as opposed to other NON PROGRAM FACTORS that may have influenced your decision such as...

- Age or condition of old equipment,
- Equipment Vendor recommendation
- Previous experience with this MEASURE
- Previous experience with this program
- Recommendation from a design or consulting engineer
- Standard practice in your business/industry
- Corporate policy or guidelines
- Payback on investment.
- Improved product quality
- Compliance with rules or codes set by regulatory agencies
- Improved plant safety

- Compliance with normal maintenance or equipment replacement policies

If you were given 10 points to award in total, how many points would you give to the importance of the program and how many points would you give to these other factors?

N41_1. How many of the ten points would you give to the importance of the PROGRAM in your decision?

N42_1. And how many points would you give to all of these other factors?

Now I would like you to think about the action you would have taken with regard to the installation of this MEASURE if the PROGRAM had NOT BEEN AVAILABLE.

N5_1. Using a likelihood scale from 0 to 10, where 0 is Not at all likely and 10 is extremely likely, if THE PROGRAM had NOT BEEN AVAILABLE, what is the likelihood that you would have installed exactly the same program-qualifying efficiency equipment that you did?

IF ADDON_NEW_1=2;

N5AA_1. Using a likelihood scale from 0 to 10, where 0 is NOT AT ALL LIKELY and 10 is EXTREMELY LIKELY, if the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?

IF N3B_1=8,9,or 10 & N5_1=8,9,or 10;

N5A_1. When you answered ...<N3B_1> ... for the question about the influence of the rebate, I would interpret that to mean that the rebate was quite important to your decision to install this MEASURE. Then, when you answered ..<N5_1>... for how likely you would be to install the same equipment without the rebate, it sounds like the rebate was not very important in your installation decision. I want to check to see if I am misunderstanding your answers or if the questions may have been unclear. Will you explain in your own words, the role the rebate played in your decision to install this efficient equipment?

77.) RECORD

88.) REFUSED

99.) DON'T KNOW

N5AAA_1. Would you like for me to change your score on the importance of the rebate that you gave a rating of <N3B_1> and or change your rating on the likeliness you would install the same equipment without the rebate which you gave a rating of <N5_1> and/or we can change both if you wish?

1.) No change

77.) Record how they would rate REBATE INFLUENCE and how they would rate LIKELINESS TO INSTALL WITHOUT REBATE?

88.) REFUSED

99.) DON'T KNOW

N5B_1. If the program had not been available, what is the likelihood that you would have installed this MEASURE at the same time as you did?

IF N5B_1=11,1,2,3,4,5,6,7, or 8;

Next, I'd like to ask a couple of questions to help us estimate at what point in the future you would definitely have installed this MEASURE. We understand that you can't know exactly when you would have done this, especially so far into the future. <(ADDON_NEW_1(1))/We're just trying to get a sense of how long you think the current equipment or process would have kept serving your company's needs before you had to or chose to replace it.

TD1_1. If the program had not been available, how likely is it that you would have installed this MEASURE within one year of when you did? Would you say....

- 1.) Definitely would have within one year
 - 2.) Probably would have (within one year)
 - 3.) 50-50 chance you would (within one year)
 - 4.) Probably not (within one year) OR
 - 5.) Definitely not (within one year)
- 88.) REFUSED
99.) DON'T KNOW

IF TD1_1=2,3,4,or 5;

TD2_1. If the program had not been available, how likely is it that you would have installed this MEASURE within three years of when you did? Would you say....

- 1.) Definitely would have within three years
 - 2.) Probably would have (within three years)
 - 3.) 50-50 chance you would (within three years)
 - 4.) Probably not (within three years) OR
 - 5.) Definitely not (within three years)
- 88.) REFUSED
99.) DON'T KNOW

IF TD2_1=2,3,4,or 5;

TD3_1. If the program had not been available, how likely is it that you would have installed this MEASURE within five years of when you did? Would you say....

- 1.) Definitely would have within five years

- 2.) Probably would have (within five years)
- 3.) 50-50 chance you would (within five years)
- 4.) Probably not (within five years) OR
- 5.) Definitely not (within five years)
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3A_1=7,8,9, or 10 & TD3_1=3,4,or 5;

N9BB_1. Earlier when asked about the influence of the age/condition of the old equipment on your decision to install this new equipment, you gave me a rating of <N3A_1> out of ten. I would interpret this to mean that the age/condition was quite influential in your decision to install this new equipment when you did. Perhaps I have either recorded something incorrectly or maybe you could explain in your own words the role the age/condition of the existing equipment played in your decision to install this new energy-efficient equipment.

- 77.) RECORD REASON
- 88.) REFUSED
- 99.) DON'T KNOW

N6_1. Now I would like you to think one last time about what action you would have taken if the program had not been available. Which of the following alternatives would you have been MOST likely to do? Would you have

- 1.) Installed fewer units
- 2.) Installed standard efficiency equipment or whatever required by code
- 3.) Installed equipment more efficient than code but less efficient than what you installed through the program
- 4.) Repaired/rewound or overhaul the existing equipment
- 5.) Done nothing (keep the existing equipment as is) OR
- 77.) Do Something else (specify)
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_1=1;

N6A_1. How many fewer units would you have installed?

- 77.) Record how many fewer units.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_1=3;

N6B_1. Can you tell me what model or efficiency level you were considering as an alternative?

- 77.) Record efficiency level description.

- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_1=4;

N6C_1. How long do you think the repaired/rewound/refurbished equipment would have lasted before requiring replacement?

- 77.) Record how long they estimate repaired equip would last.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N5B_1=11,1,2,3,4,5,6, or 7 & (A3_1=1 OR A3_1=4 OR A3_1=6 OR A3_1=8 OR A3_1=10);

Earlier, when I asked you a question about why you decided to implement the project using high efficiency equipment, you gave reasons related to<A3_1>. Now I would like to ask some follow up questions regarding these responses you gave me.

IF A3_1=1;

ER1_1. Approximately how old (in years) was the existing equipment?

IF ER1_1 == 99;

ER1A_1. Approximately in what year was the existing equipment purchased?

ER2_1. How much longer (in years) do you think it would have lasted?

IF A3_1=4;

ER6_1. How much downtime (in weeks) did you experience in the last year?

ER9_1. In your opinion, based on the economics of operating this equipment, for how many more years could you have kept this equipment functioning?

IF A3_1=6;

ER11_1. Which of the following statements best describes the performance and operating condition of the equipment you replaced through the PROGRAM? Is it....

- 1.) Existing equipment was fully functional
- 2.) Existing equipment was fully functioning, but with significant problems
- 3.) Existing equipment had failed or did not function
- 4.) Existing equipment was obsolete
- 5.) Not applicable, ancillary equipment (VSD, EMS, controls, etc.) OR
- 77.) Other description....RECORD
- 88.) REFUSED

99.) DON'T KNOW

IF A3_1=8;

ER15_1. Can you briefly describe the specific code/regulatory requirements that this project addressed?

77.) Describe code requirements

88.) REFUSED

99.) DON'T KNOW

IF A3_1=10;

ER19_1. Can you briefly describe the specific company policies regarding regular/normal maintenance/replacement policy(ies) that were relevant to this project?

77.) Describe policies....

88.) REFUSED

99.) DON'T KNOW

IF ^UNRECORDED(MEASURE_2);

A1_2. According to our records your organization participated in <PROGRAM> on <INSTALL_DATE> by installing <QUANTITY_2> <MEASURE_2>. Does this sound right?

IF A1_2=2,88, or 99;

A1_CORR_2. What do you remember installing through this program?

77.) RECORD

88.) REFUSED

99.) DON'T KNOW

ADDON_NEW_2. Did this new measure <MEASURE_2> that you installed through the program

1.) Replace existing equipment or

2.) Was it added to control or work directly with existing equipment OR

3.) Was it Additional New Equipment that was part of an expansion or remodeling

IF AUDIT == 1 & UNRECORDED(A1B_1);

A1B_2. According to our records, your organization receive an AUDIT from <UTILITY>. Is this correct?

IF TECH_ASST == 1 & UNRECORDED(A1C_1);

A1C_2. According to our records, your organization received TECHNICAL ASSISTANCE from <UTILITY>. Is this correct?

IF FEAS_STUDY == 1 & UNRECORDED(A1D_1);

A1D_2. According to our records, your organization received a FEASABILITY STUDY from <UTILITY>. Is this correct?

IF RCX == 1 & UNRECORDED(A1E_1);

A1E_2. According to our records, your organization received RETROCOMMISSIONING from <UTILITY>. Is this correct?

IF PTRAIN == 1 & UNRECORDED(A1F_1);

A1F_2. According to our records, your organization received PROGRAM TRAINING from <UTILITY>. Is this correct?

A1_INCENT_2. Our records show that your organization received \$<INCENTIVE_2> from <PROGRAM> for the installation of this MEASURE. Does this sound correct?

IF A1_INCENT_2=2,88, or 99;

A1_INC_CORR_2. What was the incentive amount that your organization received through the program?

IF DECISION(2) & (A1_2=1 OR A1_CATCH_2=1) & (A1_1=1 OR A1_CATCH_1=1);

For the sake of expediency, during the balance of the study, we will be referring to the <PROGRAM> as the PROGRAM and we will be referring to the installation of ... <MEASURE_2> ... as the MEASURE.

I will repeat this from time to time during the study as your organization may have installed more than one MEASURE through more than one program.

A2A_2. How did the idea for installing this MEASURE originate? [PROBE but do not read....did your company develop the idea, was it suggested by a vendor or consultant, was it the result of an audit, was it part of a larger expansion or remodeling effort?]

- 1.) Bill insert
- 2.) Program Literature
- 3.) Account Representative
- 4.) Program provided Vendor
- 5.) Program Representative
- 6.) Utility/Program WEBSITE
- 7.) Trade Publication
- 8.) Conference

- 9.) Newspaper article
- 10.) Word of Mouth
- 11.) Previous experience with it
- 12.) Company used it at other locations
- 13.) Contractor
- 14.) Result of an Audit
- 15.) Part of larger expansion/remodeling effort
- 77.) RECORD VERBATIM
- 88.) REFUSED
- 99.) DON'T KNOW

A3_2. In deciding to do a project of this type, there are usually a number of reasons why it may be undertaken. In your own words, can you tell me why you decided to implement this Project?

- 1.) To replace old/outdated equipment
- 2.) As part of a planned remodeling/build-out/expansion
- 3.) To gain more control over how the equipment was used
- 4.) Maintenance downtime/associated expenses for old equip were too high
- 5.) Had process problems and were seeking a solution
- 6.) To improve equipment performance
- 7.) To improve the product quality
- 8.) To comply with codes set by regulatory agencies
- 9.) To improve plant safety
- 10.) Comply w/co. policies for regular/normal maintenance/replacement policy
- 11.) To get a rebate from the program
- 12.) To protect the environment
- 13.) To reduce energy costs
- 14.) To reduce energy use/power outages
- 15.) To update to the latest technology
- 77.) Other reason-record
- 88.) REFUSED
- 99.) DON'T KNOW

N2_2. Was the decision to install this MEASURE made before or after you began discussions with <UTILITY> regarding the availability of rebates this MEASURE?

- 1.) Before
- 2.) After
- 88.) REFUSED
- 99.) DON'T KNOW

Next, I'm going to ask you to rate the importance of the program as well as other factors that might have influenced your decision to implement this MEASURE. Think of the degree of importance as being shown on a scale with equally spaced units from 0 to 10, where 0 means not at all important and 10 means extremely important, so that an importance rating of 8 shows twice as much influence as a rating of 4. Now using this scale please rate the importance of each of the following in your decision to implement the MEASURE using high efficiency equipment.

IF ADDON_NEW_2=1;

N3A_2. Please rate the degree of importance ofThe age or condition of the old equipment

IF N3A_2=6,7,8,9,or 10 & RIGOR =>2;

N3AA_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) Record reason

88.) REFUSED

99.) DON'T KNOW

N3B_2. Please rate the degree of importance of Availability of the PROGRAM rebate

IF N3B_2=8,9,or 10 & RIGOR >=2;

N3BB_2. Why do you give it this rating?

77.) record verbatim

88.) REFUSED

99.) DON'T KNOW

IF A1B_1=1 OR A1C_1=1 OR A1D_1=1 OR A1B_2=1 OR A1C_2=1 OR A1D_2=1;

N3C_2. Please rate the degree of importance of information provided through...

<(A1D_1(1))/ The Feasibility study/>

<(A1B_1(1))/The Facility or System AUDIT/>

<(A1C_1(1))/The Technical Assistance/>

<(A1D_2(1))/ The Feasibility study/>

<(A1B_2(1))/The Facility or System AUDIT/>

<(A1C_2(1))/The Technical Assistance/> ?

IF N3C_2=8,9,or 10 & RIGOR => 2;

N3CC_2. Why do you give it this rating?

77.) record verbatim

88.) REFUSED

99.) DON'T KNOW

N3D_2. Please rate the degree of importance ofRecommendation from an equipment vendor <VEND1NAME> that sold you the MEASURE and/or installed it?

N3E_2. Please rate the degree of importance ofYour previous experience with high efficiency equipment for this type of MEASURE?

N3F_2. Please rate the degree of importance ofPrevious experience with this program or a similar utility program.

IF (A1F_1=1 OR A1F_2=1) & RIGOR =>3;

N3G_2. Please rate the degree of importance ofInformation from the Program or Utility training course?

IF N3G_2=6,7,8,9,or 10;

N3GG_2. What type of information was provided during the training?

77.) RECORD what information was provided

88.) REFUSED

99.) DON'T KNOW

IF N3GG_2=77;

N3GGG_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) RECORD how it affected decision

88.) REFUSED

99.) DON'T KNOW

N3H_2. Please rate the degree of importance of Information from the Program or Utility Marketing materials?

IF N3H_2=6,7,8,9,or 10 & RIGOR => 2;

N3HH_2. What type of information was provided that pertained to the installation of this MEASURE?

77.) RECORD type of information

88.) REFUSED

99.) DON'T KNOW

IF N3HH_2=77;

N3HHH_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) RECORD how affected decision

- 88.) REFUSED
- 99.) DON'T KNOW

IF VEND2 <> 0 & RIGOR =>2;

N3I_2. Please rate the degree of importance of Recommendation from a design or consulting engineer ...<VEND2NAME> ?

N3J_2. Please rate the degree of importance of Standard practice in your business/industry?

IF VEND3 <> 0;

N3K_2. Please rate the degree of importance of the recommendation from a program vendor....<VEND3NAME>

IF N3K_2=6,7,8,9,or 10;

N3KK_2. What did they recommend?

- 77.) record recommendations
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3KK_2=77;

N3KKK_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

- 77.) Record how affected decision
- 88.) REFUSED
- 99.) DON'T KNOW

IF ^N33_1=1;

N3L_2. Please rate the degree of importance of Endorsement or recommendation by your account rep ..<ACCTREPNAME>?

IF N3L_2=6,7,8,9,or 10 & RIGOR =>2;

N3LL_2. What did they recommend?

- 77.) record recommendations
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3LL_2=77;

N3LLL_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

- 77.) record how affected decision

- 88.) REFUSED
- 99.) DON'T KNOW

IF RIGOR =>2;

N3M_2. Please rate the degree of importance of Corporate policy or guidelines?

IF N3M_2=6,7,8,9,or 10;

N3MM_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

- 77.) record how affected decision
- 88.) REFUSED
- 99.) DON'T KNOW

N3N_2. Please rate the degree of importance of Payback or return on investment using high rather than standard efficiency equipment in the project?

IF BIZ_TYPE == 1 & RIGOR == 4;

N3O_2. Please rate the degree of importance of..... Improved product quality?

IF N3O_2=6,7,8,9,or 10;

N3OO_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

- 77.) record how affected decision
- 88.) REFUSED
- 99.) DON'T KNOW

N3P_2. Please rate the degree of importance of.....Compliance with rules or codes set by regulatory agencies?

IF N3P_2=6,7,8,9,or 10;

N3PP_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

- 77.) record how affected decision
- 88.) REFUSED
- 99.) DON'T KNOW

IF RIGOR =>2;

N3R_2. Please rate the degree of importance of.....Compliance with your organization's normal maintenance or retrocommissioning practices?

IF N3R_2=6,7,8,9,or 10;

N3RR_2. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3S_2. Were there any other factors we haven't discussed that was influential in your decision to install this MEASURE?

1.) Nothing else influential

77.) YES-RECORD other factors

88.) REFUSED

99.) DON'T KNOW

IF N3S_2=77;

N3SS_2. Using the same zero to 10 scale, how would you rate the influence of this factor?

IF RIGOR == 4;

IF A3_2=8 & N3P_2=11,1,2,or 3;

CC1_2. You indicated earlier that compliance with codes or regulatory policies was a primary reason you installed this MEASURE. However, just now you scored the importance of compliance with regulatory rules or policies in your decision making fairly low, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_2 not= 8 & N3P_2=8,9,or 10;

CC1A_2. You indicated earlier that compliance with codes or regulatory policies was not a primary reason for installing this MEASURE. However, just now you scored the importance of compliance with regulatory rules or policies in your decision making fairly high, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_2=10 & N3G_2=11,1,2,or 3;

CC3_2. You indicated earlier that complying with internal maintenance or equipment replacement policies was one of the reasons you installed this MEASURE. However, just now you scored the importance of compliance with normal maintenance or retrocommissioning practices in your decision making fairly low, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_2 not= 10 & N3R_2=8,9,or 10;

CC3A_2. You indicated earlier that complying with internal maintenance or equipment replacement policies was not one of the primary reasons you installed this MEASURE. However, just now you scored the importance of compliance with normal maintenance or retrocommission practices in your decision making fairly high, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF RIGOR =>2;

IF N3N_2=6,7,8,9,or 10;

P1_2. What financial calculations does your company make before proceeding with installation of a MEASURE like this one?

1.) Payback

2.) Return on Investment (ROI)

77.) Record other financial calculations

88.) REFUSED

99.) DON'T KNOW

IF P1_2=1;

P2A_2. What is your threshold in terms of the payback period before deciding to proceed with an investment? ...Is it...

1.) 0 to 6 months

2.) 6 months to 1 year

3.) 1 to 2 years

4.) 2 to 3 years

5.) 3 to 5 years OR

6.) Over 5 years

88.) REFUSED

99.) DON'T KNOW

IF P1_2=2;

P2B_2. What is your threshold in terms of the ROI before deciding to proceed with an investment?

77.) RECORD VERBATIM

88.) REFUSED

99.) DON'T KNOW

P3_2. Did the rebate move the installation of this MEASURE within this acceptable range?

- 1.) Yes
- 2.) No

IF P3_2=1;

P4_2. On a scale of 0 to 10, with a zero meaning NOT AT ALL IMPORTANT and 10 meaning Very Important, how important in your decision was it that the project was in the acceptable range?

- 1 NOT AT ALL IMPORTANT,2,3,4,5,6,7,8,9,10 VERY IMPORTANT
- 11.) ZERO NOT AT ALL IMPORTANT
- 88.) REFUSED
- 99.) DON'T KNOW

IF P3_2=1 & N3B_2=11,1,2,3,or 4);

P3A_2. The rebate seemed to make the difference between meeting your financial criteria and not meeting them, but you are saying that the rebate didn't have much effect on your decision, why is that?

- 77.) Record Reason
- 88.) REFUSED
- 99.) DON'T KNOW

IF P3_2=2 & N3B_2=6,7,8,9,or 10;

P3E_2. The rebate didn't cause the selection of high efficiency equipment for this project to meet your company's financial criteria, but you said that the rebate had an impact on the decision to install this energy efficiency MEASURE. Why did it have an impact?

- 77.) Record Reason
- 88.) REFUSED
- 99.) DON'T KNOW

IF(ACCT_REP == 1 & UNRECORDED(ACCTREPNAME)) & UNRECORDED(N33_1);

N33_2. We do not have the name of your ACCOUNT REP at <UTILITY>. Can you give me his or her name? ___Do you have his/her email address? ___Do you have a phone number for him/her? ___Do you have a cell phone number for him/her?

- 1.) Don't have ACCOUNT REP
- 77.) Record information
- 88.) REFUSED
- 99.) DON'T KNOW THIS INFORMATION

For the sake of expediency, we are referring to the ... <PROGRAM> ... as the PROGRAM and we are referring to the installation of ...<MEASURE_2>... as the MEASURE.

I will repeat this from time to time during the study as your organization may have installed more than one MEASURE through more than one program.

Next, I would like you to rate the importance of the PROGRAM in your decision to implement this MEASURE as opposed to other NON PROGRAM FACTORS that may have influenced your decision such as...

- Age or condition of old equipment,
- Equipment Vendor recommendation
- Previous experience with this MEASURE
- Previous experience with this program
- Recommendation from a design or consulting engineer
- Standard practice in your business/industry
- Corporate policy or guidelines
- Payback on investment.
- Improved product quality
- Compliance with rules or codes set by regulatory agencies
- Improved plant safety
- Compliance with normal maintenance or equipment replacement policies

If you were given 10 points to award in total, how many points would you give to the importance of the program and how many points would you give to these other factors?

N41_2. How many of the ten points would you give to the importance of the PROGRAM in your decision?

N42_2. And how many points would you give to all of these other factors?

IF N41_2 <> 88 & N41_2 <> 99 & N42_2 <> 88 & N42_2 <> 99;

Now I would like you to think about the action you would have taken with regard to the installation of this MEASURE if the PROGRAM had NOT BEEN AVAILABLE.

N5_2. Using a likelihood scale from 0 to 10, where 0 is Not at all likely and 10 is extremely likely, if THE PROGRAM had NOT BEEN AVAILABLE, what is the likelihood that you would have installed exactly the same program-qualifying efficiency equipment that you did?

IF ADDON_NEW_2=2;

N5AA_2. Using a likelihood scale from 0 to 10, where 0 is NOT AT ALL LIKELY and 10 is EXTREMELY LIKELY, if the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?

IF N3B_2=8,9,or 10 & N5_2=8,9,or 10;

N5A_2. When you answered ...<N3B_2> ... for the question about the influence of the rebate, I would interpret that to mean that the rebate was quite important to your decision to install. Then, when you answered ..<N5_2>... for how likely you would be to install the same equipment without the rebate, it sounds like the rebate was not very important in your installation decision. I want to check to see if I am misunderstanding your answers or if the questions may have been unclear. Will you explain in your own words, the role the rebate played in your decision to install this efficient equipment?

77.) RECORD

88.) REFUSED

99.) DON'T KNOW

N5AAA_2. Would you like for me to change your score on the importance of the rebate that you gave a rating of <N3B_2> and or change your rating on the likeliness you would install the same equipment without the rebate which you gave a rating of <N5_2> and/or we can change both if you wish?

1.) No change

77.) Record how they would rate REBATE INFLUENCE and how they would rate LIKLINESS TO INSTALL WITHOUT REBATE?

88.) REFUSED

99.) DON'T KNOW

N5B_2. If the program had not been available, what is the likelihood that you would have installed this MEASURE at the same time as you did?

IF N5B_2=11,1,2,3,4,5,6,7,or 8;

Next, I'd like to ask a couple of questions to help us estimate at what point in the future you would definitely have replaced your existing equipment. We understand that you can't know exactly when you would have done this, especially so far into the future. <(ADDON_NEW_1(1))/We're just trying to get a sense of how long you think the current equipment or process would have kept serving your company's needs before you had to or chose to replace it.

TD1_2. If the program had not been available, how likely is it that you would have installed this MEASURE within one year of when you did? Would you say....

- 1.) Definitely would have within one year
- 2.) Probably would have (within one year)
- 3.) 50-50 chance you would (within one year)
- 4.) Probably not (within one year) OR
- 5.) Definitely not (within one year)
- 88.) REFUSED
- 99.) DON'T KNOW

IF TD1_2=2,3,4,or 5;

TD2_2. If the program had not been available, how likely is it that you would have installed this MEASURE within three years of when you did? Would you say....

- 1.) Definitely would have within three years
- 2.) Probably would have (within three years)
- 3.) 50-50 chance you would (within three years)
- 4.) Probably not (within three years) OR
- 5.) Definitely not (within three years)
- 88.) REFUSED
- 99.) DON'T KNOW

IF TD2_2=2,3,4,or 5;

TD3_2. If the program had not been available, how likely is it that you would have installed this MEASURE within five years of when you did? Would you say....

- 1.) Definitely would have within five years
- 2.) Probably would have (within five years)
- 3.) 50-50 chance you would (within five years)
- 4.) Probably not (within five years) OR
- 5.) Definitely not (within five years)
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3A_2=7,8,9, or 10 & TD3_2=3,4,or 5;

N9BB_2. Earlier when asked about the influence of the age/condition of the old equipment on your decision to install this MEASURE, you gave me a rating of <N3A_2> out of ten. I would interpret this to mean that the age/condition was quite influential in your decision to install this new equipment when you did. Perhaps I have either recorded something incorrectly or maybe you could explain in your own words the role the age/condition of the existing equipment played in your decision to install this new energy-efficient equipment.

- 77.) RECORD REASON
- 88.) REFUSED
- 99.) DON'T KNOW

N6_2. Now I would like you to think one last time about what action you would have taken if the program had not been available. Which of the following alternatives would you have been MOST likely to do? Would you have

- 1.) Installed fewer units
- 2.) Installed standard efficiency equipment or whatever required by code
- 3.) Installed equipment more efficient than code but less efficient than what you installed through the program
- 4.) Repaired/rewound or overhaul the existing equipment
- 5.) Done nothing (keep the existing equipment as is) OR
- 77.) Do Something else (specify)
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_2=1;

N6A_2. How many fewer units would you have installed?

- 77.) Record how many fewer units.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_2=3;

N6B_2. Can you tell me what model or efficiency level you were considering as an alternative?

- 77.) Record efficiency level description.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_2=4;

N6C_2. How long do you think the repaired/rewound/refurbished equipment would have lasted before requiring replacement?

- 77.) Record how long they estimate repaired equip would last.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N5B_2=11,1,2,3,4,5,6,7 & (A3_2=1 or A3_2=4 or A3_2=6 or A3_2=8 or A3_2=10);

Earlier, when I asked you a question about why you decided to install this high efficiency MEASURE, you gave reasons related to<A3_2>. Now I would like to ask some follow up questions regarding these responses you gave me.

IF A3_2=1;

ER1_2. Approximately how old (in years) was the existing equipment?

IF ER1_2 == 99;

ER1A_2. Approximately in what year was the existing equipment purchased?

ER2_2. How much longer (in years) do you think it would have lasted?

IF A3_2=4;

ER6_2. How much downtime (in weeks) did you experience in the last year?

ER9_2. In your opinion, based on the economics of operating this equipment, for how many more years could you have kept this equipment functioning?

IF A3_2=6;

ER11_2. Which of the following statements best describes the performance and operating condition of the equipment you replaced through the PROGRAM? Is it....

- 1.) Existing equipment was fully functional
- 2.) Existing equipment was fully functioning, but with significant problems
- 3.) Existing equipment had failed or did not function
- 4.) Existing equipment was obsolete
- 5.) Not applicable, ancillary equipment (VSD, EMS, controls, etc.) OR
- 77.) Other description....RECORD
- 88.) REFUSED
- 99.) DON'T KNOW

IF A3_2=8;

ER15_2. Can you briefly describe the specific code/regulatory requirements that this project addressed?

- 77.) Describe code requirements
- 88.) REFUSED
- 99.) DON'T KNOW

IF A3_2=10;

ER19_2. Can you briefly describe the specific company policies regarding regular/normal maintenance/replacement policy(ies) that were relevant to this project?

- 77.) Describe policies....
- 88.) REFUSED
- 99.) DON'T KNOW

IF ^UNRECORDED(MEASURE_3);

A1_3. According to our records your organization participated in .. <PROGRAM>... on ...<INSTALL_DATE>... by installing ...<QUANTY_3> <MEASURE_3>. __Does this sound right?

- 1.) Yes
- 2.) No

IF A1_3=2,88, or 99;

A1_CORR_3. What do you remember installing through this program?

- 77.) RECORD
- 88.) REFUSED
- 99.) DON'T KNOW

ADDON_NEW_3. Did this MEASURE <MEASURE_3> that you installed through the program

- 1.) Replace existing equipment or,
- 2.) Was it added to control or work directly with existing equipment OR,
- 3.) Was it Additional New Equipment that was part of an expansion or remodeling

IF AUDIT == 1 & (UNRECORDED(A1B_1) & UNRECORDED(A1B_2));

A1B_3. According to our records, your organization receive an AUDIT from <UTILITY>. Is this correct?

- 1.) YES
- 2.) NO

IF TECH_ASST == 1 & (UNRECORDED(A1C_1) & UNRECORDED(A1C_2));

A1C_3. According to our records, your organization received TECHNICAL ASSISTANCE from <UTILITY>. Is this correct?

- 1.) YES
- 2.) NO

IF FEAS_STUDY == 1 & (UNRECORDED(A1D_1) & UNRECORDED(A1D_2));

A1D_3. According to our records, your organization received a FEASABILITY STUDY from <UTILITY>. Is this correct?

- 1.) YES
- 2.) NO

IF RCX == 1 & (UNRECORDED(A1E_1) & UNRECORDED(A1E_2));

A1E_3. According to our records, your organization received RETROCOMMISSIONING from <UTILITY>. Is this correct?

- 1.) YES

2.) NO

IF PTRAIN == 1 & (UNRECORDED(A1F_1) & UNRECORDED(A1F_2));

A1F_3. According to our records, your organization received PROGRAM TRAINING from <UTILITY>. Is this correct?

1.) YES

2.) NO

A1_INCENT_3. Our records show that your organization received \$ <INCENTIVE_3> from ...<PROGRAM>... for the installation of this MEASURE. Does this sound correct?

1.) YES

2.) NO

IF A1_INCENT_3=2,88,or 99;

A1_INC_CORR_3. What was the incentive amount that your organization received through the program?

IF DECISION=2 & (A1_3=1 OR A1_CATCH_3=1) & (A1_1=1 OR A1_CATCH_1=1 OR A1_2=1 OR A1_CATCH_2=1);

For the sake of expediency, during the balance of the study, we will be referring to the <PROGRAM> as the PROGRAM and we will be referring to the installation of ... <MEASURE_3> ... as the MEASURE.

I will repeat this from time to time during the study as your organization may have installed more than one MEASURE through more than one program.

A2A_3. How did the idea for installing this MEASURE originate? [PROBE but do not read....did your company develop the idea, was it suggested by a vendor or consultant, was it the result of an audit, was it part of a larger expansion or remodeling effort?]

1.) Bill insert

2.) Program Literature

3.) Account Representative

4.) Program provided Vendor

5.) Program Representative

6.) Utility/Program WEBSITE

7.) Trade Publication

8.) Conference

9.) Newspaper article

10.) Word of Mouth

- 11.) Previous experience with it
- 12.) Company used it at other locations
- 13.) Contractor
- 14.) Result of an Audit
- 15.) Part of larger expansion/remodeling effort
- 77.) RECORD VERBATIM
- 88.) REFUSED
- 99.) DON'T KNOW

A3_3. In deciding to do a project of this type, there are usually a number of reasons why it may be undertaken. In your own words, can you tell me why you decided to implement this Project?

- 1.) To replace old/outdated equipment
- 2.) As part of a planned remodeling/build-out/expansion
- 3.) To gain more control over how the equipment was used
- 4.) Maintenance downtime/associated expenses for old equip were too high
- 5.) Had process problems and were seeking a solution
- 6.) To improve equipment performance
- 7.) To improve the product quality
- 8.) To comply with codes set by regulatory agencies
- 9.) To improve plant safety
- 10.) Comply w/co. policies for regular/normal maintenance/replacement policy
- 11.) To get a rebate from the program
- 12.) To protect the environment
- 13.) To reduce energy costs
- 14.) To reduce energy use/power outages
- 15.) To update to the latest technology
- 77.) Other reason-record
- 88.) REFUSED
- 99.) DON'T KNOW

N2_3. Was the decision to install this MEASURE made before or after you began discussions with <UTILITY> regarding the availability of rebates this MEASURE?

- 1.) Before
- 2.) After
- 88.) REFUSED
- 99.) DON'T KNOW

Next, I'm going to ask you to rate the importance of the program as well as other factors that might have influenced your decision to implement this MEASURE. Think of the degree of importance as being shown on a scale with equally spaced units from 0 to 10, where 0 means not

at all important and 10 means extremely important, so that an importance rating of 8 shows twice as much influence as a rating of 4. Now using this scale please rate the importance of each of the following in your decision to implement the MEASURE using high efficiency equipment.

IF ADDON_NEW_3=1;

N3A_3. Please rate the degree of importance ofThe age or condition of the old equipment

IF N3A_3=6,7,8,9, or 10 & RIGOR >=2;

N3AA_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) Record reason

88.) REFUSED

99.) DON'T KNOW

N3B_3. Please rate the degree of importance ofAvailability of the PROGRAM rebate

IF N3B_3=8,9,or 10 & RIGOR >=2;

N3BB_3. Why do you give it this rating?

77.) record verbatim

88.) REFUSED

99.) DON'T KNOW

IF A1B_1=1 OR A1C_1=1 OR A1D_1=1 OR A1B_2=1 OR A1C_2=1 OR A1D_2=1 OR A1B_3=1 OR A1C_3=1 OR A1D_3=1;

N3C_3. Please rate the degree of importance of information provided through...

- The Feasibility study
- The Facility or System AUDIT
- The Technical Assistance

IF N3C_3=8,9,or 10 & RIGOR >= 2;

N3CC_3. Why do you give it this rating?

77.) record verbatim

88.) REFUSED

99.) DON'T KNOW

IF VEND1 <> 0;

N3D_3. Please rate the degree of importance of Recommendation from an equipment vendor ...<VEND1NAME>..that sold you the MEASURE and/or installed it?

N3E_3. Please rate the degree of importance ofYour previous experience with high efficiency equipment for this type of MEASURE?

N3F_3. Please rate the degree of importance ofPrevious experience with this program or a similar utility program.

IF (A1F_1=1 OR A1F_2=1 OR A1F_3=1) & RIGOR =>3;

N3G_3. Please rate the degree of importance ofInformation from the Program or Utility training course?

IF N3G_3=6,7,8,9,or 10;

N3GG_3. What type of information was provided during the training?

77.) RECORD what information was provided

88.) REFUSED

99.) DON'T KNOW

IF N3GG_3=77;

N3GGG_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) RECORD how it affected decision

88.) REFUSED

99.) DON'T KNOW

N3H_3. Please rate the degree of importance ofInformation from the Program or Utility Marketing materials?

IF N3H_3=6,7,8,9,or 10 & RIGOR => 2;

N3HH_3. What type of information was provided that pertained to the installation of this MEASURE?

77.) RECORD type of information

88.) REFUSED

99.) DON'T KNOW

IF N3HH_3=77;

N3HHH_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) RECORD how affected decision

88.) REFUSED

99.) DON'T KNOW

IF VEND2 <> 0 & RIGOR =>2;

N3I_3. Please rate the degree of importance ofRecommendation from a design or consulting engineer ...<VEND2NAME> ?

N3J_3. Please rate the degree of importance ofStandard practice in your business/industry?

IF VEND3 <> 0;

N3K_3. Please rate the degree of importance of the recommendation from a program vendor....<VEND3NAME>

IF N3K_3=6,7,8,9,or 10;

N3KK_3. What did they recommend?

77.) record recommendations

88.) REFUSED

99.) DON'T KNOW

IF N3KK_3=77;

N3KKK_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) Record how affected decision

88.) REFUSED

99.) DON'T KNOW

IF N33_1<>1 & N33_2 <>1;

N3L_3. Please rate the degree of importance ofEndorsement or recommendation by your account rep <ACCTREPNAME>?

IF N3L_3=6,7,8,9,or 10 & RIGOR =>2;

N3LL_3. What did they recommend?

77.) record recommendations

88.) REFUSED

99.) DON'T KNOW

IF N3LL_3=77;

N3LLL_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

IF RIGOR =>2;

N3M_3. Please rate the degree of importance ofCorporate policy or guidelines?

IF N3M_3=6,7,8,9,or 10;

N3MM_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3N_3. Please rate the degree of importance ofPayback or return on investment using high rather than standard efficiency equipment in the project?

IF BIZ_TYPE == 1 & RIGOR == 4;

N3O_3. Please rate the degree of importance ofImproved product quality?

IF N3O_3=6,7,8,9,or 10;

N3OO_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3P_3. Please rate the degree of importance ofCompliance with rules or codes set by regulatory agencies?

IF N3P_3=6,7,8,9,or 10;

N3PP_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

IF RIGOR =>2;

N3R_3. Please rate the degree of importance ofCompliance with your organization's normal maintenance or retrocommissioning practices?

IF N3R_3=6,7,8,9,or 10;

N3RR_3. How, SPECIFICALLY, did this enter into your decision to install this energy efficient MEASURE?

77.) record how affected decision

88.) REFUSED

99.) DON'T KNOW

N3S_3. Were there any other factors we haven't discussed that was influential in your decision to install this MEASURE?

1.) Nothing else influential

77.) YES-RECORD other factors

88.) REFUSED

99.) DON'T KNOW

IF N3S_3=77;

N3SS_3. Using the same zero to 10 scale, how would you rate the influence of this factor?

IF RIGOR == 4;

IF A3_3<>8 & N3P_3=11,1,2,or 3;

CC1_3. You indicated earlier that compliance with codes or regulatory policies was a primary reason you installed this MEASURE. However, just now you scored the importance of compliance with regulatory rules or policies in your decision making fairly low, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_3<>8 & N3P_3=8,9,or 10;

CC1A_3. You indicated earlier that compliance with codes or regulatory policies was not a primary reason for installing this MEASURE. However, just now you scored the importance of compliance with regulatory rules or policies in your decision making fairly high, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_=10 & N3G_3=11,1,2,or 3;

CC3_3. You indicated earlier that complying with internal maintenance or equipment replacement policies was one of the reasons you installed this MEASURE. However, just now you scored the importance of compliance with normal maintenance or retrocommissioning practices in your decision making fairly low, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF A3_3<>10 & N3R_3=8,9,or 10;

CC3A_3. You indicated earlier that complying with internal maintenance or equipment replacement policies was not one of the primary reasons you installed this MEASURE. However, just now you scored the importance of compliance with normal maintenance or retrocommission practices in your decision making fairly high, why is that?

77.) Record Reason

88.) REFUSED

99.) DON'T KNOW

IF RIGOR =>2;

IF N3N_3=6,7,8,9,or 10;

P1_3. What financial calculations does your company make before proceeding with installation of a MEASURE like this one?

1.) Payback

2.) Return on Investment (ROI)

77.) Record other financial calculations

88.) REFUSED

99.) DON'T KNOW

IF P1_3=1;

P2A_3. What is your threshold in terms of the payback period before deciding to proceed with an investment?Is it...

1.) 0 to 6 months

2.) 6 months to 1 year

3.) 1 to 2 years

4.) 2 to 3 years

5.) 3 to 5 years OR

6.) Over 5 years

88.) REFUSED

99.) DON'T KNOW

IF P1_3=2;

P2B_3. What is your threshold in terms of the ROI before deciding to proceed with an investment?

77.) RECORD VERBATIM

88.) REFUSED

99.) DON'T KNOW

P3_3. Did the rebate move the installation of this MEASURE within this acceptable range?

- 1.) YES
- 2.) NO

IF P3_3=1;

P4_3. On a scale of 0 to 10, with a zero meaning NOT AT ALL IMPORTANT and 10 meaning Very Important, how important in your decision was it that the project was in the acceptable range?

- 1 NOT AT ALL IMPORTANT,2,3,4,5,6,7,8,9,10 VERY IMPORTANT
- 11.) ZERO NOT AT ALL IMPORTANT
- 88.) REFUSED
- 99.) DON'T KNOW

IF P3_3=1 & N3B_3=11,1,2,3, or 4;

P3A_3. The rebate seemed to make the difference between meeting your financial criteria and not meeting them, but you are saying that the rebate didn't have much effect on your decision, why is that?

- 77.) Record Reason
- 88.) REFUSED
- 99.) DON'T KNOW

IF P3_3=2 & N3B_3=6,7,8,9,or 10;

P3E_3. The rebate didn't cause the selection of this high efficiency MEASURE to meet your company's financial criteria, but you said that the rebate had an impact on the decision to install high efficiency equipment in this project. Why did it have an impact?

- 77.) Record Reason
- 88.) REFUSED
- 99.) DON'T KNOW

IF ACCT_REP == 1 & UNRECORDED(ACCTREPNAME) & UNRECORDED(N33_1) & UNRECORDED(N33_2);

N33_3. We do not have the name of your ACCOUNT REP at <UTILITY>. Can you give me his or her name? ___Do you have his/her email address? ___Do you have a phone number for him/her? ___Do you have a cell phone number for him/her?

- 1.) Don't have ACCOUNT REP
- 77.) Record information
- 88.) REFUSED
- 99.) DON'T KNOW THIS INFORMATION

For the sake of expediency, we are referring to the ... <PROGRAM> ... as the PROGRAM and we are referring to the installation of ...<MEASURE_3>... as the MEASURE.

I will repeat this from time to time during the study as your organization may have installed more than one MEASURE through more than one program.

Next, I would like you to rate the importance of the PROGRAM in your decision to implement this MEASURE as opposed to other NON PROGRAM FACTORS that may have influenced your decision such as...

- Age or condition of old equipment,
- Equipment Vendor recommendation
- Previous experience with this MEASURE
- Previous experience with this program
- Recommendation from a design or consulting engineer
- Standard practice in your business/industry
- Corporate policy or guidelines
- Payback on investment.
- Improved product quality
- Compliance with rules or codes set by regulatory agencies
- Improved plant safety
- Compliance with normal maintenance or equipment replacement policies

If you were given 10 points to award in total, how many points would you give to the importance of the program and how many points would you give to these other factors?

N41_3. How many of the ten points would you give to the importance of the PROGRAM in your decision?

N42_3. And how many points would you give to all of these other factors?

IF N41_3 <> 88 & N41_3 <> 99 & N42_3 <> 88 & N42_3 <> 99;

Now I would like you to think about the action you would have taken with regard to the installation of this MEASURE if the PROGRAM had NOT BEEN AVAILABLE.

N5_3. Using a likelihood scale from 0 to 10, where 0 is Not at all likely and 10 is extremely likely, if THE PROGRAM had NOT BEEN AVAILABLE, what is the likelihood that you would have installed exactly the same program-qualifying efficiency equipment that you did?

IF ADDON_NEW_3=2;

N5AA_3. Using a likelihood scale from 0 to 10, where 0 is NOT AT ALL LIKELY and 10 is EXTREMELY LIKELY, if the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?

IF N3B_3=8,9,or 10 & N5_3=8,9,or 10;

N5A_3. When you answered ...<N3B_3> ... for the question about the influence of the rebate, I would interpret that to mean that the rebate was quite important to your decision to install. Then, when you answered ... <N5_3>... for how likely you would be to install the same equipment without the rebate, it sounds like the rebate was not very important in your installation decision. I want to check to see if I am misunderstanding your answers or if the questions may have been unclear. Will you explain in your own words, the role the rebate played in your decision to install this efficient equipment?

77.) RECORD

88.) REFUSED

99.) DON'T KNOW

N5AAA_3. Would you like for me to change your score on the importance of the rebate that you gave a rating of <N3B_3> and or change your rating on the likeliness you would install the same equipment without the rebate which you gave a rating of <N5_3> and/or we can change both if you wish?

1.) No change

77.) Record how they would rate REBATE INFLUENCE and how they would rate LIKLINESS TO INSTALL WITHOUT REBATE?

88.) REFUSED

99.) DON'T KNOW

N5B_3. If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?

IF N5B_3=11,2,3,4,5,6,7, or 8;

Next, I'd like to ask a couple of questions to help us estimate at what point in the future you would definitely have replaced your existing equipment.<(ADDON_NEW_1(1))/We're just trying to get a sense of how long you think the current equipment or process would have kept serving your company's needs before you had to or chose to replace it.

TD1_3. If the program had not been available, how likely is it that you would have installed this MEASURE within one year of when you did? Would you say....

1.) Definitely would have within one year

2.) Probably would have (within one year)

3.) 50-50 chance you would (within one year)

- 4.) Probably not (within one year) OR
- 5.) Definitely not (within one year)
- 88.) REFUSED
- 99.) DON'T KNOW

IF TD1_3=2,3,4,or 5;

TD2_3. If the program had not been available, how likely is it that you would have installed this MEASURE within three years of when you did? Would you say....

- 1.) Definitely would have within three years
- 2.) Probably would have (within three years)
- 3.) 50-50 chance you would (within three years)
- 4.) Probably not (within three years) OR
- 5.) Definitely not (within three years)
- 88.) REFUSED
- 99.) DON'T KNOW

IF TD2_3=2,3,4,or 5;

TD3_3. If the program had not been available, how likely is it that you would have installed this MEASURE within five years of when you did? Would you say....

- 1.) Definitely would have within five years
- 2.) Probably would have (within five years)
- 3.) 50-50 chance you would (within five years)
- 4.) Probably not (within five years) OR
- 5.) Definitely not (within five years)
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3A_3=7,8,9, or 10 & TD3_3=3,4,or 5;

N9BB_3. Earlier when asked about the influence of the age/condition of the old equipment on your decision to install this new equipment, you gave me a rating of <N3A_3> out of ten. I would interpret this to mean that the age/condition was quite influential in your decision to install this new equipment when you did. Perhaps I have either recorded something incorrectly or maybe you could explain in your own words the role the age/condition of the existing equipment played in your decision to install this new energy-efficient equipment.

- 77.) RECORD REASON
- 88.) REFUSED
- 99.) DON'T KNOW

N6_3. Now I would like you to think one last time about what action you would have taken if the program had not been available. Which of the following alternatives would you have been MOST likely to do? Would you have

- 1.) Installed fewer units
- 2.) Installed standard efficiency equipment or whatever required by code
- 3.) Installed equipment more efficient than code but less efficient than what you installed through the program
- 4.) Repaired/rewound or overhaul the existing equipment
- 5.) Done nothing (keep the existing equipment as is) OR
- 77.) Do Something else (specify)
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_3=1;

N6A_3. How many fewer units would you have installed?

- 77.) Record how many fewer units.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_3=3;

N6B_3. Can you tell me what model or efficiency level you were considering as an alternative?

- 77.) Record efficiency level description.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N6_3=4;

N6C_3. How long do you think the repaired/rewound/refurbished equipment would have lasted before requiring replacement?

- 77.) Record how long they estimate repaired equip would last.
- 88.) REFUSED
- 99.) DON'T KNOW

IF N5B_3=11,1,2,3,4,5,6, or 7 & (A3_3=1 or A3_3=4 or A3_3=6 or A3_3=8 or A3_3=10);

Earlier, when I asked you a question about why you decided to implement the project using high efficiency equipment, you gave reasons related to<A3_3> . !!_____Now I would like to ask some follow up questions regarding these responses you gave me.

IF A3_3=1;

ER1_3. Approximately how old (in years) was the existing equipment?

IF ER1_3 == 99;

ER1A_3. Approximately in what year was the existing equipment purchased?

ER2_3. How much longer (in years) do you think it would have lasted?

IF A3_3=4;

ER6_3. How much downtime (in weeks) did you experience in the last year?

ER9_3. In your opinion, based on the economics of operating this equipment, for how many more years could you have kept this equipment functioning?

IF A3_3=6;

ER11_3. Which of the following statements best describes the performance and operating condition of the equipment you replaced through the PROGRAM? Is it....

- 1.) Existing equipment was fully functional
- 2.) Existing equipment was fully functioning, but with significant problems
- 3.) Existing equipment had failed or did not function
- 4.) Existing equipment was obsolete
- 5.) Not applicable, ancillary equipment (VSD, EMS, controls, etc.) OR
- 77.) Other description....RECORD
- 88.) REFUSED
- 99.) DON'T KNOW

IF A3_3=8;

ER15_3. Can you briefly describe the specific code/regulatory requirements that this project addressed?

- 77.) Describe code requirements
- 88.) REFUSED
- 99.) DON'T KNOW

IF A3_3=10;

ER19_3. Can you briefly describe the specific company policies regarding regular/normal maintenance/replacement policy(ies) that were relevant to this project?

- 77.) Describe policies....
- 88.) REFUSED
- 99.) DON'T KNOW

IF RIGOR =>3 & (N41_1 >> 7 OR N41_2 >> 7 OR N41_3 >> 7);

SP1. Did you implement any additional energy efficiency measures at this facility since your participation in the PROGRAM that did NOT receive incentives through any utility or government program?

- 1.) YES
- 2.) NO

IF SP1=1;

SP2. What was the first MEASURE that you implemented?

- 77.) Record name of the FIRST MEASURE IMPLEMENTED
- 88.) REFUSED
- 99.) DON'T KNOW

SP3. Was there a SECOND MEASURE?

- 1.) NO OTHER MEASURE
- 77.) Record name of the SECOND MEASURE IMPLEMENTED
- 88.) REFUSED
- 99.) DON'T KNOW

IF SP3=77;

SP4. Was there a THIRD MEASURE?

- 1.) NO OTHER MEASURE
- 77.) Record name of the THIRD MEASURE IMPLEMENTED
- 88.) REFUSED
- 99.) DON'T KNOW

SP5. I have a few questions about the FIRST MEASURE ... <SP2>that you installed. Why are you not expecting a rebate for this MEASURE? Why did you not install this MEASURE through a Utility Program?

- 77.) Record reasons.....PROBE....PROBE
- 88.) REFUSED
- 99.) DON'T KNOW

SP5B. Please describe the SIZE, EFFICIENCY and, QUANTITY of this MEASURE.

- 77.) Record....SIZE....EFFICIENCY.....QUANTITY
- 88.) REFUSED
- 99.) DON'T KNOW

SP5C. Was this MEASURE specifically recommended by a PROGRAM related audit, report or program technical specialist?

- 1.) YES

2.) NO

SP5D. How significant was your experience in the PROGRAM in your decision to implement this NON PROGRAM MEASURE, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

1 NOT AT ALL SIGNIFICANT,2,3,4,5,6,7,8,9,10 EXTREMELY SIGNIFICANT

11.) ZERO Not at all significant

88.) REFUSED

99.) DON'T KNOW

SP5DD. Why do you give it this rating?

77.) Record why program was or was not significant

88.) REFUSED

99.) DON'T KNOW

SP5E. If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this MEASURE, using a 0 to 10 scale where 0 means not at all likely that you would have implemented this MEASURE and 10 means it is very likely that you WOULD have implemented this MEASURE?

IF SP3=77;

SP6. I have a few questions about the SECOND MEASURE... <SP3>that you installed. Why are you not expecting a rebate for this MEASURE? Why did you not install this MEASURE through a Utility Program?

77.) Record reasons.....PROBE....PROBE

88.) REFUSED

99.) DON'T KNOW

SP6B. Please describe the SIZE, EFFICIENCY, and QUANTITY of this MEASURE.

77.) Record....SIZE....EFFICIENCY.....QUANTITY

88.) REFUSED

99.) DON'T KNOW

SP6C. Was this MEASURE specifically recommended by a PROGRAM related audit, report or program technical specialist?

1.) YES

2.) NO

SP6D. How significant was your experience in the PROGRAM in your decision to implement this NON PROGRAM MEASURE, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

1 NOT AT ALL SIGNIFICANT,2,3,4,5,6,7,8,9,10 EXTREMELY SIGNIFICANT

11.) ZERO Not at all significant

88.) REFUSED

99.) DON'T KNOW

SP6DD. Why do you give it this rating?

77.) Record why program was or was not significant

88.) REFUSED

99.) DON'T KNOW

SP6E. If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this MEASURE, using a 0 to 10 scale where 0 means not at all likely that you would have implemented this MEASURE and 10 means it is very likely that you WOULD have implemented this MEASURE?

IF SP4=77;

SP7. I have a few questions about the THIRD MEASURE ... <SP4>that you installed. Why are you not expecting a rebate for this MEASURE? Why did you not install this MEASURE through a Utility Program?

77.) Record reasons.....PROBE....PROBE

88.) REFUSED

99.) DON'T KNOW

SP7B. Please describe the SIZE, EFFICIENCY, and QUANTITY of this MEASURE.

77.) Record....SIZE....EFFICIENCY.....QUANTITY

88.) REFUSED

99.) DON'T KNOW

SP7C. Was this MEASURE specifically recommended by a PROGRAM related audit, report or program technical specialist?

1.) YES

2.) NO

SP7D. How significant was your experience in the PROGRAM in your decision to implement this NON PROGRAM MEASURE, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

1 NOT AT ALL SIGNIFICANT,2,3,4,5,6,7,8,9,10 EXTREMELY SIGNIFICANT

- 11.) ZERO Not at all significant
- 88.) REFUSED
- 99.) DON'T KNOW

SP7DD. Why do you give it this rating?

- 77.) Record why program was or was not significant
- 88.) REFUSED
- 99.) DON'T KNOW

SP7E. If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this MEASURE, using a 0 to 10 scale where 0 means not at all likely that you would have implemented this MEASURE and 10 means it is very likely that you WOULD have implemented this MEASURE?

IF RIGOR => 3;

CAFAC1. Now, thinking about other facilities operated by your organization in the regions of California that are served by PG&E, SCE, SDG&E or Southern California Gas Company, are you aware of any additional energy efficiency measures implemented at these other facilities since your participation in PROGRAM that did not receive an incentive through a utility or government program?

- 1.) Yes aware of other implementations
- 2.) No, not aware of any other implementations
- 3.) We do not have other facilities
- 88.) REFUSED
- 99.) DON'T KNOW

IF CAFAC1=1;

CAFAC2. What was the first MEASURE that you implemented?

- 77.) Record name of the FIRST MEASURE IMPLEMENTED
- 88.) REFUSED
- 99.) DON'T KNOW

CAFAC3. Was there a SECOND MEASURE?

- 1.) NO OTHER MEASURE
- 77.) Record name of the SECOND MEASURE IMPLEMENTED
- 88.) REFUSED
- 99.) DON'T KNOW

IF CAFAC3=77;

CAFAC4. Was there a THIRD MEASURE?

- 1.) NO OTHER MEASURE
- 77.) Record name of the THIRD MEASURE IMPLEMENTED
- 88.) REFUSED
- 99.) DON'T KNOW

MEAS_1_1. I have a few questions about the First MEASURE that you installed.... <CAFAC2> as this MEASURE part of a <UTILITY> program or any other utility or government energy efficiency incentive program?

- 1.) YES
- 2.) NO

IF MEAS_1_1=2;

MEAS_1_2. Why did you not install this MEASURE through a Utility Program?

- 77.) RECORD REASON
- 88.) REFUSED
- 99.) DON'T KNOW

MEAS_1_3. Please describe the SIZE, EFFICIENCY, and QUANTITY of this MEASURE.

- 77.) Record....SIZE....EFFICIENCY.....QUANTITY
- 88.) REFUSED
- 99.) DON'T KNOW

MEAS_1_4. Was this MEASURE specifically recommended by a PROGRAM related audit, report or program technical specialist?

- 1.) YES
- 2.) NO

MEAS_1_5. How significant was your experience in the 2010 Program in your decision to implement this MEASURE, using a scale of 0 to 10, where zero is NOT AT ALL SIGNIFICANT and 10 is EXTREMELY SIGNIFICANT?

IF MEAS_1_5=1,2,3,4,5,6,7,8,9,10, or 11;

MEAS_1_6. Why do you give it this rating?

- 77.) RECORD REASON FOR RATING
- 88.) REFUSED
- 99.) DON'T KNOW

MEAS_1_7. If you had not participated in the program, how likely is it that your organization would still have implemented this MEASURE, using a 0 to 10 scale where 0 means NOT AT

ALL LIKELY that you would have implemented this MEASURE and 10 means you were EXTREMELY LIKELY to have implemented this MEASURE?

IF CAFAC3=77;

MEAS_2_1. I have a few questions about the SECOND MEASURE that you installed.... <CAFAC3>. Was this MEASURE part of a <UTILITY> program or any other utility or government energy efficiency incentive program?

1.) YES

2.) NO

IF MEAS_2_1=2;

MEAS_2_2. Why did you not install this MEASURE through a Utility Program?

77.) RECORD REASON

88.) REFUSED

99.) DON'T KNOW

MEAS_2_3. Please describe the SIZE, EFFICIENCY, and QUANTITY of this MEASURE.

77.) Record....SIZE....EFFICIENCY.....QUANTITY

88.) REFUSED

99.) DON'T KNOW

MEAS_2_4. Was this MEASURE specifically recommended by a PROGRAM related audit, report or program technical specialist?

1.) YES

2.) NO

MEAS_2_5. How significant was your experience in the 2010 Program in your decision to implement this MEASURE, using a scale of 0 to 10, where zero is NOT AT ALL SIGNIFICANT and 10 is EXTREMELY SIGNIFICANT?

IF MEAS_2_5=1,2,3,4,5,6,7,8,9,10, or 11;

MEAS_2_6. Why do you give it this rating?

77.) RECORD REASON FOR RATING

88.) REFUSED

99.) DON'T KNOW

MEAS_2_7. If you had not participated in the program, how likely is it that your organization would still have implemented this MEASURE, using a 0 to 10 scale where 0 means NOT AT ALL LIKELY that you would have implemented this MEASURE and 10 means you were EXTREMELY LIKELY to have implemented this MEASURE?

IF CAFAC4=77;

MEAS_3_1. I have a few questions about the THIRD MEASURE that you installed... <CAFAC4>. Was this MEASURE part of a <UTILITY> program or any other utility or government energy efficiency incentive program?

- 1.) YES
- 2.) NO

IF MEAS_3_1=2;

MEAS_3_2. Why did you not install this MEASURE through a Utility Program?

- 77.) RECORD REASON
- 88.) REFUSED
- 99.) DON'T KNOW

MEAS_3_3. Please describe the SIZE, EFFICIENCY, and QUANTITY of this MEASURE.

- 77.) Record....SIZE....EFFICIENCY.....QUANTITY
- 88.) REFUSED
- 99.) DON'T KNOW

MEAS_3_4. Was this MEASURE specifically recommended by a PROGRAM related audit, report or program technical specialist?

- 1.) YES
- 2.) NO

MEAS_3_5. How significant was your experience in the 2010 Program in your decision to implement this MEASURE, using a scale of 0 to 10, where zero is NOT AT ALL SIGNIFICANT and 10 is EXTREMELY SIGNIFICANT?

IF MEAS_3_5=1,2,3,4,5,6,7,8,9,10, or 11;

MEAS_3_6. Why do you give it this rating?

- 77.) RECORD REASON FOR RATING
- 88.) REFUSED
- 99.) DON'T KNOW

MEAS_3_7. If you had not participated in the program, how likely is it that your organization would still have implemented this MEASURE, using a 0 to 10 scale where 0 means NOT AT ALL LIKELY that you would have implemented this MEASURE and 10 means you were EXTREMELY LIKELY to have implemented this MEASURE?

PP1. What do you believe the PROGRAM's primary strengths are?

- 77.) RECORD STRENGTHS
- 88.) REFUSED
- 99.) DON'T KNOW

PP2. What concerns do you have about the PROGRAM? (IF NEEDED: What do you view as the primary features that need to be improved?)

- 77.) RECORD CONCERNS/WEAKNESS
- 88.) REFUSED
- 99.) DON'T KNOW

PP4. On a scale of 0 to 10, where 0 is COMPLETELY DISSATISFIED and 10 is COMPLETELY SATISFIED, how would you rate your OVERALL satisfaction with the PROGRAM?

- 1 COMPLETELY DISSATISFIED,2,3,4,5,6,7,8,9,10 COMPLETELY SATISFIED
- 11.) ZERO COMPLETELY DISSATISFIED
- 88.) REFUSED
- 99.) DON'T KNOW

IF PP4=11,1,2,or 3;

PP5. Why do you say that?

- 77.) RECORD why....probe...probe
- 88.) REFUSED
- 99.) DON'T KNOW

IF ^UNRECORDED(IMPLEMENTER);

PP6. The program you participated in was run by ...<IMPLEMENTER>. ____Has your organization participated in energy efficiency programs run by <UTILITY> in the past three years?

- 1.) YES
- 2.) NO

IF PP6=1;

PP8. Please consider your recent experience with the PROGRAM run by <IMPLEMENTER> versus your past experience with the PROGRAM run by <UTILITY>. Are there any differences between the two that stand out? Any there attributes or services that seemed better in one or the other?

- 1.) NO DIFFERENCES
- 77.) RECORD Differences...probe...be sure to state if the difference was good or bad
- 88.) REFUSED
- 99.) DON'T KNOW

IF IOU_PROG == 1;

PP10. The program you participated in was run by <UTILITY>. Have you participated in programs run by governments, institutions, or other independent firms in the past three years?

- 1.) Local Government
- 2.) State Government or Institution
- 3.) Independent Firm
- 66.) NO OTHER GOVERNMENT PROGRAMS
- 88.) REFUSED
- 99.) DON'T KNOW

IF PP10=3;

PP12. Please consider your experiences with the program run by an independent firm versus your recent experience with <UTILITY>'s PROGRAM. Are there any differences between the two that stand out? Are there attributes or services that seemed better in one or the other?

- 1.) No differences
- 77.) RECORD DIFFERENCES....probe...probe
- 88.) REFUSED
- 99.) DON'T KNOW

IF PP10=1 or 2;

PP14. Please consider your experiences with the program run by a government or institution versus your recent experience with <UTILITY>'s PROGRAM. Are there any differences between the two that stand out? Are there attributes that seemed better in one or the other?

- 77.) RECORD DIFFERENCES....probe...probe
- 88.) REFUSED
- 99.) DON'T KNOW

IF PP6=1 & PP10=1,2, or 3;

PP16. Which entity, the <UTILITY> program or the <IMPLEMENTER> <PP10> Program was more effective in supporting your organization's decision making process?

- 1.) <IMPLEMENTER>
- 2.) <UTILITY>
- 3.) Very little difference
- 88.) REFUSED
- 99.) DON'T KNOW

IF PP16=1 or 2;

PP18. How significant was this difference. Would you say....

- 1.) Very significant

- 2.) Somewhat significant or
- 3.) Not very significant
- 88.) REFUSED
- 99.) DON'T KNOW

PP20. Which entity had a better technical understanding of the energy use at your facility and provided the best technical assistance in specifying the project?

- 1.) <IMPLEMENTER>
- 2.) <UTILITY>
- 3.) Very little difference
- 88.) REFUSED
- 99.) DON'T KNOW

IF PP20=1 or 2;

PP22. How significant was this difference? Would you say...

- 1.) Very significant
- 2.) Somewhat significant or
- 3.) Not very significant
- 88.) REFUSED
- 99.) DON'T KNOW

PP24. Which entity was more effective in supporting you through the application process?

- 1.) <IMPLEMENTER>
- 2.) <UTILITY>
- 3.) Very little difference
- 88.) REFUSED
- 99.) DON'T KNOW

IF PP24=1 or 2;

PP26. How significant was this difference? would you say...

- 1.) Very significant
- 2.) Somewhat significant or
- 3.) Not very significant
- 88.) REFUSED
- 99.) DON'T KNOW

PP3. Do you have any comments on the current incentive structure of the PROGRAM?

- 1.) No Comments
- 77.) RECORD COMMENTS
- 88.) REFUSED

99.) DON'T KNOW

ID1. Are you aware of other programs or resources that are designed to promote reductions in energy usage for organizations like yours?

- 1.) YES
- 2.) NO

IF ID1=1;

ID2. What types of programs can you recall? PROBE....PROBE....PROBE

- 1.) Rebates/incentives (include mentions of SPC and Express)
- 2.) Building Commissioning (Retrocommissioning, Monitoring based commissioning)
- 3.) Business energy audits and feasibility studies
- 4.) Energy Centers (Pacific Energy Center, SCE CTAC)
- 5.) Seminars, classes, and workshops
- 6.) Solar or other Distributed Generation Programs, (CSI, SGIP)
- 7.) Demand Response Programs (Peak Choice, BIP, DBP, Aggregator, PDP)
- 77.) RECORD OTHER TYPES OF PROGRAMS
- 88.) REFUSED
- 99.) DON'T KNOW

ID3. During the process of participating in the PROGRAM, did your UTILITY Account Representative, or any Program Staff or Program Vendors discuss solar, wind or other self-generation equipment opportunities with you?

- 1.) Yes, Account Representative
- 2.) Yes, Program Staff
- 3.) Yes, Program Vendor
- 4.) NO
- 88.) REFUSED
- 99.) DON'T KNOW

ID3A. During the process of participating in the program, did the Utility Account Representative, Program Staff or Program Vendors discuss DEMAND REDUCTION PROGRAMS, technologies or opportunities with you?

- 1.) Yes, Account Representative
- 2.) Yes, Program Staff
- 3.) Yes, Program Vendor
- 4.) NO
- 88.) REFUSED
- 99.) DON'T KNOW

IF N3F_1=5,6,7,8,9, or 10 OR N3F_2=5,6,7,8,9, or 10 OR N3F_3=5,6,7,8,9, or 10;

Now I'd like you to think about your organization's experiences with <UTILITY>'s energy efficiency programs and efforts over the longer term, for example, over the past 5, 10, or even 20 years. In an earlier questions, you indicated that your previous experience with utility energy efficiency programs was a factor that influenced your decision to implement the installation of this equipment. I would like to ask you a few questions about this experience.

LT2. For how many years have you been participating in UTILITY energy efficiency PROGRAM(s)?

- 66.) have not participated
- 88.) refused
- 99.) don't know

IF LT2 <> 66;

LT3. During this time, how many times has your organization participated in these PROGRAM(s)?

- 1.) More than 10 times
- 2.) 7 to 10 times
- 3.) 4 to 7 times
- 4.) 2 to 4 times
- 5.) 1 time
- 88.) REFUSED
- 99.) DON'T KNOW

LT6. What factors led you to participate in these program(s)?

- 77.) RECORD FACTORS
- 88.) REFUSED
- 99.) DON'T KNOW

LT7. And exactly how did that experience help to convince you to implement the current PROJECT?

- 77.) RECORD FACTORS
- 88.) REFUSED
- 99.) DON'T KNOW

IF LT3=1,2, or 3;

LT8. Have these programs had any long-term influence on your organization's energy efficiency related practices and policies that go beyond the immediate effect of incentives on individual projects?

- 1.) YES

2.) NO

IF LT8=1;

LT9. Has your organization developed a specification policy for the selection of energy-efficient equipment?

1.) YES

2.) NO

LT10. Has your organization assigned responsibility for controlling energy usage and costs to any of the following? ...

1.) An in-house staff person

2.) A group of staff

3.) An outside contractor

4.) NONE OF THESE

88.) REFUSED

99.) DON'T KNOW

L11. Does your organization have any internal incentive or reward policies for business units or staff responsible for managing energy costs?

1.) YES

2.) NO

And finally, I have a few questions about the characteristics of your business and then we are finished.

CC12A. In what year was this business established at this location?

IF CC12A >> 2011;

CC12B. Would you say it was....

1.) After 2005

2.) Between 2000 and 2005

3.) In the 1990s

4.) In the 1980s

5.) In the 1970s

6.) In the 1960s or

7.) Before 1960

88.) REFUSED

99.) DON'T KNOW

C0. About what percentage of your operating costs does energy account for?Would you say....

- 1.) Less than 1 percent
- 2.) 1 to 2 percent
- 3.) 3 to 5 percent
- 4.) 6 to 10 percent
- 5.) 11 to 15 percent
- 6.) 16 to 20 percent
- 7.) 21 to 50 percent OR
- 8.) Over 50 percent
- 88.) REFUSED
- 99.) DON'T KNOW

CCC1. How many square feet of heated or cooled floor area is this facility?

IF CCC1 == 888888 OR CCC1 == 999999;

CCC3. Would you say that the heated or cooled floor area is...

- 1.) 1,500 sq feet or less
- 2.) 1,500 to 5,000 sqft
- 3.) 5,001 to 10,000 sq ft
- 4.) 10,001 to 25,000 sq ft
- 5.) 25,001 to 50,000 sq ft
- 6.) 50,001 to 75,000 sq ft
- 7.) 75,001 to 100,000 sq ft
- 8.) Over 100,000 sq ft
- 88.) REFUSED
- 99.) DON'T KNOW

C1. What is the main business activity at this facility?

- 77.) RECORD COMMENTS
- 88.) REFUSED
- 99.) DON'T KNOW

IF LARGE == 1 & NAICS_MISSING <> '1';

C2. Our records indicate that the primary business code for the facility that installed this MEASURE is <NAICS>. Is that correct?

- 1.) YES
- 2.) NO

IF C2=2;

C2A. What is the correct business code?

C3. Approximately how many people are currently working at the facility where the MEASURE was installed, including both full and part time? ...Would you say.....

- 1.) Ten or less
- 2.) Between 11 and 25 or
- 3.) 26 to 50
- 4.) 51 to 75
- 5.) 76 to 100
- 6.) 101 to 250
- 7.) 251 to 500
- 8.) 501 to 1000
- 9.) 1001 to 2500
- 10.) 2501 to 5000 or
- 11.) 5000 or more
- 88.) REFUSED
- 99.) DON'T KNOW

C4. Does your business own, lease or manage this facility?

- 1.) Own
- 2.) Least/Rent
- 3.) Manage
- 88.) REFUSED
- 99.) DON'T KNOW

C5. How many locations does your organization have? Is it....

- 1.) 1
- 2.) 2 to 4
- 3.) 5 to 10
- 4.) 11 to 25 or
- 5.) Over 25
- 88.) REFUSED
- 99.) DON'T KNOW

C3A. Please describe any other changes made to this site since January 2010 that significantly impacted energy usage.

- 1.) No changes
- 77.) RECORD changes
- 88.) REFUSED
- 99.) DON'T KNOW

IF (N3D_1=8,9,or 10 OR N3D_2=8,9,or 10 OR N3D_3=8,9,or 10) & RIGOR => 3;

V1_NAME. Earlier you stated that your equipment supplier vendor was influential in you decision to install this equipment. Can you tell me the name of your EQUIPMENT VENDOR? We show .. <VEND1NAME>

V1_PHONE. Do you have their phone number? We show <V1PHONE>

V1_CONTACT. Do you have a CONTACT NAME or an EMAIL ADDRESS for this EQUIPMENT VENDOR?

IF (N3I_1=8,9,or 10 OR N3I_2=8,9,or 10 OR N3I_3=8,9,or 10) & RIGOR == 4 ;

V2_NAME. Earlier you stated that your DESIGN or CONSULTING ENGINEER VENDOR was influential in you decision to install this equipment. Can you tell me the name of your DESIGN OR CONSULTING ENGINEER VENDOR? We show .. <VEND2NAME>

V2_PHONE. Do you have their phone number? We show <V2PHONE>

V2_CONTACT. Do you have a CONTACT NAME or an EMAIL ADDRESS for this DESIGN or CONSULTING ENGINEER VENDOR?

Those are all the questions I have for you. On behalf of the CPUC, thank you very much for your time.

D-2b: Professional NTG Survey Instrument

**Standard – Very Large Customer Decision Maker Survey for
NAME of COMPANY – Decision Maker’s NAME and Phone #
INTERVIEW DATE**

INTRODUCTION

Hello. I’m calling from Itron on behalf of the CPUC as part of the evaluation of the 2010-2012 PROGRAM NAME. (In future questions, I’m going to refer to the program as “PROGRAM”.) We are interviewing customers that participated in PROGRAM to gain a better understanding of how and why they decided to install energy efficiency measures through this program. By receiving a rebate through this program, your organization agreed to participate in this follow-up study on your experiences with this program.

The interview will take approximately 60 minutes and any information that is provided will remain strictly confidential. We will not identify or attribute any of your comments or organization information.

The following are the appropriate representatives for this evaluation – NAMES and phone numbers OF UTILITY EM&V staff person, PROGRAM REP AND ACCOUNT REP
GO HERE

[Here are the contacts at the UTILITY EM&V and CPUC level]

PGE Rafael Friedmann 415-310-2998
SCE Pierre Landry 626-812-7528
SDGE/SCG Rob Rubin 858- 654-1244
CPUC Kay Hardy 415-703-2322

CONFIRMATION OF CORRECT RESPONDENT

C1. May I please speak with <%CONTACT>? According to our records, your company implemented a project involving <%MEASURE> on approximately <%INSTALL_DATE>, is that correct?

RECORD ANSWER HERE:

C1a. Earlier, I was told by your account rep <ACCT REP NAME> that you were the most knowledgeable and the most involved with the decision to implement the project I just mentioned. . Is that correct? [IF YES, SKIP TO C2. IF NO, CONTINUE]

RECORD ANSWER HERE:

C1b. Who would be the person most knowledgeable about your firm's involvement with the energy efficiency project that I just described? Record NEW CONTACT NAME and ask: May I speak with him/her?

RECORD ANSWER HERE:

C2. Are you the person who was most involved with the decision to implement the project I just described?

RECORD ANSWER HERE:

IF YES, CONTINUE. IF NO, ASK TO SPEAK TO THE PERSON WHO WAS MOST INVOLVED WITH THE DECISION TO IMPLEMENT THE PROJECT. THEN CONTINUE. IF THAT PERSON HAS LEFT THE COMPANY, ASK FOR THEIR NEW CONTACT INFORMATION. IF THEY DECLINE, THEN THANK AND TERMINATE.

C3 What was your specific role in the project?

RECORD ANSWER HERE:

C3 Were others involved with the project decision making, particularly the go-no go decision? If so, what are their names and contact information?

RECORD ANSWER HERE:

WARM-UP QUESTIONS

A1 First, as I mentioned previously, our records indicate your company implemented a project involving <%MEASURE> during <%PROG YEAR>. [MENTION THE PROJECT DETAILS, INCLUDING MEASURE NAME(S) AND QUANTITIES, INSTALLATION DATES, AND REBATE AMOUNTS HERE.] Does that sound right?

- 1 Yes
- 2 No
- 88 Don't know
- 99 Refused

IF PROJECT WAS PART OF A LARGER EFFORT WITH MULTIPLE RELATED PARTS, THEN ASK. ELSE **SKIP TO A2aa**

A1a. First, can you tell us a little more about this PROJECT and how it ties in with the other project(s)?

RECORD ANSWER HERE:

A1b. [IF RELEVANT] Was there a single decision that approved (in concept) for this series of projects, or was each project approved through a separate decision specific to that project?

RECORD ANSWER HERE:

[ASK ALL.]

A2aa. Did this new energy efficiency equipment that you installed through the program replace existing equipment or was it added to control or work directly with existing equipment?

- 1 Replaced existing equipment
- 2 Added to control or work directly with existing equipment
- 3 Other (record VERBATIM)

A2a. When and how did the idea for this project originate? (Probe: Did your company develop the idea, was it suggested by a vendor or consultant, was it the result of an audit, was it part of a larger expansion or remodeling effort?)

RECORD ANSWER HERE:

If response includes 'vendor' then ask: Was this a vendor from the program or someone that your company selected on its own?

RECORD ANSWER HERE:

If response includes 'audit' then ask: Was this audit performed by the utility or the program or one that your company performed on its own?

RECORD ANSWER HERE:

A2b. Did you convince your company's management to fund it or were there others involved? (if someone else, probe on name & contact info).

RECORD ANSWER HERE:

A2c. (If a Program Vendor was mentioned) Did they play a role in convincing your company to do these projects, or were they more passive, i.e., 'order takers'?

RECORD ANSWER HERE:

A3 My next few questions are regarding your organization's installation of similar types of projects at this location or at others in California.

A3a. Has your organization installed similar types of projects at this or other California locations in the past? (If respondent says 'yes', then ask): What have you installed? (Probe on equipment installed, timing, quantities and efficiency level)

RECORD ANSWER HERE:

A3aa. What, if any, impact did the utility rebate PROGRAM have on your installation decision?

RECORD ANSWER HERE:

A3ab. What other factors were key considerations in your decision?

RECORD ANSWER HERE:

A3b. Does your organization plan to install similar types of projects at this location in the future? (If respondent says 'yes', then ask): What are your plans? (Probe on equipment to be installed, timing, quantities and efficiency level)

RECORD ANSWER HERE:

A3bb. What, if any, impact did your experience participating in PROGRAM have on your installation decision?

RECORD ANSWER HERE:

A4 Please describe the availability of capital to fund these projects within your company. How does your company prioritize projects for funding and where do energy efficiency projects fit in?

RECORD ANSWER HERE:

A4a. I'd also like to learn a bit more about your company's use of similar **PROJECTX** technologies in other parts of the country. Do you know how often similar technologies are used at other facilities? Who within your company would be able to tell us about that?

RECORD ANSWER HERE:

A5 In deciding to do a project of this type, there are usually a number of reasons why it may be undertaken. In your own words, can you tell me why you decided to implement this project? Were there any other reasons? **DO NOT READ**

- 1 To replace old or outdated equipment
- 2 As part of a planned remodeling, build-out, or expansion
- 3 To gain more control over how the equipment was used
- 4 The maintenance downtime and associated expenses for the old equipment were too high
- 5 Had process problems and were seeking a solution
- 6 To improve equipment performance
- 7 To improve the product quality
- 8 To comply with codes set by regulatory agencies
- 9 To comply with company policies regarding regular/normal maintenance/replacement policy
- 10 To get a rebate from the program
- 11 To protect the environment
- 12 To reduce energy costs
- 13 To reduce energy use/power outages
- 14 To update to the latest technology
- 77 Other (RECORD VERBATIM)

A5a. Can you please describe the process by which your company makes decisions for these types of projects?

RECORD ANSWER HERE:

A5b. When was this project first put forward for consideration? And when was the final decision made to go ahead with the project? Is that length of time typical? Why or why not?

RECORD ANSWER HERE:

A5c. What factors or criteria do you consider in making these types of decisions? Which of these factors had to fall into place before the final decision could be made? And when did these occur?

RECORD ANSWER HERE:

A5d. When did your organization first begin discussions with UTILITY regarding funding/incentives and technical assistance for this PROJECT? (please discuss the project history to date with respect to interactions with UTILITY)

RECORD ANSWER HERE:

NET-TO-GROSS QUESTIONS:

Now I'd like to ask you about your when you learned that your project would be eligible for a rebate through the program.

N2 Did your company make the decision to install PROJECT **before** or **after** you began discussions with UTILITY regarding the availability of rebates for this PROJECT?

- 1 Before
- 2 After

Next, I'm going to ask you to rate the importance of the program as well as other factors that might have influenced your decision to implement PROJECT. Think of the degree of importance as being shown on a scale with equally spaced units from 0 to 10, where 0 means not at all important and 10 means very important, so that an importance rating of 8 shows twice as much influence as a rating of 4.

N3 Now, using this 0 to 10 rating scale, where 0 means "Not at all important" and 10 means "Very important," please rate the importance of each of the following in your decision to implement the PROJECT at this time.

N3a. The age or condition of the old equipment
Record 0 to 10 score (_____).
2 Not applicable

If N3a>5, then ask:

N3aa. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3b. The availability of the PROGRAM rebate

Record 0 to 10 score (_____)

2 Not applicable

IF N3b > 7, then ask:

N3bb Can you please explain why you gave it that rating?

RECORD ANSWER HERE:

N3c. Information provided through &FEAS_STUDY, &AUDIT or &TECH_ASSIST provided through the PROGRAM

Record 0 to 10 score (_____)

2 Not applicable

IF N3c > 7, then ask:

N3bb Can you please explain why you gave it that rating?

RECORD ANSWER HERE:

N3d. A recommendation from an equipment vendor that was involved with the PROJECT

Record 0 to 10 score (_____)

2 Not applicable

N3e. Your previous experience with this type of project?

Record 0 to 10 score (_____)

2 Not applicable

N3f. Your previous experience with the PROGRAM?

Record 0 to 10 score (_____)

2 Not applicable

IF N3f >4, then ask:

N3ff. How did your previous experience with the program influence your decision to implement this PROJECT?

RECORD ANSWER HERE:

N3g. Information from &PROGRAM or &UTILITY training course?

Record 0 to 10 score (_____)

2 Not applicable

IF N3g >5, then ask:

N3gg. What type of information was provided that pertained to the PROJECT?

RECORD ANSWER HERE:

N3ggg. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3h. Information from &PROGRAM or &UTILITY marketing materials?

Record 0 to 10 score (_____)

2 Not applicable

IF N3h >5, then ask:

N3hh. What type of information was provided that pertained to the PROJECT?

RECORD ANSWER HERE:

N3hhh. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3i. A recommendation from a design or consulting engineer [VENDOR_2]

Record 0 to 10 score (_____)

2 Not applicable

N3j. Standard practice in your organization

Record 0 to 10 score (_____)

2 Not applicable

N3k. Endorsement or recommendation by Program Staff or a Program Vendor.

Record 0 to 10 score (_____)

2 Not applicable

IF N3k >5, then ask:

N3kk. What type of recommendation did they make?

RECORD ANSWER HERE:

N3kkk. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3l. A suggestion by your Account Rep

Record 0 to 10 score (_____)

2 Not applicable

IF N3I >5,

N3II. What type of suggestion did they make?

RECORD ANSWER HERE:

N3III. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3m. Corporate policy or guidelines

Record 0 to 10 score (_____)

2 Not applicable

If N3m>5, then ask:

N3mm. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3n. Payback or return on the PROJECT

Record 0 to 10 score (_____)

2 Not applicable

N3o. Improved product quality

Record 0 to 10 score (_____)

2 Not applicable

If N3o>5, then ask:

N3oo. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3p. Compliance with state or federal regulations such as air quality, OSHA or FDA regulations

Record 0 to 10 score (_____)

2 Not applicable

If N3p>5, then ask:

N3pp. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3r. Compliance with your company's normal maintenance or retro-commissioning practices

Record 0 to 10 score (_____)

2 Not applicable

If $N3r > 5$, then ask:

N3rr. How, specifically, did this enter into your decision to upgrade to energy efficient equipment?

RECORD ANSWER HERE:

N3s. Were there any other factors we haven't discussed that were influential in your decision to install this PROJECT?

RECORD ANSWER HERE:

(If yes, record 0 to 10 importance score)

Record 0 to 10 score (_____)

2 Not applicable

CONSISTENCY CHECKS ON N3p and N3r

IF $A5=8$, AND $N3p < 4$, THEN ASK.

CC1 "You indicated earlier that compliance with codes or regulatory policies was one of the reasons you did the project. However, just now you scored the importance of compliance with federal and state air quality, OSHA or FDA regulations in your decision making fairly low, why is that?"

RECORD ANSWER HERE:

IF $A5$ not equal to 8, AND $N3p > 7$, THEN ASK.

CC1a "You indicated earlier that compliance with codes or regulatory policies was not a primary reason you did the project. However, just now you scored the importance of compliance with regulatory rules or policies in your decision making fairly high, why is that?"

RECORD ANSWER HERE:

IF $A5=9$, AND $N3r < 4$, THEN ASK.

CC3 "You indicated earlier that complying with internal maintenance or equipment replacement policies was a primary reason you did the project. However, just now you scored the importance of compliance with normal maintenance or replacement policies in your decision making fairly low, why is that?"

RECORD ANSWER HERE:

IF $A5$ not equal to 9, AND $N3r > 7$, THEN ASK.

CC3a "You indicated earlier that complying with internal maintenance or equipment replacement policies was not a primary reason you did the project. However, just now you scored the importance of compliance

with normal maintenance or retro commissioning practices in your decision making fairly high, why is that?"

RECORD ANSWER HERE:

PAYBACK BATTERY (ASK ALL)

P1 What financial calculations does your company make before proceeding with installation of a project like this one?

RECORD ANSWER HERE:

P2. [IF PAYBACK OR RETURN ON INVESTMENT MENTIONED] What is your threshold in terms of the payback or return on investment your company uses before deciding to proceed with an investment?

RECORD ANSWER HERE:

P3. Did the rebate play a big role in moving your project within this acceptable range?

- 1 Yes
- 2 No

CONSISTENCY CHECKS

IF P3=1, AND N3b<5, THEN ASK.

P3d "The rebate seemed to make the difference between meeting your financial criteria and not meeting them, but you are saying that the rebate didn't have much effect on your decision, why is that?"

RECORD ANSWER HERE:

IF P3=2, AND N3b>5, THEN ASK.

P3e. "The rebate didn't cause **PROJECT** to meet your company's financial criteria, but you said that the rebate had an impact on the decision to install them. Why did it have an impact?"

RECORD ANSWER HERE:

CORPORATE POLICY BATTERY (ASK IF corporate policy importance N3m >5, ELSE SP1)

CP1 Does your organization have a corporate environmental policy to reduce environmental emissions or energy use? Some examples would be to "buy green" or use sustainable approaches to business investments.

- 1 Yes CAN I OBTAIN A COPY OF THE POLICY?
- 2 No

CP2 What specific corporate policy influenced your decision to adopt or install **PROJECT**?

RECORD ANSWER HERE:

[IF NOT ALREADY ASKED IN CP1: CAN I OBTAIN A COPY OF THE POLICY?]

CP3 Had that policy caused you to implement these types of energy efficiency projects before participating in the PROGRAM?

1 Yes [RECORD Locations and Dates]

2 No

CP4 Did you receive an incentive for these previous projects? If so, please describe the amount of incentive received, the approximate timing, and the name of the program that provided it.

RECORD ANSWER HERE:

CONSISTENCY CHECK

IF CP2=1 OR CP3=1, THEN ASK.

CP6 If I understand you correctly, you said that your company's corporate policy has caused you to implement these types of energy efficiency projects. I want to make sure I fully understand how this corporate policy influenced your decision versus PROGRAM. Can you please clarify that?

RECORD ANSWER HERE:

STANDARD PRACTICE BATTERY (If standard practice importance N3j >5, ELSE OI3a)

SP1 Approximately, how long these types of energy efficiency projects been standard practice in your industry?

Record Number of Months or Years

RECORD ANSWER HERE:

SP2 Does your company ever deviate from the standard practice?

1. Yes [Under what conditions does your company deviate?] RECORD VERBATIM:

2 No

SP3 How did this standard practice influence your decision to implement these types of energy efficiency projects?

RECORD ANSWER HERE:

CONSISTENCY CHECK ON N41 AND N42

SP3a And could you please rate the importance of the PROGRAM versus this standard industry practice, in influencing your decision to implement

these types of energy efficiency projects. Would you say it was very important, somewhat important, or not at all important?

- 1 Very important
- 2 Somewhat important
- 3 Not at all important

SP4 What industry group or trade organization do you look to establish standard practice for your industry?

RECORD ANSWER HERE:

SP5 How do you and other firms in your industry receive information on updates in standard practice?

RECORD ANSWER HERE:

REGULATORY COMPLIANCE BATTERY [if importance of Compliance with rules and codes set by regulatory agency (N3p) > 5, ELSE N41]

OI3a Which specific regulations or codes did PROJECT help you comply with?

RECORD ANSWER HERE:

OTHER INFLUENCES BATTERY (If other influences importance N3s>5, ELSE N41)

[INSERT OTHER INFLUENCE MENTIONED FROM N3s.]

OI3 Please state, in your own words, how this [OTHER INFLUENCE MENTION] affected your decision to go ahead on this energy efficiency project?

RECORD ANSWER HERE:

NET-TO-GROSS QUESTIONS (CONTINUED)

Next, I would like you to rate the importance of the PROGRAM in your decision to implement **PROJECT** as opposed to other factors that may have influenced your decision such as...

(SCAN BELOW AND READ TO THEM THOSE ITEMS WHERE THEY GAVE A RATING OF 8 or higher)

- N3a Age or condition of old equipment,
- N3d Equipment Vendor recommendation
- N3e Previous experience with this measure
- N3f Previous experience with this program
- N3i Recommendation from a design or consulting engineer
- N3j Standard practice in your business/industry
- N3m Corporate policy or guidelines

N3n Payback on investment.

IF BIZTYPE=INDUSTRIAL XX N3o Improved product quality

IF BIZTYPE=INDUSTRIAL XX N3p Compliance with federal and state air quality, OSHA or FDA regulations

N3r Compliance with normal maintenance or retro commissioning policies

N41 If you were given 10 points to award in total, how many points would give to the importance of the program and how many points would you give to these other factors?

How many of the ten points would you give to the importance of the PROGRAM in your decision?

_____ rating of the importance of PROGRAM

N42 and how many points would you give to these other factors?

_____ rating of the importance of all Other Factors

Now I would like you to think about the action you would have taken with regard to the installation of this equipment if PROGRAM had not been available.

IF MEASURE=REPLACEMENT (A2aa=1) THEN ASK

N5 Using a likelihood scale from 0 to 10, where 0 is "Not at all likely" and 10 is "Extremely likely", if **PROGRAM** had **not** been available, what is the likelihood that you would have installed exactly the same item/equipment ?

Record 0 to 10 score (_____) N5aa

IF MEASURE=ADD-ON (A2aa=2) THEN ASK

N5aa Using a likelihood scale from 0 to 10, where 0 is "Not at all likely" and 10 is "Extremely likely", if **PROGRAM** had **not** been available, what is the likelihood that you would have installed exactly the same item/equipment at the same time as you did?

Record 0 to 10 score (_____) N5a

CONSISTENCY CHECK

IF N3b>7 and N5>7, THEN ASK

N5a "When you answered {INSERT N3b SCORE} for the question about the influence of the rebate, I would interpret that to mean that the rebate was quite important to your decision to install; then, when you answered [INSERT N5 SCORE] for how likely you would be to install the same equipment without the rebate, it sounds like the rebate was not very important in your installation decision. I want to check to see if I am

misunderstanding your answers or if the questions may have been unclear.” If they volunteer a helpful answer at this point, respond by changing the appropriate answer (to N3b or N5) to correct the inconsistency. If not, follow up with something like: “Will you explain in your own words, the role the rebate played in your decision to install this efficient equipment?”

RECORD ANSWER HERE:

INTRO: Next, I'd like to ask a couple of questions to help us estimate at what point in the future you would definitely have replaced your existing equipment. We understand that you can't know exactly when you would have done this, especially so far into the future. We're just trying to get a sense of how long you think the current equipment or process would have kept serving your company's needs before you had to or chose to replace it.

If N9 or N9a < 12 months, ask TD1, ELSE TD2

TD1. If the program had not been available, how likely is it that you would have replaced your existing equipment within one year of when you did?

- 1 Definitely would have (1.0 probability)
- 2 Probably would have (0.75 probability)
- 3 50-50 chance (0.50 probability)
- 4 Probably not (0.25 probability)
- 5 Definitely not (0.0 probability)
- 88 Don't know

IF TD1=2,3,4,5 ASK TD2, ELSE GO TO N6

TD2. In the absence of the program, how likely is it that you would have replaced your existing equipment within three years of when you did?

- 1 Definitely would have (1.0 probability)
- 2 Probably would have (0.75 probability)
- 3 50-50 chance (0.50 probability)
- 4 Probably not (0.25 probability)
- 5 Definitely not (0.0 probability)
- 88 Don't know

IF TD2=2,3,4,5 ASK TD3, ELSE GO TO N6

TD3. If the program had not been available, how likely is it that you would have replaced your existing equipment within 5 years of when you did?

- 1 Definitely would have (1.0 probability)
- 2 Probably would have (0.75 probability)
- 3 50-50 chance (0.50 probability)
- 4 Probably not (0.25 probability)

- 5 Definitely not (0.0 probability)
- 88 Don't know

IF TD3=2,3,4,5 ASK TD4, ELSE GO TO N6

TD4. How likely is it that you would have replaced your existing equipment within 10 years of when you did if there had not been a program?

- 1 Definitely would have (1.0 probability)
- 2 Probably would have (0.75 probability)
- 3 50-50 chance (0.50 probability)
- 4 Probably not (0.25 probability)
- 5 Definitely not (0.0 probability)
- 88 Don't know

NET-TO-GROSS QUESTIONS (CONTINUED)

N6 Now I would like you to think one last time about what action you would have taken if the program had not been available. Supposing that you had not installed the program qualifying equipment, which of the following alternatives would you have been MOST likely to do?

- 1 Install fewer units N6a
- 2 Install standard efficiency equipment or whatever required by code
- 3 install equipment more efficient than code but less efficient than what you installed through the program N6b
- 4 repair/rewind or overhaul the existing equipment N6c
- 5 do nothing (keep the existing equipment as is) ER1
- 6 something else (specify what _____) ER1

N6a How many fewer units were you thinking of installing? It is okay to take an answer such as ...HALF...or 10 percent fewer ... etc.

RECORD ANSWER HERE:

N6b Can you tell me what models or efficiency levels you were considering as an alternative?

RECORD ANSWER HERE:

N6c How long do you think the repaired/rewound/refurbished equipment would have lasted before requiring replacement?

RECORD ANSWER HERE:

EARLY REPLACEMENT BATTERY

Earlier, when I asked you a question about why you decided to implement the project, you gave reasons related to [READ LIST OF ISSUES MENTIONED IN A5]. Now I would like to ask some follow up questions regarding the responses you gave me.

IF A5=1, THEN ASK,

ER1. Approximately how old was the existing equipment?

____ Estimated Age

88 Don't know

IF RESPONDENT HAS TROUBLE ESTIMATING AGE OF EQUIPMENT, ASK:

ER1a. Approximately in what year was the existing equipment purchased?

____ Estimated Year of Purchase

88 Don't know

ER2. How much longer do you think it would have lasted?

____ Estimated Remaining Useful Life

88 Don't know

ER3. Would it be possible to obtain the original invoice for this equipment?

1. Yes [ARRANGE FOR DELIVERY]

2 No

IF A5=2, THEN ASK,

ER4. Can you please describe the remodeling, build out or capacity expansion that you did and the role the project played in it?

RECORD ANSWER HERE:

IF A5=3, THEN ASK,

ER5. Can you please describe how the existing equipment had operated before you upgraded it, and why you sought increased control over it?

RECORD ANSWER HERE:

IF A5=4, THEN ASK,

ER6. How much downtime did you experience in the past year?

____ Downtime Estimate

88 Don't know

ER7. How did this compare with the previous year(s)?

____ Previous Year Downtime Estimate

88 Don't know

ER8. Over the last 5 years, have maintenance costs been increasing, decreasing or staying about the same?

- ☐ Increasing
- ☐ Staying the same
- ☐ Decreasing
- 88 Don't Know

ER9. In your opinion, based on the economics of operating this equipment, for how many more years could you have kept this equipment functioning?

- Estimate of Remaining Useful Life
- 88 Don't know

IF A5=5, THEN ASK,

ER10. Can you briefly describe the process problems that you experienced prior to this project?

RECORD ANSWER HERE:

ER11. Was it critical that these process problems be resolved as soon as possible?

- 1. Yes
- 2 No

IF A5=6, THEN ASK,

ER11. Which of the following statements best describes the performance and operating condition of the equipment you replaced through the **PROGRAM**?

- 1 Existing equipment was fully functional
- 2 Existing equipment was fully functioning, but with significant problems
- 3 Existing equipment had failed or did not function.
- 4 Existing equipment was obsolete
- 5 Not applicable, ancillary equipment (VSD, EMS, controls, etc.)
- X Other (RECORD VERBATIM)

IF A5=7, THEN ASK,

ER13. Can you briefly describe these product quality improvements that this project provided?]

RECORD ANSWER HERE:

ER14. Was it critical that these product quality improvements be made as soon as possible?

- 1. Yes
- 2 No

IF A5=8, THEN ASK,

ER15. Can you briefly describe the specific code/regulatory requirements that this project addressed?

RECORD ANSWER HERE:

ER16. Was it critical that your company comply with this code(s) as soon as possible?

1. Yes
- 2 No

IF A5=9, THEN ASK,

ER19. Can you briefly describe the specific company policies regarding regular/normal maintenance/replacement policy(ies) that were relevant to this project?

RECORD ANSWER HERE:

ER20. Was it critical that your company comply with these policies as soon as possible?

1. Yes
- 2 No

SPILOVER QUESTIONS [ASK ONLY IF PGM IMPORTANCE SCORE >7]

SP1 Did you implement any additional energy efficiency measures at this facility since your participation in the PROGRAM and before now that **did not** receive incentives through any utility or government program?

- 1 Yes SP2
- 2 No CAFAC1

SP2 What was the first Measure that you implemented?

77 Record FIRST measure SP3

SP3 What was the second measure?

77 Record SECOND measure SP4

SP4 What was the third measure?

77 Record THIRD measure SP5

SP5 I have a few questions about the FIRST Measure that you installed. Why are you not expecting a rebate for this measure? Why did you not install this measure through a Utility Program?

RECORD ANSWER HERE:

SP5b Please describe the SIZE, The EFFICIENCY and QUANTITY of this measure.

RECORD ANSWER HERE:

SP5c. Was this measure specifically recommended by a PROGRAM related audit, report or program technical specialist?

- 1 Yes SP5d
- 2 No SP5d

SP5d. How significant was your experience in the PROGRAM in your decision to implement this Measure, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

Record 0 to 10 score (_____) SP5dd

SP5dd. Why do you give it this rating?

RECORD ANSWER HERE:

SP5e. If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this measure, using a 0 to 10 scale where 0 means you definitely WOULD NOT have implemented this measure and 10 means you definitely WOULD have implemented this measure?

Record 0 to 10 likelihood rating (_____) SP5f

SP6 I have a few questions about the SECOND Measure that you installed. Why are you not expecting a rebate for this measure? Why did you not install this measure through a Utility Program?

RECORD ANSWER HERE:

SP6b Please describe the SIZE, The EFFICIENCY and QUANTITY of this measure.

RECORD ANSWER HERE:

SP6c. Was this measure specifically recommended by a PROGRAM related audit, report or program technical specialist?

1 Yes SP6d

2 No SP6d

SP6d. How significant was your experience in the PROGRAM in your decision to implement this Measure, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

Record 0 to 10 score (_____) SP6dd

SP6dd. Why do you give it this rating?

RECORD ANSWER HERE:

SP6e. If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this measure, using a 0 to 10 scale where 0 means you definitely WOULD NOT have implemented this measure and 10 means you definitely WOULD have implemented this measure?

Record 0 to 10 likelihood rating (_____) SP7

SP7 I have a few questions about the THIRD Measure that you installed. Why are you not expecting a rebate for this measure? Why did you not install this measure through a Utility Program?

RECORD ANSWER HERE:

SP7b Please describe the SIZE, The EFFICIENCY and QUANTITY of this measure.

RECORD ANSWER HERE:

SP7c. Was this measure specifically recommended by a PROGRAM related audit, report or program technical specialist?

- 1 Yes SP7d
- 2 No SP7d

SP7d. How significant was your experience in the PROGRAM in your decision to implement this Measure, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

Record 0 to 10 score (_____) SP7dd

SP7dd. Why do you give it this rating?

RECORD ANSWER HERE:

SP7e. If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this measure, using a 0 to 10 scale where 0 means you definitely WOULD NOT have implemented this measure and 10 means you definitely WOULD have implemented this measure?

Record 0 to 10 likelihood rating (_____) CAFAC1

CAFAC1 "Now, thinking about other facilities operated by your organization in the regions of California that are served by PG&E, SCE, SDG&E or Southern California Gas Company, are you aware of any additional energy efficiency measures implemented at these other facilities since your participation in the PROGRAM and before the end of 2008 that did not receive an incentive through a utility or government program?"

- 1 Yes CAFAC2
- 2 No C1

CAFAC2 What was the first Measure that you implemented?

CAFAC3

- 1 Record FIRST MEASURE CAFAC3

CAFAC3 What was the second measure?

- 1 Record SECOND MEASURE CAFAC4

CAFAC4 What was the third measure?

- 1 Record THIRD MEASURE MEAS1_1

IF CAFAC1=1, THEN ASK, ELSE C1

MEAS1_1 I have a few questions about the FIRST MEASURE that you installed. Was this measure part of a <%UTILITY> program or any other utility or government energy efficiency incentive Program?

- 1 Yes MEAS2_1
- 2 No MEAS1_2

MEAS1_2 Why did you not install this measure through a Utility Program?

RECORD ANSWER HERE:

MEAS1_3 Please describe the SIZE, The EFFICIENCY and QUANTITY of this measure.

RECORD ANSWER HERE:

MEAS1_4 Was this measure specifically recommended by a PROGRAM related audit, report or program technical specialist?

- 1 Yes MEAS1_5
- 2 No MEAS1_5

MEAS1_5 How significant was your experience in the PROGRAM in your decision to implement this Measure, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

Record 0 to 10 score (_____) MEAS1_6

MEAS1_6 Why do you give it this rating?

RECORD ANSWER HERE:

MEAS1_7 If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this measure, using a 0 to 10 scale where 0 means you definitely WOULD NOT have implemented this measure and 10 means you definitely WOULD have implemented this measure?

Record 0 to 10 likelihood rating (_____) MEAS2_1

IF CAFAC2=1, THEN ASK, ELSE C1

MEAS2_1 I have a few questions about .the SECOND MEASURE that you installed. Was this measure part of a <%UTILITY> program or any other utility or government energy efficiency incentive Program?

- 1 Yes MEAS3_1
- 2 No MEAS2_2

MEAS2_2 Why did you not install this measure through a Utility Program?

RECORD ANSWER HERE:

MEAS2_3 Please describe the SIZE, The EFFICIENCY and QUANTITY of this measure.

RECORD ANSWER HERE:

MEAS2_4 Was this measure specifically recommended by a PROGRAM related audit, report or program technical specialist?

1 Yes MEAS2_5

2 No MEAS2_5

MEAS2_5 How significant was your experience in the PROGRAM in your decision to implement this Measure, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

Record 0 to 10 score (_____) MEAS2_6

MEAS2_6 Why do you give it this rating?

RECORD ANSWER HERE:

MEAS2_7 If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this measure, using a 0 to 10 scale where 0 means you definitely WOULD NOT have implemented this measure and 10 means you definitely WOULD have implemented this measure?

Record 0 to 10 likelihood rating (_____) MEAS3_1

IF CAFAC3=1, THEN ASK, ELSE C1

MEAS3_1 I have a few questions about .the THIRD MEASURE.that you installed. Was this measure part of a <%UTILITY> program or any other utility or government energy efficiency incentive Program?

1 Yes C1

2 No MEAS3_2

MEAS3_2 Why did you not install this measure through a Utility Program?

RECORD ANSWER HERE:

MEAS3_3 Please describe the SIZE, The EFFICIENCY and QUANTITY of this measure.

RECORD ANSWER HERE:

MEAS3_4 Was this measure specifically recommended by a PROGRAM related audit, report or program technical specialist?

1 Yes MEAS3_5

2 No MEAS3_5

MEAS3_5 How significant was your experience in the PROGRAM in your decision to implement this Measure, using a scale of 0 to 10, where 0 is not at all significant and 10 is extremely significant?

Record 0 to 10 score (_____) MEAS3_6

MEAS3_6 Why do you give it this rating?

RECORD ANSWER HERE:

MEAS3_7 If you had not participated in the PROGRAM, how likely is it that your organization would still have implemented this measure, using a 0 to 10 scale where 0 means you definitely WOULD NOT have implemented this measure and 10 means you definitely WOULD have implemented this measure?

Record 0 to 10 likelihood rating (_____) PP1

Process Questions

PP1 What do you believe the PROGRAM'S primary strengths are?

RECORD ANSWER HERE:

PP2 What concerns do you have about the PROGRAM, if any? (IF NEEDED: What do you view as the primary features that need to be improved?)

RECORD ANSWER HERE:

PP4 On a scale of 0 - 10, where 0 is completely dissatisfied and 10 is completely satisfied, how would you rate your OVERALL satisfaction with the &PROGRAM?

Record 0 to 10 score (_____) PP5

IF PP4 < 4, THEN ASK. ELSE PP6.

PP5 Why do you say that?

RECORD ANSWER HERE:

ASK IF [&Implementer = "a local government" , "state government", or "an independent firm"]. ELSE PP10.

IF &PRGNAME is not an IOU administered program:

PP6 The program you participated in was run by &IMPLEMENTER, has your organization participated in energy efficiency programs run by &IOU in the past three years?

1 Yes PP8

2 No PP10

PP8 Please consider your recent experience with the &PROGRAM run by &IMPLEMENTER versus your past experience with the &IOU run programs. Are there any differences between the two that stand out? Any there attributes or services that seemed better in one or the other?

77 Yes,

RECORD ANSWER HERE:

78 No differences PP10

ASK IF &PRGNAME is IOU administered program. ELSE PP12.

PP10 The program you participated in was run by &IOU, have you participated in programs run by governments, institutions, or other independent firms in the past three years? (select all that apply)

- 1 Local Government PP14
- 2 State Government or Institution PP14
- 3 Independent Firm PP12

If PP10 = 3 "Independent Firm", then ask:

PP12 Please consider your experiences with the program run by an independent firm versus your recent experience with the &IOU run &PROGRAM. Are there any differences between the two that stand out? Any there attributes or services that seemed better in one or the other? (NOTE: SPECIFY WHICH ENTITY IS REFERRED TO IN EACH COMMENT)

77 Yes,

RECORD ANSWER HERE:

78 No differences PP14

Else If PP10 = 1 or 2, then ask:

PP14 Please consider your experiences with the program run by a government or institution versus your recent experience with the IOU run &PROGRAM. Are there any differences between the two that stand out? Any there attributes that seemed better in one or the other? (NOTE: SPECIFY WHICH ENTITY IS REFERRED TO IN EACH COMMENT)

77 Yes,

RECORD ANSWER HERE:

78 No differences PP16

ASK if PP6=1 AND PP10 = 1, 2 or 3. ELSE PP3.

READ Consider the following program services and the quality of these services provided by &IMPLEMENTER and the &IOU program that you may have experienced:

PP16 Which entity, the &IOU or the &IMP2 was more effective in supporting your organization's decision making process?

- 1 &IMP2 PP18
- 2 &IOU PP18
- 3 Very little difference PP18

PP18 How significant was this difference, would you say...

- 1 Very Significant PP20
- 2 Somewhat Significant PP20

3 Not very significant PP20

PP20 Which entity had a better technical understanding of the energy use at your facility and provided the best technical assistance in specifying the project?

1 &IMP2 PP22

2 &IOU PP22

3 Very little difference PP22

PP22 How significant was this difference, would you say...

1 Very Significant PP24

2 Somewhat Significant PP24

3 Not very significant PP24

PP24 Which entity, the &IOU or the &IMP2 was more effective in supporting you through the application process

1 &IMP2 PP26

2 &IOU PP26

3 Very little difference PP26

PP26 How significant was this difference, would you say...

1 Very Significant PP3

2 Somewhat Significant PP3

3 Not very significant PP3

PP3 Do you have any comments on the current incentive structure of the PROGRAM?

1 No comments _____ ID1

77 Yes

RECORD ANSWER HERE:

Integrated DSM Questions

ID1 Are you aware of any other programs or resources that are designed to help organizations like yours reduce its energy bills?

1 Yes ID2

2 No ID3

ID2 What types of programs can you recall? PROBE....PROBE....PROBE

1 Rebates/incentives (include mentions of SPC and Express) _____ ID3

2 Building Commissioning (Retrocommissioning, Monitoring based commissioning) _____ ID3

3 Business energy audits and feasibility studies _____ ID3

- 4 Energy Centers (Pacific Energy Center, SCE
CTAC)_____ ID3
- 5 Seminars, classes, and workshops_____ ID3
- 6 Solar or other Distributed Generation Programs, (CSI,
SGIP)_____ ID3
- 7 Demand Response Programs (Peak Choice, BIP, DBP, Aggregator,
PDP)_____ ID3
- 77 RECORD OTHER TYPES OF PROGRAMS_____ ID3
- RECORD ANSWER HERE:**

ID3 During the process of participating in the PROGRAM, did your UTILITY Account Representative, or any Program Staff or Program Vendors discuss solar, wind or other self-generation equipment opportunities with you? [MULTIPLES]

- 1 Yes, Account Representative_____ ID3a
- 2 Yes, Program Staff_____ ID3a
- 3 Yes, Program Vendor_____ ID3a
- 4 NO_____ ID3a

ID3a During the process of participating in the program, did the Utility Account Representative, Program Staff or Program Vendors discuss DEMAND REDUCTION PROGRAMS, technologies or opportunities with you? [MULTIPLES]

- 1 Yes, Account Representative_____ LT2
- 2 Yes, Program Staff_____ LT2
- 3 Yes, Program Vendor_____ LT2
- 4 NO_____ LT2

Long-term Influence Questions

Now I'd like you to think about your organization's experiences with %UTILITY's energy efficiency programs and efforts over the longer term, for example, over the past 5, 10, or even 20 years.

IF N3f >4, THEN ASK, ELSE LT8

In an earlier question, you indicated that your previous experience with utility energy efficiency programs was a factor that influenced your decision to implement this PROJECT. I would like to ask you a few questions about this experience.

LT2 For how many years have you been participating in UTILITY's energy efficiency PROGRAM(s)?

yrs Record Number of Years LT3

LT3 During this time, how many times has your organization participated in these PROGRAM(s)?

- 1 7 to 10 times, or more LT6
- 2 4 to 7 times LT6
- 3 2 to 4 times LT6
- 4 less than 2 times LT6

LT6 What factors led you to participate in these program(s)?

RECORD ANSWER HERE:

LT7 And exactly how did that experience help to convince you to implement the current PROJECT?

RECORD ANSWER HERE:

IF LT3 = 1 or 2, THEN ASK. ELSE CCC12A.

LT8 Have these programs had any long-term influence on your organization's energy efficiency related practices and policies that go beyond the immediate effect of incentives on individual projects? [DO NOT READ: Examples are causing them to add energy efficiency procurement policies, internal incentive or reward structures for improving energy efficiency, or adoption of energy management best practices.]

- 1 Yes LT9
- 2 No CC12A

LT9 Has your organization developed a specification policy for the selection of energy-efficient equipment? [EXAMPLES... REQUIREMENTS THAT ALL NEW FLUORESCENT LIGHTING SYSTEMS USE ELECTRONIC BALLAST, OR THAT ALL NEW MOTORS BE PREMIUM EFFICIENCY]

- 1 Yes LT10
- 2 No LT10

LT10 Has your organization assigned responsibility for controlling energy usage and costs to any of the following?

- 1 An in-house staff person LT11
- 2 A group of staff LT11
- 3 An outside contractor LT11
- 4 NONE OF THESE LT11

LT11 Does your organization have any internal incentive or reward policies for business units or staff responsible for managing energy costs?

- 1 Yes CC12A
- 2 No CC12A

Classification Questions

And finally, I have a few questions about the characteristics of your business.

CC12A In what year was this business established at this location?

RECORD Year _____ C0

CC12B Would you say it was....

- | | | |
|---|-----------------------------|----|
| 1 | After 2005 _____ | C0 |
| 2 | Between 2000 and 2005 _____ | C0 |
| 3 | In the 1990s _____ | C0 |
| 4 | In the 1980s _____ | C0 |
| 5 | In the 1970s _____ | C0 |
| 6 | In the 1960s or _____ | C0 |
| 7 | Before 1960 _____ | C0 |

C0 About what percentage of your operating costs does energy account for?

PAUSE....Would you say....

- | | | |
|---|---------------------------|------|
| 1 | Less than 1 percent _____ | CCC1 |
| 2 | 1 to 2 percent _____ | CCC1 |
| 3 | 3 to 5 percent _____ | CCC1 |
| 4 | 6 to 10 percent _____ | CCC1 |
| 5 | 11 to 15 percent _____ | CCC1 |
| 6 | 16 to 20 percent _____ | CCC1 |
| 7 | 21 to 50 percent OR _____ | CCC1 |
| 8 | Over 51 percent _____ | CCC1 |

CCC1 How many square feet of heated or cooled floor area is this facility?

RECORD Square Feet _____ C1

CCC3 Would you say that the heated or cooled floor area is...

- | | | |
|---|-------------------------------|----|
| 1 | 1,500 sq feet or less _____ | C1 |
| 2 | 1,500 to 5,000 sq ft _____ | C1 |
| 3 | 5,001 to 10,000 sq ft _____ | C1 |
| 4 | 10,001 to 25,000 sq ft _____ | C1 |
| 5 | 25,001 to 50,000 sq ft _____ | C1 |
| 6 | 50,001 to 75,000 sq ft _____ | C1 |
| 7 | 75,001 to 100,000 sq ft _____ | C1 |
| 8 | Over 100,000 sq ft _____ | C1 |

C1 What is the main business activity at this facility?

RECORD ANSWER HERE:

IF LARGE=1 THEN ASK, ELSE C3

C2 Our records indicate that the primary business code for the facility that installed &MEASURE is &NAICS. Is that correct?

- 1 Yes C3
- 2 No C2A

C2A What is the correct business code?

RECORD ANSWER HERE:

C3 Approximately how many people are currently working at the facility where the measure was installed, including both full and part time? PAUSE...Would you say....

- 1 Ten or less _____ C4
- 2 Between 11 and 25 _____ C4
- 3 26 to 50 _____ C4
- 4 51 to 75 _____ C4
- 5 76 to 100 _____ C4
- 6 101 to 250 _____ C4
- 7 251 to 500 _____ C4
- 8 501 to 1000 _____ C4
- 9 1001 to 2500 _____ C4
- 10 2501 to 5000 or _____ C4
- 11 5000 or more _____ C4

C4 Does your business own, lease or manage this facility?

- 1 Own C5
- 2 Lease/Rent C5
- 3 Manage C5

C5 How many locations does your organization have? Is it....

- 1 1 _____ C3A
- 2 2 to 4 _____ C3A
- 3 5 to 10 _____ C3A
- 4 11 to 25 _____ C3A
- 5 Over 25 C3A

C3A Please describe any changes made to this site since January 2010 that significantly impacted energy usage.

RECORD ANSWER HERE:

END Those are all the questions I have for you. On behalf of the CPUC, thank you very much for your time.

D-2c: New Construction NTG Survey Instrument

Savings By Design Decision-Maker NTG Survey Instrument - 082113

Variables from Sample

CONTACT
UTILITY
ADDRESS
INSTALL_DATE
INCENTIVE
VISIT
ENGINEER
ONSITEREP
ONSITEDATE
MEASURE1
MEASURE2
MEASURE3
INCENTIVE
WHOLE_BUILDING
SYSTEMS
INDUSTRIAL

Introduction

AA1 This is %n calling on behalf of the California Public Utilities Commission [CPUC] from ITRON CONSULTING. THIS IS NOT A SALES CALL. May I please speak with <%CONTACT> ... the person most knowledgeable about your firm's recent participation in <UTILITY>'s Savings by Design program for your property located at <ADDRESS> that was completed on approximately ...<%INSTALL_DATE>?\,

- 1 Yes AA7
- 2 No AA2

AA2 Who would be the person most knowledgeable about your firm's recent participation in <UTILITY>'s Savings by Design program for your property located at <ADDRESS> that was completed on approximately ...<%INSTALL_DATE>?\,

- 1 Record name AA3
- 88 Refused Thank and Terminate
- 99 Don't know Thank and Terminate

AA3 May I speak with him/her?

- 1 Yes AA4
- 2 No (not available right now) SCHEDULE APPOINTMENT Reschedule appt.

AA4 This is %n calling on behalf of the CPUC, [California Public Utilities Commission] from ITRON CONSULTING. THIS IS NOT A SALES CALL. I was told that you are the person most familiar with your firm's involvement in <UTILITY>'s Savings by Design program for your property located at <ADDRESS> that was completed on approximately ...<%INSTALL_DATE>? __Is this correct?

1	Yes	AA7
2	No, there is someone else (RECORD NAME)	AA5
3	No and I don't know who to refer you to	Thank and Terminate
88	Refused	Thank and Terminate
99	Don't know	Thank and Terminate

AA5 This is %n calling on behalf of the CPUC, [California Public Utilities Commission] from ITRON CONSULTING. THIS IS NOT A SALES CALL. Am I speaking with the person most familiar with your firm's involvement in <UTILITY>'s Savings by Design program for your property located at <ADDRESS> that was completed on approximately ...<%INSTALL_DATE>?

1	Yes.	AA7
2	Yes, but I need to make an appointment	Reschedule appt.
3	No, but I will give you to the correct person	AA7
88	Refused	Thank and Terminate
99	Don't know	Thank and Terminate

AA7 We are interviewing firms that participated in the Savings by Design program between June 2012 and May 2013 to discuss the factors that may have influenced their decision to participate in the program. By receiving a rebate of \$ <%INCENTIVE> through this program, your organization agreed to participate in this follow-up study on your experiences with this program.

1 "IF VISIT = 1 We <(VISIT == 1)/Have already visited/will also be visiting> your site to get information on the measures installed. One of our engineers has already visited your site to get information on the measures installed. .<%ENGINEER>... spoke to ...<%ONSITEREP> ... on ..<%ONSITEDATE>.\," A1

Your input to this research is extremely important. We will not identify or attribute any of your comments or organization information.

Before we start, I would like to inform you that for quality control purposes, this call may be monitored by my supervisor. For the sake of expediency, we will be recording this interview.

[IF NEEDED: Here are the contacts at the UTILITY and CPUC level]

PGE Rafael Friedmann 415-310-2998
 SCE Reggie Wilkins 626 302 0640
 SDGE/SCG Kevin McKinley 858-654-1142
 CPUC Kay Hardy 415-703-2322

[IF FURTHER EXPLANATION IS NECESSARY] As you may be aware through Savings By Design program materials, <%UTILITY> is required to have an independent evaluation of the Savings By Design program

to ensure the anticipated energy savings are actually being realized. Participants in the program are asked to participate in the evaluation so that the program design can be improved and the program energy savings results can be documented.

Project Level - Program Influence

A1. According to our records your organization participated in the Savings by Design program on ...<%INSTALL_DATE>... by installing ...<%MEASURE1> ... <%MEASURE2> ... <%MEASURE3>. Does this sound right?

- | | | |
|----|------------|-----|
| 1 | Yes | A2 |
| 2 | No | A1a |
| 88 | Refused | A1a |
| 99 | Don't know | A1a |

A1a. What do you remember installing through this program?

- | | | |
|----|-----------------|----|
| 77 | RECORD VERBATIM | A2 |
| 88 | Refused | A2 |
| 99 | Don't know | A2 |

A2 Our records show that your organization received \$ <%INCENTIVE> from the Savings by Design for the installation of this equipment. Does this sound correct?

- | | | |
|----|------------|-----|
| 1 | Yes | A2b |
| 2 | No | A2a |
| 88 | Refused | A2b |
| 99 | Don't know | A2b |

A2a. What was the incentive amount that your organization received through the program?

- | | | |
|----|-----------------|-----|
| 77 | RECORD VERBATIM | A2b |
| 88 | Refused | A2b |
| 99 | Don't know | A2b |

A2b How did the idea for this project originate? DO NOT READ (Probe: Did your company develop the idea, was it suggested by a vendor or consultant, was it the result of an audit, was it part of a larger expansion or remodeling effort?)

- | | | |
|---|----------------------------|----|
| 1 | Bill insert | A3 |
| 2 | Program Literature | A3 |
| 3 | Account representative | A3 |
| 4 | Program Approved vendor | A3 |
| 5 | Program representative | A3 |
| 6 | Utility or program website | A3 |
| 7 | Trade publication | A3 |
| 8 | Conference | A3 |
| 9 | Newspaper article | A3 |

10	Word of mouth	A3
11	Previous experience with it	A3
12	Company used it at other locations	A3
13	Contractor	A3
14	Result of an audit	A3
15	Part of a larger expansion effort	A3
77	Other (RECORD VERBATIM)	A3
88	Refused	A3
99	Don't know	A3

A3. Which one of these stages did you first become actively involved with the Savings By Design Program? READ LIST

1	Project Conception	A4
2	Project Development Phase	A4
3	Schematic (drawings electrical or mechanical)	A4
4	Design Development Phase	A4
5	Construction Documents Phase	A4
6	During Construction	A4
7	Following Completion of Construction	A4
8	Following Facility Occupancy	A4
88	Refused	A4
99	Don't know	A4

A4. Did you work directly with the Savings By Design representative or consultant on this project?

1	Yes	A5
2	No	A4a
88	Refused	A5
99	Don't know	A5

A4a. Who was it that worked directly with the Savings By Design representative or consultant on this project?

77	(RECORD VERBATIM)	A5
88	Refused	A5
99	Don't know	A5

IF <%MEASURE2> = " " then SKIP TO N3a

A5. For the remainder of the survey I would like to talk to you about the following measures:

<%MEASURE1>

<%MEASURE2>

<%MEASURE3>

Was there a single decision that led you to your approval of these measures, or were there multiple decisions?

- | | | |
|---|--------------------|-----|
| 1 | Single decision | N3a |
| 2 | Multiple decisions | A6 |

A6. Which of the following best describes how these decisions were made....\,

- | | |
|---|--|
| 1 | AL\<(UNRECORDED(MEASURE3))/BOTH/ALL THREE> measures were separate decisions, |
| 2 | Measures 1 & 2 were a joint@, measure 3 separate, |
| 3 | Measures 2 & 3 were a joint@, measure 1 separate, |
| 4 | Measures 1 & 3 were a joint@, measure 2 separate, |

IF A6 (1)

Earlier you stated that <(UNRECORDED(MEASURE3))/BOTH/ALL THREE> measures were separate decisions, I will be asking you a set of questions about each of these measures and your decision to install them through the program.

PERFORM BATTERY1;

PERFORM BATTERY2;

IF ^UNRECORDED(MEASURE3); PERFORM BATTERY3;

IF A6 (2);

Earlier you stated that <%MEASURE1> & <%MEASURE2> were a joint decision but <%MEASURE3> was a separate decision. I will be asking you a set of questions about your decisions for <%MEASURE1> & <%MEASURE2> and then a set of questions about your decision for <%MEASURE3>.

PERFORM BATTERY4; <meas 1 & 2>

PERFORM BATTERY3;

IF A6 (3);

Earlier you stated that <%MEASURE2> & <%MEASURE3> were a joint decision but <%MEASURE1> was a separate decision. I will be asking you a set of questions about your decisions for <%MEASURE2> & <%MEASURE3> and then a set of questions about your decision for <%MEASURE1>.

PERFORM BATTERY5; <meas 2 & 3>

PERFORM BATTERY1;

IF A6 (4);

Earlier you stated that <%MEASURE1> & <%MEASURE3> were a joint decision but <%MEASURE2> was a separate decision. I will be asking you a set of questions about your decisions for <%MEASURE1> & <%MEASURE3> and then a set of questions about your decision for <%MEASURE2>.

PERFORM BATTERY6; <meas 2 & 3>

PERFORM BATTERY2;

IF A6 (5);

Earlier you stated that <%MEASURE1> & <%MEASURE2> and <%MEASURE3> were joint decision. In this next set of questions I will be asking you about this decision making process but for the sake of expediency I will be referring to these measures simply as the project.

PERFORM BATTERY7;

Program Influence - Design Services

LOOP MEASURE1-MEASURE3

Next, I'm going to ask you to rate the importance of the Savings By Design program as well as other factors that might have influenced your decision to implement <%MEASUREx>. Think of the degree of importance as being shown on a scale with equally spaced units from 0 to 10, where 0 means not at all important and 10 means extremely important, so that an importance rating of 8 shows twice as much influence as a rating of 4. Now using this scale please rate the importance of each of the following in your decision to implement <%MEASUREx> using high efficiency equipment.

N3a. Availability of the program Design Assistance including the following services: plan review, recommendations, and or energy modeling with financial analysis on multiple options for energy efficient systems.

#	Record 0 to 10 rating (_____)	N3aa
88	Refused	N3b
99	Don't know	N3b

IF N3a > 7, THEN ASK. ELSE N3b.

N3aa. Can you please explain why you gave it that rating?

77	(RECORD VERBATIM)	N3b
88	Refused	N3b
99	Don't know	N3b

[IF WHOLE BUILDING =1 THEN ASK. ELSE N3c]

N3b. Availability of the program Design Analysis which includes energy simulation and financial analysis to quantify the benefits associated with multiple energy efficient options and strategies.

#	Record 0 to 10 rating (_____)	N3bb
88	Refused	N3c
99	Don't know	N3c

[If N3b> 7, THEN ASK. ELSE N3c.]

N3bb. Can you please explain why you gave it that rating?

77	(RECORD VERBATIM)	N3c
88	Refused	N3c
99	Don't know	N3c

N3c. Availability of the program Energy Design Resources including: Design Briefs and Case Histories
Energy Design Software Training and Workshops

#	Record 0 to 10 rating (_____)	N3d
88	Refused	N3d
99	Don't know	N3d

N3d. Information from a <UTILITY> or Savings By Design program training course such as: SCE's Energy Education Center, PG&E's Pacific Energy Center, SCG's Energy Resource Center, SDG&E's Energy Innovation Center

#	Record 0 to 10 rating (_____)	N3e
88	Refused	N3e
99	Don't know	N3e

N3e. Information from your <UTILITY> account representative

#	Record 0 to 10 rating (_____)	N3f
88	Refused	N3f
99	Don't know	N3f

N3f. Availability of the program Prototype Design Assistance.

#	Record 0 to 10 rating (_____)	N3g
88	Refused	N3g
99	Don't know	N3g

Program Influence - Financial Incentives

Next, I would like you to rate the importance of the program financial incentives in your decision to implement <%MEASUREx>. As a reminder, financial incentives are intended to offset the increased costs associated with energy efficient building/measure.

[IF SYSTEMS =1 THEN ASK. ELSE N3i]

N3g. Availability of the program Systems Approach KWh Incentive including possible incentives for lighting, HVAC, refrigeration, building envelope, hot water systems, and other process systems.

#	Record 0 to 10 rating (_____)	N3gg
88	Refused	N3h
99	Don't know	N3h

[If N3g> 7, THEN ASK. ELSE N3h.]

N3gg. Can you please explain why you gave it that rating?

77	(RECORD VERBATIM)	N3c
88	Refused	N3c
99	Don't know	N3c

[IF SYSTEMS =1 THEN ASK. ELSE N3i]

N3h. Availability of the program Systems Approach **kW** Incentive [IF NEEDED Systems Approach kW incentive are offered to all system measures at \$100/ peak kW is based on peak demand reduction]

#	Record 0 to 10 rating (_____)	N3i
88	Refused	N3i
99	Don't know	N3i

[IF WHOLE BUILDING =1 THEN ASK. ELSE N3o]

N3i. Availability of the program Whole Building Approach kW/Energy Incentive [IF NEEDED projects must have a minimum savings of 10% better than code to qualify for this]

#	Record 0 to 10 rating (_____)	N3ii
88	Refused	N3j
99	Don't know	N3j

[If N3i> 7, THEN ASK. ELSE N3j.]

N3ii. Can you please explain why you gave it that rating?

77	(RECORD VERBATIM)	N3j
88	Refused	N3j
99	Don't know	N3j

[IF WHOLE BUILDING =1 THEN ASK. ELSE N3o]

N3j. Availability of the program Enhanced Commission Incentive

#	Record 0 to 10 rating (_____)	N3k
88	Refused	N3k
99	Don't know	N3k

[IF WHOLE BUILDING =1 THEN ASK. ELSE N3o]

N3k. Availability of the program Certification Incentive (LEED, CHPS)

#	Record 0 to 10 rating (_____)	N3l
88	Refused	N3l
99	Don't know	N3l

[IF WHOLE BUILDING =1 THEN ASK. ELSE N3o]

N3l. Availability of the program End Use Monitoring Incentive [Projects that install end-use metering equipment]

#	Record 0 to 10 rating (_____)	N3m
88	Refused	N3m
99	Don't know	N3m

[IF WHOLE BUILDING =1 THEN ASK. ELSE N3o]

N3m. Availability of the program Design Team Incentive [IF NEEDED: Up to \$50,000 is available to the Design Team leader when all conditions are met].

#	Record 0 to 10 rating (_____)	N3n
---	-------------------------------	-----

88	Refused	N3n
99	Don't know	N3n

[IF WHOLE BUILDING =1 THEN ASK. ELSE N3o]

N3n. Availability of the program Design Team Stipend [IF NEEDED: A \$5,000 stipend is available to the Design Team leader when all conditions are met].

#	Record 0 to 10 rating (_____)	N3o
88	Refused	N3o
99	Don't know	N3o

Non-Program Influences

[READ:&PROGRAMDESCR]. Next, I'm going to ask you to rate the importance of a number of other factors NOT related to the Savings by Design Program that might have influenced your decision to implement <%MEASUREx>. Again using this 0-10 importance scale please rate the importance of each of the following in your decision to implement <%MEASUREx> at this time.

N3o. Your previous experience or prior success with <%MEASUREx>

#	Record 0 to 10 rating (_____)	N3p
88	Refused	N3p
99	Don't know	N3p

N3p. Your previous experience or prior success with the Savings by Design program

#	Record 0 to 10 rating (_____)	N3q
88	Refused	N3q
99	Don't know	N3q

N3q. Non-energy benefits (Ex. Occupant comfort)

#	Record 0 to 10 rating (_____)	N3r
88	Refused	N3r
99	Don't know	N3r

N3r. Payback on the investment

#	Record 0 to 10 rating (_____)	N3s
88	Refused	N3s
99	Don't know	N3s

N3s. Reduced cost of operation

#	Record 0 to 10 rating (_____)	N3t
88	Refused	N3t
99	Don't know	N3t

N3t. Recommendation from a vendor or manufacturer

#	Record 0 to 10 rating (_____)	N3u
---	-------------------------------	-----

	88	Refused	N3u
	99	Don't know	N3u
N3u.	Recommendation from a consultant (lighting, refrigeration, mechanical, process, agri, industrial)		
	#	Record 0 to 10 rating (_____)	N3v
	88	Refused	N3v
	99	Don't know	N3v
N3v.	Standard practice in your industry		
	#	Record 0 to 10 rating (_____)	N3w
	88	Refused	N3w
	99	Don't know	N3w
N3w.	Corporate policy or guidelines		
	#	Record 0 to 10 rating (_____)	N3x
	88	Refused	N3x
	99	Don't know	N3x
N3x.	Compliance with your organization's normal maintenance or equipment policies		
	#	Record 0 to 10 rating (_____)	N3y
	88	Refused	N3y
	99	Don't know	N3y
[IF INDUSTRIAL = 1 THEN ASK. ELSE N3z.]			
N3y.	Compliance with rules or codes set by regulatory agencies		
	#	Record 0 to 10 rating (_____)	N3z
	88	Refused	N3z
	99	Don't know	N3z
N3z.	Were there any other factors we haven't discussed that were influential in your decision to install <%MEASUREx>? [Record up to 3]		
	1	Nothing else influential	N41
	77	Record verbatim	N3zz
	88	Refused	N41
	99	Don't know	N41
N3zz.	Using the same zero to 10 scale, how would you rate the influence of this factor?		
	#	Record 0 to 10 rating (_____)	N41
	88	Refused	N41
	99	Don't know	N41

Relative Program Influence

Next, I would like you to rate the importance of the Savings by Design Program in your decision to implement <%MEASUREx> as opposed to other factors that may have influenced your decision such as...(SCAN BELOW AND READ TO THEM THOSE ITEMS WHERE THEY GAVE A RATING OF 8 or higher)

- N3o. Your previous experience or prior success with <%MEASUREx>
- N3p. Your previous experience or prior success with the Savings by Design program
- N3q. Non-energy benefits (such as improved occupant comfort and aesthetic enhancements)
- N3r. Payback on the investment or ROI
- N3s. Reduced cost of operation
- N3t. Recommendation from a vendor or manufacturer
- N3u. Recommendation from an outside consultant (lighting, refrigeration, mechanical, process, agri, industrial)
- N3v. Standard practice in your industry
- N3w. Corporate policy or guidelines
- N3x. Compliance with your organization's equipment policies or normal maintenance practices.
- [IF INDUSTRIAL =1] N3y. Compliance with rules or codes set by regulatory agencies

In summary can you tell me, If you were given 10 points to award in total, how many points would give to the importance of the Savings by Design program and how many points would you give to these other factors ()? We want these two sets of numbers to equal 10.

N41 How many of the ten points would you give to the importance of the PROGRAM in your decision to implement <%MEASUREx>?

#	Record 0 to 10 score (_____)	N42
88	Refused	N42
99	Don't know	N42

N42 and how many points would you give to all of these other factors?

#	Record 0 to 10 score (_____)	N5
88	Refused	N5
99	Don't know	N5

Measure Level Questions

We have discussed how the Savings by Design program has impacted your decision to implement <%MEASUREx>, now I would like you to think about the action you would have taken had the program not been available.

N5. Using a likelihood scale from 0 to 10, where 0 is "Not at all likely" and 10 is "Extremely likely", if the Savings by Design PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program-qualifying efficiency <%MEASUREx> that you did in this project?

#	Record 0 to 10 likelihood score (_____)	N5
88	Refused	N5
99	Don't know	N5

[IF N5>7, THEN ASK. ELSE N6]

N5aa. Why do you say that?

77	Record verbatim	N6
88	Refused	N6
99	Don't know	N6

[IF N5 < 9, THEN ASK. ELSE N7.]

N6 Now I would like you to think one last time about what action you would have taken if the program had not been available. Which of the following alternatives would you have been MOST likely to do?

1	Install standard efficiency <%MEASUREx> or whatever required by code N6b	
2	install <%MEASUREx> more efficient than code but less efficient than what you installed through the program	N6b
3	something else (specify what _____)	N6b
88	Refused	N6b
99	Don't know	N6b

N6b Can you tell me what model or efficiency level you were considering as an alternative? (It is okay to take an answer such as ... 10 percent more efficient than code or 10 percent less efficient than the program equipment)

77	RECORD VERBATIM	N7
88	Refused	N7
99	Don't know	N7

[IF N5 <4 THEN ASK. ELSE N9.]

N7. What would you have done (installed) differently?

77	RECORD VERBATIM	N8
88	Refused	N8
99	Don't know	N8

[IF N5 <4 THEN ASK. ELSE N9.]

N8. When would you have installed the measure?

77	RECORD VERBATIM	N9
88	Refused	N9
99	Don't know	N9

[IF N5 >8 THEN ASK. ELSE PP1.]

N9. What are the specific reasons you would have installed this exact same equipment?

77	RECORD VERBATIM	P1
88	Refused	P1
99	Don't know	P1

CONSISTENCY CHECKS

When you answered ...<%N3G for Systems/N3I for Whole building> ... for the question about the influence of the incentive, I would interpret that to mean that the INCENTIVE was quite important to your decision to install. Then, when you answered ..<%N5>... for how likely you would be to install the same equipment without the incentive, it sounds like the incentive was not very important in your installation decision.

I want to check to see if I am misunderstanding your answers or if the questions may have been unclear. Will you explain in your own words, the role the INCENTIVE played in your decision to install this efficient equipment?

IF N41(0,1,2,3) and N3A(8,9,10) ASK

When you answered ...<%N3A> ... for the question about the influence of the design assistance/analysis I would interpret that to mean that the DESIGN ASSISTANCE/SERVICES was quite important to your decision to install. Then, when you answered ..<%N41>... for how important the program was in your decision to implement <%MEASUREx>, it sounds like the program was not very important in your installation decision. I want to check to see if I am misunderstanding your answers or if the questions may have been unclear. Will you explain in your own words, the role the DESIGN ASSISTANCE played in your decision to install this efficient equipment?

Financial Decisions

P1 What financial calculations does your company typically make before proceeding with installation of a <MEASUREx>?

1	PAYBACK	P2
2	RETURN ON INVESTMENT	P2
77	Record VERBATIM	P3
88	Refused	P3
99	Don't know	P3

P2 [IF PAYBACK OR RETURN ON INVESTMENT MENTIONED] What is your threshold in terms of the payback or return on investment your company uses before deciding to proceed with an investment in <%MEASUREx>?

	IF PAYBACK USED:	IF ROI USED:	
1	0 to 6 months	_____ : ROI	P3
2	6 months to 1 year		P3
3	1 to 2 years		P3
4	2 to 3 years		P3
5	3 to 5 years		P3
6	Over 5 years		P3
88	Refused		P3
99	Don't know		P3

P3	Did the rebate move <MEASUREx> within this acceptable range?	
1	Yes	P4
2	No	PP1
88	Refused	PP1
99	Don't know	PP1

P4. On a scale of 0 to 10, with a 10 meaning a "Very Important" and a 0 meaning "Not at all important", how important in your decision was it that <MEASUREx> was now in the acceptable range?

#	Record 0 to 10 score (_____)	PP1
88	Refused	PP1
99	Don't know	PP1

CONSISTENCY CHECKS

IF P3=1, AND N3b<5, THEN ASK. The incentive seemed to make the difference between meeting your financial criteria and not meeting them, but you are saying that the incentive didn't have much effect on your decision, why is that?

The incentive didn't cause this MEASURE to meet your company's financial criteria, but you said that the incentive had an impact on the decision to install &MEASURE. Why did it have an impact?

END LOOP MEASURE1-MEASURE3

Process Section

PP1	What do you believe the Savings by Design programs primary strengths are?	
77	Record VERBATIM	PP2
88	Don't know	PP2
99	Refused	PP2

PP2 What concerns do you have about the Savings by Design PROGRAM, if any? (IF NEEDED: What do you view as the primary features that need to be improved?)

77	Record VERBATIM	PP4
88	Refused	PP4
99	Don't know	PP4

PP4 On a scale of 0 - 10, where 0 is completely dissatisfied and 10 is completely satisfied, how would you rate your OVERALL satisfaction with the Savings by Design PROGRAM?

#	Record 0 to 10 score (_____)	PP5
88	Refused	PP5
99	Don't know	PP5

IF PP4 < 4, THEN ASK. ELSE LT1.

PP5	Why do you say that?	
77	Record VERBATIM	LT1
88	Refused	LT1

99 Don't know

LT1

Long-Term Influence - Previous Program Participation

Now I'd like you to think about your organization's experiences with <UTILITY>'s energy efficiency programs and efforts over the longer term, for example, over the past 5, 10, or even 20 years.

LT1. Have you previously participated in the Savings By Design program?

1	Yes	LT1a
2	No	LT1a
88	Refused	LT1a
99	Don't know	LT1a

LT1a. Did you use prototype plans for those projects?

1	Yes	LT2
2	No	LT2
88	Refused	LT2
99	Don't know	LT2

[IF LT1=1 AND LT1a=2, THEN ASK. ELSE LT3]

LT2. Has the Savings by Design program had any long-term influence on your organization's energy efficiency related practices and policies that go beyond the immediate effect of incentives on individual project(s) [DO NOT READ: Examples are causing them to add energy efficiency procurement policies, internal incentive or reward structures for improving energy efficiency, or adoption of energy management best practices.]

77	Record VERBATIM	LT3
88	Refused	LT3
99	Don't know	LT3

[IF LT1=2, THEN ASK. ELSE LT4]

LT3. Regarding future development projects, do you think participation in the Savings by Design program will affect how you approach your standard building practice such that you would build a more energy efficient building in the future?

1	Yes	LT2
2	No	LT2
88	Refused	LT2
99	Don't know	LT2

[IF LT3=2, THEN ASK. ELSE LT3b]

LT3a. Why don't you think participation in the Savings by Design program will affect how you approach your standard building practice in the future?

77	Record VERBATIM	LT4
88	Don't know	LT4

99	Refused	LT4
----	---------	-----

[IF LT3=1, THEN ASK. ELSE LT4]

LT3b.	How so, what will you do differently?	
77	Record VERBATIM	LT4
88	Refused	LT4
99	Don't know	LT4

[IF LT1a=1 THEN ASK. ELSE B1]

Now I'd like you to think about your organization's experiences with <%UTILITY>'s energy efficiency programs and efforts over the longer term, for example, over the past several years.

LT4. How long has the Savings by Design program been engaged with your prototype?

77	Record VERBATIM	LT6
88	Refused	LT6
99	Don't know	LT6

LT6. Has participation in the Savings by Design program influenced you to change your prototype at the state or national level?

1	Yes	LT6a
2	No	B1
88	Refused	B1
99	Don't know	B1

[IF LT6=1 THEN ASK. ELSE B1.]

LT6a What are the changes that you have made?

77	Record VERBATIM	LT6b
88	Don't know	LT6b
99	Refused	LT6b

LT6b. What other design improvements are you considering for future prototypes?

77	Record VERBATIM	B1
88	Refused	B1
99	Don't know	B1

Building Classification

B1. Is this building owned by a private company or a public agency?

1	Private company	B2
2	Public agency	B2
77	Record VERBATIM	B2
88	Refused	B2
99	Don't know	B2

B2. Was this building constructed to be occupied by the owner of the building, or built by a developer with the intent to lease space?

1	Constructed to be occupied by the owner of the building	B3
2	Built by a developer with the intent to lease space?	B3
77	Record VERBATIM	B3
88	Refused	B3
99	Don't know	B3

B5. What is the approximate square footage?

77	RECORD VERBATIM	B6
88	Refused	B6
99	Don't know	B6

B6. How would you describe the project at <%ADDRESS>, is it a

77	RECORD VERBATIM	B7
88	Refused	B7
99	Don't know	B7

B7. Where in the building was the addition built? (Describe)

77	RECORD VERBATIM	B8
88	Refused	B8
99	Don't know	B8

B8. Is the building completely built out?

1	Yes	B9
2	No	B8a
88	Refused	B9
99	Don't know	B9

B8a. If no, what work remains?

77	RECORD VERBATIM	B9
88	Refused	B9
99	Don't know	B9

B9. Is the building completely occupied?

1	Yes	B10
2	No	B10
88	Refused	B10
99	Don't know	B10

B10. Are building plans on-site for review? (Lighting, Floor & Mechanical)

- | | | |
|----|------------|------|
| 1 | Yes | B11 |
| 2 | No | B10a |
| 88 | Refused | B11 |
| 99 | Don't know | B11 |

B10a. If no, do you know where we might obtain a copy? Or would you be able to send us any AutoCad files via email?

- | | | |
|----|--------------|-----|
| 1 | Yes, specify | END |
| 2 | No | END |
| 88 | Refused | END |
| 99 | Don't know | END |

END OF SURVEY

Those are all the questions I have for you, unless you have any questions for me? On behalf of the CPUC, thank you very much for your time.

D-3a: Detailed NTG Analysis by Project

Decision Maker NTG Scoring Worksheet

NewID	AD1_MA_127	AD1_MA_135	AD1_MA_138	AD1_MA_139	AD1_MA_143	AD1_MA_144	AD1_MA_150
Program Domain	PGE21011	PGE21031	SW UC/CSU Group	SW UC/CSU Group	SW EW/LG	SW EW/LG	SW CA State
Score 1:							
Highest Program Influence Score	10	5	9	10	9	9	10
Highest Non-program Influence Score	10	10	9	8	8	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.26	3.85	5.00	5.56	5.29	5.29	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	5	4	10	5	5	10
Information provided through study, audit or other technical assistance provided	8	0	5	5	5	5	10
Information from your utility or program training course	-	-	8	5	-	-	-
Information from your utility or program marketing materials	5	2	8	5	5	5	8
Recommendation from program staff	-	-	9	N/A	-	-	-
Suggestion by your utility account rep	10	3	7	N/A	9	9	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	-	9	-	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	0	4	-	7	7	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	DON'T KNOW	7	-	8	7	7	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	10	9	7	8	8	10
Previous experience with this same measure	9	8	9	8	8	8	10
Previous experience with this program	9	7	9	8	7	7	10
A recommendation from an auditor or consulting engineer	-	-	9	N/A	-	-	-
Standard practice in your industry	8	6	-	5	6	6	5
Corporate policy or guidelines	5	0	9	7	7	7	5
Improved product quality	-	-	9	7	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	9	N/A	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	7	7	N/A	8	8	10
Other, such as non-energy benefits							
Importance of other factor	9	No	-	Yes, improving legacy systems.	No	No	No
Score 2 -- Program Influence (Relative Importance) Score	6	2	1.5	7	3	3	4
Score 2 -- Relative importance score reduced by half if learned after decision	6	1	0.75	7	1.5	1.5	2
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	Before	After	Before	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	2	1.5	7	3	3	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	8	8.5	3	7	7	6
Score 3 -- No-Program Score	10.00	6.00	2.00	9.00	0.00	0.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	4	8	1	10	10	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	10	-	-	10	10	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably would have	-	Probably would have	Definitely not	-	-	-
... three years of when you did?	Probably would have	-	Probably would have	Definitely not	-	-	-
... five years of when you did?	Probably would have	-	Definitely would have	Probably not	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Installed equipment more efficient than	N/A, would have replaced	Do nothing	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.71	0.36	0.28	0.72	0.23	0.23	0.30

Decision Maker NTG Scoring Worksheet

NewID	AD1_MA_152	AD1_MA_16	AD1_MA_163	AD1_MA_165	AD1_MA_197	AD1_MA_211	AD1_MA_222
Program Domain	PGE21011	PGE21011	PGE21031	PGE21031	SW CA DOC	PGE21011	SW CCC Group
Score 1:							
Highest Program Influence Score	10	10	8	10	10	10	8
Highest Non-program Influence Score	10	10	6	10	10	10	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.26	5.26	5.33	5.00	5.00	5.00	5.33
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	8	10	10	10	8
Information provided through study, audit or other technical assistance provided	8	8	5	10	7	2	7
Information from your utility or program training course	-	-	-	N/A	6	N/A	-
Information from your utility or program marketing materials	5	5	2	8	5	0	7
Recommendation from program staff	-	-	-	7	7	3	-
Suggestion by your utility account rep	10	10	4	10	8	3	7
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	8	10	10	10	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	0	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	0	-	-	-
Recommendation from a vendor	DON'T KNOW	DON'T KNOW	0	8	9	3	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	8	-	-	-
Age or condition of the old equipment	10	10	-	2	7	5	-
Previous experience with this same measure	9	9	5	5	5	8	4
Previous experience with this program	9	9	REFUSED	10	9	8	4
A recommendation from an auditor or consulting engineer	-	-	-	8	10	9	-
Standard practice in your industry	8	8	6	7	4	5	4
Corporate policy or guidelines	5	5	6	5	5	10	7
Improved product quality	-	-	-	N/A	-	0	-
Compliance with rules or codes set by regulatory agencies	-	-	-	N/A	0	Don't know	-
Improved plant safety	-	-	-	N/A	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	5	N/A	2	1	5
Other, such as non-energy benefits						Yes, GHG emissions reductions.	No
Importance of other factor	9	9	7	0	No	3	-
Score 2 -- Program Influence (Relative Importance) Score	6	6	7	7	8	2	8
Score 2 -- Relative importance score reduced by half if learned after decision	6	6	7	7	8	2	8
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	6	7	7	8	2	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	4	3	3	2	8	2
Score 3 -- No-Program Score	10.00	10.00	8.00	10.00	10.00	7.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	0	2	0	-	3	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	2	0	0	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	4	0	-	-	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably would have	Probably would have	Definitely not	Definitely not	-	Definitely would have	Probably would have
... three years of when you did?	Probably would have	Probably would have	Probably not	Definitely not	-	-	Probably would have
... five years of when you did?	Probably would have	Probably would have	50-50 chance	Definitely not	-	-	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	repair/rewind existing eqt	Do nothing	Install fewer units	Installed standard efficiency equipment
NTGR SCORE	0.71	0.71	0.68	0.73	0.73	0.60	0.58

Decision Maker NTG Scoring Worksheet

NewID	AD1_MA_224	AD1_MA_232	AD1_MA_24	AD1_MA_242	AD1_MA_248	AD1_MA_255	AD1_MA_256
Program Domain	PGE21035	PGE21021	PGE21021	PGE21021	PGE21031	PGE21021	PGE21021
Score 1:							
Highest Program Influence Score	3	8	10	7	10	9	10
Highest Non-program Influence Score	5	8	8	10	10	8	10
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	3.75	5.00	5.56	4.12	5.00	5.00	5.26
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	3	4	8	7	8	8	10
Information provided through study, audit or other technical assistance provided	2	8	10	0	N/A	7	8
Information from your utility or program training course	-	-	-	0	0	-	-
Information from your utility or program marketing materials	2	6	5	0	0	4	5
Recommendation from program staff	-	-	-	0	N/A	-	-
Suggestion by your utility account rep	0	6	8	5	8	8	10
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	9	-	10	9	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	1	-	-	10	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	1	8	5	10	8	7	DON'T KNOW
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	6	10	N/A	7	10
Previous experience with this same measure	5	8	8	10	7	8	9
Previous experience with this program	1	8	8	0	8	7	9
A recommendation from an auditor or consulting engineer	-	-	-	0	10	-	-
Standard practice in your industry	5	8	5	10	10	8	8
Corporate policy or guidelines	0	8	8	0	8	8	5
Improved product quality	-	-	-	10	0	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	10	5	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	4	8	6	10	N/A	9	8
Other, such as non-energy benefits	No	No	No	No	No	No	Yes, we have a program that's evolved because of all the different
Importance of other factor	-	-	-	-	-	-	9
Score 2 -- Program Influence (Relative Importance) Score	1	2	5	2	5	6	6
Score 2 -- Relative importance score reduced by half if learned after decision	0.5	2	5	1	5	3	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	Before	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	1	2	5	2	5	6	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	9	8	5	8	5	4	4
Score 3 -- No-Program Score	0.00	0.00	5.00	0.00	5.00	2.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	10	5	10	-	8	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	10	-	-	-	5	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	10	5	-	-	4	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	Probably not	Definitely would have	-	50-50 chance	Probably would have
... three years of when you did?	-	-	50-50 chance	-	-	Definitely would have	Probably would have
... five years of when you did?	-	-	Probably would have	-	-	-	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Done the exact same thing	efficient than code but less efficient than what you installed through	Installed equipment more efficient than	Installed standard efficiency equipment
NTGR SCORE	0.14	0.23	0.52	0.03	0.50	0.33	0.71

Decision Maker NTG Scoring Worksheet

NewID	AD1_MA_26	AD1_MA_27	AD1_MA_273	AD1_MA_282	AD1_MA_284	AD1_MA_29	AD1_MA_297
Program Domain	PGE21021	PGE21021	PGE2222	RCx Group	SW EW/LG	PGE21011	Other 3P PGE Group
Score 1:							
Highest Program Influence Score	9	9	5	10	10	10	10
Highest Non-program Influence Score	9.5	9.5	10	8	5	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.86	4.86	3.57	5.56	10.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	9	9	5	7	8	10	10
Information provided through study, audit or other technical assistance provided	N/A	N/A	N/A	8	10	2	9
Information from your utility or program training course	N/A	N/A	N/A	-	-	N/A	-
Information from your utility or program marketing materials	N/A	N/A	N/A	0	3	0	9
Recommendation from program staff	N/A	N/A	N/A	8	10	3	9
Suggestion by your utility account rep	N/A	N/A	N/A	7	0	3	10
Payback on the investment P (score if rebate moved into range, 0 else)	8	8	-	10	8	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	0	5	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	-	-	-	-	-
Recommendation from a vendor	0	0	5	4	5	3	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	-	-	-	-	-
Age or condition of the old equipment	6.5	6.5	8	-	-	5	5
Previous experience with this same measure	7	7	9	7	0	8	0
Previous experience with this program	8	8	10	2	5	8	8
A recommendation from an auditor or consulting engineer	9.5	9.5	N/A	-	-	9	-
Standard practice in your industry	7	7	5	0	0	5	10
Corporate policy or guidelines	8	8	N/A	8	0	10	4
Improved product quality	N/A	N/A	5	-	-	0	-
Compliance with rules or codes set by regulatory agencies	N/A	N/A	N/A	-	-	Don't know	-
Improved plant safety	0	0	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	5	N/A	8	0	1	10
Other, such as non-energy benefits	none	none	No	No	No	Yes, GHG emissions reductions.	No
Importance of other factor	0	0	-	-	-	3	-
Score 2 -- Program Influence (Relative Importance) Score	8	8	5	5	9	2	10
Score 2 -- Relative importance score reduced by half if learned after decision	8	8	2.5	5	9	2	10
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	after	Before	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	8	5	5	9	2	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	2	5	5	1	8	0
Score 3 -- No-Program Score	8.00	8.00	2.00	5.00	10.00	9.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	2	-	5	0	1	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	0	8	3	0	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	-	3	0	-	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	definitely not	definitely not	Definitely would have	Probably not	Probably not	Definitely would have	Definitely not
... three years of when you did?	probably not	probably not	-	Probably not	50-50 chance	-	Definitely not
... five years of when you did?	probably not	probably not	-	50-50 chance	Definitely would have	-	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	0	0	efficiency equipment or whatever required by code	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Install fewer units	Done nothing (keep the existing equipmen
NTGR SCORE	0.70	0.70	0.27	0.52	0.97	0.70	0.83

Decision Maker NTG Scoring Worksheet

NewID	AD1_MA_298	AD1_MA_307	AD1_MA_312	AD1_MM_3	AD1_MM_4	AD1_MM_8	AD1_NC_16
Program Domain	PGE2223	RCx Group	PGE2222	PGE21021	PGE2222	PGE2222	PGE21042
Score 1:							
Highest Program Influence Score	1	7	9	10	10	9	10
Highest Non-program Influence Score	10	8	10	8	10	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	0.91	4.67	4.74	5.26	5.00	4.74	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	1	5	7	7	10	7	9
Information provided through study, audit or other technical assistance provided	N/A	7	8	8	10	8	10
Information from your utility or program training course	N/A	-	-	-	n/a	-	3
Information from your utility or program marketing materials	N/A	1	9	10	n/a	9	2
Recommendation from program staff	1	7	8	-	10	8	2
Suggestion by your utility account rep	1	1	7	10	10	7	8
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	8	-	0	8	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	8	-	7	0	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	0	-	-
Recommendation from a vendor	N/A	0	8	2	0	8	3
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	0	-	-
Age or condition of the old equipment	10	-	-	-	n/a	-	4
Previous experience with this same measure	5	8	10	8	8	10	7
Previous experience with this program	5	7	10	8	10	10	9
A recommendation from an auditor or consulting engineer	N/A	-	-	-	n/a	-	8
Standard practice in your industry	5	1	8	5	10	8	4
Corporate policy or guidelines	10	8	8	6	n/a	8	7
Improved product quality	9	-	-	-	n/a	-	N/A
Compliance with rules or codes set by regulatory agencies	0	-	-	-	n/a	-	N/A
Improved plant safety	-	-	-	-	n/a	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	7	8	9	8	8	3
Other, such as non-energy benefits	-	No	No	No	automation benefits	No	No
Importance of other factor	-	-	-	-	10	-	-
Score 2 -- Program Influence (Relative Importance) Score	1	4	5	7	0	5	7
Score 2 -- Relative importance score reduced by half if learned after decision	0.5	4	5	7	0	5	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	After	after	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	1	4	5	7	0	5	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	9	6	5	3	10	5	3
Score 3 -- No-Program Score	0.00	4.00	4.00	6.00	0.00	4.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	6	6	4	10	6	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	4	-	4	10	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	4	7	4	0	7	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Probably would have	Probably would have	Probably not	-	Probably would have	-
... three years of when you did?	-	Probably would have	Definitely would have	50-50 chance	-	Definitely would have	-
... five years of when you did?	-	Probably would have	-	50-50 chance	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repair/rewind or overhaul the existing equipment	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed equipment more efficient than	-	Installed equipment more efficient than	efficient than code but less efficient than what you installed through
NTGR SCORE	0.00	0.42	0.46	0.61	0.17	0.46	0.75

Decision Maker NTG Scoring Worksheet

NewID	AD1_RCX_18	AD1_RCX_19	AD1_RCX_21	AD1_RCX_36	AD1_RCX_39	AD1_RCX_41	AD1_RCX_63
Program Domain	PGE21011	PGE21011	PGE21011	PGE21031	PGE21011	SW UC/CSU Group	RCx Group
Score 1:							
Highest Program Influence Score	10	10	9	10	10	9	9
Highest Non-program Influence Score	9	9	8	7	9	9	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.88	5.29	5.56	5.56	5.00	5.63
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	1	10	8	8	9	9	8
Information provided through study, audit or other technical assistance provided	10	8	N/A	6	10	7	9
Information from your utility or program training course	-	-	5	-	3	8	-
Information from your utility or program marketing materials	10	9	6	6	2	8	0
Recommendation from program staff	-	-	N/A	-	2	9	8
Suggestion by your utility account rep	0	9	6	6	8	7	7
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	9	10	9	9	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	9	9	7	3	-	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	3	-	4	6	-
Previous experience with this same measure	9	7	8	7	7	9	6
Previous experience with this program	0	9	8	5	9	9	5
A recommendation from an auditor or consulting engineer	-	-	N/A	-	8	9	-
Standard practice in your industry	9	6	N/A	7	4	-	3
Corporate policy or guidelines	0	6	8	5	7	9	7
Improved product quality	-	-	N/A	-	N/A	9	-
Compliance with rules or codes set by regulatory agencies	-	-	N/A	-	N/A	9	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	0	N/A	8	3	7	5
Other, such as non-energy benefits	No	No	No, not really. We have a goal to reduce GHG emissions by 25%, and	Yes, sustainable things water savings and energy savings.	No	-	No
Importance of other factor	-	-	-	8	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	9	4	4	3	7	5.5	5
Score 2 -- Relative importance score reduced by half if learned after decision	4.5	4	2	3	7	2.75	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	BOTH	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	9	4	4	3	7	5.5	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	1	6	6	7	3	4.5	5
Score 3 -- No-Program Score	5.00	10.00	7.00	5.00	10.00	7.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	0	3	5	0	3	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	5	0	-	4	-	-	5
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	3	-	4	-	-	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	Probably not	Probably not	Probably not	-	Probably not	Probably would have
... three years of when you did?	50-50 chance	Probably not	50-50 chance	Probably not	-	Probably not	Definitely would have
... five years of when you did?	50-50 chance	Probably not	Probably would have	50-50 chance	-	50-50 chance	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Done nothing (keep the existing equipment)	Something else	Repaired/rewound or overhaul the existing	efficient than code but less efficient than what you installed through	efficient than code but less efficient than what you installed through	Installed EXACTLY what we did through th
NTGR SCORE	0.48	0.66	0.54	0.45	0.75	0.58	0.49

Decision Maker NTG Scoring Worksheet

NewID	AD1_RCX_64	AD1_RCX_73	AD1_SM_1003	AD1_SM_101	AD1_SM_103	AD1_SM_1038	AD1_SM_1046
Program Domain	RCx Group	RCx Group	PGE2223	SW EW/LG	PGE21021	PGE21031	Other 3P PGE Group
Score 1:							
Highest Program Influence Score	10	9	10	10	10	8	9
Highest Non-program Influence Score	8	9	8	10	10	8	9
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	5.00	5.56	5.26	5.56	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	5	9	10	0	8	9
Information provided through study, audit or other technical assistance provided	8	7	10	-	4	5	9
Information from your utility or program training course	-	3	-	-	N/A	-	-
Information from your utility or program marketing materials	8	1	0	8	N/A	5	4
Recommendation from program staff	9	8	10	-	10	-	-
Suggestion by your utility account rep	10	0	9	0	10	0	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	9	8	-	-	8	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	0	8	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	6	N/A	5	0	N/A	8	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	8	8	3	10	3	-	-
Previous experience with this same measure	8	7	4	0	8	8	5
Previous experience with this program	7	4	8	0	10	8	8
A recommendation from an auditor or consulting engineer	-	8	-	-	7	-	-
Standard practice in your industry	8	8	5	9	5	2	6
Corporate policy or guidelines	2	9	7	0	7	0	9
Improved product quality	-	7	-	-	5	-	-
Compliance with rules or codes set by regulatory agencies	-	0	-	-	N/A	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	5	8	0	N/A	8	9
Other, such as non-energy benefits	Yes, Long-term						
Importance of other factor	economic sustainability.	No	No	No	No	No	No
	9	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	3	8	10	2	2	5
Score 2 -- Relative importance score reduced by half if learned after decision	7	1.5	8	10	1	2	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	3	8	10	2	2	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	7	2	0	8	8	5
Score 3 -- No-Program Score	8.00	5.00	7.00	10.00	2.00	7.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	5	3	0	8	3	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	5	-	-	-	3	4
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	1	-	3	0	-	3	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Probably not	Definitely not	Definitely not	Definitely would have	Probably not	Probably not
... three years of when you did?	Probably not	50-50 chance	Definitely not	Definitely not	-	Probably not	50-50 chance
... five years of when you did?	Probably would have	Probably would have	Definitely not	Probably not	-	Probably not	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Do nothing	Repaired/rewound or overhaul the existing	Done nothing (keep the existing equipment)	less efficient than what you installed through	Done nothing (keep the existing equipment)	Repaired/rewound or overhaul the existing
NTGR SCORE	0.67	0.43	0.69	0.84	0.32	0.47	0.45

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_1049	AD1_SM_1072	AD1_SM_12	AD1_SM_214	AD1_SM_292	AD1_SM_296	AD1_SM_303
Program Domain	PGE2222	PGE21021	PGE2222	PGE21035	PGE21035	Other 3P PGE Group	PGE21031
Score 1:							
Highest Program Influence Score	10	10	10	7	10	9	9
Highest Non-program Influence Score	10	8	10	8	10	9	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.56	5.00	4.67	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	10	5	8	9	9
Information provided through study, audit or other technical assistance provided	10	10	10	-	10	5	8
Information from your utility or program training course	n/a	-	n/a	-	-	-	-
Information from your utility or program marketing materials	n/a	5	n/a	4	9	3	2
Recommendation from program staff	10	-	10	-	-	9	-
Suggestion by your utility account rep	10	8	10	4	8	0	8
Payback on the investment P (score if rebate moved into range, 0 else)	0	9	0	7	-	8	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	0	-	10	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	0	-	-	-	-
Recommendation from a vendor	0	5	0	10	10	8	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	-	0	-	-	-	-
Age or condition of the old equipment	n/a	6	n/a	-	-	9	-
Previous experience with this same measure	8	8	8	8	10	0	9
Previous experience with this program	10	8	10	8	8	0	8
A recommendation from an auditor or consulting engineer	n/a	-	n/a	-	-	-	-
Standard practice in your industry	10	5	10	8	8	9	8
Corporate policy or guidelines	n/a	8	n/a	6	-	8	5
Improved product quality	n/a	-	n/a	-	-	-	-
Compliance with rules or codes set by regulatory agencies	n/a	-	n/a	-	-	-	-
Improved plant safety	n/a	-	n/a	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	6	8	8	-	8	5
Other, such as non-energy benefits	automation benefits	No	automation benefits	No	No	No	No
Importance of other factor	10	-	10	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	0	5	0	3	5	6	6
Score 2 -- Relative importance score reduced by half if learned after decision	0	5	0	3	5	6	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	After	after	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	0	5	0	3	5	6	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	10	5	10	7	5	4	4
Score 3 -- No-Program Score	0.00	5.00	0.00	5.00	3.00	7.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	5	10	5	7	3	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	10	-	10	5	7	-	4
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	5	0	5	7	1	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably not	-	50-50 chance	50-50 chance	50-50 chance	50-50 chance
... three years of when you did?	-	50-50 chance	-	Definitely would have	50-50 chance	50-50 chance	Probably would have
... five years of when you did?	-	Probably would have	-	-	50-50 chance	Probably would have	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	Installed standard efficiency equipment	-	Installed EXACTLY what we did through th	Installed fewer units	Do Something else (specify)	Installed EXACTLY what we did through th
NTGR SCORE	0.17	0.52	0.17	0.42	0.43	0.60	0.40

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_309	AD1_SM_326	AD1_SM_389	AD1_SM_401	AD1_SM_406	AD1_SM_414	AD1_SM_415
Program Domain	PGE21021	SW CCC Group	SW UC/CSU Group	SW UC/CSU Group	RCx Group	SW CCC Group	SW CCC Group
Score 1:							
Highest Program Influence Score	10	10	10	9	6	10	10
Highest Non-program Influence Score	8	10	10	9	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.00	5.00	5.00	3.75	5.26	5.26
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	10	10	9	5	9	9
Information provided through study, audit or other technical assistance provided	10	10	10	N/A	5	9	9
Information from your utility or program training course	-	-	0	8	-	-	-
Information from your utility or program marketing materials	5	2	0	8	5	5	5
Recommendation from program staff	-	-	10	9	3	-	-
Suggestion by your utility account rep	8	10	10	7	6	9	9
Payback on the investment P (score if rebate moved into range, 0 else)	9	-	10	9	-	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	-	-	3	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	5	0	0	9	5	5	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	6	-	0	7	-	8	8
Previous experience with this same measure	8	10	0	9	10	9	9
Previous experience with this program	8	10	10	9	5	10	10
A recommendation from an auditor or consulting engineer	-	-	0	9	-	-	-
Standard practice in your industry	5	10	10	-	7	8	8
Corporate policy or guidelines	8	10	10	9	0	7	7
Improved product quality	-	-	10	9	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	10	9	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	6	10	0	7	7	8	8
Other, such as non-energy benefits	No	No	-	-	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	4	5	5.5	5	9	9
Score 2 -- Relative importance score reduced by half if learned after decision	5	2	2.5	2.75	5	9	9
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	-	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4	5	5.5	5	9	9
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	6	5	4.5	5	1	1
Score 3 -- No-Program Score	5.00	2.00	10.00	7.00	1.00	9.00	9.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	8	0	3	9	1	1
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	0	-	9	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	10	-	-	9	1	1
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	-	Definitely not	Probably not	-	Probably not	Probably not
... three years of when you did?	50-50 chance	-	Probably not	50-50 chance	-	50-50 chance	50-50 chance
... five years of when you did?	Probably would have	-	Probably not	Probably would have	-	Probably would have	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Repair/rewind or overhaul the existing equipment	-	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin
NTGR SCORE	0.52	0.30	0.67	0.58	0.33	0.78	0.78

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_42	AD1_SM_439	AD1_SM_440	AD1_SM_447	AD1_SM_480	AD1_SM_487	AD1_SM_493
Program Domain	PGE2222	PGE21031	PGE21011	PGE2223	PGE21031	PGE21021	Other 3P PGE Group
Score 1:							
Highest Program Influence Score	10	10	10	10	2	9	10
Highest Non-program Influence Score	8	10	9	10	10	5	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.56	5.56	5.00	1.67	6.43	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	9	9	10	2	7	10
Information provided through study, audit or other technical assistance provided	-	10	10	8	-	5	8
Information from your utility or program training course	-	-	3	-	-	N/A	-
Information from your utility or program marketing materials	3	9	2	6	0	N/A	8
Recommendation from program staff	7	-	2	10	-	N/A	8
Suggestion by your utility account rep	0	7	8	7	0	7	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	9	9	-	-	9	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	10	3	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	5	5	3	10	10	N/A	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	10	4	-	10	0	8
Previous experience with this same measure	8	8	7	3	2	5	6
Previous experience with this program	8	9	9	10	2	0	5
A recommendation from an auditor or consulting engineer	-	-	8	-	-	3	-
Standard practice in your industry	8	2	4	8	0	5	8
Corporate policy or guidelines	7	2	7	10	0	5	5
Improved product quality	-	-	N/A	-	-	0	-
Compliance with rules or codes set by regulatory agencies	-	-	N/A	-	-	0	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	8	3	5	10	0	5
Other, such as non-energy benefits	No	No	No	Yes, the sustainability. Being able to run the plant and save money.	Yes, We had tried over previous years to do a central plant but so	No	No
Importance of other factor	-	-	-	10	3	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	3	7	5	0	5	9
Score 2 -- Relative importance score reduced by half if learned after decision	5	3	7	5	0	2.5	9
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	3	7	5	0	5	9
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	7	3	5	10	5	1
Score 3 -- No-Program Score	4.00	5.00	10.00	5.00	0.00	1.00	9.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	6	5	0	5	10	-	1
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	5	-	9	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	8	-	5	10	-	1
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably would have	-	Probably not	-	Definitely not	Definitely not
... three years of when you did?	-	Definitely would have	-	50-50 chance	-	Definitely not	Definitely not
... five years of when you did?	-	-	-	Probably would have	-	Definitely not	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	Installed equipment more efficient than	efficient than code but less efficient than what you installed through	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Do nothing	Repaired/rewound or overhaul the existin
NTGR SCORE	0.49	0.45	0.75	0.50	0.06	0.33	0.79

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_503	AD1_SM_504	AD1_SM_507	AD1_SM_531	AD1_SM_532	AD1_SM_577	AD1_SM_579
Program Domain	SW CA State	SW EW/LG	PGE21035	PGE21031	PGE21031	PGE21011	RCx Group
Score 1:							
Highest Program Influence Score	10	10	10	8	8	10	10
Highest Non-program Influence Score	10	5	10	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	10.00	5.88	5.33	4.44	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	7	5	4	8	9
Information provided through study, audit or other technical assistance provided	10	10	10	4	2	6	9
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	8	3	0	2	0	4	8
Recommendation from program staff	-	10	-	-	-	-	DON'T KNOW
Suggestion by your utility account rep	8	0	0	6	8	3	9
Payback on the investment P (score if rebate moved into range, 0 else)	10	8	-	8	-	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	7	-	10	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	5	5	7	4	0	6	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	-	10	10	-	-	7
Previous experience with this same measure	10	0	0	7	10	9	7
Previous experience with this program	10	5	0	6	6	9	5
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	5	0	0	6	7	8	6
Corporate policy or guidelines	5	0	0	4	3	10	10
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	0	5	5	7	7	9
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	9	8	7	4	5	6
Score 2 -- Relative importance score reduced by half if learned after decision	2	9	4	7	2	2.5	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	Before	After	Before	Before	DON'T KNOW
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	9	8	7	4	5	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	1	2	3	6	5	4
Score 3 -- No-Program Score	2.00	10.00	10.00	7.00	0.00	7.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	0	0	3	10	3	2
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	0	-	-	10	2	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	0	0	3	10	2	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably not	Probably not	50-50 chance	-	Probably not	Probably not
... three years of when you did?	-	50-50 chance	Probably not	50-50 chance	-	50-50 chance	Probably would have
... five years of when you did?	-	Definitely would have	Probably not	Definitely would have	-	50-50 chance	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed standard efficiency equipment
NTGR SCORE	0.30	0.97	0.66	0.64	0.21	0.48	0.53

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_596	AD1_SM_600	AD1_SM_601	AD1_SM_621	AD1_SM_623	AD1_SM_629	AD1_SM_65
Program Domain	PGE2225	PGE2225	SW CA State	SW EW/LG	SW EW/LG	PGE21035	PGE21035
Score 1:							
Highest Program Influence Score	9	5	10	2	2	3	8
Highest Non-program Influence Score	9.5	9.5	7	10	10	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.86	3.45	5.26	1.67	1.67	3.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	9	2	4	2	2	3	5
Information provided through study, audit or other technical assistance provided	N/A	3	-	-	-	-	5
Information from your utility or program training course	N/A	N/A	-	-	-	-	-
Information from your utility or program marketing materials	N/A	N/A	0	0	0	0	3
Recommendation from program staff	N/A	2	-	0	0	-	-
Suggestion by your utility account rep	N/A	0	3	0	0	0	5
Payback on the investment P (score if rebate moved into range, 0 else)	8	5	10	-	-	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	-	8	8	7	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	-	-	-	-	-
Recommendation from a vendor	0	0	2	0	0	0	3
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	-	-	-	-	-
Age or condition of the old equipment	6.5	9	5	-	-	8	8
Previous experience with this same measure	7	8	5	8	8	0	6
Previous experience with this program	8	2	5	7	7	4	7
A recommendation from an auditor or consulting engineer	9.5	9.5	-	-	-	-	-
Standard practice in your industry	7	6	7	10	10	3	8
Corporate policy or guidelines	8	8	7	0	0	-	7
Improved product quality	N/A	8	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	N/A	N/A	-	-	-	-	-
Improved plant safety	0	0	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	7	9	7	7	-	8
Other, such as non-energy benefits	none	Yes, increased comfort	No	No	No	Yes, Greenhouse gas reduction policy.	No
Importance of other factor	0	7	-	-	-	7	-
Score 2 -- Program Influence (Relative Importance) Score	8	1	5	2	2	2	3
Score 2 -- Relative importance score reduced by half if learned after decision	8	1	2.5	1	1	1	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	After	Before	Before	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	1	5	2	2	2	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	9	5	8	8	8	7
Score 3 -- No-Program Score	8.00	1.00	0.00	0.00	0.00	1.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	9	10	10	10	9	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	10	10	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	10	10	10	9	8
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	definitely not	probably would have	-	-	-	-	Definitely would have
... three years of when you did?	probably not	definitely would have	-	-	-	-	-
... five years of when you did?	probably not	definitely would have	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	0	more efficient than code but less efficient than with the program	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.70	0.18	0.26	0.09	0.09	0.17	0.37

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_655	AD1_SM_656	AD1_SM_667	AD1_SM_670	AD1_SM_679	AD1_SM_680	AD1_SM_7
Program Domain	Other 3P PGE Group	PGE21011	PGE21031	SW CCC Group	Other 3P PGE Group	PGE21011	PGE2222
Score 1:							
Highest Program Influence Score	10	9	10	9	10	10	10
Highest Non-program Influence Score	10	8	10	10	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.29	5.00	4.74	5.88	5.26	0.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	8	5	6	10	10	10
Information provided through study, audit or other technical assistance provided	10	N/A	5	8	-	8	10
Information from your utility or program training course	-	5	-	-	-	-	n/a
Information from your utility or program marketing materials	8	6	6	7	7	5	n/a
Recommendation from program staff	0	N/A	-	-	0	-	10
Suggestion by your utility account rep	10	6	1	9	0	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	9	10	9	9	10	0
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	0
Recommendation from a vendor	0	9	6	0	5	DON'T KNOW	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	0
Age or condition of the old equipment	9	3	5	9	8	10	n/a
Previous experience with this same measure	4	8	5	9	0	9	8
Previous experience with this program	0	8	6	9	7	9	10
A recommendation from an auditor or consulting engineer	-	N/A	-	-	-	-	n/a
Standard practice in your industry	10	N/A	10	9	4	8	10
Corporate policy or guidelines	10	8	10	10	7	5	n/a
Improved product quality	-	N/A	-	-	-	-	n/a
Compliance with rules or codes set by regulatory agencies	-	N/A	-	-	-	-	n/a
Improved plant safety	-	-	-	-	-	-	n/a
Compliance with your organization's normal maintenance or equipment replacement	10	N/A	1	7	5	8	8
Other, such as non-energy benefits	No	No, not really. We have a goal to reduce GHG emissions by 25%, and	No	No	No	Yes, we have a program that's evolved because of all the different	automation benefits
Importance of other factor	-	-	-	-	-	9	10
Score 2 -- Program Influence (Relative Importance) Score	5	4	0	4	5	6	0
Score 2 -- Relative importance score reduced by half if learned after decision	5	2	0	2	2.5	6	0
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	BOTH	Before	Before	Before	After	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4	0	4	5	6	0
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	6	10	6	5	4	10
Score 3 -- No-Program Score	0.00	7.00	7.00	3.00	7.00	10.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	3	3	7	3	0	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	10
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	-	1	7	7	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Probably not	DON'T KNOW	Definitely would have	50-50 chance	Probably would have	-
... three years of when you did?	-	50-50 chance	-	-	Probably would have	Probably would have	-
... five years of when you did?	-	Probably would have	-	-	Probably would have	Probably would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Something else	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed standard efficiency equipment	-
NTGR SCORE	0.33	0.54	0.40	0.32	0.51	0.71	0.17

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_700	AD1_SM_703	AD1_SM_719	AD1_SM_75	AD1_SM_798	AD1_SM_8	AD1_SM_817
Program Domain	PGE2223	PGE21011	Other 3P PGE Group	PGE2223	PGE2223	PGE2222	PGE21031
Score 1:							
Highest Program Influence Score	10	9	10	8	9	10	10
Highest Non-program Influence Score	10	10	8	7	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.74	5.88	5.33	5.29	5.00	DISCARD
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	7	10	8	7	10	10
Information provided through study, audit or other technical assistance provided	6	8	-	8	7	10	0
Information from your utility or program training course	-	-	-	-	-	n/a	0
Information from your utility or program marketing materials	0	5	7	3	3	n/a	0
Recommendation from program staff	10	-	0	4	6	10	0
Suggestion by your utility account rep	10	9	0	6	5	10	0
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	9	8	9	0	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	-	-	-	0	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	0	0
Recommendation from a vendor	7	7	5	2	3	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	0	0
Age or condition of the old equipment	8	-	8	-	-	n/a	0
Previous experience with this same measure	8	7	0	7	8	8	0
Previous experience with this program	9	7	7	5	6	10	10
A recommendation from an auditor or consulting engineer	-	-	-	-	-	n/a	0
Standard practice in your industry	10	7	4	5	4	10	0
Corporate policy or guidelines	10	8	7	7	4	n/a	10
Improved product quality	-	-	-	-	-	n/a	0
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	n/a	0
Improved plant safety	-	-	-	-	-	n/a	0
Compliance with your organization's normal maintenance or equipment replacement	10	9	5	3	4	8	0
Other, such as non-energy benefits	No	No	No	No	No	automation benefits	Meeting growing conditions and product requirements
Importance of other factor	-	-	-	-	-	10	10
Score 2 -- Program Influence (Relative Importance) Score	4	8	5	4	5	0	10
Score 2 -- Relative importance score reduced by half if learned after decision	2	4	2.5	4	5	0	10
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	after	AFTER
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	8	5	4	5	0	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	2	5	6	5	10	0
Score 3 -- No-Program Score	8.00	0.00	7.00	10.00	7.00	0.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	10	3	0	3	10	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	3	-	0	3	10	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	3	7	2	4	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Probably not	50-50 chance	Probably not	Probably not	-	-
... three years of when you did?	Probably would have	50-50 chance	Probably would have	50-50 chance	Probably not	-	-
... five years of when you did?	Definitely would have	Probably would have	Probably would have	50-50 chance	50-50 chance	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Repaired/rewound or overhaul the existin	-	keep existing equipment as is
NTGR SCORE	0.50	0.29	0.51	0.64	0.58	0.17	1.00

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_818	AD1_SM_828	AD1_SM_849	AD1_SM_860	AD1_SM_872	AD1_SM_878	AD1_SM_9
Program Domain	PGE21031	SW CCC Group	Other 3P PGE Group	SW CCC Group	Other 3P PGE Group	SW CA State	SW CA DOC
Score 1:							
Highest Program Influence Score	10	10	10	10	10	10	10
Highest Non-program Influence Score	10	10	7	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	DISCARD	5.00	5.88	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	10	5	10	10
Information provided through study, audit or other technical assistance provided	0	10	8	10	5	10	7
Information from your utility or program training course	0	-	-	-	-	-	6
Information from your utility or program marketing materials	0	10	0	10	10	8	5
Recommendation from program staff	0	-	-	-	8	-	7
Suggestion by your utility account rep	0	10	0	10	10	8	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	10	10	-	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	-	-	10	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	-	-	-	-
Recommendation from a vendor	0	10	8	9	5	5	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	-	-	-	-	-	-
Age or condition of the old equipment	0	10	5	-	10	10	7
Previous experience with this same measure	0	0	DON'T KNOW	9	8	10	5
Previous experience with this program	10	10	6	9	10	10	9
A recommendation from an auditor or consulting engineer	0	-	-	-	-	-	10
Standard practice in your industry	0	10	4	10	10	5	4
Corporate policy or guidelines	10	DON'T KNOW	7	9	10	5	5
Improved product quality	0	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	0	-	-	-	-	-	0
Improved plant safety	0	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	0	10	5	10	10	10	2
Other, such as non-energy benefits							
Importance of other factor	10	-	7	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	10	5	4	6	5	4	8
Score 2 -- Relative importance score reduced by half if learned after decision	10	2.5	4	6	2.5	2	8
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	AFTER	Before	After	After	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	10	5	4	6	5	4	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	0	5	6	4	5	6	2
Score 3 -- No-Program Score	10.00	8.00	8.00	7.00	0.00	2.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	2	2	3	10	8	-
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	4	-	-	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	4	10	10	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably not	Definitely not	Probably not	-	-	-
... three years of when you did?	-	50-50 chance	Probably not	50-50 chance	-	-	-
... five years of when you did?	-	50-50 chance	50-50 chance	50-50 chance	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	keep existing equipment as is	DON'T KNOW	Repaired/rewound or overhaul the existin	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Do nothing
NTGR SCORE	1.00	0.52	0.60	0.60	0.25	0.30	0.73

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_90	AD1_SM_955	AD1_SM_99	AD1_WB_10	AD1_WB_2	AD1_WB_58	AD2_MA_12
Program Domain	PGE2222	SW CA DOC	PGE21031	SW CCC Group	SW CCC Group	PGE21042	PGE21031
Score 1:							
Highest Program Influence Score	5	10	9	9	6	9	7
Highest Non-program Influence Score	10	10	8	9	9	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	3.57	5.00	5.00	5.00	4.29	4.74	4.38
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	10	5	9	5	8	5
Information provided through study, audit or other technical assistance provided	N/A	9	8	8	5	2	-
Information from your utility or program training course	N/A	n/a	-	-	-	N/A	-
Information from your utility or program marketing materials	N/A	n/a	0	7	3	N/A	7
Recommendation from program staff	N/A	8.5	-	-	-	3	-
Suggestion by your utility account rep	N/A	8.5	8	9	4	9	7
Payback on the investment P (score if rebate moved into range, 0 else)	-	9.5	9	9	6	8	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	5	0	-	-	-	-	4
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	-	-	-	-	-
Recommendation from a vendor	5	0	0	0	0	10	6
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	0	-	-	-	-	-
Age or condition of the old equipment	8	6.5	-	-	9	N/A	6
Previous experience with this same measure	9	6.5	0	9	7	8	8
Previous experience with this program	10	10	8	9	7	5	7
A recommendation from an auditor or consulting engineer	N/A	8.5	-	-	-	10	-
Standard practice in your industry	5	0	8	8	7	5	6
Corporate policy or guidelines	N/A	0	8	0	8	0	9
Improved product quality	5	8.5	-	-	-	10	-
Compliance with rules or codes set by regulatory agencies	N/A	n/a	-	-	-	10	-
Improved plant safety	-	10	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	N/A	9	9	7	6	N/A	8
Other, such as non-energy benefits	No	none	No	No	No	-	Yes, other
Importance of other factor	-	0	-	-	-	-	8
Score 2 -- Program Influence (Relative Importance) Score	5	9	5	8	4	7	1
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	9	5	8	4	7	0.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	after	After	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	9	5	8	4	7	1
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	1	5	2	6	3	9
Score 3 -- No-Program Score	2.00	10.00	2.00	10.00	2.00	-	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	-	0	8	0	8	-	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	8	0	8	0	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	0	8	3	8	-	8
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	not asked	Probably would have	Definitely not	Probably not	Definitely not	Probably not
... three years of when you did?	-	not asked	Probably would have	Probably not	Probably not	-	Definitely would have
... five years of when you did?	-	not asked	Definitely would have	50-50 chance	Probably would have	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	efficiency equipment or whatever required by code	do nothing	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Installed standard efficiency equipment	efficient than code but less efficient than what you installed through	Installed EXACTLY what we did through th
NTGR SCORE	0.27	0.80	0.40	0.77	0.34	0.59	0.16

Decision Maker NTG Scoring Worksheet

NewID	AD2_MA_2	AD2_MA_26	AD2_MA_27	AD2_MA_3	AD2_MA_33	AD2_MA_34	AD2_MA_40
Program Domain	PGE21031	PGE21031	SW EW/LG	SW EW/LG	SW UC/CSU Group	SW CCC Group	PGE21021
Score 1:							
Highest Program Influence Score	8	10	10	10	7	8	7
Highest Non-program Influence Score	8	10	10	10	8	7	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.56	5.00	4.67	5.33	4.12
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	3	10	10	6	8	7
Information provided through study, audit or other technical assistance provided	5	10	10	-	5	7	-
Information from your utility or program training course	-	n/a	-	-	-	-	-
Information from your utility or program marketing materials	8	n/a	8	10	6	7	7
Recommendation from program staff	-	n/a	-	-	7	-	-
Suggestion by your utility account rep	8	10	8	10	2	7	5
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	10	10	7	7	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	5	0	-	-	-	-	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	-	-	-	-	-
Recommendation from a vendor	5	7	8	10	8	7	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)		7	-	-	-	-	-
Age or condition of the old equipment	4	6	10	10	8	-	10
Previous experience with this same measure	5	7	8	5	7	4	10
Previous experience with this program	7	0	10	10	8	4	0
A recommendation from an auditor or consulting engineer	-	10	-	-	-	-	-
Standard practice in your industry	8	5	7	10	6	4	10
Corporate policy or guidelines	8	n/a	2	10	5	7	10
Improved product quality	-	9	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	9	-	-	-	-	-
Improved plant safety	-	n/a	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	7	10	DON'T KNOW	10	8	5	10
Other, such as non-energy benefits	No	none	No	No	No	No	No
Importance of other factor	-	0	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	5	10	10	5	8	3
Score 2 -- Relative importance score reduced by half if learned after decision	2	5	5	10	5	8	1.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	after	Before	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	5	10	10	5	8	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	5	0	0	5	2	7
Score 3 -- No-Program Score	2.00	5.00	0.00	10.00	3.00	4.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	5	10	0	7	6	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	0	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	8	0	0	0	3	5	7
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	definitely not	Probably not	Definitely not	Probably not	Probably would have	Probably not
... three years of when you did?	-	probably not	Probably would have	Probably not	Probably would have	Probably would have	Definitely would have
... five years of when you did?	-	probably would	Definitely would have	Probably would have	Definitely would have	Definitely would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	repair/rewind	Do Something else (specify)	Done nothing (keep the existing equipmen	Installed standard efficiency equipment	Installed standard efficiency equipment	Installed EXACTLY what we did through th
NTGR SCORE	0.30	0.50	0.35	0.83	0.42	0.58	0.29

Decision Maker NTG Scoring Worksheet

NewID	AD2_MA_42	AD2_MA_5	AD2_MA_55	AD2_MA_80	AD2_MA_85	AD2_MM_13	AD2_MM_4
Program Domain	PGE21011	PGE21011	PGE2222	Other 3P PGE Group	PGE21035	PGE21021	SW EW/LG
Score 1:							
Highest Program Influence Score	10	10	4	9	9	7	10
Highest Non-program Influence Score	10	10	8	10	9	7	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	3.33	4.74	5.00	5.83	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	10	4	9	5	4	10
Information provided through study, audit or other technical assistance provided	n/a	8	2	8	-	-	-
Information from your utility or program training course	n/a	-	0	n/a	-	-	-
Information from your utility or program marketing materials	n/a	5	0	n/a	9	0	8
Recommendation from program staff	n/a	-	0	n/a	-	-	8
Suggestion by your utility account rep	n/a	10	0	n/a	0	7	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	-	8	-	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	7	0	5	0	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	0	-	-	-
Recommendation from a vendor	10	10	2	0	4	6	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	10	-	-	0	-	-	-
Age or condition of the old equipment	10	-	6	8	8	7	8
Previous experience with this same measure	n/a	10	8	n/a	6	0	6
Previous experience with this program	n/a	10	5	n/a	8	0	8
A recommendation from an auditor or consulting engineer	10	-	4	8	-	-	-
Standard practice in your industry	10	6	3	5	9	0	8
Corporate policy or guidelines	10	0	3	10	7	0	8
Improved product quality	10	-	9	n/a	-	-	-
Compliance with rules or codes set by regulatory agencies	10	-	8	10	-	-	-
Improved plant safety	n/a	-	-	n/a	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	n/a	10	2	8	8	5	8
Other, such as non-energy benefits	none	No	No	n/a	No	No	Yes, just the big boss saying to do it.
Importance of other factor	0	-	-	0	-	-	10
Score 2 -- Program Influence (Relative Importance) Score	6	5	4	4	3	3	5
Score 2 -- Relative importance score reduced by half if learned after decision	6	5	2	4	1.5	1.5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	Before	After	Before	DON'T KNOW	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	5	4	4	3	3	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	5	6	6	7	7	5
Score 3 -- No-Program Score	6.00	5.00	0.00	5.00	0.00	0.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	5	10	5	10	10	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	2	-	0	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	2	-	0	10	2	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	definitely not	50-50 chance	Definitely would have	definitely would have	-	Probably not	Probably not
... three years of when you did?	probably not	Probably would have	-	0	-	Probably would have	50-50 chance
... five years of when you did?	50-50	Probably would have	-	0	-	Definitely would have	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	more eff. Than code but less efficient than project	Installed EXACTLY what we did through th	Install fewer units	shut down plant	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Repaired/rewound or overhaul the existin
NTGR SCORE	0.57	0.50	0.00	0.46	0.22	0.24	0.67

Decision Maker NTG Scoring Worksheet

NewID	AD2_MM_5	AD2_MM_7	AD2_MM_9	AD2_NC_6	AD2_NC_8	AD2_RCX_10	AD2_RCX_12
Program Domain	PGE21021	PGE2222	PGE2222	PGE21042	PGE21042	Other 3P PGE Group	Other 3P PGE Group
Score 1:							
Highest Program Influence Score	10	4	9	10	10	8	10
Highest Non-program Influence Score	10	8	10	10	10	10	5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	3.33	5.00	5.00	5.00	4.44	5.88
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	6	4	9	10	10	6	7
Information provided through study, audit or other technical assistance provided	8	2	8	N/A	N/A	8	4
Information from your utility or program training course	-	0	N/A	N/A	N/A	-	-
Information from your utility or program marketing materials	0	0	7	N/A	N/A	6	0
Recommendation from program staff	10	0	7	N/A	N/A	5	-
Suggestion by your utility account rep	10	0	0	N/A	N/A	7	0
Payback on the investment P (score if rebate moved into range, 0 else)	5	-	8	0	0	8	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	7	-	Don't know	Don't know	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	0	0	-	-
Recommendation from a vendor	0	2	8	2	2	1	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	0	0	-	-
Age or condition of the old equipment	3	6	2	0	0	-	-
Previous experience with this same measure	8	8	9	N/A	N/A	5	0
Previous experience with this program	10	5	10	N/A	N/A	9	2
A recommendation from an auditor or consulting engineer	0	4	8	10	10	-	-
Standard practice in your industry	3	3	N/A	10	10	9	5
Corporate policy or guidelines	3	3	7	10	10	10	5
Improved product quality	-	9	8	8	8	-	-
Compliance with rules or codes set by regulatory agencies	10	8	0	N/A	N/A	-	-
Improved plant safety	-	-	-	N/A	N/A	-	-
Compliance with your organization's normal maintenance or equipment replacement	6	2	7	N/A	N/A	9	7
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	4	5	-	-	7	4
Score 2 -- Relative importance score reduced by half if learned after decision	5	2	2.5	-	-	3.5	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	Before	Before	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4	5	Don't know	Don't know	7	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	6	5	Don't know	Don't know	3	6
Score 3 -- No-Program Score	7.00	0.00	9.00	0.00	0.00	4.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	10	1	10	10	6	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	10	10	DON'T KNOW	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	-	0	0	7	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Definitely would have	Probably not	Definitely would have	Definitely would have	Probably not	Probably not
... three years of when you did?	Definitely not	-	Probably not	0	0	Probably not	50-50 chance
... five years of when you did?	Probably not	-	Probably not	0	0	50-50 chance	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	efficiency equipment or whatever required by code	Install fewer units	Install fewer units	0	0	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin
NTGR SCORE	0.57	0.00	0.63	0.00	0.00	0.40	0.53

Decision Maker NTG Scoring Worksheet

NewID	AD2_RCX_9	AD2_SM_103	AD2_SM_112	AD2_SM_14	AD2_SM_15	AD2_SM_157	AD2_SM_173
Program Domain	Other 3P PGE Group	PGE21011	Other 3P PGE Group	PGE2222	PGE21035	PGE21011	PGE21035
Score 1:							
Highest Program Influence Score	7	9	10	10	3	9	10
Highest Non-program Influence Score	9	10	9	10	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.38	4.74	5.88	5.00	3.00	4.74	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	4	4	8	10	3	9	9
Information provided through study, audit or other technical assistance provided	7	9	-	9	-	7	9
Information from your utility or program training course	5	-	-	-	-	-	-
Information from your utility or program marketing materials	0	8	2	9	2	7	10
Recommendation from program staff	5	-	-	9	-	-	-
Suggestion by your utility account rep	6	8	2	10	2	7	0
Payback on the investment P (score if rebate moved into range, 0 else)	0	-	10	9	-	9	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	10	-	-	4	-	9
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	-	-	-	-
Recommendation from a vendor	9	8	3	5	7	8	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	9	-	-	-	-	-	-
Age or condition of the old equipment	8	10	8	-	8	8	9
Previous experience with this same measure	0	5	5	8	3	5	10
Previous experience with this program	5	6	9	8	0	7	9
A recommendation from an auditor or consulting engineer	7	-	-	-	-	-	-
Standard practice in your industry	5	9	5	10	5	10	9
Corporate policy or guidelines	5	-	6	8	5	8	-
Improved product quality	5	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	5	-	-	-	-	-	-
Improved plant safety	0	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	-	7	8	7	7	-
Other, such as non-energy benefits	0	Yes, Getting rid of an old, asbestos covering on old equipment.	No	No	No	No	No
Importance of other factor	0	10	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	3	5	6	2	7	9
Score 2 -- Relative importance score reduced by half if learned after decision	5	1.5	5	3	1	7	9
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	Before	DON'T KNOW	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	3	5	6	2	7	9
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	7	5	4	8	3	1
Score 3 -- No-Program Score	3.00	2.00	8.00	3.00	0.00	5.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	8	2	7	10	5	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	10	2	8	10	3	7
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	0.5	-	Definitely not	Probably would have	-	Probably not	Definitely would have
... three years of when you did?	1	-	Probably not	Definitely would have	-	50-50 chance	-
... five years of when you did?	1	-	50-50 chance	-	-	Probably would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	0	Installed standard efficiency equipment	Done nothing (keep the existing equipmen	Installed equipment more efficient than	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed standard efficiency equipment
NTGR SCORE	0.41	0.27	0.63	0.37	0.13	0.56	0.60

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_174	AD2_SM_179	AD2_SM_190	AD2_SM_200	AD2_SM_219	AD2_SM_227	AD2_SM_229
Program Domain	PGE21035	PGE21035	PGE21021	SW EW/LG	PGE21011	PGE2222	PGE2222
Score 1:							
Highest Program Influence Score	8	8	9	9	10	10	10
Highest Non-program Influence Score	7	7	10	8	10	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.33	5.33	4.74	6.43	5.00	5.56	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	7	4	8	8	8	10
Information provided through study, audit or other technical assistance provided	5	5	9	9	10	9	7
Information from your utility or program training course	-	-	-	-	-	-	0
Information from your utility or program marketing materials	6	6	2	2	10	7	0
Recommendation from program staff	-	-	-	6	-	10	5
Suggestion by your utility account rep	4	4	5	9	10	8	0
Payback on the investment P (score if rebate moved into range, 0 else)	8	8	-	7	10	6	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	6	-	-	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	0
Recommendation from a vendor	8	8	1	7	10	9	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	0
Age or condition of the old equipment	-	-	-	5	-	DON'T KNOW	7
Previous experience with this same measure	7	7	10	2	0	5	5
Previous experience with this program	7	7	5	8	0	7	5
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	0
Standard practice in your industry	6	6	5	5	10	5	10
Corporate policy or guidelines	6	6	6	5	8	8	4
Improved product quality	-	-	-	-	-	-	10
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	4
Improved plant safety	-	-	-	-	-	-	0
Compliance with your organization's normal maintenance or equipment replacement	6	6	8	5	8	DON'T KNOW	5
Other, such as non-energy benefits	No	No	No	No	No	Yes, Global Engineers help to see opportunity	0
Importance of other factor	-	-	-	-	-	8	0
Score 2 -- Program Influence (Relative Importance) Score	6	6	4	10	6	7	7
Score 2 -- Relative importance score reduced by half if learned after decision	3	3	2	10	3	7	3.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	Before	After	before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	6	4	10	6	7	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	4	6	0	4	3	3
Score 3 -- No-Program Score	6.00	6.00	0.00	7.00	10.00	8.00	DISCARD
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	4	10	3	0	2	DISCARD
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	3	3	-	-	11	-	
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	6	6	10	0	0	2	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Probably not	-	Definitely not	Definitely not	Probably not	probably would have
... three years of when you did?	50-50 chance	50-50 chance	-	Probably would have	Probably would have	Probably not	definitely would have
... five years of when you did?	Probably would have	Probably would have	-	Definitely would have	Definitely would have	Probably not	0
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed equipment more efficient than	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	install fewer units
NTGR SCORE	0.48	0.48	0.22	0.78	0.60	0.69	0.43

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_232	AD2_SM_233	AD2_SM_234	AD2_SM_241	AD2_SM_243	AD2_SM_244	AD2_SM_253
Program Domain	PGE2223	PGE2222	PGE2222	PGE2222	SW EW/LG	PGE21035	PGE2222
Score 1:							
Highest Program Influence Score	10	4	4	10	10	7	8
Highest Non-program Influence Score	7	8	9	8	10	9	5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	3.33	3.08	5.26	5.00	4.38	6.15
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	4	4	7	8	5	8
Information provided through study, audit or other technical assistance provided	7	2	-	7	9	7	6
Information from your utility or program training course	-	0	-	-	-	-	-
Information from your utility or program marketing materials	5	0	3	2	5	5	4
Recommendation from program staff	7	0	4	7	6	-	0
Suggestion by your utility account rep	7	0	0	7	9	1	0
Payback on the investment P (score if rebate moved into range, 0 else)	9	-	-	10	10	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	7	4	-	-	9	5
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	8	2	6	8	9	8	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	6	6	-	-	10	-	-
Previous experience with this same measure	6	8	8	7	10	3	0
Previous experience with this program	7	5	5	7	7	3	0
A recommendation from an auditor or consulting engineer	-	4	-	-	-	-	-
Standard practice in your industry	6	3	9	5	4	7	5
Corporate policy or guidelines	5	3	1	8	1	-	0
Improved product quality	-	9	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	8	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	2	4	9	4	-	0
Other, such as non-energy benefits	Yes, the facility manager's input.	No	No	No	No	No	No
Importance of other factor	5	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	6	4	2	4	8	3	0
Score 2 -- Relative importance score reduced by half if learned after decision	6	2	1	2	8	3	0
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	Before	DON'T KNOW	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	4	2	4	8	3	0
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	6	8	6	2	7	10
Score 3 -- No-Program Score	7.00	0.00	2.00	3.00	8.00	8.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	10	8	7	2	2	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	8	-	-	2	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	-	8	7	0	2	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Definitely would have	50-50 chance	Definitely not	Definitely not	Definitely not	-
... three years of when you did?	50-50 chance	-	Definitely would have	Definitely not	50-50 chance	Probably not	-
... five years of when you did?	Probably would have	-	-	Definitely not	Definitely would have	Probably not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Install fewer units	Installed fewer units	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th
NTGR SCORE	0.74	0.00	0.20	0.34	0.70	0.51	0.21

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_254	AD2_SM_276	AD2_SM_3	AD2_SM_309	AD2_SM_31	AD2_SM_330	AD2_SM_343
Program Domain	PGE2222	PGE21035	PGE21031	Other 3P PGE Group	PGE21035	PGE21035	SW UC/CSU Group
Score 1:							
Highest Program Influence Score	10	8	5	9	10	8	10
Highest Non-program Influence Score	10	7	10	9	8	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.33	3.33	5.00	5.56	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	5	8	10	3	10
Information provided through study, audit or other technical assistance provided	7	-	5	7	5	8	-
Information from your utility or program training course	0	-	-	-	-	-	-
Information from your utility or program marketing materials	0	8	2	9	5	5	10
Recommendation from program staff	5	-	-	8	-	-	10
Suggestion by your utility account rep	0	5	5	8	2	5	9
Payback on the investment P (score if rebate moved into range, 0 else)	10	7	-	-	8	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	10	8	-	8	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	-	-	-	-
Recommendation from a vendor	0	7	10	8	5	5	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	-	-	-	-	-	-
Age or condition of the old equipment	7	7	5	8	-	-	-
Previous experience with this same measure	5	3	5	9	2	7	4
Previous experience with this program	5	0	2	7	2	8	10
A recommendation from an auditor or consulting engineer	0	-	-	-	-	-	-
Standard practice in your industry	10	7	5	9	8	5	10
Corporate policy or guidelines	4	7	5	-	5	5	10
Improved product quality	10	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	4	-	-	-	-	-	-
Improved plant safety	0	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	7	5	-	5	5	10
Other, such as non-energy benefits	0	No	No	No	No	No	No
Importance of other factor	0	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	3	5	8	6	3	6
Score 2 -- Relative importance score reduced by half if learned after decision	3.5	3	2.5	8	3	1.5	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	before	After	Before	After	Before	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	3	5	8	6	3	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	7	5	2	4	7	4
Score 3 -- No-Program Score	DISCARD	3.00	7.00	5.00	5.00	3.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	DISCARD	7	3	5	5	7	2
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?		-	-	-	-	7	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	3	5	7	5	7	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	probably would have	Probably not	Probably would have	Probably not	50-50 chance	Probably would have	Definitely not
... three years of when you did?	definitely would have	Probably not	Probably would have	Probably not	Definitely would have	Definitely would have	50-50 chance
... five years of when you did?	0	50-50 chance	Definitely would have	50-50 chance	-	-	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	install fewer units	Done nothing (keep the existing equipment)	Repaired/rewound or overhaul the existing	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed EXACTLY what we did through th	Done nothing (keep the existing equipment)
NTGR SCORE	0.43	0.38	0.43	0.60	0.45	0.32	0.53

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_417	AD2_SM_424	AD2_SM_432	AD2_SM_440	AD2_SM_449	AD2_SM_467	AD2_SM_475
Program Domain	SW UC/CSU Group	PGE21021	PGE21031	Other 3P PGE Group	SW EW/LG	Other 3P PGE Group	PGE2223
Score 1:							
Highest Program Influence Score	8	10	10	4	10	10	8
Highest Non-program Influence Score	9	10	10	10	10	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.44	5.00	5.00	2.86	5.00	5.00	4.71
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	6	7	4	6	9	6
Information provided through study, audit or other technical assistance provided	8	8	6	0	8	-	5
Information from your utility or program training course	8	-	6	0	-	-	-
Information from your utility or program marketing materials	8	0	0	0	9	10	6
Recommendation from program staff	N/A	10	10	0	10	-	8
Suggestion by your utility account rep	is available, educating us	10	10	0	8	8	5
Payback on the investment P (score if rebate moved into range, 0 else)	-	5	10	0	-	10	5
Payback on the investment NP (score if rebate did not affect PB, 0 else)	N/A	-	0	9	7	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	0	0	-	-	-
Recommendation from a vendor	6	0	9	10	8	9	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	9	10	-	-	-
Age or condition of the old equipment	N/A	3	n/a	8	-	10	9
Previous experience with this same measure	9	8	10	9	8	10	8
Previous experience with this program	9	10	10	5	8	8	8
A recommendation from an auditor or consulting engineer	8	0	0	0	-	-	-
Standard practice in your industry	7	3	5	8	10	10	7
Corporate policy or guidelines	9	3	10	10	-	5	9
Improved product quality	7	-	10	0	-	-	-
Compliance with rules or codes set by regulatory agencies	10	10	n/a	0	-	-	-
Improved plant safety	-	-	n/a	0	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	6	10	0	-	10	5
Other, such as non-energy benefits	No	No	Business Expansion	reduced maintenance and freight charges	No	No	No
Importance of other factor	-	-	10	10	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4.5	5	5	1	8	8	4
Score 2 -- Relative importance score reduced by half if learned after decision	4.5	5	5	1	8	8	2
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	after	after	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4.5	5	5	1	8	8	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5.5	5	5	9	2	2	6
Score 3 -- No-Program Score	5.00	7.00	10.00	0.00	10.00	10.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	3	0	10	0	0	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	0	10	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	0	10	0	0	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Definitely not	definitely not	-	Definitely not	Definitely not	Definitely would have
... three years of when you did?	-	Definitely not	definitely not	-	Definitely not	Probably would have	-
... five years of when you did?	-	Probably not	definitely not	-	Probably would have	Definitely would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	efficiency equipment or whatever required by code	efficiency equipment or whatever required by code	std off or whatever required by code	-	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th
NTGR SCORE	0.46	0.57	0.67	0.05	0.77	0.77	0.42

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_519	AD2_SM_525	AD2_SM_526	AD2_SM_531	AD2_SM_543	AD2_SM_571	AD2_SM_58
Program Domain	Other 3P PGE Group	Other 3P PGE Group	Other 3P PGE Group	Other 3P PGE Group	SW EW/LG	PGE21035	Other 3P PGE Group
Score 1:							
Highest Program Influence Score	10	10	10	8	5	10	9
Highest Non-program Influence Score	8	8	8	8	10	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.88	5.88	5.88	5.33	3.33	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	6	5	4	9
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	8	9
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	7	7	7	5	4	7	9
Recommendation from program staff	0	0	0	5	-	-	8
Suggestion by your utility account rep	0	0	0	5	4	10	8
Payback on the investment P (score if rebate moved into range, 0 else)	9	9	9	8	-	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	7	7	9
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	5	5	5	7	5	10	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	8	8	8	8	10	10	9
Previous experience with this same measure	0	0	0	5	10	10	8
Previous experience with this program	7	7	7	7	10	8	8
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	4	4	4	3	9	5	9
Corporate policy or guidelines	7	7	7	7	-	-	-
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	5	5	7	-	-	-
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	5	5	3	4	3	6
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	2.5	2.5	3	4	3	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	5	3	4	3	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	5	7	6	7	4
Score 3 -- No-Program Score	7.00	7.00	7.00	4.00	3.00	0.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	3	3	6	7	10	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	7	7	10	6	10	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	50-50 chance	50-50 chance	-	50-50 chance	-	Probably not
... three years of when you did?	Probably would have	Probably would have	Probably would have	-	Probably would have	-	Probably not
... five years of when you did?	Probably would have	Probably would have	Probably would have	-	Definitely would have	-	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Installed standard efficiency equipment	Do Something else (specify)	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.51	0.51	0.51	0.41	0.34	0.27	0.70

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_594	AD2_SM_612	AD2_SM_634	AD2_SM_70	AD2_SM_86	AD2_SM_92	AD2_WB_12
Program Domain	SW EW/LG	PGE2223	PGE21031	SW CA DOC	PGE21021	PGE21011	SW UC/CSU Group
Score 1:							
Highest Program Influence Score	10	8	8	10	8	10	10
Highest Non-program Influence Score	8	8	8	10	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.00	5.00	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	8	8	10	8	8	10
Information provided through study, audit or other technical assistance provided	-	-	5	9	8	8	10
Information from your utility or program training course	-	-	-	n/a	-	-	N/A
Information from your utility or program marketing materials	6	3	5	n/a	6	5	10
Recommendation from program staff	10	3	-	8.5	-	-	5
Suggestion by your utility account rep	10	5	0	8.5	8	5	0
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	8	9.5	7	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	-	-	0	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	0	-	-	-
Recommendation from a vendor	8	8	8	0	7	6	N/A
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	0	-	-	-
Age or condition of the old equipment	8	-	-	6.5	6	10	N/A
Previous experience with this same measure	6	4	8	8	7	7	N/A
Previous experience with this program	REFUSED	3	8	10	7	10	N/A
A recommendation from an auditor or consulting engineer	-	-	-	8.5	-	-	5
Standard practice in your industry	DON'T KNOW	3	2	0	5	10	10
Corporate policy or guidelines	-	8	0	0	8	7	10
Improved product quality	-	-	-	8.5	-	-	10
Compliance with rules or codes set by regulatory agencies	-	-	-	n/a	-	-	10
Improved plant safety	-	-	-	10	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	8	8	9	8	10	10
Other, such as non-energy benefits	No	No	No	none	No	No	Yes, Improved plant safety
Importance of other factor	-	-	-	0	-	-	10
Score 2 -- Program Influence (Relative Importance) Score	5	5	2	9	7	5	7
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	5	2	9	3.5	2.5	3.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	DON'T KNOW	After	After	after	Before	DON'T KNOW	SAME TIME
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	2	9	7	5	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	8	1	3	5	3
Score 3 -- No-Program Score	5.00	10.00	7.00	10.00	3.00	2.00	1.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	0	3	0	7	8	9
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	0	3	0	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	3	0	7	5	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	DON'T KNOW	Probably not	Probably not	not asked	Definitely would have	Probably would have	Definitely would have
... three years of when you did?	-	50-50 chance	Probably not	not asked	-	Definitely would have	-
... five years of when you did?	-	50-50 chance	Probably not	not asked	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	DON'T KNOW	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	do nothing	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	-
NTGR SCORE	0.44	0.49	0.47	0.80	0.38	0.32	0.60

Decision Maker NTG Scoring Worksheet

NewID	AD2_WB_13	AD2_WB_16	AD2_WB_22	AD2_WB_6	AD3_MA_1	AD3_MA_10	AD3_MA_101
Program Domain	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	PGE21021	SW EW/LG	SW EW/LG
Score 1:							
Highest Program Influence Score	10	8	10	10	0	10	9
Highest Non-program Influence Score	10	9	10	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.44	5.00	5.00	0.00	5.00	6.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	8	7	10	0	10	6
Information provided through study, audit or other technical assistance provided	10	8	10	10	-	-	7
Information from your utility or program training course	6	8	6	N/A	-	-	-
Information from your utility or program marketing materials	n/a	8	n/a	10	0	5	4
Recommendation from program staff	n/a	N/A	8	5	-	5	-
Suggestion by your utility account rep	10	is available, educating us	10	0	0	10	5
Payback on the investment P (score if rebate moved into range, 0 else)	9	-	0	10	-	10	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	N/A	9	-	8	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	0	-	-	-	-
Recommendation from a vendor	9	6	9	N/A	0	0	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	9	-	9	-	-	-	-
Age or condition of the old equipment	10	N/A	10	N/A	10	-	10
Previous experience with this same measure	7	9	7	N/A	8	10	4
Previous experience with this program	10	9	7	N/A	0	5	1
A recommendation from an auditor or consulting engineer	10	8	9	5	-	-	-
Standard practice in your industry	10	7	10	10	10	10	6
Corporate policy or guidelines	10	9	10	10	8	0	1
Improved product quality	n/a	7	10	10	-	-	-
Compliance with rules or codes set by regulatory agencies	10	10	10	10	-	-	-
Improved plant safety	n/a	-	n/a	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	n/a	-	10	10	9	10	5
Other, such as non-energy benefits	none	No	We wanted something easy to maintain. Energy efficient without being	Yes, Improved plant safety	No	No	No
Importance of other factor	0	-	10	10	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	4.5	5	7	0	5	2
Score 2 -- Relative importance score reduced by half if learned after decision	7	4.5	2.5	3.5	0	2.5	1
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	After	before	SAME TIME	Before	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	4.5	5	7	0	5	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	5.5	5	3	10	5	8
Score 3 -- No-Program Score	7.00	5.00	1.00	1.00	0.00	10.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	5	9	9	10	0	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	0	-	-	0	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	-	0	-	10	0	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	not asked	Definitely would have	definitely would have	Definitely would have	-	Definitely not	Probably would have
... three years of when you did?	not asked	-	0	-	-	Definitely not	Definitely would have
... five years of when you did?	not asked	-	0	-	-	Probably not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	implemented some of the measures, because the payback wouldn't	efficiency equipment or whatever required by code	same as through program	-	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed equipment more efficient than
NTGR SCORE	0.63	0.46	0.28	0.60	0.00	0.58	0.33

Decision Maker NTG Scoring Worksheet

NewID	AD3_MA_103	AD3_MA_103	AD3_MA_109	AD3_MA_11	AD3_MA_110	AD3_MA_110	AD3_MA_12
Program Domain	PGE21021	PGE21021	PGE21011	SW EW/LG	PGE21021	PGE21021	SW EW/LG
Score 1:							
Highest Program Influence Score	10	10	10	10	10	10	10
Highest Non-program Influence Score	10	10	10	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	9	4	10	10	10	10	10
Information provided through study, audit or other technical assistance provided	n/a	n/a	9	-	10	10	-
Information from your utility or program training course	n/a	n/a	n/a	-	-	-	-
Information from your utility or program marketing materials	n/a	n/a	9	5	8	0	5
Recommendation from program staff	8	8	9	5	-	-	5
Suggestion by your utility account rep	10	10	9	10	8	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	0	0	9	10	10	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	10	10	0	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	-	-	-	-
Recommendation from a vendor	0	0	9	0	9	10	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	9	-	-	-	-
Age or condition of the old equipment	n/a	n/a	10	-	-	10	-
Previous experience with this same measure	0	0	n/a	10	10	0	10
Previous experience with this program	n/a	n/a	n/a	5	5	10	5
A recommendation from an auditor or consulting engineer	8	8	9	-	-	-	-
Standard practice in your industry	n/a	n/a	10	10	5	10	10
Corporate policy or guidelines	n/a	n/a	9	0	10	10	0
Improved product quality	7	7	8	-	-	-	-
Compliance with rules or codes set by regulatory agencies	1	1	9	-	-	-	-
Improved plant safety	n/a	n/a	n/a	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	7	7	9	10	10	10	10
Other, such as non-energy benefits	none	none	expansion needs of the business	No	No	Yes, environmental reasons, green type program	No
Importance of other factor	0	0	10	-	-	10	-
Score 2 -- Program Influence (Relative Importance) Score	8	2	5	5	7	8	5
Score 2 -- Relative importance score reduced by half if learned after decision	8	2	5	2.5	3.5	8	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	after	after	Before	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	2	5	5	7	8	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	8	5	5	3	2	5
Score 3 -- No-Program Score	8.00	0.00	DISCARD	10.00	1.00	4.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	10	8	0	9	6	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	0	0	0	-	-	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	0	10	10	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	not asked	not asked	not asked	Definitely not	-	-	Definitely not
... three years of when you did?	not asked	not asked	not asked	Definitely not	-	-	Definitely not
... five years of when you did?	not asked	not asked	not asked	Probably not	-	-	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	standard efficiency/code	same as through program	might relocate to cheaper state with lower energy costs	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Installed equipment more efficient than	Done nothing (keep the existing equipmen
NTGR SCORE	0.70	0.10	0.50	0.58	0.32	0.57	0.58

Decision Maker NTG Scoring Worksheet

NewID	AD3_MA_127	AD3_MA_129	AD3_MA_13	AD3_MA_139	AD3_MA_19	AD3_MA_20	AD3_MA_20
Program Domain	PGE21021	PGE21021	SW EW/LG	SW EW/LG	SW CA State	SW CA State	SW CA State
Score 1:							
Highest Program Influence Score	5	10	10	10	9	0	8
Highest Non-program Influence Score	10	10	10	10	10	0	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	3.33	5.00	5.00	5.00	4.74	-	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	8	10	10	6	DON'T KNOW	7
Information provided through study, audit or other technical assistance provided	5	0	-	-	6	DON'T KNOW	5
Information from your utility or program training course	-	1	-	-	-	-	-
Information from your utility or program marketing materials	0	1	5	0	5	DON'T KNOW	0
Recommendation from program staff	-	8	5	10	-	-	-
Suggestion by your utility account rep	0	8	10	0	DON'T KNOW	DON'T KNOW	0
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	10	10	9	DON'T KNOW	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	0	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	-	-	-	-	-
Recommendation from a vendor	10	0	0	9	8	DON'T KNOW	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	0	-	-	-	-	-
Age or condition of the old equipment	10	9	-	-	10	DON'T KNOW	-
Previous experience with this same measure	0	10	10	0	7	DON'T KNOW	0
Previous experience with this program	7	10	5	10	8	DON'T KNOW	3
A recommendation from an auditor or consulting engineer	-	10	-	-	-	-	-
Standard practice in your industry	0	5	10	5	8	DON'T KNOW	5
Corporate policy or guidelines	10	0	0	0	10	DON'T KNOW	8
Improved product quality	-	n/a	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	n/a	-	-	-	-	-
Improved plant safety	-	9	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	9	10	10	6	DON'T KNOW	5
Other, such as non-energy benefits	No	n/a	No	No	No	No	No
Importance of other factor	-	0	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	0	6	5	7	4	10	8
Score 2 -- Relative importance score reduced by half if learned after decision	0	6	2.5	3.5	2	5	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	after	Before	Before	Before	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	0	6	5	7	4	10	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	10	4	5	3	6	0	2
Score 3 -- No-Program Score	0.00	7.00	10.00	10.00	4.00	-	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	3	0	0	6	DON'T KNOW	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	0	0	11	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	0	0	0	6	DON'T KNOW	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	definitely not	Definitely not	50-50 chance	Definitely not	-	-
... three years of when you did?	-	definitely not	Definitely not	Definitely would have	50-50 chance	-	-
... five years of when you did?	-	50-50	Probably not	-	Definitely would have	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	install fewer units	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Installed standard efficiency equipment	DON'T KNOW	Installed EXACTLY what we did through th
NTGR SCORE	0.11	0.60	0.58	0.62	0.36	0.50	0.30

Decision Maker NTG Scoring Worksheet

NewID	AD3_MA_236	AD3_MA_25	AD3_MA_25	AD3_MA_27	AD3_MA_30	AD3_MA_34	AD3_MA_37
Program Domain	Other 3P PGE Group	SW UC/CSU Group	SW UC/CSU Group	PGE21011	PGE21031	PGE21011	SW CA DOC
Score 1:							
Highest Program Influence Score	8	9.5	5	9	10	8	10
Highest Non-program Influence Score	8	10	10	10	10	10	10
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	4.87	3.33	4.74	5.00	4.44	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	9.5	5	8	9	8	10
Information provided through study, audit or other technical assistance provided	7	5	5	9	-	3	9
Information from your utility or program training course	-	n/a	n/a	-	-	4	n/a
Information from your utility or program marketing materials	5	n/a	n/a	8	DON'T KNOW	2	n/a
Recommendation from program staff	-	n/a	n/a	-	-	0	8.5
Suggestion by your utility account rep	5	2.5	2.5	9	DON'T KNOW	3	8.5
Payback on the investment P (score if rebate moved into range, 0 else)	8	9.5	0	-	10	0	9.5
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	0	9.5	10	-	10	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	0	-	-	0	0
Recommendation from a vendor	7	0	0	4	DON'T KNOW	9	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	0	0	-	-	9	0
Age or condition of the old equipment	-	2	9	6	-	5	6.5
Previous experience with this same measure	8	3	3	9	DON'T KNOW	9	9
Previous experience with this program	6	8	8	9	10	9	10
A recommendation from an auditor or consulting engineer	-	8	8	-	-	10	8.5
Standard practice in your industry	7	3.5	3.5	9	DON'T KNOW	7	0
Corporate policy or guidelines	8	7	7	7	10	7	0
Improved product quality	-	9.5	9.5	-	-	5	8.5
Compliance with rules or codes set by regulatory agencies	-	10	10	-	-	4	n/a
Improved plant safety	-	n/a	n/a	-	-	n/a	10
Compliance with your organization's normal maintenance or equipment replacement	8	4.5	4.5	8	DON'T KNOW	6	9
Other, such as non-energy benefits	No	none	none	No	No	the economy, and possibility of the building being moved	none
Importance of other factor	-	0	0	-	-	10	0
Score 2 -- Program Influence (Relative Importance) Score	4	5	DISCARD	7	5	3	9
Score 2 -- Relative importance score reduced by half if learned after decision	2	5	DISCARD	7	2.5	3	9
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	after	after	After	Before	after	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	5	5	7	5	3	9
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	5	5	3	5	7	1
Score 3 -- No-Program Score	3.00	5.00	DISCARD	6.00	2.00	0.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	5	5	4	8	10	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	7	0	0	-	8	0	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	0	0	3	1	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably would have	definitely not	definitely not	Definitely not	50-50 chance	not asked	not asked
... three years of when you did?	Definitely would have	50-50 chance	50-50 chance	Probably not	Probably would have	not asked	not asked
... five years of when you did?	-	50-50 chance	50-50 chance	Probably not	Definitely would have	not asked	not asked
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	more eff. Than code, less efficient than project	more eff. Than code, less efficient than project	DON'T KNOW	Installed EXACTLY what we did through th	same equipment	do nothing
NTGR SCORE	0.33	0.50	0.33	0.59	0.32	0.15	0.80

Decision Maker NTG Scoring Worksheet

NewID	AD3_MA_5	AD3_MA_51	AD3_MA_56	AD3_MA_7	AD3_MA_71	AD3_MA_77	AD3_MA_77
Program Domain	SW CCC Group	SW EW/LG	PGE21011	SW CCC Group	PGE21031	PGE21031	PGE21031
Score 1:							
Highest Program Influence Score	9	8	10	5	9	0	8
Highest Non-program Influence Score	10	9	10	7	8	0	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.74	5.00	5.00	4.17	5.29	-	5.33
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	6	4	9	5	9	DON'T KNOW	8
Information provided through study, audit or other technical assistance provided	8	8	-	-	8	DON'T KNOW	8
Information from your utility or program training course	8	-	-	-	-	-	-
Information from your utility or program marketing materials	9	4	10	4	3	DON'T KNOW	2
Recommendation from program staff	7	7	-	-	-	-	-
Suggestion by your utility account rep	7	0	8	DON'T KNOW	8	DON'T KNOW	3
Payback on the investment P (score if rebate moved into range, 0 else)	9	-	10	-	DON'T KNOW	DON'T KNOW	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	8	-	7	-	-	7
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	-	-	-	-
Recommendation from a vendor	7	6	9	4	5	DON'T KNOW	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	7	-	-	-	-	-	-
Age or condition of the old equipment	6	9	10	6	-	-	9
Previous experience with this same measure	8	4	10	DON'T KNOW	7	DON'T KNOW	6
Previous experience with this program	9	8	8	0	4	DON'T KNOW	6
A recommendation from an auditor or consulting engineer	8.5	-	-	-	-	-	-
Standard practice in your industry	5	7	10	6	7	DON'T KNOW	5
Corporate policy or guidelines	9	1	5	5	8	DON'T KNOW	4
Improved product quality	9	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	10	-	-	-	-	-	-
Improved plant safety	n/a	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	9	0	10	4	5	DON'T KNOW	6
Other, such as non-energy benefits	none	No	No	No	No	No	No
Importance of other factor	0	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	2	4	8	5	4	10	5
Score 2 -- Relative importance score reduced by half if learned after decision	2	2	8	2.5	2	10	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	Before	After	DON'T KNOW	DON'T KNOW	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	2	4	8	5	4	10	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	8	6	2	5	6	0	5
Score 3 -- No-Program Score	0.00	3.00	10.00	4.00	8.00	8.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	7	0	6	2	2	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	-	1	2	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	6	0	4	1	2	9
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	0	Probably would have	Definitely not	50-50 chance	Definitely not	Definitely not	-
... three years of when you did?	0	Definitely would have	Probably would have	Definitely would have	Probably not	Definitely not	-
... five years of when you did?	0	-	Definitely would have	-	50-50 chance	Definitely not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	same as through program	Installed equipment more efficient than	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Installed standard efficiency equipment	Installed standard efficiency equipment
NTGR SCORE	0.10	0.33	0.77	0.36	0.51	0.90	0.54

Decision Maker NTG Scoring Worksheet

NewID	AD3_MA_8	AD3_MA_81	AD3_MA_83	AD3_MA_91	AD3_MA_92	AD3_MM_1	AD3_MM_2
Program Domain	SW CCC Group	SW EW/LG	SW EW/LG	PGE21031	PGE21011	PGE2222	PGE21011
Score 1:							
Highest Program Influence Score	10	4	9	8	10	10	10
Highest Non-program Influence Score	9.5	9	9	7	9	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.13	3.08	5.00	6.15	5.56	5.56	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	4	9	3	10	8	10
Information provided through study, audit or other technical assistance provided	8.5	n/a	8	5	9	9	9
Information from your utility or program training course	4	n/a	-	-	-	-	n/a
Information from your utility or program marketing materials	7	n/a	4	7	5	7	9
Recommendation from program staff	n/a	n/a	-	-	-	10	9
Suggestion by your utility account rep	8.5	n/a	7	5	2	8	9
Payback on the investment P (score if rebate moved into range, 0 else)	10	0	7	8	10	6	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	9	-	-	-	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	-	-	-	-	0
Recommendation from a vendor	5	5	8	6	10	9	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	5	5	-	-	-	-	9
Age or condition of the old equipment	9	7	4	7	-	DON'T KNOW	10
Previous experience with this same measure	5.5	7	2	3	2	5	n/a
Previous experience with this program	8	3.5	3	4	9	7	n/a
A recommendation from an auditor or consulting engineer	7	8	-	-	-	-	9
Standard practice in your industry	5	6	9	5	2	5	10
Corporate policy or guidelines	0	5	7	2	8	8	9
Improved product quality	9.5	8	-	-	-	-	8
Compliance with rules or codes set by regulatory agencies	n/a	6	-	-	-	-	9
Improved plant safety	n/a	n/a	-	-	-	-	n/a
Compliance with your organization's normal maintenance or equipment replacement	n/a	4	7	5	2	DON'T KNOW	9
Other, such as non-energy benefits	none	none	No	No	No	Yes, Global Engineers help to see opportunity	expansion needs of the business
Importance of other factor	0	0	-	-	-	8	10
Score 2 -- Program Influence (Relative Importance) Score	5	1	8	4	5	7	5
Score 2 -- Relative importance score reduced by half if learned after decision	5	1	4	2	5	7	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	after	DON'T KNOW	Before	After	After	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	0	1	8	4	5	7	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	0	9	2	6	5	3	5
Score 3 -- No-Program Score	10.00	1.00	7.00	0.00	7.00	8.00	DISCARD
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	9	3	10	3	2	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	0	-	-	3	-	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	1	8	DON'T KNOW	2	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	0	not asked	Probably not	Probably would have	-	Probably not	not asked
... three years of when you did?	0	not asked	Probably would have	Definitely would have	-	Probably not	not asked
... five years of when you did?	0	not asked	Probably would have	-	-	Probably not	not asked
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	0	same as through program	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	cheaper state with lower energy costs
NTGR SCORE	0.67	0.17	0.53	0.27	0.59	0.69	0.50

Decision Maker NTG Scoring Worksheet

NewID	AD3_MM_4	AD3_MM_7	AD3_NC_1	AD3_NC_1	AD3_RCX_15	AD3_RCX_3	AD3_RCX_47
Program Domain	Other 3P PGE Group	SW EW/LG	PGE21042	PGE21042	PGE21021	PGE21011	PGE21011
Score 1:							
Highest Program Influence Score	9	9	10	10	8	10	10
Highest Non-program Influence Score	9	9	10	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	4.44	5.56	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	9	9	4	8	9	10
Information provided through study, audit or other technical assistance provided	7	8	n/a	n/a	3	10	10
Information from your utility or program training course	n/a	-	n/a	n/a	4	-	5
Information from your utility or program marketing materials	n/a	4	n/a	n/a	2	6	0
Recommendation from program staff	7	-	8	8	0	9	10
Suggestion by your utility account rep	8	7	10	10	3	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	9	7	0	0	0	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	10	10	10	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	0	0	0	-	0
Recommendation from a vendor	0	8	0	0	9	5	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	-	0	0	9	-	0
Age or condition of the old equipment	8	4	n/a	n/a	5	4	10
Previous experience with this same measure	n/a	2	0	0	9	8	n/a
Previous experience with this program	7	3	n/a	n/a	9	10	n/a
A recommendation from an auditor or consulting engineer	n/a	-	8	8	10	-	10
Standard practice in your industry	7	9	n/a	n/a	7	5	10
Corporate policy or guidelines	5	7	n/a	n/a	7	7	10
Improved product quality	9	-	7	7	5	-	10
Compliance with rules or codes set by regulatory agencies	n/a	-	1	1	4	-	n/a
Improved plant safety	n/a	-	n/a	n/a	n/a	-	n/a
Compliance with your organization's normal maintenance or equipment replacement	5	7	7	7	6	8	10
Other, such as non-energy benefits	none	No	none	none	the economy, and possibility of the building being moved	Yes, upgrade - equipment operates smoother & better	none
Importance of other factor	0	-	0	0	10	8	0
Score 2 -- Program Influence (Relative Importance) Score	3	8	8	2	3	8	8
Score 2 -- Relative importance score reduced by half if learned after decision	3	4	8	2	3	8	8
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	DON'T KNOW	after	after	after	After	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	8	8	2	3	8	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	2	2	8	7	2	2
Score 3 -- No-Program Score	5.00	7.00	8.00	0.00	0.00	10.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	3	2	10	10	0	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	0	0	0	-	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	1	0	0	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	probably not	Probably not	not asked	not asked	not asked	Definitely not	not asked
... three years of when you did?	probably would have	Probably would have	not asked	not asked	not asked	Definitely not	not asked
... five years of when you did?	definitely would have	Probably would have	not asked	not asked	not asked	Definitely not	not asked
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	more eff. Than std., less eff. Than project	Repaired/rewound or overhaul the existin	standard efficiency/code	same as through program	same equipment	Repaired/rewound or overhaul the existin	keep existing equipment as is
NTGR SCORE	0.43	0.53	0.70	0.10	0.15	0.79	0.60

Decision Maker NTG Scoring Worksheet

NewID	AD3_RCX_85	AD3_RCX_85	AD3_SM_1001	AD3_SM_1019	AD3_SM_102	AD3_SM_1024	AD3_SM_1035
Program Domain	Other 3P PGE Group	Other 3P PGE Group	SW CA State	PGE2223	PGE21035	SW EW/LG	PGE2223
Score 1:							
Highest Program Influence Score	10	10	7	10	10	9	10
Highest Non-program Influence Score	10	10	8	9	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	4.67	5.26	5.00	6.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	10	DON'T KNOW	9	6	6	10
Information provided through study, audit or other technical assistance provided	9	10	DON'T KNOW	5	8	7	8
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	8	10	4	4	9	4	5
Recommendation from program staff	9	10	-	7	-	-	10
Suggestion by your utility account rep	9	8	7	5	9	5	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	-	10	10	9	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	DON'T KNOW	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	6	10	5	5	8	8	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	7	1	-	10	-
Previous experience with this same measure	8	10	8	8	10	4	8
Previous experience with this program	9	10	5	8	10	1	9
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	9	10	7	5	10	6	DON'T KNOW
Corporate policy or guidelines	10	-	8	9	9	1	10
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	-	7	7	10	5	10
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	7	2	8	8	2	6
Score 2 -- Relative importance score reduced by half if learned after decision	5	3.5	1	8	4	1	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	DON'T KNOW	DON'T KNOW	After	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	7	2	8	8	2	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	3	8	2	2	8	4
Score 3 -- No-Program Score	3.00	3.00	0.00	8.00	2.00	3.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	7	10	2	8	7	2
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	7	6	-	-	-	-	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	4	10	2	8	5	1
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably would have	50-50 chance	-	Probably not	Probably would have	Probably would have	Definitely not
... three years of when you did?	Probably would have	Definitely would have	-	Probably not	Definitely would have	Definitely would have	Definitely not
... five years of when you did?	Probably would have	-	-	50-50 chance	-	-	Definitely not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed fewer units	Installed equipment more efficient than	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Installed equipment more efficient than	Done nothing (keep the existing equipmen
NTGR SCORE	0.43	0.38	0.19	0.71	0.37	0.33	0.63

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_1043	AD3_SM_1050	AD3_SM_1057	AD3_SM_1059	AD3_SM_1068	AD3_SM_1076	AD3_SM_1107
Program Domain	PGE21035	PGE21011	PGE2223	PGE2223	PGE2223	PGE21031	PGE2223
Score 1:							
Highest Program Influence Score	10	8	9	7	7	10	10
Highest Non-program Influence Score	7	8	8	8	10	9	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.00	5.29	4.67	6.36	5.26	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	8	8	7	7	7	10
Information provided through study, audit or other technical assistance provided	7	6	8	7	-	9	9
Information from your utility or program training course	-	-	-	-	-	-	0
Information from your utility or program marketing materials	3	6	6	5	0	4	0
Recommendation from program staff	-	-	7	7	0	-	8
Suggestion by your utility account rep	9	7	0	6	0	10	9
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	9	-	7	10	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	7	-	8	-	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	0
Recommendation from a vendor	6	8	2	8	6	8	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	0
Age or condition of the old equipment	-	7	5	8	10	-	5
Previous experience with this same measure	5	7	6	5	0	1	0
Previous experience with this program	5	8	5	5	4	5	7
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	8
Standard practice in your industry	7	8	8	5	4	5	7
Corporate policy or guidelines	7	8	0	3	0	9	8
Improved product quality	-	-	-	-	-	-	8
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	7
Improved plant safety	-	-	-	-	-	-	0
Compliance with your organization's normal maintenance or equipment replacement	8	8	8	8	0	8	0
Other, such as non-energy benefits	No	No	Yes, time of day pricing	No	No	No	none
Importance of other factor	-	-	6	-	-	-	0
Score 2 -- Program Influence (Relative Importance) Score	5	4	6	4	2	3	8
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	2	6	2	1	3	8
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	Before	Before	After	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4	6	4	2	3	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	6	4	6	8	7	2
Score 3 -- No-Program Score	3.00	6.00	1.00	0.00	0.00	3.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	4	9	10	10	7	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	6	-	-	-	-	10	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	5	1	10	10	8	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	50-50 chance	Definitely would have	-	-	Probably not	definitely not
... three years of when you did?	-	Probably would have	-	-	-	Definitely would have	probably not
... five years of when you did?	-	Definitely would have	-	-	-	-	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Do Something else (specify)	leave in place/repair as necessary
NTGR SCORE	0.37	0.43	0.41	0.22	0.25	0.38	0.79

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_114	AD3_SM_115	AD3_SM_123	AD3_SM_160	AD3_SM_161	AD3_SM_162	AD3_SM_169
Program Domain	PGE21011	PGE21011	PGE21011	PGE21011	PGE21011	PGE21011	PGE21035
Score 1:							
Highest Program Influence Score	10	10	10	10	10	10	7
Highest Non-program Influence Score	10	10	10	10	10	10	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	10	10	10	6
Information provided through study, audit or other technical assistance provided	10	10	10	10	10	10	5
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	7	7	7	7	7	7	4
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	8	8	8	8	8	8	7
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	10	10	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	5
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	10	10	10	10	10	10	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	10	10	10	10	10	7
Previous experience with this same measure	5	5	5	5	5	5	7
Previous experience with this program	5	5	5	5	5	5	6
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	10	10	10	10	10	5
Corporate policy or guidelines	8	8	8	8	8	8	-
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	8	8	8	8	-
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	10	10	10	10	10	10	4
Score 2 -- Relative importance score reduced by half if learned after decision	10	10	10	10	10	10	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	10	10	10	10	10	10	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	0	0	0	0	0	0	6
Score 3 -- No-Program Score	5.00	5.00	5.00	5.00	5.00	5.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	5	5	5	5	5	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	5	5	5	5	5	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Probably not	Probably not	Probably not	Probably not	Probably not	50-50 chance
... three years of when you did?	50-50 chance	50-50 chance	50-50 chance	50-50 chance	50-50 chance	50-50 chance	Definitely would have
... five years of when you did?	50-50 chance	50-50 chance	50-50 chance	50-50 chance	50-50 chance	50-50 chance	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	Installed equipment more efficient than	Installed equipment more efficient than	Installed equipment more efficient than	Installed equipment more efficient than	Installed equipment more efficient than	Installed equipment more efficient than
NTGR SCORE	0.67	0.67	0.67	0.67	0.67	0.67	0.50

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_172	AD3_SM_210	AD3_SM_213	AD3_SM_254	AD3_SM_287	AD3_SM_3	AD3_SM_30
Program Domain	PGE21031	PGE21035	PGE21021	SW EW/LG	PGE21011	PGE21035	PGE2223
Score 1:							
Highest Program Influence Score	10	8	5	8	8	9	9
Highest Non-program Influence Score	10	8	7	10	8	9	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	4.17	4.44	5.00	5.00	5.29
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	5	8	8	8	9
Information provided through study, audit or other technical assistance provided	10	8	DON'T KNOW	n/a	6	9	9
Information from your utility or program training course	-	-	-	n/a	-	-	2
Information from your utility or program marketing materials	10	0	0	n/a	6	6	n/a
Recommendation from program staff	-	-	-	8	-	-	7
Suggestion by your utility account rep	10	8	0	8	7	8	2
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	-	0	-	-	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	8	4	8	7	9	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	0	-	-	0
Recommendation from a vendor	10	8	7	0	8	8	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	0	-	-	0
Age or condition of the old equipment	-	-	0	n/a	7	8	5
Previous experience with this same measure	9	8	7	10	7	8	8
Previous experience with this program	10	8	0	n/a	8	DON'T KNOW	8
A recommendation from an auditor or consulting engineer	-	-	-	10	-	-	0
Standard practice in your industry	10	DON'T KNOW	2	10	8	8	4
Corporate policy or guidelines	10	8	0	10	8	8	6
Improved product quality	-	-	-	10	-	-	n/a
Compliance with rules or codes set by regulatory agencies	-	-	-	n/a	-	-	0
Improved plant safety	-	-	-	n/a	-	-	n/a
Compliance with your organization's normal maintenance or equipment replacement	10	8	5	8	8	9	3
Other, such as non-energy benefits	No	No	No	none	No	No	none
Importance of other factor	-	-	-	0	-	-	0
Score 2 -- Program Influence (Relative Importance) Score	7	-	4	4	4	7	7
Score 2 -- Relative importance score reduced by half if learned after decision	7	-	2	2	2	7	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	Before	before	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	99	4	4	4	7	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	99	6	6	6	3	3
Score 3 -- No-Program Score	3.00	5.00	7.00	0.00	6.00	6.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	5	3	10	4	4	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	3	5	-	0	-	-	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	2	5	10	0	5	2	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Probably would have	-	not asked	50-50 chance	Probably not	definitely not
... three years of when you did?	-	DON'T KNOW	-	not asked	Probably would have	50-50 chance	definitely not
... five years of when you did?	-	-	-	not asked	Definitely would have	Probably would have	definitely not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Do Something else (specify)	Installed EXACTLY what we did through th	same as through program	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	repair or overhaul existing equipment
NTGR SCORE	0.50	0.50	0.44	0.10	0.43	0.60	0.74

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_303	AD3_SM_317	AD3_SM_318	AD3_SM_383	AD3_SM_4	AD3_SM_436	AD3_SM_47
Program Domain	SW CA DOC	SW UC/CSU Group	SW UC/CSU Group	PGE21011	Other 3P PGE Group	PGE21011	PGE2223
Score 1:							
Highest Program Influence Score	10	10	10	10	10	8	9
Highest Non-program Influence Score	10	8	8	10	10	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	6.25	6.25	5.00	5.00	5.00	5.29
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	10	8	6	9
Information provided through study, audit or other technical assistance provided	9	2	8	9	10	5	9
Information from your utility or program training course	n/a	-	-	n/a	0	-	2
Information from your utility or program marketing materials	n/a	3	7	9	0	4	n/a
Recommendation from program staff	8.5	8	7	9	10	-	7
Suggestion by your utility account rep	8.5	0	7	9	7	3	2
Payback on the investment P (score if rebate moved into range, 0 else)	9.5	0	10	9	10	8	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	-	0	0	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	0	7	-	0
Recommendation from a vendor	0	2	5	9	7	8	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	-	-	9	0	-	0
Age or condition of the old equipment	6.5	-	-	10	7.5	-	5
Previous experience with this same measure	9	6	3	n/a	10	8	8
Previous experience with this program	10	8	8	n/a	5	5	8
A recommendation from an auditor or consulting engineer	8.5	-	-	9	0	-	0
Standard practice in your industry	0	3	5	10	2.5	6	4
Corporate policy or guidelines	0	0	0	9	2.5	7	6
Improved product quality	8.5	-	-	8	10	-	n/a
Compliance with rules or codes set by regulatory agencies	n/a	-	-	9	0	-	0
Improved plant safety	10	-	-	n/a	0	-	n/a
Compliance with your organization's normal maintenance or equipment replacement	9	0	6	9	0	8	3
Other, such as non-energy benefits	none	No	No	expansion needs of the business	0	No	none
Importance of other factor	0	-	-	10	0	-	0
Score 2 -- Program Influence (Relative Importance) Score	9	8	8	5	7	3	7
Score 2 -- Relative importance score reduced by half if learned after decision	9	8	8	5	7	1.5	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	After	After	after	after	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	7	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	9	8	8	5	7	3	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	1	2	2	5	3	7	3
Score 3 -- No-Program Score	10.00	10.00	6.00	DISCARD	7.00	2.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	0	4	8	3	8	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	0	-	0	3	8	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	2	0	0	8	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	not asked	Definitely not	Definitely not	not asked	0	50-50 chance	definitely not
... three years of when you did?	not asked	Probably not	Probably would have	not asked	0	Probably would have	definitely not
... five years of when you did?	not asked	50-50 chance	Probably would have	not asked	0	Probably would have	definitely not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	do nothing	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	cheaper state with lower energy costs	0	Installed EXACTLY what we did through th	repair or overhaul existing equipment
NTGR SCORE	0.80	0.81	0.68	0.50	0.63	0.28	0.74

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_486	AD3_SM_522	AD3_SM_560	AD3_SM_58	AD3_SM_603	AD3_SM_609	AD3_SM_624
Program Domain	PGE21011	PGE21011	PGE2225	PGE2223	SW EW/LG	SW EW/LG	RCx Group
Score 1:							
Highest Program Influence Score	10	8	10	9	9	10	10
Highest Non-program Influence Score	9	8	10	8	9	10	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.29	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	10	9	9	10	10
Information provided through study, audit or other technical assistance provided	9	6	8	9	8	-	7
Information from your utility or program training course	-	-	NA	2	-	-	-
Information from your utility or program marketing materials	5	6	4	n/a	4	8	7
Recommendation from program staff	-	-	4	7	-	0	3
Suggestion by your utility account rep	10	7	NA	2	7	0	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	10	7	7	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	7	0	0	-	8	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	5	0	-	-	-
Recommendation from a vendor	10	8	5	0	8	6	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	0	0	-	-	-
Age or condition of the old equipment	7	7	0	5	4	-	0
Previous experience with this same measure	6	7	0	8	2	10	7
Previous experience with this program	9	8	10	8	3	10	0
A recommendation from an auditor or consulting engineer	-	-	10	0	-	-	-
Standard practice in your industry	6	8	3	4	9	9	2
Corporate policy or guidelines	1	8	0	6	7	-	0
Improved product quality	-	-	NA	n/a	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	4	0	-	-	-
Improved plant safety	-	-	NA	n/a	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	NA	3	7	-	10
Other, such as non-energy benefits		Yes, ability of PG&E, Pelican Wireless, and us to all work together find					
Importance of other factor	10	No	0	none	No	No	No
Score 2 -- Program Influence (Relative Importance) Score	6	4	8	7	8	2	5
Score 2 -- Relative importance score reduced by half if learned after decision	6	2	8	7	4	1	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	DON'T KNOW	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	4	8	7	8	2	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	6	2	3	2	8	5
Score 3 -- No-Program Score	9.00	6.00	8.00	10.00	7.00	10.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	1	4	2	0	3	0	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	0	0	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	5	0	0	1	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	50-50 chance	0	definitely not	Probably not	Definitely not	DON'T KNOW
... three years of when you did?	Definitely not	Probably would have	0	definitely not	Probably would have	50-50 chance	-
... five years of when you did?	Definitely not	Definitely would have	0.25	definitely not	Probably would have	50-50 chance	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Repaired/rewound or overhaul the existin	Install std efficiency or whatever reqd by code	repair or overhaul existing equipment	Repaired/rewound or overhaul the existin	Done nothing (keep the existing equipment)	Do Something else (specify)
NTGR SCORE	0.67	0.43	0.70	0.74	0.53	0.53	0.58

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_627	AD3_SM_665	AD3_SM_692	AD3_SM_7	AD3_SM_703	AD3_SM_741	AD3_SM_744
Program Domain	PGE21021	PGE2223	PGE21031	PGE21035	SW CCC Group	Other 3P PGE Group	Other 3P PGE Group
Score 1:							
Highest Program Influence Score	8	8	8	8	9	7	10
Highest Non-program Influence Score	9	9	7	9	10	7	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.33	5.33	4.71	4.74	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	8	7	8	8	7	10
Information provided through study, audit or other technical assistance provided	5	6	7	7	7	7	10
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	1	5	3	6	8	5	5
Recommendation from program staff	-	6	-	-	-	7	9
Suggestion by your utility account rep	8	6	7	8	9	5	9
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	8	-	-	7	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	5	-	-	9	10	-	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	1	9	0	6	6	7	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	9	4	-	-	-	6	10
Previous experience with this same measure	0	3	7	4	6	5	9
Previous experience with this program	9	9	2	5	8	0	9
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	7	5	5	4	7	7	9
Corporate policy or guidelines	5	5	5	5	-	7	-
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	7	5	7	-	7	-
Other, such as non-energy benefits	No	No	No	No	No	Yes, the quality of the unit, warrantee, lifespan and service of the unit	No
Importance of other factor	-	-	-	-	-	7	-
Score 2 -- Program Influence (Relative Importance) Score	3	7	4	4	5	5	10
Score 2 -- Relative importance score reduced by half if learned after decision	3	7	4	4	5	5	10
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	7	4	4	5	5	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	3	6	6	5	5	0
Score 3 -- No-Program Score	1.00	6.00	5.00	2.00	6.00	6.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	9	4	5	8	4	4	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	4	8	3	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	9	2	4	8	2	6	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably not	50-50 chance	Definitely would have	Definitely not	50-50 chance	Definitely not
... three years of when you did?	-	50-50 chance	Probably would have	-	Probably not	Probably would have	Definitely not
... five years of when you did?	-	50-50 chance	Probably would have	-	50-50 chance	Definitely would have	Definitely not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed equipment more efficient than	Repaired/rewound or overhaul the existin	Done nothing (keep the existing equipmen
NTGR SCORE	0.30	0.61	0.48	0.36	0.52	0.53	0.83

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_747	AD3_SM_748	AD3_SM_749	AD3_SM_751	AD3_SM_779	AD3_SM_784	AD3_SM_790
Program Domain	PGE21011	RCx Group	PGE21011	PGE21011	PGE21021	PGE21011	Other 3P PGE Group
Score 1:							
Highest Program Influence Score	10	10	10	9	4	10	10
Highest Non-program Influence Score	10	10	10	8	10	9	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.56	5.56	5.29	2.86	5.56	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	9	10	3	4	10	8
Information provided through study, audit or other technical assistance provided	7	10	7	2	2	9	0
Information from your utility or program training course	-	-	-	-	-	-	0
Information from your utility or program marketing materials	5	6	5	3	4	5	0
Recommendation from program staff	-	9	-	-	-	-	0
Suggestion by your utility account rep	5	10	5	1	2	2	0
Payback on the investment P (score if rebate moved into range, 0 else)	9	10	9	9	-	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	10	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	0
Recommendation from a vendor	4	5	4	8	6	10	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	0
Age or condition of the old equipment	-	4	-	-	6	-	0
Previous experience with this same measure	8	8	8	5	6	2	5
Previous experience with this program	10	10	10	5	2	9	5
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	8
Standard practice in your industry	6	5	6	8	2	2	2
Corporate policy or guidelines	0	7	0	3	-	8	0
Improved product quality	-	-	-	-	-	-	1
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	0
Improved plant safety	-	-	-	-	-	-	0
Compliance with your organization's normal maintenance or equipment replacement	2	8	2	5	-	2	0
Other, such as non-energy benefits	No	Yes, upgrade - equipment operates smoother & better	No	Yes, operating cost reduction	No	No	increased production capacity
Importance of other factor	-	8	-	8	-	-	7
Score 2 -- Program Influence (Relative Importance) Score	5	8	5	5	2	5	6.67
Score 2 -- Relative importance score reduced by half if learned after decision	5	8	5	5	1	5	6.67
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	Before	After	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	8	5	5	2	5	6.67
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	2	5	5	8	5	3.33
Score 3 -- No-Program Score	10.00	10.00	10.00	7.00	0.00	7.00	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	0	0	3	10	3	3
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	0	3	-	3	3
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	3	8	DON'T KNOW	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Definitely not	Probably not	Probably not	Definitely would have	-	0
... three years of when you did?	Probably not	Definitely not	Probably not	50-50 chance	-	-	0
... five years of when you did?	Probably not	Definitely not	Probably not	Probably would have	-	-	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Repaired/rewound or overhaul the existing	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Done nothing (keep the existing equipment)	0
NTGR SCORE	0.69	0.79	0.69	0.58	0.13	0.59	0.64

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_80	AD3_SM_804	AD3_SM_809	AD3_SM_81	AD3_SM_817	AD3_SM_84	AD3_SM_845
Program Domain	PGE21035	PGE21011	PGE21031	PGE21021	PGE21035	PGE21031	PGE21021
Score 1:							
Highest Program Influence Score	7	9	10	5	8	9	5
Highest Non-program Influence Score	10	9	8	10	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.12	5.00	5.56	3.33	5.00	4.74	3.57
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	0	7	10	5	5	9	DON'T KNOW
Information provided through study, audit or other technical assistance provided	-	5	8	0	1	0	-
Information from your utility or program training course	-	-	-	0	-	n/a	-
Information from your utility or program marketing materials	7	6	10	0	2	n/a	4
Recommendation from program staff	-	-	-	5	-	0	-
Suggestion by your utility account rep	0	8	10	0	1	0	5
Payback on the investment P (score if rebate moved into range, 0 else)	-	9	-	0	8	0	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	8	10	-	10	7
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	0	-	0	-
Recommendation from a vendor	0	6	5	9	8	0	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	9	-	0	-
Age or condition of the old equipment	8	-	-	0	-	n/a	10
Previous experience with this same measure	8	8	8	8	8	10	8
Previous experience with this program	0	9	8	7	8	n/a	5
A recommendation from an auditor or consulting engineer	-	-	-	0	-	1	-
Standard practice in your industry	10	6	8	8	8	6.5	8
Corporate policy or guidelines	9	9	5	0	1	9	9
Improved product quality	-	-	-	0	-	8	-
Compliance with rules or codes set by regulatory agencies	-	-	-	0	-	n/a	-
Improved plant safety	-	-	-	0	-	not asked	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	5	0	1	n/a	8
Other, such as non-energy benefits	No	No	No	none	No	0	No
Importance of other factor	-	-	-	0	-	0	-
Score 2 -- Program Influence (Relative Importance) Score	0	10	5	2	2	3	3
Score 2 -- Relative importance score reduced by half if learned after decision	0	5	5	1	1	3	1.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	Before	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	0	10	5	2	2	3	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	10	0	5	8	8	7	7
Score 3 -- No-Program Score	0.00	4.00	8.00	0.00	0.00	5.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	6	2	10	10	5	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	0	10	5	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	5	2	0	10	5	6
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	50-50 chance	Probably would have	definitely	-	50-50 chance	DON'T KNOW
... three years of when you did?	-	Probably would have	Probably would have	0	-	50-50 chance	-
... five years of when you did?	-	Probably would have	Probably would have	0	-	Definitely would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed standard efficiency equipment	no change - would have done the same	Repaired/rewound or overhaul the existin	n/a	Do Something else (specify)
NTGR SCORE	0.14	0.47	0.62	0.05	0.20	0.42	0.24

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_849	AD3_SM_856	AD3_SM_891	AD3_SM_896	AD3_SM_917	AD3_SM_921	AD3_SM_927
Program Domain	PGE21035	PGE21031	PGE21031	PGE21031	SW EW/LG	SW UC/CSU Group	SW EW/LG
Score 1:							
Highest Program Influence Score	8	10	8	9	9	9	10
Highest Non-program Influence Score	8	10	8	10	9	9	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	DISCARD	5.00	4.74	5.00	5.00	6.67
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	10	8	8	9	9	10
Information provided through study, audit or other technical assistance provided	1	0	8	9	7	7	5
Information from your utility or program training course	-	0	-	-	-	-	-
Information from your utility or program marketing materials	2	0	7	9	8	8	3
Recommendation from program staff	-	0	-	-	8	9	10
Suggestion by your utility account rep	1	0	8	8	8	6	8
Payback on the investment P (score if rebate moved into range, 0 else)	8	10	-	8	-	9	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	0	8	-	7	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	-	-	-	-	-
Recommendation from a vendor	8	0	7	8	8	7	6
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	0	-	-	-	-	-
Age or condition of the old equipment	-	0	-	9	9	-	8
Previous experience with this same measure	8	0	5	9	5	9	5
Previous experience with this program	8	10	2	8	9	9	6
A recommendation from an auditor or consulting engineer	-	0	-	-	-	-	-
Standard practice in your industry	8	0	4	8	9	5	5
Corporate policy or guidelines	1	10	-	10	-	8	3
Improved product quality	-	0	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	0	-	-	-	-	-
Improved plant safety	-	0	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	1	0	-	10	-	5	5
Other, such as non-energy benefits	No	Meeting growing conditions and product requirements	Yes, lower noise level	Yes, the green business orientation that our business has and helping	Yes, efficiency from environmental and economic perspective	Yes, timing, fit around our schedule	No
Importance of other factor	-	10	6	9	9	5	-
Score 2 -- Program Influence (Relative Importance) Score	2	10	5	6	6	5	10
Score 2 -- Relative importance score reduced by half if learned after decision	1	10	5	6	6	5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	AFTER	After	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	2	10	5	6	6	5	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	8	0	5	4	4	5	0
Score 3 -- No-Program Score	0.00	10.00	7.00	4.00	8.00	3.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	0	3	6	2	7	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	10	0	2	-	-	4	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	0	2	2	1	4	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	0	Probably not	50-50 chance	Definitely not	Definitely not	50-50 chance
... three years of when you did?	-	0	Probably not	Definitely would have	Probably not	50-50 chance	Definitely would have
... five years of when you did?	-	0	Probably not	-	Probably would have	Probably would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	keep existing equipment as is	Installed standard efficiency equipment	Installed equipment more efficient than	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th
NTGR SCORE	0.20	1.00	0.57	0.49	0.63	0.43	0.59

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_943	AD3_SM_954	AD3_SM_983	AD3_WB_12	AD3_WB_18	AD3_WB_19	AD3_WB_24
Program Domain	PGE21035	Other 3P PGE Group	PGE21011	SW CCC Group	SW CCC Group	SW CCC Group	SW CCC Group
Score 1:							
Highest Program Influence Score	3	10	8	10	10	10	10
Highest Non-program Influence Score	10	10	0	9.5	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	2.31	5.00	10.00	5.13	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	3	10	8	10	10	10	10
Information provided through study, audit or other technical assistance provided	-	-	8	8.5	8	8	8
Information from your utility or program training course	-	-	-	4	8	8	8
Information from your utility or program marketing materials	3	6	0	7	9	9	9
Recommendation from program staff	-	8	-	n/a	7	7	7
Suggestion by your utility account rep	2	2	8	8.5	7	7	7
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	-	10	9	9	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	10	-	0	0	0	0	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	0	0	0	0
Recommendation from a vendor	5	8	5	5	7	7	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	5	7	7	7
Age or condition of the old equipment	-	10	-	9	9.5	9.5	9.5
Previous experience with this same measure	3	3	0	5.5	8	8	8
Previous experience with this program	3	0	0	8	9	9	9
A recommendation from an auditor or consulting engineer	-	-	-	7	8.5	8.5	8.5
Standard practice in your industry	3	8	0	5	5	5	5
Corporate policy or guidelines	-	5	-	0	9	9	9
Improved product quality	-	-	-	9.5	9	9	9
Compliance with rules or codes set by regulatory agencies	-	-	-	n/a	10	10	10
Improved plant safety	-	-	-	n/a	n/a	n/a	n/a
Compliance with your organization's normal maintenance or equipment replacement	-	8	-	n/a	9	9	9
Other, such as non-energy benefits	No	Yes, timing; this came through during a non critical time for us	No	none	none	none	none
Importance of other factor	-	10	-	0	0	0	0
Score 2 -- Program Influence (Relative Importance) Score	3	7	8	5	2	2	2
Score 2 -- Relative importance score reduced by half if learned after decision	1.5	3.5	8	5	2	2	2
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	after	after	after	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	7	8	0	2	2	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	3	2	0	8	8	8
Score 3 -- No-Program Score	0.00	2.00	10.00	10.00	0.00	0.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	8	0	0	10	10	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	10	-	0	0	0	0	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	5	0	0	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Definitely would have	Probably not	0	0	0	0
... three years of when you did?	-	-	Probably not	0	0	0	0
... five years of when you did?	-	-	Probably not	0	0	0	0
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed equipment more efficient than	0	same as through program	same as through program	same as through program
NTGR SCORE	0.13	0.35	0.93	0.67	0.10	0.10	0.10

Decision Maker NTG Scoring Worksheet

NewID	BD2_MA_52	BD2_SM_354	BD2_SM_359	BD2_SM_661	BD2_SM_951	BD3_SM_128	BD3_SM_215
Program Domain	SW CCC Group	PGE21011	PGE21011	SW CCC Group	PGE2223	SW EW/LG	SW EW/LG
Score 1:							
Highest Program Influence Score	9	9	4	10	10	9	10
Highest Non-program Influence Score	10	8	10	10	10	8	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.74	5.29	2.86	5.00	5.56	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	6	8	4	10	9	9	9
Information provided through study, audit or other technical assistance provided	8	N/A	4	10	8	DON'T KNOW	9
Information from your utility or program training course	-	5	-	-	-	-	-
Information from your utility or program marketing materials	7	6	3	2	8	DON'T KNOW	1
Recommendation from program staff	-	N/A	-	-	10	8	-
Suggestion by your utility account rep	9	6	3	10	10	9	5
Payback on the investment P (score if rebate moved into range, 0 else)	9	9	4	-	8	8	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	10	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	9	5	0	8	6	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	9	3	-	-	5	6	9
Previous experience with this same measure	9	8	7	10	8	2	9
Previous experience with this program	9	8	5	10	10	7	9
A recommendation from an auditor or consulting engineer	-	N/A	-	-	-	-	-
Standard practice in your industry	9	N/A	10	10	8	8	8
Corporate policy or guidelines	10	8	10	10	8	8	8
Improved product quality	-	N/A	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	N/A	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	7	N/A	7	10	8	9	10
Other, such as non-energy benefits	No	No, not really. We have a goal to reduce GHG emissions by 25%, and	Yes, increasing the lifespan of our rooftop units.	No	Yes, recommendations from some other companies that had	No	No
Importance of other factor	-	-	8	-	8	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	4	6	4	8	6	5
Score 2 -- Relative importance score reduced by half if learned after decision	2	2	6	2	8	3	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	BOTH	After	Before	After	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	4	6	4	8	6	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	6	4	6	2	4	5
Score 3 -- No-Program Score	3.00	7.00	0.00	2.00	10.00	4.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	3	10	8	0	6	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	7	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	-	7	10	0	6	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Probably not	Definitely would have	-	Definitely not	Definitely not	Definitely not
... three years of when you did?	-	50-50 chance	-	-	Definitely not	Probably not	Probably not
... five years of when you did?	-	Probably would have	-	-	Probably not	Definitely would have	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Something else	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th
NTGR SCORE	0.32	0.54	0.30	0.30	0.79	0.40	0.35

Decision Maker NTG Scoring Worksheet

NewID	BD3_SM_69	MA_101	MA_105	MA_108	MA_110	MA_112	MA_12
Program Domain	SW CCC Group	SW UC/CSU Group	SW CCC Group	SW UC/CSU Group	SW UC/CSU Group	SW EW/LG	PGE21031
Score 1:							
Highest Program Influence Score	8	10	10	10	10	10	9
Highest Non-program Influence Score	7	8	10	10	7	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.33	5.88	5.56	5.56	5.56	5.00	4.74
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	10	7	10	10	10	9
Information provided through study, audit or other technical assistance provided	7	8	-	8	6	8	8
Information from your utility or program training course	-	7	-	-	0	-	-
Information from your utility or program marketing materials	7	5	9	4	0	DK	2
Recommendation from program staff	-	8	-	6	3	DK	-
Suggestion by your utility account rep	7	7	6	4	3	8	8
Payback on the investment P (score if rebate moved into range, 0 else)	7	-	10	4	10	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	7	-	-	-	10	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	0	0	0	-	0
Recommendation from a vendor	7	5	5	6	4	DK	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	5	5	6	4	-	0
Age or condition of the old equipment	-	5	10	6	7	10	-
Previous experience with this same measure	4	6	0	6	6	0	9
Previous experience with this program	4	8	0	10	0	0	9
A recommendation from an auditor or consulting engineer	-	5	-	-	6	-	-
Standard practice in your industry	4	5	5	5	3	8	5
Corporate policy or guidelines	7	5	8	8	3	10	DK
Improved product quality	-	7	-	-	9	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	8	-	-
Improved plant safety	-	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	5	3	0	6	0	10	0
Other, such as non-energy benefits	No	Yes, Occupant comfort	No	No	No	Yes, we were at complete failure	No
Importance of other factor	-	5	-	-	-	10	-
Score 2 -- Program Influence (Relative Importance) Score	8	8	5	7	7	0	5
Score 2 -- Relative importance score reduced by half if learned after decision	8	8	2.5	7	7	0	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	Before	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	8	5	7	7	0	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	2	5	3	3	10	5
Score 3 -- No-Program Score	4.00	10.00	3.00	6.00	9.00	0.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	6	0	7	4	1	10	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	0	-	-	1	-	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	0	4	2	0	10	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably would have	Definitely not	Probably would have	Definitely not	Probably not	-	Definitely not
... three years of when you did?	Probably would have	Definitely not	Definitely would have	Probably not	Probably not	-	Definitely not
... five years of when you did?	Definitely would have	Definitely not	-	Probably would have	Probably not	-	Definitely not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Do nothing (keep the existing equipment as is)	Installed fewer units	Repaired/rewound or overhaul the existing	Repair/rewind or overhaul the existing equipment	Installed equipment more efficient than	Done nothing (keep the existing equipment)
NTGR SCORE	0.58	0.80	0.37	0.62	0.72	0.17	0.66

Decision Maker NTG Scoring Worksheet

NewID	MA_120	MA_129	MA_131	MA_140	MA_156	MA_157	MA_161
Program Domain	SW CCC Group	PGE21031	PGE21011	PGE21011	PGE21011	PGE21011	PGE21021
Score 1:							
Highest Program Influence Score	10	10	7	10	10	10	8
Highest Non-program Influence Score	10	10	9	10	8	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	4.12	5.00	5.00	5.00	5.33
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	5	10	2.5	2.5	5
Information provided through study, audit or other technical assistance provided	8	10	7	10	N/A	N/A	4
Information from your utility or program training course	6	-	-	0	0	0	-
Information from your utility or program marketing materials	10	-	6	5	10	10	5
Recommendation from program staff	8	0	-	0	5	5	-
Suggestion by your utility account rep	8	0	7	10	10	10	6
Payback on the investment P (score if rebate moved into range, 0 else)	7	10	4	10	10	10	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	8	0	9	3	6.5	6.5	3
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	8	0	9	3	6.5	6.5	3
Age or condition of the old equipment	10	0	8	6	2	2	8
Previous experience with this same measure	8	0	0	6	6.5	6.5	7
Previous experience with this program	10	10	0	0	7	7	7
A recommendation from an auditor or consulting engineer	8	2	-	10	5	5	-
Standard practice in your industry	8	0	7	-	8	8	5
Corporate policy or guidelines	10	10	6	0	5.5	5.5	3
Improved product quality	10	0	-	7	10	10	-
Compliance with rules or codes set by regulatory agencies	10	2	-	0	10	10	-
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	10	0	8	N/A	10	10	6
Other, such as non-energy benefits	No	Yes, Growing Season	Yes, downtime	Yes, third party analysis estimated savings potential for various	Yes, catching my garbage haulers that aren't picking up when	Yes, catching my garbage haulers that aren't picking up when	No
Importance of other factor	-	10	10	10	6	6	-
Score 2 -- Program Influence (Relative Importance) Score	3	10	4	8	4	4	6
Score 2 -- Relative importance score reduced by half if learned after decision	3	5	2	8	2	2	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	Before	After	Before	Before	REFUSED
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	10	4	8	4	4	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	0	6	2	6	6	4
Score 3 -- No-Program Score	6.00	10.00	8.00	10.00	9.00	9.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	-	2	0	1	1	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	4	0	-	0	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	10	0	0	0	7
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	-	-	-	Definitely not	Definitely not	Probably would have
... three years of when you did?	Probably not	-	-	-	Probably not	Probably not	Definitely would have
... five years of when you did?	Probably not	-	-	-	50-50 chance	50-50 chance	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repair/rewind or overhaul the existing equipment	Do nothing (keep the existing equipment as is)	Do Something else (specify)	efficiency equipment or whatever required by code	efficient than code but less efficient than what you installed through	efficient than code but less efficient than what you installed through	Installed equipment more efficient than
NTGR SCORE	0.47	0.83	0.47	0.77	0.35	0.35	0.38

Decision Maker NTG Scoring Worksheet

NewID	MA_173	MA_173	MA_18	MA_182	MA_182	MA_196	MA_197
Program Domain	PGE21021	PGE21021	PGE21011	PGE21011	PGE21011	SW EW/LG	SW EW/LG
Score 1:							
Highest Program Influence Score	7	9	10	9	9	9	10
Highest Non-program Influence Score	10	5	8	8	9	9	9
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	4.12	4.74	5.00	4.74	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	7	2.5	5	3	7	9
Information provided through study, audit or other technical assistance provided	7	9	N/A	8	3	-	-
Information from your utility or program training course	-	7	0	-	-	-	-
Information from your utility or program marketing materials	0	3	10	7	3	2	2
Recommendation from program staff	-	-	5	-	-	8	-
Suggestion by your utility account rep	0	6	10	9	3	9	9
Payback on the investment P (score if rebate moved into range, 0 else)	-	7	10	8	9	8	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	10	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	0	0	0	0	0
Recommendation from a vendor	7	-	6.5	5	8	2	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	7	-	6.5	5	8	2	8
Age or condition of the old equipment	9	2	2	8	8	9	8
Previous experience with this same measure	0	0	6.5	8	9	6	8
Previous experience with this program	0	0	7	7	3	5	9
A recommendation from an auditor or consulting engineer	-	-	5	-	-	-	-
Standard practice in your industry	5	5	8	DK	6	9	8
Corporate policy or guidelines	0	0	5.5	7	9	7	2
Improved product quality	-	10	10	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	10	10	-	-	-	-
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	0	0	10	10	9	8	9
Other, such as non-energy benefits	Yes, natural gas savings	Yes	Yes, catching my garbage haulers that aren't picking up when	No	No	No	Yes, low interest loan and grant
Importance of other factor	8	DK	6	-	-	-	10
Score 2 -- Program Influence (Relative Importance) Score	3	6	4	4	3	1	3
Score 2 -- Relative importance score reduced by half if learned after decision	1.5	3	2	4	3	1	1.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	6	4	4	3	1	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	4	6	6	7	9	7
Score 3 -- No-Program Score	0.00	10.00	9.00	6.00	7.00	0.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	0	1	4	3	10	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	10	0	2	5	10	7
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	Definitely not	Probably not	Probably not	-	Probably not
... three years of when you did?	-	-	Probably not	50-50 chance	Probably would have	-	Probably would have
... five years of when you did?	-	-	50-50 chance	50-50 chance	Definitely would have	-	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed standard efficiency equipment	less efficient than what you installed through	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed fewer units
NTGR SCORE	0.19	0.59	0.35	0.49	0.50	0.20	0.28

Decision Maker NTG Scoring Worksheet

NewID	MA_199	MA_20	MA_202	MA_204	MA_213	MA_22	MA_225
Program Domain	SW UC/CSU Group	PGE21011	SW CCC Group	PGE21031	PGE21035	PGE21011	SW UC/CSU Group
Score 1:							
Highest Program Influence Score	10	10	9	2	10	10	10
Highest Non-program Influence Score	8	8	9	8	5	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	6.25	5.00	5.00	5.00	5.56	5.26	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	2.5	9	2	7	10	10
Information provided through study, audit or other technical assistance provided	8	N/A	7	0	5	8	10
Information from your utility or program training course	7	0	-	-	-	-	10
Information from your utility or program marketing materials	5	10	8	0	6	8	0
Recommendation from program staff	8	5	-	2	-	-	5
Suggestion by your utility account rep	7	10	8	0	8	10	-
Payback on the investment P (score if rebate moved into range, 0 else)	7	10	9	0	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	-
Recommendation from a vendor	5	6.5	7	0	0	8	N/A
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	5	6.5	7	0	0	8	-
Age or condition of the old equipment	5	2	8	8	-	8	1
Previous experience with this same measure	6	6.5	9	0	0	8	10
Previous experience with this program	8	7	9	2	0	10	10
A recommendation from an auditor or consulting engineer	5	5	-	-	-	-	10
Standard practice in your industry	5	8	8	0	5	9	5
Corporate policy or guidelines	5	5.5	8	2	0	9	7
Improved product quality	7	10	-	-	-	-	10
Compliance with rules or codes set by regulatory agencies	-	10	-	-	-	-	N/A
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	3	10	8	2	8	9	10
Other, such as non-energy benefits	Yes, Occupant comfort	Yes, catching my garbage haulers that aren't picking up when	No	No	No	No	Yes, Redundancy
Importance of other factor	5	6	-	-	-	-	7
Score 2 -- Program Influence (Relative Importance) Score	8	4	3	8	4	7	9
Score 2 -- Relative importance score reduced by half if learned after decision	8	2	3	4	2	3.5	9
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	Before	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	4	3	8	4	7	9
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	6	7	2	6	3	1
Score 3 -- No-Program Score	6.00	9.00	3.00	0.00	0.00	5.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	1	7	10	10	5	-
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	4	-	-	-	10	-	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	5	10	10	3	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Definitely not	Probably not	-	-	Probably would have	Definitely not
... three years of when you did?	50-50 chance	Probably not	50-50 chance	-	-	Probably would have	Definitely not
... five years of when you did?	50-50 chance	50-50 chance	Probably would have	-	-	Definitely would have	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	efficiency equipment or whatever required by code	efficient than code but less efficient than what you installed through	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed fewer units	Do nothing
NTGR SCORE	0.68	0.35	0.37	0.30	0.25	0.46	0.73

Decision Maker NTG Scoring Worksheet

NewID	MA_226	MA_228	MA_229	MA_230	MA_232	MA_234	MA_238
Program Domain	PGE21021	PGE21021	PGE21031	PGE21021	PGE21031	PGE21031	PGE21031
Score 1:							
Highest Program Influence Score	9	8	9	8	7	9	10
Highest Non-program Influence Score	10	10	9	8	6	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.74	4.44	5.00	5.00	5.38	6.43	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	8	9	5	6	8	10
Information provided through study, audit or other technical assistance provided	8	6	8	7	4	7	N/A
Information from your utility or program training course	-	0	2	5	5	8	N/A
Information from your utility or program marketing materials	8	6	2	6	3	5	N/A
Recommendation from program staff	-	5.5	-	-	-	9	0
Suggestion by your utility account rep	9	8	7	8	6	9	0
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	8	8	7	7	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	9	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	0	0	0	0	0	0	0
Recommendation from a vendor	0	5	5	6	0	9	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	5	5	6	0	9	10
Age or condition of the old equipment	-	8	2	8	-	N/A	8
Previous experience with this same measure	8	7	7	8	6	N/A	10
Previous experience with this program	9	0	6	8	5	10	10
A recommendation from an auditor or consulting engineer	-	6	2	-	-	N/A	N/A
Standard practice in your industry	0	10	0	8	DK	4	10
Corporate policy or guidelines	10	10	9	8	6	5	10
Improved product quality	-	8	2	-	-	N/A	7
Compliance with rules or codes set by regulatory agencies	-	10	2	-	-	N/A	-
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	10	9	2	8	5	N/A	-
Other, such as non-energy benefits	Yes, availability and quality of the measures	Yes, Public perception, public outreach.	No	Yes, previous experience with PG&E	No	Yes, reduction of odors.	No
Importance of other factor	9	9	-	8	-	5	-
Score 2 -- Program Influence (Relative Importance) Score	2	3	3.3	6	6	8	5
Score 2 -- Relative importance score reduced by half if learned after decision	1	1.5	3.3	3	6	8	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	2	3	3.3	6	6	8	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	8	7	6.7	4	4	2	5
Score 3 -- No-Program Score	2.00	3.00	9.00	2.00	5.00	6.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	7	1	8	5	-	-
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	7	-	-	-	4	10
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	0	0	7	3	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Definitely would have	-	Probably not	50-50 chance	Probably not	-
... three years of when you did?	-	-	-	50-50 chance	Probably not	50-50 chance	-
... five years of when you did?	-	-	-	Probably would have	Probably not	Probably would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	efficiency equipment or whatever required by code	efficient than code but less efficient than what you installed through	Installed equipment more efficient than	Installed standard efficiency equipment	N/A	-
NTGR SCORE	0.26	0.30	0.58	0.33	0.55	0.68	0.33

Decision Maker NTG Scoring Worksheet

NewID	MA_246	MA_255	MA_258	MA_260	MA_263	MA_268	MA_272
Program Domain	PGE21031	PGE21031	PGE21031	PGE21031	PGE21011	PGE21021	PGE21021
Score 1:							
Highest Program Influence Score	9	10	4	8	10	10	3
Highest Non-program Influence Score	8	10	8	7	10	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.29	5.00	3.33	5.33	5.00	5.00	2.50
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	10	2	8	10	8	3
Information provided through study, audit or other technical assistance provided	8	6	4	N/A	10	0	2
Information from your utility or program training course	8	5	-	N/A	0	1	-
Information from your utility or program marketing materials	8	2	2	N/A	5	1	3
Recommendation from program staff	-	-	-	6	0	8	-
Suggestion by your utility account rep	8	6	4	6	10	8	3
Payback on the investment P (score if rebate moved into range, 0 else)	9	10	-	8	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	8	-	-	0	7
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	0	0	0	0	0
Recommendation from a vendor	8	-	2	5	3	0	1
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	8	-	2	5	3	0	1
Age or condition of the old equipment	-	6	8	7	6	9	9
Previous experience with this same measure	8	8	0	7	6	10	6
Previous experience with this program	8	8	0	7	0	10	7
A recommendation from an auditor or consulting engineer	-	-	-	N/A	10	10	-
Standard practice in your industry	6	6	5	5	-	5	9
Corporate policy or guidelines	8	10	0	-	0	0	2
Improved product quality	-	10	-	8	7	n/a	-
Compliance with rules or codes set by regulatory agencies	-	8	-	-	0	n/a	-
Improved plant safety	0	0	0	0	0	9	0
Compliance with your organization's normal maintenance or equipment replacement	8	8	2	-	N/A	9	7
Other, such as non-energy benefits	No	No	No	No	Yes, third party analysis estimated savings potential for various	n/a	No
Importance of other factor	-	-	-	-	10	0	-
Score 2 -- Program Influence (Relative Importance) Score	8	6	2	3.5	8	6	2
Score 2 -- Relative importance score reduced by half if learned after decision	8	3	1	3.5	8	6	1
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	Before	After	After	after	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	6	2	3.5	8	6	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	4	8	6.5	2	4	8
Score 3 -- No-Program Score	4.00	8.00	0.00	3.00	10.00	7.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	6	2	10	7	0	3	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	0	0	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	6	1	10	0	0	0	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	Definitely not	-	Don't know	Definitely not	definitely not	-
... three years of when you did?	Definitely would have	50-50 chance	-	Probably would have	Probably not	definitely not	-
... five years of when you did?	-	Probably would have	-	Definitely would have	Probably not	50-50	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	less efficient than what you installed through	efficiency equipment or whatever required by code or repair/rewind or	install fewer units	Installed EXACTLY what we did through th
NTGR SCORE	0.58	0.53	0.14	0.39	0.77	0.60	0.12

Decision Maker NTG Scoring Worksheet

NewID	MA_275	MA_283	MA_285	MA_30	MA_305	MA_307	MA_307
Program Domain	PGE21021	SW EW/LG	PGE2222	PGE21031	PGE2222	PGE2222	PGE2222
Score 1:							
Highest Program Influence Score	6	10	8.5	10	7	8.5	8.5
Highest Non-program Influence Score	10	8	5.5	7	7.5	5.5	5.5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	3.75	5.00	5.31	5.00	4.12	6.07	5.31
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	0	10	3.5	10	7	8.5	3.5
Information provided through study, audit or other technical assistance provided	2	-	4.5	10	3	4.5	4.5
Information from your utility or program training course	-	-	N/A	N/A	N/A	N/A	N/A
Information from your utility or program marketing materials	6	2	N/A	N/A	N/A	N/A	N/A
Recommendation from program staff	-	1	2	8	7	N/A	2
Suggestion by your utility account rep	0	8	1.5	7	N/A	N/A	1.5
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	8.5	10	7	8.5	8.5
Payback on the investment NP (score if rebate did not affect PB, 0 else)	0	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	0	0	0	0	0	0	0
Recommendation from a vendor	0	5	0	7	7	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	5	0	7	7	0	0
Age or condition of the old equipment	-	-	0.5	5	N/A	N/A	0.5
Previous experience with this same measure	10	1	3.5	0	N/A	4.5	3.5
Previous experience with this program	5	1	5.5	0	7.5	5.5	5.5
A recommendation from an auditor or consulting engineer	-	-	N/A	N/A	N/A	N/A	N/A
Standard practice in your industry	8	8	5	5	2	5	5
Corporate policy or guidelines	-	8	N/A	0	4	N/A	N/A
Improved product quality	-	-	N/A	0	N/A	N/A	N/A
Compliance with rules or codes set by regulatory agencies	-	-	N/A	0	N/A	N/A	N/A
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	-	10	N/A	0	N/A	N/A	N/A
Other, such as non-energy benefits	No	No	improved controls, produce solids rather than sand	Yes, Good PR Media for sustainability (8) and Capital Availability (10)	Yes, constraints on energy supply, savings helped reduce load;	change process flow	improved controls, produce solids rather than sand
Importance of other factor	-	-	7.5	10	10	5.5	7.5
Score 2 -- Program Influence (Relative Importance) Score	6	5	3	7.5	4	7	3
Score 2 -- Relative importance score reduced by half if learned after decision	6	5	3	7.5	4	7	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	5	3	7.5	4	7	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	5	7	2.5	6	3	7
Score 3 -- No-Program Score	0.00	3.00	3.00	8.00	4.00	5.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	7	7	-	6	5	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	9	1	-	2	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	9	1	0	0	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably would have	definitely	5	-	probably would have	definitely
... three years of when you did?	-	Probably would have	-	5	-	definitely would have	-
... five years of when you did?	-	Probably would have	-	5	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed fewer units	same as what did but fewer units	Do nothing (keep the existing equipment as is)	would have installed standard rod pump and no VFD	install fewer units - 6 to 8.	same as what did but fewer units
NTGR SCORE	0.33	0.43	0.38	0.68	0.40	0.60	0.38

Decision Maker NTG Scoring Worksheet

NewID	MA_307	MA_310	MA_311	MA_328	MA_359	MA_374	MA_41
Program Domain	PGE2222	PGE2222	PGE2222	PGE2222	PGE2223	PGE2223	SW CA State
Score 1:							
Highest Program Influence Score	8.5	8	8.5	7	8	8	10
Highest Non-program Influence Score	8	7.5	8	8	10	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.15	5.00	5.15	4.67	4.44	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	7	5	7	5	8	10
Information provided through study, audit or other technical assistance provided	4.5	7	4.5	N/A	6	-	10
Information from your utility or program training course	N/A	0	N/A	N/A	-	-	-
Information from your utility or program marketing materials	N/A	0	N/A	N/A	4	5	10
Recommendation from program staff	1.5	N/A	1.5	2.5	6	8	-
Suggestion by your utility account rep	0	N/A	0	N/A	7	4	10
Payback on the investment P (score if rebate moved into range, 0 else)	8.5	8	8.5	7	8	8	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	-	0
Recommendation from a vendor	0	0	0	0	5	-	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	0	0	5	-	5
Age or condition of the old equipment	5	N/A	5	8	8	3	-
Previous experience with this same measure	8	7.5	8	8	10	7	8
Previous experience with this program	5	N/A	5	8	8	8	8
A recommendation from an auditor or consulting engineer	N/A	N/A	N/A	N/A	7	7	-
Standard practice in your industry	4	5.5	4	8	10	4	8
Corporate policy or guidelines	N/A	N/A	N/A	8	10	3	8
Improved product quality	N/A	N/A	N/A	N/A	-	-	-
Compliance with rules or codes set by regulatory agencies	N/A	N/A	N/A	N/A	-	-	-
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	N/A	N/A	N/A	6	10	7	10
Other, such as non-energy benefits	did away with high pressure	Yes, longer pump life	did away with high pressure	No	No	Yes, reduced downtime	No
Importance of other factor	6.5	8	6.5	7	-	8	-
Score 2 -- Program Influence (Relative Importance) Score	6.5	4	6.5	3.5	10	4	5
Score 2 -- Relative importance score reduced by half if learned after decision	6.5	4	6.5	3.5	10	4	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6.5	4	6.5	3.5	10	4	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3.5	6	3.5	6.5	0	6	5
Score 3 -- No-Program Score	2.00	5.00	2.00	3.00	2.00	1.00	9.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	5	8	7	8	9	1
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	5	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	0	8	4	1
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	definitely	probably would have	definitely	Probably not	50-50 chance	Definitely not	Definitely not
... three years of when you did?	-	probably would have	-	Probably would have	Definitely would have	50-50 chance	Definitely not
... five years of when you did?	-	definitely would have.	-	e tied to other equipment	-	Probably would have	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	same as what you did, same pace	repair/rewind existing equipment OR if nothing there, install fewer units	same as what you did, same pace	Repair/rewind or overhaul the existing equipment	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Installed standard efficiency equipment
NTGR SCORE	0.46	0.47	0.46	0.37	0.55	0.33	0.55

Decision Maker NTG Scoring Worksheet

NewID	MA_41	MA_430	MA_444	MA_446	MA_46	MA_473	MA_485
Program Domain	SW CA State	Other 3P PGE Group	PGE2222	Other 3P PGE Group	SW EW/LG	SW EW/LG	SW EW/LG
Score 1:							
Highest Program Influence Score	10	9	8.5	9	5	7	7
Highest Non-program Influence Score	10	9	8	9	10	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.15	5.00	3.33	4.67	4.67
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	7	5	9	5	6	6
Information provided through study, audit or other technical assistance provided	10	-	4.5	8	-	7	7
Information from your utility or program training course	-	6	N/A	-	-	N/A	N/A
Information from your utility or program marketing materials	10	3	N/A	5	4	-	-
Recommendation from program staff	-	9	1.5	8	-	7	7
Suggestion by your utility account rep	10	6	0	9	3	0	0
Payback on the investment P (score if rebate moved into range, 0 else)	10	9	8.5	9	-	7	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	10	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	8	2	0	8	8	7	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	8	2	0	8	8	7	7
Age or condition of the old equipment	-	8	5	-	7	4	4
Previous experience with this same measure	8	9	8	9	5	4	4
Previous experience with this program	10	8	5	9	4	7	7
A recommendation from an auditor or consulting engineer	-	-	N/A	-	-	N/A	N/A
Standard practice in your industry	8	6	4	5	3	8	8
Corporate policy or guidelines	10	DK	N/A	4	7	4	4
Improved product quality	-	-	N/A	-	-	5	5
Compliance with rules or codes set by regulatory agencies	-	-	N/A	-	-	N/A	N/A
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	10	7	N/A	7	6	N/A	N/A
Other, such as non-energy benefits	No	No	did away with high pressure	No	No	Yes, Public relations as a green company	Yes, Public relations as a green company
Importance of other factor	-	-	6.5	-	-	7	7
Score 2 -- Program Influence (Relative Importance) Score	5	3	6.5	8	4	7	7
Score 2 -- Relative importance score reduced by half if learned after decision	5	1.5	6.5	4	2	7	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	DON'T KNOW	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	3	6.5	8	4	7	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	7	3.5	2	6	3	3
Score 3 -- No-Program Score	0.00	1.00	2.00	7.00	4.00	4.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	9	8	3	6	6	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	3	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	5	0	3	8	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably would have	definitely	Definitely not	Definitely not	Probably not	Probably not
... three years of when you did?	-	Definitely would have	-	Probably not	Probably not	Probably not	Probably not
... five years of when you did?	-	-	-	50-50 chance	Probably not	Probably not	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	same as what you did, same pace	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Do nothing	Do nothing
NTGR SCORE	0.33	0.25	0.46	0.53	0.31	0.52	0.52

Decision Maker NTG Scoring Worksheet

NewID	MA_509	MA_516	MA_530	MA_531	MA_65	MA_66	MA_70
Program Domain	PGE2222	PGE2222	SW EW/LG	SW EW/LG	PGE21031	PGE21031	PGE21011
Score 1:							
Highest Program Influence Score	10	8.5	7	7	10	10	8
Highest Non-program Influence Score	10	10	8	8	9	9	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.59	4.67	4.67	5.26	5.26	4.44
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	6	6	9	9	6
Information provided through study, audit or other technical assistance provided	10	7.5	7	7	0	0	8
Information from your utility or program training course	N/A	N/A	N/A	N/A	2	2	-
Information from your utility or program marketing materials	N/A	N/A	-	-	1	1	6
Recommendation from program staff	10	8.5	7	7	1	1	-
Suggestion by your utility account rep	10	N/A	0	0	1	1	8
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	7	7	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	N/A	10	-	-	-	-	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	0	0	0	0	0	0	0
Recommendation from a vendor	0	0	7	7	8	8	6
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	7	7	8	8	6
Age or condition of the old equipment	N/A	5	4	4	2	2	7
Previous experience with this same measure	8	9.5	4	4	2	2	4
Previous experience with this program	10	N/A	7	7	1	1	4
A recommendation from an auditor or consulting engineer	N/A	N/A	N/A	N/A	9	9	-
Standard practice in your industry	10	N/A	8	8	5	5	2
Corporate policy or guidelines	N/A	N/A	4	4	7	7	-
Improved product quality	N/A	N/A	5	5	2	2	-
Compliance with rules or codes set by regulatory agencies	N/A	5	N/A	N/A	2	2	-
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	8	N/A	N/A	N/A	2	2	-
Other, such as non-energy benefits	Yes, automation benefits	Yes, improved reliability (5), better control of fluid injected (9)	Yes, Public relations as a green company	Yes, Public relations as a green company	No	No	No
Importance of other factor	10	9	7	7	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	7	7	7	6	6	4
Score 2 -- Relative importance score reduced by half if learned after decision	7	7	7	7	6	6	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	7	7	7	6	6	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	3	3	3	4	4	6
Score 3 -- No-Program Score	0.00	7.00	4.00	4.00	8.00	8.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	3	6	6	2	2	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	10	3	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	0	0	0	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	probably not	Probably not	Probably not	Definitely not	Definitely not	Probably would have
... three years of when you did?	-	50-50 chance	Probably not	Probably not	Probably not	Probably not	Definitely would have
... five years of when you did?	-	50-50 chance	Probably not	Probably not	Probably not	Probably not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	done nothing or install control valve	Do nothing	Do nothing	Do nothing, until we had equipment failure	Do nothing, until we had equipment failure	Repaired/rewound or overhaul the existin
NTGR SCORE	0.00	0.62	0.52	0.52	0.64	0.64	0.28

Decision Maker NTG Scoring Worksheet

NewID	MA_81	MA_93	MA_93	MA_97	MM_11	MM_11	MM_14
Program Domain	PGE21011	PGE21011	PGE21011	PGE21031	PGE2222	PGE2222	PGE2222
Score 1:							
Highest Program Influence Score	10	8	3	10	8.5	8.5	0
Highest Non-program Influence Score	10	9	7	10	5.5	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.26	4.71	3.00	5.00	5.31	5.15	0.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	7	3	9	3.5	5	0
Information provided through study, audit or other technical assistance provided	8	7	3	9	4.5	4.5	-
Information from your utility or program training course	-	-	-	-	N/A	N/A	-
Information from your utility or program marketing materials	8	7	3	8	N/A	N/A	0
Recommendation from program staff	-	-	-	-	2	1.5	-
Suggestion by your utility account rep	10	8	3	10	1.5	0	0
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	-	9	8.5	8.5	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	6	3	-	-	-	8
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	0	0	0	0	0	0	-
Recommendation from a vendor	8	8	5	6	0	0	-
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	8	8	5	6	0	0	-
Age or condition of the old equipment	8	7	-	8	0.5	5	-
Previous experience with this same measure	8	5	3	9	3.5	8	10
Previous experience with this program	10	5	5	9	5.5	5	0
A recommendation from an auditor or consulting engineer	-	-	-	-	N/A	N/A	-
Standard practice in your industry	9	9	7	9	5	4	8
Corporate policy or guidelines	9	7	7	10	N/A	N/A	0
Improved product quality	-	-	-	-	N/A	N/A	10
Compliance with rules or codes set by regulatory agencies	-	-	-	-	N/A	N/A	0
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	9	5	5	9	N/A	N/A	0
Other, such as non-energy benefits	No	Yes, fewer machines are easier to manage	No	No	improved controls, produce solids rather than sand	did away with high pressure	No
Importance of other factor	-	6	-	-	7.5	6.5	-
Score 2 -- Program Influence (Relative Importance) Score	7	5	3	6	3	6.5	0
Score 2 -- Relative importance score reduced by half if learned after decision	3.5	2.5	1.5	6	3	6.5	0
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	5	3	6	3	6.5	0
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	5	7	4	7	3.5	10
Score 3 -- No-Program Score	5.00	5.00	2.00	5.00	3.00	2.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	5	8	5	7	8	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	8	-	-	-	10
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	5	8	2	0	0	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably would have	50-50 chance	Definitely would have	Definitely not	definitely	definitely	-
... three years of when you did?	Probably would have	Probably would have	-	Definitely would have	-	-	-
... five years of when you did?	Definitely would have	Definitely would have	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed fewer units	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Installed fewer units	same as what did but fewer units	same as what you did, same pace	Done nothing (keep the existing equipment)
NTGR SCORE	0.46	0.41	0.22	0.53	0.38	0.46	0.00

Decision Maker NTG Scoring Worksheet

NewID	MM_17	MM_22	MM_24	MM_26	MM_3	MM_31	MM_35
Program Domain	PGE21021	PGE2222	PGE21021	Other 3P PGE Group	PGE2222	PGE21011	PGE2225
Score 1:							
Highest Program Influence Score	10	7	10	10	10	10	7.5
Highest Non-program Influence Score	10	7.5	10	10	10	9	7.5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	5.00	5.56	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	6	10	3	10	9	3.5
Information provided through study, audit or other technical assistance provided	N/A	3	N/A	10	10	10	N/A
Information from your utility or program training course	N/A	N/A	N/A	0	N/A	-	N/A
Information from your utility or program marketing materials	N/A	N/A	N/A	0	N/A	7	N/A
Recommendation from program staff	10	7	10	10	10	-	N/A
Suggestion by your utility account rep	10	N/A	10	10	10	8	N/A
Payback on the investment P (score if rebate moved into range, 0 else)	10	7	10	-	-	9	7.5
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	5	N/A	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	-	0
Recommendation from a vendor	2	7	2	8	0	-	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	2	7	2	8	0	-	0
Age or condition of the old equipment	5	1	5	10	N/A	6	N/A
Previous experience with this same measure	5	5	5	10	8	7	7.5
Previous experience with this program	9	7.5	9	10	10	9	7
A recommendation from an auditor or consulting engineer	N/A	N/A	N/A	10	N/A	-	6.5
Standard practice in your industry	4	2	4	10	10	8	1
Corporate policy or guidelines	10	4	10	10	N/A	8	N/A
Improved product quality	-	N/A	-	7	N/A	8	N/A
Compliance with rules or codes set by regulatory agencies	-	N/A	-	10	N/A	0	1.5
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	-	N/A	-	10	8	8	N/A
Other, such as non-energy benefits	Yes	Yes, constraints on energy supply, savings helped reduce load;	Yes	No	Yes, automation benefits	No	Yes, water savings
Importance of other factor	4	7	4	-	10	-	4.5
Score 2 -- Program Influence (Relative Importance) Score	6	4	6	5	7	5	2.5
Score 2 -- Relative importance score reduced by half if learned after decision	6	4	6	5	7	2.5	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	4	6	5	7	5	2.5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	6	4	5	3	5	7.5
Score 3 -- No-Program Score	8.50	6.00	8.50	0.00	0.00	4.00	1.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	1.5	4	1.5	10	10	6	9
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	1.5	4	1.5	10	10	-	9
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	0	0	6	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	probably not	-	Definitely would have	-	Definitely not	would not have been late
... three years of when you did?	-	probably would have	-	Definitely would have	-	Definitely not	would not have been late
... five years of when you did?	-	definitely would have.	-	Definitely would have	-	50-50 chance	would not have been late
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	done nothing at old wells, installed at new wells	would have converted to rod pumps	done nothing at old wells, installed at new wells	N/A	-	Done nothing (keep the existing equipment)	probably would have installed VFDs, and the waste heat boiler
NTGR SCORE	0.00	0.50	0.00	0.33	0.17	0.40	0.28

Decision Maker NTG Scoring Worksheet

NewID	MM_37	MM_44	MM_50	MM_59	MM_64	MM_64	NC_17
Program Domain	PGE21021	SW UC/CSU Group	PGE21035	PGE21031	PGE21031	PGE21031	PGE21042
Score 1:							
Highest Program Influence Score	8	10	10	8	8	8	10
Highest Non-program Influence Score	8	10	10	8	8	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.56	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	10	10	8	6	5	10
Information provided through study, audit or other technical assistance provided	4	10	10	7	8	7	6
Information from your utility or program training course	0	10	-	-	8	7	5
Information from your utility or program marketing materials	1	0	8	7	0	5	5
Recommendation from program staff	4	5	-	8	-	-	-
Suggestion by your utility account rep	8	-	2	8	8	8	5
Payback on the investment P (score if rebate moved into range, 0 else)	8	-	10	8	-	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	-	-	8	8	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	0	0	0	0	-
Recommendation from a vendor	N/A	N/A	5	8	8	8	-
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	5	8	8	8	-
Age or condition of the old equipment	N/A	1	10	6	2	8	-
Previous experience with this same measure	8	10	8	7	0	0	10
Previous experience with this program	0	10	10	8	0	0	DK
A recommendation from an auditor or consulting engineer	3	10	-	-	-	-	-
Standard practice in your industry	4	5	DK	5	2	5	5
Corporate policy or guidelines	3	7	4	6	0	5	5
Improved product quality	N/A	10	-	-	-	-	5
Compliance with rules or codes set by regulatory agencies	0	N/A	-	-	-	-	5
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	0	10	5	8	0	5	5
Other, such as non-energy benefits	Yes, reduced emissions	Yes, Redundancy	Yes, Internal policy and strategic plan to reduce greenhouse gases	No	No	No	No
Importance of other factor	4	7	8	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	9	7	6	6	5	8
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	9	3.5	6	6	2.5	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	Before	After	After	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	9	7	6	6	5	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	1	3	4	4	5	2
Score 3 -- No-Program Score	6.00	8.00	8.00	5.00	10.00	2.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	-	2	5	0	8	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	4	2	-	-	-	-	10
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	2	5	0	6	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Definitely not	Probably not	Probably not	Definitely not	Probably would have	-
... three years of when you did?	-	Definitely not	50-50 chance	50-50 chance	Definitely not	Definitely would have	-
... five years of when you did?	-	Probably not	50-50 chance	Probably would have	50-50 chance	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	efficient than code but less efficient than what was installed through	Do nothing	Repaired/rewound or overhaul the existin	Installed equipment more efficient than	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Do Something else (specify)
NTGR SCORE	0.53	0.73	0.57	0.53	0.70	0.32	0.30

Decision Maker NTG Scoring Worksheet

NewID	NC_7	NC_8	RCX_30	RCX_31	RCX_32	RCX_4	RCX_40
Program Domain	PGE21042	PGE21042	PGE21031	SW CCC Group	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group
Score 1:							
Highest Program Influence Score	10	10	9	9	8	10	10
Highest Non-program Influence Score	8	10	9	10	8	10	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.00	5.00	4.74	5.00	5.00	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	6	9	8	10	10
Information provided through study, audit or other technical assistance provided	8	10	6	9	7	10	6
Information from your utility or program training course	4	0	-	N/A	-	10	0
Information from your utility or program marketing materials	5	10	5	N/A	2	0	0
Recommendation from program staff	8	8	-	1	6	5	3
Suggestion by your utility account rep	8	10	9	8	4	-	3
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	9	8	-	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	2	10	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	-	0
Recommendation from a vendor	6	8	8	5	2	N/A	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	6	8	8	5	2	-	4
Age or condition of the old equipment	N/A	N/A	8	7	-	6	7
Previous experience with this same measure	8	10	8	9	5	10	6
Previous experience with this program	8	10	5	9	7	10	0
A recommendation from an auditor or consulting engineer	5	9	-	10	-	10	6
Standard practice in your industry	3	0	6	7	5	5	3
Corporate policy or guidelines	8	0	9	1	8	7	3
Improved product quality	-	N/A	-	7	-	10	9
Compliance with rules or codes set by regulatory agencies	10	10	-	N/A	-	N/A	8
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	-	10	8	N/A	4	10	0
Other, such as non-energy benefits							
Importance of other factor	6	-	-	-	-	7	-
Score 2 -- Program Influence (Relative Importance) Score	9	4	5	3	5	9	7
Score 2 -- Relative importance score reduced by half if learned after decision	9	2	2.5	1.5	5	9	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	DON'T KNOW	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	9	4	5	3	5	9	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	1	6	5	7	5	1	3
Score 3 -- No-Program Score	8.00	0.00	10.00	9.00	10.00	8.00	9.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	-	0	1	0	-	1
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	2	10	-	-	0	2	1
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	0	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	Probably not	Definitely not	Definitely not	ators that don't work. No	Probably not
... three years of when you did?	-	-	Probably would have	Definitely not	Definitely not	Definitely not	Probably not
... five years of when you did?	-	-	Probably would have	Probably not	Definitely not	Probably not	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	done nothing	efficient than code but less efficient than what you installed through	Repaired/rewound or overhaul the existin	Repair/rewind or overhaul the existing equipment	Done nothing (keep the existing equipmen	Do nothing	Repair/rewind or overhaul the existing equipment
NTGR SCORE	0.75	0.10	0.58	0.51	0.67	0.73	0.72

Decision Maker NTG Scoring Worksheet

NewID	RCX_42	RCX_43	RCX_47	RCX_49	RCX_50	RCX_56	RCX_70
Program Domain	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	PGE21021	SW UC/CSU Group
Score 1:							
Highest Program Influence Score	10	10	8	8	10	10	10
Highest Non-program Influence Score	7	7	9	9	9	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.56	4.71	4.71	5.56	5.56	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	8	8	-	10	10
Information provided through study, audit or other technical assistance provided	6	6	-	-	6	10	10
Information from your utility or program training course	0	0	6	6	8	N/A	10
Information from your utility or program marketing materials	0	0	3	3	N/A	N/A	0
Recommendation from program staff	3	3	6	6	-	N/A	5
Suggestion by your utility account rep	3	3	5	5	-	N/A	-
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	8	8	10	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	8	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	-	-	-
Recommendation from a vendor	4	4	0	0	N/A	N/A	N/A
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	4	4	0	0	-	-	-
Age or condition of the old equipment	7	7	-	-	2.5	10	10
Previous experience with this same measure	6	6	7	7	8	N/A	10
Previous experience with this program	0	0	7	7	9	N/A	10
A recommendation from an auditor or consulting engineer	6	6	-	-	-	0	10
Standard practice in your industry	3	3	9	9	8	5	5
Corporate policy or guidelines	3	3	9	9	-	8	7
Improved product quality	9	9	-	-	-	N/A	10
Compliance with rules or codes set by regulatory agencies	8	8	-	-	-	N/A	N/A
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	0	0	8	8	-	5	10
Other, such as non-energy benefits	No	No	Yes, familiarity with the energy efficiency consultants	Yes, familiarity with the energy efficiency consultants	No	No	Yes, Redundancy
Importance of other factor	-	-	8	8	-	-	7
Score 2 -- Program Influence (Relative Importance) Score	7	7	5	5	5	9	9
Score 2 -- Relative importance score reduced by half if learned after decision	7	7	5	5	5	9	9
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	7	5	5	5	9	9
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	3	5	5	5	1	1
Score 3 -- No-Program Score	9.00	9.00	8.00	8.00	9.00	8.50	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	1	1	2	2	1	1.5	-
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	1	1	4	4	1	-	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	4	4	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Probably not	Probably not	Probably not	Probably not	definitely not	ators that don't work. No
... three years of when you did?	Probably not	Probably not	50-50 chance	50-50 chance	Probably not	50-50 chance	Definitely not
... five years of when you did?	Probably not	Probably not	Probably would have	Probably would have	Probably not	50-50 chance	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repair/rewind or overhaul the existing equipment	Repair/rewind or overhaul the existing equipment	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	efficient than code but less efficient than what you installed through	done nothing	Do nothing
NTGR SCORE	0.72	0.72	0.59	0.59	0.65	0.77	0.73

Decision Maker NTG Scoring Worksheet

NewID	RCX_73	RCX_77	RCX_78	RCX_80	RCX_83	RCX_84	RCX_85
Program Domain	Other 3P PGE Group	SW EW/LG	SW EW/LG	SW EW/LG	RCx Group	Other 3P PGE Group	RCx Group
Score 1:							
Highest Program Influence Score	10	10	10	9	10	10	10
Highest Non-program Influence Score	9	10	10	8	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.56	5.29	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	9	9	9	9
Information provided through study, audit or other technical assistance provided	8	10	10	8	10	10	10
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	3	10	6	6	7	0	7
Recommendation from program staff	-	-	9	-	10	10	10
Suggestion by your utility account rep	8	10	DK	0	8	10	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	-	8	8	10	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	7	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	-	0	0	-	0	0	0
Recommendation from a vendor	-	10	10	-	10	10	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	10	10	-	10	10	10
Age or condition of the old equipment	-	10	10	8	9	-	9
Previous experience with this same measure	9	0	5	0	4	10	4
Previous experience with this program	9	0	0	0	4	10	4
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	8	0	8	8	10	10	10
Corporate policy or guidelines	7	-	-	3	10	10	10
Improved product quality	8	-	-	8	-	-	-
Compliance with rules or codes set by regulatory agencies	10	-	-	5	-	-	-
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	10	-	-	3	5	10	5
Other, such as non-energy benefits	No	No	No	No	Yes, having Enovity do all the paperwork	No	Yes, having Enovity do all the paperwork
Importance of other factor	-	-	-	-	10	-	10
Score 2 -- Program Influence (Relative Importance) Score	7	5	9	9	8	8	8
Score 2 -- Relative importance score reduced by half if learned after decision	7	5	9	9	8	8	8
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	5	9	9	8	8	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	5	1	1	2	2	2
Score 3 -- No-Program Score	10.00	10.00	6.00	7.00	6.00	8.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	0	4	3	4	2	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	-	-	2	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	4	3	1	2	1
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Probably not	Definitely not	Definitely not	Probably not	Probably would have	Probably not
... three years of when you did?	Probably would have	Definitely not	Probably not	Probably not	Definitely would have	Definitely would have	Definitely would have
... five years of when you did?	Definitely would have	Definitely not	Probably not	50-50 chance	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	Done nothing (keep the existing equipment)	Installed equipment more efficient than	Done nothing (keep the existing equipment)	Installed equipment more efficient than	Installed standard efficiency equipment	Installed equipment more efficient than
NTGR SCORE	0.62	0.67	0.69	0.56	0.63	0.70	0.63

Decision Maker NTG Scoring Worksheet

NewID	RCX_89	RCX_90	RCX_91	SM_1006	SM_1013	SM_1018	SM_1019
Program Domain	Other 3P PGE Group	SW EW/LG	SW EW/LG	SW EW/LG	PGE2223	PGE21021	PGE2225
Score 1:							
Highest Program Influence Score	10	7	10	10	10	7.5	8
Highest Non-program Influence Score	10	8	8	10	8	8	6
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.67	5.56	5.00	5.56	4.55	5.71
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	6	6	10	10	7.5	7
Information provided through study, audit or other technical assistance provided	8	7	10	6	8	1.5	N/A
Information from your utility or program training course	-	N/A	10	-	4	N/A	N/A
Information from your utility or program marketing materials	9	-	6	10	5	N/A	N/A
Recommendation from program staff	10	7	-	-	-	0	N/A
Suggestion by your utility account rep	10	0	0	10	7	0	0
Payback on the investment P (score if rebate moved into range, 0 else)	8	7	10	10	8	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	8	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	-	-	-	0	0
Recommendation from a vendor	8	7	-	-	-	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	8	7	-	-	-	0	0
Age or condition of the old equipment	-	4	4	6	5	0	0
Previous experience with this same measure	8	4	8	2	DK	2.5	6
Previous experience with this program	8	7	DK	0	8	5.5	6
A recommendation from an auditor or consulting engineer	-	N/A	-	-	-	4.5	N/A
Standard practice in your industry	10	8	2	10	5	6	5
Corporate policy or guidelines	9	4	0	10	8	7	4
Improved product quality	-	5	8	10	6	N/A	N/A
Compliance with rules or codes set by regulatory agencies	-	N/A	0	0	0	9	N/A
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	8	N/A	0	8	8	N/A	N/A
Other, such as non-energy benefits	No	Yes, Public relations as a green company	No	No	Yes	No	No
Importance of other factor	-	7	-	-	7	-	-
Score 2 -- Program Influence (Relative Importance) Score	6	7	4	10	6	5	7
Score 2 -- Relative importance score reduced by half if learned after decision	6	7	4	5	3	5	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	Before	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	7	4	10	6	5	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	3	6	0	4	5	3
Score 3 -- No-Program Score	6.00	4.00	2.00	9.00	7.00	5.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	6	8	1	3	5	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	4	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	0	8	0	3	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	Probably not	Probably would have	Definitely not	Probably not	-	-
... three years of when you did?	Probably would have	Probably not	Probably would have	Definitely would have	Probably not	-	-
... five years of when you did?	Definitely would have	Probably not	Probably would have	-	Definitely would have	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	Do nothing	Do Something else (specify)	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	other projects to reduce steam use. Might have done certain portions	kept existing pipeline
NTGR SCORE	0.57	0.52	0.32	0.63	0.52	0.48	0.76

Decision Maker NTG Scoring Worksheet

NewID	SM_1020	SM_1021	SM_1030	SM_1037	SM_1038	SM_1039	SM_1040
Program Domain	Other 3P PGE Group	RCx Group	PGE21031	PGE21011	PGE21021	PGE2225	PGE21011
Score 1:							
Highest Program Influence Score	10	10	10	9	10	4.5	10
Highest Non-program Influence Score	10	10	10	8	10	8.5	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	4.74	5.00	3.46	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	8	8	9	4.5	9
Information provided through study, audit or other technical assistance provided	2	N/A	-	9	N/A	N/A	8
Information from your utility or program training course	10	N/A	-	5	N/A	N/A	10
Information from your utility or program marketing materials	10	7	9	5	7	N/A	9
Recommendation from program staff	8	7	-	-	7	N/A	-
Suggestion by your utility account rep	8	7	10	6	7	N/A	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	10	9	10	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	8.5	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	-	-	0	0	-
Recommendation from a vendor	0	0	-	-	0	0	-
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	-	-	0	0	-
Age or condition of the old equipment	0	10	10	-	0	N/A	7
Previous experience with this same measure	10	10	9	7	10	8.5	9
Previous experience with this program	10	10	9	7	10	4.5	8
A recommendation from an auditor or consulting engineer	10	10	-	-	10	8.5	-
Standard practice in your industry	N/A	N/A	10	7	0	N/A	10
Corporate policy or guidelines	0	N/A	9	8	0	N/A	8
Improved product quality	N/A	N/A	10	6	N/A	N/A	10
Compliance with rules or codes set by regulatory agencies	N/A	N/A	9	10	N/A	N/A	8
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	N/A	N/A	10	6	N/A	N/A	9
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	9	9	8	4	9	3	5
Score 2 -- Relative importance score reduced by half if learned after decision	9	9	8	2	9	3	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	Before	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	9	9	8	4	9	3	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	1	1	2	6	1	7	5
Score 3 -- No-Program Score	10.00	10.00	3.00	7.00	10.00	2.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	0	7	3	0	8	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	0	-	1	0	8	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	7	1	0	0	8
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	probably not	definitely not	50-50 chance	Definitely not	definitely not	would not have been late	50-50 chance
... three years of when you did?	probably not	definitely not	Definitely would have	Probably not	definitely not	would not have been late	Probably not
... five years of when you did?	probably not	definitely not	-	50-50 chance	definitely not	would not have been late	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	do nothing	do nothing	Repaired/rewound or overhaul the existin	Installed equipment more efficient than	do nothing	probably would have installed VFDs, and the same DIB tower and	Installed standard efficiency equipment
NTGR SCORE	0.80	0.80	0.40	0.46	0.80	0.28	0.35

Decision Maker NTG Scoring Worksheet

NewID	SM_1043	SM_1044	SM_106	SM_1066	SM_1080	SM_1081	SM_1082
Program Domain	SW EW/LG	SW EW/LG	PGE2222	SW EW/LG	PGE21021	PGE21021	PGE21021
Score 1:							
Highest Program Influence Score	5	7	8.5	10	9	9	8
Highest Non-program Influence Score	5	8	5.5	10	6	7	6
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.67	5.31	5.00	5.63	5.63	5.71
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	6	3.5	10	6	8	7
Information provided through study, audit or other technical assistance provided	-	7	4.5	6	N/A	N/A	0
Information from your utility or program training course	-	N/A	N/A	-	N/A	N/A	N/A
Information from your utility or program marketing materials	5	-	N/A	7	N/A	N/A	N/A
Recommendation from program staff	-	7	2	-	N/A	N/A	N/A
Suggestion by your utility account rep	0	0	1.5	8	0	N/A	N/A
Payback on the investment P (score if rebate moved into range, 0 else)	-	7	8.5	10	9	9	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	5	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	-	0	0	-	0	0	0
Recommendation from a vendor	-	7	0	-	3	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	7	0	-	3	0	0
Age or condition of the old equipment	-	4	0.5	5	5	N/A	0
Previous experience with this same measure	5	4	3.5	2	6	5	5
Previous experience with this program	5	7	5.5	6	6	5	0
A recommendation from an auditor or consulting engineer	-	N/A	N/A	-	2	0	4
Standard practice in your industry	5	8	5	10	5	7	6
Corporate policy or guidelines	0	4	N/A	0	2	N/A	0
Improved product quality	5	5	N/A	10	N/A	N/A	N/A
Compliance with rules or codes set by regulatory agencies	0	N/A	N/A	2	N/A	N/A	N/A
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	5	N/A	N/A	5	N/A	N/A	N/A
Other, such as non-energy benefits	No	Yes, Public relations as a green company	improved controls, produce solids rather than sand	No	Yes, increased productivity	No	No
Importance of other factor	-	7	7.5	-	7	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	7	3	9	5	10	10
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	7	3	4.5	5	10	10
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	7	3	9	5	10	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	3	7	1	5	0	0
Score 3 -- No-Program Score	10.00	4.00	3.00	10.00	4.00	10.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	6	7	0	6	0	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	0	0	0	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Probably not	definitely	Definitely not	-	-	-
... three years of when you did?	Probably not	Probably not	-	Definitely not	-	-	-
... five years of when you did?	Probably not	Probably not	-	Definitely not	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Do nothing	same as what did but fewer units	Installed standard efficiency equipment	done nothing	done nothing	done nothing
NTGR SCORE	0.58	0.52	0.38	0.65	0.49	0.85	0.86

Decision Maker NTG Scoring Worksheet

NewID	SM_1093	SM_1100	SM_1160	SM_1177	SM_1178	SM_1183	SM_1184
Program Domain	PGE21011	PGE21021	SW EW/LG	Other 3P PGE Group	PGE21031	PGE21011	PGE21021
Score 1:							
Highest Program Influence Score	7	8	5	10	8	6	9
Highest Non-program Influence Score	8	8	8	10	10	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	3.85	5.00	4.44	3.75	10.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	5	5	10	8	4	9
Information provided through study, audit or other technical assistance provided	7	4	-	8	8	6	8
Information from your utility or program training course	-	0	-	-	-	-	-
Information from your utility or program marketing materials	7	1	5	-	5	0	0
Recommendation from program staff	-	4	-	10	-	-	-
Suggestion by your utility account rep	7	8	5	0	8	0	0
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	-	-	DK	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	7	-	0	10	-	6	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	0	-	-	0	0	-	-
Recommendation from a vendor	7	N/A	-	10	0	-	-
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	7	-	-	10	0	-	-
Age or condition of the old equipment	-	N/A	0	0	-	-	9
Previous experience with this same measure	7	8	0	0	8	8	0
Previous experience with this program	8	0	0	0	8	3	0
A recommendation from an auditor or consulting engineer	-	3	-	-	-	-	-
Standard practice in your industry	7	4	8	4	10	10	0
Corporate policy or guidelines	7	3	0	N/A	10	10	0
Improved product quality	-	N/A	5	0	-	9	0
Compliance with rules or codes set by regulatory agencies	-	0	0	0	-	0	0
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	7	0	0	0	4	5	0
Other, such as non-energy benefits	No	Yes, reduced emissions	No	No	No	Yes	No
Importance of other factor	-	4	-	-	-	10	-
Score 2 -- Program Influence (Relative Importance) Score	6	5	5	3.5	8	1	5
Score 2 -- Relative importance score reduced by half if learned after decision	3	2.5	2.5	1.75	4	0.5	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	DON'T KNOW	Before	Before	N/A	Before	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	5	5	3.5	8	1	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	5	5	6.5	2	9	5
Score 3 -- No-Program Score	5.00	6.00	10.00	8.00	2.00	0.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	4	0	-	8	10	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	4	-	2	-	10	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	8	0	0	0	7	10	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	-	Definitely not	Probably not	Probably would have	-	Probably would have
... three years of when you did?	-	-	50-50 chance	Probably would have	Definitely would have	-	Definitely would have
... five years of when you did?	-	-	50-50 chance	Definitely would have	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	efficient than code but less efficient than what was installed through	Done nothing (keep the existing equipmen	efficiency equipment or whatever required by	Installed equipment more efficient than	Done nothing (keep the existing equipmen	Installed standard efficiency equipment
NTGR SCORE	0.43	0.53	0.54	0.55	0.35	0.14	0.58

Decision Maker NTG Scoring Worksheet

NewID	SM_1188	SM_1206	SM_1231	SM_1259	SM_1294	SM_13	SM_1302
Program Domain	SW EW/LG	SW EW/LG	SW CCC Group	PGE21011	PGE2223	PGE2223	PGE21011
Score 1:							
Highest Program Influence Score	9	8	8	10	10	10	10
Highest Non-program Influence Score	9	8	9	10	10	9.5	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	4.44	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	9	8	8	5	8	7	8
Information provided through study, audit or other technical assistance provided	7	-	-	8	10	8	10
Information from your utility or program training course	-	-	-	N/A	-	N/A	-
Information from your utility or program marketing materials	7	0	DK	0	9	4.5	5
Recommendation from program staff	-	6	-	10	DK	N/A	-
Suggestion by your utility account rep	7	0	DK	0	8	2.5	10
Payback on the investment P (score if rebate moved into range, 0 else)	8	-	8	-	8	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	8	-	5	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	0	0	0	0	0	-
Recommendation score if Vendor Recommendation > 5	-	0	0	0	0	0	-
Recommendation from a vendor	-	8	8	0	8	6	-
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	8	8	0	8	6	-
Age or condition of the old equipment	5	-	8	N/A	-	5	-
Previous experience with this same measure	6	8	8	9	8	9	0
Previous experience with this program	6	8	8	8	10	0	0
A recommendation from an auditor or consulting engineer	-	-	-	0	-	9.5	-
Standard practice in your industry	9	4	9	10	10	8	10
Corporate policy or guidelines	5	-	9	10	10	5	10
Improved product quality	7	-	-	10	-	6	8
Compliance with rules or codes set by regulatory agencies	5	-	-	0	-	10	10
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	5	-	8	10	10	8	10
Other, such as non-energy benefits	No	No	Yes, the overall comfort of the end user	No	No	No	No
Importance of other factor	-	-	10	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	8	5	2	5	8.5	5
Score 2 -- Relative importance score reduced by half if learned after decision	5	8	2.5	1	5	8.5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	DON'T KNOW	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	8	5	2	5	8.5	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	2	5	8	5	1.5	5
Score 3 -- No-Program Score	6.00	10.00	2.00	-	6.00	7.50	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	0	8	-	4	2.5	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	0	-	-	-	-	4
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	4	0	6	0	5	0	6
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Definitely not	50-50 chance	-	Probably would have	Definitely not	Probably would have
... three years of when you did?	Probably not	Probably not	Definitely would have	-	Probably would have	50-50 chance	Definitely would have
... five years of when you did?	50-50 chance	Probably not	-	-	50-50 chance	50-50 chance	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	Installed equipment more efficient than	Repaired/rewound or overhaul the existin	-	Done nothing (keep the existing equipmen	purchase of equipment that was the most	Installed equipment more efficient than
NTGR SCORE	0.45	0.77	0.30	0.20	0.53	0.70	0.35

Decision Maker NTG Scoring Worksheet

NewID	SM_1306	SM_1318	SM_1328	SM_1329	SM_133	SM_1333	SM_1335
Program Domain	PGE2223	SW EW/LG	PGE21021	PGE2225	PGE2223	Other 3P PGE Group	PGE2225
Score 1:							
Highest Program Influence Score	10	9	10	10	10	10	5
Highest Non-program Influence Score	8	9	10	9	8	8	9.5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	6.25	5.00	5.56	5.56	5.56	5.56	3.45
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	10	9	10	6	2
Information provided through study, audit or other technical assistance provided	8	7	N/A	10	8	10	3
Information from your utility or program training course	-	-	N/A	N/A	-	N/A	N/A
Information from your utility or program marketing materials	6	6	N/A	N/A	10	N/A	N/A
Recommendation from program staff	8	-	0	0	8	10	2
Suggestion by your utility account rep	7	6	0	0	9	0	0
Payback on the investment P (score if rebate moved into range, 0 else)	9	9	-	9	9	8	5
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	8	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	0	0	0	0	0
Recommendation from a vendor	8	-	10	7	5	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	8	-	10	7	5	0	0
Age or condition of the old equipment	-	-	7	8	-	N/A	9
Previous experience with this same measure	3	8	0	DK	7	N/A	8
Previous experience with this program	5	5	10	9	8	0	2
A recommendation from an auditor or consulting engineer	-	-	5.5	8	-	6	9.5
Standard practice in your industry	6	9	N/A	0	8	N/A	6
Corporate policy or guidelines	4	8	8	8	8	8	8
Improved product quality	-	9	N/A	N/A	-	N/A	8
Compliance with rules or codes set by regulatory agencies	-	9	N/A	N/A	-	N/A	N/A
Improved plant safety	0	0	0	0	0	0	0
Compliance with your organization's normal maintenance or equipment replacement	3	6	N/A	N/A	8	N/A	7
Other, such as non-energy benefits	No	No	No	No	No	No	Yes, increased comfort
Importance of other factor	-	-	-	-	-	-	7
Score 2 -- Program Influence (Relative Importance) Score	5	4	7	8	8	10	1
Score 2 -- Relative importance score reduced by half if learned after decision	5	2	7	8	8	10	1
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	0	0	0	0	0	0	0
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4	7	8	8	10	1
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	6	3	2	2	0	9
Score 3 -- No-Program Score	7.00	3.00	5.00	8.00	8.00	10.00	1.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	7	5	2	2	0	9
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	1	7	5	2	10	0	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	1	7	0	0	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Probably would have	50-50 chance	probably not	Definitely not	definitely not	probably would have
... three years of when you did?	50-50 chance	Definitely would have	50-50 chance	definitely not	50-50 chance	definitely not	definitely would have
... five years of when you did?	Definitely would have	-	50-50 chance	definitely not	50-50 chance	definitely not	definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Repaired/rewound or overhaul the existing	do nothing	do nothing	Repaired/rewound or overhaul the existing	do nothing	more efficient than code but less efficient than with the program
NTGR SCORE	0.61	0.33	0.59	0.72	0.72	1.00	0.18

Decision Maker NTG Scoring Worksheet

NewID	AD1_MA_24	AD1_MA_30	AD1_MA_31	AD1_MA_40	AD1_MA_44	AD1_MA_46	AD1_MA_61
Program Domain	SCE-SW-003B	SW UC/CSU	SCE-SW-002B	Other 3P SCE Group	Other 3P SCE Group	SCE-SW-002B	SW CCC
Score 1:							
Highest Program Influence Score	9	10	10	5	9	4	9
Highest Non-program Influence Score	8	10	10	8	8	7	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.29	5.00	5.00	3.85	5.29	3.64	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	10	9	5	9	2	7
Information provided through study, audit or other technical assistance provided	8	5	9	5	-	4	8
Information from your utility or program training course	-	-	N/A	-	-	-	-
Information from your utility or program marketing materials	7	10	N/A	5	2	1	9
Recommendation from program staff	-	-	10	-	-	-	-
Suggestion by your utility account rep	8	8	N/A	2	4	0	8
Payback on the investment P (score if rebate moved into range, 0 else)	9	10	10	-	-	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	8	8	4	9
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	8	0	8	4	7	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)		-	-	-	-	-	-
Age or condition of the old equipment	8	5	10	8	8	-	9
Previous experience with this same measure	7	0	N/A	5	6	7	9
Previous experience with this program	5	0	8	8	2	2	9
A recommendation from an auditor or consulting engineer	-	-	7	-	-	-	-
Standard practice in your industry	DON'T KNOW	10	9	8	4	5	9
Corporate policy or guidelines	8	10	N/A	2	-	0	7
Improved product quality	-	-	10	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	upgraded from R22 to 1	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	10	10	8	-	6	9
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	5	4	2	7	2	5
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	2.5	4	2	7	1	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	4	2	7	2	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	6	8	3	8	5
Score 3 -- No-Program Score	0.00	6.00	2.00	0.00	8.00	2.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	4	8	10	2	8	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	0	-	8	0	8	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Definitely not	Definitely would have	Definitely would have	Probably not OR	Definitely would have	Probably not OR
... three years of when you did?	-	Definitely not	-	-	Probably would have	-	Probably not
... five years of when you did?	-	Definitely would have	-	-	Definitely would have	-	Probably not OR
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	less efficient than what you installed through	Installed EXACTLY what we did through th	DON'T KNOW	Installed equipment more efficient than	Repaired/rewound or overhaul the existin
NTGR SCORE	0.26	0.45	0.37	0.19	0.68	0.22	0.50

Decision Maker NTG Scoring Worksheet

NewID	AD1_MM_13	AD1_MM_14	AD1_MM_15	AD1_MM_15	AD1_MM_15	AD1_MM_2	AD1_RCX_11
Program Domain	SW UC/CSU	SW UC/CSU	SW UC/CSU	SW UC/CSU	SW UC/CSU	Other 3P SCE Group	Other 3P SCE Group
Score 1:							
Highest Program Influence Score	10	10	8	8	8	10	10
Highest Non-program Influence Score	10	10	10	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	4.44	4.44	4.44	5.00	5.88
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	8	8	8	7	10
Information provided through study, audit or other technical assistance provided	0	0	8	8	8	10	5
Information from your utility or program training course	0	0	4	4	4	-	-
Information from your utility or program marketing materials	0	0	4	4	4	10	2
Recommendation from program staff	0	0	6	6	6	-	-
Suggestion by your utility account rep	0	0	7	7	7	5	1
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	8	8	8	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	5	6	6	6	9	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	0	6	6	6	9	10
Previous experience with this same measure	0	10	8	8	8	9	7
Previous experience with this program	10	10	8	8	8	9	10
A recommendation from an auditor or consulting engineer	0	0	7	7	7	-	-
Standard practice in your industry	0	0	6	6	6	10	0
Corporate policy or guidelines	10	10	10	10	10	8	3
Improved product quality	0	10	8	8	8	-	-
Compliance with rules or codes set by regulatory agencies	0	0	8	8	8	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	0	6	6	6	8	7
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	9	10	7	7	7	4	6
Score 2 -- Relative importance score reduced by half if learned after decision	4.5	5	7	7	7	4	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	SAME TIME	SAME TIME	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	9	10	7	7	7	4	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	1	0	3	3	3	6	4
Score 3 -- No-Program Score	5.00	5.00	5.00	6.00	7.00	6.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	N/A	N/A	5	4	3	4	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	5	5	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	-	-	-	6	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	Probably not	Probably not	Probably not	Probably not	50-50 chance you would
... three years of when you did?	-	-	Probably not	Probably not	Probably not	50-50 chance	Probably would have)
... five years of when you did?	-	-	Probably would have	Probably would have	Probably would have	50-50 chance	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	no equipment was replaced	no equipment was replaced	Install fewer units	Install fewer units	Install fewer units	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin
NTGR SCORE	0.63	0.67	0.55	0.58	0.61	0.50	0.60

Decision Maker NTG Scoring Worksheet

NewID	AD1_RCX_7	AD1_RCX_9	AD1_SM_1	AD1_SM_101	AD1_SM_120	AD1_SM_131	AD1_SM_132
Program Domain	Other 3P SCE Group	SCE LG	SCE-SW-004B	SCE LG	SW CCC	SCE-SW-002B	SCE-SW-003B
Score 1:							
Highest Program Influence Score	9	10	10	9	10	1	9
Highest Non-program Influence Score	8	10	10	9	10	10	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.63	5.00	5.00	5.00	5.00	0.91	5.29
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	10	8	7	5	1	8
Information provided through study, audit or other technical assistance provided	5	-	9	9	-	N/A	6
Information from your utility or program training course	-	-	-	-	-	N/A	-
Information from your utility or program marketing materials	6	7	9	8	10	N/A	5
Recommendation from program staff	-	-	-	-	-	N/A	-
Suggestion by your utility account rep	8	5	9	8	5	N/A	7
Payback on the investment P (score if rebate moved into range, 0 else)	9	10	10	6	-	-	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	2	2	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	-	-	-	-	-
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	7	10	7	5	8	8	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	-	8	8	6	-
Previous experience with this same measure	7	10	9	9	10	7	2
Previous experience with this program	8	10	9	9	10	N/A	7
A recommendation from an auditor or consulting engineer	-	-	-	-	-	N/A	-
Standard practice in your industry	7	10	10	8	10	10	8
Corporate policy or guidelines	7	10	5	5	5	8	5
Improved product quality	-	-	-	-	-	9	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	10	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	7	9	9	6	10	8	8
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	7	2	3	2	0.5	4
Score 2 -- Relative importance score reduced by half if learned after decision	5	7	1	3	1	0.25	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	Before	After	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	7	2	3	2	0.5	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	3	8	7	8	9.5	6
Score 3 -- No-Program Score	7.00	7.00	2.00	0.00	0.00	1.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	3	8	10	10	9	2
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	2	-	7	-	-	-	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	3	7	10	10	-	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not OR	Probably would have	Definitely would have	-	-	Definitely would have	Probably not OR
... three years of when you did?	50-50 chance you would	50-50 chance	-	-	-	-	50-50 chance you would
... five years of when you did?	50-50 chance you would	50-50 chance	-	-	-	-	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Repaired/rewound or overhaul the existing	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Would have put in exactly what we put in.	Done nothing (keep the existing equipment)
NTGR SCORE	0.59	0.63	0.27	0.27	0.20	0.00	0.58

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_141	AD1_SM_144	AD1_SM_151	AD1_SM_152	AD1_SM_165	AD1_SM_172	AD1_SM_174
Program Domain	SCE-SW-002B	SW CCC	SCE-SW-004B	SCE-SW-004B	SCE LG	Other 3P SCE Group	SCE-SW-004B
Score 1:							
Highest Program Influence Score	10	8	10	8	8	10	10
Highest Non-program Influence Score	10	10	10	8	8	9	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.44	5.00	5.00	5.00	5.88	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	10	8	5	10	5
Information provided through study, audit or other technical assistance provided	8	5	10	8	8	3	10
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	10	6	8	8	4	6	10
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	9	8	10	8	8	3	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	8	8	-	-	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	8	8	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	10	3	6	8	0	3	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	-	10	-	-	3	8
Previous experience with this same measure	10	10	8	6	8	7	10
Previous experience with this program	DON'T KNOW	8	4	5	0	9	10
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	10	8	6	8	4	10
Corporate policy or guidelines	10	10	6	-	8	5	10
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	4	10	-	6	4	10
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	-	4	5	4	8	5
Score 2 -- Relative importance score reduced by half if learned after decision	7	-	4	5	2	8	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	DON'T KNOW	4	5	4	8	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	DON'T KNOW	6	5	6	2	5
Score 3 -- No-Program Score	7.00	6.00	4.00	0.00	2.00	10.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	4	6	10	8	0	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	6	-	2	8	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	10	5	2	8	0	7
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	-	50-50 chance you would	50-50 chance you would	Definitely would have	Definitely not	Definitely would have
... three years of when you did?	Probably not	-	Definitely would have	Probably would have	-	Definitely not	-
... five years of when you did?	Probably not	-	-	Probably would have	-	Probably not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Installed standard efficiency equipment	Repaired/rewound or overhaul the existing	Repaired/rewound or overhaul the existing	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existing	Installed EXACTLY what we did through th
NTGR SCORE	0.63	0.52	0.43	0.33	0.30	0.80	0.35

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_183	AD1_SM_185	AD1_SM_19	AD1_SM_190	AD1_SM_191	AD1_SM_193	AD1_SM_22
Program Domain	SCE LG	SCE LG	SCE-SW-004B	SCE-SW-003B	SCE LG	SCE-SW-004B	Other 3P SCE Group
Score 1:							
Highest Program Influence Score	10	10	10	10	10	9	5
Highest Non-program Influence Score	10	10	10	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	5.00	4.74	3.33
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	4	4	8	6	10	9	2
Information provided through study, audit or other technical assistance provided	6	6	10	6	10	8	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	2	2	7	6	6	8	0
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	10	10	8	4	5	7	5
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	-	10	-	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	10	-	10	9	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	0	2	8	2	1	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	1	1	-	-	-	-	2
Previous experience with this same measure	10	10	7	10	5	9	10
Previous experience with this program	10	10	8	10	7	9	0
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	10	5	8	9	5	10
Corporate policy or guidelines	0	0	9	8	5	10	10
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	8	8	8	10	10
Other, such as non-energy benefits	No	No	No	No	Yes, Edison Pump Tests.	No	No
Importance of other factor	-	-	-	-	10	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	4	4	6	10	5	5
Score 2 -- Relative importance score reduced by half if learned after decision	4	4	4	3	10	2.5	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	Before	After	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	4	4	6	10	5	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	6	6	4	0	5	5
Score 3 -- No-Program Score	0.00	0.00	3.00	10.00	0.00	0.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	10	7	0	10	10	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	7	2	10	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	7	7	2	10	10	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance you would	50-50 chance you would	Probably would have	Definitely not	-	-	Definitely would have
... three years of when you did?	Probably would have	Probably would have	Probably would have	Definitely not	-	-	-
... five years of when you did?	Probably would have	Probably would have	Probably would have	Definitely not	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed fewer units	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.30	0.30	0.40	0.60	0.50	0.24	0.29

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_23	AD1_SM_24	AD1_SM_243	AD1_SM_25	AD1_SM_258	AD1_SM_273	AD1_SM_274
Program Domain	SCE-SW-003B	Other 3P SCE Group	SCE-SW-002B	SW CCC	SCE-SW-002B	SW UC/CSU	SW UC/CSU
Score 1:							
Highest Program Influence Score	10	10	10	8	9	10	10
Highest Non-program Influence Score	9	8	10	10	9	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.26	5.56	5.00	4.44	5.63	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	8	9	10	10
Information provided through study, audit or other technical assistance provided	8	10	8	5	4	0	0
Information from your utility or program training course	-	-	-	-	-	0	0
Information from your utility or program marketing materials	8	4	10	6	6	0	0
Recommendation from program staff	-	-	-	-	-	0	0
Suggestion by your utility account rep	8	8	9	8	7	0	0
Payback on the investment P (score if rebate moved into range, 0 else)	8	10	10	8	7	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	8	9	10	3	4	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	9	-	10	-	8	10	0
Previous experience with this same measure	9	8	10	10	5	0	0
Previous experience with this program	9	8	DON'T KNOW	8	9	10	10
A recommendation from an auditor or consulting engineer	-	-	-	-	-	0	0
Standard practice in your industry	7	6	10	10	7	0	0
Corporate policy or guidelines	DON'T KNOW	8	10	10	3	10	10
Improved product quality	-	-	-	-	-	0	10
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	0	0
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	10	4	5	10	10
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	8	7	-	6	10	10
Score 2 -- Relative importance score reduced by half if learned after decision	7	8	7	-	6	5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	SAME TIME	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	8	7	DON'T KNOW	6	10	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	2	3	DON'T KNOW	4	0	0
Score 3 -- No-Program Score	4.00	5.00	7.00	6.00	3.00	5.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	6	5	3	4	7	N/A	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	4	-	6	-	5	N/A
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	6	4	0	10	5	-	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance you would	50-50 chance you would	Definitely not	-	50-50 chance you would	-	Probably would have
... three years of when you did?	50-50 chance you would	50-50 chance you would	Probably not	-	Definitely would have	-	-
... five years of when you did?	50-50 chance you would	50-50 chance you would	Probably not	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	Done nothing (keep the existing equipmen	Installed standard efficiency equipment	Done nothing (keep the existing equipmen	no equipment was replaced	Install fewer units
NTGR SCORE	0.54	0.62	0.63	0.52	0.49	0.67	0.00

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_286	AD1_SM_287	AD1_SM_288	AD1_SM_295	AD1_SM_301	AD1_SM_307	AD1_SM_308
Program Domain	SW CCC	Other 3P SCE Group	SCE LG	SCE LG	SCE-SW-003B	SCE-SW-004B	SCE-SW-004B
Score 1:							
Highest Program Influence Score	10	9	9	10	8	8	10
Highest Non-program Influence Score	9	9	10	9	8	9	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.26	5.00	4.74	5.00	5.00	5.00	5.26
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	8	9	3	8	10
Information provided through study, audit or other technical assistance provided	8	8	9	8	4	8	8
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	7	6	9	8	3	8	6
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	9	8	9	8	5	4	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	9	8	10	8	8	6
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	-	-	-	-	-
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	9	6	10	6	5	7	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	9	-	9	8	8	5	-
Previous experience with this same measure	7	8	8	8	7	8	4
Previous experience with this program	7	7	8	9	8	9	4
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	7	3	10	9	8	3	9
Corporate policy or guidelines	8	9	9	8	8	4	9
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	9	9	9	10	7	8	4
Other, such as non-energy benefits	No	Yes, the timeframe. It was fairly quickly installed and the rebate	No	No	No	No	No
Importance of other factor	-	8	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	6	4	5	3	5	5
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	6	2	5	3	5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	DON'T KNOW	After	Before	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	6	4	5	3	5	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	4	6	5	7	5	5
Score 3 -- No-Program Score	3.00	6.00	3.00	0.00	-	8.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	4	7	10	REFUSED	2	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	2	-	-	-	-	4
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	4	2	7	0	REFUSED	1	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not OR	Probably not OR	50-50 chance you would	Definitely not	-	Probably not OR	Definitely not
... three years of when you did?	Definitely would have	Probably would have	Definitely would have	50-50 chance you would	-	Probably not OR	Probably not OR
... five years of when you did?	-	Probably would have	-	Definitely would have	-	50-50 chance you would	50-50 chance you would
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existing	Installed fewer units	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	REFUSED	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen
NTGR SCORE	0.36	0.57	0.32	0.33	0.40	0.60	0.51

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_319	AD1_SM_320	AD1_SM_321	AD1_SM_322	AD1_SM_323	AD1_SM_324	AD1_SM_33
Program Domain	SCE LG	SW UC/CSU	SW UC/CSU	SW UC/CSU	SW UC/CSU	SCE-SW-004B	SCE-SW-003B
Score 1:							
Highest Program Influence Score	8	8	8	8	8	10	10
Highest Non-program Influence Score	10	10	10	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.44	4.44	4.44	4.44	4.44	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	8	8	8	8	10	10
Information provided through study, audit or other technical assistance provided	5	8	8	8	8	10	9
Information from your utility or program training course	-	4	4	4	4	-	-
Information from your utility or program marketing materials	8	4	4	4	4	10	8
Recommendation from program staff	-	6	6	6	6	-	-
Suggestion by your utility account rep	5	7	7	7	7	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	8	8	8	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	5	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	3	6	6	6	6	8	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	6	6	6	6	-	-
Previous experience with this same measure	8	8	8	8	8	10	10
Previous experience with this program	2	8	8	8	8	10	10
A recommendation from an auditor or consulting engineer	-	7	7	7	7	-	-
Standard practice in your industry	10	6	6	6	6	10	10
Corporate policy or guidelines	-	10	10	10	10	10	10
Improved product quality	-	8	8	8	8	-	-
Compliance with rules or codes set by regulatory agencies	-	8	8	8	8	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	6	6	6	6	10	8
Other, such as non-energy benefits	No	No	No	No	No	Yes, part of the project also reduced operational man hours. Increased	No
Importance of other factor	-	-	-	-	-	10	-
Score 2 -- Program Influence (Relative Importance) Score	3	7	7	7	7	9	6
Score 2 -- Relative importance score reduced by half if learned after decision	1.5	7	7	7	7	9	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	7	7	7	7	9	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	3	3	3	3	1	4
Score 3 -- No-Program Score	0.00	0.00	7.00	4.00	0.00	8.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	10	3	6	10	2	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	0	4
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	8	-	-	-	-	0	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Probably not	Probably not	Probably not	Probably not	Definitely not	50-50 chance you would
... three years of when you did?	-	Probably not	Probably not	Probably not	Probably not	Probably not(s) OR	Probably not(s) OR
... five years of when you did?	-	Probably would have	Probably would have	Probably would have	Probably would have	Probably not	Definitely not(s)
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed fewer units	Install fewer units	Install fewer units	Install fewer units	Install fewer units	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)
NTGR SCORE	0.20	0.57	0.61	0.51	0.38	0.73	0.43

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_350	AD1_SM_360	AD1_SM_368	AD1_SM_373	AD1_SM_376	AD1_SM_46	AD1_SM_47
Program Domain	SCE-SW-004B	SCE-SW-004B	SCE LG	SCE-SW-003B	SCE-SW-003B	SCE-SW-003B	Other 3P SCE Group
Score 1:							
Highest Program Influence Score	10	10	10	9	9	10	2
Highest Non-program Influence Score	9	10	8	10	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.26	5.56	5.56	5.29	5.29	5.00	2.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	7	8	9	9	9	2
Information provided through study, audit or other technical assistance provided	10	7	10	-	N/A	-	0
Information from your utility or program training course	-	-	-	-	5	-	0
Information from your utility or program marketing materials	8	5	10	1	5	4	0
Recommendation from program staff	-	-	-	-	5	-	0
Suggestion by your utility account rep	8	10	10	7	3	6	0
Payback on the investment P (score if rebate moved into range, 0 else)	9	DON'T KNOW	10	9	4	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	0
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	7	8	8	8	7	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	10	8	0	8	7	10
Previous experience with this same measure	9	8	8	8	2	10	0
Previous experience with this program	9	8	8	10	9.5	10	2
A recommendation from an auditor or consulting engineer	-	-	-	-	8	-	0
Standard practice in your industry	9	7	8	1	7	2	0
Corporate policy or guidelines	5	5	8	2	5	7	0
Improved product quality	-	-	-	-	5	-	0
Compliance with rules or codes set by regulatory agencies	-	-	-	-	4	-	0
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	9	7	8	2	5	1	8
Other, such as non-energy benefits	No	No	No	No	Yes, Improved plant safety.	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	4	5	5	9	5	0
Score 2 -- Relative importance score reduced by half if learned after decision	2	2	2.5	5	4.5	5	0
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	Before	After	SAME TIME
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	4	5	5	9	5	0
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	6	5	5	1	5	10
Score 3 -- No-Program Score	0.00	2.00	2.00	6.00	5.00	5.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	8	8	4	5	5	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	10	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	8	5	4	-	2	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Definitely would have	50-50 chance you would	Definitely not	Definitely not	Probably not OR	Definitely would have
... three years of when you did?	-	-	Probably would have	Definitely not	Probably not	50-50 chance you would	-
... five years of when you did?	-	-	Probably would have	Probably not	Probably would have	Probably would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Repair/rewind or overhaul the existing equipment	Done nothing (keep the existing equipment)	efficient than code but less efficient than what you installed through
NTGR SCORE	0.24	0.32	0.34	0.54	0.64	0.50	0.13

Decision Maker NTG Scoring Worksheet

NewID	AD1_SM_5	AD1_SM_55	AD1_SM_65	AD1_SM_69	AD1_SM_93	AD1_SM_94	AD2_MA_12
Program Domain	SW CCC	Other 3P SCE Group	SCE LG	Other 3P SCE Group	SW CCC	SW CCC	SCE-SW-003B
Score 1:							
Highest Program Influence Score	8	10	10	10	10	10	10
Highest Non-program Influence Score	10	10	10	10	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.44	5.00	5.00	5.00	5.56	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	7	10	10	5	10	10
Information provided through study, audit or other technical assistance provided	5	10	10	10	7	10	8
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	6	10	6	10	7	10	0
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	8	5	8	10	10	9	8
Payback on the investment P (score if rebate moved into range, 0 else)	8	10	10	8	-	10	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	8	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	3	9	8	10	7	10	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	9	8	-	-	-	10
Previous experience with this same measure	10	9	6	10	3	5	0
Previous experience with this program	8	9	8	10	6	8	0
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	10	10	10	8	8	10
Corporate policy or guidelines	10	8	8	10	6	10	10
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	4	8	8	10	8	10	5
Other, such as non-energy benefits	No	No	Yes, We have a catering business and, as part of our operation, provide	No	No	Yes, The greater awareness this project helped bring into site in	No
Importance of other factor	-	-	10	-	-	5	-
Score 2 -- Program Influence (Relative Importance) Score	-	4	5	5	4	8	2
Score 2 -- Relative importance score reduced by half if learned after decision	-	4	5	2.5	4	8	2
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	DON'T KNOW	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	DON'T KNOW	4	5	5	4	8	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	DON'T KNOW	6	5	5	6	2	8
Score 3 -- No-Program Score	6.00	6.00	4.00	5.00	1.00	9.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	4	6	5	9	1	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	6	-	-	7	-	1	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	6	6	7	9	1	8
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably not	Definitely would have	Definitely would have	-	Definitely not	Definitely would have
... three years of when you did?	-	50-50 chance	-	-	-	Definitely not	-
... five years of when you did?	-	50-50 chance	-	-	-	Probably not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	Installed equipment more efficient than
NTGR SCORE	0.52	0.50	0.47	0.42	0.35	0.73	0.57

Decision Maker NTG Scoring Worksheet

NewID	AD2_MA_13	AD2_MA_38	AD2_MM_2	AD2_MM_6	AD2_MM_7	AD2_NC_26	AD2_RCX_2
Program Domain	SCE-SW-003B	Other 3P SCE Group	Other 3P SCE Group	SCE LG	SCE LG	SCE-SW-005A	SCE-SW-003B
Score 1:							
Highest Program Influence Score	4	10	10	10	8	8	0
Highest Non-program Influence Score	8	10	10	10	10	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	3.33	5.00	5.00	5.00	4.71	5.00	0.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	4	10	10	10	8	8	0
Information provided through study, audit or other technical assistance provided	DON'T KNOW	10	10	9	8	8	-
Information from your utility or program training course	-	8	8	-	-	0	-
Information from your utility or program marketing materials	DON'T KNOW	8	8	10	6	0	0
Recommendation from program staff	-	7	7	-	-	8	-
Suggestion by your utility account rep	DON'T KNOW	10	10	10	7	8	0
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	10	10	-	8	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	5	-	-	-	9	8	10
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	0	-	-	0	-
Recommendation from a vendor	9	0	0	9	8	2	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	0	0	-	-	0	-
Age or condition of the old equipment	8	6	6	10	10	0	-
Previous experience with this same measure	8	8	8	10	8	3	8
Previous experience with this program	7	10	10	10	8	0	0
A recommendation from an auditor or consulting engineer	-	n/a	n/a	-	-	0	-
Standard practice in your industry	8	7	7	9	6	0	5
Corporate policy or guidelines	4	8	8	7	-	0	5
Improved product quality	-	9	9	-	-	8	-
Compliance with rules or codes set by regulatory agencies	-	n/a	n/a	-	-	0	-
Improved plant safety	-	n/a	n/a	-	-	0	-
Compliance with your organization's normal maintenance or equipment replacement	7	n/a	n/a	7	-	0	8
Other, such as non-energy benefits	Yes, the reduction of energy usage.	none	none	No	No	0	Yes, regulatory compliance with the South coast air quality
Importance of other factor	7	-	-	-	-	0	8
Score 2 -- Program Influence (Relative Importance) Score	4	6	6	7	5	8	5
Score 2 -- Relative importance score reduced by half if learned after decision	4	6	6	7	5	8	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	after	after	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	6	6	7	5	8	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	4	4	3	5	2	5
Score 3 -- No-Program Score	4.00	8.00	8.00	5.00	4.00	9.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	6	2	2	5	6	1	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	1	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	4	-	-	5	8	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance you would	not asked	not asked	Definitely not	Definitely would have	Definitely not	Probably not OR
... three years of when you did?	Probably would have	not asked	not asked	Probably not	-	Probably not	Definitely would have
... five years of when you did?	Definitely would have	not asked	not asked	Definitely would have	-	Probably not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	fewer units - half as many	fewer units - half as many	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Do nothing	Done nothing (keep the existing equipment)
NTGR SCORE	0.38	0.63	0.63	0.57	0.46	0.73	0.08

Decision Maker NTG Scoring Worksheet

NewID	AD2_RCX_2	AD2_RCX_4	AD2_SM_103	AD2_SM_106	AD2_SM_116	AD2_SM_132	AD2_SM_134
Program Domain	SCE-SW-003B	Other 3P SCE Group	SCE LG	SCE-SW-002B	SW CCC	SCE LG	SCE LG
Score 1:							
Highest Program Influence Score	5	8	10	10	0	8	8
Highest Non-program Influence Score	10	8	10	9	10	7	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	3.33	5.00	5.00	5.00	0.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	4	10	8	0	5	5
Information provided through study, audit or other technical assistance provided	-	8	9	10	-	6	6
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	0	4	10	7	0	1	1
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	0	5	10	9	0	1	1
Payback on the investment P (score if rebate moved into range, 0 else)	-	8	10	9	-	8	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	10	-	-	-	5	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	REFUSED	7	9	5	3	5	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	10	-	10	-	-
Previous experience with this same measure	5	7	10	0	8	7	7
Previous experience with this program	0	4	10	9	0	7	7
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	5	5	9	5	8	5	5
Corporate policy or guidelines	0	8	7	8	0	2	2
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	2	7	10	2	4	4
Other, such as non-energy benefits	No	No	No	Yes, account representative was very responsive./	No	Yes, energy savings.	Yes, energy savings.
Importance of other factor	-	-	-	10	-	8	8
Score 2 -- Program Influence (Relative Importance) Score	5	4	7	4	0	2	2
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	2	7	2	0	2	2
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	Before	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4	7	4	0	2	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	6	3	6	10	8	8
Score 3 -- No-Program Score	2.00	4.00	5.00	4.00	0.00	2.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	6	5	6	10	8	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	6	-	2	-	8	8
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	6	5	0	10	8	8
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	50-50 chance you would	Definitely not	Definitely would have	-	Definitely would have	Definitely would have
... three years of when you did?	Probably would have	Probably would have	Probably not	-	-	-	-
... five years of when you did?	Definitely would have	Definitely would have	Definitely would have	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existing	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.26	0.37	0.57	0.37	0.00	0.30	0.30

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_140	AD2_SM_148	AD2_SM_154	AD2_SM_155	AD2_SM_156	AD2_SM_161	AD2_SM_164
Program Domain	SW CCC	SCE-SW-003B	SCE-SW-002B	SCE-SW-002B	SCE-SW-003B	Other 3P SCE Group	SCE-SW-003B
Score 1:							
Highest Program Influence Score	7	10	9	10	10	10	9
Highest Non-program Influence Score	9	10	9	10	10	8.5	7
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	4.67	5.00	5.00	5.00	5.00	5.41	5.63
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	10	8	10	10	9.5	9
Information provided through study, audit or other technical assistance provided	-	10	n/a	-	5	0	8
Information from your utility or program training course	-	-	n/a	-	-	0	-
Information from your utility or program marketing materials	2	0	n/a	0	0	0	3
Recommendation from program staff	-	-	n/a	-	-	0	-
Suggestion by your utility account rep	3	10	n/a	10	10	0	DON'T KNOW
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	9	10	10	10	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	0	-	-	0	-
Recommendation score if Vendor Recommendation>5	-	-	0	-	-	0	-
Recommendation from a vendor	3	10	6	5	10	6	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	6	-	-	6	-
Age or condition of the old equipment	9	10	n/a	-	-	8.5	6
Previous experience with this same measure	5	10	n/a	0	0	0	4
Previous experience with this program	7	10	9	0	0	0	5
A recommendation from an auditor or consulting engineer	-	-	n/a	-	-	8.5	-
Standard practice in your industry	3	0	0	10	10	5	5
Corporate policy or guidelines	3	10	6	10	0	6.5	7
Improved product quality	-	-	4	-	-	0	-
Compliance with rules or codes set by regulatory agencies	-	-	n/a	-	-	0	-
Improved plant safety	-	-	n/a	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	3	0	4	10	10	0	7
Other, such as non-energy benefits	No	No	socio-economic factors	No	No	improved reliability	No
Importance of other factor	-	-	8	-	-	7	-
Score 2 -- Program Influence (Relative Importance) Score	5	10	4	7	10	6	8
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	10	4	3.5	10	6	8
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	Before	After	after	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	10	4	7	10	6	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	0	6	3	0	4	2
Score 3 -- No-Program Score	3.00	10.00	4.00	3.00	10.00	7.50	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	0	6	7	0	2.5	3
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	7	0	2.5	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	10	-	10	0	-	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	-	not asked	-	Definitely not	not asked	Probably not OR
... three years of when you did?	-	-	not asked	-	Probably would have	not asked	Probably would have
... five years of when you did?	-	-	not asked	-	Probably would have	not asked	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed standard efficiency equipment	more eff. Than code, less eff. Than project	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	not asked	Installed EXACTLY what we did through th
NTGR SCORE	0.34	0.83	0.43	0.38	0.83	0.63	0.69

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_167	AD2_SM_180	AD2_SM_182	AD2_SM_184	AD2_SM_185	AD2_SM_206	AD2_SM_211
Program Domain	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B
Score 1:							
Highest Program Influence Score	6	7	7	10	10	10	10
Highest Non-program Influence Score	7	8	8	10	10	9	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.38	5.38	5.00	5.00	5.26	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	4	5	5	10	10	8	9
Information provided through study, audit or other technical assistance provided	6	7	7	10	10	9	10
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	6	1	1	8	8	7	10
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	0	1	1	9	9	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	-	10	10	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	4	6	6	-	-	9	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	4	4	4	8	8	8	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	7	8	8	8	8	3	5
Previous experience with this same measure	0	3	3	8	8	8	10
Previous experience with this program	0	1	1	9	9	8	10
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	6	5	5	8	8	9	10
Corporate policy or guidelines	-	-	-	10	10	8	10
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	-	-	9	9	8	10
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	6	6	7	7	6	4
Score 2 -- Relative importance score reduced by half if learned after decision	2	6	6	3.5	3.5	6	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	Before	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	6	6	7	7	6	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	4	4	3	3	4	6
Score 3 -- No-Program Score	2.00	6.00	6.00	5.00	5.00	5.00	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	4	4	5	5	5	3
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	8	3	3	7	7	4	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Definitely not	Definitely not	Definitely would have	Definitely would have	Probably not OR	Definitely not
... three years of when you did?	-	Probably not	Probably not	-	-	50-50 chance you would	50-50 chance you would
... five years of when you did?	-	50-50 chance you would	50-50 chance you would	-	-	Probably would have	50-50 chance you would
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	Done nothing (keep the existing equipmen
NTGR SCORE	0.30	0.58	0.58	0.45	0.45	0.54	0.53

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_213	AD2_SM_25	AD2_SM_3	AD2_SM_32	AD2_SM_34	AD2_SM_58	AD2_SM_64
Program Domain	SCE LG	SCE-SW-002B	SCE-SW-003B	SCE LG	Other 3P SCE Group	SCE-SW-004B	SW CCC
Score 1:							
Highest Program Influence Score	10	9	9	10	10	10	7
Highest Non-program Influence Score	10	7	10	10	10	10	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	7.50	4.74	5.00	5.00	5.00	4.67
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	9	9	10	5	6
Information provided through study, audit or other technical assistance provided	7	5	-	10	8	-	7
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	8	6	5	9	5	7	3
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	8	8	5	9	10	7	6
Payback on the investment P (score if rebate moved into range, 0 else)	9	9	9	-	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	10	-	-	6
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	0	8	DON'T KNOW	8	1	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	7	-	9	-	5	-
Previous experience with this same measure	5	0	10	0	8	10	8
Previous experience with this program	0	0	9	8	10	10	5
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	5	0	5	10	10	10	5
Corporate policy or guidelines	10	0	2	9	10	10	3
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	3	8	10	7	10	4
Other, such as non-energy benefits	No	No	Yes, total cost of the measure.	No	No	No	No
Importance of other factor	-	-	10	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	6	5	3	-	7	7	3
Score 2 -- Relative importance score reduced by half if learned after decision	3	5	3	-	7	7	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	5	3	DON'T KNOW	7	7	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	5	7	DON'T KNOW	3	3	7
Score 3 -- No-Program Score	6.00	10.00	5.00	1.00	7.00	2.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	0	5	9	3	8	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	2	-	-	-	3	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	2	0	5	10	3	5	9
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	50-50 chance you would	Probably not OR	-	Probably not OR	Probably would have	-
... three years of when you did?	Probably would have	Definitely would have	Probably would have	-	50-50 chance you would	Probably would have	-
... five years of when you did?	Definitely would have	-	Probably would have	-	Probably would have	Probably would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th
NTGR SCORE	0.47	0.75	0.42	0.30	0.63	0.47	0.32

Decision Maker NTG Scoring Worksheet

NewID	AD2_SM_7	AD2_SM_75	AD2_SM_80	AD2_SM_82	AD2_SM_90	AD2_SM_97	AD3_MA_104
Program Domain	Other 3P SCE Group	SCE LG	SCE LG	SCE LG	SW UC/CSU	SCE-SW-004B	SW CA State
Score 1:							
Highest Program Influence Score	10	4	9	4	10	10	2
Highest Non-program Influence Score	10	10	8	10	10	10	8
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	3.33	4.74	3.33	5.00	5.00	1.67
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	2	9	2	10	10	2
Information provided through study, audit or other technical assistance provided	10	-	7	-	n/a	10	-
Information from your utility or program training course	8	-	-	-	9	-	-
Information from your utility or program marketing materials	8	4	8	4	8	8	2
Recommendation from program staff	7	-	-	-	9	-	-
Suggestion by your utility account rep	10	4	9	4	9	10	0
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	9	-	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	8	-	8	-	-	8
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	-	0	-	-
Recommendation from a vendor	0	6	9	6	0	0	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	-	-	-	0	-	-
Age or condition of the old equipment	6	10	-	10	10	10	-
Previous experience with this same measure	8	7	1	7	10	10	8
Previous experience with this program	10	8	8	8	8.5	10	2
A recommendation from an auditor or consulting engineer	n/a	-	-	-	9	-	-
Standard practice in your industry	7	8	2	8	10	10	8
Corporate policy or guidelines	8	6	1	6	10	6	5
Improved product quality	9	-	-	-	9	-	-
Compliance with rules or codes set by regulatory agencies	n/a	-	-	-	10	-	-
Improved plant safety	n/a	-	-	-	10	-	-
Compliance with your organization's normal maintenance or equipment replacement	n/a	8	7	8	n/a	10	5
Other, such as non-energy benefits	none	No	Yes, federal money did become available.	No	n/a	No	Yes, comfort of our clients
Importance of other factor	-	-	10	-	n/a	-	10
Score 2 -- Program Influence (Relative Importance) Score	6	3	4	3	None	4	1
Score 2 -- Relative importance score reduced by half if learned after decision	6	3	4	3	5	4	0.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	After	After	After	after	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	3	4	3	5	4	1
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	7	6	7	5	6	9
Score 3 -- No-Program Score	8.00	1.00	9.00	1.00	10.00	0.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	9	1	9	0	10	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	0	-	-	-	10
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	9	0	9	-	6	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	not asked	-	Definitely not	-	-	Probably would have	-
... three years of when you did?	not asked	-	Probably not(s) OR	-	-	Definitely would have	-
... five years of when you did?	not asked	-	Probably would have	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	fewer units - half as many	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	do nothing	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.63	0.24	0.59	0.24	0.67	0.30	0.07

Decision Maker NTG Scoring Worksheet

NewID	AD3_MA_105	AD3_MA_15	AD3_MA_15	AD3_MA_15	AD3_MA_17	AD3_MA_27	AD3_MA_39
Program Domain	Other 3P SCE Group	SCE LG	SCE LG	SCE LG	SCE-SW-002B	SCE LG	SW UC/CSU
Score 1:							
Highest Program Influence Score	10	9	9	9	8	9	10
Highest Non-program Influence Score	10	8	8	8	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.29	5.29	5.29	5.00	4.74	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	9	9	9	7	5	10
Information provided through study, audit or other technical assistance provided	7	8	7	8	8	8	n/a
Information from your utility or program training course	-	-	-	-	-	-	9
Information from your utility or program marketing materials	7	8	7	8	7	7	8
Recommendation from program staff	-	-	-	-	-	-	9
Suggestion by your utility account rep	DON'T KNOW	7	7	8	8	9	9
Payback on the investment P (score if rebate moved into range, 0 else)	10	8	7	9	7	7	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	0
Recommendation from a vendor	5	7	7	6	6	9	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	0
Age or condition of the old equipment	5	7	8	-	-	8	0
Previous experience with this same measure	10	8	8	7	7	8	0
Previous experience with this program	10	8	8	8	6	8	8.5
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	9
Standard practice in your industry	8	7	6	8	8	10	10
Corporate policy or guidelines	10	7	8	7	7	8	10
Improved product quality	-	-	-	-	-	-	9
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	10
Improved plant safety	-	-	-	-	-	-	10
Compliance with your organization's normal maintenance or equipment replacement	8	8	7	8	7	5	n/a
Other, such as non-energy benefits	No	No	No	No	No	No	n/a
Importance of other factor	-	-	-	-	-	-	n/a
Score 2 -- Program Influence (Relative Importance) Score	5	5	5	5	7	8	None
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	5	5	5	3.5	4	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	After	Before	Before	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	5	5	7	8	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	5	5	3	2	5
Score 3 -- No-Program Score	5.00	10.00	5.00	9.00	4.00	2.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	0	5	1	6	8	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	1	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	0	5	1	6	7	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	Definitely not	Probably not	Probably not	Probably not	Definitely would have	-
... three years of when you did?	Definitely would have	Probably not	50-50 chance	Probably not	50-50 chance	-	-
... five years of when you did?	-	Probably not	Probably would have	50-50 chance	50-50 chance	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	Done nothing (keep the existing equipmen	Repaired/rewound or overhaul the existin	Done nothing (keep the existing equipmen	Installed equipment more efficient than	Installed EXACTLY what we did through th	do nothing
NTGR SCORE	0.42	0.68	0.51	0.64	0.42	0.36	0.67

Decision Maker NTG Scoring Worksheet

NewID	AD3_MA_40	AD3_MA_52	AD3_MA_52	AD3_MA_63	AD3_MM_14	AD3_MM_17	AD3_MM_23
Program Domain	SCE LG	SCE-SW-003B	SCE-SW-003B	SCE-SW-002B	SCE-SW-002B	SCE-SW-002B	SW UC/CSU
Score 1:							
Highest Program Influence Score	10	10	7	9	10	9	6
Highest Non-program Influence Score	10	8	7	10	10	10	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.56	5.00	4.74	5.00	4.74	4.29
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	7	7	2	5	8	0
Information provided through study, audit or other technical assistance provided	-	5	5	9	10	9	-
Information from your utility or program training course	-	-	-	-	-	0	0
Information from your utility or program marketing materials	7	7	7	8	10	5	6
Recommendation from program staff	-	-	-	-	-	0	6
Suggestion by your utility account rep	6	7	7	9	10	8	3
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	7	8	10	0	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	9	8
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	0	0
Recommendation from a vendor	0	0	0	8	10	8	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	8	0
Age or condition of the old equipment	10	-	3	-	8	8	0
Previous experience with this same measure	8	7	7	9	10	9	6
Previous experience with this program	8	7	7	9	10	9	7
A recommendation from an auditor or consulting engineer	-	-	-	-	-	0	0
Standard practice in your industry	8	8	7	10	10	8	6
Corporate policy or guidelines	7	4	5	5	10	10	6
Improved product quality	-	-	-	-	-	8	6
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	8	7
Improved plant safety	-	-	-	-	-	0	0
Compliance with your organization's normal maintenance or equipment replacement	8	0	3	10	10	8	3.5
Other, such as non-energy benefits	No	No	No	Yes, reputation of the company we used was good. had talked to	No	none	-
Importance of other factor	-	-	-	10	-	n/a	-
Score 2 -- Program Influence (Relative Importance) Score	5	5	5	6	5	7	8
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	2.5	5	3	2.5	7	8
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	Before	Before	after	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	5	6	5	7	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	5	4	5	3	2
Score 3 -- No-Program Score	5.00	7.00	7.00	0.00	3.00	5.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	3	3	10	7	5	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	3	-	8	-	-	5
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	3	3	9	7	-	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Definitely not	Definitely not	-	Definitely would have	not asked	not asked
... three years of when you did?	50-50 chance	Probably not	Probably not	-	-	not asked	not asked
... five years of when you did?	Probably would have	50-50 chance	50-50 chance	-	-	not asked	not asked
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Installed fewer units	Installed EXACTLY what we did through th	gone with lower efficiency units	fewer units, and efficiency above code but lower than project
NTGR SCORE	0.44	0.50	0.57	0.26	0.35	0.56	0.46

Decision Maker NTG Scoring Worksheet

NewID	AD3_MM_23	AD3_MM_23	AD3_MM_23	AD3_NC_15	AD3_NC_17	AD3_RCX_3	AD3_RCX_33
Program Domain	SW UC/CSU	SW UC/CSU	SW UC/CSU	SCE-SW-005A	SCE-SW-005A	Other 3P SCE Group	SCE-SW-002B
Score 1:							
Highest Program Influence Score	8	6	8	7.5	8	10	8
Highest Non-program Influence Score	8	8	7	9	10	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.29	5.33	4.55	4.44	5.56	4.44
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	0	8	7	8	10	8
Information provided through study, audit or other technical assistance provided	-	-	-	5	8	8	8
Information from your utility or program training course	0	0	0	1	0	-	-
Information from your utility or program marketing materials	6	6	6	1	5	6	6
Recommendation from program staff	6	6	6	7.5	0	-	-
Suggestion by your utility account rep	3	3	3	7.5	8	DON'T KNOW	7
Payback on the investment P (score if rebate moved into range, 0 else)	8	-	8	0	0	10	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	4	-	0	9	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	-	-
Recommendation from a vendor	0	0	7	9	8	6	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	7	9	8	-	-
Age or condition of the old equipment	8	8	0	n/a	N/A	-	10
Previous experience with this same measure	7	0	7	7.5	9	8	0
Previous experience with this program	7	7	7	n/a	9	8	6
A recommendation from an auditor or consulting engineer	0	0	0	0	0	-	-
Standard practice in your industry	6	6	6	4	8	6	8
Corporate policy or guidelines	6	6	6	8	10	5	0
Improved product quality	6	6	6	5	8	-	-
Compliance with rules or codes set by regulatory agencies	7	7	7	8	8	-	-
Improved plant safety	0	0	0	n/a	0	-	-
Compliance with your organization's normal maintenance or equipment replacement	3.5	3.5	3.5	0	8	8	10
Other, such as non-energy benefits	-	-	-	none	none	No	No
Importance of other factor	-	-	-	n/a	N/A	-	-
Score 2 -- Program Influence (Relative Importance) Score	8	8	8	2	7	10	5
Score 2 -- Relative importance score reduced by half if learned after decision	8	8	8	2	7	5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	after	after	after	after	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	8	8	2	7	10	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	-	2	2	8	3	0	5
Score 3 -- No-Program Score	3.00	0.00	8.00	2.50	5.00	0.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	10	2	7.5	5	10	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	7	10	2	-	-	5	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	10	2	-	-	5	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	not asked	not asked	not asked	not asked	not asked	Probably not	Definitely not
... three years of when you did?	not asked	not asked	not asked	not asked	not asked	Probably not	Definitely not
... five years of when you did?	not asked	not asked	not asked	not asked	not asked	Probably not	Definitely not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	fewer units, and efficiency above code but lower than project	fewer units, and efficiency above code but lower than project	fewer units, and efficiency above code but lower than project	standard efficiency equipment/code	gone with lower efficiency units	Installed standard efficiency equipment	Done nothing (keep the existing equipment)
NTGR SCORE	0.40	0.00	0.71	0.30	0.55	0.35	0.38

Decision Maker NTG Scoring Worksheet

NewID	AD3_RCX_4	AD3_RCX_40	AD3_RCX_44	AD3_RCX_6	AD3_SM_163	AD3_SM_205	AD3_SM_217
Program Domain	Other 3P SCE Group	SCE-SW-003B	SCE LG	Other 3P SCE Group	SCE-SW-003B	SCE-SW-003B	SCE-SW-002B
Score 1:							
Highest Program Influence Score	10	10	10	10	9	10	8
Highest Non-program Influence Score	8	10	10	8	10	10	5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.00	5.00	5.56	4.74	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	5	10	10	9	10	5
Information provided through study, audit or other technical assistance provided	10	10	-	10	8	-	8
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	6	0	7	7	5	10	4
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	10	10	5	10	8	0	6
Payback on the investment P (score if rebate moved into range, 0 else)	8	-	10	8	9	10	6
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	6	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	6	10	10	6	5	5	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	10	-	-	3	8	-
Previous experience with this same measure	8	10	10	8	10	10	5
Previous experience with this program	8	0	10	8	7	10	5
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	7	10	10	6	1	10	5
Corporate policy or guidelines	8	7	10	8	1	10	5
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	7	8	9	7	1	10	8
Other, such as non-energy benefits	No	No	No	Yes, ongoing maint vst or potential of some instability introduced	No	No	No
Importance of other factor	-	-	-	7	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	8	6	7	8	5	5	4
Score 2 -- Relative importance score reduced by half if learned after decision	8	6	7	8	5	2.5	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	6	7	8	5	5	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	4	3	2	5	5	6
Score 3 -- No-Program Score	5.00	0.00	7.00	5.00	8.00	8.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	10	3	5	2	2	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	10	3	4	2	0	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	-	Probably would have	50-50 chance	Probably not	Definitely not	50-50 chance
... three years of when you did?	Probably would have	-	50-50 chance	Probably would have	Probably not	Probably not	Probably would have
... five years of when you did?	Definitely would have	-	50-50 chance	Probably would have	50-50 chance	50-50 chance	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed standard efficiency equipment	Done nothing (keep the existing equipmen	Do Something else (specify)	Installed equipment more efficient than
NTGR SCORE	0.62	0.37	0.63	0.62	0.59	0.52	0.47

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_218	AD3_SM_222	AD3_SM_225	AD3_SM_227	AD3_SM_234	AD3_SM_236	AD3_SM_247
Program Domain	SCE-SW-002B	SCE-SW-002B	SCE-SW-002B	SW CCC	SCE-SW-003B	SCE-SW-002B	Other 3P SCE Group
Score 1:							
Highest Program Influence Score	8	8	8	10	10	8	8
Highest Non-program Influence Score	5	5	5	10	9	5	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	8.33	5.00	5.33
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	5	5	10	10	5	8
Information provided through study, audit or other technical assistance provided	8	8	8	10	8	8	7
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	4	4	4	8	9	4	5
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	6	6	6	10	7	6	8
Payback on the investment P (score if rebate moved into range, 0 else)	6	6	6	10	9	6	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	-	-	-	-	-
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	4	4	4	10	6	4	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	-	8	7	-	4
Previous experience with this same measure	5	5	5	10	DON'T KNOW	5	7
Previous experience with this program	5	5	5	10	9	5	6
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	5	5	5	8	DON'T KNOW	5	6
Corporate policy or guidelines	5	5	5	5	DON'T KNOW	5	5
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	8	10	2	8	7
Other, such as non-energy benefits	No	No	No	Yes, Info provided by California Community Colleges - Investor	No	No	No
Importance of other factor	-	-	-	10	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	4	4	6	7	4	3
Score 2 -- Relative importance score reduced by half if learned after decision	4	4	4	3	7	4	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	4	4	6	7	4	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	6	6	4	3	6	7
Score 3 -- No-Program Score	5.00	5.00	5.00	7.00	6.00	5.00	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	5	5	3	4	5	3
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	5	5	3	0	5	3
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	50-50 chance	50-50 chance	Probably not	50-50 chance	50-50 chance	Definitely not
... three years of when you did?	Probably would have	Probably would have	Probably would have	50-50 chance	50-50 chance	Probably would have	Definitely would have
... five years of when you did?	Definitely would have	Definitely would have	Definitely would have	Definitely would have	50-50 chance	Definitely would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	Installed equipment more efficient than	Installed equipment more efficient than	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Installed equipment more efficient than	Repaired/rewound or overhaul the existin
NTGR SCORE	0.47	0.47	0.47	0.50	0.71	0.47	0.51

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_248	AD3_SM_261	AD3_SM_277	AD3_SM_281	AD3_SM_286	AD3_SM_300	AD3_SM_303
Program Domain	SCE-SW-002B	Other 3P SCE Group	SCE-SW-002B	Other 3P SCE Group	SCE-SW-002B	SCE-SW-002B	Other 3P SCE Group
Score 1:							
Highest Program Influence Score	8	8	8	8	10	10	10
Highest Non-program Influence Score	5	8	5	8	10	10	6
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	5.00	5.00	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	8	5	8	10	10	10
Information provided through study, audit or other technical assistance provided	8	6	8	6	DON'T KNOW	-	8
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	4	3	4	3	10	10	2
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	6	8	6	8	8	10	8
Payback on the investment P (score if rebate moved into range, 0 else)	6	5	6	5	10	8	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	-	-	-	-	-
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	4	8	4	8	8	10	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	-	-	-	-	-
Previous experience with this same measure	5	8	5	8	0	10	2
Previous experience with this program	5	4	5	4	0	10	2
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	5	8	5	8	7	10	6
Corporate policy or guidelines	5	4	5	4	10	10	6
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	8	8	10	10	8
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	5	4	5	7	7	5
Score 2 -- Relative importance score reduced by half if learned after decision	4	2.5	4	2.5	7	3.5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	Before	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	5	4	5	7	7	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	5	6	5	3	3	5
Score 3 -- No-Program Score	5.00	6.00	5.00	6.00	10.00	9.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	4	5	4	0	1	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	11	1	4
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	0	5	0	0	1	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	Probably not	50-50 chance	Probably not	Definitely not	Definitely not	50-50 chance
... three years of when you did?	Probably would have	Probably would have	Probably would have	Probably would have	Definitely not	Probably not	Probably would have
... five years of when you did?	Definitely would have	Definitely would have	Definitely would have	Definitely would have	50-50 chance	Probably not	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	Installed fewer units	Installed equipment more efficient than	Installed fewer units	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th
NTGR SCORE	0.47	0.45	0.47	0.45	0.73	0.58	0.49

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_310	AD3_SM_324	AD3_SM_325	AD3_SM_356	AD3_SM_357	AD3_SM_363	AD3_SM_368
Program Domain	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-003B	SCE-SW-004B	SCE-SW-002B	Other 3P SCE Group
Score 1:							
Highest Program Influence Score	10	10	8	10	10	7	8
Highest Non-program Influence Score	10	10	9	8	10	10	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.33	5.56	5.00	5.83	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	8	9	5	7	8
Information provided through study, audit or other technical assistance provided	10	10	8	3	10	-	6
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	10	8	DON'T KNOW	6	10	2	3
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	10	10	0	9	10	2	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	-	10	10	7	5
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	6	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	10	0	6	4	10	5	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	10	9	-	8	10	-
Previous experience with this same measure	10	10	7	3	10	3	8
Previous experience with this program	10	10	8	5	10	7	4
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	10	6	7	10	3	8
Corporate policy or guidelines	10	6	-	8	10	4	4
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	10	-	6	10	5	8
Other, such as non-energy benefits	No	No	Yes, continuing practice	Yes, The fact that Edison spends time on it motive us to spend time on it as	No	No	No
Importance of other factor	-	-	7	6	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	4	3	7	5	4	5
Score 2 -- Relative importance score reduced by half if learned after decision	7	4	1.5	7	2.5	4	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	Before	After	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	4	3	7	5	4	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	6	7	3	5	6	5
Score 3 -- No-Program Score	0.00	0.00	0.00	10.00	3.00	6.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	10	10	0	7	4	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	8	6	10	0	7	2	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance	Probably would have	-	Definitely not	Definitely would have	Probably would have	Probably not
... three years of when you did?	Definitely would have	Definitely would have	-	Definitely not (within three years)	-	Definitely would have	Probably would have
... five years of when you did?	-	-	-	Probably not	-	-	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Installed fewer units
NTGR SCORE	0.40	0.30	0.23	0.75	0.35	0.53	0.45

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_37	AD3_SM_376	AD3_SM_387	AD3_SM_400	AD3_SM_411	AD3_SM_412	AD3_SM_414
Program Domain	SCE-SW-002B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE LG	SCE LG	SCE-SW-004B
Score 1:							
Highest Program Influence Score	7	10	10	9	10	10	9
Highest Non-program Influence Score	10	10	10	8	10	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.38	5.00	5.00	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	10	10	9	10	10	9
Information provided through study, audit or other technical assistance provided	-	-	-	8	10	10	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	0	5	5	8	10	10	8
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	5	7	7	9	5	5	9
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	10	8	-	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	4	-	-	-	10	10	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	7	9	9	8	DON'T KNOW	DON'T KNOW	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	10	10	8	-	-	-
Previous experience with this same measure	5	2	2	8	5	5	7
Previous experience with this program	7	0	0	8	10	10	8
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	0	7	7	8	10	10	9
Corporate policy or guidelines	6	0	0	8	DON'T KNOW	DON'T KNOW	0
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	0	0	8	DON'T KNOW	DON'T KNOW	7
Other, such as non-energy benefits	No				No	No	No
Importance of other factor	-	10	10	9	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	5	5	7	5	5	10
Score 2 -- Relative importance score reduced by half if learned after decision	5	5	5	3.5	5	5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	Before	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	5	7	5	5	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	5	3	5	5	0
Score 3 -- No-Program Score	2.00	9.00	9.00	2.00	0.00	0.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	1	1	8	10	10	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	10	10	10
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	8	1	1	9	5	5	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	50-50 chance	50-50 chance	-	DON'T KNOW	DON'T KNOW	Probably not
... three years of when you did?	-	50-50 chance	50-50 chance	-	-	-	50-50 chance
... five years of when you did?	-	Probably would have	Probably would have	-	-	-	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Do Something else (specify)
NTGR SCORE	0.41	0.63	0.63	0.35	0.33	0.33	0.33

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_416	AD3_SM_419	AD3_SM_46	AD3_SM_467	AD3_SM_477	AD3_SM_479	AD3_SM_480
Program Domain	SCE LG	SCE LG	Other 3P SCE Group	SW CCC	SCE LG	SCE LG	SCE LG
Score 1:							
Highest Program Influence Score	10	10	10	8	7	7	7
Highest Non-program Influence Score	10	10	10	10	8	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	4.71	4.67	4.67	4.67
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	7	8	7	7	7
Information provided through study, audit or other technical assistance provided	10	10	7	3	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	10	10	7	0	2	2	2
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	5	5	DON'T KNOW	8	5	5	5
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	10	8	7	7	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	10	10	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	DON'T KNOW	DON'T KNOW	5	1	7	7	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	5	10	5	5	5
Previous experience with this same measure	5	5	10	3	7	7	7
Previous experience with this program	10	10	10	0	4	4	4
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	10	8	9	6	6	6
Corporate policy or guidelines	DON'T KNOW	DON'T KNOW	10	0	8	8	8
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	DON'T KNOW	DON'T KNOW	8	2	4	4	4
Other, such as non-energy benefits	No	No	No	No	Yes, The Federal Funding that we got for the project	Yes, The Federal Funding that we got for the project	Yes, The Federal Funding that we got for the project
Importance of other factor	-	-	-	-	7	7	7
Score 2 -- Program Influence (Relative Importance) Score	5	5	5	3	3	3	3
Score 2 -- Relative importance score reduced by half if learned after decision	5	5	2.5	3	3	3	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	Before	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	5	3	3	3	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	5	7	7	7	7
Score 3 -- No-Program Score	0.00	0.00	5.00	2.00	7.00	7.00	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	10	5	8	3	3	3
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	10	10	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	5	5	4	2	2	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	DON'T KNOW	DON'T KNOW	50-50 chance	Probably would have	Probably not	Probably not	Probably not
... three years of when you did?	-	-	Definitely would have	Definitely would have	Probably not	Probably not	Probably not
... five years of when you did?	-	-	-	-	50-50 chance	50-50 chance	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen
NTGR SCORE	0.33	0.33	0.42	0.32	0.49	0.49	0.49

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_481	AD3_SM_491	AD3_SM_559	AD3_SM_568	AD3_SM_572	AD3_SM_582	AD3_SM_620
Program Domain	Other 3P SCE Group	SCE-SW-003B	SCE LG	Other 3P SCE Group	SCE-SW-004B	Other 3P SCE Group	SCE-SW-003B
Score 1:							
Highest Program Influence Score	8	10	10	8	10	10	8
Highest Non-program Influence Score	8	10	10	8	10	10	6
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	8	10	8	9	10	5
Information provided through study, audit or other technical assistance provided	6	10	7	6	9	6	8
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	3	8	5	3	10	10	4
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	8	10	8	8	10	8	6
Payback on the investment P (score if rebate moved into range, 0 else)	5	8	-	5	9	10	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	10	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	8	5	5	8	8	10	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	10	-	9	-	-
Previous experience with this same measure	8	10	8	8	7	10	0
Previous experience with this program	4	10	8	4	9	10	0
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	8	10	9	8	10	10	6
Corporate policy or guidelines	4	10	0	4	5	6	5
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	0	8	9	8	8
Other, such as non-energy benefits	No	No	No	No	No	Yes, reliability and efficiency	No
Importance of other factor	-	-	-	-	-	8	-
Score 2 -- Program Influence (Relative Importance) Score	5	9	2	5	8	5	5
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	9	1	2.5	4	5	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	Before	Before	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	9	2	5	8	5	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	1	8	5	2	5	5
Score 3 -- No-Program Score	6.00	4.00	5.00	6.00	0.00	5.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	6	5	4	10	5	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	5	8
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	6	5	0	7	5	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	50-50 chance	50-50 chance	Probably not	Probably not	50-50 chance	-
... three years of when you did?	Probably would have	Probably would have	50-50 chance	Probably would have	Definitely would have	Probably would have	-
... five years of when you did?	Definitely would have	Definitely would have	50-50 chance	Definitely would have	-	Definitely would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed fewer units	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	Installed fewer units	Repaired/rewound or overhaul the existin	Do Something else (specify)	Repaired/rewound or overhaul the existin
NTGR SCORE	0.45	0.60	0.37	0.45	0.30	0.50	0.32

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_625	AD3_SM_64	AD3_SM_670	AD3_SM_673	AD3_SM_686	AD3_SM_693	AD3_SM_698
Program Domain	SCE-SW-002B	Other 3P SCE Group	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B
Score 1:							
Highest Program Influence Score	5	8	8	10	10	10	10
Highest Non-program Influence Score	10	8	9	8	8	10	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	3.33	5.00	5.33	5.56	5.56	5.00	6.25
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	2	8	8	10	10	7	9
Information provided through study, audit or other technical assistance provided	5	6	6	2	2	10	10
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	2	3	4	7	7	7	2
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	2	8	5	10	10	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	-	5	-	2	2	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	5	-	3	-	-	7	6
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	5	8	8	10	10	10	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	10	-	9	8	8	-	7
Previous experience with this same measure	5	8	7	7	7	5	6
Previous experience with this program	7	4	2	5	5	5	6
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	5	8	5	5	5	10	2
Corporate policy or guidelines	0	4	-	0	0	10	-
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	2	8	-	8	8	8	-
Other, such as non-energy benefits based on our location	Yes, certain restrictions	No	No	No	No	No	No
Importance of other factor	10	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	1	5	3	2	2	5	6
Score 2 -- Relative importance score reduced by half if learned after decision	0.5	2.5	1.5	2	2	5	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	1	5	3	2	2	5	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	9	5	7	8	8	5	4
Score 3 -- No-Program Score	0.00	6.00	3.00	9.00	9.00	0.00	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	4	7	1	1	10	3
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	10	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	0	5	2	2	10	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably not	Definitely would have	Probably not	Probably not	-	Definitely not
... three years of when you did?	-	Probably would have	-	Probably would have	Probably would have	-	Probably not
... five years of when you did?	-	Definitely would have	-	Probably would have	Probably would have	-	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed fewer units	Installed standard efficiency equipment	Repaired/rewound or overhaul the existin	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin
NTGR SCORE	0.13	0.45	0.33	0.55	0.55	0.33	0.64

Decision Maker NTG Scoring Worksheet

NewID	AD3_SM_71	AD3_SM_715	AD3_SM_75	AD3_WB_19	BD2_MA_62	BD2_SM_110	BD2_SM_113
Program Domain	SCE-SW-002B	SCE-SW-004B	SCE-SW-003B	SCE-SW-005A	SW CA State	SCE-SW-002B	SCE-SW-002B
Score 1:							
Highest Program Influence Score	9	10	5	3	10	8	10
Highest Non-program Influence Score	10	8	8	10	10	9	8
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	4.74	5.56	3.85	2.31	5.00	4.71	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	2	6	5	3	10	8	8
Information provided through study, audit or other technical assistance provided	9	9	2	0	10	3	8
Information from your utility or program training course	-	-	-	0	-	-	-
Information from your utility or program marketing materials	8	4	1	0	10	6	6
Recommendation from program staff	-	-	-	0	-	-	-
Suggestion by your utility account rep	9	2	0	0	10	8	10
Payback on the investment P (score if rebate moved into range, 0 else)	8	10	-	-	10	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	8	7	-	9	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	0	-	-	-
Recommendation from a vendor	8	7	DON'T KNOW	0	8	3	9
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	0	-	-	-
Age or condition of the old equipment	-	-	-	0	10	3	-
Previous experience with this same measure	9	8	7	2	1	5	2
Previous experience with this program	9	8	0	4	10	6	2
A recommendation from an auditor or consulting engineer	-	-	-	7	-	-	-
Standard practice in your industry	10	7	7	8	10	5	6
Corporate policy or guidelines	5	7	5	10	1	6	8
Improved product quality	-	-	-	10	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	0	3	-	7	8	8
Other, such as non-energy benefits							
Importance of other factor	10	No	No	reduced maintenance	No	No	No
Score 2 -- Program Influence (Relative Importance) Score	6	4	4	1	7	3	5
Score 2 -- Relative importance score reduced by half if learned after decision	3	2	4	0.5	3.5	3	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	DON'T KNOW	After	before	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	4	4	1	7	3	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	6	6	9	3	7	5
Score 3 -- No-Program Score	0.00	4.00	2.00	1.00	5.00	4.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	6	8	9	5	6	2
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	8	6	6	9	-	-	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	9	6	8	-	5	4	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably would have	50-50 chance	-	Probably not OR	Probably would have	Probably not OR
... three years of when you did?	-	Definitely would have	Probably would have	-	Probably would have	Definitely would have	50-50 chance you would
... five years of when you did?	-	-	Definitely would have	-	Probably would have	-	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?							
Installed fewer units	Installed fewer units	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	-	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin
NTGR SCORE	0.26	0.39	0.33	0.13	0.45	0.39	0.62

Decision Maker NTG Scoring Worksheet

NewID	BD2_SM_122	BD2_SM_156	BD2_SM_226	BD2_SM_242	BD2_SM_290	BD2_SM_294	BD2_SM_296
Program Domain	SCE LG	SCE-SW-002B	SCE-SW-002B	SW CCC	SCE-SW-002B	SCE-SW-002B	SCE-SW-002B
Score 1:							
Highest Program Influence Score	10	8	8	7	8	8	8
Highest Non-program Influence Score	10	9	9	9	9	9	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.71	4.71	4.38	4.71	4.71	4.71
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	8	8	7	8	8	8
Information provided through study, audit or other technical assistance provided	10	3	3	7	3	3	3
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	5	6	6	7	6	6	6
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	10	8	8	7	8	8	8
Payback on the investment P (score if rebate moved into range, 0 else)	4	-	-	-	-	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	9	9	6	9	9	9
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	3	3	9	3	3	3
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	3	3	-	3	3	3
Previous experience with this same measure	0	5	5	9	5	5	5
Previous experience with this program	0	6	6	7	6	6	6
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	5	5	8	5	5	5
Corporate policy or guidelines	8	6	6	2	6	6	6
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	4	8	8	4	8	8	8
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	8	3	3	4	3	3	3
Score 2 -- Relative importance score reduced by half if learned after decision	8	3	3	2	3	3	3
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	3	3	4	3	3	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	7	7	6	7	7	7
Score 3 -- No-Program Score	5.00	4.00	4.00	2.00	4.00	4.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	6	6	8	6	6	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	4	4	5	4	4	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not OR	Probably would have	Probably would have	Probably not OR	Probably would have	Probably would have	Probably would have
... three years of when you did?	50-50 chance you would	Definitely would have	Definitely would have	Probably would have	Definitely would have	Definitely would have	Definitely would have
... five years of when you did?	50-50 chance you would	-	-	Definitely would have	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.60	0.39	0.39	0.28	0.39	0.39	0.39

Decision Maker NTG Scoring Worksheet

NewID	BD2_SM_299	BD2_SM_372	BD2_SM_386	BD2_SM_50	BD2_SM_57	BD2_SM_64	BD2_SM_7
Program Domain	SCE-SW-002B	SCE-SW-002B	SCE-SW-002B	SCE-SW-002B	SW UC/CSU	SW CCC	SCE LG
Score 1:							
Highest Program Influence Score	6	8	8	8	8	10	10
Highest Non-program Influence Score	8	9	9	9	8	10	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.29	4.71	4.71	4.71	5.00	5.00	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	6	8	8	8	8	10	8
Information provided through study, audit or other technical assistance provided	-	3	3	3	8	10	10
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	0	6	6	6	6	10	10
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	0	8	8	8	5	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	-	-	8	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	9	9	9	-	10	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	6	3	3	3	5	8	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	3	3	3	-	-	8
Previous experience with this same measure	0	5	5	5	8	10	8
Previous experience with this program	0	6	6	6	8	10	8
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	7	5	5	5	8	10	8
Corporate policy or guidelines	-	6	6	6	8	-	8
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	8	8	8	7	-	8
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	2	3	3	3	6	8	5
Score 2 -- Relative importance score reduced by half if learned after decision	1	3	3	3	3	8	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	After	After	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	2	3	3	3	6	8	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	8	7	7	7	4	2	5
Score 3 -- No-Program Score	1.00	4.00	4.00	4.00	9.00	2.00	2.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	9	6	6	6	1	8	8
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	1	8	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	9	4	4	4	1	DON'T KNOW	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably would have	Probably would have	Probably would have	Probably not OR	-	50-50 chance you would
... three years of when you did?	-	Definitely would have	Definitely would have	Definitely would have	Probably notrs) OR	-	Probably would havers)
... five years of when you did?	-	-	-	-	50-50 chance you would	-	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed equipment more efficient than	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed fewer units	Installed EXACTLY what we did through th
NTGR SCORE	0.21	0.39	0.39	0.39	0.57	0.50	0.34

Decision Maker NTG Scoring Worksheet

NewID	BD2_SM_70	MA_101	MA_11	MA_131	MA_153	MA_156	MA_164
Program Domain	SW UC/CSU	SCE-SW-002B	Other 3P SCE Group	SCE-SW-002B	SCE-SW-003B	SCE-SW-002B	SCE-SW-002B
Score 1:							
Highest Program Influence Score	10	10	10	10	10	10	9
Highest Non-program Influence Score	10	10	10	10	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.00	5.00	5.56	5.00	5.29
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	3	10	8	10	9
Information provided through study, audit or other technical assistance provided	8	-	0	-	10	8	8
Information from your utility or program training course	-	0	-	0	N/A	-	N/A
Information from your utility or program marketing materials	9	0	5	0	N/A	3	N/A
Recommendation from program staff	-	4	-	4	6	-	N/A
Suggestion by your utility account rep	8	4	10	4	N/A	3	N/A
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	-	10	-	10	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	-	10	-	2	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	0	0	0	0	-
Recommendation from a vendor	7	4	5	4	3	8	N/A
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	4	5	4	3	8	-
Age or condition of the old equipment	8	-	10	-	N/A	10	7
Previous experience with this same measure	10	10	10	10	8	10	8
Previous experience with this program	10	6	8	6	5	10	10
A recommendation from an auditor or consulting engineer	-	5	-	5	N/A	-	7
Standard practice in your industry	10	9	8	9	0	5	8
Corporate policy or guidelines	-	10	10	10	7	8	8
Improved product quality	-	10	-	10	2.5	-	N/A
Compliance with rules or codes set by regulatory agencies	-	10	-	10	-	-	4
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	10	10	10	-	8	6
Other, such as non-energy benefits	No	Yes, we are implementing behavioral changes.	No	Yes, we are implementing behavioral changes.	Yes, Future greenhouse and carbon caps	No	No
Importance of other factor	-	10	-	10	5	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	DK	5	DK	2	8	6
Score 2 -- Relative importance score reduced by half if learned after decision	5	DK	5	DK	2	4	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	Before	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	DK	5	DK	2	8	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	DK	5	DK	8	2	4
Score 3 -- No-Program Score	6.00	7.00	0.00	7.00	8.00	6.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	3	10	3	2	4	-
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	4
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	-	10	-	-	4	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not OR	Not until the equipment failed	-	Not until the equipment failed	Probably not (0.0 probability)	Probably not (within one year)	Probably not (0.25 probability)
... three years of when you did?	Probably would have	-	-	-	Probably not (0.25 probability)	Probably not (within one year)	Probably not (0.50 probability)
... five years of when you did?	Probably would have	-	-	-	50 chance (0.50 probability)	Probably would have (within five years)	Probably would have (0.75 probability)
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Do nothing (keep the existing equipment as is)	Installed EXACTLY what we did through th	Do nothing (keep the existing equipment as is)	Whatever required by code	Installed EXACTLY what we did through th	Less efficient than what you installed through
NTGR SCORE	0.53	0.60	0.33	0.60	0.52	0.50	0.58

Decision Maker NTG Scoring Worksheet

NewID	MA_165	MA_17	MA_171	MA_172	MA_172	MA_42	MA_47
Program Domain	SCE-SW-003B	SCE-SW-004B	SCE-SW-002B	SW UC/CSU	SW UC/CSU	SCE-SW-004B	SCE-SW-002B
Score 1:							
Highest Program Influence Score	10	9	6	9	9	9	10
Highest Non-program Influence Score	10	10	10	8	8	8	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.74	3.75	5.45	5.45	5.29	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	8	5	9	9	8	10
Information provided through study, audit or other technical assistance provided	-	9	3	4	4	9	-
Information from your utility or program training course	-	-	0	7	7	-	-
Information from your utility or program marketing materials	7	9	2	3	3	6	8
Recommendation from program staff	-	-	6	-	-	-	-
Suggestion by your utility account rep	5	9	6	-	-	8	5
Payback on the investment P (score if rebate moved into range, 0 else)	10	7	-	7	7	7	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	5	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	7	9	5	6	6	8	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	7	9	5	6	6	8	10
Age or condition of the old equipment	10	9	10	7	7	8	8
Previous experience with this same measure	10	8	7	7.5	7.5	7	1
Previous experience with this program	7	10	8	8	8	8	1
A recommendation from an auditor or consulting engineer	-	-	7	6	6	-	-
Standard practice in your industry	7	9	6	7	7	7	8
Corporate policy or guidelines	7	9	10	6	6	8	5
Improved product quality	-	-	8	7	7	-	-
Compliance with rules or codes set by regulatory agencies	-	-	N/A	4	4	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	9	8	N/A	7	7	7	1
Other, such as non-energy benefits	No	Yes, equipment is critical	No	Yes, Reliability (7.5),	Yes, Reliability (7.5),	No	No
Importance of other factor	-	10	-	7.5	7.5	-	-
Score 2 -- Program Influence (Relative Importance) Score	3	7	3	6.5	6.5	7	5
Score 2 -- Relative importance score reduced by half if learned after decision	1.5	3.5	1.5	6.5	6.5	3.5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	7	3	6.5	6.5	7	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	3	7	3.5	3.5	3	5
Score 3 -- No-Program Score	0.00	2.00	4.00	8.00	8.00	1.00	9.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	8	6	2	2	9	1
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	2	2	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	9	-	-	-	8	1
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	probably not (0.25 probability)	probably not (0.25 probability)	probably not (0.25 probability)	probably not (within one year)	probably not (within one year)
... three years of when you did?	-	-	likely would have (1.0 probability)	likely would have (1.0 probability)	likely would have (1.0 probability)	likely would have (within three years)	likely would have (within three years)
... five years of when you did?	-	-	-	50 chance (0.50 probability)	50 chance (0.50 probability)	likely would have within five years	likely would have within five years
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed standard efficiency equipment	less efficient than code but you installed through	Very unlikely we would have done anything.	Very unlikely we would have done anything.	Installed EXACTLY what we did through th	Done nothing (keep the existing equipment)
NTGR SCORE	0.22	0.34	0.31	0.67	0.30	0.33	0.65

Decision Maker NTG Scoring Worksheet

NewID	MA_57	MA_61	MA_63	MA_64	MA_65	MA_67	MA_68
Program Domain	Other 3P SCE Group	SW CCC	SW CCC	Other 3P SCE Group	SCE LG	SW UC/CSU	SW UC/CSU
Score 1:							
Highest Program Influence Score	10	0	10	10	9	9	7
Highest Non-program Influence Score	10	10	10	10	9	10	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	0.00	5.00	5.00	5.00	5.00	4.67
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	0	10	10	6	9	7
Information provided through study, audit or other technical assistance provided	8	-	10	9	7	6	7
Information from your utility or program training course	-	-	8	-	-	8	-
Information from your utility or program marketing materials	7	0	7	9	7	7	7
Recommendation from program staff	-	-	10	-	-	8	-
Suggestion by your utility account rep	5	0	10	10	9	8	7
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	10	10	-	9	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	0	-	-	9	-	7
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	0	0	9	9	5	7	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	9	9	5	7	2
Age or condition of the old equipment	-	10	10	8	-	8	-
Previous experience with this same measure	10	10	8	10	0	8	8
Previous experience with this program	10	0	8	10	0	10	7
A recommendation from an auditor or consulting engineer	-	-	7	-	-	9	-
Standard practice in your industry	5	0	10	10	6	9	7
Corporate policy or guidelines	5	0	10	10	DK	9	8
Improved product quality	-	-	10	-	-	8	-
Compliance with rules or codes set by regulatory agencies	-	-	10	-	-	9	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	7	10	10	9	8	7
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	0	5	9	5	4	7
Score 2 -- Relative importance score reduced by half if learned after decision	4	0	5	9	5	2	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	After	-	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	0	5	9	5	4	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	10	5	1	5	6	3
Score 3 -- No-Program Score	5.00	0.00	6.00	5.00	9.00	5.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	10	4	5	1	5	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	3	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	2	10	-	6	1	-	6
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not (within one year)	-	Probably not (0.25 probability)	Probably would have (within one year)	Probably not (within one year)	Probably not	Probably not (within one year)
... three years of when you did?	Probably would have (within three years)	-	Probably not (0.25 probability)	Probably would have within three years	Probably not (within three years)	Probably would have	Probably not (within three years)
... five years of when you did?	Probably would have (within five years)	-	Probably not (0.25 probability)	Probably would have (within five years)	Probably would have (within five years)	Probably would have	Probably not (within five years)
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through the program	Installed EXACTLY what we did through the program	Repair/rewind or overhaul the existing equipment	Installed standard efficiency equipment	Done nothing (keep the existing equipment)	Repair, keep the equipment going.	Installed equipment more efficient than
NTGR SCORE	0.47	0.00	0.53	0.63	0.63	0.47	0.52

Decision Maker NTG Scoring Worksheet

NewID	MA_69	MA_70	MA_71	MA_93	MM_11	MM_12	MM_17
Program Domain	SW UC/CSU	Other 3P SCE Group	SCE LG	SCE-SW-002B	SCE-SW-002B	SCE-SW-004B	SCE-SW-002B
Score 1:							
Highest Program Influence Score	9	9	10	10	10	10	10
Highest Non-program Influence Score	10	9	10	10	10	10	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.29	5.00	5.00	5.00	5.26	5.26
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	9	7	2	10	10	9	10
Information provided through study, audit or other technical assistance provided	6	-	0	9	10	10	10
Information from your utility or program training course	8	-	10	-	-	-	-
Information from your utility or program marketing materials	7	7	0	7	10	9	7
Recommendation from program staff	8	-	-	-	-	-	-
Suggestion by your utility account rep	8	8	10	7	10	10	6
Payback on the investment P (score if rebate moved into range, 0 else)	9	9	-	10	7	9	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	0	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	7	7	0	2	10	4	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	7	7	0	2	10	4	5
Age or condition of the old equipment	8	9	10	9	-	9	-
Previous experience with this same measure	8	0	10	9	0	9	6
Previous experience with this program	10	6	8	0	0	10	6
A recommendation from an auditor or consulting engineer	9	-	0	-	-	-	-
Standard practice in your industry	9	8	10	10	10	8	9
Corporate policy or guidelines	9	8	0	8	10	9	8
Improved product quality	8	-	10	-	-	-	-
Compliance with rules or codes set by regulatory agencies	9	-	10	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	7	-	8	8	8	7
Other, such as non-energy benefits	No	No	No	No	No	No	Yes, Comfort level and indoor air-quality
Importance of other factor	-	-	-	-	-	-	8
Score 2 -- Program Influence (Relative Importance) Score	4	7	2	10	8	7	10
Score 2 -- Relative importance score reduced by half if learned after decision	4	7	1	10	4	3.5	10
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	Before	After	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?							
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	7	2	10	8	7	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	3	8	0	2	3	0
Score 3 -- No-Program Score	5.00	7.00	10.00	2.00	2.00	3.00	9.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	3	0	8	8	7	1
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	3	-	2	-	8	-	1
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	2	-	8	8	5	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not	Probably not (within one year)	Probably would have (1.0 probability)	Probably would have within one year	Probably would have (within one year)	Probably not (within one year)	Probably not (within one year)
... three years of when you did?	Probably would have	Probably not (within three years)	Probably would have (1.0 probability)	-	Probably would have within three years	Probably would have (within three years)	Probably would have (within three years)
... five years of when you did?	Probably would have	Probably not (within five years)	Probably would have (1.0 probability)	-	-	Probably would have within five years	Probably would have (within five years)
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repair, keep the equipment going.	Installed equipment more efficient than	More efficient but not the highest efficiency unit	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed equipment more efficient than	Repaired/rewound or overhaul the existin
NTGR SCORE	0.47	0.64	0.57	0.57	0.37	0.39	0.81

Decision Maker NTG Scoring Worksheet

NewID	SCG_AD1_SM_104	SCG_AD1_SM_109	SCG_AD1_SM_11	SCG_AD1_SM_13	SCG_AD1_SM_14	SCG_AD1_SM_15	SCG_AD1_SM_18
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	8	10	10	10	10	8	7
Highest Non-program Influence Score	8	10	10	10	10	10	9
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	5.00	5.56	5.00	5.00	4.44	4.38
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	6	10	10	10	10	8	7
Information provided through study, audit or other technical assistance provided	-	-	N/A	7	7	-	1
Information from your utility or program training course	-	Don't know	N/A	N/A	N/A	-	1
Information from your utility or program marketing materials	8	Don't know	N/A	5	5	5	1
Recommendation from program staff	-	Don't know	N/A	5	5	-	2
Suggestion by your utility account rep	7	Don't know	N/A	5	5	0	6
Payback on the investment P (score if rebate moved into range, 0 else)	8	-	8	10	10	6	6
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	0	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	0	-	-	-	-
Recommendation score if Vendor Recommendation>5	-	-	0	-	-	-	-
Recommendation from a vendor	4	8	1	2	2	7	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	0	-	-	-	-
Age or condition of the old equipment	8	10	10	5	5	10	3
Previous experience with this same measure	8	7	3	8	8	0	6
Previous experience with this program	8	9	8	N/A	N/A	0	8
A recommendation from an auditor or consulting engineer	-	8	8	7	7	-	9
Standard practice in your industry	8	8	3	10	10	3	8
Corporate policy or guidelines	8	-	5	10	10	0	5
Improved product quality	-	7	N/A for EE piece	N/A	N/A	-	3
Compliance with rules or codes set by regulatory agencies	-	6	N/A for EE piece	N/A	N/A	-	1
Improved plant safety	-	-	N/A for EE piece	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	Don't know	6	5	5	10	1
Other, such as non-energy benefits	No	No	N/A	No	No	No	Yes, improve indoor air quality
Importance of other factor	-	-	0	-	-	-	5
Score 2 -- Program Influence (Relative Importance) Score	5	4	9	7	7	2	7
Score 2 -- Relative importance score reduced by half if learned after decision	5	2	9	7	7	1	3.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	After	Before	SAME TIME
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	0	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4	9	7	7	2	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	6	1	3	3	8	3
Score 3 -- No-Program Score	7.00	-	8.00	10.00	10.00	3.00	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	-	2	0	0	7	-
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	0	-	-	-	3
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	-	0	-	-	7	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not OR	-	not asked	Definitely not	Definitely not	50-50 chance you would	Definitely not
... three years of when you did?	50-50 chance you would	-	not asked	Definitely not	Definitely not	Definitely would have	Probably not
... five years of when you did?	Probably would have	-	not asked	Probably not	Probably not	-	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	-	looked at industry standard, but would not have pursued premium	efficiency equipment or whatever required by code	efficiency equipment or whatever required by code	Installed standard efficiency equipment	Repair/rewind or overhaul the existing equipment
NTGR SCORE	0.57	0.35	0.75	0.73	0.73	0.28	0.50

Decision Maker NTG Scoring Worksheet

NewID	SCG_AD1_SM_19	SCG_AD1_SM_26	SCG_AD1_SM_27	SCG_AD1_SM_28	SCG_AD1_SM_39	SCG_AD1_SM_46	SCG_AD1_SM_58
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	9	9	9	8	10	10	7
Highest Non-program Influence Score	8	10	10	8	10	9	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.29	4.74	4.74	5.00	5.00	5.56	4.12
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	9	9	9	8	10	5	7
Information provided through study, audit or other technical assistance provided	N/A	0	0	-	8	-	-
Information from your utility or program training course	5	0	0	-	-	-	-
Information from your utility or program marketing materials	5	0	0	5	-	5	4
Recommendation from program staff	5	8	8	-	8	-	-
Suggestion by your utility account rep	3	0	0	8	8	0	3
Payback on the investment P (score if rebate moved into range, 0 else)	4	-	-	-	10	10	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	10	8	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	7	0	0	3	6	6	1
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	8	0	0	3	8	-	2
Previous experience with this same measure	2	0	0	5	7	8	1
Previous experience with this program	9.5	0	0	8	10	9	2
A recommendation from an auditor or consulting engineer	8	10	10	-	8	-	-
Standard practice in your industry	7	0	0	5	5	3	5
Corporate policy or guidelines	5	0	0	3	0	0	7
Improved product quality	5	0	0	-	10	-	-
Compliance with rules or codes set by regulatory agencies	4	3	3	-	10	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	5	0	0	3	8	2	3
Other, such as non-energy benefits	Yes, Improved plant safety	No	No	No	No	No	Yes, Internal factors. / Will our product still preform if we make the
Importance of other factor	-	-	-	-	-	-	10
Score 2 -- Program Influence (Relative Importance) Score	9	5	5	8	6	5	4
Score 2 -- Relative importance score reduced by half if learned after decision	4.5	2.5	2.5	8	6	2.5	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	9	5	5	8	6	5	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	1	5	5	2	2	5	6
Score 3 -- No-Program Score	5.00	8.00	8.00	5.00	4.00	0.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	2	2	5	6	10	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	-	4	-	10	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	Definitely not	Definitely not	Probably not OR	Definitely not	-	Probably not OR
... three years of when you did?	Probably not	Definitely not	Definitely not	50-50 chance you would	Definitely not	-	Probably not OR
... five years of when you did?	Probably would have	Probably not	Probably not	50-50 chance you would	Definitely not	-	50-50 chance you would
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Repair/rewind or overhaul the existing equipment	Do nothing	Do nothing	Done nothing (keep the existing equipment	efficient than code but less efficient than what you installed through	Installed EXACTLY what we did through th	Done nothing (keep the existing equipment
NTGR SCORE	0.64	0.59	0.60	0.60	0.55	0.27	0.47

Decision Maker NTG Scoring Worksheet

NewID	SCG_AD1_SM_59	SCG_AD1_SM_70	SCG_AD1_SM_71	SCG_AD1_SM_77	SCG_AD1_SM_82	SCG_AD1_SM_85	SCG_AD1_SM_89
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	10	7	7	8	10	7	10
Highest Non-program Influence Score	9	10	10	8	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.26	4.12	4.12	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	5	5	8	5	3	5
Information provided through study, audit or other technical assistance provided	0	-	-	-	-	-	8
Information from your utility or program training course	0	-	-	-	-	-	9
Information from your utility or program marketing materials	0	7	7	5	8	5	10
Recommendation from program staff	3	-	-	-	-	-	9
Suggestion by your utility account rep	0	5	5	7	10	7	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	-	-	8	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	10	10	8	-	6	and then achieve it. Siem
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	-	-	-	-	-	-
Recommendation from a vendor	7	7	7	5	5	0	N/A
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	7	-	-	-	-	-	-
Age or condition of the old equipment	0	-	-	-	10	10	5
Previous experience with this same measure	9	7	7	5	5	7	8
Previous experience with this program	7	7	7	8	8	5	N/A
A recommendation from an auditor or consulting engineer	0	-	-	-	-	-	10
Standard practice in your industry	9	7	7	5	10	0	system of developing, cr
Corporate policy or guidelines	3	-	-	5	10	0	5
Improved product quality	0	-	-	-	-	-	10
Compliance with rules or codes set by regulatory agencies	0	-	-	-	-	-	10
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	-	-	5	10	6	10
Other, such as non-energy benefits	increased thruput	Yes, Energy Audit.	Yes, Energy Audit.	No	No	No	No
Importance of other factor	7.5	8	8	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	6	4	4	7	5	1	5
Score 2 -- Relative importance score reduced by half if learned after decision	6	2	2	7	2.5	0.5	2.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	Before	Before	After	Before	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	4	4	7	5	1	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	6	6	3	5	9	5
Score 3 -- No-Program Score	4.00	7.00	7.00	5.00	0.00	2.00	4.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	6	3	3	5	10	8	6
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	6	3	3	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	6	3	3	5	10	10	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	Probably not OR	Probably not OR	50-50 chance you would	-	-	Probably not
... three years of when you did?	-	Probably not OR	Probably not OR	Probably would have	-	-	Probably would have
... five years of when you did?	uld have happened in 5 ye	50-50 chance you would	50-50 chance you would	Probably would have	-	-	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	Done nothing (keep the existing equipmen	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Install fewer units
NTGR SCORE	0.51	0.44	0.44	0.57	0.25	0.25	0.47

Decision Maker NTG Scoring Worksheet

NewID	SCG_AD1_SM_94	SCG_AD2_MA_22	SCG_AD2_MA_37	SCG_AD2_MA_57	SCG_AD2_MA_74	SCG_AD2_MA_81	SCG_AD2_MA_90
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Deemed	SCG Deemed	SCG Deemed	SCG Deemed
Score 1:							
Highest Program Influence Score	10	10	9	10	10	10	8
Highest Non-program Influence Score	9	10	8	10	9	10	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	10.00	5.00	5.29	5.00	5.56	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	7	9	10	9	5	8
Information provided through study, audit or other technical assistance provided	-	0	-	-	10	-	-
Information from your utility or program training course	-	9	-	-	N/A	-	-
Information from your utility or program marketing materials	0	n/a	DON'T KNOW	10	N/A	9	7
Recommendation from program staff	-	0	-	-	0	-	-
Suggestion by your utility account rep	8	10	DON'T KNOW	8	0	10	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	8	-	9	-	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	10	-	10	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	-	-	0	-	-
Recommendation from a vendor	0	10	7	8	7	9	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)		10	-	-	7	-	-
Age or condition of the old equipment	-	7	-	-	8	-	7
Previous experience with this same measure	0	n/a	2	10	DK	8	6
Previous experience with this program	9	n/a	7	8	9	10	5
A recommendation from an auditor or consulting engineer	-	10	-	-	8	-	-
Standard practice in your industry	0	8	8	10	0	8	8
Corporate policy or guidelines	0	10	5	-	8	-	5
Improved product quality	-	10	-	-	N/A	-	-
Compliance with rules or codes set by regulatory agencies	-	10	-	-	N/A	-	-
Improved plant safety	-	n/a	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	0	n/a	5	-	N/A	-	6
Other, such as non-energy benefits	No	need to expand	Yes, the ease of installing this equipment. it did not require major	No	No	No	No
Importance of other factor	-	10	6	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	10	4	7	5	8	5	7
Score 2 -- Relative importance score reduced by half if learned after decision	10	4	7	2.5	8	5	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	DON'T KNOW	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	10	4	7	5	8	5	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	0	6	3	5	2	5	3
Score 3 -- No-Program Score	5.00	4.00	7.00	5.00	8.00	0.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	6	3	5	2	10	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	5	-	3	10	2	9	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	-	3	10	-	9	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance you would	definitely would have	Probably not OR	-	probably not	-	Probably not OR
... three years of when you did?	50-50 chance you would	-	50-50 chance you would	-	definitely not	-	Probably would have
... five years of when you did?	50-50 chance you would	-	Probably would have	-	definitely not	-	Definitely would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Do Something else (specify)	fewer units, less eff than project, but more than code.	Done nothing (keep the existing equipmen	Installed standard efficiency equipment	do nothing	Installed EXACTLY what we did through th	Installed fewer units
NTGR SCORE	0.83	0.43	0.64	0.42	0.72	0.33	0.57

Decision Maker NTG Scoring Worksheet

NewID	SCG_AD2_MA_93	SCG_AD2_SM_102	SCG_AD2_SM_106	SCG_AD2_SM_108	SCG_AD2_SM_296	SCG_AD3_MA_20	SCG_AD3_MA_21
Program Domain	SCG Deemed	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Deemed	SCG TP	SCG TP
Score 1:							
Highest Program Influence Score	10	6	10	9	10	10	10
Highest Non-program Influence Score	10	9	10	9.5	10	9	6
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	4.00	5.00	4.86	5.00	5.26	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	6	10	9	10	10	10
Information provided through study, audit or other technical assistance provided	-	-	0	N/A	-	-	-
Information from your utility or program training course	-	-	0	N/A	-	-	-
Information from your utility or program marketing materials	8	1	5	N/A	8	9	1
Recommendation from program staff	-	-	9	N/A	-	-	-
Suggestion by your utility account rep	10	1	10	N/A	8	8	7
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	7	8	10	9	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	1	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	0	0	-	-	-
Recommendation from a vendor	5	9	8	0	10	9	10
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	8	0	-	-	-
Age or condition of the old equipment	10	-	n/a	6.5	8	9	6
Previous experience with this same measure	2	9	8	7	8	9	1
Previous experience with this program	6	5	8	8	8	8	1
A recommendation from an auditor or consulting engineer	-	-	n/a	9.5	-	-	-
Standard practice in your industry	7	8	10	7	8	5	3
Corporate policy or guidelines	-	1	0	8	10	8	3
Improved product quality	-	-	10	N/A	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	10	N/A	-	-	-
Improved plant safety	-	-	n/a	0	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	8	9	5	5	8	8
Other, such as non-energy benefits	Yes, Environmental issues.	Yes, visited customers form each vendor to ask them about their	none	none	No	No	No
Importance of other factor	8	9	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	1	3	8	10	9	10
Score 2 -- Relative importance score reduced by half if learned after decision	3.5	0.5	3	8	10	4.5	10
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	after	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	1	3	8	10	9	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	9	7	2	0	1	0
Score 3 -- No-Program Score	8.00	0.00	5.00	8.00	5.00	10.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	10	5	2	5	0	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	1	10	-	-	0	0	0
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	-	-	definitely not	Probably not OR	Definitely would have	Probably not
... three years of when you did?	Definitely not	-	-	probably not	Probably not	-	50-50 chance
... five years of when you did?	Definitely would have	-	-	probably not	Probably would have	-	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Installed EXACTLY what we did through th	locate out of state -- looked at Georgia	-	Repaired/rewound or overhaul the existin	Installed standard efficiency equipment	Done nothing (keep the existing equipment)
NTGR SCORE	0.57	0.15	0.43	0.70	0.67	0.66	0.85

Decision Maker NTG Scoring Worksheet

NewID	SCG_AD3_SM_14	SCG_AD3_SM_28	SCG_AD3_SM_46	SCG_AD3_SM_85	SCG_AD3_WB_2	SCG_AD3_WB_8	SCG_BD2_SM_20
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	10	9	10	10	10	10	10
Highest Non-program Influence Score	10	9.5	10	10	10	10	5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	4.86	5.00	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	9	7	10	10	9	10
Information provided through study, audit or other technical assistance provided	0	N/A	-	-	-	-	5
Information from your utility or program training course	0	N/A	-	-	-	-	5
Information from your utility or program marketing materials	0	N/A	DON'T KNOW	10	-	5	5
Recommendation from program staff	0	N/A	-	-	-	-	5
Suggestion by your utility account rep	0	N/A	0	10	-	10	10
Payback on the investment P (score if rebate moved into range, 0 else)	10	8	10	9	-	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	10	-	5
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	10	0	-	-	0	-	-
Recommendation from a vendor	10	0	7	8	-	10	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	0	-	-	0	-	-
Age or condition of the old equipment	0	6.5	10	-	0	-	5
Previous experience with this same measure	8	7	10	10	0	5	0
Previous experience with this program	8	8	9	10	0	10	5
A recommendation from an auditor or consulting engineer	10	9.5	-	-	-	-	5
Standard practice in your industry	1	7	9	9	-	5	5
Corporate policy or guidelines	8	8	5	DON'T KNOW	10	1	5
Improved product quality	0	N/A	-	-	0	-	2
Compliance with rules or codes set by regulatory agencies	-	N/A	-	-	-	-	10
Improved plant safety	0	0	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	5	10	9	-	10	5
Other, such as non-energy benefits	0	none	No	No	long-term benefits: reduced maintenance, utility expenditures, etc	No	No
Importance of other factor	-	-	-	-	10	-	-
Score 2 -- Program Influence (Relative Importance) Score	6	8	7	5	5	5	9
Score 2 -- Relative importance score reduced by half if learned after decision	6	8	3.5	5	5	5	9
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	after	Before	After	after	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	8	7	5	5	5	9
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	2	3	5	5	5	1
Score 3 -- No-Program Score	10.00	8.00	3.00	5.00	2.00	3.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	-	2	7	5	8	7	-
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	0	-	-	-	2	-	0
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	7	5	-	3	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	definitely not	Definitely would have	Definitely would have	-	50-50 chance	Definitely not
... three years of when you did?	-	probably not	-	-	-	Probably would have	Probably not
... five years of when you did?	-	probably not	-	-	-	Definitely would have	Probably not
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	-	Installed equipment more efficient than	Installed standard efficiency equipment	-	Installed equipment more efficient than	Do nothing
NTGR SCORE	0.70	0.70	0.38	0.50	0.40	0.43	0.95

Decision Maker NTG Scoring Worksheet

NewID	SCG_BD2_SM_48	SCG_BD3_MA_35	SCG_BD3_MA_36	SCG_BD3_MA_39	SCG_BD3_SM_217	SCG_MA_21	SCG_MA_5
Program Domain	SCG Core Calc	SCG Deemed	SCG Deemed	SCG Deemed	SCG Deemed	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	10	10	10	8	10	10	9
Highest Non-program Influence Score	10	10	6	8	10	9	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	6.25	5.00	5.00	5.88	5.29
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	5	8	10	9	8
Information provided through study, audit or other technical assistance provided	-	-	10	-	-	-	-
Information from your utility or program training course	-	-	NA	-	-	-	-
Information from your utility or program marketing materials	10	10	NA	7	8	6	0
Recommendation from program staff	-	-	NA	-	-	-	-
Suggestion by your utility account rep	10	10	9	8	8	9	9
Payback on the investment P (score if rebate moved into range, 0 else)	9	10	-	8	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	5	-	-	-	8
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	0	-	-	0	0
Recommendation from a vendor	8	10	5	7	10	9	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	5	-	-	9	0
Age or condition of the old equipment	-	8	0	7	8	-	8
Previous experience with this same measure	10	10	NA	6	8	0	5
Previous experience with this program	10	10	NA	5	8	0	8
A recommendation from an auditor or consulting engineer	-	-	5	-	-	-	-
Standard practice in your industry	9	5	5	8	8	5	0
Corporate policy or guidelines	DON'T KNOW	4	NA	5	10	7	-
Improved product quality	-	-	NA	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	NA	-	-	-	-
Improved plant safety	-	-	6	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	9	5	2	6	5	5	-
Other, such as non-energy benefits	No		-	No	No	No	No
Importance of other factor	-	10	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	7	3	7	10	7	6
Score 2 -- Relative importance score reduced by half if learned after decision	5	7	3	7	10	7	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	after	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	7	3	7	10	7	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	3	7	3	0	3	4
Score 3 -- No-Program Score	5.00	8.00	5.00	5.00	5.00	9.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	2	5	5	5	1	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	1	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	1	-	4	0	0	3
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Definitely not	probably not	Probably not OR	Probably not OR	Probably not (within one year)	Probably not (within one year)
... three years of when you did?	-	Probably not(s) OR	50-50	Probably would have(s)	Probably not(s) OR	Probably not (within three years)	Probably not (within three years)
... five years of when you did?	-	50-50 chance you would	definitely would have	Definitely would have	Probably would have	Probably would have (within five years)	Probably would have (within five years)
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Repaired/rewound or overhaul the existing	fewer units	Installed fewer units	Repaired/rewound or overhaul the existing	Installed standard efficiency equipment	Installed EXACTLY what we did through the program
NTGR SCORE	0.50	0.67	0.48	0.57	0.67	0.73	0.54

Decision Maker NTG Scoring Worksheet

NewID	SCG_SM_1	SCG_SM_105	SCG_SM_106	SCG_SM_109	SCG_SM_114	SCG_SM_119	SCG_SM_13
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	10	10	10	10	8	8	9
Highest Non-program Influence Score	10	9	10	10	9	7	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.26	5.00	5.26	4.71	5.33	6.43
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	9	10	10	8	8	9
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	10	5	9	2	8	5	0
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	10	3	10	0	5	0	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	10	10	-	8	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	9	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	8	8	9	3	8	6	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	8	8	9	3	8	6	7
Age or condition of the old equipment	-	-	-	10	6	-	-
Previous experience with this same measure	8	0	10	7	8	6	0
Previous experience with this program	6	7	10	8	8	6	7
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	10	9	10	7	8	7	4
Corporate policy or guidelines	10	8	10	9	6	7	4
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	8	10	8	8	7	5
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	10	7	6	3	4	5	7
Score 2 -- Relative importance score reduced by half if learned after decision	5	7	3	1.5	4	5	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	After	Before	Before	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	10	7	6	3	4	5	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	0	3	4	7	6	5	3
Score 3 -- No-Program Score	0.00	3.00	0.00	7.00	3.00	8.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	7	10	3	7	2	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	10	-	-	2	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	9	10	3	7	3	8
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	-	fininitely not (within one year)	ance you would (within one year)	ably not (within one year)	fininitely not (within one year)
... three years of when you did?	-	-	-	nitely not (within three years)	y would have (within three years)	bly not (within three years)	bly not (within three years)
... five years of when you did?	-	-	-	ably not (within five years)	ely would have within five years	nance you would (within five years)	nance you would (within five years)
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Done nothing (keep the existing equipmen	Installed standard efficiency equipment
NTGR SCORE	0.33	0.51	0.27	0.46	0.39	0.61	0.65

Decision Maker NTG Scoring Worksheet

NewID	SCG_SM_14	SCG_SM_19	SCG_SM_20	SCG_SM_27	SCG_SM_3	SCG_SM_30	SCG_SM_33
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	7	10	9	9	10	9	8
Highest Non-program Influence Score	10	8	8	8	8	9.5	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.12	5.56	5.29	10.00	5.56	4.86	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	10	9	9	10	9	6
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	N/A	-
Information from your utility or program training course	-	-	-	-	-	N/A	-
Information from your utility or program marketing materials	5	5	2	0	8	N/A	8
Recommendation from program staff	-	-	-	-	-	N/A	-
Suggestion by your utility account rep	0	0	8	0	8	N/A	8
Payback on the investment P (score if rebate moved into range, 0 else)	-	10	8	9	8	8	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	10	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	9	0	8	8	4	0	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	9	0	8	8	4	0	4
Age or condition of the old equipment	-	-	-	-	-	6.5	-
Previous experience with this same measure	0	7	1	0	8	7	6
Previous experience with this program	5	7	2	0	8	8	0
A recommendation from an auditor or consulting engineer	-	-	-	-	-	9.5	-
Standard practice in your industry	0	8	5	0	6	7	8
Corporate policy or guidelines	3	8	8	0	4	8	8
Improved product quality	-	-	-	-	-	N/A	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	N/A	-
Improved plant safety	-	-	-	-	-	0	-
Compliance with your organization's normal maintenance or equipment replacement	0	8	7	0	4	5	8
Other, such as non-energy benefits	No	No	No	No	No	none	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	10	6	6	3	8	8
Score 2 -- Relative importance score reduced by half if learned after decision	2.5	5	6	6	1.5	8	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	DON'T KNOW	Before	After	After	DON'T KNOW	after	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	10	6	6	3	8	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	0	4	4	7	2	2
Score 3 -- No-Program Score	2.00	10.00	6.00	10.00	8.00	8.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	8	0	4	0	2	2	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	7	-	3	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	7	0	5	0	1	-	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	probably would have (within one year)	probably not (within one year)	probably not (within one year)	definitely not (within one year)	definitely not (within one year)	definitely not	-
... three years of when you did?	probably would have (within three years)	probably not (within three years)	probably not (within three years)	definitely not (within three years)	definitely not (within three years)	probably not	-
... five years of when you did?	probably would have (within five years)	probably not (within five years)	probably not (within five years)	definitely not (within five years)	definitely not (within five years)	probably not	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Installed fewer units	Installed equipment more efficient than	Installed standard efficiency equipment	Repaired/rewound or overhaul the existing	-	Installed EXACTLY what we did through th
NTGR SCORE	0.29	0.69	0.58	0.87	0.50	0.70	0.30

Decision Maker NTG Scoring Worksheet

NewID	SCG_SM_42	SCG_SM_44	SCG_SM_50	SCG_SM_57	SCG_SM_67	SCG_SM_74	SCG_SM_77
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Score 1:							
Highest Program Influence Score	9	10	10	10	10	10	9
Highest Non-program Influence Score	8	10	9	10	8	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.29	5.56	5.00	5.00	5.56	5.56	5.29
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	8	10	9	4	10	10	8
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	7	0	4	6	5	5	2
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	7	8	9	10	0	0	9
Payback on the investment P (score if rebate moved into range, 0 else)	9	10	10	-	10	10	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	8	-	-	8
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	0	0	0
Recommendation from a vendor	3	5	8	0	0	0	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	3	5	8	0	0	0	0
Age or condition of the old equipment	-	-	-	9	-	-	7
Previous experience with this same measure	5	8	0	0	7	7	0
Previous experience with this program	8	10	9	0	7	7	6
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	6	5	8	10	8	8	0
Corporate policy or guidelines	8	8	9	1	8	8	-
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	6	2	10	5	8	8	-
Other, such as non-energy benefits	No	No	No	Yes, compliance with air pollution control district	No	No	No
Importance of other factor	-	-	-	10	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	8	5	9	10	10	5
Score 2 -- Relative importance score reduced by half if learned after decision	5	8	5	9	5	5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	Before	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	8	5	9	10	10	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	2	5	1	0	0	5
Score 3 -- No-Program Score	5.00	10.00	5.00	0.00	10.00	10.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	0	5	10	0	0	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	2	-	-	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	0	5	10	0	0	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not (within one year)	Probably not (within one year)	Probably not (within one year)	Probably not (within one year)	Probably not (within one year)	Probably not (within one year)	Probably not (within one year)
... three years of when you did?	Probably not (within three years)	Probably not (within three years)	Probably not (within three years)	Probably not (within three years)	Probably not (within three years)	Probably not (within three years)	Probably not (within three years)
... five years of when you did?	Probably not (within five years)	Probably not (within five years)	Probably not (within five years)	Probably not (within five years)	Probably not (within five years)	Probably not (within five years)	Probably not (within five years)
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed fewer units	Installed fewer units	Installed equipment more efficient than
NTGR SCORE	0.51	0.79	0.50	0.47	0.69	0.69	0.54

Decision Maker NTG Scoring Worksheet

NewID	SCG_SM_78	SCG_SM_82	SCG_SM_95	SCG_WB_6	SDGE_AD1_MA_1	SDGE_AD1_MA_11	SDGE_AD1_MA_15
Program Domain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SDGE3117	SDGE3117	SDGE3117
Score 1:							
Highest Program Influence Score	5	8	9	8	10	9	7
Highest Non-program Influence Score	10	9	8	8	7	9	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	3.33	5.00	5.29	4.44	5.88	5.00	4.38
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	8	8	8	10	8	5
Information provided through study, audit or other technical assistance provided	N/A	-	-	5	0	-	7
Information from your utility or program training course	N/A	-	-	-	0	-	0
Information from your utility or program marketing materials	N/A	6	7	0	0	6	0
Recommendation from program staff	N/A	-	-	-	0	-	-
Suggestion by your utility account rep	N/A	7	9	0	0	2	2
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	-	-	10	9	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	7	7	7	1	-	-	8
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	0	0	0	0	-	-	-
Recommendation from a vendor	0	6	8	8	0	2	1
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	0	6	8	8	-	-	-
Age or condition of the old equipment	3	4	-	-	6	-	8
Previous experience with this same measure	1	7	7	2	6	9	7
Previous experience with this program	8	9	7	6	7	9	0
A recommendation from an auditor or consulting engineer	10	-	-	-	0	-	0
Standard practice in your industry	0	8	8	3	7	5	7
Corporate policy or guidelines	8	7	-	-	-	8	-
Improved product quality	N/A	-	-	-	-	-	7
Compliance with rules or codes set by regulatory agencies	N/A	-	-	-	7	-	9
Improved plant safety	0	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	0	8	-	-	4	7	-
Other, such as non-energy benefits	reduced heat exchanger maintenance	No	No	Yes, incorrectly mandated by AQMD	No	No	Yes, Reduced maintenance
Importance of other factor	2	-	-	10	-	-	9
Score 2 -- Program Influence (Relative Importance) Score	2	4	7	9	8	3	2
Score 2 -- Relative importance score reduced by half if learned after decision	2	4	3.5	4.5	8	1.5	1
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	after	After	Before	Before	After	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	2	4	7	9	8	3	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	8	6	3	1	2	7	8
Score 3 -- No-Program Score	0.50	6.00	5.00	0.00	8.00	8.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	9.5	4	5	10	2	2	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	5	10	-	2	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	6	5	10	-	6	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	definitely would	definitely would have within one	chance you would (within one	-	-	Probably not OR	-
... three years of when you did?	-	-	y would have (within three	-	-	Probably would have	-
... five years of when you did?	-	-	ely would have within five	-	-	Probably would have	Definitely
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	same as what was installed	Installed standard efficiency equipment	Installed equipment more efficient than	Installed EXACTLY what we did through th	-	Installed fewer units	Turned the equipment off in isolated buildings
NTGR SCORE	0.13	0.50	0.46	0.30	0.73	0.48	0.38

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD1_MA_15	SDGE_AD1_MA_17	SDGE_AD1_MA_19	SDGE_AD1_MA_2	SDGE_AD1_MA_23	SDGE_AD1_MA_25	SDGE_AD1_MA_30
Program Domain	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE Core Calc
Score 1:							
Highest Program Influence Score	7	7	7	10	7	10	8
Highest Non-program Influence Score	8	8	8	7	7	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.38	4.38	4.38	5.88	5.00	5.00	4.44
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	5	5	5	10	7	10	8
Information provided through study, audit or other technical assistance provided	7	7	7	0	-	-	-
Information from your utility or program training course	0	0	0	0	-	-	-
Information from your utility or program marketing materials	0	0	0	0	0	2	8
Recommendation from program staff	0	-	-	0	-	-	-
Suggestion by your utility account rep	2	2	2	0	7	10	7
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	-	10	-	10	6
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	8	8	-	7	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	1	1	1	5	7	10	3
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	6	7	7	3	-	-	10
Previous experience with this same measure	7	7	7	0	0	10	8
Previous experience with this program	0	0	0	7	0	10	8
A recommendation from an auditor or consulting engineer	0	0	0	0	-	-	-
Standard practice in your industry	7	7	7	1	0	4	8
Corporate policy or guidelines	-	-	-	-	-	10	8
Improved product quality	9	8	8	-	-	-	-
Compliance with rules or codes set by regulatory agencies	9	7	7	7	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	-	-	-	4	-	10	10
Other, such as non-energy benefits	Yes, Reduced maintenance and water quality issues	Yes, Reduced maintenance	Yes, Reduced maintenance	No	No	No	No
Importance of other factor	9	9	9	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	7	7	7	6	5	4	5
Score 2 -- Relative importance score reduced by half if learned after decision	3.5	3.5	3.5	6	5	2	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	Before	After	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	7	7	6	5	4	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	3	3	4	5	6	5
Score 3 -- No-Program Score	7.00	7.00	7.00	9.00	10.00	5.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	3	3	1	0	5	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	-	-	3	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	-	-	0	4	4
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	-	-	Definitely would have	50-50 chance you would	Definitely not
... three years of when you did?	Definitely	-	-	-	-	Definitely would have	Definitely not
... five years of when you did?	-	Definitely	Definitely	-	-	-	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Turned the equipment off in isolated buildings	Turned the equipment off in isolated buildings	Turned the equipment off in isolated buildings	-	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin
NTGR SCORE	0.61	0.61	0.61	0.70	0.67	0.40	0.51

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD1_MA_8	SDGE_AD1_MA_9	SDGE_AD1_SM_1	SDGE_AD1_SM_2	SDGE_AD1_SM_24	SDGE_AD1_SM_27	SDGE_AD1_SM_28
Program Domain	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117
Score 1:							
Highest Program Influence Score	10	10	10	9	10	7	7
Highest Non-program Influence Score	10	8	10	9	10	9	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.56	5.00	5.00	5.00	4.38	4.38
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	9	10	3	3
Information provided through study, audit or other technical assistance provided	-	N/A	-	-	-	-	-
Information from your utility or program training course	-	N/A	-	-	-	-	-
Information from your utility or program marketing materials	2	N/A	10	9	0	3	3
Recommendation from program staff	-	6	-	-	-	-	-
Suggestion by your utility account rep	10	0	10	8	8	7	7
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	10	7	10	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	8	-	-	-	8	8
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation > 5	-	-	-	-	-	-	-
Recommendation from a vendor	10	N/A	8	8	6	7	7
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	7	-	9	-	8	8
Previous experience with this same measure	10	7	2	8	0	8	8
Previous experience with this program	10	7	10	9	8	7	7
A recommendation from an auditor or consulting engineer	-	7	-	-	-	-	-
Standard practice in your industry	4	4	9	5	8	9	9
Corporate policy or guidelines	10	4	10	9	10	9	9
Improved product quality	-	0	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	0	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	10	0	10	8	10	8	8
Other, such as non-energy benefits	No	No	Yes, The fact that it also increased occupant comfort.	No	No	No	No
Importance of other factor	-	-	8	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	4	5	8	1	7	2	2
Score 2 -- Relative importance score reduced by half if learned after decision	2	2.5	8	0.5	3.5	2	2
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	Before	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	4	5	8	1	7	2	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	6	5	2	9	3	8	8
Score 3 -- No-Program Score	5.00	0.00	10.00	5.00	10.00	0.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	10	0	5	0	10	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	3	3	0	-	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	4	-	0	3	0	10	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	50-50 chance you would	Definitely not	Definitely not	Probably would have	Definitely not	-	-
... three years of when you did?	Definitely would have	50-50 chance	Definitely not	Definitely would have	Definitely not	-	-
... five years of when you did?	-	Probably would have	Definitely not	-	Definitely not	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Install fewer units	Done nothing (keep the existing equipmen	Installed standard efficiency equipment	Done nothing (keep the existing equipmen	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th
NTGR SCORE	0.40	0.39	0.77	0.35	0.62	0.21	0.21

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD1_SM_3	SDGE_AD1_SM_4	SDGE_AD1_SM_43	SDGE_AD1_SM_47	SDGE_AD1_SM_65	SDGE_AD1_SM_78	SDGE_AD1_SM_88
Program Domain	SDGE3117	SDGE3117	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE3117
Score 1:							
Highest Program Influence Score	9	9	10	8	4	10	9
Highest Non-program Influence Score	9	9	9	10	7	9	9
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.00	5.26	4.44	3.64	5.26	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	8	10	8	2	6	8
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	8	8	6	8	2	8	6
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	9	9	5	7	4	0	2
Payback on the investment P (score if rebate moved into range, 0 else)	9	-	9	6	-	10	9
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	9	-	-	6	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	-	-	-	-	-
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	7	5	10	3	0	9	2
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	-	10	-	7	-
Previous experience with this same measure	9	9	9	8	7	9	9
Previous experience with this program	9	8	9	8	0	9	9
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	9	8	7	8	4	7	5
Corporate policy or guidelines	9	9	8	8	0	5	8
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	9	9	8	10	0	9	7
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	5	7	5	2	5	3
Score 2 -- Relative importance score reduced by half if learned after decision	5	2.5	7	5	1	5	1.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	Before	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	7	5	2	5	3
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	3	5	8	5	7
Score 3 -- No-Program Score	6.00	5.00	4.00	6.00	1.00	3.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	4	5	6	4	9	7	2
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	4	4	5	-	-	-	2
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	5	5	5	4	6	5	6
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	Probably would have	50-50 chance you would	Definitely not	Probably would have	50-50 chance you would	Probably not OR
... three years of when you did?	-	Definitely would have	Probably would have	Definitely not	Definitely would have	50-50 chance you would	Probably would have
... five years of when you did?	-	-	Probably would have	Probably would have	-	Definitely would have	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Repaired/rewound or overhaul the existin	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed fewer units
NTGR SCORE	0.53	0.42	0.54	0.51	0.19	0.44	0.48

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD1_SM_90	SDGE_AD1_SM_91	SDGE_AD2_MA_12	SDGE_AD2_MA_3	SDGE_AD2_MA_5	SDGE_AD2_MA_5	SDGE_AD2_SM_1
Program Domain	SDGE3117	SDGE3117	SDGE3117	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Score 1:							
Highest Program Influence Score	7	7	10	5	10	7	10
Highest Non-program Influence Score	9	9	8	10	10	9	5
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	4.38	4.38	5.56	3.33	5.26	4.67	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	3	3	10	5	10	7	8
Information provided through study, audit or other technical assistance provided	-	-	N/A	2	-	-	-
Information from your utility or program training course	-	-	N/A	-	-	-	-
Information from your utility or program marketing materials	3	3	N/A	-	8	5	6
Recommendation from program staff	-	-	6	5	-	-	-
Suggestion by your utility account rep	7	7	0	2	9	5	8
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	-	5	10	7	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	8	8	8	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	7	7	N/A	0	8	8	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	8	8	7	10	8	9	-
Previous experience with this same measure	8	8	7	10	5	8	0
Previous experience with this program	7	7	7	10	10	8	0
A recommendation from an auditor or consulting engineer	-	-	7	5	-	-	-
Standard practice in your industry	9	9	4	10	9	8	5
Corporate policy or guidelines	9	9	4	10	9	8	5
Improved product quality	-	-	0	10	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	0	7	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	0	-	8	8	8
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	2	2	5	4.117647059	7	4	7
Score 2 -- Relative importance score reduced by half if learned after decision	2	2	2.5	2.058823529	7	2	3.5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	Before	Before	After	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	2	2	5	4.117647059	7	4	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	8	8	5	5.882352941	3	6	3
Score 3 -- No-Program Score	0.00	0.00	0.00	2.00	2.00	1.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	10	10	-	8	9	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	3	8	-	-	5
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	10	10	-	-	4	5	5
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	-	-	Definitely not	-	Probably not	Probably would have	50-50 chance you would
... three years of when you did?	-	-	50-50 chance	-	50-50 chance	Probably would have	Probably would have
... five years of when you did?	-	-	Probably would have	-	Probably would have	Probably would have	Probably would have
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Install fewer units	-	Installed fewer units	Do Something else (specify)	Installed EXACTLY what we did through th
NTGR SCORE	0.21	0.21	0.39	0.25	0.48	0.26	0.47

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD2_SM_13	SDGE_AD2_SM_14	SDGE_AD2_SM_15	SDGE_AD2_SM_16	SDGE_AD2_SM_2	SDGE_AD2_SM_20	SDGE_AD2_SM_21
Program Domain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Score 1:							
Highest Program Influence Score	10	10	10	10	10	10	10
Highest Non-program Influence Score	8	8	8	8	5	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.56	5.56	5.56	5.56	5.56	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	10	8	10	10
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	7	7	7	7	6	7	7
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	8	8	8	8	8	8	8
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	10	10	10	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	8	8	8	8	8	8	8
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	-	-	-	-	-
Previous experience with this same measure	8	8	8	8	0	8	8
Previous experience with this program	8	8	8	8	0	8	8
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	7	7	7	7	5	7	7
Corporate policy or guidelines	8	8	8	8	5	8	8
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	8	8	8	8	8
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	6	6	6	6	7	6	6
Score 2 -- Relative importance score reduced by half if learned after decision	6	6	6	6	3.5	6	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	6	6	6	7	6	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	4	4	4	3	4	4
Score 3 -- No-Program Score	7.00	7.00	7.00	7.00	5.00	7.00	7.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	3	3	3	5	3	3
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	3	3	3	3	5	3	3
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	3	3	3	5	3	3
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not OR	Probably not OR	Probably not OR	Probably not OR	50-50 chance you would	Probably not OR	Probably not OR
... three years of when you did?	Probably not OR	Probably not OR	Probably not OR	Probably not OR	Probably would have	Probably not OR	Probably not OR
... five years of when you did?	50-50 chance you would	50-50 chance you would	50-50 chance you would	50-50 chance you would	Probably would have	50-50 chance you would	50-50 chance you would
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)
NTGR SCORE	0.62	0.62	0.62	0.62	0.47	0.62	0.62

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD2_SM_24	SDGE_AD2_SM_25	SDGE_AD2_SM_26	SDGE_AD2_SM_30	SDGE_AD2_SM_31	SDGE_AD2_SM_34	SDGE_AD2_SM_344
Program Domain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Score 1:							
Highest Program Influence Score	10	10	10	10	10	10	10
Highest Non-program Influence Score	8	8	8	8	8	8	8
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.56	5.56	5.56	5.56	5.56	5.56	5.56
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	10	10	10	10	10	10	10
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	7	7	7	7	7	7	4
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	8	8	8	8	8	8	5
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	10	10	10	10	8
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	8	8	8	8	8	8	4
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	-	-	-	-	8
Previous experience with this same measure	8	8	8	8	8	8	5
Previous experience with this program	8	8	8	8	8	8	8
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	7	7	7	7	7	7	8
Corporate policy or guidelines	8	8	8	8	8	8	8
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	8	8	8	8	8	8	8
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	6	6	6	6	6	6	8
Score 2 -- Relative importance score reduced by half if learned after decision	6	6	6	6	6	6	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	6	6	6	6	6	8
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	4	4	4	4	4	2
Score 3 -- No-Program Score	7.00	7.00	7.00	7.00	7.00	7.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	3	3	3	3	3	3	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	3	3	3	3	3	3	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	3	3	3	3	3	3	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Probably not OR	Probably not OR	Probably not OR	Probably not OR	Probably not OR	Probably not OR	-
... three years of when you did?	Probably not OR	Probably not OR	Probably not OR	Probably not OR	Probably not OR	Probably not OR	-
... five years of when you did?	50-50 chance you would	50-50 chance you would	50-50 chance you would	50-50 chance you would	50-50 chance you would	50-50 chance you would	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Done nothing (keep the existing equipment)	Do Something else (specify)
NTGR SCORE	0.62	0.62	0.62	0.62	0.62	0.62	0.49

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD2_SM_4	SDGE_AD2_SM_552	SDGE_AD2_SM_8	SDGE_AD3_MA_10	SDGE_AD3_MA_12	SDGE_AD3_MA_14	SDGE_AD3_MA_23
Program Domain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Score 1:							
Highest Program Influence Score	8	5	10	8	8	10	10
Highest Non-program Influence Score	7	10	8	8	8	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.33	3.33	5.56	5.00	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	6	5	10	8	6	10	5
Information provided through study, audit or other technical assistance provided	-	2	-	-	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	3	-	7	7	7	8	0
Recommendation from program staff	-	5	-	-	-	-	-
Suggestion by your utility account rep	7	2	8	6	7	9	10
Payback on the investment P (score if rebate moved into range, 0 else)	8	5	10	6	8	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor	-	-	-	-	-	-	-
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	0	0	8	5	7	8	0
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	2	10	-	-	-	-	-
Previous experience with this same measure	6	10	8	5	7	8	10
Previous experience with this program	7	10	8	1	7	10	10
A recommendation from an auditor or consulting engineer	-	5	-	-	-	-	-
Standard practice in your industry	7	10	7	6	8	10	5
Corporate policy or guidelines	7	10	8	8	8	10	5
Improved product quality	-	10	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	7	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	4	-	8	7	8	10	0
Other, such as non-energy benefits	No	No	No	No	No	No	No
Importance of other factor	-	-	-	-	-	-	-
Score 2 -- Program Influence (Relative Importance) Score	5	4.117647059	6	5	5	7	10
Score 2 -- Relative importance score reduced by half if learned after decision	5	2.058823529	6	5	2.5	3.5	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	Before	Before	Before
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	4.117647059	6	5	5	7	10
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5.882352941	4	5	5	3	0
Score 3 -- No-Program Score	8.00	2.00	7.00	0.00	8.00	3.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	-	3	10	2	7	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	8	3	4	-	-	10
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	2	-	3	5	2	7	10
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	-	Probably not OR	50-50 chance	Probably not	Probably would have	-
... three years of when you did?	Definitely not(s)	-	Probably not(s) OR	Definitely would have	50-50 chance	Probably would have	-
... five years of when you did?	Definitely not(s)	-	50-50 chance you would	-	50-50 chance	Definitely would have	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	-	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Do Something else (specify)	Installed equipment more efficient than	Installed EXACTLY what we did through th
NTGR SCORE	0.61	0.25	0.62	0.33	0.52	0.38	0.33

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD3_MA_40	SDGE_AD3_MA_46	SDGE_AD3_MA_49	SDGE_AD3_MA_5	SDGE_AD3_MA_8	SDGE_AD3_MA_9	SDGE_AD3_SM_102
Program Domain	SDGE Core Calc	SDGE3117	SDGE3117	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE3117
Score 1:							
Highest Program Influence Score	9	10	10	10	10	10	10
Highest Non-program Influence Score	10	7	7	10	10	10	7
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	5.00	5.88	5.88	5.00	5.00	5.00	5.88
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	9	10	10	10	10	10	10
Information provided through study, audit or other technical assistance provided	-	0	0	-	-	-	0
Information from your utility or program training course	-	0	0	-	-	-	0
Information from your utility or program marketing materials	4	0	0	7	8	8	0
Recommendation from program staff	-	0	0	-	-	-	0
Suggestion by your utility account rep	3	0	0	10	9	9	0
Payback on the investment P (score if rebate moved into range, 0 else)	9	10	10	10	10	10	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	0	0	-	-	-	0
Recommendation from a vendor	8	0	0	10	8	8	5
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	0	0	-	-	-	5
Age or condition of the old equipment	10	6	6	-	-	-	3
Previous experience with this same measure	9	6	6	10	8	8	0
Previous experience with this program	9	7	7	10	10	10	7
A recommendation from an auditor or consulting engineer	-	0	0	-	-	-	0
Standard practice in your industry	8	7	7	10	10	10	1
Corporate policy or guidelines	9	-	-	10	10	10	-
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	9	4	4	8	10	10	4
Other, such as non-energy benefits	No	AB 32 (reduce greenhouse gases)	AB 32 (reduce greenhouse gases)	Yes, emission deduction	No	No	AB 32 (reduce greenhouse gases)
Importance of other factor	-	7	7	10	-	-	7
Score 2 -- Program Influence (Relative Importance) Score	3	8	8	6	7	7	6
Score 2 -- Relative importance score reduced by half if learned after decision	3	8	8	3	3.5	3.5	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	after	after	Before	Before	Before	after
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	8	8	6	7	7	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	2	2	4	3	3	4
Score 3 -- No-Program Score	8.00	8.00	8.00	2.00	3.00	3.00	9.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	2	2	2	8	7	7	1
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	-	-	5	-	-	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	-	-	5	7	7	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely would have	2	2	Probably would have	Probably would have	Probably would have	1
... three years of when you did?	-	2	2	Definitely would have	Probably would have	Probably would have	1
... five years of when you did?	-	2	2	-	Definitely would have	Definitely would have	4
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Installed standard efficiency equipment	-	-	Installed EXACTLY what we did through th	Installed equipment more efficient than	Installed equipment more efficient than	-
NTGR SCORE	0.53	0.73	0.73	0.33	0.38	0.38	0.70

Decision Maker NTG Scoring Worksheet

NewID	SDGE_AD3_SM_19	SDGE_AD3_SM_31	SDGE_AD3_SM_43	SDGE_AD3_SM_46	SDGE_AD3_SM_58	SDGE_AD3_SM_68	SDGE_AD3_SM_92
Program Domain	SDGE Core Calc	SDGE3117	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE3117
Score 1:							
Highest Program Influence Score	9	9	10	8	9	6	10
Highest Non-program Influence Score	4	8	8	10	10	10	10
New Score 1 w/ Meas exp, Eng rec, Std pr, Corp pol, regs, normal mnt, other	6.92	5.00	5.56	4.44	5.00	5.00	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.							
Availability of the program rebate	7	6	10	8	6	6	8
Information provided through study, audit or other technical assistance provided	-	-	-	-	-	-	-
Information from your utility or program training course	-	-	-	-	-	-	-
Information from your utility or program marketing materials	5	5	8	0	2	5	7
Recommendation from program staff	-	-	-	-	-	-	-
Suggestion by your utility account rep	4	9	8	7	3	4	9
Payback on the investment P (score if rebate moved into range, 0 else)	9	9	6	-	9	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	7	-	6	-
Vendor Program Influence: VENDOR VMAX Score times Vendor							
Recommendation score if Vendor Recommendation>5	-	-	-	-	-	-	-
Recommendation from a vendor	9	7	8	0	4	5	6
Vendor Non-Program Influence = Vendor * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-
Age or condition of the old equipment	-	-	8	-	10	10	-
Previous experience with this same measure	0	7	0	7	8	5	8
Previous experience with this program	4	6	8	7	8	5	9
A recommendation from an auditor or consulting engineer	-	-	-	-	-	-	-
Standard practice in your industry	4	8	8	10	9	5	10
Corporate policy or guidelines	0	8	8	7	9	-	10
Improved product quality	-	-	-	-	-	-	-
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	-
Improved plant safety	-	-	-	-	-	-	-
Compliance with your organization's normal maintenance or equipment replacement	4	9	8	8	9	-	10
Other, such as non-energy benefits	No	No	No	No	Yes, wanted to look like a hero for saving energy	No	Yes, sdge provided a forecast
Importance of other factor	-	-	-	-	4	-	10
Score 2 -- Program Influence (Relative Importance) Score	6	4	5	8	3	6	2
Score 2 -- Relative importance score reduced by half if learned after decision	3	2	5	4	1.5	6	2
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	Before	Before	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?	-	-	-	-	-	-	-
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	6	4	5	8	3	6	2
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	4	6	5	2	7	4	8
Score 3 -- No-Program Score	10.00	1.00	5.00	3.00	10.00	2.00	8.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	9	5	7	0	8	2
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	11	8	-	7	-	-	1
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	0	9	6	DON'T KNOW	DON'T KNOW	8	2
If the program had not been available, how likely is it that you would have replaced your existing equipment within...							
... one year of when you did?	Definitely not	-	50-50 chance	-	-	Definitely would have	Probably not
... three years of when you did?	50-50 chance	-	Definitely would have	-	-	-	Probably not
... five years of when you did?	Probably would have	-	-	-	-	-	50-50 chance
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	Done nothing (keep the existing equipment)	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed EXACTLY what we did through th	Installed standard efficiency equipment	Installed EXACTLY what we did through th	Do Something else (specify)
NTGR SCORE	0.66	0.27	0.52	0.38	0.55	0.43	0.50

Decision Maker NTG Scoring Worksheet (New Construction Projects)

NewID	AD2_WB_21	SDGE_AD1_NC_7	SDGE_AD3_NC_67	AD3_NC_25	AD3_NC_1	AD2_WB_45	SDGE_AD3_WB_4	SDGE_AD3_WB_4	AD3_WB_3
Program Domain	SCE-SW-005A	SDGE3118	SDGE3118	SCE-SW-005A	SCE-SW-005A	PGE21042	SDGE3118	SDGE3118	SCE-SW-005A
Score 1:									
Highest Program Influence Score	10	5	7	10	8	8	10	8	10
Highest Non-program Influence Score	10	8	9	10	7	10	10	9	9
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	3.85	4.38	5.00	5.33	4.44	5.00	4.71	5.26
Please rate the importance of each of the following in your decision to implement this specific measure at this time.									
Design Assistance	8	3	7	10	4	2	7	7	6
Design Analysis	10	-	-	-	-	2	7	8	6
Energy Design Resources	DONT KNOW	0	3	9	5	2	0	0	7
Utility or SBD training course	0	0	2	9	DONT KNOW	2	0	0	9
Account or SBD Rep assistance	4	5	6	10	8	2	8	7	8
Availability of the program Prototype Design Assistance	DONT KNOW	0	7	10	5	2	DONT KNOW	0	7
Availability of the program Systems Approach kWh Incentive	-	5	DONT KNOW	8	3	-	-	-	-
Availability of the program Systems Approach kW Incentive	-	0	3	9	3	-	-	-	-
Availability of the program Whole Building Approach kW/Energy Incentive	10	-	-	-	-	7	10	7	9
Availability of the program Enhanced Commission Incentive	0	-	-	-	-	DONT KNOW	0	0	8
Availability of the program Certification Incentive (LEED, CHPS)	5	-	-	-	-	1	0	0	9
Availability of the program End Use Monitoring Incentive	0	-	-	-	-	3	DONT KNOW	0	8
Availability of the program Design Team Incentive	0	-	-	-	-	3	10	8	10
Availability of the program Design Team stipend	5	-	-	-	-	2	DONT KNOW	DONT KNOW	DONT KNOW
Payback on the investment P (score if rebate moved into range, 0 else)	-	4	-	-	-	8	-	-	7
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	DONT KNOW	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor Recommendation	-	-	-	-	-	-	-	-	-
Recommendation from a vendor or manufacturer	9	5	8	8	DONT KNOW	1	0	0	0
Vendor Non-Program Influence = Vendor Rec. score * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-	-	-
Previous experience with MEASURE	6	5	0	10	3	2	DONT KNOW	8	0
Previous experience with PROGRAM	0	0	0	10	0	4	10	8	0
Non-energy benefits	3	3	0	0	5	7	8	1	DONT KNOW
Payback on the investment	10	7	9	10	DONT KNOW	10	10	9	9
Reduced cost of operation	10	7	9	10	7	10	10	9	9
A recommendation from a consultant	9	7	0	9	DONT KNOW	4	0	0	9
Standard practice in your industry	9	7	4	8	DONT KNOW	2	0	7	8
Corporate policy or guidelines	0	7	0	8	DONT KNOW	8	7	0	8
Compliance with your organization's normal maintenance or equipment replacement	0	8	0	9	5	2	0	0	7
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	1	-	-	-
Other factors	No	No	No	No	Yes,	No	Yes,	No	Yes,
Importance of other factors									
Score 2 -- Program Influence (Relative Importance) Score	10	6	8	6	4	4	1	2	5
Score 2 -- Relative importance score reduced by half if learned after decision	5	3	8	6	4	4	1	2	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	Before	Before	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?									
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	10	6	8	6	4	4	1	2	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	0	4	2	4	6	6	9	8	5
Score 3 -- No-Program Score	10.00	3.00	4.00	3.00	0.00	3.00	2.00	3.00	0.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	7	6	7	10	7	8	7	10
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	Install standard efficiency	Install measure more efficient than code	Install measure more efficient than code	Install standard efficiency	-	Install measure more efficient than code	Install measure more efficient than code	Install measure more efficient than code	-
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	Describe efficiency	-	-	-	-	-	-	-	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...	Describe when they would have installed	-	-	-	-	-	-	-	-
... one year of when you did?	-	-	-	-	-	-	-	-	-
... three years of when you did?	-	-	-	-	-	-	-	-	-
... five years of when you did?	-	-	-	-	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	-	-	-	-	-	-	-	-
NTGR SCORE	0.67	0.36	0.55	0.47	0.31	0.40	0.27	0.32	0.34

Decision Maker NTG Scoring Worksheet (New Construction I

NewID	AD3_WB_42	SDGE_AD1_WB_1	AD1_SM_393	AD3_MA_37	AD3_NC_16	AD1_WB_15	SDGE_AD2_WB_8	AD3_MM_16	AD1_SM_390
Program Domain	SCE-SW-005A	SDGE3118	SCE-SW-005A	SCE-SW-003B	SCE-SW-005A	SCE-SW-005A	SDGE3118	SCE-SW-004B	SCE-SW-005A
Score 1:									
Highest Program Influence Score	10	9	10	10	10	10	9	9	9
Highest Non-program Influence Score	10	9	10	9	9	10	9	10	10
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	5.00	5.00	5.26	5.26	5.00	5.00	4.74	4.74
Please rate the importance of each of the following in your decision to implement this specific measure at this time.									
Design Assistance	10	3	10	8	8	10	8	8	8
Design Analysis	9	3	10	-	-	8	8	-	-
Energy Design Resources	8	3	0	8	8	7	4	DONT KNOW	DONT KNOW
Utility or SBD training course	8	3	0	9	9	7	4	8	8
Account or SBD Rep assistance	10	8	10	10	10	10	8	9	9
Availability of the program Prototype Design Assistance	10	DONT KNOW	DONT KNOW	0	0	7	7	2	2
Availability of the program Systems Approach kWh Incentive	-	-	-	10	10	-	-	-	-
Availability of the program Systems Approach kW Incentive	-	-	-	8	8	-	-	-	-
Availability of the program Whole Building Approach kW/Energy Incentive	10	9	10	-	-	10	9	-	-
Availability of the program Enhanced Commission Incentive	10	DONT KNOW	DONT KNOW	-	-	10	7	-	-
Availability of the program Certification Incentive (LEED, CHPS)	10	3	0	-	-	10	9	-	-
Availability of the program End Use Monitoring Incentive	10	3	DONT KNOW	-	-	10	8	-	-
Availability of the program Design Team Incentive	10	3	DONT KNOW	-	-	10	5	-	-
Availability of the program Design Team stipend	10	3	DONT KNOW	-	-	10	5	-	-
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	10	10	10	-	9	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	10	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor Recommendation	-	-	-	-	-	-	-	-	-
Recommendation from a vendor or manufacturer	9	6	10	8	8	8	5	8	8
Vendor Non-Program Influence = Vendor Rec. score * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-	-	-
Previous experience with MEASURE	10	DONT KNOW	0	9	9	DONT KNOW	9	7	7
Previous experience with PROGRAM	0	7	0	9	9	10	9	9	9
Non-energy benefits	9	3	0	9	9	8	8	0	0
Payback on the investment	10	9	10	10	10	10	9	8	8
Reduced cost of operation	10	9	8	9	9	10	9	8	8
A recommendation from a consultant	9	8	10	8	8	8	8	8	8
Standard practice in your industry	10	9	5	8	8	8	8	8	8
Corporate policy or guidelines	10	0	5	8	8	8	3	8	8
Compliance with your organization's normal maintenance or equipment replacement schedule	9	9	5	8	8	8	6	8	8
Compliance with rules or codes set by regulatory agencies	-	-	-	9	9	-	-	10	10
Other factors	No	Yes,	No	No	No	No	No	No	No
Importance of other factors									
Score 2 -- Program Influence (Relative Importance) Score	8	3	7	5	5	7	7	4	4
Score 2 -- Relative importance score reduced by half if learned after decision	8	3	7	5	5	7	7	4	4
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?									
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	8	3	7	5	5	7	7	4	4
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	2	7	3	5	5	3	3	6	6
Score 3 -- No-Program Score	0.00	3.00	7.00	6.00	6.00	3.00	1.00	6.00	6.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	10	7	3	4	4	7	9	4	4
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	-	Install measure more efficient than code	Install standard efficiency	Something else-describe	Something else-describe	Install standard efficiency	-	Install measure more efficient than code	Install measure more efficient than code
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	Describe efficiency	-	-	-	-	-	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...	-	-	Describe when they would have installed	-	-	-	-	-	-
... one year of when you did?	-	-	-	-	-	-	-	-	-
... three years of when you did?	-	-	-	-	-	-	-	-	-
... five years of when you did?	-	-	-	-	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	-	-	-	-	-	-	-	-
NTGR SCORE	0.43	0.37	0.63	0.54	0.54	0.50	0.43	0.49	0.49

Decision Maker NTG Scoring Worksheet (New Construction I)

NewID	AD3_NC_8	AD2_NC_20	AD2_NC_13	AD2_NC_11	AD2_WB_20	AD1_WB_12	AD1_WB_33	AD1_SM_387	AD2_SM_90
Program Domain	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	PGE21042	SCE-SW-005A	PGE21042	SCE-SW-005A	SW UC/CSU
Score 1:									
Highest Program Influence Score	10	10	9	9	10	8	10	9	10
Highest Non-program Influence Score	10	10	10	10	10	8	10	10	10
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	5.00	4.74	4.74	5.00	5.00	5.00	4.74	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.									
Design Assistance	10	10	8	8	0	7	8	8	10
Design Analysis	-	-	-	-	0	7	8	-	10
Energy Design Resources	0	0	DONT KNOW	DONT KNOW	0	6	5	DONT KNOW	7
Utility or SBD training course	0	0	8	8	0	6	3	8	0
Account or SBD Rep assistance	9	9	9	9	10	7	8	9	9
Availability of the program Prototype Design Assistance	DONT KNOW	DONT KNOW	2	2	0	6	8	2	0
Availability of the program Systems Approach kWh Incentive	10	10	-	-	-	-	-	-	-
Availability of the program Systems Approach kW Incentive	5	5	-	-	-	-	-	-	-
Availability of the program Whole Building Approach kW/Energy Incentive	-	-	-	-	10	7	8	-	10
Availability of the program Enhanced Commission Incentive	-	-	-	-	DONT KNOW	8	5	-	0
Availability of the program Certification Incentive (LEED, CHPS)	-	-	-	-	10	7	7	-	0
Availability of the program End Use Monitoring Incentive	-	-	-	-	DONT KNOW	8	0	-	0
Availability of the program Design Team Incentive	-	-	-	-	DONT KNOW	7	DONT KNOW	-	0
Availability of the program Design Team stipend	-	-	-	-	DONT KNOW	7	DONT KNOW	-	0
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	-	-	-	8	10	-	10
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor Recommendation	-	-	-	-	-	-	-	-	-
Recommendation from a vendor or manufacturer	0	0	8	8	0	7	8	8	9
Vendor Non-Program Influence = Vendor Rec. score * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-	-	-
Previous experience with MEASURE	10	10	7	7	0	4	9	7	0
Previous experience with PROGRAM	10	10	9	9	0	7	9	9	10
Non-energy benefits	0	0	0	0	8	7	8	0	9
Payback on the investment	10	10	8	8	10	6	10	8	10
Reduced cost of operation	10	10	8	8	10	8	10	8	10
A recommendation from a consultant	0	0	8	8	0	7	8	8	9
Standard practice in your industry	0	0	8	8	10	5	8	8	9
Corporate policy or guidelines	10	10	8	8	10	8	10	8	10
Compliance with your organization's normal maintenance or equipment replacement schedule	5	5	8	8	10	6	10	8	10
Compliance with rules or codes set by regulatory agencies	0	0	10	10	-	-	-	10	-
Other factors	No	No	No	No	-	No	No	No	Yes,
Importance of other factors									
Score 2 -- Program Influence (Relative Importance) Score	5	5	4	4	2	7	6	4	7
Score 2 -- Relative importance score reduced by half if learned after decision	5	5	4	4	2	7	6	4	7
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?									
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	5	5	4	4	2	7	6	4	7
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	5	5	6	6	8	3	4	6	3
Score 3 -- No-Program Score	9.00	9.00	6.00	6.00	0.00	7.00	5.00	6.00	10.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	1	1	4	4	10	3	5	4	0
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	Install measure more efficient than code	Install measure more efficient than code	Install measure more efficient than code	Install measure more efficient than code	-	Install standard efficiency	Something else-describe	Install measure more efficient than code	Something else-describe
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	Describe efficiency	Describe efficiency	-	-	-	Describe efficiency	-	-	Describe efficiency
If the program had not been available, how likely is it that you would have replaced your existing equipment within...	Describe when they would have installed	Describe when they would have installed	-	-	-	Describe when they would have installed	-	-	Describe when they would have installed
... one year of when you did?	-	-	-	-	-	-	-	-	-
... three years of when you did?	-	-	-	-	-	-	-	-	-
... five years of when you did?	-	-	-	-	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	-	-	-	-	-	-	-	-
NTGR SCORE	0.63	0.63	0.49	0.49	0.23	0.63	0.53	0.49	0.67

Decision Maker NTG Scoring Worksheet (New Construction I

NewID	AD2_WB_5	AD3_WB_26	SDGE_AD3_NC_26	AD3_SM_719	SDGE_AD2_WB_1	AD1_WB_26	AD1_MA_111	AD1_MA_111	AD1_MA_7
Program Domain	SW UC/CSU	SCE-SW-005A	SDGE3118	SCE LG	SDGE3118	PGE21042	PGE21011	PGE21011	SW UC/CSU
Score 1:									
Highest Program Influence Score	10	10	10	9	10	9	9	10	8
Highest Non-program Influence Score	10	10	10	8	10	8	8	9	9
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	5.00	5.00	5.29	5.00	5.29	5.29	5.26	4.71
Please rate the importance of each of the following in your decision to implement this specific measure at this time.									
Design Assistance	10	8	10	8	10	9	9	10	6
Design Analysis	10	-	-	-	10	7	7	8	-
Energy Design Resources	7	6	DON'T KNOW	3	4	0	0	4	6
Utility or SBD training course	0	7	8	3	5	0	0	0	6
Account or SBD Rep assistance	9	7	10	9	5	8	8	9	8
Availability of the program Prototype Design Assistance	0	8	DON'T KNOW	8	2	0	0	0	7
Availability of the program Systems Approach kWh Incentive	-	10	5	-	-	8	8	7	-
Availability of program Systems Approach kW Incentive	-	10	10	-	-	0	0	0	-
Availability of the program Whole Building Approach kW/Energy Incentive	10	-	-	-	10	7	7	7	-
Availability of the program Enhanced Commission Incentive	0	-	-	-	10	7	7	5	-
Availability of the program Certification Incentive (LEED, CHPS)	0	-	-	-	10	0	0	0	-
Availability of the program End Use Monitoring Incentive	0	-	-	-	10	0	0	0	-
Availability of the program Design Team Incentive	0	-	-	-	10	DON'T KNOW	DON'T KNOW	DON'T KNOW	-
Availability of the program Design Team stipend	0	-	-	-	10	DON'T KNOW	DON'T KNOW	DON'T KNOW	-
Payback on the investment P (score if rebate moved into range, 0 else)	10	10	-	7	-	-	-	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor Recommendation	-	-	-	-	-	-	-	-	-
Recommendation from a vendor or manufacturer	9	8	5	2	5	0	0	0	7
Vendor Non-Program Influence = Vendor Rec. score * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-	-	-
Previous experience with MEASURE	0	8	2	6	7	0	0	7	7
Previous experience with PROGRAM	10	6	0	0	10	8	8	9	9
Non-energy benefits	9	7	10	7	9	8	8	8	8
Payback on the investment	10	10	10	7	8	2	2	7	8
Reduced cost of operation	10	10	10	8	10	7	7	8	8
A recommendation from a consultant	9	8	8	2	9	2	2	8	9
Standard practice in your industry	9	7	8	7	5	8	8	8	7
Corporate policy or guidelines	10	9	8	2	7	8	8	8	7
Compliance with your organization's normal maintenance or equipment replacement schedule	10	9	10	7	9	8	8	8	9
Compliance with rules or codes set by regulatory agencies	-	10	-	7	-	-	-	-	-
Other factors	Yes,	No	Yes,	No	Yes,	No	No	No	Yes,
Importance of other factors									
Score 2 -- Program Influence (Relative Importance) Score	7	4	5	6	3	4	4	6	6
Score 2 -- Relative importance score reduced by half if learned after decision	7	4	5	6	3	4	4	6	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?									
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	4	5	6	3	4	4	6	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	6	5	4	7	6	6	4	4
Score 3 -- No-Program Score	10.00	5.00	4.00	2.00	2.00	1.00	1.00	3.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	0	5	6	8	8	9	9	7	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	Something else-describe	Something else-describe	Install standard efficiency	Install measure more efficient than code	Install measure more efficient than code	-	-	Install measure more efficient than code	Install measure more efficient than code
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	Describe efficiency	-	-	-	-	-	-	-	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...	Describe when they would have installed	-	-	-	-	-	-	-	-
... one year of when you did?	-	-	-	-	-	-	-	-	-
... three years of when you did?	-	-	-	-	-	-	-	-	-
... five years of when you did?	-	-	-	-	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	-	-	-	-	-	-	-	-
NTGR SCORE	0.73	0.47	0.47	0.44	0.33	0.34	0.34	0.48	0.46

Decision Maker NTG Scoring Worksheet (New Construction I

NewID	AD3_WB_12	AD3_WB_9	AD3_WB_46	AD2_NC_1	AD2_WB_2	AD1_WB_8	AD1_SM_388	AD3_NC_22	SDGE_AD2_NC_17
Program Domain	SCE LG	SCE LG	PGE21042	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	PGE21042	SDGE3118
Score 1:									
Highest Program Influence Score	10	10	10	10	10	10	7	10	10
Highest Non-program Influence Score	10	10	10	10	10	10	9	8	10
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	5.00	5.00	5.00	5.00	5.00	4.38	5.56	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.									
Design Assistance	10	10	10	8	8	6	7	7	8
Design Analysis	10	10	10	9	9	8	-	-	-
Energy Design Resources	0	0	0	8	8	5	DON'T KNOW	8	0
Utility or SBD training course	0	0	10	DON'T KNOW	DON'T KNOW	5	DON'T KNOW	7	0
Account or SBD Rep assistance	10	10	8	10	10	DON'T KNOW	3	10	7
Availability of the program Prototype Design Assistance	10	10	0	DON'T KNOW	DON'T KNOW	4	6	7	0
Availability of the program Systems Approach kWh Incentive	-	-	-	-	-	-	-	9	10
Availability of the program Systems Approach kW Incentive	-	-	-	-	-	-	-	7	0
Availability of the program Whole Building Approach kW/Energy Incentive	DON'T KNOW	DON'T KNOW	10	DON'T KNOW	DON'T KNOW	8	-	-	-
Availability of the program Enhanced Commission Incentive	7	7	DON'T KNOW	DON'T KNOW	DON'T KNOW	6	-	-	-
Availability of the program Certification Incentive (LEED, CHPS)	10	10	0	DON'T KNOW	DON'T KNOW	7	-	-	-
Availability of the program End Use Monitoring Incentive	0	0	DON'T KNOW	DON'T KNOW	DON'T KNOW	5	-	-	-
Availability of the program Design Team Incentive	DON'T KNOW	DON'T KNOW	10	DON'T KNOW	DON'T KNOW	10	-	-	-
Availability of the program Design Team stipend	DON'T KNOW	DON'T KNOW	10	DON'T KNOW	DON'T KNOW	10	-	-	-
Payback on the investment P (score if rebate moved into range, 0 else)	-	-	-	-	-	-	-	8	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	-	-	-	-	-	9	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor Recommendation	-	-	-	-	-	-	-	-	-
Recommendation from a vendor or manufacturer	0	0	0	DON'T KNOW	DON'T KNOW	6	6	5	0
Vendor Non-Program Influence = Vendor Rec. score * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-	-	-
Previous experience with MEASURE	DON'T KNOW	DON'T KNOW	8	0	0	8	8	7	10
Previous experience with PROGRAM	10	10	10	0	0	9	0	0	9
Non-energy benefits	5	5	10	DON'T KNOW	DON'T KNOW	5	5	5	10
Payback on the investment	0	0	9	8	8	10	9	7	7
Reduced cost of operation	9	9	9	7	7	10	9	7	9
A recommendation from a consultant	10	10	8	9	9	8	0	5	9
Standard practice in your industry	10	10	8	8	8	8	8	7	0
Corporate policy or guidelines	10	10	10	10	10	0	8	8	10
Compliance with your organization's normal maintenance or equipment replacement schedule	10	10	10	9	9	0	5	8	8
Compliance with rules or codes set by regulatory agencies	-	-	-	-	-	-	5	-	-
Other factors	No	No	No	Yes,	Yes,	No	No	No	No
Importance of other factors									
Score 2 -- Program Influence (Relative Importance) Score	3	3	5	7	7	8	7	6	5
Score 2 -- Relative importance score reduced by half if learned after decision	3	3	5	7	7	4	7	3	5
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	After	After	After	After	Before	After	Before	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?									
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	3	3	5	7	7	8	7	6	5
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	7	7	5	3	3	2	3	4	5
Score 3 -- No-Program Score	3.00	3.00	2.00	2.00	2.00	4.00	4.00	2.00	5.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	7	7	8	8	8	6	6	8	5
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	Install measure more efficient than code	Install measure more efficient than code	Install measure more efficient than code	Something else-describe	Something else-describe	Install measure more efficient than code	Install measure more efficient than code	Install standard efficiency	Install standard efficiency
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	-	-	-	-	-	-	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...	-	-	-	-	-	-	-	-	-
... one year of when you did?	-	-	-	-	-	-	-	-	-
... three years of when you did?	-	-	-	-	-	-	-	-	-
... five years of when you did?	-	-	-	-	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	-	-	-	-	-	-	-	-
NTGR SCORE	0.37	0.37	0.40	0.47	0.47	0.43	0.51	0.35	0.50

Decision Maker NTG Scoring Worksheet (New Construction I)

NewID	AD2_WB_25	AD3_NC_5	AD1_WB_19	AD2_WB_17	BD2_NC_16	AD1_NC_1	AD1_SM_389	AD1_WB_20	SDGE_AD3_WB_17
Program Domain	SCE-SW-005A	PGE21042	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	PGE21042	SCE-SW-005A	SCE-SW-005A	SDGE3118
Score 1:									
Highest Program Influence Score	10	8	10	7	7	7	10	7	9
Highest Non-program Influence Score	10	9	10	10	10	8	9	9	9
New Score 1 w/Meas exp, Eng rec, Std pr, Corp pol, regs,normal mnt, other	5.00	4.71	5.00	4.12	4.12	4.67	5.26	4.38	5.00
Please rate the importance of each of the following in your decision to implement this specific measure at this time.									
Design Assistance	9	6	10	DONT KNOW	DONT KNOW	7	8	7	9
Design Analysis	-	-	8	DONT KNOW	DONT KNOW	-	-	-	8
Energy Design Resources	5	0	8	DONT KNOW	DONT KNOW	4	5	7	7
Utility or SBD training course	9	0	0	DONT KNOW	DONT KNOW	4	10	5	0
Account or SBD Rep assistance	10	5	8	7	7	6	10	7	9
Availability of the program Prototype Design Assistance	10	5	0	0	0	6	4	6	0
Availability of the program Systems Approach kWh Incentive	8	8	-	-	-	7	-	7	-
Availability of the program Systems Approach kW Incentive	8	6	-	-	-	7	-	6	-
Availability of the program Whole Building Approach kW/Energy Incentive	-	-	9	7	7	-	-	-	7
Availability of the program Enhanced Commission Incentive	-	-	DONT KNOW	4	4	-	-	-	7
Availability of the program Certification Incentive (LEED, CHPS)	-	-	10	0	0	-	-	-	9
Availability of the program End Use Monitoring Incentive	-	-	10	4	4	-	-	-	7
Availability of the program Design Team Incentive	-	-	9	7	7	-	-	-	8
Availability of the program Design Team stipend	-	-	DONT KNOW	2	2	-	-	-	0
Payback on the investment P (score if rebate moved into range, 0 else)	10	-	-	-	-	-	-	-	-
Payback on the investment NP (score if rebate did not affect PB, 0 else)	-	9	-	-	-	-	-	-	-
Vendor Program Influence: VENDOR VMAX Score times Vendor Recommendation	-	-	-	-	-	-	-	-	-
Recommendation from a vendor or manufacturer	7	9	5	6	6	0	5	9	7
Vendor Non-Program Influence = Vendor Rec. score * (1-VENDOR VMAX Score)	-	-	-	-	-	-	-	-	-
Previous experience with MEASURE	9	8	0	6	6	7	9	9	9
Previous experience with PROGRAM	9	8	0	8	8	0	0	8	0
Non-energy benefits	8	6	10	7	7	2	0	7	9
Payback on the investment	9	9	9	8	8	7	8	8	7
Reduced cost of operation	9	9	9	10	10	6	9	8	9
A recommendation from a consultant	8	6	8	8	8	8	7	0	7
Standard practice in your industry	9	9	8	7	7	5	8	7	7
Corporate policy or guidelines	10	9	8	8	8	5	4	7	0
Compliance with your organization's normal maintenance or equipment replacement schedule	10	9	8	8	8	2	5	8	9
Compliance with rules or codes set by regulatory agencies	8	-	-	-	-	-	5	-	-
Other factors	Yes,	No	No	No	No	No	Yes,	No	No
Importance of other factors									
Score 2 -- Program Influence (Relative Importance) Score	7	2	5	6	6	6	3	5	6
Score 2 -- Relative importance score reduced by half if learned after decision	7	1	5	6	6	6	3	5	6
Did you make the decision to install MEASURE before or after you began discussions with UTILITY regarding the availability of rebates for this measure?	After	Before	After	After	After	After	After	After	After
How significant was PROGRAM versus other factors in your decision to implement MEASURE?									
Please rate the overall importance of PROGRAM in your decision to implement MEASURE?	7	2	5	6	6	6	3	5	6
Please rate the overall importance of OTHER FACTORS in your decision to implement MEASURE?	3	8	5	4	4	4	7	5	4
Score 3 -- No-Program Score	5.00	1.00	0.00	1.00	1.00	7.00	2.00	1.00	3.00
If the PROGRAM had not been available, what is the likelihood that you would have installed exactly the same program qualifying efficient equipment	5	9	10	9	9	3	8	9	7
If the PROGRAM had not been available, what is the likelihood that you would have installed EXACTLY the same item/equipment at the SAME TIME as you did?	Something else-describe	-	-	-	-	Something else-describe	Install measure more efficient than code	-	Something else-describe
If the program had not been available, what is the likelihood that you would have done this project at the same time as you did?	-	-	-	-	-	Describe efficiency	-	-	-
If the program had not been available, how likely is it that you would have replaced your existing equipment within...	-	-	-	-	-	Describe when they would have installed	-	-	-
... one year of when you did?	-	-	-	-	-	-	-	-	-
... three years of when you did?	-	-	-	-	-	-	-	-	-
... five years of when you did?	-	-	-	-	-	-	-	-	-
If the program had not been available, which of the following alternatives would you have been MOST likely to do?	-	-	-	-	-	-	-	-	-
NTGR SCORE	0.57	0.22	0.33	0.37	0.37	0.59	0.34	0.35	0.47

D-3b: NTG Reasons by Project

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NewID	AD1_MA_111	AD1_MA_127	AD1_MA_135	AD1_MA_138	AD1_MA_139	AD1_MA_143
PrgDomain	PGE21011	PGE21011	PGE21031	SW UC/CSU Group	SW UC/CSU Group	SW EW/LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	YES

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NewID	AD1_MA_144	AD1_MA_150	AD1_MA_152	AD1_MA_16	AD1_MA_163	AD1_MA_165
PrgDomain	SW EW/LG	SW CA State	PGE21011	PGE21011	PGE21031	PGE21031
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO

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NewID	AD1_MA_211	AD1_MA_222	AD1_MA_224	AD1_MA_232	AD1_MA_24	AD1_MA_242
PrgDomain	PGE21011	SW CCC Group	PGE21035	PGE21021	PGE21021	PGE21021
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	100%	100%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO	YES
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	YES
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	YES
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	YES
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD1_MA_248	AD1_MA_255	AD1_MA_256	AD1_MA_26	AD1_MA_27	AD1_MA_273	AD1_MA_282
PrgDomain	PGE21031	PGE21021	PGE21021	PGE21021	PGE21021	PGE2222	RCx Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	YES	YES	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	YES	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	YES	NO

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NewID	AD1_MA_284	AD1_MA_29	AD1_MA_297	AD1_MA_298	AD1_MA_307	AD1_MA_312
PrgDomain	SW EW/LG	PGE21011	Other 3P PGE Group	PGE2223	RCx Group	PGE2222
Distribution of NTGRs						
High - 0.76 to 1.00	100%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	YES	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD1_MM_3	AD1_MM_4	AD1_MM_8	AD1_NC_1	AD1_NC_16	AD1_RCX_18	AD1_RCX_19
PrgDomain	PGE21021	PGE2222	PGE2222	PGE21042	PGE21042	PGE21011	PGE21011
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	YES	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	YES	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	YES	NO	NO	YES	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	YES	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	AD1_RCX_21	AD1_RCX_36	AD1_RCX_39	AD1_RCX_41	AD1_RCX_63	AD1_RCX_64
PrgDomain	PGE21011	PGE21031	PGE21011	SW UC/CSU Group	RCx Group	RCx Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	YES	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES

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NewID	AD1_RCX_73	AD1_SM_1003	AD1_SM_101	AD1_SM_103	AD1_SM_1038	AD1_SM_1046
PrgDomain	RCx Group	PGE2223	SW EW/LG	PGE21021	PGE21031	Other 3P PGE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	YES	NO	NO	YES	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	YES	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO

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NewID	AD1_SM_1049	AD1_SM_1072	AD1_SM_12	AD1_SM_214	AD1_SM_292	AD1_SM_296
PrgDomain	PGE2222	PGE21021	PGE2222	PGE21035	PGE21035	Other 3P PGE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	100%	0%
Low - 0.00 to 0.25	100%	0%	100%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	YES	NO	YES	NO	NO	NO
Equipment has already been ordered	YES	NO	YES	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	YES	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	YES	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	YES	NO	YES	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES

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NewID	AD1_SM_303	AD1_SM_309	AD1_SM_326	AD1_SM_389	AD1_SM_401	AD1_SM_406
PrgDomain	PGE21031	PGE21021	SW CCC Group	SW UC/CSU Group	SW UC/CSU Group	RCx Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	YES	YES	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD1_SM_414	AD1_SM_415	AD1_SM_42	AD1_SM_439	AD1_SM_440	AD1_SM_447	AD1_SM_480
PrgDomain	SW CCC Group	SW CCC Group	PGE2222	PGE21031	PGE21011	PGE2223	PGE21031
Distribution of NTGRs							
High - 0.76 to 1.00	100%	100%	0%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	YES	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO	YES

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NewID	AD1_SM_487	AD1_SM_493	AD1_SM_503	AD1_SM_504	AD1_SM_507	AD1_SM_531
PrgDomain	PGE21021	Other 3P PGE Group	SW CA State	SW EW/LG	PGE21035	PGE21031
Distribution of NTGRs						
High - 0.76 to 1.00	0%	100%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	YES	NO	YES	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	YES	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	YES	YES

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NewID	AD1_SM_532	AD1_SM_577	AD1_SM_579	AD1_SM_596	AD1_SM_600	AD1_SM_601	AD1_SM_621
PrgDomain	PGE21031	PGE21011	RCx Group	PGE2225	PGE2225	SW CA State	SW EW/LG
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	100%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	YES	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	YES	NO

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NewID	AD1_SM_623	AD1_SM_629	AD1_SM_65	AD1_SM_655	AD1_SM_656	AD1_SM_667
PrgDomain	SW EW/LG	PGE21035	PGE21035	Other 3P PGE Group	PGE21011	PGE21031
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	100%
Low - 0.00 to 0.25	100%	100%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	YES

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NewID	AD1_SM_670	AD1_SM_679	AD1_SM_680	AD1_SM_7	AD1_SM_700	AD1_SM_703
PrgDomain	SW CCC Group	Other 3P PGE Group	PGE21011	PGE2222	PGE2223	PGE21011
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO
Equipment has already been ordered	NO	NO	NO	YES	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	YES	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO

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NewID	AD1_SM_719	AD1_SM_75	AD1_SM_798	AD1_SM_8	AD1_SM_817	AD1_SM_818
PrgDomain	Other 3P PGE Group	PGE2223	PGE2223	PGE2222	PGE21031	PGE21031
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	100%	100%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO
Equipment has already been ordered	NO	NO	NO	YES	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	NO	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	YES	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	YES	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD1_SM_828	AD1_SM_849	AD1_SM_860	AD1_SM_872	AD1_SM_878	AD1_SM_90
PrgDomain	SW CCC Group	Other 3P PGE Group	SW CCC Group	Other 3P PGE Group	SW CA State	PGE2222
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	NO	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	YES

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NewID	AD1_SM_955	AD1_SM_99	AD1_WB_10	AD1_WB_2	AD1_WB_26	AD1_WB_33	AD1_WB_58
PrgDomain	SW CA DOC	PGE21031	SW CCC Group	SW CCC Group	PGE21042	PGE21042	PGE21042
Distribution of NTGRs							
High - 0.76 to 1.00	100%	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	YES	YES	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO	NO

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NewID	AD2_MA_12	AD2_MA_2	AD2_MA_26	AD2_MA_27	AD2_MA_3	AD2_MA_33	AD2_MA_34
PrgDomain	PGE21031	PGE21031	PGE21031	SW EW/LG	SW EW/LG	SW UC/CSU Group	SW CCC Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%	100%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	YES	NO	YES	NO

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NewID	AD2_MA_40	AD2_MA_42	AD2_MA_5	AD2_MA_55	AD2_MA_80	AD2_MA_85	AD2_MM_13
PrgDomain	PGE21021	PGE21011	PGE21011	PGE2222	Other 3P PGE Group	PGE21035	PGE21021
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	100%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	YES	NO	YES	YES	NO	NO
Project Context							
Measure is part of an expansion/remodeling	YES	YES	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	YES	YES

NewID	AD2_MM_4	AD2_MM_5	AD2_MM_7	AD2_MM_9	AD2_NC_6	AD2_NC_8	AD2_RCX_10
PrgDomain	SW EW/LG	PGE21021	PGE2222	PGE2222	PGE21042	PGE21042	Other 3P PGE Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	100%	0%	100%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	YES	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	YES	YES	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	YES	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	YES	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	YES	YES	YES
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	YES	YES	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	YES	YES	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	AD2_RCX_12	AD2_RCX_9	AD2_SM_103	AD2_SM_112	AD2_SM_14	AD2_SM_15
PrgDomain	Other 3P PGE Group	Other 3P PGE Group	PGE21011	Other 3P PGE Group	PGE2222	PGE21035
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	YES

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NewID	AD2_SM_157	AD2_SM_173	AD2_SM_174	AD2_SM_179	AD2_SM_190	AD2_SM_200	AD2_SM_219
PrgDomain	PGE21011	PGE21035	PGE21035	PGE21035	PGE21021	SW EW/LG	PGE21011
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	100%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	YES	NO

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NewID	AD2_SM_227	AD2_SM_229	AD2_SM_232	AD2_SM_233	AD2_SM_234	AD2_SM_241	AD2_SM_243
PrgDomain	PGE2222	PGE2222	PGE2223	PGE2222	PGE2222	PGE2222	SW EW/LG
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	100%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	NO	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	YES	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	YES	YES	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	YES	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	YES

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NewID	AD2_SM_244	AD2_SM_253	AD2_SM_254	AD2_SM_276	AD2_SM_3	AD2_SM_309
PrgDomain	PGE21035	PGE2222	PGE2222	PGE21035	PGE21031	Other 3P PGE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	YES	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO

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NewID	AD2_SM_31	AD2_SM_330	AD2_SM_343	AD2_SM_417	AD2_SM_424	AD2_SM_432
PrgDomain	PGE21035	PGE21035	SW UC/CSU Group	SW UC/CSU Group	PGE21021	PGE21031
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	100%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	YES	YES	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	YES	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD2_SM_440	AD2_SM_449	AD2_SM_467	AD2_SM_475	AD2_SM_519
PrgDomain	Other 3P PGE Group	SW EW/LG	Other 3P PGE Group	PGE2223	Other 3P PGE Group
Distribution of NTGRs					
High - 0.76 to 1.00	0%	100%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	YES	NO

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NewID	AD2_SM_525	AD2_SM_526	AD2_SM_531	AD2_SM_543	AD2_SM_571
PrgDomain	Other 3P PGE Group	Other 3P PGE Group	Other 3P PGE Group	SW EW/LG	PGE21035
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	YES	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	YES

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NewID	AD2_SM_58	AD2_SM_594	AD2_SM_612	AD2_SM_634	AD2_SM_70	AD2_SM_86
PrgDomain	Other 3P PGE Group	SW EW/LG	PGE2223	PGE21031	SW CA DOC	PGE21021
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	100%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO

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NewID	AD2_SM_92	AD2_WB_12	AD2_WB_13	AD2_WB_16	AD2_WB_19	AD2_WB_20
PrgDomain	PGE21011	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	PGE21042	PGE21042
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	YES	YES	YES	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	YES	YES	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO

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NewID	AD2_WB_22	AD2_WB_45	AD2_WB_6	AD3_MA_1	AD3_MA_10	AD3_MA_101
PrgDomain	SW UC/CSU Group	PGE21042	SW UC/CSU Group	PGE21021	SW EW/LG	SW EW/LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	YES	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	YES	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	YES	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	YES

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NewID	AD3_MA_103	AD3_MA_109	AD3_MA_11	AD3_MA_110	AD3_MA_12	AD3_MA_127	AD3_MA_129
PrgDomain	PGE21021	PGE21011	SW EW/LG	PGE21021	SW EW/LG	PGE21021	PGE21021
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	YES	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	YES	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	YES	NO	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	YES	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	YES	YES	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	YES	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO	YES

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NewID	AD3_MA_13	AD3_MA_139	AD3_MA_19	AD3_MA_20	AD3_MA_236	AD3_MA_25
PrgDomain	SW EW/LG	SW EW/LG	SW CA State	SW CA State	Other 3P PGE Group	SW UC/CSU Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	YES
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	NO	NO	YES
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO

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NewID	AD3_MA_27	AD3_MA_30	AD3_MA_34	AD3_MA_37	AD3_MA_5	AD3_MA_51	AD3_MA_56
PrgDomain	PGE21011	PGE21031	PGE21011	SW CA DOC	SW CCC Group	SW EW/LG	PGE21011
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	100%	0%	0%	100%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	100%	0%	100%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	NO	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	YES	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	YES	YES	YES

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NewID	AD3_MA_7	AD3_MA_71	AD3_MA_77	AD3_MA_8	AD3_MA_81	AD3_MA_83	AD3_MA_91
PrgDomain	SW CCC Group	PGE21031	PGE21031	SW CCC Group	SW EW/LG	SW EW/LG	PGE21031
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	YES	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	YES	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	YES
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	YES	YES	NO	NO

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NewID	AD3_MA_92	AD3_MM_1	AD3_MM_2	AD3_MM_4	AD3_MM_7	AD3_NC_1	AD3_NC_22
PrgDomain	PGE21011	PGE2222	PGE21011	Other 3P PGE Group	SW EW/LG	PGE21042	PGE21042
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	YES	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	NO	YES	NO	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	YES	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	YES	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO	YES	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO	NO

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NewID	AD3_NC_5	AD3_RCX_15	AD3_RCX_3	AD3_RCX_47	AD3_RCX_85	AD3_SM_1001
PrgDomain	PGE21042	PGE21021	PGE21011	PGE21011	Other 3P PGE Group	SW CA State
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	100%	100%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES

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NewID	AD3_SM_1019	AD3_SM_102	AD3_SM_1024	AD3_SM_1035	AD3_SM_1043	AD3_SM_1050
PrgDomain	PGE2223	PGE21035	SW EW/LG	PGE2223	PGE21035	PGE21011
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	YES
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO

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NewID	AD3_SM_1057	AD3_SM_1059	AD3_SM_1068	AD3_SM_1076	AD3_SM_1107	AD3_SM_114
PrgDomain	PGE2223	PGE2223	PGE2223	PGE21031	PGE2223	PGE21011
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	100%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	100%	100%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	YES	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO

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NewID	AD3_SM_115	AD3_SM_123	AD3_SM_160	AD3_SM_161	AD3_SM_162	AD3_SM_169	AD3_SM_172
PrgDomain	PGE21011	PGE21011	PGE21011	PGE21011	PGE21011	PGE21035	PGE21031
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	YES	YES	YES	YES	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	AD3_SM_210	AD3_SM_213	AD3_SM_254	AD3_SM_287	AD3_SM_3	AD3_SM_30	AD3_SM_303
PrgDomain	PGE21035	PGE21021	SW EW/LG	PGE21011	PGE21035	PGE2223	SW CA DOC
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	YES	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO	YES
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	YES	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	YES	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

NewID	AD3_SM_317	AD3_SM_318	AD3_SM_383	AD3_SM_4	AD3_SM_436	AD3_SM_47
PrgDomain	SW UC/CSU Group	SW UC/CSU Group	PGE21011	Other 3P PGE Group	PGE21011	PGE2223
Distribution of NTGRs						
High - 0.76 to 1.00	100%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	YES	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO	YES
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO

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NewID	AD3_SM_486	AD3_SM_522	AD3_SM_560	AD3_SM_58	AD3_SM_603	AD3_SM_609	AD3_SM_624
PrgDomain	PGE21011	PGE21011	PGE2225	PGE2223	SW EW/LG	SW EW/LG	RCx Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	100%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	NO	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	YES	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	YES	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	YES	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	YES

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NewID	AD3_SM_627	AD3_SM_665	AD3_SM_692	AD3_SM_7	AD3_SM_703	AD3_SM_741
PrgDomain	PGE21021	PGE2223	PGE21031	PGE21035	SW CCC Group	Other 3P PGE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	100%	0%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO

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NewID	AD3_SM_744	AD3_SM_747	AD3_SM_748	AD3_SM_749	AD3_SM_751	AD3_SM_779
PrgDomain	Other 3P PGE Group	PGE21011	RCx Group	PGE21011	PGE21011	PGE21021
Distribution of NTGRs						
High - 0.76 to 1.00	100%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD3_SM_784	AD3_SM_790	AD3_SM_80	AD3_SM_804	AD3_SM_809	AD3_SM_81
PrgDomain	PGE21011	Other 3P PGE Group	PGE21035	PGE21011	PGE21031	PGE21021
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	YES
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD3_SM_817	AD3_SM_84	AD3_SM_845	AD3_SM_849	AD3_SM_856	AD3_SM_891	AD3_SM_896
PrgDomain	PGE21035	PGE21031	PGE21021	PGE21035	PGE21031	PGE21031	PGE21031
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	100%	0%	100%	100%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO	NO

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NewID	AD3_SM_917	AD3_SM_921	AD3_SM_927	AD3_SM_943	AD3_SM_954	AD3_SM_983
PrgDomain	SW EW/LG	SW UC/CSU Group	SW EW/LG	PGE21035	Other 3P PGE Group	PGE21011
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	100%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	YES
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	YES	NO

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NewID	AD3_WB_12	AD3_WB_18	AD3_WB_19	AD3_WB_24	AD3_WB_46	BD2_MA_52
PrgDomain	SW CCC Group	SW CCC Group	SW CCC Group	SW CCC Group	PGE21042	SW CCC Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	100%	100%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	YES	YES	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	YES	YES	YES	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES

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NewID	BD2_SM_354	BD2_SM_359	BD2_SM_661	BD2_SM_951	BD3_SM_128	BD3_SM_215	BD3_SM_69
PrgDomain	PGE21011	PGE21011	SW CCC Group	PGE2223	SW EW/LG	SW EW/LG	SW CCC Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES	NO

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NewID	MA_101	MA_105	MA_108	MA_110	MA_112	MA_12
PrgDomain	SW UC/CSU Group	SW CCC Group	SW UC/CSU Group	SW UC/CSU Group	SW EW/LG	PGE21031
Distribution of NTGRs						
High - 0.76 to 1.00	100%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	YES	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	YES	NO

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NewID	MA_120	MA_129	MA_131	MA_140	MA_156	MA_157	MA_161	MA_173
PrgDomain	SW CCC Group	PGE21031	PGE21011	PGE21011	PGE21011	PGE21011	PGE21021	PGE21021
Distribution of NTGRs								
High - 0.76 to 1.00	0%	100%	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	NO	YES	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	YES	YES	NO	NO
Company has Environmental policy in place	YES	NO	YES	NO	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	YES	YES	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	YES	NO	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO	YES	YES

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NewID	MA_18	MA_182	MA_196	MA_197	MA_199	MA_20	MA_202
PrgDomain	PGE21011	PGE21011	SW EW/LG	SW EW/LG	SW UC/CSU Group	PGE21011	SW CCC Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	YES	NO
Company has Environmental policy in place	NO	YES	YES	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	YES	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	YES	NO	NO	NO

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NewID	MA_204	MA_213	MA_22	MA_225	MA_226	MA_228	MA_229
PrgDomain	PGE21031	PGE21035	PGE21011	SW UC/CSU Group	PGE21021	PGE21021	PGE21031
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO	YES
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	YES	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	YES
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	YES	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	YES	YES	NO	NO	NO	NO	NO

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NewID	MA_230	MA_232	MA_234	MA_238	MA_246	MA_255	MA_258	MA_260
PrgDomain	PGE21021	PGE21031	PGE21031	PGE21031	PGE21031	PGE21031	PGE21031	PGE21031
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	NO	NO	YES	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	YES	NO	YES
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	YES	YES

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NewID	MA_263	MA_268	MA_272	MA_275	MA_283	MA_285	MA_30	MA_304
PrgDomain	PGE21011	PGE21021	PGE21021	PGE21021	SW EW/LG	PGE2222	PGE21031	PGE2222
Distribution of NTGRs								
High - 0.76 to 1.00	100%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	0%	100%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	YES
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	NO	YES	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	NO	NO	NO	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	YES	NO	YES	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	YES
Project Context								
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO	NO	NO

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NewID	MA_305	MA_307	MA_310	MA_311	MA_328	MA_359	MA_374	MA_41
PrgDomain	PGE2222	PGE2222	PGE2222	PGE2222	PGE2222	PGE2223	PGE2223	SW CA State
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	NO	NO	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	YES	YES	YES	YES	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	YES	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO	YES

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NewID	MA_430	MA_444	MA_446	MA_46	MA_473	MA_485	MA_509
PrgDomain	Other 3P PGE Group	PGE2222	Other 3P PGE Group	SW EW/LG	SW EW/LG	SW EW/LG	PGE2222
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	YES	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	NO	YES	YES	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	YES	YES	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	MA_516	MA_530	MA_531	MA_65	MA_66	MA_70	MA_81	MA_93
PrgDomain	PGE2222	SW EW/LG	SW EW/LG	PGE21031	PGE21031	PGE21011	PGE21011	PGE21011
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	NO	NO	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	YES	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	YES	YES	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	YES	NO	NO	YES

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NewID	MA_97	MM_11	MM_14	MM_17	MM_2	MM_22	MM_24	MM_26
PrgDomain	PGE21031	PGE2222	PGE2222	PGE21021	PGE2222	PGE2222	PGE21021	Other 3P PGE Group
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	100%	100%	100%	0%	100%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	YES	YES	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	YES	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	YES	YES	NO	YES	NO
Company has Environmental policy in place	YES	NO	NO	YES	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	YES	NO	YES	YES	YES	YES	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO	YES	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	YES
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	YES	NO	YES	NO	NO	YES	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	YES	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO	YES

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NewID	MM_3	MM_31	MM_35	MM_37	MM_44	MM_50	MM_59	MM_6
PrgDomain	PGE2222	PGE21011	PGE2225	PGE21021	SW UC/CSU Group	PGE21035	PGE21031	PGE2222
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%	0%	100%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	YES	NO	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	YES	NO	NO	NO	NO	NO	NO	YES
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	YES	NO	NO	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	YES	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	YES	NO	YES	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	YES	NO	NO	YES	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	YES	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	YES	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	YES	NO	NO	NO	NO	NO	NO	YES
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES	NO	NO

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NewID	MM_64	NC_17	NC_7	NC_8	RCX_30	RCX_31	RCX_32
PrgDomain	PGE21031	PGE21042	PGE21042	PGE21042	PGE21031	SW CCC Group	SW UC/CSU Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	YES	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	YES	YES	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	YES	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	RCX_4	RCX_40	RCX_42	RCX_43	RCX_47
PrgDomain	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group	SW UC/CSU Group
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	NO	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	YES	YES	YES	YES
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

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NewID	RCX_49	RCX_50	RCX_56	RCX_70	RCX_73	RCX_77
PrgDomain	SW UC/CSU Group	SW UC/CSU Group	PGE21021	SW UC/CSU Group	Other 3P PGE Group	SW EW/LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	YES	YES	NO	YES	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	YES	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO

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NewID	RCX_78	RCX_80	RCX_83	RCX_84	RCX_85	RCX_89
PrgDomain	SW EW/LG	SW EW/LG	RCx Group	Other 3P PGE Group	RCx Group	Other 3P PGE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	YES
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	RCX_90	RCX_91	SM_1006	SM_1013	SM_1018	SM_1019	SM_1020
PrgDomain	SW EW/LG	SW EW/LG	SW EW/LG	PGE2223	PGE21021	PGE2225	Other 3P PGE Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	100%	100%
Medium High- 0.51 to 0.75	100%	0%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	NO	YES	YES	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	SM_1021	SM_1030	SM_1037	SM_1038	SM_1039	SM_1040	SM_1043	SM_1044
PrgDomain	RCx Group	PGE21031	PGE21011	PGE21021	PGE2225	PGE21011	SW EW/LG	SW EW/LG
Distribution of NTGRs								
High - 0.76 to 1.00	100%	0%	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	YES	YES	NO	NO	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	YES	YES	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	YES	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	YES
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	YES
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	YES	NO	NO	NO	NO	NO	NO

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NewID	SM_106	SM_1066	SM_1080	SM_1081	SM_1082	SM_1093	SM_1100	SM_1160
PrgDomain	PGE2222	SW EW/LG	PGE21021	PGE21021	PGE21021	PGE21011	PGE21021	SW EW/LG
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	100%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	YES	NO	NO	NO	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	YES	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO	NO

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NewID	SM_1177	SM_1178	SM_1183	SM_1184	SM_1188	SM_1206	SM_1231
PrgDomain	Other 3P PGE Group	PGE21031	PGE21011	PGE21021	SW EW/LG	SW EW/LG	SW CCC Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	100%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	YES	NO	YES

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NewID	SM_1259	SM_1294	SM_13	SM_1302	SM_1306	SM_1318	SM_1328	SM_1329
PrgDomain	PGE21011	PGE2223	PGE2223	PGE21011	PGE2223	SW EW/LG	PGE21021	PGE2225
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	0%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	0%	100%	0%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	YES	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	YES	YES	YES	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	YES	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO	YES	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	YES	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	YES	NO	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	YES	NO	NO	NO	NO

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NewID	SM_133	SM_1333	SM_1335	SM_1336	SM_1361	SM_1370	SM_1399	SM_1411
PrgDomain	PGE2223	Other 3P PGE Group	PGE2225	PGE2225	SW EW/LG	SW EW/LG	PGE21011	SW EW/LG
Distribution of NTGRs								
High - 0.76 to 1.00	0%	100%	0%	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	100%	100%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	YES	YES	NO	NO	YES	NO
Company has Environmental policy in place	YES	YES	YES	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	YES	YES	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	YES	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	YES	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO	NO

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NewID	SM_1413	SM_143	SM_1454	SM_1468	SM_1469	SM_1472	SM_1498
PrgDomain	SW EW/LG	PGE21031	PGE2223	Other 3P PGE Group	Other 3P PGE Group	PGE21031	PGE21021
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	NO	NO

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NewID	SM_1502	SM_1503	SM_1520	SM_1522	SM_1527	SM_1534	SM_154
PrgDomain	SW EW/LG	PGE21031	PGE21021	PGE21011	PGE21011	Other 3P PGE Group	PGE21035
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	0%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	YES	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	YES	YES	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	YES	YES	NO	NO	NO	YES

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NewID	SM_1543	SM_1561	SM_1586	SM_1608	SM_1612	SM_1650	SM_167	SM_1693
PrgDomain	PGE21011	RCx Group	PGE21011	PGE2223	PGE21011	PGE21011	PGE2222	SW CCC Group
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	100%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	YES	NO	YES	NO
Company has Environmental policy in place	NO	YES	YES	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	YES	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO	YES
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO	NO	NO

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NewID	SM_1694	SM_1708	SM_1725	SM_173	SM_1745	SM_1760	SM_1777
PrgDomain	SW CCC Group	SW EW/LG	SW EW/LG	PGE21021	PGE21031	SW EW/LG	Other 3P PGE Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	100%	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	YES	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	NO	YES	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	YES	NO	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	YES

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NewID	SM_1779	SM_1793	SM_1821	SM_1843	SM_1848	SM_1852
PrgDomain	PGE21011	Other 3P PGE Group	SW EW/LG	PGE21035	PGE21035	Other 3P PGE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	YES
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	SM_1853	SM_1860	SM_1870	SM_1873	SM_189	SM_1896	SM_1897
PrgDomain	Other 3P PGE Group	PGE2223	Other 3P PGE Group	PGE21035	PGE21021	PGE21021	PGE21021
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	100%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	YES	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	YES	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	YES	YES	NO
Measure improves workplace quality	NO	NO	NO	NO	YES	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO	YES

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NewID	SM_1898	SM_1912	SM_1933	SM_1938	SM_1942	SM_195	SM_196
PrgDomain	PGE21021	Other 3P PGE Group	PGE21031	PGE21031	Other 3P PGE Group	PGE21021	PGE2222
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	NO	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	YES	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	SM_1965	SM_1981	SM_2024	SM_2025	SM_2036	SM_2056
PrgDomain	PGE21021	PGE21035	Other 3P PGE Group	Other 3P PGE Group	Other 3P PGE Group	PGE21031
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	YES	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	YES	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	YES	YES	NO	NO

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NewID	SM_2058	SM_2066	SM_207	SM_2076	SM_2090	SM_2093
PrgDomain	Other 3P PGE Group	Other 3P PGE Group	PGE21035	Other 3P PGE Group	PGE2223	PGE21021
Distribution of NTGRs						
High - 0.76 to 1.00	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO

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NewID	SM_21	SM_210	SM_2124	SM_2135	SM_2149	SM_2191	SM_2201	SM_2206
PrgDomain	PGE21011	PGE21035	SW EW/LG	SW CCC Group	PGE21031	PGE21035	PGE21035	PGE21031
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	100%	0%	100%	0%	0%	100%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	YES
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	YES	YES	NO	NO	NO

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NewID	SM_2208	SM_2232	SM_2233	SM_2238	SM_224	SM_225
PrgDomain	PGE21011	SW CCC Group	SW CCC Group	PGE21011	Other 3P PGE Group	Other 3P PGE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	YES	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO

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NewID	SM_2277	SM_2290	SM_2293	SM_2303	SM_2305	SM_2315	SM_2325
PrgDomain	PGE21011	PGE21011	SW CA State	PGE21031	PGE21031	PGE21031	Other 3P PGE Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES	NO

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NewID	SM_2326	SM_2327	SM_2361	SM_2366	SM_2406	SM_242	SM_2428
PrgDomain	PGE21011	PGE21031	Other 3P PGE Group	PGE21031	PGE21035	Other 3P PGE Group	PGE21031
Distribution of NTGRs							
High - 0.76 to 1.00	100%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO	YES
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	YES	NO	YES

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NewID	SM_2429	SM_2433	SM_2440	SM_2448	SM_245	SM_2453	SM_2490	SM_2491
PrgDomain	PGE21031	PGE21011	PGE21011	PGE21031	PGE21035	Other 3P PGE Group	PGE2223	PGE2223
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	100%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	NO	NO	YES	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	YES	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	NO	NO	NO

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NewID	SM_2497	SM_2500	SM_251	SM_2532	SM_255	SM_274	SM_277	SM_283
PrgDomain	PGE2223	PGE2223	PGE21035	SW EW/LG	PGE21031	PGE21035	PGE21031	PGE21021
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO	NO

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NewID	SM_290	SM_302	SM_303	SM_304	SM_319	SM_33	SM_338	SM_353
PrgDomain	PGE21035	PGE21031	RCx Group	PGE21035	PGE21035	PGE21031	PGE21035	PGE21035
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	YES	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	YES	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	NO	YES	YES

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NewID	SM_362	SM_375	SM_376	SM_419	SM_435	SM_437	SM_440	SM_448
PrgDomain	PGE21035	PGE21031	Other 3P PGE Group	PGE21031	PGE21011	PGE21031	PGE21035	PGE21031
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%	100%	0%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	100%	0%	0%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	YES	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	YES	NO	NO	NO

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NewID	SM_486	SM_50	SM_503	SM_512	SM_521	SM_530	SM_531	SM_54
PrgDomain	PGE21021	PGE2222	SW CA State	PGE21011	PGE21035	PGE21031	SW EW/LG	PGE21035
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%	100%	100%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	YES	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	YES	YES	YES	NO

NewID	SM_546	SM_55	SM_556	SM_559	SM_562	SM_577	SM_58
PrgDomain	PGE21021	PGE21035	PGE21021	Other 3P PGE Group	Other 3P PGE Group	PGE21031	PGE2222
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	NO	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	NO	NO	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	NO	NO	YES
Measure is installed by national chain/big box firm	NO	NO	NO	YES	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	YES	NO

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NewID	SM_583	SM_594	SM_599	SM_60	SM_605	SM_614	SM_621
PrgDomain	PGE21011	Other 3P PGE Group	SW CCC Group	PGE21021	PGE21031	PGE21035	Other 3P PGE Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	YES	NO	NO	YES
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	YES	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES	NO

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NewID	SM_627	SM_63	SM_65	SM_669	SM_68	SM_69	SM_7
PrgDomain	PGE2223	SW CA DOC	PGE21035	Other 3P PGE Group	PGE21035	PGE21035	PGE2225
Distribution of NTGRs							
High - 0.76 to 1.00	0%	100%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	NO	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	SM_70	SM_700	SM_711	SM_76	SM_774	SM_775	SM_776
PrgDomain	PGE21021	PGE21011	PGE21011	PGE2222	SW EW/LG	SW EW/LG	Other 3P PGE Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	100%	0%	100%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	YES	NO	NO	NO	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	YES	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	YES	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	YES	NO

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NewID	SM_777	SM_781	SM_796	SM_8	SM_807	SM_82	SM_83	SM_835
PrgDomain	PGE21011	PGE21011	PGE21011	PGE2225	PGE21011	PGE2222	PGE2222	SW UC/CSU Group
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	100%	0%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	YES	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	YES	NO	YES	NO
Company has Environmental policy in place	NO	YES	NO	NO	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES	YES	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO	NO	YES
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	YES	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	YES	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	YES	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO	YES

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NewID	SM_842	SM_850	SM_869	SM_882	SM_886	SM_889	SM_891
PrgDomain	SW EW/LG	SW EW/LG	Other 3P PGE Group	SW EW/LG	SW EW/LG	PGE2223	PGE21021
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	YES	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	YES	YES	NO	NO	NO	YES

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NewID	SM_892	SM_899	SM_9	SM_901	SM_930	SM_944	SM_946
PrgDomain	PGE21011	Other 3P PGE Group	PGE21031	SW EW/LG	Other 3P PGE Group	PGE21011	PGE21021
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	YES	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	YES	YES	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO	NO

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NewID	SM_95	SM_973	WB_1	WB_113	WB_154	WB_16
PrgDomain	PGE2222	PGE21021	SW UC/CSU Group	SW CCC Group	PGE21042	SW UC/CSU Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	0%	100%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	YES
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	YES
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	WB_21	WB_32	WB_77	WB_89
PrgDomain	SW CCC Group	SW UC/CSU Group	SW UC/CSU Group	SW CCC Group
Distribution of NTGRs				
High - 0.76 to 1.00	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	100%	100%	0%
Key Project Drivers				
Project Maturity				
Project is in the capital and/or operating budget	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO
Corporate Policy/Practice				
Measure is part of corporate standard practice	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit				
Measure automates existing manual processes	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES
Environmental Compliance				
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES
Market Segment				
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO
Project Cost vs. Rebate				
Rebate is very small % of overall project cost	NO	YES	YES	NO
Project Context				
Measure is part of an expansion/remodeling	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO

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NewID	AD1_MA_24	AD1_MA_30	AD1_MA_31	AD1_MA_40	AD1_MA_44	AD1_MA_46
PrgDomain	SCE-SW-003B	SW UC/CSU	SCE-SW-002B	Other 3P SCE Group	Other 3P SCE Group	SCE-SW-002B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	YES	NO	YES	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	YES	YES	NO	NO

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NewID	AD1_MA_61	AD1_MA_7	AD1_MM_13	AD1_MM_14	AD1_MM_15	AD1_MM_2
PrgDomain	SW CCC	SW UC/CSU	SW UC/CSU	SW UC/CSU	SW UC/CSU	Other 3P SCE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	YES	YES	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	YES	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO

NewID	AD1_RCX_11	AD1_RCX_7	AD1_RCX_9	AD1_SM_1	AD1_SM_101	AD1_SM_120
PrgDomain	Other 3P SCE Group	Other 3P SCE Group	SCE LG	SCE-SW-004B	SCE LG	SW CCC
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES

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NewID	AD1_SM_132	AD1_SM_141	AD1_SM_144	AD1_SM_151	AD1_SM_152	AD1_SM_165
PrgDomain	SCE-SW-003B	SCE-SW-002B	SW CCC	SCE-SW-004B	SCE-SW-004B	SCE LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	YES	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD1_SM_172	AD1_SM_174	AD1_SM_183	AD1_SM_185	AD1_SM_19	AD1_SM_190
PrgDomain	Other 3P SCE Group	SCE-SW-004B	SCE LG	SCE LG	SCE-SW-004B	SCE-SW-003B
Distribution of NTGRs						
High - 0.76 to 1.00	100%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

NewID	AD1_SM_191	AD1_SM_193	AD1_SM_22	AD1_SM_23	AD1_SM_24	AD1_SM_243
PrgDomain	SCE LG	SCE-SW-004B	Other 3P SCE Group	SCE-SW-003B	Other 3P SCE Group	SCE-SW-002B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	100%	100%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	YES
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	YES	YES	NO

NewID	AD1_SM_25	AD1_SM_258	AD1_SM_273	AD1_SM_274	AD1_SM_286	AD1_SM_287
PrgDomain	SW CCC	SCE-SW-002B	SW UC/CSU	SW UC/CSU	SW CCC	Other 3P SCE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	YES	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	YES	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

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NewID	AD1_SM_288	AD1_SM_295	AD1_SM_301	AD1_SM_307	AD1_SM_308	AD1_SM_319	AD1_SM_320
PrgDomain	SCE LG	SCE LG	SCE-SW-003B	SCE-SW-004B	SCE-SW-004B	SCE LG	SW UC/CSU
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	YES
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	YES
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	YES	NO	NO	NO	NO

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NewID	AD1_SM_321	AD1_SM_322	AD1_SM_323	AD1_SM_324	AD1_SM_33	AD1_SM_350	AD1_SM_360
PrgDomain	SW UC/CSU	SW UC/CSU	SW UC/CSU	SCE-SW-004B	SCE-SW-003B	SCE-SW-004B	SCE-SW-004B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	NO	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	YES	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	YES	YES	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	YES

NewID	AD1_SM_368	AD1_SM_373	AD1_SM_376	AD1_SM_387	AD1_SM_388	AD1_SM_389	AD1_SM_390
PrgDomain	SCE LG	SCE-SW-003B	SCE-SW-003B	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	YES	YES	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO	NO

NewID	AD1_SM_393	AD1_SM_46	AD1_SM_47	AD1_SM_5	AD1_SM_55	AD1_SM_65
PrgDomain	SCE-SW-005A	SCE-SW-003B	Other 3P SCE Group	SW CCC	Other 3P SCE Group	SCE LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	YES

NewID	AD1_SM_69	AD1_SM_93	AD1_SM_94	AD1_WB_12	AD1_WB_15	AD1_WB_19
PrgDomain	Other 3P SCE Group	SW CCC	SW CCC	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	YES	NO	NO	NO

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NewID	AD1_WB_20	AD1_WB_8	AD2_MA_12	AD2_MA_13	AD2_MA_38	AD2_MM_2
PrgDomain	SCE-SW-005A	SCE-SW-005A	SCE-SW-003B	SCE-SW-003B	Other 3P SCE Group	Other 3P SCE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	100%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES	YES
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

NewID	AD2_MM_6	AD2_MM_7	AD2_NC_1	AD2_NC_11	AD2_NC_13	AD2_NC_20	AD2_NC_24
PrgDomain	SCE LG	SCE LG	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO	NO

NewID	AD2_NC_26	AD2_RCX_2	AD2_RCX_4	AD2_SM_103	AD2_SM_106	AD2_SM_116
PrgDomain	SCE-SW-005A	SCE-SW-003B	Other 3P SCE Group	SCE LG	SCE-SW-002B	SW CCC
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	YES	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	YES	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	YES

NewID	AD2_SM_132	AD2_SM_134	AD2_SM_140	AD2_SM_148	AD2_SM_154	AD2_SM_155	AD2_SM_156
PrgDomain	SCE LG	SCE LG	SW CCC	SCE-SW-003B	SCE-SW-002B	SCE-SW-002B	SCE-SW-003B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	100%	0%	0%	100%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	NO	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	YES	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	YES	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	YES	NO	YES	NO

NewID	AD2_SM_161	AD2_SM_164	AD2_SM_167	AD2_SM_180	AD2_SM_182	AD2_SM_184
PrgDomain	Other 3P SCE Group	SCE-SW-003B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	YES	NO	NO	NO

NewID	AD2_SM_185	AD2_SM_206	AD2_SM_211	AD2_SM_213	AD2_SM_25	AD2_SM_3	AD2_SM_32
PrgDomain	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE LG	SCE-SW-002B	SCE-SW-003B	SCE LG
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	YES	NO	YES	YES	NO	YES

NewID	AD2_SM_34	AD2_SM_58	AD2_SM_64	AD2_SM_7	AD2_SM_75	AD2_SM_80
PrgDomain	Other 3P SCE Group	SCE-SW-004B	SW CCC	Other 3P SCE Group	SCE LG	SCE LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	NO

NewID	AD2_SM_82	AD2_SM_90	AD2_SM_97	AD2_WB_17	AD2_WB_2	AD2_WB_21	AD2_WB_25
PrgDomain	SCE LG	SW UC/CSU	SCE-SW-004B	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	100%	0%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO	NO

NewID	AD2_WB_5	AD3_MA_104	AD3_MA_105	AD3_MA_15	AD3_MA_17	AD3_MA_27
PrgDomain	SW UC/CSU	SW CA State	Other 3P SCE Group	SCE LG	SCE-SW-002B	SCE LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	YES	YES	NO	NO

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NewID	AD3_MA_37	AD3_MA_39	AD3_MA_40	AD3_MA_52	AD3_MA_63	AD3_MM_14	AD3_MM_16
PrgDomain	SCE-SW-003B	SW UC/CSU	SCE LG	SCE-SW-003B	SCE-SW-002B	SCE-SW-002B	SCE-SW-004B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

NewID	AD3_MM_17	AD3_MM_23	AD3_NC_1	AD3_NC_15	AD3_NC_16	AD3_NC_17	AD3_NC_22
PrgDomain	SCE-SW-002B	SW UC/CSU	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	YES	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	YES	NO	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	YES	NO	YES	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	YES	NO	NO	YES	NO	YES	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	AD3_NC_25	AD3_NC_8	AD3_RCX_3	AD3_RCX_33	AD3_RCX_4	AD3_RCX_40
PrgDomain	SCE-SW-005A	SCE-SW-005A	Other 3P SCE Group	SCE-SW-002B	Other 3P SCE Group	SCE-SW-003B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO

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NewID	AD3_RCX_44	AD3_RCX_6	AD3_SM_163	AD3_SM_205	AD3_SM_217	AD3_SM_218
PrgDomain	SCE LG	Other 3P SCE Group	SCE-SW-003B	SCE-SW-003B	SCE-SW-002B	SCE-SW-002B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	YES	YES
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

NewID	AD3_SM_222	AD3_SM_225	AD3_SM_227	AD3_SM_234	AD3_SM_236	AD3_SM_247
PrgDomain	SCE-SW-002B	SCE-SW-002B	SW CCC	SCE-SW-003B	SCE-SW-002B	Other 3P SCE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	YES	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES

NewID	AD3_SM_248	AD3_SM_261	AD3_SM_277	AD3_SM_281	AD3_SM_286	AD3_SM_300
PrgDomain	SCE-SW-002B	Other 3P SCE Group	SCE-SW-002B	Other 3P SCE Group	SCE-SW-002B	SCE-SW-002B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	YES	NO	NO

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NewID	AD3_SM_303	AD3_SM_310	AD3_SM_324	AD3_SM_325	AD3_SM_356	AD3_SM_357
PrgDomain	Other 3P SCE Group	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-003B	SCE-SW-004B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	100%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO

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NewID	AD3_SM_363	AD3_SM_368	AD3_SM_37	AD3_SM_376	AD3_SM_387	AD3_SM_400
PrgDomain	SCE-SW-002B	Other 3P SCE Group	SCE-SW-002B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	YES	NO	NO	NO	NO

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NewID	AD3_SM_411	AD3_SM_412	AD3_SM_414	AD3_SM_416	AD3_SM_419	AD3_SM_46
PrgDomain	SCE LG	SCE LG	SCE-SW-004B	SCE LG	SCE LG	Other 3P SCE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	YES

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NewID	AD3_SM_467	AD3_SM_477	AD3_SM_479	AD3_SM_480	AD3_SM_481	AD3_SM_491
PrgDomain	SW CCC	SCE LG	SCE LG	SCE LG	Other 3P SCE Group	SCE-SW-003B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	NO

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NewID	AD3_SM_559	AD3_SM_568	AD3_SM_572	AD3_SM_582	AD3_SM_620	AD3_SM_625
PrgDomain	SCE LG	Other 3P SCE Group	SCE-SW-004B	Other 3P SCE Group	SCE-SW-003B	SCE-SW-002B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	YES	NO	NO	NO	YES

NewID	AD3_SM_64	AD3_SM_670	AD3_SM_673	AD3_SM_686	AD3_SM_693	AD3_SM_698
PrgDomain	Other 3P SCE Group	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	YES	NO	NO	NO	NO

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NewID	AD3_SM_71	AD3_SM_715	AD3_SM_719	AD3_SM_75	AD3_WB_12	AD3_WB_19	AD3_WB_26
PrgDomain	SCE-SW-002B	SCE-SW-004B	SCE LG	SCE-SW-003B	SCE LG	SCE-SW-005A	SCE-SW-005A
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

NewID	AD3_WB_3	AD3_WB_42	AD3_WB_9	BD2_MA_62	BD2_NC_16	BD2_SM_110	BD2_SM_113
PrgDomain	SCE-SW-005A	SCE-SW-005A	SCE LG	SW CA State	SCE-SW-005A	SCE-SW-002B	SCE-SW-002B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

NewID	BD2_SM_122	BD2_SM_156	BD2_SM_226	BD2_SM_242	BD2_SM_290	BD2_SM_294	BD2_SM_296
PrgDomain	SCE LG	SCE-SW-002B	SCE-SW-002B	SW CCC	SCE-SW-002B	SCE-SW-002B	SCE-SW-002B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

NewID	BD2_SM_299	BD2_SM_313	BD2_SM_372	BD2_SM_386	BD2_SM_50	BD2_SM_57	BD2_SM_64
PrgDomain	SCE-SW-002B	SCE LG	SCE-SW-002B	SCE-SW-002B	SCE-SW-002B	SW UC/CSU	SW CCC
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	100%	0%	100%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

NewID	BD2_SM_7	BD2_SM_70	MA_101	MA_11	MA_131	MA_153	MA_156
PrgDomain	SCE LG	SW UC/CSU	SCE-SW-002B	Other 3P SCE Group	SCE-SW-002B	SCE-SW-003B	SCE-SW-002B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	YES	NO	YES	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	NO	YES	YES	NO
Measure is installed by national chain/big box firm	NO	NO	YES	NO	YES	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO	NO

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NewID	MA_164	MA_165	MA_17	MA_171	MA_172	MA_42	MA_47
PrgDomain	SCE-SW-002B	SCE-SW-003B	SCE-SW-004B	SCE-SW-002B	SW UC/CSU	SCE-SW-004B	SCE-SW-002B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	YES
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	YES	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	YES	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	YES	YES	NO	NO
Measure installed to replace failing equipment	YES	YES	YES	YES	NO	YES	NO

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NewID	MA_57	MA_61	MA_63	MA_64	MA_65	MA_67	MA_68
PrgDomain	Other 3P SCE Group	SW CCC	SW CCC	Other 3P SCE Group	SCE LG	SW UC/CSU	SW UC/CSU
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	100%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	YES	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	YES	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	YES	NO	NO	NO	NO

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NewID	MA_69	MA_70	MA_71	MA_93	MM_11	MM_12
PrgDomain	SW UC/CSU	Other 3P SCE Group	SCE LG	SCE-SW-002B	SCE-SW-002B	SCE-SW-004B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	YES	NO	NO

NewID	MM_17	MM_18	MM_2	MM_9	NC_31	NC_32	RCX_12
PrgDomain	SCE-SW-002B	SCE-SW-004B	SCE LG	SCE-SW-004B	SCE-SW-005A	SCE-SW-005A	SW UC/CSU
Distribution of NTGRs							
High - 0.76 to 1.00	100%	100%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	NO	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	YES	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	YES	NO	NO
Project Context							
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO	NO

NewID	RCX_2	RCX_3	RCX_4	RCX_5	RCX_7	RCX_9	SM_100
PrgDomain	Other 3P SCE Group	SCE LG	SCE LG	SCE LG	Other 3P SCE Group	SW CA State	Other 3P SCE Group
Distribution of NTGRs							
High - 0.76 to 1.00	0%	100%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	NO	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	YES	YES	NO	NO
Measure improves workplace quality	NO	YES	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	YES	YES	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES	NO

NewID	SM_106	SM_113	SM_143	SM_153	SM_160	SM_162	SM_171
PrgDomain	SCE LG	SW CCC	Other 3P SCE Group	SCE-SW-002B	Other 3P SCE Group	SW UC/CSU	SW CCC
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	100%	0%	0%	100%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	YES
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	YES	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	YES	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	YES	YES

NewID	SM_182	SM_187	SM_195	SM_196	SM_210	SM_221	SM_233
PrgDomain	SCE-SW-002B	SCE-SW-002B	SCE-SW-004B	SCE-SW-003B	SCE-SW-002B	SCE LG	SCE-SW-004B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES	YES

NewID	SM_247	SM_265	SM_274	SM_28	SM_290	SM_291
PrgDomain	SCE-SW-002B	SCE-SW-003B	SCE-SW-003B	Other 3P SCE Group	Other 3P SCE Group	SCE-SW-002B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	100%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	NO	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	YES
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	YES

NewID	SM_320	SM_321	SM_334	SM_335	SM_343	SM_344
PrgDomain	Other 3P SCE Group	SCE LG	SCE-SW-003B	Other 3P SCE Group	SCE-SW-004B	SCE LG
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	100%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

NewID	SM_355	SM_365	SM_379	SM_384	SM_386	SM_387	SM_388
PrgDomain	SCE-SW-002B	SCE-SW-003B	SCE-SW-004B	SCE LG	SCE LG	SCE-SW-003B	SCE-SW-004B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	YES	YES	NO	YES

NewID	SM_400	SM_402	SM_404	SM_410	SM_417	SM_419
PrgDomain	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE LG	Other 3P SCE Group	SCE-SW-002B
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	100%	0%	100%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	YES	YES	YES	YES

NewID	SM_42	SM_429	SM_433	SM_451	SM_453	SM_455
PrgDomain	Other 3P SCE Group	SCE-SW-004B	SCE-SW-003B	Other 3P SCE Group	SCE-SW-003B	SW UC/CSU
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	YES	NO

NewID	SM_478	SM_48	SM_480	SM_481	SM_482	SM_483
PrgDomain	Other 3P SCE Group	Other 3P SCE Group	SW UC/CSU	SW UC/CSU	SW UC/CSU	SW UC/CSU
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	100%	100%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO

NewID	SM_484	SM_486	SM_510	SM_519	SM_526	SM_530	SM_541
PrgDomain	SW UC/CSU	SCE-SW-003B	SCE-SW-002B	SCE-SW-003B	SCE-SW-002B	SCE LG	SCE LG
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	100%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	NO	YES	NO	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	YES	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	YES	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	YES	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	YES	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES	YES

NewID	SM_543	SM_550	SM_554	SM_557	SM_569	SM_578	SM_582	SM_59
PrgDomain	SCE-SW-004B	SCE LG	SCE-SW-004B	SCE-SW-004B	SCE-SW-002B	SCE LG	SW UC/CSU	SCE LG
Distribution of NTGRs								
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%	100%	0%	100%
Key Project Drivers								
Project Maturity								
Project is in the capital and/or operating budget	NO	NO	NO	YES	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice								
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	NO	YES	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit								
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance								
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO	NO
Market Segment								
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate								
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO	NO
Project Context								
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	YES	YES	YES	NO	YES	YES	NO	NO

NewID	SM_62	SM_647	SM_66	SM_689	SM_718	SM_72
PrgDomain	Other 3P SCE Group	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	Other 3P SCE Group
Distribution of NTGRs						
High - 0.76 to 1.00	0%	100%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	YES
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO

NewID	SM_725	SM_729	SM_733	SM_735	SM_737	SM_746	SM_763
PrgDomain	SCE-SW-004B	SCE-SW-004B	SCE-SW-003B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B	SCE-SW-004B
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	100%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	100%	100%	100%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	NO	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	NO	NO	NO

NewID	SM_764	SM_79	SM_99	WB_10	WB_37	WB_43
PrgDomain	SCE-SW-004B	Other 3P SCE Group	Other 3P SCE Group	SCE-SW-005A	SCE-SW-005A	SCE-SW-005A
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO	YES
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	YES	NO
Company has Environmental policy in place	NO	YES	NO	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	YES	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

NewID	WB_60	WB_7	WB_8	WB_9
PrgDomain	SW UC/CSU	SW CA State	SW UC/CSU	SCE-SW-005A
Distribution of NTGRs				
High - 0.76 to 1.00	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%
Key Project Drivers				
Project Maturity				
Project is in the capital and/or operating budget	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO
Corporate Policy/Practice				
Measure is part of corporate standard practice	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit				
Measure automates existing manual processes	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES
Environmental Compliance				
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES
Market Segment				
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO
Project Cost vs. Rebate				
Rebate is very small % of overall project cost	NO	NO	NO	NO
Project Context				
Measure is part of an expansion/remodeling	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO

NewID	SCG_AD1_SM_104	SCG_AD1_SM_109	SCG_AD1_SM_11	SCG_AD1_SM_13	SCG_AD1_SM_14
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	100%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	NO	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	YES
Company has Environmental policy in place	YES	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	YES	YES
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	YES	YES
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	YES	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SCG_AD1_SM_15	SCG_AD1_SM_18	SCG_AD1_SM_19	SCG_AD1_SM_26	SCG_AD1_SM_27
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	NO	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	YES	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	YES	YES	YES
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	YES	NO	YES	YES
Measure installed to replace failing equipment	NO	NO	YES	NO	NO

NewID	SCG_AD1_SM_28	SCG_AD1_SM_39	SCG_AD1_SM_46	SCG_AD1_SM_58	SCG_AD1_SM_59
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	NO	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	YES
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	YES	NO

NewID	SCG_AD1_SM_70	SCG_AD1_SM_71	SCG_AD1_SM_77	SCG_AD1_SM_82	SCG_AD1_SM_85
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%	100%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	YES	YES	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	YES	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	YES

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NewID	SCG_AD1_SM_89	SCG_AD1_SM_94	SCG_AD2_MA_22	SCG_AD2_MA_37	SCG_AD2_MA_57
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Deemed
Distribution of NTGRs					
High - 0.76 to 1.00	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	NO	YES
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	YES	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SCG_AD2_MA_74	SCG_AD2_MA_81	SCG_AD2_MA_90	SCG_AD2_MA_93	SCG_AD2_SM_102
PrgDomain	SCG Deemed	SCG Deemed	SCG Deemed	SCG Deemed	SCG Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	YES	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO

NewID	SCG_AD2_SM_106	SCG_AD2_SM_108	SCG_AD2_SM_296	SCG_AD3_MA_20	SCG_AD3_MA_21
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Deemed	SCG TP	SCG TP
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	0%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	YES	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SCG_AD3_SM_14	SCG_AD3_SM_28	SCG_AD3_SM_46	SCG_AD3_SM_85	SCG_AD3_WB_2
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO

NewID	SCG_AD3_WB_8	SCG_BD2_SM_20	SCG_BD2_SM_48	SCG_BD3_MA_35	SCG_BD3_MA_36
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Deemed	SCG Deemed
Distribution of NTGRs					
High - 0.76 to 1.00	0%	100%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	NO	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	YES
Company has Environmental policy in place	NO	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	YES	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	YES	YES

NewID	SCG_BD3_MA_39	SCG_BD3_SM_217	SCG_MA_21	SCG_MA_5	SCG_SM_1	SCG_SM_105
PrgDomain	SCG Deemed	SCG Deemed	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	NO	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	YES	NO	NO	YES	NO	NO

NewID	SCG_SM_106	SCG_SM_109	SCG_SM_114	SCG_SM_119	SCG_SM_13	SCG_SM_14	SCG_SM_19
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	YES	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES	NO	NO

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NewID	SCG_SM_20	SCG_SM_27	SCG_SM_3	SCG_SM_30	SCG_SM_33	SCG_SM_42	SCG_SM_44
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs							
High - 0.76 to 1.00	0%	100%	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	100%	0%	100%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO	NO
Company has Environmental policy in place	YES	NO	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO	NO

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NewID	SCG_SM_50	SCG_SM_57	SCG_SM_67	SCG_SM_74	SCG_SM_77	SCG_SM_78	SCG_SM_82
PrgDomain	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc	SCG Core Calc
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%	0%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	YES	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO	YES
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	YES	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	YES	NO	NO	NO	NO	NO

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NewID	SCG_SM_95	SCG_WB_6	SDGE_AD1_MA_1	SDGE_AD1_MA_11	SDGE_AD1_MA_15
PrgDomain	SCG Core Calc	SCG Core Calc	SDGE3117	SDGE3117	SDGE3117
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	NO	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	NO	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	YES	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	YES	YES	NO	YES
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES

NewID	SDGE_AD1_MA_17	SDGE_AD1_MA_19	SDGE_AD1_MA_2	SDGE_AD1_MA_23	SDGE_AD1_MA_25
PrgDomain	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	YES	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	NO	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	YES	YES	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	YES	NO	NO	NO

NewID	SDGE_AD1_MA_30	SDGE_AD1_MA_8	SDGE_AD1_MA_9	SDGE_AD1_NC_7	SDGE_AD1_SM_1
PrgDomain	SDGE Core Calc	SDGE3117	SDGE3117	SDGE3118	SDGE3117
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	100%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	YES	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	YES	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	YES
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO

NewID	SDGE_AD1_SM_2	SDGE_AD1_SM_24	SDGE_AD1_SM_27	SDGE_AD1_SM_28	SDGE_AD1_SM_3
PrgDomain	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	100%	100%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	YES	NO	NO	NO	YES
Measure improves workplace quality	YES	NO	NO	NO	YES
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	YES	NO	NO	NO	YES
Measure installed to replace failing equipment	YES	NO	NO	NO	YES

NewID	SDGE_AD1_SM_4	SDGE_AD1_SM_43	SDGE_AD1_SM_47	SDGE_AD1_SM_65	SDGE_AD1_SM_78
PrgDomain	SDGE3117	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	YES	NO	YES	NO	YES
Measure improves workplace quality	YES	NO	NO	NO	YES
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	YES	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	YES	NO	NO

NewID	SDGE_AD1_SM_88	SDGE_AD1_SM_90	SDGE_AD1_SM_91	SDGE_AD1_WB_1	SDGE_AD2_MA_12
PrgDomain	SDGE3117	SDGE3117	SDGE3117	SDGE3118	SDGE3117
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	100%	100%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	YES
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	YES	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	YES
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	YES	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SDGE_AD2_MA_3	SDGE_AD2_MA_5	SDGE_AD2_NC_17	SDGE_AD2_SM_1	SDGE_AD2_SM_13
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE3118	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	YES	YES	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	YES	YES	NO	NO
Measure installed to replace failing equipment	YES	YES	NO	NO	NO

NewID	SDGE_AD2_SM_14	SDGE_AD2_SM_15	SDGE_AD2_SM_16	SDGE_AD2_SM_2	SDGE_AD2_SM_20
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SDGE_AD2_SM_21	SDGE_AD2_SM_24	SDGE_AD2_SM_25	SDGE_AD2_SM_26	SDGE_AD2_SM_30
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	100%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SDGE_AD2_SM_31	SDGE_AD2_SM_34	SDGE_AD2_SM_344	SDGE_AD2_SM_4	SDGE_AD2_SM_552
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	100%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	YES	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	YES

NewID	SDGE_AD2_SM_8	SDGE_AD2_WB_1	SDGE_AD2_WB_8	SDGE_AD3_MA_10	SDGE_AD3_MA_12
PrgDomain	SDGE Core Calc	SDGE3118	SDGE3118	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	YES	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SDGE_AD3_MA_14	SDGE_AD3_MA_40	SDGE_AD3_MA_46	SDGE_AD3_MA_49	SDGE_AD3_MA_5
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE3117	SDGE3117	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	YES	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	YES	NO	NO	NO

NewID	SDGE_AD3_MA_8	SDGE_AD3_MA_9	SDGE_AD3_NC_26	SDGE_AD3_NC_67	SDGE_AD3_SM_102
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE3118	SDGE3118	SDGE3117
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	100%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	YES	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO

NewID	SDGE_AD3_SM_19	SDGE_AD3_SM_31	SDGE_AD3_SM_43	SDGE_AD3_SM_46	SDGE_AD3_SM_58
PrgDomain	SDGE Core Calc	SDGE3117	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	0%	100%	0%	100%
Medium Low- 0.26 to 0.50	0%	100%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	YES

NewID	SDGE_AD3_SM_68	SDGE_AD3_SM_92	SDGE_AD3_SM_93	SDGE_AD3_SM_95	SDGE_AD3_WB_17
PrgDomain	SDGE Core Calc	SDGE3117	SDGE3117	SDGE3117	SDGE3118
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	NO	YES	YES	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	YES	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	YES	NO	NO	NO	NO

NewID	SDGE_AD3_WB_4	SDGE_AD3_WB_46	SDGE_BD2_SM_14	SDGE_BD2_SM_15	SDGE_BD2_SM_61
PrgDomain	SDGE3118	SDGE3118	SDGE3117	SDGE3117	SDGE Core Calc
Distribution of NTGRs					
High - 0.76 to 1.00	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	100%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%
Key Project Drivers					
Project Maturity					
Project is in the capital and/or operating budget	NO	YES	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO
Corporate Policy/Practice					
Measure is part of corporate standard practice	YES	YES	NO	NO	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	NO	NO	YES
Energy Efficiency A Secondary, not Primary, Benefit					
Measure automates existing manual processes	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	NO	NO	NO
Environmental Compliance					
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	YES	NO	NO	NO
Market Segment					
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO
Project Cost vs. Rebate					
Rebate is very small % of overall project cost	NO	YES	NO	NO	NO
Project Context					
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	YES	NO

NewID	SDGE_MA_114	SDGE_MA_131	SDGE_MA_146	SDGE_MA_152	SDGE_MA_157	SDGE_MA_159
PrgDomain	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	100%	0%	100%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	NO	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	YES

NewID	SDGE_MA_161	SDGE_MA_165	SDGE_MA_166	SDGE_MA_167	SDGE_MA_3	SDGE_MA_5
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE3117	SDGE3117
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	100%	0%	0%	100%
Medium High- 0.51 to 0.75	0%	0%	0%	100%	100%	0%
Medium Low- 0.26 to 0.50	100%	100%	0%	0%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	NO	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	YES	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	YES	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

NewID	SDGE_MA_83	SDGE_MA_98	SDGE_MA_99	SDGE_MM_120	SDGE_MM_131	SDGE_MM_141
PrgDomain	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	100%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	0%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	YES	NO	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	YES	YES	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	YES	YES	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	YES
Measure installed to replace failing equipment	NO	YES	YES	NO	NO	NO

NewID	SDGE_MM_2	SDGE_MM_3	SDGE_MM_45	SDGE_MM_47	SDGE_MM_48	SDGE_MM_5	SDGE_MM_6
PrgDomain	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117
Distribution of NTGRs							
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	0%	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	0%	0%	0%	100%	0%
Low - 0.00 to 0.25	0%	0%	100%	100%	100%	0%	100%
Key Project Drivers							
Project Maturity							
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice							
Measure is part of corporate standard practice	YES	NO	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	YES	YES	YES	NO	NO
Company has Environmental policy in place	YES	NO	NO	NO	NO	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit							
Measure automates existing manual processes	NO	NO	NO	NO	NO	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO	NO
Environmental Compliance							
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	YES	YES	YES	NO	NO
Market Segment							
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate							
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO	NO
Project Context							
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	YES	YES	NO	YES

NewID	SDGE_MM_65	SDGE_MM_72	SDGE_NC_53	SDGE_SM_102	SDGE_SM_125	SDGE_SM_132
PrgDomain	SDGE3117	SDGE3117	SDGE3118	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	0%	0%	0%	100%	100%
Low - 0.00 to 0.25	0%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	NO	YES	YES	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	YES	NO	NO
Company has Environmental policy in place	NO	YES	NO	YES	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	NO	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO	NO	NO

NewID	SDGE_SM_136	SDGE_SM_16	SDGE_SM_21	SDGE_SM_25	SDGE_SM_28	SDGE_SM_32
PrgDomain	SDGE Core Calc	SDGE3117	SDGE3117	SDGE3117	SDGE3117	SDGE3117
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	100%	100%	100%	0%	0%	100%
Medium Low- 0.26 to 0.50	0%	0%	0%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	0%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	NO	NO	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	YES	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	NO	NO	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	YES	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	YES	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	YES	YES	NO

NewID	SDGE_SM_40	SDGE_SM_42	SDGE_SM_49	SDGE_SM_53	SDGE_SM_56	SDGE_SM_60
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	100%	0%	100%	0%	0%
Medium Low- 0.26 to 0.50	0%	0%	100%	0%	100%	0%
Low - 0.00 to 0.25	100%	0%	0%	0%	0%	100%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	YES	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	YES	YES	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	YES	NO	NO
Measure improves workplace quality	NO	NO	NO	YES	NO	YES
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	NO
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	YES	NO	NO	NO	NO	NO

NewID	SDGE_SM_63	SDGE_SM_64	SDGE_SM_74	SDGE_SM_82	SDGE_SM_89	SDGE_SM_96
PrgDomain	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc	SDGE Core Calc
Distribution of NTGRs						
High - 0.76 to 1.00	0%	0%	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	100%	0%	0%	0%
Medium Low- 0.26 to 0.50	0%	100%	0%	0%	100%	100%
Low - 0.00 to 0.25	100%	0%	0%	100%	0%	0%
Key Project Drivers						
Project Maturity						
Project is in the capital and/or operating budget	NO	NO	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO	NO	NO
Corporate Policy/Practice						
Measure is part of corporate standard practice	YES	YES	YES	NO	YES	YES
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO	NO	NO
Company has Environmental policy in place	NO	YES	YES	NO	NO	NO
Energy Efficiency A Secondary, not Primary, Benefit						
Measure automates existing manual processes	NO	NO	NO	NO	NO	YES
Measure improves workplace quality	NO	NO	NO	NO	YES	NO
Environmental Compliance						
Measure is associated with environmental compliance (e.g., pollution reduction)	NO	NO	NO	NO	NO	NO
Market Segment						
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO	NO	YES
Project Cost vs. Rebate						
Rebate is very small % of overall project cost	NO	NO	NO	NO	NO	NO
Project Context						
Measure is part of an expansion/remodeling	NO	NO	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	YES	NO	NO	NO

NewID	SDGE_WB_14	SDGE_WB_50	SDGE_WB_51	SDGE_WB_63
PrgDomain	SDGE3118	SDGE3118	SDGE3118	SDGE3118
Distribution of NTGRs				
High - 0.76 to 1.00	0%	0%	0%	0%
Medium High- 0.51 to 0.75	0%	0%	0%	0%
Medium Low- 0.26 to 0.50	100%	100%	100%	0%
Low - 0.00 to 0.25	0%	0%	0%	100%
Key Project Drivers				
Project Maturity				
Project is in the capital and/or operating budget	NO	NO	NO	NO
Equipment has already been ordered	NO	NO	NO	NO
Corporate Policy/Practice				
Measure is part of corporate standard practice	NO	YES	YES	NO
Measure is installed elsewhere in company, in places that do not offer rebates	NO	NO	NO	NO
Company has Environmental policy in place	YES	YES	YES	YES
Energy Efficiency A Secondary, not Primary, Benefit				
Measure automates existing manual processes	NO	NO	NO	NO
Measure improves workplace quality	YES	NO	NO	YES
Environmental Compliance				
Measure is associated with environmental compliance (e.g., pollution reduction)	YES	YES	YES	NO
Market Segment				
Measure is installed by a market segment that is ahead of curve on Energy Efficiency	NO	NO	NO	NO
Measure is installed by national chain/big box firm	NO	NO	NO	NO
Project Cost vs. Rebate				
Rebate is very small % of overall project cost	NO	NO	NO	YES
Project Context				
Measure is part of an expansion/remodeling	NO	NO	NO	NO
Measure installed to replace failing equipment	NO	NO	NO	NO

D-4: Net-to-Gross Program Population and Completed Surveys

PY2010-2012 Net-to-Gross Evaluation Sample – Tracking System Savings by Gross Impact Weighting Stratum: PG&E Electric Projects

Utility/Fuel Sampling Domain	Total Projects		Completed Surveys		
	Electric Energy Savings (kWh)	% of Total	Electric Energy Savings (kWh)	% of Total Surveys	% of Total Savings
Core - Comm Ind Ag	436,835,184	43.1%	138,223,925	43.0%	32%
Pump Efficiency PGE21035	52,562,880	5.2%	8,746,421	2.7%	17%
New Construction PGE20142	94,007,995	9.3%	16,442,601	5.1%	17%
EE Oil Gas PGE2222	117,628,771	11.6%	45,563,857	14.2%	39%
Heavy Industry EE PGE2223	64,153,340	6.3%	26,133,578	8.1%	41%
EE Refinery PGE 2225	17,077,027	1.7%	14,815,471	4.6%	87%
Retrocommissioning Gp	18,401,577	1.8%	6,353,443	2.0%	35%
Statewide Government and Institutional Partnerships	69,303,758	6.8%	24,189,341	7.5%	35%
Energy Watch and Local Government	28,157,594	2.8%	6,569,464	2.0%	23%
Other Third Party Programs	115,495,749	11.4%	34,193,851	10.6%	30%
Total	1,013,623,875	100.0%	321,231,953	100.0%	32%

PY2010-2012 Net-to-Gross Evaluation Sample – Tracking System Savings by Gross Impact Weighting Stratum: PG&E Gas Projects

Utility/Fuel Sampling Domain	Total Projects		Completed Surveys		
	Therm Savings (Btu)	% of Total	Therm Savings (Btu)	% of Total Surveys	% of Total Savings
Core - Comm Ind Ag	49,095,058	58.4%	24,517,561	53.0%	50%
New Construction PGE20142	1,325,947	1.6%	435,699	0.9%	33%
Heavy Industry EE PGE2223	5,827,328	6.9%	2,358,309	5.1%	40%
EE Refinery PGE 2225	12,930,129	15.4%	12,360,404	26.7%	96%
Retrocommissioning Gp	1,890,092	2.2%	361,325	0.8%	19%
Statewide Government and Institutional Partnerships	6,377,423	7.6%	2,749,917	5.9%	43%
Energy Watch and Local Government	1,539,006	1.8%	632,698	1.4%	41%
Other Third Party Programs	5,085,223	6.0%	2,848,333	6.2%	56%
Total	84,070,206	100.0%	46,264,245	100.0%	55%

PY2010-2012 Net-to-Gross Evaluation Sample – Tracking System Savings by Gross Impact Weighting Stratum: SCE Electric Projects

Utility/Fuel Sampling Domain	Total Projects		Completed Surveys		
	Electric Energy Savings (kWh)	% of Total	Electric Energy Savings (kWh)	% of Total Surveys	% of Total Savings
Core - Comm Ind Ag	357,208,068	48.4%	83,654,431	41.3%	23%
New Construction	132,664,485	18.0%	41,246,310	20.4%	31%
Statewide Government and Institutional Partnerships	52,623,094	7.1%	25,787,159	12.7%	49%
Local Government	27,166,882	3.7%	15,127,736	7.5%	56%
Other Third Party Programs	168,566,553	22.8%	36,682,230	18.1%	22%
Total	738,229,082	100.0%	202,497,866	100.0%	27%

PY2010-2012 Net-to-Gross Evaluation Sample – Tracking System Savings by Gross Impact Weighting Stratum: SDG&E Electric Projects

Utility/Fuel Sampling Domain	Total Projects		Completed Surveys		
	Electric Energy Savings (kWh)	% of Total	Electric Energy Savings (kWh)	% of Total Surveys	% of Total Savings
Core - Comm Ind Ag	50,413,805	24.3%	15,261,812	28.4%	30%
New Construction	48,662,602	23.4%	6,520,292	12.1%	13%
RCx SDGE3170	11,217,834	5.4%	0	0.0%	0%
Local Nonresidential BID SDGE3117	97,513,585	46.9%	31,897,003	59.4%	33%
Total	207,807,827	100.0%	53,679,106	100.0%	26%

PY2010-2012 Net-to-Gross Evaluation Sample – Tracking System Savings by Gross Impact Weighting Stratum: SCG and SDG&E Gas Projects

Utility/Fuel Sampling Domain	Total Projects		Completed Surveys		
	Therm Savings (Btu)	% of Total	Therm Savings (Btu)	% of Total Surveys	% of Total Savings
SCG Core	46,003,094	73.6%	18,674,049	74.7%	41%
SCG Third Party	89,129	0.1%	22,831	0.1%	26%
SCG Deemed	6,883,138	11.0%	1,367,728	5.5%	20%
All SDGE	5,979,620	9.6%	2,895,913	11.6%	48%
Local Nonresidential BID SDGE3117	3,587,222	5.7%	2,032,189	8.1%	57%
Total	62,542,203	100.0%	24,992,710	100.0%	40%

Appendix E

Lower Rigor Assessment Metrics, IOU-level Findings, and Detailed Program Group Results

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E.1 Summary

The lower rigor assessment (LRA) process is a new tool employed during the PY2010-12 evaluation of custom impact programs that characterizes performance of programs based upon the project documentation provided by the utility companies. The assessment was completed by the evaluation teams during an initial review of project documentation prior to conducting on-site data collection activities. Data were entered into an electronic form to minimize data entry errors and to facilitate subsequent analyses. For the AD period sample points, the LRA data were updated based upon better information obtained throughout the M&V process. The analyses of the data included in this Appendix include program scoring based on three issue categories: the completeness of project documentation, compliance with program rules, and the use of appropriate calculation methods. The analyses also highlight specific findings of above-average and below-average performance in these categories, and the magnitude and importance of LRA updates made throughout the M&V process. Note that performance in this section refers only to the performance of a project or a group of projects in a program, and not to the gross realization rate or accuracy of savings estimates unless specifically stated. Highlights of specific findings include:

- The IOUs have neglected to distinguish between Early Retirement and Normal Replacement projects despite CPUC guidance in D. 11-07-030. It is further noted that baseline determination and dual baseline impact calculations were evaluation requirements during the PY2006-08 program cycle as well.
- Performance in PY2012 appears to be improving overall with eleven areas of improvement. Significant improvement in the PY2012 period is seen with respect to *the appropriate use of pre- and post-installation M&V*, with an 18.8 and 23.5 percent reduction in below-average scores, respectively. The performance significantly improved in four areas that affect fewer than 100 samples including *appropriate HVAC interactive effects calculation method*, *multiple IOU fuel impacts properly accounted for*, *fuel switching supported with three-prong test*, and *non-IOU fuel and ancillary impacts accounted for*. Modest improvement in performance is seen during the PY2012 period in the selection of *appropriate baseline*, the use of *appropriate impact calculation methods*, and the use of *adequate values for all inputs*.
- The PY2012 performance in six issue areas is degraded compared to 2010-11, significantly in three important areas: *measures are IOU program eligible*, *appropriate non-HVAC interactive effects calculation method*, and *appropriate early replacement claim: value EUL/RUL approach*.
- For PG&E and SCE, the core programs perform better than the IOU-specific average; for SDG&E, core programs perform worse than the average for all SDG&E programs.

- The PG&E and SCE core programs targeting the industrial sector were the strongest performers and ranked very high in comparison to all other programs and program groupings.
- The two commercial core programs for SCG and SDG&E performed below average on an overall basis.
- The statewide new construction (NC) program group performs best overall compared to other statewide program groupings and performs better than the overall LRA average, with a very strong showing in the PG&E NC program.
- The statewide University of California/California State University (UC/CSU) programs are a close second in performance in the overall statewide program groupings.
- On a statewide basis, overall performance of the third party programs and the Community Colleges of California (CCC) programs is below average. In fact, the (CCC program group is the poorest performing state-wide group.
- PG&E's programs showed below average performance in the LGP group and in a group of other smaller third party programs, with poor performance in *appropriate impact calculation methods*, *measure eligibility*, and *measures exceeding code or standard practice*. Conversely, SCE's programs performed above average in these same program groups.
- SCG commercial calculated program group is below average compared to the overall SCG program group; it is below average in the use of *pre-installation M&V*, *appropriate baseline specification*, and the *valid use of RUL / EUL approach*. Furthermore, SCG core performs much worse than average on *appropriate impact calculation methods* and in the use of all *relevant and adequate inputs in savings estimate calculations*.
- The SDG&E BID program performed significantly below average; although this program was discontinued, the findings can inform third party and other programs in place at SDG&E, and also can inform the design of any new offerings.

It should be noted that the accuracy of LRA efforts will vary by the type of issue being investigated, depending mostly upon the ability of a desk review process to identify the performance discrepancy in the project documentation. For example, determining *program eligibility* is an area particularly well-suited to the lower rigor assessment process, whereas determining if *adequate values were used for all inputs* may require more rigorous efforts including on-site verification of input values.

As discussed in chapter 7, lower rigor assessments often change as a result of being updated based on more rigorous activities. In fact, 86 percent of the AD period sample points were subject to some kind of change based upon enhanced information obtained during the M&V process. Changes were made in 10 percent to 15 percent of the issue areas in significant ways

that affect gross impacts, such as baseline, eligibility, and calculation methods; these areas were also noted as among the most important discrepancy factors in the gross impact analysis.¹ Tables summarizing when LRA findings change as a result of the LRA update process can be found in Tables 7-9 and 7-10 in chapter 7.4.

Chapter 7 also contains findings from the LRA process by IOU fuel domain and program group corresponding with results previously presented in the WO033 Interim Report referenced earlier. This Appendix provides LRA results based upon additional IOU categories, and statewide and by program groupings. After presenting a summary of the LRA findings, this appendix continues with a brief overview and review of the methodology. Detailed findings, program scores, program rankings, and comparison tables are presented in Section E.3. Section E.4 presents findings and recommendations and Section E.6 compares LRA findings from PY2012 to findings from PY2010-11. Other sections of this document include the LRA form in Section E.8 and a description of the metrics used by the evaluation team to complete assessments in Section 9.

E.2 Introduction

The primary goal of the lower rigor assessment (LRA) effort is to expand the reach of the custom impact evaluation to programs that would not receive much attention based on M&V sample allocation alone due to resource constraints. This is achieved by examining the frequency of good, neutral and poor performance on project-level practices in each of 17 previously identified issue areas. As per the evaluation plan, LRA results do not contribute to determining custom project gross impact accomplishments; instead, they provide qualitative feedback regarding conformance with sound impact-related and project application practices. Nevertheless, feedback from the lower rigor assessment process is valuable to program implementers because it provides an independent perspective on what can be accomplished with a careful desk review process and what should be included with the project application and other documentation. Furthermore, the LRA results database serves as an historical record of project practices and compliance with CPUC guidance on the appropriate ways to document claims for energy efficiency programs. Results from future evaluation cycles can be compared to the prior years to identify where progress might be occurring or where additional efforts might be needed to improve program implementation efforts.

Assessment results are also the subject of evaluation work in the Program Assessments Core Calculated Report.² The Core Calculated Report is one chapter of a joint IOU-CPUC study that characterizes and assesses the strengths and weaknesses of several groups of non-residential

¹ Attempts to correlate LRA and gross impact results were not statistically significant.

² The Program Assessment Core Calculated report is available on the CPUC public documents website (<http://www.energydataweb.com/cpuc/home.aspx>).

programs. The report methodology does not meet rigor standards for gross impact evaluation in California,³ but the report addresses a large body of custom impact programs and a comprehensive set of program design, implementation, and evaluation topics. The study relies on interviews with program managers and implementers, and relies heavily on secondary sources. The LRA data was leveraged for the Core Calculated Report to provide additional insight and characterization of custom program performance. It presents the overall LRA results for the BD Period, as well as results for the IOU Core Calculated programs and several other groups including third party programs and statewide partnerships. The LRA results presented here provide a more thorough review of results for the entire PY2010-12 period. Relative to the Core Calculated Report, the results shown below include several additional programs and program groups, and provide all relevant program specific findings.

In total, 536 lower rigor assessments were completed for the PY2010-12 period. Of these, 200 were assessed in conjunction with the “Before Decision” M&V points and 100 were supplemental “Before Decision” lower rigor (LR) only points. The M&V points contribute to the LRA findings and are also part of the gross impact realization rate. The 100 lower rigor only sample points contribute only to LRA reporting and are solely qualitative assessments. For more information on the sample disposition, see Appendix B.

E.3 Detailed IOU and Program-level LRA Findings

Chapter 7 contains a discussion of the LRA results for IOU fuel domains and several other groupings. Due to page limits in the main body of the report, detailed lower rigor assessment results are presented for the remaining program groupings in this section of the Appendix. As in Chapter 7, the discussion of the assessment results continues to show relevant program domains together in a table with cell shading to identify notable above average (light) or below average (dark) performance. In section E.3.1 we also discuss in more detail the overall assessment score algorithm.

Table E-1 below lists the program sampling groups, domains, and program groups and the associated program IDs. The complete set of programs that is represented in each of the five IOU fuel domains is shown for that group in the “Program IDs” column. For instance, the PG&E electric sampling domain shows the program IDs for all PG&E’s programs that are represented in the LRA effort and have electric impact claims. Program groups are not exclusive, and programs can be represented in multiple program groups.

³ <http://www.cpuc.ca.gov/NR/rdonlyres/F14E59AF-25B9-45CE-8B3C-D010C761BE8D/0/CAEvaluationFramework.pdf>

Table E-1: IOU and Program Domain Groups and Program IDs

Sampling Domain/Program Group Name	Program IDs
Pacific Gas and Electric Program Domains	
PG&E Agricultural Calculated Incentives	PGE21031
PG&E Agricultural Pump Efficiency Services Program	PGE21035
PG&E Commercial Calculated Incentives	PGE21011
PG&E CCC	PGE21261
PG&E Core	PGE21011, PGE21021, PGE21031, PGE21035
PG&E Electric	PGE21011, PGE21021, PGE21031, PGE21035, PGE21042, PGE21261, PGE21262, PGE21263, PGE21264, PGE2130, PGE2132, PGE2133, PGE2133, PGE2139, PGE2145, PGE2147, PGE2187, PGE2190, PGE2196, PGE2197, PGE2220, PGE2221, PGE2222, PGE2223, PGE2224, PGE2225, PGE2228, PGE2231, PGE2234
PG&E Energy Efficiency Services for Oil Production	PGE2222
PG&E Gas	PGE21011, PGE21021, PGE21031, PGE21035, PGE21042, PGE21261, PGE21262, PGE21263, PGE21264, PGE2133, PGE2144, PGE2146, PGE2147, PGE2182, PGE2186, PGE2187, PGE2209, PGE2223, PGE2225, PGE2228, PGE2234
PG&E Heavy Industry Energy Efficiency Program	PGE2223
PG&E Industrial Calculated Incentives	PGE21021
PG&E LG "Energy Watch" + Rightlights	PGE2130, PGE2132, PGE2133, PGE2139, PGE2144, PGE2145, PGE2146, PGE2147, PGE2196
PG&E Non-Core	PGE2182, PGE2186, PGE2187, PGE2190, PGE2196, PGE2197, PGE2209, PGE2220, PGE2221, PGE2222, PGE2223, PGE2224, PGE2225, PGE2228, PGE2231, PGE2234, PGE2130, PGE2132, PGE2133, PGE2139, PGE2144, PGE2145, PGE2146, PGE2147, PGE21042, PGE21261, PGE21262, PGE21263, PGE21264
PG&E New Construction	PGE21042
PG&E Other 3P	PGE2197, PGE2224, PGE2221, PGE2231, PGE2133, PGE2190, PGE2234, PGE2183, PGE2236, PGE2182, PGE2186, PGE2209
PG&E Refinery Energy Efficiency Program	PGE2225
PG&E RCx	PGE2228, PGE2187
PG&E Statewide Government Partnerships	PGE21261, PGE21262, PGE21263, PGE21264
PG&E UC/CSU	PGE21262

Table E-1: IOU and Program Domain Groups and Program IDs

Sampling Domain/Program Group Name	Program IDs
Southern California Edison Program Domains	
SCE Agriculture Calculated Energy Efficiency Program	SCE-SW-004B
SCE Calculated Incentives Program	SCE-SW-002B
SCE CCC	SCE-L-005A
SCE Core	SCESW002B, SCESW003B, SCESW004B
SCE Electric	SCE-L-004C, SCE-L-004H, SCE-L-004M, SCE-L-004P, SCE-L-004S, SCE-L-004U, SCE-L-005A, SCE-L-005B, SCE-L-005C, SCE-L-005F, SCE-L-005G, SCE-SW-002B, SCE-SW-003B, SCE-SW-004B, SCE-SW-005A, SCE-TP-006, SCE-TP-013, SCE-TP-014, SCE-TP-016, SCE-TP-020, SCE-TP-025
SCE "Energy Leader"	SCE-L-004C, SCE-L-004H, SCE-L-004M, SCE-L-004P, SCE-L-004S, SCE-L-004U, SCE-L-005C
SCE Industrial Calculated Energy Efficiency Program	SCE-SW-003B
SCE Local Government	SCE-L-004c, SCE-L-004f, SCE-L-004g, SCE-L-004h, SCE-L-004i, SCE-L-004m, SCE-L-004n, SCE-L-004o, SCE-L-004p, SCE-L-004q, SCE-L-004r, SCE-L-004s, SCE-L-004u, SCE-L-005C, SCE-L-005D, SCE-L-005E
SCE New Construction	SCE-SW-005A
SCE Non-Core	SCE-TP-006, SCE-TP-013, SCE-TP-014, SCE-TP-016, SCE-TP-020, SCE-TP-025, SCE-L-004C, SCE-L-004H, SCE-L-004M, SCE-L-004P, SCE-L-004S, SCE-L-004U, SCE-L-005C, SCE-L-005B, SCE-L-005F, SCE-L-005A, SCE-L-005G
SCE Other 3P	SCE-TP-006, SCE-TP-013, SCE-TP-014, SCE-TP-016, SCE-TP-020, SCE-TP-025
SCE UC/CSU	SCE-L-005G
SCE Statewide Government Partnerships	SCE-L-005A, SCE-L-005B, SCE-L-005f, SCE-L-005G
SCG Program Domains	
SCG Core	SCG3602, SCG3607, SCG3611, SCG3612
SCG/SDG&E Gas	SCG3602, SCG3607, SCG3611, SCG3612, SCG3625, SDGE3117, SDGE3118
SDG&E Program Domains	
SDG&E BID	SDGE3117
SDG&E Core	SDGE3100, SDGE3105, SDGE3109
SDG&E Electric	SDGE3100, SDGE3105, SDGE3109, SDGE3117, SDGE3117-UC/CSU, SDGE3118
SDG&E Gas	SDGE3117, SDGE3118
SDG&E New Construction	SDGE3118

Table E-1: IOU and Program Domain Groups and Program IDs

Sampling Domain/Program Group Name	Program IDs
Statewide Program Domains	
All CCC	PGE21261, SCE-L-005A
All Core	PGE21011, PGE21021, PGE21031, PGE21035, PGE21042, SCE-SW-002B, SCE-SW-003B, SCE-SW-004B, SCE-SW-005A, SCG3602, SCG3607, SCG3611, SCG3612, SDGE3100, SDGE3105, SDGE3109, SDGE3118
All UC/CSU	PGE21262, SCE-L-005G, SDGE3117-UC/CSU
DGS (California Department of General Services)	PGE21263, SCE-L-005F
LGP	SCE-L-004c, SCE-L-004h, SCE-L-004m, SCE-L-004p, SCE-L-004s, SCE-L-004U, SCE-L-005c, PGE2130, PGE2132, PGE2133, PGE2145, PGE2147, PGE2139, PGE2144, PGE2146
New Construction	PGE21042, SCE-SW-005A, SDGE3118, SCG3625
SGP (Statewide Government Partnerships)	PGE21261, PGE21262, PGE21263, PGE21264, SCE-L-005A, SCE-L-005B, SCE-L-005f, SCE-L-005G SDGE3117-UC/CSU

E.3.1 Overall Assessment Score

The overall assessment score is used to rank the program performance and provides a systematic way to determine overall performance. The score is a value between positive 3 and negative 3 based upon the relative performance of the projects within each IOU fuel domain, program, or program group. One point is assigned for each issue category. The 17 issue areas are grouped into the three issue categories described earlier. Each issue area is equally weighted in its respective category and assigned a score of 1 (above average), 0 (neutral) or -1 (below average). The averages for each of the three issue categories (with a maximum weight of 1 and a minimum weight to -1) are then summed (see Equation 1). One point was assigned for each of the three categories of questions to reduce the potential for responses to multiple issues areas having a comingling effect that would skew the results. Higher scores indicate that the program or program group received more above-average assessments and fewer below average assessments.

Equation 1

$$\text{LRA Score} = \sum_{(1, 2, 3)} \text{Issue Category} \left\{ \sum_{(1 \text{ to } n)} [\text{Issue Area}] \div n \right\}$$

The overall assessment scores are shown on the fifth row of Table E-3 through Table E-21 in section E.3.

E.3.2 Denominator for determining “Above Average” and “Below Average”

Each issue area has an associated sample size based upon the number of valid assessments conducted by the evaluation team. Results for any issue areas that have fewer than five

assessments are marked with “Small Sample” or “Zero Sample”. Only significant results are highlighted in the tables and discussed in the text when the performance exceeds or falls short of the average performance beyond the 90 percent confidence interval. Keep in mind that the “percent poor” percentages are calculated in two different ways. For issue areas with broad applicability, the denominator is the total number of projects in the sample group; whereas for issues that are applicable to fewer than 100 projects, the denominator is the sum of valid “good”, “neutral” and “poor” responses to that specific question. The issue areas where the denominator is the “sum of good, neutral, and poor responses” include:

- Appropriate HVAC Interactive Effects Calculation Method
- Appropriate Non-HVAC Interactive Effects Calculation
- Multiple IOU Fuel Impacts Properly Accounted for
- Fuel Switching Supported with Three Prong Test
- Non-IOU Fuel and Ancillary Impacts of Project Properly Accounted for (Cogen/Waste Heat Recovery/ Refinery Gas, etc.)

Results are presented in tabular form for all issues and exemplary findings are discussed thereafter.

E.3.3 Programs, Program Domains and Rankings

This section uses the LRA scoring system to rank the quality of IOU programs and program groups as determined through the lower rigor assessment process.

Table E-2 below provides the scores for IOU program groups and program domains based upon an overall assessment of the 17 issue areas, using the algorithm noted above. The scores indicate the relative performance of each group. Scores range from -1.83 to 1.83, with an overall average across all sample points of -0.50, labeled “All LRA Average.”

Table E-2: IOU, Program, and Program Group Scores and Performance Ranking

Sampling Domain/Program Group	Score	Rank
PG&E New Construction	1.83	1
PG&E Industrial Calculated Incentives	1.77	2
SCE Agriculture Calculated Energy Efficiency Program	1.67	3
PG&E Core	1.13	4
PG&E REEP	1.03	5
PG&E Commercial Calculated Incentives	0.93	6
PG&E Gas	0.93	7
PG&E Agricultural Calculated Incentives	0.90	8
RCx	0.80	9
SCE Nonmetallic Minerals and Products (3P)	0.80	10

Table E-2: IOU, Program, and Program Group Scores and Performance Ranking

Sampling Domain/Program Group	Score	Rank
All New Construction	0.73	11
PG&E Electric	0.73	12
SDG&E New Construction	0.70	13
PG&E Energy Efficiency Services for Oil Production	0.63	14
All UC/CSU	0.57	15
SCE UC/CSU	0.40	16
SCE Industrial Calculated Incentives Program	0.40	17
PG&E	0.37	18
SCE	0.33	19
PG&E Heavy Industry	0.13	20
SCG –Industrial Calculated Program (SW-IndA)	0.03	21
All Core	0.03	22
SCE Core	0.03	23
PG&E Pump EE Services	0.00	24
PG&E Non-Core	0.00	25
SCE Other 3P	-0.03	26
SCE Non-Core	-0.03	27
PG&E UC CSU	-0.03	28
SCE LG "Energy Leader"	-0.07	29
SCE New Construction	-0.13	30
LGP	-0.20	31
PG&E GP	-0.33	32
SGP	-0.37	33
PG&E CCC	-0.40	34
SCE SGP	-0.40	35
DGS	-0.50	36
SCG & SDG&E Gas	-0.50	37
All LRA Average	-0.50	38
SGP	-0.53	39
SDG&E Non-Core	-0.60	40
SDG&E Commercial Calculated Program (SW-ComA)	-0.67	41
SCG	-0.67	42
PG&E LG "Energy Watch"	-0.70	43
Third Party	-0.73	44
SCE Commercial Calculated Incentives Program Group	-0.77	45
SCG Core	-0.87	46
PG&E LG "Energy Watch" and RightLights Program	-0.87	47
SCG Commercial Calculated Program (SW-ComA)	-1.07	48
SDG&E Core	-1.07	49
PG&E Other 3P	-1.10	50
SCE CCC	-1.23	51
All CCC	-1.27	52
SDG&E BID	-1.33	53
SDG&E	-1.67	54

Table E-2: IOU, Program, and Program Group Scores and Performance Ranking

Sampling Domain/Program Group	Score	Rank
SDG&E Electric	-1.83	55

As noted above, all issues within categories are equally weighted in this analysis. Future scoring approaches could adjust the issue area and/or category weights to produce a different set of scores which would highlight programs for improvement and help determine if the LRA performances correlates directly to the realization of savings or has other predictive power.

Whereas the main LRA Chapter 7 reviews the programs grouped by IOU fuel domain and various market sectors program groups, the next section continues the review of programs grouped by IOU.

E.3.4 Program Results by IOU

In this section the specific findings identified in the lower rigor assessment process are presented in detail, by program group or other segment. Percent “poor” assessment results are presented in tables, showing related, similar or contrasting program types, beginning with a discussion of LRA results by IOU. Table E-3 below summarizes the results for IOU program groupings. The sample sizes vary by utility with a low of 64 for SCG and a high of 252 for PG&E. Where results are statistically significantly different than the Overall LRA Average, shading is applied for ease of review.

Table E-3: IOU-Level Program Performance, Percent “Poor”

Issue Assessed	PG&E	SCE	SDG&E	SCG	All LRA Average
Number of Assessments	252	139	81	64	536
Number of “above average” Issues	2	3	2	2	–
Number of “below average” Issues	0	1	11	6	–
Overall Assessment Score	0.37	0.33	-1.67	-0.67	-0.50
Project Documentation and Specification					
IOU application documentation complete and accurate	25%	30%	33%	17%	26%
IOU tracking data complete and accurate	17%	20%	26%	22%	20%
Project utilized pre-installation M&V	18%	24%	28%	27%	22%
Appropriate baseline	15%	22%	35%	25%	21%
Early replacement claim: valid RUL / EUL approach used	17%	16%	26%	19%	18%
Appropriate Calculation Method					
Appropriate impact calculation method	17%	22%	30%	23%	21%
All relevant inputs considered	15%	20%	22%	23%	18%
Adequate values for all inputs	21%	21%	17%	23%	21%
Appropriate HVAC interactive effects calculation method	15%	56%	36%	Small Sample	33%
Appropriate non-HVAC interactive effects calculation method	21%	17%	0%	50%	21%
Project utilized post-installation M&V	24%	33%	38%	39%	30%
Compliance with Program Rules					
Measures are IOU program eligible	5%	1%	2%	2%	3%
Measures exceed code or industry standard practice	12%	6%	10%	23%	11%
Multiple IOU fuel impacts properly accounted for	50%	Small Sample	73%	29%	52%
If applicable, fuel switching supported with three prong test	50%	Zero Sample	100%	Small Sample	69%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	71%	88%	56%	75%	73%
Customer installation meets program rules	12%	9%	19%	17%	13%

Observations on the IOU program groups in Table E-3 above include:

- The PG&E programs perform above the overall LRA average (based on a score of 0.37 versus -0.50). PG&E programs are above average in using *appropriate HVAC interactive effects* and in establishing an *appropriate baseline* (indicated by light shading).
- SCE’s programs are above average in general; in particular, they outperform in three areas within the *compliance with program rules* category including *measures are IOU program eligible*, *measures exceed code or ISP*, and *customer installation meets program rules*. SCE programs fall short of the average only in *appropriate HVAC interactive effects calculation method* (indicated by dark shading).

- SDG&E programs perform poorly in the majority of the issue areas examined and demonstrate consistently below average performance in all five areas of the *project documentation and specifications* category. Performance is also worse than average for 3 out of 6 categories of the *appropriate calculation method* category and 3 out of 6 of the *compliance with program rules* category. One issue area with significantly above average performance is *appropriate non-HVAC interactive effects calculations*, with none of the LRAs flagged as having problems as compared to 21 percent of the all LRA average. Another above average result is the *non-IOU fuel and ancillary impacts* issue area.
- SCG program performance is slightly below average. There are six areas needing targeted improvement for SCG and two areas are above average. Areas where SCG programs fall short of average performance include: *appropriate baseline, all relevant inputs considered, appropriate non-HVAC interactive effects calculation method, project utilized post-installation M&V, measures exceed code or industry standard practice, and customer installation meets program rules*. SCG programs show above average performance with providing *IOU application documentation that is complete and accurate* and in *appropriately accounting for multiple IOU fuel impacts*.

E.3.5 PG&E Specific Program Assessment Results

This section presents LRA results for PG&E program groups.

Table E-4 below summarizes and compares the assessment results for PG&E core, non-core, and other third party programs. This comparison is useful to explore if there is a difference in the quality of project documentation between these programs implementation approaches.

Table E-4: PG&E Program Group Performance, Percent “Poor”

Issue Assessed	PG&E Core	PG&E Non-Core	PG&E Other 3P	PG&E Overall
Number of Assessments	104	148	28	252
Number of "above average" Issues	7	2	3	2
Number of "below average" Issues	1	2	9	0
Overall Assessment Score	1.13	0.00	-1.10	0.37
Project Documentation and Specification				
IOU application documentation complete and accurate	19%	28%	39%	25%
IOU tracking data complete and accurate	18%	16%	25%	17%
Project utilized pre-installation M&V	7%	26%	39%	18%
Appropriate baseline	13%	16%	14%	15%
Early replacement claim: valid RUL / EUL approach used	11%	22%	39%	17%
Appropriate Calculation Method				
Appropriate impact calculation method	13%	20%	29%	17%
All relevant inputs considered	17%	13%	14%	15%
Adequate values for all inputs	18%	22%	25%	21%
Appropriate HVAC interactive effects calculation method	19%	10%	Small Sample	15%
Appropriate non-HVAC interactive effects calculation method	13%	25%	46%	21%
Project utilized post-installation M&V	20%	27%	36%	24%
Compliance with Program Rules				
Measures are IOU program eligible	7%	4%	0%	5%
Measures exceed code or industry standard practice	7%	15%	14%	12%
Multiple IOU fuel impacts properly accounted for	36%	64%	Small Sample	50%
If applicable, fuel switching supported with three prong test	Small Sample	83%	Small Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	67%	76%	86%	71%
Customer installation meets program rules	12%	12%	7%	12%

Observations on the PG&E Core, Non-Core, and Other Third Party program groups in Table E-4 above include the following:

- PG&E’s other third party programs show the worst overall assessment score of the program groups in Table E-4 with nine areas below average across all three assessment categories. Two shortcomings shared with the PG&E Non-Core program group include significantly below average scores for *appropriate non-HVAC interactive effects calculation method*, and *measures exceed code or industry standard practice*. PG&E Other Third Party programs performed below average in seven other issue areas with

appropriate impact calculation method among the areas needing improvement, whereas *customer installation meets program rules* is an area where PG&E other third party program performance exceeds the performance of the PG&E program groups shown in Table E-4. (See also Table 7-7 in the main LRA chapter.)

- PG&E's core programs show the best overall assessment score compared to the PG&E non-core, PG&E other third party and PG&E overall program groups, with seven areas above average. *IOU program eligibility* appears to be one area where the core programs perform significantly below average.
- Two issues areas for PG&E's non-core programs are of particular concern as compared to the PG&E core programs. *Appropriate non-HVAC interactive effects calculation method* and *measures exceed industry standard practice* are deficient for non-core programs but these issues are not identified as problems for the Core programs. On the other hand, PG&E's non-core programs out-perform these program groups in using *appropriate HVAC interactive effects calculations* and with respect to use of *relevant inputs*.

Table E-5 below summarizes the performance of PG&E's custom calculated programs and compares results with the PG&E non-core program group and PG&E programs overall.

Table E-5: PG&E Non-Core and Calculated Program Performance, Percent “Poor”

Issue Assessed	PG&E Non-Core	PG&E Industrial Calculated Incentives	PG&E Commercial Calculated Incentives	PG&E Agricultural Calculated Incentives	PGE Overall
Number of Assessments	148	36	37	19	252
Number of "above average" Issues	2	11	8	8	2
Number of "below average" Issues	2	1	3	3	0
Overall Assessment Score	0.00	1.77	0.93	0.90	0.37
Project Documentation and Specification					
IOU application documentation complete and accurate	28%	17%	24%	11%	25%
IOU tracking data complete and accurate	16%	33%	3%	26%	17%
Project utilized pre-installation M&V	26%	11%	8%	0%	18%
Appropriate baseline	16%	0%	16%	21%	15%
Early replacement claim: valid RUL / EUL approach used	22%	3%	8%	11%	17%
Appropriate Calculation Method					
Appropriate impact calculation method	20%	6%	16%	16%	17%
All relevant inputs considered	13%	17%	11%	32%	15%
Adequate values for all inputs	22%	14%	16%	26%	21%
Appropriate HVAC interactive effects calculation method	10%	Small Sample	14%	Small Sample	15%
Appropriate non-HVAC interactive effects calculation method	25%	Small Sample	0%	0%	21%
Project utilized post-installation M&V	27%	19%	24%	26%	24%
Compliance with Program Rules					
Measures are IOU program eligible	4%	0%	19%	0%	5%
Measures exceed code or industry standard practice	15%	0%	16%	0%	12%
Multiple IOU fuel impacts properly accounted for	64%	Small Sample	Small Sample	Small Sample	50%
If applicable, fuel switching supported with three prong test	83%	Small Sample	Zero Sample	Small Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	76%	50%	Small Sample	71%	71%
Customer installation meets program rules	12%	3%	16%	5%	12%

Observations on Table E-5 above include the following:

- The Overall Assessment Scores demonstrate PG&E's three custom calculated programs out-perform PG&E overall, with PG&E's Industrial Custom Calculated Program out-performing the commercial and agricultural calculated programs.. The majority of the issue areas show above average performance for the industrial calculated offering, and only one issue area performs below average, *IOU tracking data completeness*.
- In the area of *IOU tracking data complete and accurate*, there is a clear discrepancy between the PG&E Commercial Calculated Incentive program which scores above average and its two cousin programs, Industrial and Agricultural Calculated Incentive programs, which score well below average. A close examination of the tracking data entry process for these three programs is warranted.
- The PG&E Agricultural Calculated Incentives program falls short in two areas within the *appropriate calculation method* category where the commercial and industrial programs are generally doing well. Specifically, *all relevant inputs considered* and *adequate values for all inputs* are both below average for the agricultural program. Otherwise, the program has significantly above average scores in eight issue areas and scores the best of all program groups in Table E-5 in providing *IOU documentation that is complete and accurate* and *utilizing pre-installation M&V*.
- The PG&E Commercial Calculated Incentives program falls short in three areas within the *compliance with program rules* category, namely *measures are IOU program eligible*, *measures exceed code or industry standard practice* and *customer installation meets program rules*.

Table E-6 below compares the performance of three of PG&E's incentive programs targeting the commercial markets. Other PG&E commercial programs had insufficient sample size to warrant a detailed analysis, and several issue areas had too few applicable projects to support significant findings, as shown with the "small sample" and "zero sample" designations. Also see Table E-9 for more discussion on commercial programs.

Table E-6: PG&E Commercial Program Performance, Percent “Poor”

Issue Assessed	PG&E Core	PG&E Commercial Calculated Incentives	PG&E New Construction	PG&E RCx	PGE Overall
Number of Assessments	104	37	13	10	252
Number of "above average" Issues	7	8	11	7	2
Number of "below average" Issues	1	3	1	3	0
Overall Assessment Score	1.13	0.93	1.83	0.80	0.37
Project Documentation and Specification					
IOU application documentation complete and accurate	19%	24%	8%	10%	25%
IOU tracking data complete and accurate	18%	3%	0%	0%	17%
Project utilized pre-installation M&V	7%	8%	8%	20%	18%
Appropriate baseline	13%	16%	0%	10%	15%
Early replacement claim: valid RUL / EUL approach used	11%	8%	0%	10%	17%
Appropriate Calculation Method					
Appropriate impact calculation method	13%	16%	0%	20%	17%
All relevant inputs considered	17%	11%	8%	10%	15%
Adequate values for all inputs	18%	16%	23%	10%	21%
Appropriate HVAC interactive effects calculation method	19%	14%	Small Sample	Zero Sample	15%
Appropriate non-HVAC interactive effects calculation method	13%	0%	0%	Zero Sample	21%
Project utilized post-installation M&V	20%	24%	15%	0%	24%
Compliance with Program Rules					
Measures are IOU program eligible	7%	19%	8%	10%	5%
Measures exceed code or industry standard practice	7%	16%	0%	30%	12%
Multiple IOU fuel impacts properly accounted for	36%	Small Sample	Zero Sample	Small Sample	50%
If applicable, fuel switching supported with three prong test	Small Sample	Zero Sample	Zero Sample	Small Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	67%	Small Sample	Small Sample	Small Sample	71%
Customer installation meets program rules	12%	16%	0%	20%	12%

Observations on Table E-6 above include the following:

- Based on the program groups' overall assessment scores, the performance of PG&E's programs targeting the commercial market are above average and out-perform PG&E programs overall.
- The PG&E Commercial Calculated Incentives and RCx programs shows three common areas of below average performance related to *compliance with program rules* including *measures are program eligible*, *measures exceed code or industry standard practice*, and *customer installation meets program rules*.
- All four of PG&E's program groups in Table E-6 including core, Commercial Calculated Incentives, new construction, and RCx programs have room for improvement to ensure that their projects implement *measures that are eligible per IOU program rules*. This is a deficiency worthy of further investigation since it is an area that PG&E can successfully address through more careful project screening.
- The PG&E RCx program holds the lowest overall assessment score of this group of programs, although still above the PG&E overall program group.
- PG&E's new construction program group is the top performing program overall with eleven above average performance areas and only one below average issue. However, the program can focus program improvements on *measures are program eligible*.

Table E-7 compares PG&E's Industrial programs to PG&E overall and three individual third party programs targeting the industrial market sector.

Table E-7: PG&E Industrial Program Performance, Percent “Poor”

Issue Assessed	PG&E Industrial Calculated Incentives	PG&E Other 3P	PG&E EE Services for Oil Production	PG&E Heavy Industry	PG&E REEP	PGE Overall
Number of Assessments	36	28	20	12	14	252
Number of "above average" Issues	11	3	8	5	7	2
Number of "below average" Issues	1	9	4	4	1	0
Overall Assessment Score	1.77	-1.10	0.63	0.13	1.03	0.37
Project Documentation and Specification						
IOU application documentation complete and accurate	17%	39%	45%	25%	7%	25%
IOU tracking data complete and accurate	33%	25%	25%	25%	21%	17%
Project utilized pre-installation M&V	11%	39%	35%	8%	0%	18%
Appropriate baseline	0%	14%	15%	17%	21%	15%
Early replacement claim: valid RUL / EUL approach used	3%	39%	10%	42%	36%	17%
Appropriate Calculation Method						
Appropriate impact calculation method	6%	29%	10%	33%	7%	17%
All relevant inputs considered	17%	14%	0%	8%	14%	15%
Adequate values for all inputs	14%	25%	15%	0%	7%	21%
Appropriate HVAC interactive effects calculation method	Small Sample	Small Sample	Zero Sample	Zero Sample	Small Sample	15%
Appropriate non-HVAC interactive effects calculation method	Small Sample	46%	Zero Sample	Small Sample	Small Sample	21%
Project utilized post-installation M&V	19%	36%	15%	33%	0%	24%
Compliance with Program Rules						
Measures are IOU program eligible	0%	0%	0%	0%	0%	5%
Measures exceed code or industry standard practice	0%	14%	30%	0%	0%	12%
Multiple IOU fuel impacts properly accounted for	Small Sample	Small Sample	Zero Sample	Small Sample	Small Sample	50%
If applicable, fuel switching supported with three prong test	Small Sample	Small Sample	Zero Sample	Small Sample	Small Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	50%	86%	Small Sample	Small Sample	Small Sample	71%
Customer installation meets program rules	3%	7%	5%	25%	14%	12%

Observations on Table E-7 above include the following:

- The overall assessment scores for PG&E's large industrial programs listed here are much better than PG&E's other third party programs and most out-perform PG&E's overall score, led by the PG&E Industrial Calculated Program.
- The PG&E Heavy Industry program significantly under-performs as compared to the other PG&E industrial program groups, but out-performs the PG&E other third party program group. The PG&E Heavy Industry program should closely review their *project documentation* with a focus on *appropriate impact calculation methods*, and their approach to *valid RUL/EUL claims*. Other areas of deficiency include the *completeness and accuracy of IOU tracking documentation* and *installations that meet IOU program rules*.
- The PG&E Energy Efficiency Services for Oil Production performs above the PG&E overall average, but receives the worst scores compared to the other programs in Table E-7 in two issue areas -- *IOU application documentation* and *measures exceed code or industry standard practice*.
- None of PG&E's industrial programs listed here had a single issue (zero percent poor) in the *measures are IOU program eligible* issue area. The PG&E Industrial Calculated Incentive program is significantly above average and out-performs the other industrial program groups in Table E-7 in *appropriate baseline*, *appropriate impact calculation method*, and *customer installation meets program rules*.
- The PG&E REEP program is the second-best performer in this group with seven issue areas performing above average and only one area of significantly below-average performance (failing to use a *valid RUL / EUL approach*. PG&E needs to better communicate CPUC guidance and provide training for third party industrial programs regarding the appropriate methods for tracking and reporting dual baseline energy savings. Within seven above average issue areas, the PG&E REEP program is the best performer among the third party programs and program groups of Table E-7, specifically in providing *IOU application documentation that is complete and accurate*, conducting sufficient *pre- and post- installation M&V*, and *using adequate values for all inputs*.

Table E-8 below compares two programs offered by PG&E which target the agricultural market to the PG&E overall program results.

Table E-8: PG&E Agricultural Program Performance, Percent “Poor”

Issue Assessed	PG&E Agricultural Calculated Incentives	PG&E Pump Energy Efficiency Services	PGE Overall
Number of Assessments	19	12	252
Number of “above average” Issues	8	4	2
Number of “below average” Issues	3	4	0
Overall Assessment Score	0.90	0.00	0.37
Project Documentation and Specification			
IOU application documentation complete and accurate	11%	25%	25%
IOU tracking data complete and accurate	26%	8%	17%
Project utilized pre-installation M&V	0%	0%	18%
Appropriate baseline	21%	25%	15%
Early replacement claim: valid RUL / EUL approach used	11%	42%	17%
Appropriate Calculation Method			
Appropriate impact calculation method	16%	17%	17%
All relevant inputs considered	32%	17%	15%
Adequate values for all inputs	26%	25%	21%
Appropriate HVAC interactive effects calculation method	Small Sample	Zero Sample	15%
Appropriate non-HVAC interactive effects calculation method	0%	Zero Sample	21%
Project utilized post-installation M&V	26%	0%	24%
Compliance with Program Rules			
Measures are IOU program eligible	0%	0%	5%
Measures exceed code or industry standard practice	0%	8%	12%
Multiple IOU fuel impacts properly accounted for	Small Sample	Zero Sample	50%
If applicable, fuel switching supported with three prong test	Small Sample	Zero Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	71%	Small Sample	71%
Customer installation meets program rules	5%	33%	12%

Observations on some of PG&E’s agricultural-related programs in Table E-8 above include the following:

- The overall assessment score for the PG&E Pump Energy Efficiency Services program is considerably lower than the Agricultural Calculated Incentives program and somewhat lower than PG&E overall.
- These two programs exhibited above average performance in the *project utilized pre-installation M&V* issue area with zero cases of “poor” performance in the PG&E Agricultural Calculated Incentives and the PG&E Pump Energy Efficiency Services

programs. These two programs also have exemplary performance in *measures are IOU program eligible*.

- The PG&E Agricultural Calculated Incentives program and the PG&E Pump Energy Efficiency program were both below average in *adequate values for all inputs*. This is at least in part due to the seasonal nature of agricultural projects that makes it difficult to observe annual operating conditions. Combined with the fact that there were no identified issues related to *pre-installation M&V*, this attests to the difficulty of assessing savings for agricultural projects. These common deficiencies may suggest a simple way to improve the performance of these programs by asking the customer about the seasonality of the project and carefully scheduling on-site work to coincide with the seasonal operation of the rebated equipment, whenever possible.
- The PG&E Pump Energy Efficiency Services program is the lowest scoring of the programs in Table E-8 with room for improvement in the *appropriate baseline, valid RUL / EUL approach, adequate values for all inputs, and customer installation meets program rules* issue areas. Baseline treatment in general is an area of recommended emphasis for improvement, especially with respect to valid early retirement claims.

A few of PG&E's notable local government and institutional programs are showcased in Table E-9 below.

Table E-9: PG&E Government and Institutional Program Performance, Percent "Poor"

Issue Assessed	PG&E Commercial Calculated Incentives	PG&E Other 3P	PG&E CCC	PG&E LG "Energy Watch" + Rightlights Program	PG&E Overall
Number of Assessments	37	28	11	14	252
Number of "above average" Issues	8	3	3	2	2
Number of "below average" Issues	3	9	5	7	0
Overall Assessment Score	0.93	-1.10	-0.40	-0.87	0.37
Project Documentation and Specification					
IOU application documentation complete and accurate	24%	39%	36%	21%	25%
IOU tracking data complete and accurate	3%	25%	18%	14%	17%
Project utilized pre-installation M&V	8%	39%	36%	43%	18%
Appropriate baseline	16%	14%	36%	29%	15%
Early replacement claim: valid RUL / EUL approach used	8%	39%	9%	29%	17%
Appropriate Calculation Method					
Appropriate impact calculation method	16%	29%	27%	29%	17%
All relevant inputs considered	11%	14%	18%	14%	15%
Adequate values for all inputs	16%	25%	18%	21%	21%
Appropriate HVAC interactive effects calculation method	14%	Small Sample	Small Sample	Zero Sample	15%
Appropriate non-HVAC interactive effects calculation method	0%	46%	Small Sample	Small Sample	21%
Project utilized post-installation M&V	24%	36%	36%	57%	24%
Compliance with Program Rules					
Measures are IOU program eligible	19%	0%	0%	7%	5%
Measures exceed code or industry standard practice	16%	14%	9%	14%	12%
Multiple IOU fuel impacts properly accounted for	Small Sample	Small Sample	Small Sample	Small Sample	50%
If applicable, fuel switching supported with three prong test	Zero Sample	Small Sample	Zero Sample	Zero Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	Small Sample	86%	Small Sample	Small Sample	71%
Customer installation meets program rules	16%	7%	9%	14%	12%

Observations on Table E-9 above include the following:

- The overall assessment scores for the non-core program groups in Table E-9 are below the PG&E overall average and are in stark contrast to the more successful Commercial Calculated Incentives program.

- The PG&E other third party group, the PG&E Community Colleges of California (CCC), and the PG&E local government Energy Watch programs all share deficiencies in the areas of *project utilized pre-installation M&V*, *appropriate impact calculation method*, and *project utilized post-installation M&V*.
- In addition, the PG&E Community Colleges program and the PG&E local government “Energy Watch” programs share below-average performance in *appropriate baseline*.
- The PG&E local government “Energy Watch” program group can improve its assessment of the appropriate baseline by focusing extra attention on utilizing pre-installation M&V, an issue area in which it scores the worst of the program groups in Table E 9. Since the program is structured as a direct-installation program addressing the facility’s least efficient end uses, the initial facility visit where the energy efficiency opportunities are identified is the best and perhaps the only opportunity to document a complete understanding of the pre-existing conditions. Although the program utilizes some post-installation M&V by obtaining documentation from the installing contractor on what was installed, the lower rigor assessments found that these data were not always used to update the final savings for the project. While this finding is clearly relevant to this particular program group, this applies more broadly across custom program offerings. For example, as demonstrated in Table E-3 above, the IOUs generally don’t perform well in these areas, with only PG&E somewhat above average and SDG&E and SCG performing below average. PG&E other third party programs and PG&E Local Government “Energy Watch” programs share with the PG&E Commercial Calculated Incentives program a significant deficiency in failing to ensure that the *measures exceed code or industry standard practice*.

Table E-10 below compares two program groups that rely heavily on simulation software for calculating the ex-ante estimates, namely the PG&E new construction programs and the PG&E RCx program group.

Table E-10: PG&E New Construction and RCx Program Performance, Percent "Poor"

Issue Assessed	PG&E Other 3P	PG&E New Construction	PG&E RCx	PG&E Overall
Number of Assessments	28	13	10	252
Number of "above average" Issues	3	11	7	2
Number of "below average" Issues	9	1	3	0
Overall Assessment Score	-1.10	1.83	0.80	0.37
Project Documentation and Specification				
IOU application documentation complete and accurate	39%	8%	10%	25%
IOU tracking data complete and accurate	25%	0%	0%	17%
Project utilized pre-installation M&V	39%	8%	20%	18%
Appropriate baseline	14%	0%	10%	15%
Early replacement claim: valid RUL / EUL approach used	39%	0%	10%	17%
Appropriate Calculation Method				
Appropriate impact calculation method	29%	0%	20%	17%
All relevant inputs considered	14%	8%	10%	15%
Adequate values for all inputs	25%	23%	10%	21%
Appropriate HVAC interactive effects calculation method	Small Sample	Small Sample	Zero Sample	15%
Appropriate non-HVAC interactive effects calculation method	46%	0%	Zero Sample	21%
Project utilized post-installation M&V	36%	15%	0%	24%
Compliance with Program Rules				
Measures are IOU program eligible	0%	8%	10%	5%
Measures exceed code or industry standard practice	14%	0%	30%	12%
Multiple IOU fuel impacts properly accounted for	Small Sample	Zero Sample	Small Sample	50%
If applicable, fuel switching supported with three prong test	Small Sample	Zero Sample	Small Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	86%	Small Sample	Small Sample	71%
Customer installation meets program rules	7%	0%	20%	12%

Observations on Table E-10 above include the following:

- PG&E's new construction and RCx programs both perform better than the overall PG&E average in several areas, including the *project documentation and specification* category and the *appropriate calculation method* category. For the *project utilized pre-installation M&V* issue, however; the RCx program achieves just average performance relative to PG&E projects overall. This seems somewhat counter intuitive since the ex-ante baseline

for RCx is normally set equal to the pre-existing conditions and is supposed to be supported with significant monitoring and/or EMS data. The gross impact analysis found through site visits that much of the existing instrumentation was not functioning, and so accurate baselines were, in fact, difficult to determine.

- Table E-10 clearly illustrates the discrepancy between PG&E's other third party program group and the overall PG&E group with respect to the *project documentation* category and the *appropriate calculation method* category. There is a clear contrast between this program group and the new construction and RCx offerings. Further outreach may be necessary to be sure third party implementers are aware of the changing requirements for program documentation and acceptable calculation methods, and that IOUs and implementers are fully executing the necessary training processes to bring staff up-to-speed.

The following sections explore the lower rigor assessment performance of IOU-specific program groupings for SCE, SCG, and SDG&E program groups.

E.3.6 SCE Program Assessment Results

This section presents LRA results for sampling domains with sufficient responses for specific SCE program domains. Table E-11 below compares SCE core, local government, other third party, and CCC programs to the SCE Overall average.

Table E-11: SCE Selected Program Performance, Percent “Poor”

Issue Assessed	SCE Core	SCE LG	SCE Other 3P	SCE CCC	SCE Overall
Number of Assessments	53	10	25	13	139
Number of "above average" Issues	4	3	4	1	3
Number of "below average" Issues	4	3	4	8	1
Overall Assessment Score	0.03	-0.07	-0.03	-1.23	0.33
Project Documentation and Specification					
IOU application documentation complete and accurate	21%	40%	24%	46%	30%
IOU tracking data complete and accurate	19%	20%	32%	15%	20%
Project utilized pre-installation M&V	23%	30%	12%	31%	24%
Appropriate baseline	19%	20%	20%	15%	22%
Early replacement claim: valid RUL / EUL approach used	17%	20%	24%	31%	16%
Appropriate Calculation Method					
Appropriate impact calculation method	26%	20%	12%	23%	22%
All relevant inputs considered	25%	10%	24%	31%	20%
Adequate values for all inputs	17%	20%	20%	46%	21%
Appropriate HVAC interactive effects calculation method	60%	Zero Sample	Small Sample	Small Sample	56%
Appropriate non-HVAC interactive effects calculation method	Small Sample	Zero Sample	Small Sample	Small Sample	17%
Project utilized post-installation M&V	30%	40%	8%	46%	33%
Compliance with Program Rules					
Measures are IOU program eligible	0%	0%	8%	8%	1%
Measures exceed code or industry standard practice	4%	10%	8%	23%	6%
Multiple IOU fuel impacts properly accounted for	Small Sample	Zero Sample	Small Sample	Small Sample	Small Sample
If applicable, fuel switching supported with three prong test	Zero Sample	Zero Sample	Zero Sample	Small Sample	Zero Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	100%	Small Sample	Small Sample	Small Sample	88%
Customer installation meets program rules	9%	0%	8%	15%	9%

Observations on Table E-11 above include the following:

- Based on the overall assessment score, the SCE CCC program performs significantly below average compared with SCE core programs, SCE local government programs, SCE other third party programs, and SCE overall. Significant deficiencies exist in all three issue categories. The SCE CCC program group stands out as the only grouping in this table to score substantially below average in *adequate values for all inputs* at 46 percent (versus 21 percent for SCE overall).

- The SCE CCC program group performs below average (similar to the SCE local government programs) in three areas including *IOU application documentation complete and accurate*, *project utilized pre-installation M&V*, and *project utilized post-installation M&V*, but the SCE CCC program is above average in *appropriate baseline specification* as compared to the other program groups in Table E-11.
- The SCE CCC programs share below average performance with the SCE other third party program group in *all relevant inputs considered*, and *measures are IOU program eligible*.

Table E-12 below presents the LRA results for three SCE program groups including two custom calculated programs addressing the commercial and industrial markets and the third party Non-metallic Minerals and Products (NMMP) program. As the sample size diminishes, fewer questions have enough responses to warrant a statistically valid or relevant finding, as shown in the table with “small sample” and “zero sample” entries.

Table E-12: SCE Calculated Commercial and Industrial Program Performance, Percent "Poor"

Issue Assessed	SCE Commercial Calculated Incentives Program	SCE Industrial Calculated Energy Efficiency Program	SCE Agricultural Energy Efficiency Program	SCE Non-metallic Minerals and Products (3P)	SCE Overall
Number of Assessments	18	20	15	11	139
Number of "above average" Issues	2	6	10	7	3
Number of "below average" Issues	6	4	1	2	1
Overall Assessment Score	-0.77	0.40	1.67	0.80	0.33
Project Documentation and Specification					
IOU application documentation complete and accurate	28%	20%	13%	18%	30%
IOU tracking data complete and accurate	28%	20%	7%	36%	20%
Project utilized pre-installation M&V	44%	15%	7%	27%	24%
Appropriate baseline	17%	30%	7%	18%	22%
Early replacement claim: valid RUL / EUL approach used	33%	10%	7%	27%	16%
Appropriate Calculation Method					
Appropriate impact calculation method	44%	25%	7%	0%	22%
All relevant inputs considered	28%	25%	20%	9%	20%
Adequate values for all inputs	33%	15%	0%	9%	21%
Appropriate HVAC interactive effects calculation method	Small Sample	Small Sample	Small Sample	Small Sample	56%
Appropriate non-HVAC interactive effects calculation method	Small Sample	Small Sample	Zero Sample	Zero Sample	17%
Project utilized post-installation M&V	33%	35%	20%	18%	33%
Compliance with Program Rules					
Measures are IOU program eligible	0%	0%	0%	0%	1%
Measures exceed code or industry standard practice	0%	0%	13%	9%	6%
Multiple IOU fuel impacts properly accounted for	Zero Sample	Small Sample	Zero Sample	Zero Sample	Small Sample
If applicable, fuel switching supported with three prong test	Zero Sample	Zero Sample	Zero Sample	Zero Sample	Zero Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	Small Sample	100%	100%	Zero Sample	88%
Customer installation meets program rules	11%	15%	0%	9%	9%

Observations on Table E-12 above include the following:

- The SCE Agricultural Energy Efficiency Program has the highest overall assessment score for this grouping and one of the highest scores observed across all IOUs/groups. This agricultural calculated program is above average for the majority of the issue areas

examined and only falls below average for one issue area, *non-IOU fuel and ancillary impacts*. In this issue area, similar to the industrial calculated offering, all relevant projects examined received a “poor” rating.

- The SCE Non-metallic Minerals and Products program falls below average on two issues within the *project documentation and specification* category, namely *IOU tracking data complete and accurate* and *valid RUL / EUL approach*. This third party program shares tracking data deficiency with the other third party programs for SCE, as can be seen with the dark highlighting in the cells in Table E-11 above. SCE should make concerted efforts training third party implementers in quality control of tracking system entries to ensure completeness and consistency. Otherwise this third party industrial offering performs well with seven issue areas receiving above average ratings.
- Although few in number, it is worth noting again that all of the relevant projects in the SCE Agricultural Energy Efficiency program and the SCE Industrial Calculated Energy Efficiency program failed to appropriately address *non-IOU fuel and ancillary impacts* with 100 percent of the projects scoring “poor” in this issue. Just because SCE is a single-fuel utility does not mean that project documentation can ignore non-IOU fuel impacts. While this has less of an impact for agricultural projects, *appropriately documenting non-IOU fuel and ancillary impacts* is more often a concern for industrial projects. Since these programs are likely to continue to have projects with non-IOU fuel or ancillary issues, it is strongly suggested that SCE take corrective action. SCE should probably consider training and identification of any systematic errors in the project review process.
- The SCE Commercial Calculated Incentives program overall assessment score is below the “SCE Overall” and “All LRA” average with six below-average scores in the *project documentation* and *appropriate calculation method* categories. Both the SCE commercial and industrial programs have below average performance in *appropriate impact calculation method* and *all relevant inputs considered* issue areas. Attention to these areas is warranted as well as a focus on *project utilized pre-installation M&V* and *adequate values for all inputs* where the SCE commercial program receives the lowest score in this group.

Table E-13 below illustrates the performance of several SCE program groups with a focus on non-core programs including other third party, new construction, “Energy Leader” and SCE overall.

Table E-13: SCE 3rd Party and New Construction Program Performance, Percent "Poor"

Issue Assessed	SCE Other 3P	SCE New Construction	SCE LG "Energy Leader"	SCE Overall
Number of Assessments	25	22	10	139
Number of "above average" Issues	4	4	3	3
Number of "below average" Issues	4	5	3	1
Overall Assessment Score	-0.03	-0.13	-0.07	0.33
Project Documentation and Specification				
IOU application documentation complete and accurate	24%	41%	40%	30%
IOU tracking data complete and accurate	32%	9%	20%	20%
Project utilized pre-installation M&V	12%	9%	30%	24%
Appropriate baseline	20%	36%	20%	22%
Early replacement claim: valid RUL / EUL approach used	24%	5%	20%	16%
Appropriate Calculation Method				
Appropriate impact calculation method	12%	18%	20%	22%
All relevant inputs considered	24%	23%	10%	20%
Adequate values for all inputs	20%	27%	20%	21%
Appropriate HVAC interactive effects calculation method	Small Sample	40%	Zero Sample	56%
Appropriate non-HVAC interactive effects calculation method	Small Sample	Small Sample	Zero Sample	17%
Project utilized post-installation M&V	8%	55%	40%	33%
Compliance with Program Rules				
Measures are IOU program eligible	8%	0%	0%	1%
Measures exceed code or industry standard practice	8%	9%	10%	6%
Multiple IOU fuel impacts properly accounted for	Small Sample	Zero Sample	Zero Sample	Small Sample
If applicable, fuel switching supported with three prong test	Zero Sample	Zero Sample	Zero Sample	Zero Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	Small Sample	Zero Sample	Small Sample	88%
Customer installation meets program rules	8%	14%	0%	9%

Observations on Table E-13 above include the following:

- Based on the overall assessment score the SCE new construction program group has the lowest rating among this group of programs. Two issue areas received below average ratings within the *project documentation and specification* category, as well as three issues in the *appropriate calculation method* category. In general the ratings for this new construction program offering are slightly below that of the other third party SCE programs. In fact these SCE other third party program's perform better in two notable

areas, *baseline selection* and use of *adequate values for all inputs* as indicated by these programs' comparative lower rigor assessments.

- The SCE local government “Energy Leader” program appears to be weighed down by three below average issue areas, *IOU application documentation complete and accurate*, and *project utilized pre- and post-installation M&V*.

Table E-14 below illustrates the performance of several SCE program groups with a focus on non-core programs including other third party, SCE non-core, NMMP, and for comparison, SCE core and SCE overall.

Table E-14: SCE Core, Non-Core, NMMP, Other 3P SCE, and SCE Overall Program Performance, Percent “Poor”

Issue Assessed	SCE Core	SCE Non-Core	SCE Non-metallic Minerals and Products (3P)	SCE Other 3P	SCE Overall
Number of Assessments	53	86	11	25	139
Number of "above average" Issues	4	2	7	4	3
Number of "below average" Issues	4	2	2	4	1
Overall Assessment Score	0.03	-0.03	0.80	-0.03	0.33
Project Documentation and Specification					
IOU application documentation complete and accurate	21%	36%	18%	24%	30%
IOU tracking data complete and accurate	19%	21%	36%	32%	20%
Project utilized pre-installation M&V	23%	24%	27%	12%	24%
Appropriate baseline	19%	24%	18%	20%	22%
Early replacement claim: valid RUL / EUL approach used	17%	15%	27%	24%	16%
Appropriate Calculation Method					
Appropriate impact calculation method	26%	20%	0%	12%	22%
All relevant inputs considered	25%	17%	9%	24%	20%
Adequate values for all inputs	17%	23%	9%	20%	21%
Appropriate HVAC interactive effects calculation method	60%	54%	Small Sample	Small Sample	56%
Appropriate non-HVAC interactive effects calculation method	Small Sample	0%	Zero Sample	Small Sample	17%
Project utilized post-installation M&V	30%	35%	18%	8%	33%
Compliance with Program Rules					
Measures are IOU program eligible	0%	2%	0%	8%	1%
Measures exceed code or industry standard practice	4%	8%	9%	8%	6%
Multiple IOU fuel impacts properly accounted for	Small Sample	Small Sample	Zero Sample	Small Sample	Small Sample
If applicable, fuel switching supported with three prong test	Zero Sample	Zero Sample	Zero Sample	Zero Sample	Zero Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	100%	Small Sample	Zero Sample	Small Sample	88%
Customer installation meets program rules	9%	8%	9%	8%	9%

Observations on Table E-14 above include the following:

- The SCE Non-metallic Minerals and Products (3P) program out-performs the other SCE program groups in Table E-14 including SCE overall, and shows significantly above-average performance in the *IOU application documentation* issue area and the *appropriate calculation methods* issue category, in which the program scores better than all other groups in Table E-14.
- The SCE core program, and SCE overall, have average assessment scores. The SCE core program group has a comparable LRA score to SCE non-core, but under-performs the SCE non-core program group most notably in two areas: *appropriate impact calculation methods* and *all relevant inputs considered*. In contrast the core programs outperform the non-core offerings in each of two issue areas: *measure eligibility* and *measure installations that exceed code or industry standard practice*.
- The SCE non-core program should focus on improving *IOU application documentation* (greater accuracy and completeness) and in using *appropriate HVAC-interactive effects calculation methods*.

In the next section LRA findings are discussed for SCG program groups.

E.3.7 SCG Program Assessment Results

Table E-15 below includes a mix of core program groups offered by SCG.

Table E-15: SCG Program Performance, Percent “Poor”

Issue Assessed	SCG Core	SCG SW- ComA- Calculated	SCG SW- IndA - Calculated	SCG Overall
Number of Assessments	62	14	40	64
Number of "above average" Issues	2	2	4	2
Number of "below average" Issues	7	8	4	6
Overall Assessment Score	-0.87	-1.07	-0.03	-0.67
Project Documentation and Specification				
IOU application documentation complete and accurate	16%	21%	10%	17%
IOU tracking data complete and accurate	23%	21%	23%	22%
Project utilized pre-installation M&V	26%	50%	23%	27%
Appropriate baseline	26%	36%	23%	25%
Early replacement claim: valid RUL / EUL approach used	19%	43%	13%	19%
Appropriate Calculation Method				
Appropriate impact calculation method	23%	29%	18%	23%
All relevant inputs considered	23%	43%	20%	23%
Adequate values for all inputs	21%	43%	15%	23%
Appropriate HVAC interactive effects calculation method	Small Sample	Small Sample	Zero Sample	Small Sample
Appropriate non-HVAC interactive effects calculation method	50%	Zero Sample	43%	50%
Project utilized post-installation M&V	37%	57%	35%	39%
Compliance with Program Rules				
Measures are IOU program eligible	2%	0%	0%	2%
Measures exceed code or industry standard practice	23%	14%	23%	23%
Multiple IOU fuel impacts properly accounted for	29%	Small Sample	40%	29%
If applicable, fuel switching supported with three prong test	Small Sample	Zero Sample	Small Sample	Small Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	75%	Small Sample	70%	75%
Customer installation meets program rules	18%	14%	18%	17%

Observations on Table E-15 above include the following:

- Although all of these programs/groups receive negative overall assessment scores, the assessment scores show us that the SCG Commercial Calculated program group underperforms its peers and the SCG Industrial Calculated offering performs somewhat better than these other offerings. A key driver is the number of above and below average issue areas (with an equal number of four each for the industrial offering, but just two above average) and eight below average issue areas for the commercial offering.

- Although the SCG Commercial Calculated program shares with the SCG Industrial Calculated program a significant lack of performance on *measures exceed code or industry standard practice*, the other issue areas with below average assessments do not align. The commercial offering is below average on *project utilized pre-installation M&V, appropriate baseline, and valid RUL / EUL approach*. Furthermore it performs much worse than average on *appropriate impact calculation method, all relevant inputs considered, adequate values for all inputs*, and use of *post-installation M&V*. This is worthwhile to pursue further because it seems quite unusual that a SCG flagship custom calculated program would fall short on so many areas to such a large degree.
- All programs groups in Table E-15 performed below average in the *measures exceed code or industry standard practice* area.
- The SCG core and SCG overall average performance is nearly identical, with 62 core projects out of a total of 64 projects that contribute to the SCG overall result and share significantly below-average performance. Results are also driven to a large extent by 40 projects contributed by the Industrial Calculated program.

E.3.8 SDG&E Program Assessment Results

Table E-16 below presents a collection of SDG&E programs and the core and non-core groups, along with the SDG&E overall average, for comparison purposes.

Table E-16: SDG&E Program Performance, Percent “Poor”

Issue Assessed	SDG&E Core	SDG&E Non-Core	SDG&E BID	SDG&E New Construction	SDG&E SW-ComA-Calc.	SDG&E Overall
Number of Assessments	31	50	29	19	24	81
Number of "above average" Issues	1	4	2	8	3	2
Number of "below average" Issues	7	7	9	4	7	11
Overall Assessment Score	-1.07	-0.60	-1.33	0.70	-0.67	-1.83
Project Documentation and Specification						
IOU application documentation complete and accurate	29%	36%	34%	32%	21%	33%
IOU tracking data complete and accurate	13%	34%	31%	37%	4%	26%
Project utilized pre-installation M&V	29%	28%	38%	16%	17%	28%
Appropriate baseline	58%	20%	28%	11%	54%	35%
Early replacement claim: valid RUL / EUL approach used	39%	18%	28%	5%	38%	26%
Appropriate Calculation Method						
Appropriate impact calculation method	39%	24%	31%	5%	29%	30%
All relevant inputs considered	19%	24%	28%	21%	21%	22%
Adequate values for all inputs	19%	16%	14%	21%	17%	17%
Appropriate HVAC interactive effects calculation method	50%	29%	Small Sample	11%	50%	36%
Appropriate non-HVAC interactive effects calculation method	Small Sample	0%	Small Sample	0%	Small Sample	0%
Project utilized post-installation M&V	29%	44%	55%	26%	17%	38%
Compliance with Program Rules						
Measures are IOU program eligible	3%	2%	0%	5%	4%	2%
Measures exceed code or industry standard practice	19%	4%	7%	0%	21%	10%
Multiple IOU fuel impacts properly accounted for	Small Sample	71%	100%	Small Sample	Small Sample	73%
If applicable, fuel switching supported with three prong test	Small Sample	Small Sample	Small Sample	Zero Sample	Small Sample	100%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	Small Sample	43%	Small Sample	20%	Small Sample	56%
Customer installation meets program rules	23%	16%	14%	21%	17%	19%

Observations on Table E-16 above include the following:

- SDG&E overall received the least favorable score compared to the other program groups in Table E-16. All of these program groups delivered below-average scores for two or more issues related to the *Project Documentation and Specification* category. This entire category was found to be below average for SDG&D overall. This category is an area that requires focused improvement.
- SDG&E new construction achieves the best overall assessment score with notable above-average performance in *appropriate baseline*, *appropriate HVAC interactive effects method*, and *measures exceed code or industry standard practice* areas.
- The other program groups featured in Table E-16 perform below average and have at least seven issue areas each that are flagged as below average, and relatively few issue areas that are above average.
- The SDG&E BID program scores below average in nine issue areas – more than any other program examined in this group except SDG&E Overall. Two areas where the SDG&E BID program performance is substantially lower than SDG&E overall includes the lack of *post-installation M&V* and failure to *properly account for multiple IOU fuel impacts*.

Four of the five SDG&E program groups represented in Table E-16 show below-average performance in the *all relevant inputs considered* and the *customer installation meets program rules* areas.

E.3.9 Statewide Findings for State and Local Government Programs

This section presents results for a selection of state-wide program sampling domains including the DGS, *state government partnership*, the *UC/CSU*, the *CCC*, and *local government partnership programs*.

Table E-17 below summarizes results for the UC/CSU programs groups and includes the DGS and SGP programs for comparison purposes.

Table E-17: Statewide UC/CSU Program Performance, Percent “Poor”

Issue Assessed	DGS	All UC/CSU	PG&E UC/CSU	SCE UC/CSU	SGP
Number of Assessments	10	30	12	18	68
Number of "above average" Issues	3	4	5	4	3
Number of "below average" Issues	6	1	5	2	5
Overall Assessment Score	-0.50	0.57	-0.03	0.40	-0.37
Project Documentation and Specification					
IOU application documentation complete and accurate	20%	47%	50%	44%	40%
IOU tracking data complete and accurate	20%	13%	25%	6%	15%
Project utilized pre-installation M&V	50%	27%	42%	17%	34%
Appropriate baseline	30%	10%	8%	11%	19%
Early replacement claim: valid RUL / EUL approach used	10%	7%	8%	6%	13%
Appropriate Calculation Method					
Appropriate impact calculation method	30%	23%	33%	17%	26%
All relevant inputs considered	0%	13%	8%	17%	16%
Adequate values for all inputs	30%	23%	25%	22%	32%
Appropriate HVAC interactive effects calculation method	Small Sample	29%	Small Sample	20%	33%
Appropriate non-HVAC interactive effects calculation method	Small Sample	Small Sample	Small Sample	Small Sample	0%
Project utilized post-installation M&V	60%	27%	33%	22%	38%
Compliance with Program Rules					
Measures are IOU program eligible	10%	3%	0%	6%	4%
Measures exceed code or industry standard practice	10%	10%	8%	11%	13%
Multiple IOU fuel impacts properly accounted for	Zero Sample	Small Sample	Zero Sample	Small Sample	Small Sample
If applicable, fuel switching supported with three prong test	Zero Sample	Zero Sample	Zero Sample	Zero Sample	Small Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	Zero Sample	Small Sample	Zero Sample	Small Sample	50%
Customer installation meets program rules	10%	10%	8%	11%	12%

Observations on Table E-17 above include the following:

- The UC/CSU programs show higher overall assessment scores than the DGS and SGP programs with the SCE UC/CSU program considerably outperforming the PG&E UC/CSU program.
- All of the UC/CSU program groups show below-average performance in the *IOU application documentation complete* area but all of these programs and the DGS programs show above-average performance in the *valid RUL / EUL approach* area.
- The PG&E UC/CSU program has a low overall assessment score and appears to have room for improvement in the *project documentation and specifications* category with

below-average scores in the following three areas: *IOU application documentation complete*, *IOU tracking data complete*, and *project utilized pre-installation M&V*.

- The DGS program group has the greatest need for improvement in the *appropriate calculation method* category with below-average scores in the *appropriate impact calculation method*, *adequate values for all inputs* and *project utilized post-installation M&V* areas, and also needs to improve on the *project utilized pre-installation M&V* and the *appropriate baseline* areas.

Table E-18 below presents a summary of the performance of the SGP overall and for PG&E and SCE specifically, and also includes the CCC programs for PG&E and SCE. The other IOUs' programs are not included here due to inadequate representation in the sample.

Table E-18: Statewide Government and Community College Program Performance, Percent “Poor”

Issue Assessed	PG&E SGP	SCE SGP	All CCC	PG&E CCC	SCE CCC	SGP
Number of Assessments	37	29	24	11	13	68
Number of "above average" Issues	4	3	1	3	1	3
Number of "below average" Issues	6	5	8	5	8	5
Overall Assessment Score	-0.33	-0.40	-1.27	-0.40	-1.23	-0.37
Project Documentation and Specification						
IOU application documentation complete and accurate	35%	41%	42%	36%	46%	40%
IOU tracking data complete and accurate	8%	21%	17%	18%	15%	15%
Project utilized pre-installation M&V	27%	45%	33%	36%	31%	34%
Appropriate baseline	19%	21%	25%	36%	15%	19%
Early replacement claim: valid RUL / EUL approach used	14%	14%	21%	9%	31%	13%
Appropriate Calculation Method						
Appropriate impact calculation method	22%	28%	25%	27%	23%	26%
All relevant inputs considered	22%	10%	25%	18%	31%	16%
Adequate values for all inputs	41%	24%	33%	18%	46%	32%
Appropriate HVAC interactive effects calculation method	17%	Small Sample	Small Sample	Small Sample	Small Sample	33%
Appropriate non-HVAC interactive effects calculation method	0%	Small Sample	0%	Small Sample	Small Sample	0%
Project utilized post-installation M&V	35%	41%	42%	36%	46%	38%
Compliance with Program Rules						
Measures are IOU program eligible	8%	0%	4%	0%	8%	4%
Measures exceed code or industry standard practice	19%	7%	17%	9%	23%	13%
Multiple IOU fuel impacts properly accounted for	Small Sample	Small Sample	Small Sample	Small Sample	Small Sample	Small Sample
If applicable, fuel switching supported with three prong test	Small Sample	Zero Sample	Small Sample	Zero Sample	Small Sample	Small Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	60%	Small Sample	Small Sample	Small Sample	Small Sample	50%
Customer installation meets program rules	16%	7%	13%	9%	15%	12%

Observations on Table E-18 above include the following:

- In general the programs presented in Table E-18 do not perform well in the *project documentation and specification* and *appropriate calculation method* categories, with PG&E SGP performing somewhat better than the other groups across these two categories. In particular one issue area, *IOU documentation are complete and accurate*, is a targeted area for improvement since all Table E-18 program groups have below average assessments for that issue area.

- The SCE CCC program performance shows below average results eight issue areas, spanning all three performance categories, with only one issue area having an above average rating.
- The *project utilized pre-installation M&V* issue area has below-average performance for all of program groups in Table E-18 except the PG&E SGP group.
- The *adequate values for all inputs* issue area has below-average performance for all of these program groups except the PG&E CCC program group. This result suggests that these programs need to prioritize their initial project review and data collection process to ensure that all data are available that are required for gross impact estimation.
- The SCE SGP programs have the lowest below average ratings in the following issue areas: *project utilized pre-installation M&V* and *appropriate impact calculation method*. This program group also has low ratings in *adequate values for all inputs* and *post-installation M&V*. The program is notably above-average in of the following issue areas: *all relevant inputs considered*, *measures are IOU program eligible*, and *customer installation meets program rules*.

Table E-19 below shows a summary of the performance of LGP programs including the PG&E Energy Watch program, the SCE Energy Leader program, the grouping of PG&E Energy Watch plus Right Lights programs, and the state-wide LGP overall group.

Table E-19: Statewide Local Government Program Performance, Percent “Poor”

Issue Assessed	PG&E LG "Energy Watch"	SCE LG "Energy Leader"	PG&E LG "Energy Watch" + Rightlights Program	LGP
Number of Assessments	13	10	14	23
Number of "above average" Issues	1	3	2	2
Number of "below average" Issues	5	3	7	3
Overall Assessment Score	-0.70	-0.07	-0.87	-0.20
Project Documentation and Specification				
IOU application documentation complete and accurate	23%	40%	21%	30%
IOU tracking data complete and accurate	15%	20%	14%	17%
Project utilized pre-installation M&V	46%	30%	43%	39%
Appropriate baseline	23%	20%	29%	22%
Early replacement claim: valid RUL / EUL approach used	23%	20%	29%	22%
Appropriate Calculation Method				
Appropriate impact calculation method	31%	20%	29%	26%
All relevant inputs considered	8%	10%	14%	9%
Adequate values for all inputs	23%	20%	21%	22%
Appropriate HVAC interactive effects calculation method	Zero Sample	Zero Sample	Zero Sample	Zero Sample
Appropriate non-HVAC interactive effects calculation method	Small Sample	Zero Sample	Small Sample	Small Sample
Project utilized post-installation M&V	54%	40%	57%	48%
Compliance with Program Rules				
Measures are IOU program eligible	8%	0%	7%	4%
Measures exceed code or industry standard practice	15%	10%	14%	13%
Multiple IOU fuel impacts properly accounted for	Zero Sample	Zero Sample	Small Sample	Zero Sample
If applicable, fuel switching supported with three prong test	Zero Sample	Zero Sample	Zero Sample	Zero Sample
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	Small Sample	Small Sample	Small Sample	Small Sample
Customer installation meets program rules	15%	0%	14%	9%

Observations on Table E-19 above include the following:

- The overall assessment scores place all of these programs in the mid to lower ranks compared to all programs, with the PG&E “Energy Watch” plus “Rightlights” program group having the lowest score among those programs presented in Table E-19.
- All of the programs in Table E-19 show below-average performance in the *pre-installation* and *post-installation M&V* issue areas. While post-installation M&V may

not always be cost-effective, these programs would greatly benefit from improved documentation of the pre-retrofit conditions.

- The *IOU Application Documentation Complete* issue area should be targeted for improvement for the SCE “Energy Leader” program. Besides this issue area and those noted above for M&V, this SCE program is performing reasonably well.
- The PG&E “Energy Watch” plus Rightlights program group shows significant below-average performance in some areas not common in the other LGP programs, including *appropriate baseline, valid RUL / EUL approach, measures are IOU program eligible, and measures exceed code or industry standard practice*. These areas of below-average performance contribute to this program group’s low score.

E.3.10 Statewide Findings for Programs of Various Implementation Types

This section presents results for the project sampling domains which are differentiated by the type of *program delivery strategy*.

Table E-20 below *summarizes results for the LGP, SGP, new construction, third party, PG&E other third party, SCE other third party, and all IOU core program groups*.

Table E-20: Statewide Program Performance of Various Delivery Types, Percent “Poor”

Issue Assessed	LGP	SGP	All New Construction	Third Party	PG&E Other 3P	SCE Other 3P	All Core
Number of Assessments	23	68	56	139	28	25	250
Number of "above average" Issues	2	3	6	1	3	4	1
Number of "below average" Issues	3	5	2	5	9	4	1
Overall Assessment Score	-0.20	-0.37	0.73	-0.73	-1.10	-0.03	0.03
Project Documentation and Specification							
IOU application documentation complete and accurate	30%	40%	30%	29%	39%	24%	20%
IOU tracking data complete and accurate	17%	15%	16%	25%	25%	32%	19%
Project utilized pre-installation M&V	39%	34%	13%	25%	39%	12%	18%
Appropriate baseline	22%	19%	18%	19%	14%	20%	23%
Early replacement claim: valid RUL / EUL approach used	22%	13%	4%	28%	39%	24%	18%
Appropriate Calculation Method							
Appropriate impact calculation method	26%	26%	11%	21%	29%	12%	21%
All relevant inputs considered	9%	16%	20%	17%	14%	24%	20%
Adequate values for all inputs	22%	32%	27%	15%	25%	20%	19%
Appropriate HVAC interactive effects calculation method	Zero Sample	33%	20%	50%	Small Sample	Small Sample	33%
Appropriate non-HVAC interactive effects calculation method	Small Sample	0%	0%	30%	46%	Small Sample	29%
Project utilized post-installation M&V	48%	38%	38%	26%	36%	8%	28%
Compliance with Program Rules							
Measures are IOU program eligible	4%	4%	4%	2%	0%	8%	4%
Measures exceed code or industry standard practice	13%	13%	5%	12%	14%	8%	12%
Multiple IOU fuel impacts properly accounted for	Zero Sample	Small Sample	Small Sample	71%	Small Sample	Small Sample	42%
If applicable, fuel switching supported with three prong test	Zero Sample	Small Sample	Zero Sample	86%	Small Sample	Zero Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	Small Sample	50%	14%	88%	86%	Small Sample	78%
Customer installation meets program rules	9%	12%	13%	12%	7%	8%	14%

Observations on Table E-20 above include the following:

- On average this grouping of programs demonstrates average performance, but with considerable variation from segment to segment. Performance in the *compliance with program rules* category is far better than in the other two categories.
- The program group with the lowest overall assessment score in this group is the PG&E other third party program group with below average assessments in four out of five areas in the *project documentation* category, four out of six areas in the *appropriate calculation method* area, and one out of six areas in the *compliance with program rules* category.
- *Project utilized post-installation M&V* is an issue for four out of six program groups presented in Table E-20 including the LGP, SGP, new construction and PG&E other third party program groups.
- The program group with the highest overall assessment score for this group of programs is the new construction program group with above-average scores in two areas of the *project documentation* area, two out of six areas of the *appropriate calculation method* and two out of six areas of the *compliance with program rules* categories. From previous tables, PG&E new construction ranked higher than SCE new construction. This table, on the other hand, illustrates that SCE's other third party programs ranked higher than PG&E's other third party programs.

Table E-21 below presents five program groups which address a variety of specific target markets including SGP, LGP, retro-commissioning, new construction and the all core program groups.

Table E-21: Statewide Program Performance Serving Various Target Markets, Percent “Poor”

Issue Assessed	SGP	LGP	RCx	New Construction	All Core
Number of Assessments	68	23	10	56	250
Number of "above average" Issues	3	2	7	6	1
Number of "below average" Issues	5	3	3	2	1
Overall Assessment Score	-0.37	-0.20	0.80	0.73	0.03
Project Documentation and Specification					
IOU application documentation complete and accurate	40%	30%	10%	30%	20%
IOU tracking data complete and accurate	15%	17%	0%	16%	19%
Project utilized pre-installation M&V	34%	39%	20%	13%	18%
Appropriate baseline	19%	22%	10%	18%	23%
Early replacement claim: valid RUL / EUL approach used	13%	22%	10%	4%	18%
Appropriate Calculation Method					
Appropriate impact calculation method	26%	26%	20%	11%	21%
All relevant inputs considered	16%	9%	10%	20%	20%
Adequate values for all inputs	32%	22%	10%	27%	19%
Appropriate HVAC interactive effects calculation method	33%	Zero Sample	Zero Sample	20%	33%
Appropriate non-HVAC interactive effects calculation method	0%	Small Sample	Zero Sample	0%	29%
Project utilized post-installation M&V	38%	48%	0%	38%	28%
Compliance with Program Rules					
Measures are IOU program eligible	4%	4%	10%	4%	4%
Measures exceed code or industry standard practice	13%	13%	30%	5%	12%
Multiple IOU fuel impacts properly accounted for	Small Sample	Zero Sample	Small Sample	Small Sample	42%
If applicable, fuel switching supported with three prong test	Small Sample	Zero Sample	Small Sample	Zero Sample	50%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	50%	Small Sample	Small Sample	14%	78%
Customer installation meets program rules	12%	9%	20%	13%	14%

Observations on Table E-21 above include the following:

- The SGP program group has the lowest overall assessment score and shows below average scores in *adequate values for all inputs*, *project utilized pre-installation and post-installation M&V*, and *appropriate impact calculation method*. The issue area of greatest concern is *IOU application documentation* with SGP showing the lowest performance among statewide programs on this issue. Whether due to a lack of *pre-*

installation M&V for SGP programs or otherwise, a more careful development of application documentation and inputs contributing to algorithms and models is needed.

- The new construction program group also has below-average ratings for *adequate values for all inputs* and *project utilized post-installation M&V*. Lacking effort in the area of post-installation M&V certainly has a negative consequence for the development of inputs supporting simulation models.
- The SGP and LGP program groups both under-perform on applying *appropriate impact calculation methods* and make insufficient use of *pre-* and *post-installation M&V*.
- The statewide new construction program group is ranked second compared to the other statewide programs in Table E-21 with exemplary performance in six of 17 categories.
- The retrocommissioning program group has the highest overall assessment score with above average assessments in seven areas and excels where the other program groups have unfavorable assessments. The RCx programs generally need to focus on improving performance in the *compliance with program rules* category including *program eligibility*, *measures exceed code or standard practice*, and *compliance with program rules*.

E.4 Program Findings and Recommendations based on LRA Results

Findings and recommendations stemming from the lower rigor assessment activities are presented in this section. Observations about issues that are significant for each IOU are described below.

Common issues exist across the entire LRA sample. For instance, the use of pre- and post-installation M&V is not a requirement for all programs and lacks uniformity of implementation across the portfolio of custom projects, but enhanced implementation of M&V would be expected to greatly improve the accuracy of gross impact savings estimates. It is an area with much opportunity for improvement. It is acknowledged by the evaluation team that the extent of M&V must be balanced against cost, targeted accuracy, project size and complexity and other considerations. Thoughtful changes to program design to align policies and procedures with best practices are recommended.

Based upon gross impact results, determining the appropriate baseline was found to be an important factor driving the discrepancies between ex-ante claimed savings and ex-post evaluated savings for all IOUs. The LRA process also revealed that baseline determination is a significant area for improvement, particularly for SDG&E. Another important discrepancy factor is operating conditions; the use of pre-installation and post-installation M&V (along with data collection and appropriate adjustments to claimed savings) should reduce the effect of this discrepancy factor. Areas for improvement in pre-installation and post-installation M&V were

greatest for SDG&E, SCG, and SCE. Calculation methods were also areas for improvement for these three utilities, and for PG&E to a lesser extent.

IOU-specific findings are summarized in the following bullets:

- PG&E electric projects can improve considerably by applying *appropriate non-HVAC interactive effects methods* and PG&E gas project *measure eligibility* should be improved. Another issue area with widespread performance problems is *measures that exceed code or industry standard practice*.
- SCE had issues with below average performance in the *appropriate HVAC interactive effects method*. Looking across the SCE program groups, two issue areas which frequently performed below average are *IOU application documentation complete and accurate* and *all relevant inputs considered*.
- SDG&E program assessments show that problems are widespread. All program groups examined have below-average scores for two or more issues related to the *Project Documentation and Specification* category. This entire category was found to be below average for SDG&D overall. This category is an area that requires focused improvement. Other issue areas that demonstrated below average ratings across most of the program groups examined includes *all relevant inputs considered* and *installation meets program rules*.
- SCG exhibits the need for improvement in the *appropriate calculation methods* category. The single issue area of greatest concern is *measures exceed code or industry standard practice*.

The results summarized below are at a program level and can be considered as guidance for further investigation.

- The PG&E core program groups have above average performance with a relatively high overall assessment score and ranking. *Measure eligibility*, however, is an issue area that requires attention.
- The PG&E Industrial Calculated Incentives (core) program performs well above average but PG&E's other third party programs addressing the industrial sector have more limited success. PG&E's Industrial Calculated Incentives program is flagged as below average only for *IOU tracking data completeness and accuracy*. PG&E's other non-core programs in the industrial sector exhibit significant below average areas; there are issues with *IOU application documentation*, *valid RUL/EUL*, *appropriate impact calculation methods*, *measures exceeding code or industry standard practice*, and *installation that meet program rules*.

- New construction programs perform comparatively well in the lower rigor assessments, with the exception of SCE's Savings by Design program, which appears to be below average in the areas of *post-installation M&V* and *project documentation*. SCE should consider more rigorous use of post installation M&V on new construction projects. (Although not always required nor fully specified by program rules, many projects would benefit by incorporating post-installation M&V). The PG&E and SDG&E new construction programs out-perform other program groups, including the LGP, SGP, third party, and core program groups.
- The statewide institutional partnerships⁴ have varying, below-average performance across the issues analyzed, and most exhibit a need for improved *project documentation*. The SCE CCC programs are below average in *appropriate calculation methods*. PG&E UC/CSU scores below average in *calculation methods*. SCE UC/CSU programs need some improvement, particularly in *project documentation* and *measure eligibility*.
- PG&E's RCx programs perform consistently better than the overall program average. While *project documentation*, *pre- and post- installation M&V* and *calculation methods* received above average scores, concern exists in the areas of *measure eligibility*, *industry standard practice*, and *customer installations meeting program rules*.
- PG&E's LGP programs ("Energy Watch") exhibit the need for improvement in the use of *pre- and post-installation M&V*, *adhering to standard practice guidelines*, and the *use of appropriate impact calculation methods*.
- SCE LGP programs can improve in *project documentation* and *pre- and post-installation M&V*.
- SCE's other third party programs have above average scores in *pre- and post-installation M&V*, *appropriate impact calculation method* and *customer installation meets program rules*. However, this program group scores below average in, *measure eligibility*, *tracking data*, and *consideration of all relevant inputs*.
- The SCG Commercial Calculated program is significantly below average on several issues: *project utilized pre- and post-installation M&V*, *appropriate baseline*, and *valid RUL / EUL approach*. It also performs much worse than average on *appropriate impact calculation methods*, *all relevant inputs considered*, and *adequate values for all inputs*.
- In addition, the SCG Commercial Calculated program shares with the SCG Industrial Calculated program significantly below average scores for *measures exceeding code or industry standard practice*.
- The SDG&E BID program is ranked near the bottom on the overall assessment score and is below average on most issues. This program has the greatest need for improvement in

⁴ Partnerships include California Community Colleges (CCC), University of California/California State University (UC/CSU), Department of General Services (DGS), and California Department of Corrections (CDCR).

the use of *pre- and post-installation M&V* and *project documentation* where it scores the lowest compared to other SDG&E core and non-core program groups.

It should be noted that not all findings of relative strength or weakness from the lower rigor assessments are supported by final gross impact efforts and may not be reflected in the gross impact results. The core programs, for instance, did not receive very high GRR scores, despite overall favorable results from the LRA process. The new construction programs did have higher mean gross impact scores (although GRRs were highly dispersed and individual project scores were not generally within 20 percent of unity). The low LRA scores for SCE's new construction program, in this case, did not lead to lower average GRR scores. Likewise, the low LRA scores for SCE and PG&E SGP programs are in contrast to high average GRR scores for those programs. Additional exploratory efforts are required to establish if a clear and robust connection between the LRA and GRR scores, i.e., between the lower rigor assessments and the more rigorous full gross impact work, exists. Future efforts may improve the strength of the correlation by investigating alternative scoring methods and by analyzing the current dataset to determine appropriate weighting factors for each assessment question or group.

E.5 Findings by LRA Issue Category

This section presents findings organized by LRA issue category that generally examine program efficacy in each of three categories: *project documentation*, *calculation methods* and *compliance with program rules*. Project-specific examples are provided to support evaluation conclusions.

E.5.1 Project Documentation

The quality and availability of application information continues to be an issue of concern. Information made available to the evaluation team via IOU data requests was insufficient or missing altogether. It is the evaluation contention that improved documentation would make both IOU ex-ante and evaluation ex-post impact results more reliable, accurate and conclusive.

For one third party administered project, the documentation was assigned the wrong project application number by the IOU's internal regulatory affairs staff. The response to the first two data requests resulted in the submission of the same incorrect project information both times. A third request was initiated directly to the third party program administrator who facilitated an internal discovery process to unearth the appropriate project documentation. A similar scenario played out on a second project for which very little documentation had been collected because it was described by the IOU as a "deemed" steam trap project. Rather than informing the evaluation team that no additional documentation was available, the response to the follow-up data request was to send the exact same information again. For many projects using eQuest or Energy-Pro models, the most current functional modeling run was never made available. The evaluation team estimated, as mentioned in Appendix C, that about 15 percent of projects

required an additional data request, and about 2 percent of the projects required even more information for the gross impact analysis.

E.5.2 Calculation Methods

The LRA process identified one issue within the *calculation method* category – *all relevant inputs considered* – as the evaluation metric with the greatest number of programs showing need for improvement. Determining whether or not all relevant inputs are considered in the savings estimates requires a thorough review of the entire project and measures, and development of a data collection and analysis plan designed to ensure a comprehensive modeling approach.

The LRA findings suggest that program implementation staff is aware of the need for a thorough plan to deliver savings which are reliable and well documented, and understand that it takes careful attention to an array of details to ensure that all relevant inputs are considered. Successful projects use trending information from facility SCADA systems when available and refer to as-built drawings, plans, equipment cut sheets and post-installation verification data to true-up engineering calculations and simulation models. For whole-building simulations the occupancy, lighting, and other schedules and the central plant operations must be adjusted to the actual operating schedules for the facility, and CEC weather data should be used for the appropriate CA climate zone. The generic schedules used for code compliance in simulation programs should almost never be used to determine project savings, nevertheless; this was an issue for many whole building new construction projects. Where relevant, baseline characteristics of simulations and simplified energy models should be supported by mechanical and electrical design documents pertaining to the pre-existing building or equipment. For simplified estimation approaches, the equipment efficiency curves for old, baseline and new equipment should be provided, appropriate affinity law exponents should be used, references should be provided to explain any assumed values, and inputs should be updated with on-site verified findings.

LRA findings also suggest that *adequate values for all inputs* is an area of concern. Some projects are submitted without essential equipment efficiency rating documentation, e.g., boiler efficiency for process improvement projects which depend upon hot water. Some projects failed to account for fundamental physical principles in the savings calculations such as assuming that the heat loss from a pool surface is reduced to zero when a pool cover is installed. Some projects failed to use available trending information from the facility's SCADA system to verify inputs and to inform operating schedules. The calculations for some projects failed to adjust baselines by omitting automatic controls that are not present in the pre-existing conditions, but are required by code or industry standard practices. Industrial energy efficiency savings depend upon production rates yet some projects failed to account for the ramp-up in production at the beginning of a new project or assumed over-optimistic production rates. For example, one garage ventilation sensor project improperly documented the pre-existing conditions by omitting

the presence of carbon monoxide sensors characterizing the project as “system optimization” rather than “replace on burnout” (causing the savings to go to zero).

Pre- and post-installation M&V can be enhanced with closer attention by the IOUs and their implementers to the need for on-site data collection to verify operating parameters, incorporate equipment specifications, and normalize results to post-installation operating conditions.

E.5.3 Compliance with Program Rules

The LRA process found that there is little cause for concern surrounding *measure eligibility*. Determining eligibility often requires a detailed review of the latest program manuals to understand any new rules introduced late in the program cycle. The listing below contains examples of evaluator-provided statements for specific projects illustrating success in this assessment metric. Note that the requirements in these examples do not apply to all programs and projects, and there is still room for improvement with regard to this metric, as well as others falling under the program rules category.

- Verified to be eligible from P&P Manual Rev3.
- Both VFDs on pumps and low-E glazing are eligible.
- Duct static pressure reset is an eligible retro-commissioning measure.
- The payback period of this early replacement project is 3.2 years which makes it eligible as a retro-commissioning project.
- New load projects that don't involve new walls or major renovation were added to this program's predecessor program (SPC) in 2009, hence eligible.
- EMS is an add-on measure, hence eligible.
- Server virtualization is an eligible measure.⁵
- Demand control ventilation is an eligible measure.
- Add-on measure hence eligible.

These findings suggest that program implementation staff are generally diligent about reviewing the project application documentation and proposed measures; and have been eliminating measures which violate program eligibility rules.

Some of the LRA findings indicate general approval but provide a cautionary statement:

- Meets rules as best able to determine at this point - need to fully analyze all program rules for this 3P program.

⁵ Server virtualization is not an eligible measure in PG&E Territory.

- Application documents state this project is a pilot program, no P&P manual available. Compressed air leak repair subject to further review by CPUC staff.
- Verify during M&V process.

Conversely, the evaluators also provided statements illustrating the need for improvement as follows:

- Invoices are not clear as to what equipment was installed in order to allow the change in boiler sequence.
- Measure description was not provided.
- This is routine preventive maintenance.
- Measure fails eligibility because EUL is less than 5 years.

E.6 Results by Period of Performance

This section discusses differences in the lower rigor assessment results between the 2010-11 period and the PY2012 period. These two periods of performance are of particular interest because only PY2012 is likely affected to any great extent by the ex-ante review process.

Table E-22 shows the overall “Percent Poor” LRA scores for all IOUs and all LRA assessments without regard to program groups. The graph addresses the question of whether there were changes between the PY2010-11 (i.e., the BD +AD1 periods) and PY2012 (i.e., the AD2 + AD3 periods) as discussed elsewhere.

The purpose of Table E-22 below is to illustrate which areas have experienced the biggest change over time. The significance of the findings needs to be considered in relation to the sample size for each issue area. For example, *non-IOU fuel and ancillary impacts* clearly shows the greatest improvement on a percentage basis, but this applies to less than 100 of the 500 projects with a valid response and very few projects in the PY2012 time period. Therefore, the limitations of this finding need to be factored into any conclusions, as well as that for the following issue areas -- *fuel switching supported with 3-Prong test*, *HVAC Interactive effects calculation method*, *non-HVAC Interactive effects calculation method* and *multiple IOU fuel impacts*. While the LRA results generally use the 90 percent confidence interval to identify findings that are significant and findings with small or zero sample size are removed from the table, in Table E-22, all of the values are left intact, regardless of statistical precision.

Table E-22: Comparison of PY2010-11 versus PY2012 LRA Results

Issue Assessed	2010-2011		2012		Percent Difference 2010-11 v 2012
	Percent Poor	N	Percent Poor	N	
Project Documentation and Specification					
IOU application documentation complete and accurate	27%	384	26%	130	0.4%
IOU tracking data complete and accurate	22%	385	22%	135	-0.1%
Project utilized pre-installation M&V	39%	301	16%	88	23.5%
Appropriate baseline	28%	368	24%	125	3.7%
Early replacement claim: valid RUL / EUL approach used	40%	200	55%	39	-14.8%
Appropriate Calculation Method					
Appropriate impact calculation method	23%	358	20%	122	3.5%
All relevant inputs considered	19%	344	22%	100	-2.9%
Adequate values for all inputs	23%	342	21%	116	2.4%
Appropriate HVAC interactive effects calculation method	37%	31	17%	35	20.1%
Appropriate non-HVAC interactive effects calculation method	18%	65	34%	13	-16.2%
Project utilized post-installation M&V	41%	377	23%	125	18.6%
Compliance with Program Rules					
Measures are IOU program eligible	2%	375	11%	133	-9.0%
Measures exceed code or industry standard practice	15%	333	19%	126	-3.9%
Multiple IOU fuel impacts properly accounted for	66%	25	56%	16	10.3%
If applicable, fuel switching supported with three prong test	64%	13	25%	4	38.9%
Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/ waste heat recovery/refinery gas, etc.)	77%	88	6%	6	70.9%
Customer installation meets program rules	13%	373	10%	124	2.8%

The main significant findings that Table E-22 above illustrates include:

- Improvement is seen in project utilized *pre-* and *post-installation M&V* with an 18.6 and 23.5 percent improvement (reduction in below-average scores) respectively.
- Degradation in performance is seen in *valid RUL / EUL approach* (-14.8 percent) and *measures are IOU program eligible* (-9 percent).
- Small decreases in performance are seen in *all relevant inputs considered* (-2.9 percent), *measures exceed code or industry standard practice* (-3.9 percent), and *customer installation meets all program rules* (-2.8 percent).
- Modest increases in performance are seen in *appropriate baseline* (3.7 percent), *appropriate impact calculation method* (3.5 percent), *adequate values for all inputs* (2.4 percent), and *customer installation meets all program rules* (2.8 percent).

Table E-22 is also informative of the utility companies' progress, in the aggregate, to respond to CPUC Decision D.11-07-030. One specific expectation of these data, particularly as a result of D.11-07-030, is a greater focus on the differentiation between early retirement and normal replacement projects and inclusion in IOU calculations of energy savings for the remaining useful life (RUL) of the pre-existing equipment. Thus, one would expect to see an improvement in *early replacement claim: valid RUL/EUL approach* issue. The data, however, show the opposite effect with a 14.8 percent change for the worse. The finding that over 50 percent of the PY2012 projects did not properly implement D.11-07-030 with respect to early retirement claims is very significant.

Another impact of Decision D.11-07-030 that should be evident in Table E-22 is whether or not project performance has changed due to increased evaluation scrutiny associated with the ex-ante review process that began, in earnest, with the AD2 and AD3 evaluation periods (PY2012). The types of projects and specific issues that are targeted with the ex-ante review process are very similar to the lower rigor assessment process; indeed the review forms share a common structure and include many of the same issue areas. High-priority issues for the ex-ante review process include improving performance in the identification of the *appropriate baseline*, and in identifying the efficiency and age of any pre-existing equipment. Other targets include improving the baseline when it should be the *industry standard practice* (ISP); improving the *calculation methods*; appropriately adjusting savings for post-installation production changes; identifying *HVAC and non-HVAC interactive effects*; identifying projects which are not eligible; and identifying cogeneration, *non-IOU or off-site fuel impacts*.

Looking at the performance of each of the high-priority ex-ante review issues, there is no evidence for significant improvement in performance with the exception of *pre- and post-installation M&V*. On this basis, there does not seem to be a change in project performance between the 2010-11 period and the 2012 periods that can be explained by the influence of Decision D11-07-030 and/or CPUC ex-ante review activities.

E.7 Data Request Process

This section addresses the requests for data that were issued by the evaluators to the IOUs.

E.7.1 Program Information Data Requests

Data requests were submitted early in the evaluation effort for all of the IOU's program implementation manuals and related documentation as well as contact information for the IOU and third party program administrators. Subsequent data requests covered supplement needs for documentation for the AD Period. The specific elements of these data requests included:

1. Updated contact information for the lead IOU and lead third party program implementation administrative personnel for each program.
2. Program Policy and Procedures Manuals (applicable to 2010, 2011 and 2012) along with any supporting implementation process and procedures documents, application forms, hyperlinks to program implementers' websites, standardized savings calculation spreadsheets, DEER references for deemed measures, and work papers for non-DEER measures.
3. A statement, where relevant, that there were no changes between the 2010, 2011, and 2012 programs or indication with a separate redlined document of any updates to the programs implemented for PY2011 or PY2012 as compared to PY2010.
4. A request to annotate or group each file with the "IOUPrgID" value so that each program document could be tied to a specific program. If a particular document was shared amongst multiple programs, the IOUs were requested to indicate so.

The results of this data request varied by IOU, but generally the evaluation team was provided with some program documentation. Contact with SCE, SDG&E and SCG was limited during the evaluation due to confidentiality concerns on the part of the IOUs. This limitation in access to program staff is a notable deviation from prior evaluation and caused significant delays in completing evaluation activities for some projects.

During the AD Period, a new type of evaluation effort began; the ex-ante review process. Part of that effort involved working with a new online repository of information called the Custom Measure Project Archive (CMPA). The lead evaluators working on these custom projects generally agree that this system provides a better mechanism for receiving project-related information and communicating with IOU staff. Future ex-post evaluation efforts should consider working with the CMPA for data requests and subsequent delivery of information for custom impact samples.

E.7.2 Project Documentation Data Requests

The lower rigor assessment process relies upon information provided by the utility companies on each project selected from the population of completed custom impact projects. Data requests for project documentation were coordinated with and identical to the data requests for the gross impact sample. Refer to Appendix C, Section C.9.

The M&V points and lower rigor points used the responses to the data request to complete an initial review for each project. The data request for lower rigor-only points was submitted separate from the data request for gross impact points.

Importantly, the data request states:

“Whenever available, we are requesting **electronic copies** in their original formats (i.e., workable excel spreadsheets showing all formulae and functional models) over hard copy documentation, scans, or PDFs. <emphasis added>”

Electronic documents, not scans, greatly improve the evaluation process, as discussed in greater depth, below. The evaluation team observed a significant increase in the number of electronic documents delivered during the AD Period; however, the evaluators were often unable, even after repeated follow-up data requests, to obtain unlocked spreadsheets and functional final simulation model input files.

E.8 Lower Rigor Assessment Process and Form

This section provides a brief overview of the desk review process that was completed by evaluators in support of the LRA effort. The assessments rely on IOU responses to comprehensive and detailed data requests for program information and project documentation. The following is an outline of the steps involved in conducting an engineering desk review as implemented in the lower rigor assessment effort.

E.8.1 Assessment Methodology

The lower rigor assessments were completed using a template form that guided the evaluating engineer through critical application quality issues. These issues were selected because they were considered critical to reliably achieving an accurate estimate of project impacts, as well as to capture the kinds of problems that were flagged through the evaluation process in the previous 2006-2008 program cycle.

The lower rigor assessments were completed using a template form (Figure E-1) that guided the evaluating engineer through the critical application quality issue areas. The issues were grouped into three categories Project Documentation and Specification, Appropriate Calculation Method, and Compliance with Program Rules, as follows:

- Project documentation & specification
 - IOU application complete and accurate
 - IOU tracking data complete and accurate
 - Project utilized pre-installation M&V
 - Appropriate baseline
 - Early replacement claim: valid RUL / EUL approach used
- Appropriate calculation method

- Appropriate impact calculation method
- All relevant inputs for atypical issues are considered i.e., production levels
- Adequate values for all inputs
- Appropriate HVAC interactive effects calculation method
- Appropriate non-HVAC interactive effects calculation method
- Project utilized post-installation M&V
- Compliance with program rules
 - Measures are IOU program eligible
 - Measures exceed code or industry standard practice, and were more efficient than existing equipment (e.g. no regressive baseline).
 - Multiple IOU fuel impacts properly accounted for
 - If applicable, fuel switching supported with three prong test
 - Non-IOU fuel and ancillary impacts of project properly accounted for (cogen/waste heat recovery/refinery gas, etc.)
 - Customer installation meets all program rules

Each of the critical issues above was assessed along five criteria:

- Assessment (Y/N) or unable to assess:
 - Unable to assess, meaning there wasn't enough information available in the project files to make an assessment
 - Not applicable, meaning this issue does not apply to the particular project being reviewed
- Quality of Implementation (good, fair, poor)
 - Good, meaning the treatment of this issue clearly meets protocol and quality guidelines;
 - Neutral or fair, meaning the treatment of this issue isn't clearly flawed and isn't clearly well within quality standards; and
 - Poor, meaning the treatment of this issue does not meet protocol and/or quality guidelines for project applications.
- Required by program (yes/no)
- Should be required / provided in future (yes/no)
- Effort which caused this assessment to change
 - Desk review QA/QC

- IOU data request
- IOU account rep phone call
- Customer recruitment contact⁶
- Customer follow-up contact
- First on-site visit
- Second on-site visit
- NTG interview
- Savings analysis calculations
- Final site report drafting
- Final site report QA review

The lead evaluator completed the LRA forms during the initial desk review of project documentation and later updated the forms as new information about the project surfaced for the subset of projects that went on to full M&V.

The following is an outline of the steps involved in conducting an engineering desk review as implemented in the lower rigor assessment effort.

- Review tracking system description, costs, quantities, fuels, and savings values
- Review facility location, climate zone, and type of work conducted
- Review the project description, application documents, preliminary audit, post-installation reports, and measure specifications
- Determine the scope of the project and types of measures installed
- Initiate a follow-up data request if any documentation is missing, illegible, locked (i.e., spreadsheets or external executables) or if the scope is not clearly defined
- Review the program manuals and identify any exceptions to standard CPUC guidelines
- If there is any doubt that the facility may not be operational or never completed, make a phone call to the IOU representative and/or the customer to verify
- Determine measure location (exterior, space conditioned, heated, cooling and HVAC system types to determine potential interactive effects and kW coincidence factors)
- Determine the baseline type assigned by the IOU (e.g. normal replacement, early replacement, system optimization, add-on measure, or new construction/gut rehab)
- If required, conduct a literature search for equipment specifications, publicly available information on the project, aerial photograph, and history of the facility

⁶ These activities are not applicable to the non-M&V, lower rigor only sites selected in the BD period.

- Investigate measure baseline and useful life issues (e.g., code or standard industry practice for new construction or measures at the end of their useful life, measure life)
- Determine if measures meet program and CPUC eligibility requirements
- Review engineering calculations and the measure and baseline efficiency specifications
- Compare results to work papers, Technical Resource Manuals used in other states, DEER values, and prior evaluation reports
- Determine appropriateness of input variables, range of values, algorithms and identify any omissions (e.g., weather regression, peak vs. average kW, etc.)
- Investigate project cost estimates and determine IOU's use of full versus incremental cost basis for determining rebate caps
- If there is any ambiguity that a literature search cannot fulfill, contact vendor to discuss project and any issues with installation, remaining useful life of replaced equipment, etc.
- Determine project and measure eligibility according to program rules and CPUC policy
- Evaluation project manager in consultation with the project evaluation lead engineer performs engineering quality control review of lower rigor assessment
- Lower rigor assessment results compared to other projects and again reviewed for internal quality control and revised as necessary
- Lower rigor assessment document submitted to CPUC/ED for review and approval and revised as necessary

To facilitate the desk review process, the evaluation team developed a lower rigor assessment form. The first part of the form includes project information and a review of the project results. The form also has a section dedicated to overall findings summary and general project review. The LRA form was completed for both the lower rigor samples as well as the Full M&V samples. The form minimizes data entry errors by implementing “data validation” menus to select appropriate values from a list, two-part questions on most topics, and “conditional formatting” that highlights potentially incorrect values when the two values are in disagreement. A member of the evaluation team familiar with custom impact evaluations and the proper use of the form brought all of the LRA worksheets into a single spreadsheet for quality control review and to process the results. This process avoided errors associated with re-coding the information from paper forms and allowed the reviewer to identify errors by comparing responses for each form to the others.

Figure E-1 below is the form used during the AD period. A similar form was used for the BD period projects.

Figure E-1: Lower Rigor Assessment Form

Lower Rigor Findings for Custom Impact Evaluation and Program Assessment - WO033 AD Period

Note: This form is for the Desk Review of AD Period M&V projects in the Custom Impact evaluation. Please complete as concisely and accurately as possible. The columns for "Final Post Desk Review Findings," "Effort which cause the findings to change" and "Magnitude and direction of the change in RR" should be filled out **only** for those parameters (rows) where a change was found after the Desk Review.

Table 1-1: Project Information

Parameter	Value
IOU	
Application ID(s)	
Application Date	
Program ID	
Program Name	
Program Year	
Itron Project ID	
IOU Claim ID(s)	
Project Description (10 words max)	
Incentive Amount	
DEER Building Type	
Sample Stratum (electric &/or gas)	
Sample Weight (electric &/or gas)	
ED Ex Ante Review Status	
ED Measure Name / Group	
Date of Initial ED Review	
Primary Reviewer and Firm	
Review Supervisor and Firm	
Type of Review (Desk, On-site, Full M&V)	
Type of M&V (Basic or Enhanced)	
Type of M&V (Pre/Post or Post Only)	

Table 1-2: Project Description

Reviewed Parameter	Initial Desk Review Findings	Final Post-Desk Review Findings (if different)	Effort which Caused the Findings to Change
Project description from IOU tracking data			
Full Description			
Summary of Review			
Describe the documents reviewed.			
Describe your understanding or lack of understanding of the project based on all of the documents provided.			
Describe any discrepancies, missing information, problems or issues observed with project or analysis, including final application energy savings, costs and incentives, and any			
Review Conclusion			
Provide a description of major shortcomings in energy savings methods and adherence to program rules, including specific program eligibility issues or baseline issue. Include recommendations for a standard practice (ISP) baseline study if needed.			

Table 1-3: Summary of Results

Reviewed Parameter	Initial Desk Review Findings	Final Post-Desk Review Findings (if different)	Effort which Caused the Findings to Change
Project Baseline Type (Early Replacement, Normal Replacement, Capacity Expansion, Replace on Burnout, New Construction, Add -on Measure, System optimization)			
Project Baseline Efficiency (in situ, Title 24 (specify year), Other Code (specify), Industry Standard Practice)			
Project Cost Basis (Full Cost, Incremental Cost)			
Measure Quantity			
RUL (Early retirement projects only, otherwise N/A (not applicable))			
EUL			
First Year kWh Savings			
First Year Peak kW Savings			
First Year Therms Savings			
kWh Savings (RUL Period)			
Peak kW Savings (RUL Period)			
Therms Impact (RUL Period)			
kWh Savings (EUL – RUL Period)			
Peak kW Savings (EUL – RUL Period)			
Therms Savings (EUL – RUL Period)			
Annual Non-IOU Fuel Impact (RUL Period)			
Annual Non-IOU Fuel Impact (EUL – RUL Period)			
Net-to-Gross Ratio			
Installation Rate	100%		
Gross Realization Rate - kWh	90%		
Gross Realization Rate - kW	90%		
Gross Realization Rate - Therms	90%		

Table 1-4: Specific Assessments and Recommendations

Reviewed Parameter	Initial Desk Review Findings	Final Post-Desk Review Findings (if different)	Effort which Caused the Assessment or Recommendation to Change
Project Eligibility	IOU Proposal: ED Assessment: ED Recommendation:		
Measure Specification and Quantity	IOU Proposal: ED Assessment: ED recommendation:		
Measure Operation	IOU Proposal: ED Assessment: ED recommendation:		
Project Gross Savings Baseline (for early retirement projects only, include RUL through EUL baseline)	IOU Proposal: ED Assessment: ED Recommendation:		
Project Cost Basis (for early retirement projects only, include RUL through EUL cost basis treatment)	IOU Proposal: ED Assessment: ED recommendation:		
RUL (required for early retirement projects only, otherwise n/a)	IOU Proposal: ED Assessment: ED recommendation:		
EUL	IOU Proposal: ED Assessment: ED Recommendation:		
Input Assumptions for Savings Determination	IOU Proposal: ED Assessment: ED Recommendation:		
Calculation Methods/Tool review	IOU Proposal: ED Assessment: ED Recommendation:		
Pre- or Post-Installation M&V Plan and Results	IOU Proposal: ED Assessment: ED Recommendation:		
Net-to-Gross Review	IOU Proposal: ED Assessment: ED Recommendation:		

Table 1-5: Program Implementation Assessment

Program Assessment Factor	Assessment (Yes, No, or "Unable to Assess")	Required by Program (Y/N)	Quality of Implementation (Good, Fair, Poor)	Should be Required / Provided in Future	Effort which Caused this Assessment to Change	Discrepancy Notes
ED Findings differ from IOU ex ante Conditions						
Measures are IOU Program Eligible						
Measures Exceed Code or Industry Standard Practice						
Appropriate Baseline (if no, complete below)						
<i>If no, specify which of these causes apply:</i>						
1. Inappropriate or ineligible early retirement claim						
2. Title 24 or other applicable code or standard not applied or inaccurately applied						
3. Standard practice for non-code measures not considered						
4. Other (describe briefly in Notes)						
Customer Installation Meets All Program Rules (if no, complete below)						
<i>If no, specify which of these causes apply and describe in</i>						
1. Equipment remaining life differs from program rules						
2. Equipment repair not allowable by the program						
3. O&M/operational practice changes disallowed						
4. Measure not permanent						
5. Measure life less than five years for non-RCx measure						
6. Lower than required efficiency						
7. Existing equipment not removed as required (note if retained as standby)						
8. Ineligible fuel switching						
9. Other (describe briefly in Notes)						
Early Replacement Claim: Valid RUL / EUL Approach Used						
Appropriate Impact Calculation Method (if no, complete below)						
<i>If no, specify which of these causes apply:</i>						
1. Inappropriate use of regression						
2. Inappropriate use of bin method						
3. Inappropriate use of modeling tool						
4. Modeling tool provided inaccurate estimates						
5. Spreadsheet is functionally and/or structurally inaccurate						
6. Other (describe briefly)						
Project calculations done by						

Program Assessment Factor	Assessment (Yes, No, or "Unable to Assess")	Required by Program (Y/N)	Quality of Implementation (Good, Fair, Poor)	Should be Required / Provided in Future	Effort which Caused this Assessment to Change	Discrepancy Notes
All Relevant Inputs for Atypical Issues are Considered i.e., Production Levels						
Adequate Values for All Inputs (given current level of understanding of the project)						
Appropriate HVAC Interactive Effects Calculation Method						
Appropriate non-HVAC Interactive Effects Calculation Method						
Multiple IOU Fuel Impacts Properly Accounted for (includes Fuel Switching and Cogeneration)						
If Applicable, Fuel Switching Supported with Three Prong Test						
Non-IOU Fuel and Ancillary Impacts of Project Properly Accounted for (Cogen/Waste Heat Recovery/)						
IOU Tracking Data Complete and Accurate						
IOU Application Documentation Complete and Accurate						
Project utilized pre-installation M&V (specify type of M&V)						
Project utilized post-installation M&V (specify type of M&V)						

E.9 Lower Rigor Assessment Criteria

This section describes the metrics and criteria used to assess project accomplishments and shortcomings for each sample point participating in the lower rigor assessment process. While performing the desk review of the documentation for each project, the lead evaluation engineer was responsible for filling out the Lower Rigor Assessment form to record the results of the review. Evaluation criteria were organized into three broad categories including:

- Appropriate Measure and Baseline Specifications,
- Appropriate Calculation Method, and
- Compliance with Program Rules.

The lower rigor assessment form was updated at the beginning of the PY2012 evaluation period to allow for updating the assessment as new information about the project is gathered during the gross impact assessment process.

E.9.1 Meaning of Columns and Rows

The lower rigor assessment form is organized as a table with a row for each assessment metric and a column for each of the four dimensions of the assessment, as discussed in this section. A pre-formatted Microsoft Excel workbook was provided to the evaluation engineer that limits the

allowable answers for each question to improve quality control and to allow a rapid roll-up of the responses for analysis.

Assessment (Y/N) or Unable to Assess

For each of the criteria the first question the evaluator addresses is the requirement for sufficient information being present to make the assessment. A criterion is assigned “yes” if there is sufficient documentation to provide an assessment and the engineer determines that the correct approach was utilized for each metric, otherwise “no.” If there is insufficient documentation to make the assessment, then “unable to assess” is selected. For many of the metrics, “unable to assess” is itself an assessment of a shortcoming in the project. If the metric is not applicable to the project, then “N/A” is selected.

Required by Program (Y/N)

For each of the criteria the second question the evaluator addresses is whether this particular metric is applicable to and required by the program under which the sample project is implemented. The answer is “yes” for most metrics because they were selected based upon their wide applicability as part of the CPUC requirements for all programs. However, where there are differences between programs the evaluator can specify a “no.”

Quality of Implementation (Good, Fair, Poor)

The third question and the one with the greatest explanatory power for the program implementation assessment is the evaluator’s response to the third question. Here the lead engineer addresses the quality and accuracy of information provided for each metric. The responses are ‘good’, ‘fair’, or ‘poor’. For the BD Period forms, ‘yes’ and ‘no’ responses were mapped to good and poor, respectively, and “fair” responses are the same as “neutral” as used in the text of this report.

Should be Required / Provided in Future (Y/N)

For each of the criteria, the fourth question the evaluator addresses is whether this particular metric should be applicable to and/or required by the program given the site-specific conditions found at each sample project.

Effort which Caused this Assessment to Change

A new metric was added to the form beginning with the PY2012 evaluation period to track the point at which the form was updated as a result of new information about the project being collected. The response is blank during the initial desk review. If the assessment later changes then one of the following reasons is selected:

- Desk review QA/QC
- IOU data request
- Customer recruitment contact
- Customer follow-up contact
- IOU account rep phone call
- First on-site visit
- Second on-site visit
- NTG interview
- Savings analysis calculations
- Final site report drafting
- Final site report QA review

E.9.2 Meaning of Responses to “Quality of Implementation” and “Provided for Project”

The rows of the lower rigor assessment form contain individual metrics for which the evaluator provides an assessment of each of the different columns. For the sake of brevity, this section discusses the range of possible meanings for all of the metrics.

Good or Yes – A project is assessed as “yes” only if all of the qualities which distinguish this metric are true for this specific project. For example, if the documents provided are all available in a “live,” unlocked, electronic format, and if the documentation addressed all measures and all claimed savings, then answer would be “good.” Similarly for each of the other metric, the “Yes” or “Good” response means that the lead evaluation engineer judged the documentation of this metric to be above average.

DEER Method – This is the “good” response for some of the metrics which have a specific calculation approach prescribed by CPUC guidelines or program rules. This answer is given, for example if “interactive effects” between multiple measures installed at a site are calculated according to a CPUC approved method. This includes projects analyzed with eQuest or other DOE-2 based simulation software. This value is not used in the new LRA form.

Fair – A project is assessed “fair” if only some of the criteria associated with a complete understanding of the metric are true. For example, if the calculations are provided in a “live,” unlocked Excel file format, but some of the measures and/or claimed savings is

missing documentation, then the response would be judged as "fair." This response characterizes the sample point as "average" or "neutral" on this metric.

Poor or No – A project is assessed "poor" if most of the criteria associated with a complete understanding of the metric are not true or absent. For example, if the requested documents are not provided in a searchable electronic format or if more than one of the measures and/or claimed savings is missing documentation, then the response would be judged as "poor." A project is assessed "no" if no documentation is provided, if absolutely no understanding of the metric is possible, or if the information provided was incorrect or implausible.

Missing – A metric is assessed "missing" if there no documentation of HVAC interactive effects, and a few other metrics, is provided. This value is not used in the new LRA form.

Blank or "N/A" – A blank response or "N/A" means that this metric is not applicable to this project. For the BD Period LRA form, this response plays an important role as it relates to the early replacement metric. A blank response in this case means that "Early Replacement" is not applicable to this type of project, i.e., a new construction project.

E.9.3 Criteria for "Appropriate Measure and Baseline Specification"

This group of criteria addresses the issues related to the adequacy of documentation provided to clearly define the installed measures and the applicable baseline for the project.

ED Findings Differ from IOU Ex-ante Conditions– Criteria

This metric is used by the engineer to indicate that discrepancies in the information indicate that the actual as-found conditions are different than the documentation suggests. In the BD Period, this field was reserved for use after on-site data collection activities had confirmed that a discrepancy existed, but the LRA forms were never systematically updated. For the AD Period, this field acts as an overall assessment as to the quality of the project as determined by the lower rigor assessment process. Since the purpose and use of this field changed dramatically, no meaningful comparisons between the BD and AD period LRAs could be performed.

IOU Application Documentation Complete and Accurate – Criteria

This assessment metric addresses whether or not the documentation provided by the IOU for each sample point includes all of the requested documents. In the absence of one or more particular document the lead evaluator is expected to gather the information from other documents. A follow-up data request is time consuming, and for the Lower Rigor points, is conducted only when nothing about the project was provided. On the other hand, gross impact

points were subject to multiple data requests as needed to obtain utility billing data and other documentation not provided initially. The initial documentation request for each project requested all documents in electronic format because electronic documents are “searchable” and allow the evaluator to identify specific pieces of information with the minimum effort and to manipulate that information as needed to re-calculate the ex ante results. Only the original, unlocked, electronic Excel document, for example, contains the formulas in each cell that are used to sum the hours of use for a measure, calculate the average amperage across a range of point measurements, etc.

Good or Yes – A project is assessed as “yes” only if all of the documents are available in a “live,” unlocked, electronic format and is assessed as “good” if the documentation addressed all measures and all claimed savings.

Fair – A project is assessed “fair” if only the calculations are provided in a “live,” unlocked Excel file format, or if one of the measures and/or claimed savings is missing documentation.

Poor or No – A project is assessed “poor” if none of the documents are provided in a searchable electronic format or if more than one of the measures and/or claimed savings is missing documentation. A project is assessed “no” if no documentation is provided. Essentially this is not allowed to happen according to our evaluation protocols.

A scanned PDF of a paper document usually does not qualify as a “searchable” electronic document unless sophisticated software with “optical character recognition” capabilities is used to scan the document, and even in this case, such documents typically are not formatted for easy cut-and-paste between the PDF and another program and usually contain typographical errors. These limitations make scanned PDF documents unsuitable for use in evaluations unless absolutely no other form of the document is available.

IOU Tracking Data Complete and Accurate – Criteria

The lead evaluator for the project reviews all rows of the IOU tracking database associated with the project and compares the values found with the associated values in the project documentation.

Good or Yes – A project is assessed as “good” or “yes” only if all of the tracking records and all of the relevant values are accurate, i.e., the values match the IOUs application form, or preferably, the post-installation verification report, if available.

Fair – A project is assessed “fair” if the records are complete for all measures or the values are accurate for the overall project, but the measure description may be inaccurate or incomplete and there may minor discrepancies are found in some values.

Poor or No – A project is assessed “poor” or “no” if the tracking database does not match the project documentation both in measure type or count and in overall savings claim.

Accurate project tracking information is essential for the evaluation process because it is the source of the “denominator” in the measurement and evaluation process. It also serves to define the scope of the project, provide contact information, and identify the assumed effective useful life (EUL) of the measure. Contact information, EULs, and many other datapoints may also be available in the application. However; the tracking data are the official document of the claimed savings, costs, EULs, etc., for the project, and significant discrepancies in the evaluated savings are likely if these data differ from the application and supporting documentation. If any of these are not provided, significant extra effort and delays in the evaluation process for follow-up data requests, phone calls, and unnecessary calculations are likely. A detailed review of the shortcomings in the tracking database design can be found elsewhere in this report.

Project utilized pre-installation M&V – Criteria

The “project utilized pre-installation M&V” metric assesses the degree and accuracy of the IOU’s efforts to utilize on-site data collection activities to quantify the project’s pre-existing conditions. An accurate assessment of the pre-existing conditions allows the implementer and evaluator to determine the baseline type and baseline equipment efficiency, and/or to rule out the possibility that the pre-existing conditions as more efficient than codes and/or industry standard practice.

Good or Yes – A project is assessed as “good” or “yes” only if the documentation included a preliminary audit report or carefully described the pre-existing conditions (where applicable).

Fair – A project is assessed “fair” if only a brief one-sentence description of the pre-existing conditions is provided that leaves some question(s) as to the assumed baseline type or baseline equipment efficiency.

Poor or No – A project is assessed “poor” or “no” if no pre-installation inspection report or description of the pre-existing equipment within the scope of the project is included.

Blank or N/A – This response means that pre-installation is not applicable to this type of project, i.e., a new construction project.

Clearly this metric is not applicable to new construction projects, but some “gut rehab” or “replace on burnout” projects must include a pre-installation (or a pre-demolition) inspection and report to get a “good” or “yes” rating. The level of effort expected for this metric depends upon the size of the project energy savings claim. In the interest of reducing implementation costs only the largest projects are required to perform pre-installation M&V; however, just about every project benefits from pre-installation on-site verification activities to confirm the pre-existing conditions and quantities to be installed.

Appropriate Baseline – Criteria

The “appropriate baseline” metric assesses the efforts of the IOU to identify and characterize the baseline type (early retirement, normal replacement, system optimization, add-on measure, or new construction) and baseline efficiency (specifications from the pre-existing equipment, code requirement, or industry standard practice).

Yes – A project is assessed as “yes” if the baseline type is accurately identified and documentation is provided on the baseline equipment efficiency.

No – A project is assessed “no” if either the baseline type is inaccurate or if there was no documentation provided on the baseline efficiency specifications.

The LRA form supports the appropriate baseline assessment with four additional sub-parameters. If the appropriate baseline is assessed as “no,” then the additional metric(s) responsible for the discrepancy is assessed with a “yes” response and an optional “other” field is used along with open-form text to describe the nature of the discrepancy.

1. Inappropriate or ineligible early retirement claim – **Yes or No**
2. Title 24 or other applicable code or standard not applied or inaccurately applied – **Yes or No**
3. Standard practice for non-code measures not considered – **Yes or No**
4. Other (describe briefly in Notes) – **Yes or No**

A “yes” answer to any of these parameters identifies it as the primary source of the discrepancy for the “appropriate baseline” assessment. Free-form comments can further clarify the nature and source of the discrepancy and is used by the lead engineer to identify additional questions to be included during the on-site interview for full gross impact sample points.

Early Replacement Claim: Valid RUL / EUL Approach Used – Criteria

New to the PY2010-12 program implementation period is direction from the CPUC to provide documentation to support additional savings associated with early retirement projects. For this

metric the lead engineer assumes that project goes forward due to “program influence” because the Net-to-Gross interview has not yet been completed.

Yes – A project is assessed as “yes” if the project uses the pre-existing equipment as the baseline type and this assignment is appropriate.

No – A project is assessed “no” if the project claimed an incorrect baseline type.

Blank or N/A – This response means that early replacement is not applicable to this type of project, i.e., a new construction project.

Generally this criterion is one of the most difficult to assess because very few projects explicitly state the baseline type. In these cases the lead engineer deduces the baseline type assigned by the IOU based upon the related information; i.e., the use of the pre-existing equipment as the baseline, the use of a billing analysis with pre- and post-installation energy usage data, the program and the types of projects which usually participate, or the use of full cost versus incremental costs for calculating any applicable rebate caps. When the treatment of these issues are inconsistent or do not lead to a reliable determination of the baseline, the merits of the project are assessed by multiple parties to determine the most appropriate baseline type.

E.9.4 Criteria for “Appropriate Calculation Method”

This group of criteria addresses the issues related to the adequacy of calculations provided to accurately estimate the energy savings, demand reduction, and related impacts of the installed measures.

Appropriate Impact Calculation Method – Criteria

This metric assesses the efforts of the project sponsor to use an appropriate method to calculate the savings without considering the selection of baseline efficiency and accuracy of the measure specifications, operating hours, and other inputs.

Good or Yes – A project is assessed as “good” or “yes” only if the method is appropriate for the project and the method is likely to produce reliable results considering all of the relevant site-specific conditions. If this criterion includes any sub-criteria, all of them must be correct.

Fair – A project is assessed “fair” if some measures for a multi-measure site are not calculated accurately or if there is a minor discrepancy in the calculation method which is not likely to cause a significant error in the savings estimate.

Poor or No – A project is assessed “poor” or “no” if any of the six additional parameters are “yes”, i.e., inappropriate or inaccurate.

The LRA form supports the assessment of appropriate calculation methods with six additional sub-parameters. If the appropriate impact calculation method is assessed as “no” then the additional metric(s) responsible for the discrepancy is assessed with a “yes” response and an optional “other” field is used along with open-form text to describe the nature of the discrepancy.

1. Inappropriate use of regression – **Yes or No**
2. Inappropriate use of bin method – **Yes or No**
3. Inappropriate use of modeling tool – **Yes or No**
4. Modeling tool provided inaccurate estimates – **Yes or No**
5. Spreadsheet is functionally and/or structurally inaccurate – **Yes or No**
6. Other (describe briefly in Notes) – **Yes or No** plus optional notes.

A “yes” answer to any of these parameters identifies it as the primary source of the discrepancy for the “appropriate impact calculation method” assessment. Free-form comments can further clarify the nature and source of the discrepancy and is used by the lead engineer to identify additional questions to be included during the on-site interview for full gross impact sample points.

Sometimes the calculation method is appropriate for the measure generically, but is not appropriate for customer’s specific facility, the unique way the measure is installed, or interaction between the measures which change the operating characteristics and require a different calculation approach. For example, a measure whose savings depends upon the flow rate from another device that was subsequently equipped with a VFD will change not only the hours of use, but also the flow rate. A more sophisticated calculation approach that considers both time of use as well as VFD output power is required.

All Relevant Inputs Considered – Criteria

This metric assesses the efforts of the project sponsor to include all of the parameters which affect the savings calculations without respect to the selection of baseline efficiency, if the incorrect calculation method was used, and if the inputs are inaccurate.

Yes – A project is assessed as “yes” only if all of the required inputs are included in the calculations

No – A project is assessed “no” if one or more relevant inputs are missing from the calculations

Sometimes the calculation provides for sufficient control over the input parameters, but the submitted calculations did not include site-specific values for some of these inputs. This is true when the implementer over-simplified the calculations for example by assuming the post-implementation hours of use are the same as the pre-implementation hours of use when the measure included controls which change hours of use.

Adequate Values for All Inputs – Criteria

This metric assesses the efforts of the project sponsor to provide accurate input values for all parameters which affect the savings calculations without considering the selection of baseline efficiency and appropriateness of calculation method was used or if the calculation approach does not consider all relevant inputs.

Good or Yes – A project is assessed as “good” or “yes” only if all inputs are accurate and there is documentation to support input values which are not typical

Fair – A project is assessed “fair” if most of the inputs are accurate and there is documentation to support most of the input values which are not typical.

Poor or No – A project is assessed “poor” or “no” if most of the inputs are inaccurate or if there is no documentation of the atypical input values.

This metric captures situations in which the inputs provided are taken from pre-approved calculation methods without respect to the site-specific conditions that affect measure impacts. Sometime a CPUC-approved calculation tool contains embedded assumptions of hours-of-use to match the DEER-approved values, but these are not appropriate for the specific facility.

Appropriate HVAC Interactive Effects Calculation Method – Criteria

This metric assesses the efforts of the project sponsor to provide a calculation method and relevant inputs which consider how the measure interacts with the HVAC system that causes an overall increase or decrease in energy use.

Good or DEER Method – This is the “good” response and is assessed if interactive effects are calculated according to a CPUC approved method. This included projects analyzed with eQuest or other DOE-2 based simulation software.

Missing – A project is assessed “missing” if there was no documentation of HVAC interactive effects provided. This response is not used in the new LRA form.

Poor – A project is assessed “poor” if the method to calculate HVAC interactive effects was inaccurate or if it used a method not approved by the CPUC.

N/A – A project is assessed “N/A” or blank if HVAC interactive effects are irrelevant to the nature of the project or measures installed.

This metric captures situations in which the calculation approach ignores interactive effects all together or applies a pre-approved interactive effect that contains embedded assumptions of the HVAC equipment efficiency that are not appropriate for the specific facility. This metric may apply in industrial processes where usually the room containing the measure is assumed to be unconditioned, but the site-specific conditions indicate otherwise.

Appropriate non-HVAC Interactive Effects Calculation Method – Criteria

This metric assesses the efforts of the project sponsor to provide a calculation method and relevant inputs which consider how the measure interacts with energy-using systems other than the HVAC system at the facility that causes an overall increase or decrease in energy use.

Good or DEER Method – This is the “good” response and is assessed if non-HVAC interactive effects are relevant, considered and accurately estimated.

Missing – A project is assessed “missing” if there was no documentation of Non-HVAC interactive effects provided. This response is not used in the new LRA forms.

Poor or No – A project is assessed “poor” if the method to calculate Non-HVAC interactive effects was inaccurate or if probable non-HVAC interactive effects were ignored without discussion.

N/A – A project is assessed “N/A” or blank if Non-HVAC interactive effects are irrelevant to the nature of the project or measures installed.

This metric captures situations in which the calculation approach ignores obvious interactive effects with non-HVAC equipment. This metric sometimes applies in pumping applications or in cases where the details of the project are very unique to the specific activities taking place at the facility. For example, a measure which improves the efficiency of a motor driving a pump circulating a refrigerated liquid would then cause a reduction in energy use by the refrigeration system due to a reduction of heat transferred by the pump into the fluid.

Project Utilized Post-installation M&V – Criteria

The “project utilized post-installation M&V” metric assesses the degree and accuracy of the IOU’s efforts to utilize on-site data collection activities to verify the installation of the equipment

and to quantify the project's conditions based upon post-installation operating conditions. An accurate assessment of the post-installation conditions allows the implementer and evaluator to update the calculations with equipment efficiency for the equipment actually installed, and disqualify savings for measures which were not installed and correct for changes in operating conditions that were not foreseen during the initial project application process.

Good or Yes – A project is assessed as “good” or “yes” if the project is verified with an on-site visit after installation and if the post-installation conditions are used to update the savings calculations. If the nature of the project requires long-term monitoring, then a “good” or “yes” assessment indicates that the documentation suggests that such monitoring was conducted.

Fair – A project is assessed “fair” if the project is verified with an on-site visit but the post-installation conditions are not used to update the savings calculations. This may apply to projects where long-term monitoring is not required.

Poor or No – A project is assessed “poor” or “no” if the project is not verified with post-installation verification activities when such activities are required by the program rules or when long-term monitoring was not conducted when the nature of the project suggests that long-term monitoring is required to obtain a reliable estimate of savings.

The level of effort required for this metric depends upon the size of the project energy savings claim. In the interest of reducing implementation costs only the largest projects are required to perform pre-installation M&V. Where the lead engineer finds that post-installation M&V would significantly improve savings estimates then the “Should be Required by Program” is indicated with a “Yes” response.

E.9.5 Criteria for “Compliance with Program Rules”

This group of criteria addresses the issues related to the adequacy of documentation provided to clearly rule out any conditions that would disqualify the sample project because of CPUC guidelines and specific program rules. This effort is assisted by referring to a spreadsheet containing all of the program rules for each program domain whose development is discussed above.

Measures are IOU Program Eligible – Criteria

This metric assesses if the installed measures meet all program rules and CPUC guidelines.

Good or Yes – A project is assessed as “good” or “yes” only if sufficient documentation is provided to demonstrate that all installed measures meet program rules.

Fair – A project is assessed as “fair” if there is no evidence to suggest that the measures are ineligible.

Poor or No – A project is assessed “no” if any of the installed measures do not meet program rules as demonstrated by the available documentation or if the engineer has knowledge of program rules which suggest that the measure is ineligible.

This is a fairly straightforward assessment whose accurate response depends mostly upon the evaluator’s knowledge and access to the most up-to-date program manuals.

There is some overlap between this metric and the “measures exceed code or industry standard practice” metric below because the application paperwork clearly states that the applicant agrees to install above-standard equipment. For this assessment, the baseline requirement was treated separately from the other qualification criteria for the measure.

There is also some overlap between this metric and the “customer installation meets all program rules” metric. The metric deals only with issues related to the measures while the latter addresses additional site-specific factors not necessarily about the measure eligibility itself.

Measures Exceed Code or Industry Standard Practice – Criteria

This metric assesses whether the installed measures exceed the minimum performance requirements for the measure as determined by state and local laws. In the absence of a relevant minimum code requirement, this metric assesses if the installed measure exceeds industry standard practices.

Good or Yes – A project is assessed as “good” or “yes” only if there is sufficient documentation to demonstrate that all measures exceed the applicable baseline.

Fair – A project is assessed as “fair” if there is no evidence to suggest that the measures are below the applicable baseline.

Poor or No – A project is assessed “no” if any of the measures do not exceed the applicable baseline as demonstrated by the available documentation or if the engineer has knowledge of program rules which suggest that the measure(s) do not exceed the applicable baseline.

Sometimes the facility is so unique that there are no comparable entities with which to compare the measure. In these cases, the facility’s best practices determine the “industry standard

practice” for the measure. For example, if a large processing plant for a unique market segment has a policy to install only premium efficiency motors, then a premium efficiency motor is the baseline efficiency specification. Any motor which claims energy savings much exceed the applicable premium efficiency motor baseline in order to be credited with valid energy savings.

Multiple IOU Fuel Impacts Properly Accounted for (includes Fuel Switching and Cogeneration) – Criteria

Energy savings due to CPUC sponsored projects are only those associated with energy obtained from the investor-owned utility companies. This metric assesses the IOU’s efforts to characterize impacts associated with fuels purchased from another investor-owned utility, from energy transported by the customer from another facility, or from energy purchased from a non-IOU supplier.

Good or DEER Method – This is the response is assessed if multiple fuel impacts are documented according to a CPUC approved method and accounted for in the savings calculation approach.

Missing – A project is assessed “missing” if there was no documentation of multiple-fuel impacts provided. This assessment would apply to projects where non-IOU fuel impacts are known to be relevant to the customer’s facility. This response is not used in the new LRA forms.

No or Poor – A project is assessed “no” or “poor” if the method to document multiple fuel impacts was a not an approved method or if inaccurate data or calculation method is used.

NA – A project is assessed “NA” or blank if multiple fuel impacts are irrelevant to the nature of the project or measures installed.

This metric is applicable to public facilities and other well-known cases where multiple non-IOU fuels are known to be an issue. Even if the project involves a small amount of energy consumption as compared to the facility’s overall energy consumption these details are not always available to the evaluator. This information is required and should be included in the documentation.

If Applicable, Fuel Switching Supported with Three Prong Test – Criteria

The CPUC generally does not allow rebates to be paid for fuel-switching projects. This metric assesses the IOU’s efforts to characterize the impact of projects which may have a fuel switching component.

Good or DEER Method – This is the response assessed if fuel switching impacts are documented according to a CPUC approved method, and accounted for in the savings calculation approach.

Missing – A project is assessed “missing” if there was no documentation of fuel switching impacts provided. This assessment applies to a project where the documents supporting a “Three-prong Test” are not provided. This response is not used in the new LRA form.

No or Poor – A project is assessed “no” or “poor” if the method to document fuel switching and/or cogeneration impacts are a not an approved method or specifically approved by the CPUC when required, or if the methods used inaccurate data inputs.

N/A – A project is assessed “N/A” or blank if fuel switching and/or cogeneration impacts are irrelevant to the nature of the project or measures installed.

A failure to account for fuel switching can have a significant impact on program savings if the load associated with the measure is transferred from a non-IOU fuel source to an IOU fuel source. Any energy savings claimed are invalid since they involve non-IOU fuel and the additional energy now consumed from the IOU source is considered “load building” and counts as negative energy savings for the project.

Non-IOU Fuel and Ancillary Impacts of Project Properly Accounted for (Cogen/Waste Heat Recovery/ Refinery Gas, etc.) – Criteria

Energy savings due to CPUC sponsored projects are only those associated with energy obtained from the investor-owned utility companies. This metric assesses the IOU’s efforts to characterize impacts associated with energy from on-site cogeneration facilities.

Yes or Good – A project is assessed “good” or “yes” if cogeneration impacts are documented and accounted for in the savings calculation approach.

No or Poor – A project is assessed “no” or “poor” if cogeneration impacts are not documented or missing from the calculations.

N/A – A project is assessed “N/A” if there is likely to be no cogeneration issues.

This metric is applicable to public facilities, college campuses, and other well-known cases where cogeneration is known to be present. Even if the project involves a small amount of energy consumption as compared to the facility’s overall energy consumption and/or cogeneration assets, these details are not always available to the evaluator. This information is required and should be included in the documentation. The operating profile of the cogeneration

plant needs to be documented to determine if there are any net IOU fuel impacts. For example, if the plant operates in “load following” mode and is large enough to handle all of the electricity needs of the facility, then electricity-saving measures may not be eligible, or may be eligible but with gas impacts. Conversely, if the plant operates primarily to provide heat for the facility and the electricity generation is a byproduct of meeting the plant heating loads, then the facility is still a net consumer of IOU-supplied electricity and electricity-savings measures are allowable, but gas-savings measures might have interactive effects that increase net electricity IOU consumption by decreasing electricity generation at the cogeneration facility. Peak electrical impacts need to be studied carefully through interval billing data to determine that the facility consumes electricity during the peak demand period.

Customer Installation Meets All Program Rules – Criteria

The metric assesses the project’s documented compliance with overall program rules as implemented at the specific facility. **Yes or Good** – A project is assessed as “yes” or “good” only if all of the parameters listed below are adequately addressed in the documentation and confirm that the customer installation meets program rules.

Fair – A project is assessed as “fair” if there is no documentation which suggests that the customer installation does not meet program rules.

No or Poor – A project is assessed “no” or “poor” if there is documentation that suggests that the installation is not in compliance in one or more of the parameters listed below:

The LRA form supports the assessment of this metric with eight additional sub-parameters. If any of the parameters are not adequately addressed, then the answer is assessed “no” and a description of the discrepancy is provided in the notes column. The parameters listed below are straightforward and require no additional explanation:

1. Equipment remaining life differs from program rules – **Yes or No**
2. Equipment repair disallowed – **Yes or No**
3. O&M / operational practice changes disallowed – **Yes or No**
4. Measure not permanent – **Yes or No**
5. Lower than required efficiency – **Yes or No**
6. Existing equipment not removed as required (note if retained as standby) – **Yes or No**
7. Ineligible fuel switching – **Yes or No**
8. Other (describe briefly in Notes) – **Yes or No** plus notes.

A “yes” answer to any of these parameters identifies it as the primary source of the discrepancy

for the “customer installation meets all program rules” assessment. Free-form comments can further clarify the nature and source of the discrepancy and is used by the lead engineer to identify additional questions to be included during the on-site interview for full gross impact sample points.

Appendix F.

New Construction Programs and Projects

F.1 Introduction

New construction¹ is a special area of interest. The long term impact of decisions made regarding energy efficiency during new construction makes this a high impact area of opportunity. Consequently, the subject continues to be an area of high interest to the CPUC and complements the growing interest in the concept of zero net energy buildings.

The following subsections discuss the gross savings results of the WO33 evaluation efforts targeting new construction. The sections address overall nonresidential new construction (NRNC) projects,² and also by the Whole Building Savings by Design (WB-SBD) and Systems Saving by Design (Systems-SBD) subsets of the NRNC projects. Whole Building SBD NRNC projects are the sites that were incented under the whole building approach (WBA) and used the Energy-Pro modeling tool to claim savings during the ex-ante estimate, whereas Systems SBD NRNC sites are the new construction projects that were incented under a systems approach and used various engineering calculation methods (including other modeling tools) to estimate the ex-ante savings.

F.2 Overall New Construction Programs and Projects

This section presents the findings of all the nonresidential new construction (NRNC) projects that were sampled under the 2010-12 WO033 custom impact evaluation. Detailed site-specific results are presented first, followed by a discussion of the reasons for discrepancies between ex-ante and ex-post estimates.

¹ The definition of “new construction” in utility programs varies across sector, buildings, and industrial processes – and across various parties in the energy efficiency implementation and evaluation arenas. A concerted effort should be made to standardize what is and what is not “new construction.”

² NRNC projects are comprised of all the new construction projects that are sampled and identified with the NRNC measure group in the WO033 custom impact evaluation.

F.2.1 Site-Specific Gross Impact Findings

In this subsection, gross impact results are presented for each site that was evaluated under the NRNC measure group. The gross impact evaluation addressed a total of 43 NRNC projects.

Site-specific savings for the sampled NRNC projects are presented in Table F-1. This table shows the ex-ante savings, ex-post savings, and gross realization rates (GRR) for kWh, kW and therms. The total ex-ante savings claimed for the 43 NRNC sites was 57,457,606 kWh; 8,214 kW and 1,434,128 therms, whereas the total evaluated (ex-post) savings for these 43 NRNC sites was 46,645,505 kWh, 5,936 kW and 728,222 therms. The un-weighted³ gross realization rates for NRNC sites are 81 percent for the kWh savings, 72 percent for the kW savings and 51 percent for the therms savings.

Figure F-1 presents a graphical comparison of ex-ante and ex-post kWh savings for all evaluated NRNC sites. The diagonal line in the graph represents a unity GRR (i.e., ex-ante and ex-post savings are equivalent and GRR is equal to one). Points below the line represent sites where ex-post savings are lower than ex-ante savings; points above the line represent sites where ex-post savings are higher than ex-ante savings.). For most projects, the ex-post savings are lower than the ex-ante savings and the dominant reason for discrepancy between ex-ante and ex-post kWh is reported differences in operating conditions. The other major discrepancy factors that contributed to the lower GRR of these projects were calculation methods, inappropriate baselines and tracking data discrepancy. The details of these discrepancies are described later in this Appendix.

³ The un-weighted gross realization rate is the average realization rate across the evaluated NRNC sites and is for informational purposes only.

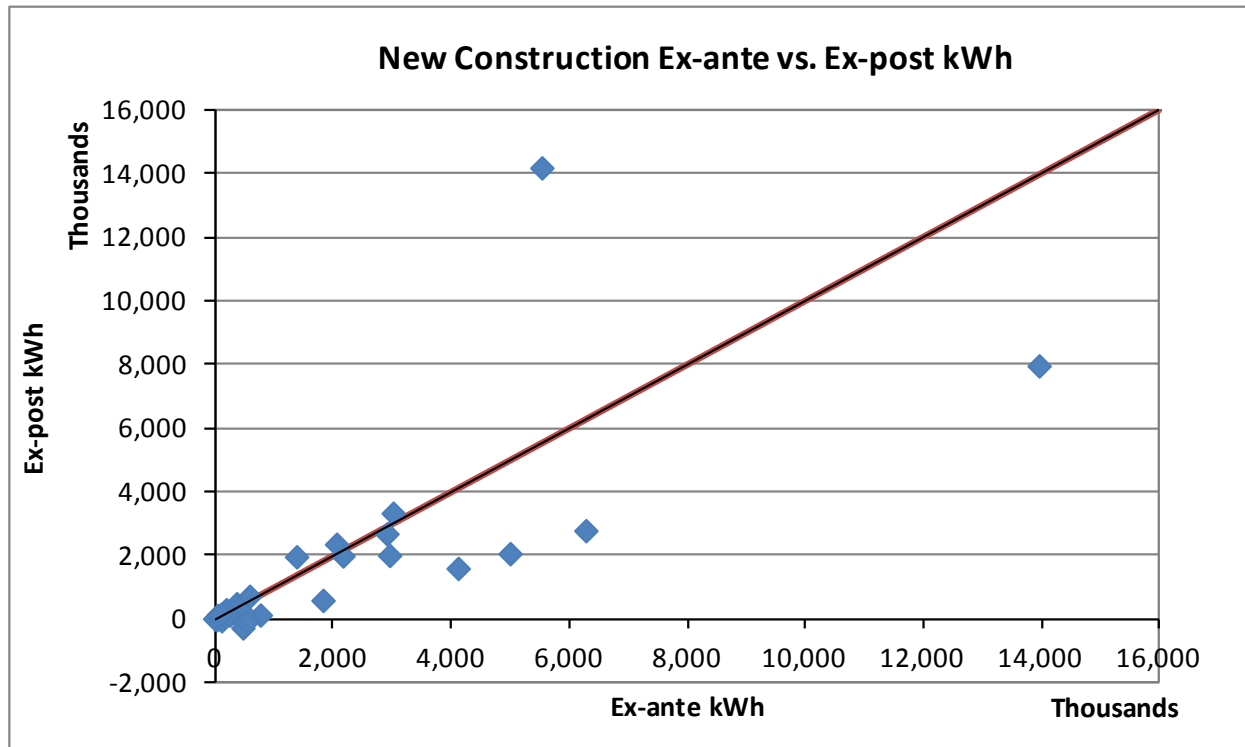
Table F-1: Summary of Statewide New Construction Program Ex-Ante and Ex-Post Savings

Site ID	Sample Stratum	Building Type*	Ex-ante Savings			Ex-post Savings			Gross Realization Rates		
			kW	kWh	Therms	kW	kWh	Therms	kW	kWh	therms
E005	1 (e)	DC	1,284.0	13,964,043	0	627.8	7,946,676	0	0.49	0.57	
E010	1 (e)	DC	718.0	6,288,204	0	316.2	2,770,111	0	0.44	0.44	
E021	4 (g)	HSP	3.5	1,389,499	352,362	273.4	1,948,950	19,726	78.11	1.40	0.06
E080	4 (e)	ECC	259.4	310,491	-1,192	18.7	234,064	-260	0.07	0.75	0.22
E085	4 (e)	OFL	83.1	194,512	4,185	45.8	283,382	1,593	0.55	1.46	0.38
E086	5 (g)	EUN	(5.7)	55,432	18,030	6.0	30,255	3,809	-1.05	0.55	0.21
E091	5 (g)	EUN	278.3	119,590	8,937	(13.0)	-58,901	13,684	-0.05	-0.49	1.53
E096	5 (g)	EPR	98.2	119,124	2,410	19.0	76,448	814	0.19	0.64	0.34
E103	5 (g)	ECC	42.1	52,617	2,078	14.4	23,032	738	0.34	0.44	0.36
F007	1 (e)	MLI	564.3	5,005,471	0	239.4	2,047,437	0	0.42	0.41	
F054	4 (e)	EPR	156.0	257,388	299	28.5	118,001	39	0.18	0.46	0.13
F056	5 (e)	GRO	33.8	183,182	6,931	39.3	218,736	3,123	1.16	1.19	0.45
F070	5 (e)	ECC	0.9	2,812	0	0.1	3,024	0	0.11	1.08	
G007	3 (g)	MLI	0.0	0	332,584	0.0	0	264,548			0.80
G013	4 (g)	ECC	0.0	0	177,939	0.0	0	252			0.00
G016	4 (g)	MLI	0.0	0	116,254	0.0	0	41,210			0.35
H002	1 (e)	RFW	482.0	3,025,412	0	715.4	3,318,002	0	1.48	1.10	
H008	1 (e)	HSP	418.8	1,837,042	-1,111	97.4	579,627	0	0.23	0.32	0.00
H032	3 (e)	OFL	0.0	373,012	21	64.1	475,010	890		1.27	42.38
H034	4 (e)	HSP	0.0	338,528	0	55.3	198,920	-10,690		0.59	
H046	5 (e)	RES	18.5	39,130	620	(2.1)	-27,474	1,982	-0.11	-0.70	3.20
H048	5 (g)	ASM	14.7	26,006	12	1.6	2,229	0	0.11	0.09	0.00
E204	1 (e)	DC	699.5	5,543,000	0	1,482.4	14,169,579	0	2.12	2.56	
E208	2 (e)	DC	559.0	2,965,150	0	216.3	1,992,182	0	0.39	0.67	
E255	5 (e) 5 (g)	ECC	26.7	45,559	213	15.7	29,978	645	0.59	0.66	3.03
F222	4 (e)	ECC	76.3	318,664	3,842	62.7	237,513	5,597	0.82	0.75	1.46
H200	1 (e) 4 (g)	LAB	399.9	2,066,519	143,653	494.6	2,343,141	112,810	1.24	1.13	0.79
E303	2 (e)	DC	278.0	2,919,097	0	(38.0)	2,670,210	0	-0.14	0.91	
E310	3 (e)	LAB	176.7	775,643	-12,202	152.6	119,659	43,322	0.86	0.15	-3.55
E320	4 (e)	RFW	33.1	205,269	0	54.9	269,839	0	1.66	1.31	
E324	4 (e)	MLI	335.1	494,220	0	53.7	176,155	0	0.16	0.36	
E334	5 (e), 5 (g)	LAB	56.4	148,086	754	34.3	84,822	-11,941	0.61	0.57	-15.84
E343	5 (e), 5 (g)	ECC	32.8	59,849	321	72.5	76,186	5,055	2.21	1.27	15.75
F322	5 (e)	OFS	3.1	10,549	0	3.3	7,892	0	1.06	0.75	
F357	2 (e)	DC	60.8	2,175,315	0	180.2	1,976,645	0	2.96	0.91	
G312	5 (g)	MLI	0.0	0	42,307	0.0	0	15,146			0.36
H308	3 (e)	OFL	95.8	481,226	-2,182	10.0	-285,478	-8,889	0.10	-0.59	4.07
H311	3 (e)	OFL	128.6	549,256	-3,464	(30.3)	-86,458	-29,631	-0.24	-0.16	8.55
H317	4 (e), 5 (g)	EPR	35.2	239,558	1,705	68.1	141,593	907	1.93	0.59	0.53
H332	5 (e), 3 (g)	MLI	15.8	50,381	227,579	102.8	103,132	120,266	6.51	2.05	0.53
E414	3 (e), 5 (g)	LAB	133.3	594,122	13,818	139.4	708,157	33,091	1.05	1.19	2.39
H401	1 (e), 5 (g)	HSP	591.9	4,125,674	-5,394	257.3	1,583,796	96,434	0.43	0.38	-17.88
H416	4 (e), 5 (g)	OFS	25.7	108,974	2,818	56.2	139,434	3,951	2.19	1.28	1.40
Total			8,213.60	57,457,606	1,434,128	5,936.00	46,645,505	728,222	0.72	0.81	0.51

* The building type column lists 2-3 letter abbreviations to describe the following building types. DEER building abbreviations were used whenever possible; however, note that some of the site building type designations do not directly apply to the physical new construction (e.g., a new pool built in a community college will have "ECC" as the building type)

ASM = Assembly; DC = Data Center; EPR = Education - Primary School; ECC = Education - Community College; EUN = Education - University; GRO = Grocery; HSP = Health/Medical - Hospital; LAB = Laboratory or Lab/office hybrid; MLI = Manufacturing - Light Industrial; OFL = Office - Large; OFS = Office - Small; RES = Multifamily building; RFW = Warehouse - Refrigerated;

Figure F-1: Comparison of Ex-Ante and Ex-Post Electric Savings for All Evaluated New Construction Projects



In order to illustrate the projects having ex-ante savings less than one GWh with greater clarity, a similar comparison is shown in Figure F-2 for smaller projects. This figure demonstrates that most of these NRNC projects have ex-post savings that fall below ex-ante savings. The number of projects with GRRs less than one dominated the NRNC sample, skewing the un-weighted overall (average) GRR downward. A few of the points in Figure F-2 have negative ex-post savings.

Figure F-2: Comparison of Ex-Ante and Ex-Post Electric Savings for New Construction Projects with Ex-Ante Savings Less than 1 GWh

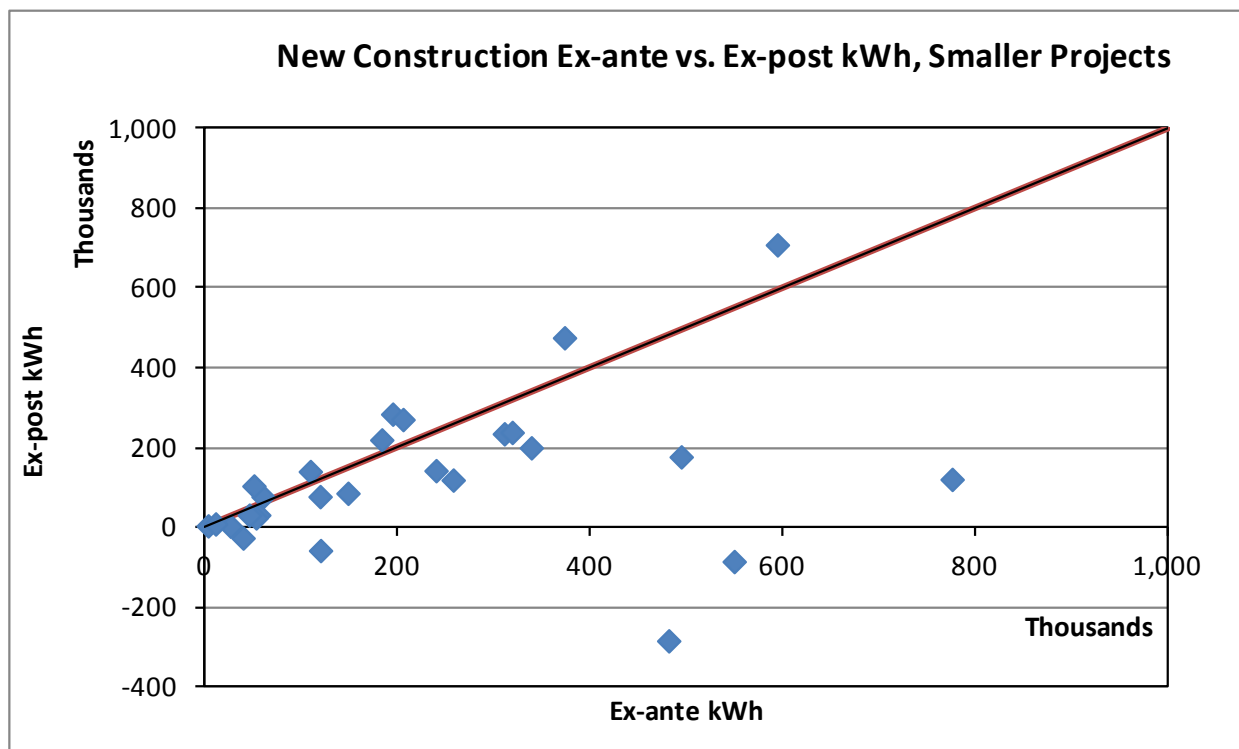


Figure F-3 presents a graphical comparison of ex-ante and ex-post peak kW savings for all 43 NRNC evaluated sites. This figure shows results similar to the previous figures for electric kWh impacts. For graphical resolution, Figure F-4 shows the ex-ante/ex-post comparison for projects that claimed ex-ante demand savings of less than 160 kW. The pattern is comparable to the kWh figures; the primary reason for discrepancies between ex-ante and ex-post kW savings is differences in operating conditions. Some examples of differences between ex-ante and ex-post operating conditions that led to kW discrepancies include differences in assumed IT load (kW) for a data center or central plant operating strategies for which peak period operating performance was not modeled accurately. A number of projects had kW GRR greater than one; the most common reason for this outcome was the use of an inappropriate calculation method in the ex-ante estimate. A number of projects were determined to have zero peak demand impacts and more than one project has a negative kW impact. These projects contributed to the un-weighted average GRR being less than one.

Figure F-3: Comparison of Ex-Ante and Ex-Post kW Savings for All Evaluated New Construction Projects

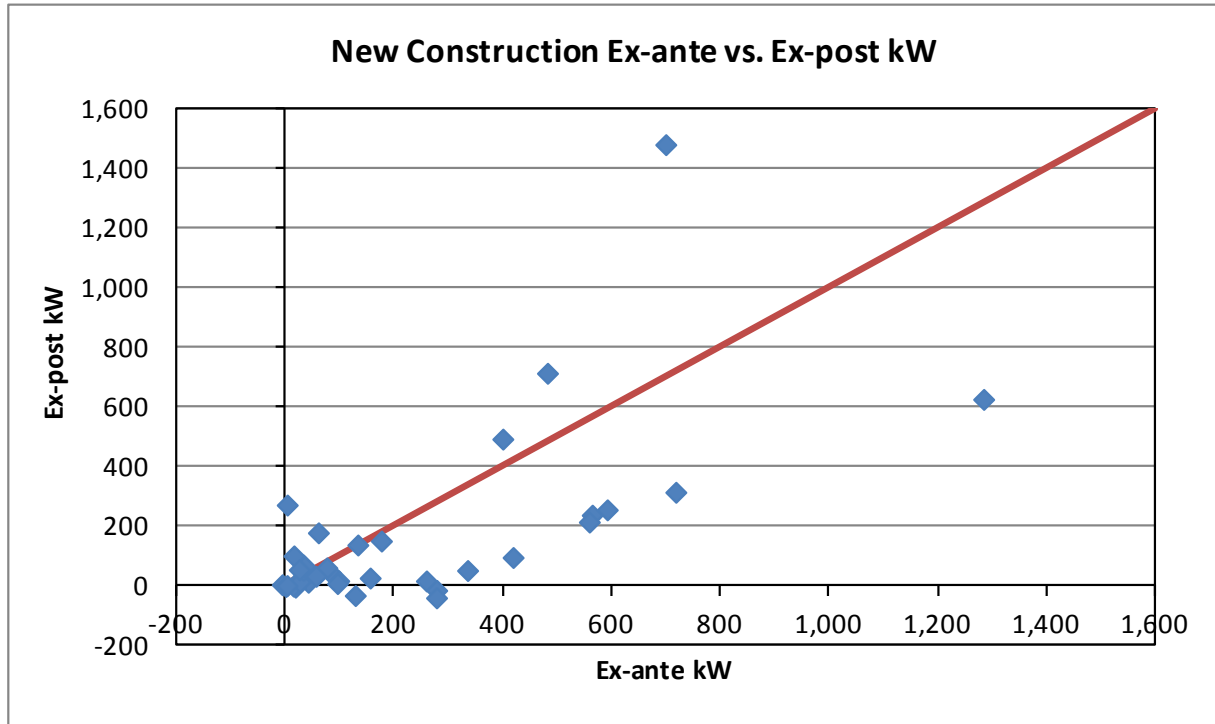
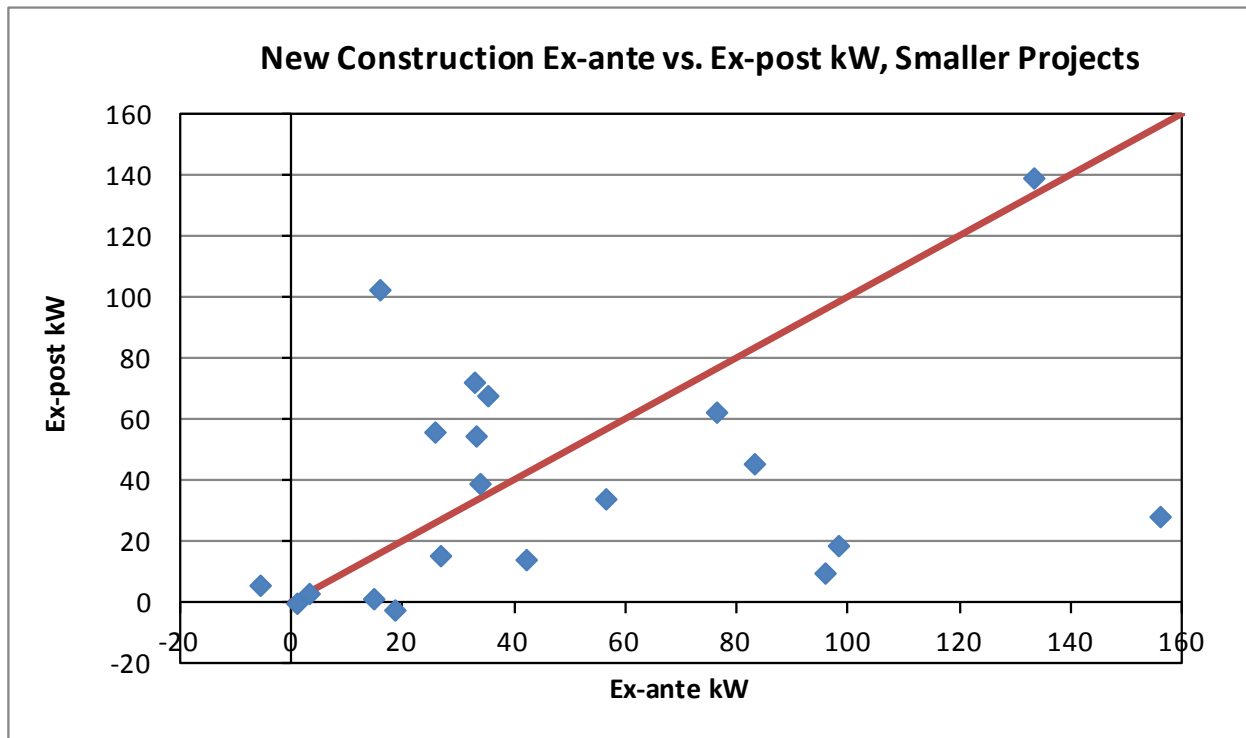


Figure F-4: Comparison of Ex-Ante and Ex-Post kW Savings for New Construction Projects with Ex-Ante kW Savings Less than 160 kW



Ex-ante and ex-post gas impacts are compared in Figure F-5. All larger projects (those having ex-ante savings greater than 20,000 therms) have GRR ratios less than one. Figure F-6 shows the same comparison but excludes the projects with ex-ante therm savings greater than 20,000 therms (and a few projects with negative ex-ante therm savings) in order to increase visual clarity. Points that lie to the left of the vertical (y) axis and above the horizontal (x) axis have negative ex-ante savings values and positive ex-post savings values.

Figure F-5: Comparison of Ex-Ante and Ex-Post Therms Savings for All New Construction Projects

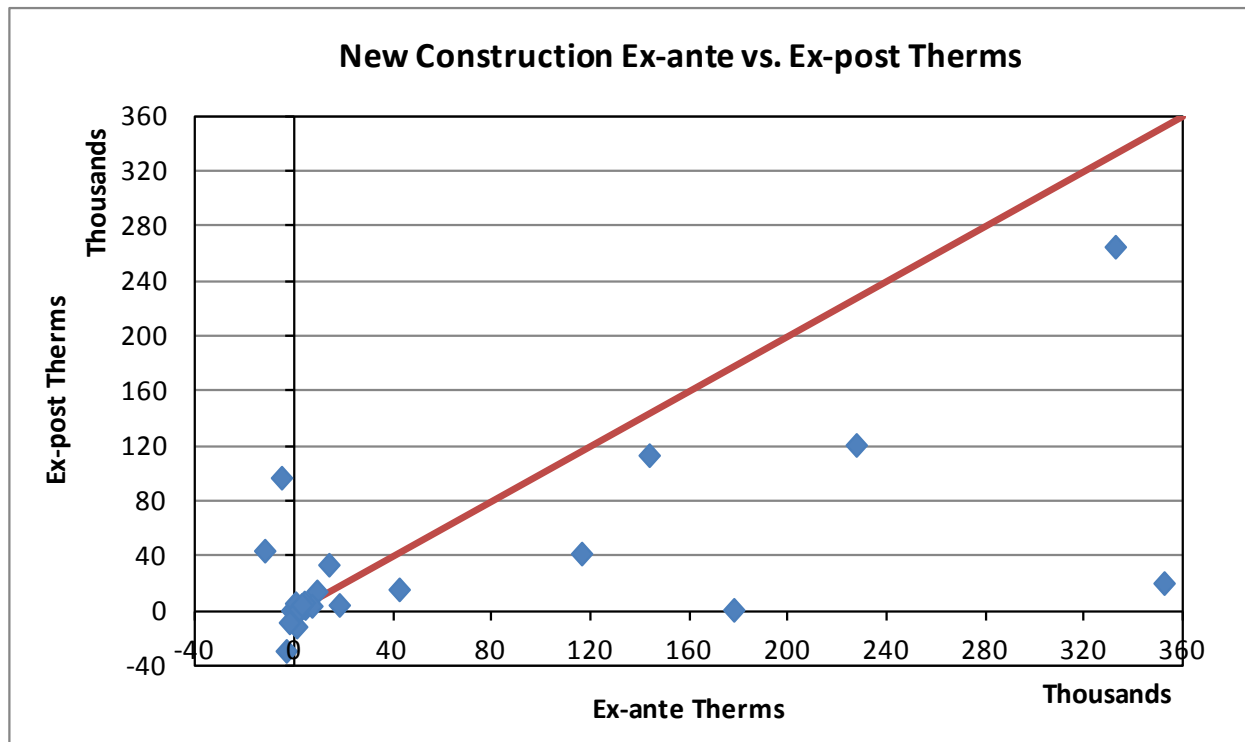


Figure F-6: Comparison of Ex-Ante and Ex-Post Therms Savings for New Construction Projects with Ex- Ante Savings Less than 20,000 therms

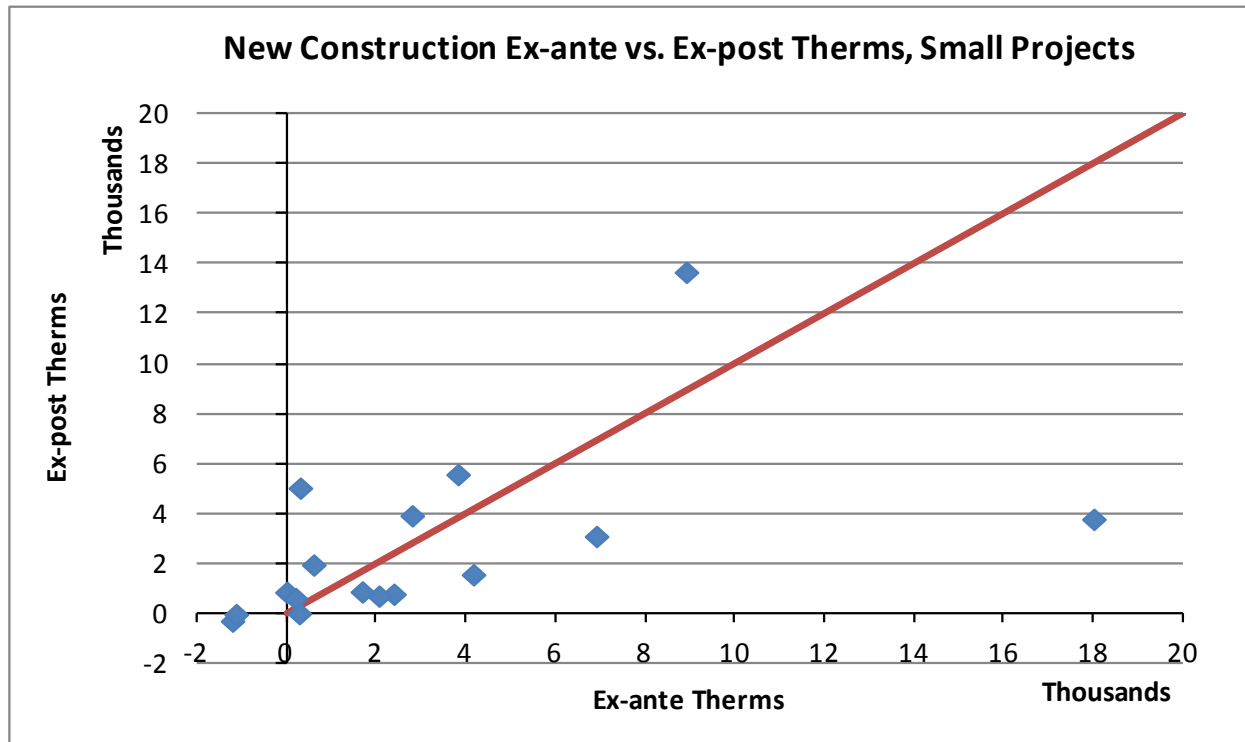
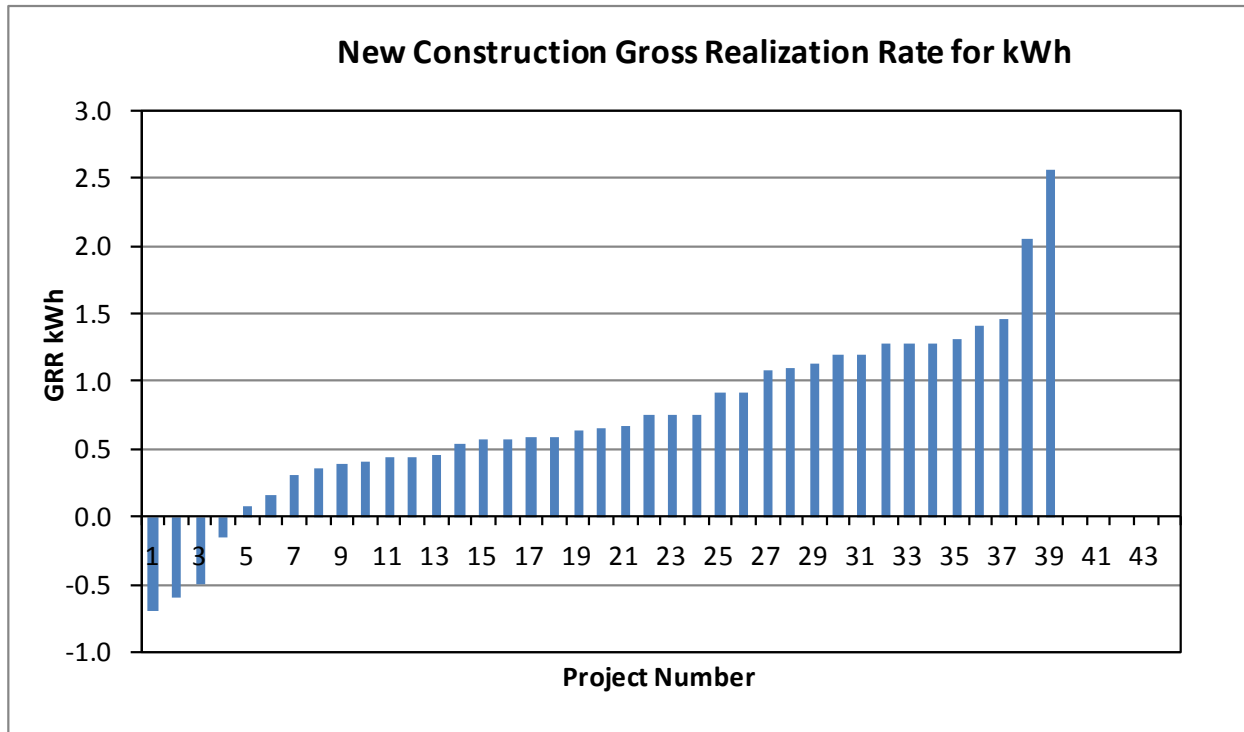
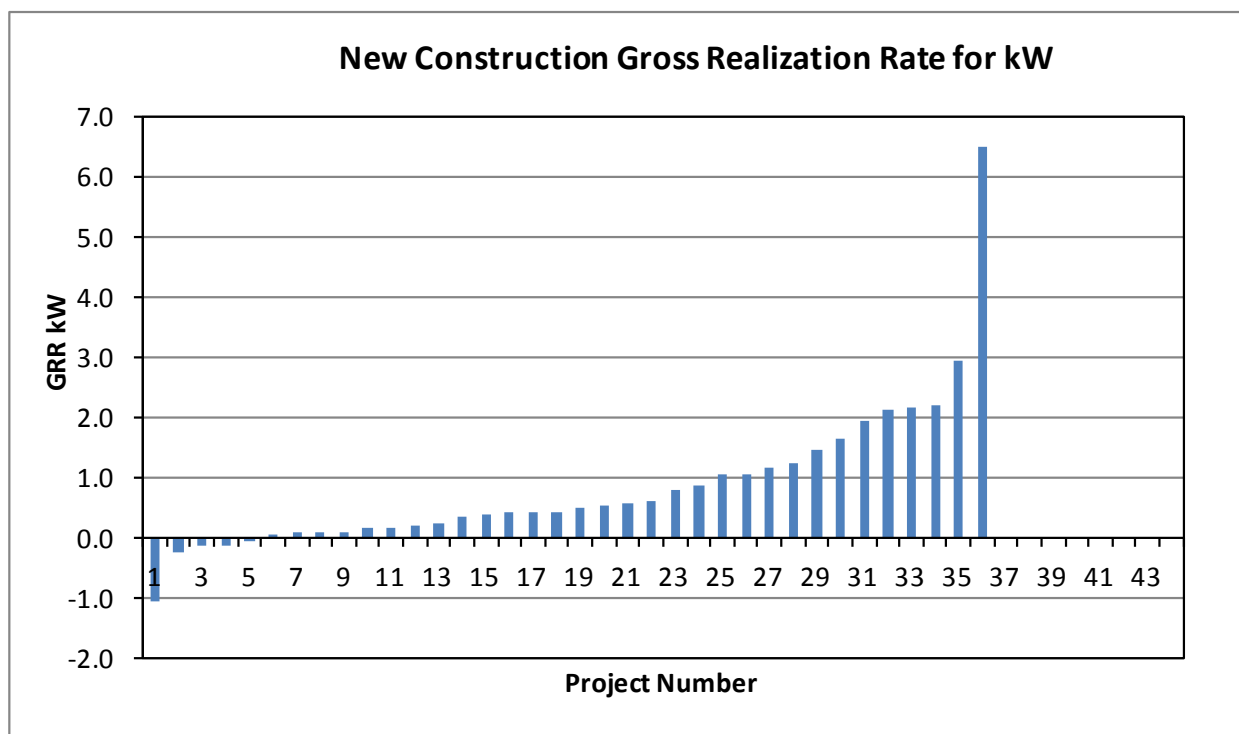


Figure F-7 shows the kWh GRR of the NRNC projects, ordered by the value of the GRR. As shown in the figure, from the thirty- nine NRNC electric projects, twenty-sites, twenty-four of projects have a GRR between 0.5 and 1.5, two of the projects have a GRR of more than 1.55, nine projects have a GRR between 0.1 and 0.5, and four projects have a negative GRR.

Figure F-7: Gross Realization Rate Distribution for kWh

A similar plot is shown in Figure F-8 for kW GRR. Similar to the kWh GRR plot, there are also four projects with a negative GRR for kW (although only two projects were associated with negative GRRs for both kWh and kW). There is one project that has a GRR that is out of the figure boundaries and is not represented in the figure; that project (E021) has a kW GRR of 78.11. For this project where ex-ante kW savings were estimated to be very low relative to kWh savings, the evaluation found a higher level of kW impacts that are more in line with the kWh impacts.

Figure F-8: New Construction Gross Realization Rate Distribution for kW

The GRR distribution for projects with gas impacts (therms) is shown in Figure F-9. The distribution of the GRR values is wider than the kWh and kW GRR values, ranging from -17.88 to 15.75; the kWh GRR ranged from -0.70 to 2.56 and the kW GRR ranged from -1.05 to 6.51 (excluding the kW GRR extreme point of 78.11). Figure F-10 presents the same GRR range as the previous figure, but limits the vertical axis to 2.00 in order to provide a closer look at those projects with less extreme GRRs. While the specific reasons for discrepancies varies by project, the largest extreme points (-17.88 for H401, 115.84 for E334, and 15.75 for E343) for the therms GRR had circumstances that exacerbated the differences between ex-ante and ex-post therm savings, leading to large absolute GRRs. In these instances, relatively low ex-ante therm savings (positive or negative) and relatively high absolute ex-post therms savings were due to discrepancies involving operating conditions, tracking discrepancies, and inappropriate baselines. Note that the gas ex-ante savings claims are small as compared to the electric ex-ante savings claims (considering the total energy Btu value), and relatively small absolute gas savings differences manifest in the high absolute therm GRRs.

Figure F-9: New Construction Gross Realization Rate Distribution for Therms

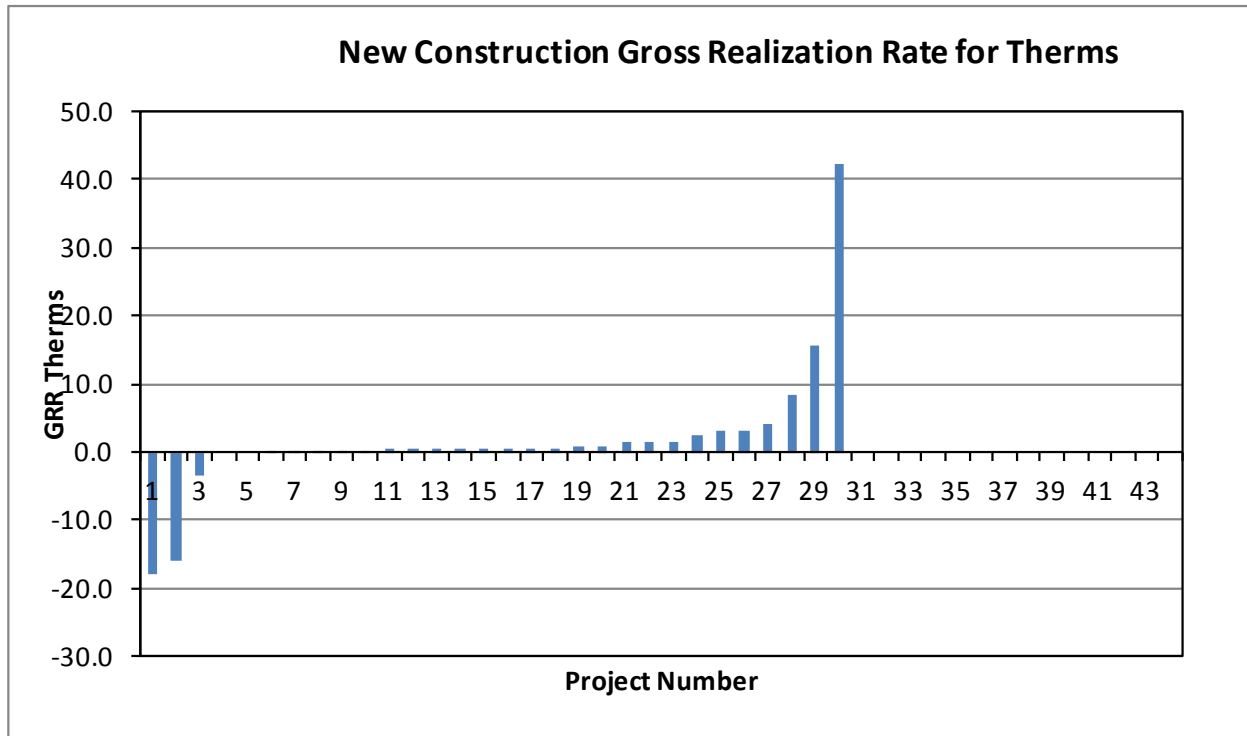
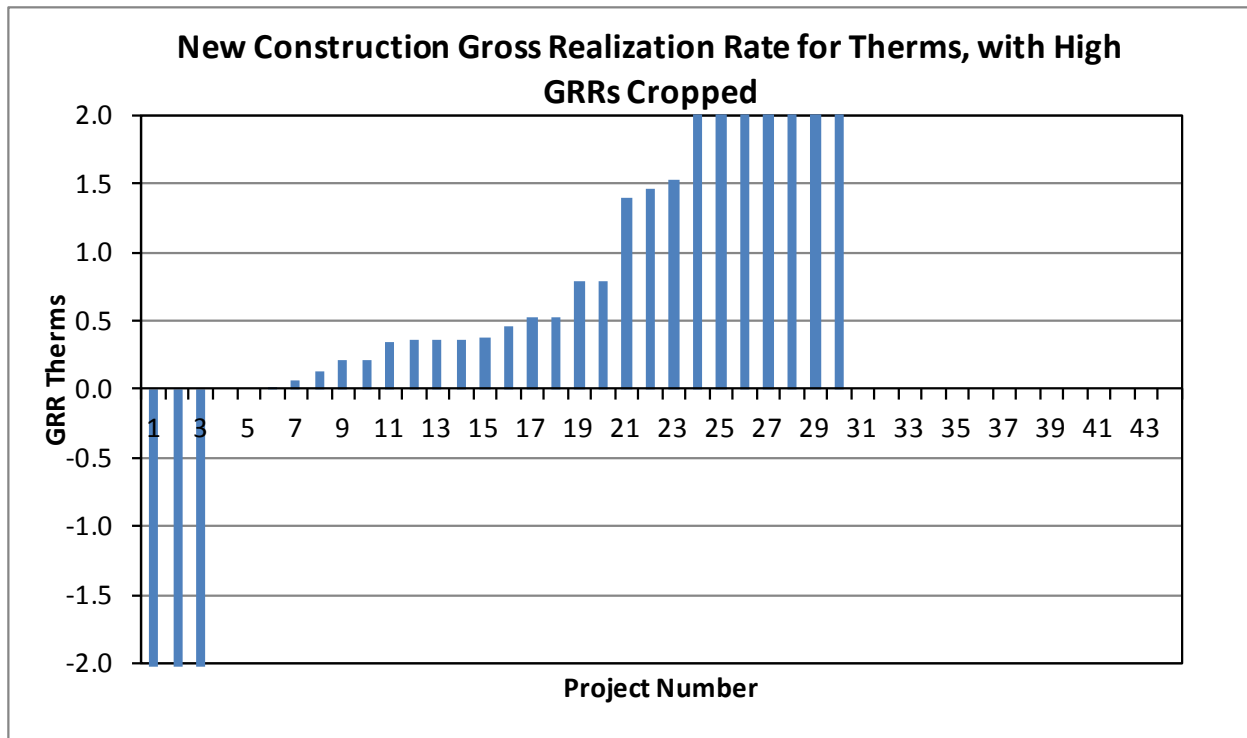


Figure F-10: New Construction Gross Realization Rate Distribution for Therms, with High GRRs Cropped



F.2.2 Factors Affecting Discrepancies between Ex-Ante and Ex-Post Savings

The evaluation team categorized discrepancies between the ex-ante and ex-post impacts into eight distinct discrepancy factor categories. We report on these discrepancies for all NRNC projects in this subsection. Later in the appendix, the NRNC projects were also categorized between Whole Building (WB) Savings by Design (WB-SBD) projects and other Systems-SBD NRNC projects in order to assess the difference in observed discrepancies between these two NRNC project categories.

Description of Discrepancy Factors

Due to the nature of some of the discrepancies observed during the evaluation, the categorization of these discrepancies into a limited set of distinct factors⁴ was sometimes problematic due to overlap. However, it was still useful to quantify the impact of each discrepancy factor on GRR in order to provide information that could help improve ex-ante estimates. This issue became especially noticeable when attempting to isolate and categorize discrepancies found for NRNC sites where ex-ante and ex-post savings estimates were calculated using modeling software (e.g., Energy-Pro). The next paragraphs describe each discrepancy factor and present examples of how discrepancies were categorized when they contained multiple factors that could not be readily isolated to quantify individual discrepancy impacts separately.

“Inappropriate baseline” discrepancies are due to incorrect model inputs by modelers or due to inappropriate baseline operation parameters created by Energy-Pro. This may be due to many factors including incorrect proposed model inputs like building type that causes Energy-Pro to assign an incorrect baseline building or equipment, or the ex-ante input for the “standard” lighting power density is overwritten instead of allowing Energy-Pro to assign the T-24 baseline. In another example, the modeler did not check to see that the cooling coil discharge air temperature reset schedule created by Energy-Pro in the baseline model was the same as that in the post model. According to the Title-24 ACM manual, the baseline and post model should use the same discharge air temperature reset schedule.

The “operating conditions” discrepancy category is chosen for discrepancies that arise from differences in building or HVAC operation between the ex-ante Energy-Pro model using assumed conditions and the ex-post model using observed operations. For example, the AHU supply fan brake horse power input value in one site’s Energy-Pro model may be 18.0 hp at the design airflow based on the AHU specifications. Site visit findings may have indicated the actual fan brake horse power was only 13.5 hp at the design airflow, due to a more efficient duct

⁴ The discrepancy factor categories are: (1) Unquantified Fuel Impacts, (2) Calculation Method, (3) Operating Conditions, (4) Equipment Specifications, (5) Inappropriate Baseline, (6) Measure Count, (7) Ineligible Measure, and (8) Tracking Data Discrepancy

design. The savings change due to the fan design brake horse power difference is counted as an operating conditions discrepancy. Another example (E005) of this type of discrepancy involved the difference between the observed information technology (IT) load and the load that was estimated in the ex-ante model. The ex-ante model assumed full design IT load while the evaluated (ex-post) model used the observed IT load (based on trend/metered data) which was less than the data center's design IT load used in the ex-ante savings estimate. In this case, the difference in IT load was a discrepancy in the operating conditions of the data center, so this discrepancy was categorized as such. Occurrences of this discrepancy that affected therms savings are similar to those that affected kWh and kW. For H332, for instance, the actual annual operating hours of the drum mixer was reduced from the ex-ante estimate of 1,600 hours to the ex-post estimate of 1,003 hours, leading to a decrease in annual gas consumption and subsequent therms savings.

The "calculation method" discrepancy factor accounts for savings differences due to different methodologies or calculation models used between the ex-ante and ex-post savings estimates. For example, one site had used the CaNCcalc modeling tool to estimate ex-ante savings; the ex-post method used eQUEST to calculate savings. This difference between modeling tools is a Calculation Method discrepancy. Another example had ex-ante annual savings estimated using a simple average motor load over the defined schedule. In the ex-post analysis, an hourly profile was developed that incorporated different motor loads reflecting on-site conditions. The differences in the calculation methods' algorithms, resolution in load profiles (e.g., hourly versus monthly), and interactive effects calculations are all examples of the calculation method discrepancy. An example of a gas-related calculation method discrepancy is cited from project G016. The ex-post calculation method used several heat flux regressions in order to estimate ex-post therms savings. The data to perform these regressions were not available in the ex-ante calculations. The discrepancy in therms savings resulting from the use of other data and models was attributed to differences between the ex-ante and ex-post calculation method.

The "equipment specifications" discrepancy factor covers savings changes due to differences between ex-ante and ex-post equipment specifications used in the building model. For example, the chiller performance at rating conditions could have been 0.65 kW per ton in the ex-ante model; however, the site inspection revealed that the chiller efficiency was actually 0.62 kW per ton at the same rating conditions. This change in the equipment specifications increases the annual savings due to the increased chiller efficiency.

The "ineligible measure" discrepancy factor covers instances where the evaluated measure was determined to be ineligible based on program rules or policy. For example, a portion of ex-ante electric savings were determined to be ineligible for a site (H008) with a cogeneration system. The program only incentivizes savings up to the magnitude of electric services provided by the IOU at any time, if the customer does not pay in to the public service (PPP) fund for the fuel

used to cogenerate electricity. Since the customer did not pay a public service surcharge on the gas purchased for its cogeneration system, electric savings derived from that gas are not eligible for program incentives. That portion of discredited ex-ante savings was categorized as an ineligible measure discrepancy. Another ineligible measure discrepancy example involved a site (G013) where the pool cover measure was determined to be ineligible under the new construction program. There were other efficiency components (efficient hot water boiler, pipe insulation, backwash system) involved in the project whose savings relied on the assigned pool cover baseline (in the ex-ante case, the baseline was “no pool cover”). The savings discrepancy associated directly with the pool cover measure was assigned to the ineligible measure category; the other savings components that had interactive savings dependent on the pool cover baseline had their savings discrepancies assigned to the inappropriate baseline category.

Discrepancies that accounted for the differences between the observed number of efficient measures and the number of efficient measures claimed by the program were categorized as “measure count discrepancies. This factor was used for measures that have a practical interpretation for quantity (e.g., VFDs, motors, boilers, pumps) as well as unit type quantities (e.g., 2,000 square feet of efficient windows, 1,500 square feet of efficient lighting).

“Tracking data discrepancies” were instances where the final ex-ante savings calculation or building model results from project documentation did not match the final claimed ex-ante savings as reported in the tracking data. These discrepancies appeared to be random administrator error and there were no systemic patterns observed.

There are other types of discrepancies, mostly related to operating conditions (non-functional or inoperable measures), program rules other than ineligibility, and calculation methods (unquantified fuel impacts). The unquantified fuel impacts discrepancy factor accounts for instances where indirect project and measure impacts were not estimated in the final ex-ante savings. This was a rare occurrence in the sampled NRNC set; the instance that occurred involved a gas saving project where fans reduced heat stratification in a warehouse. The electric penalty for using fans to move the air was not estimated in the ex-ante savings; the ex-post calculation included this penalty and attributed it toward the unquantified fuel impact discrepancy.

The issues around isolating and categorizing specific discrepancies observed in projects involving building models are illustrated in the “Issues with Ex-Ante Energy-Pro Models” subsection.

Figure F-11 shows the percentage of savings discrepancy that each discrepancy factor is responsible for in each energy metric (kWh, kW, and therms) for all the sampled NRNC projects. Figure F-12 demonstrates the number of instances each of the discrepancy factors occurred for these projects. From the overall annual ex-ante savings and the NRNC GRR values cited in

Table F-1, the discrepancies total -10,812,104 kWh; -2,278 kW; and -705,906 therms. It should also be noted that Figure F-11 indicates that the operating conditions discrepancy factor was determined to be the most impactful reason for discrepancies between the ex-post and ex-ante impact estimates for kWh and kW whereas the calculation method discrepancy factor was the primary reason for discrepancies between the ex-post and ex-ante therm savings estimates. In fact, over 62.5 percent of the total therm discrepancies were due to the calculation method factor, but the occurrence of this discrepancy was much lower than the number of operating conditions occurrences. There were no distinguishable patterns in the “calculation method” discrepancies; however, there was one relatively large discrepancy (E021 that was 77 percent of the total calculation method discrepancy (-340,565 therms of -441,256 therms)). Inappropriate baseline has a high frequency of occurrence, but has a relatively low impact on savings; there was no systematic reason for this. The projects with negative discrepancy factors (-6,044,013 kWh from 15 of 16 sites that had the inappropriate baseline discrepancy) were offset by a project with a large positive discrepancy (8,086,999 kWh from one data center site). Other notable discrepancy factors were “tracking data discrepancy” for kWh and ineligible measure for both the kWh and kW.

Figure F-11: Relative Importance of Discrepancy Factors for Savings Gap in New Construction Projects

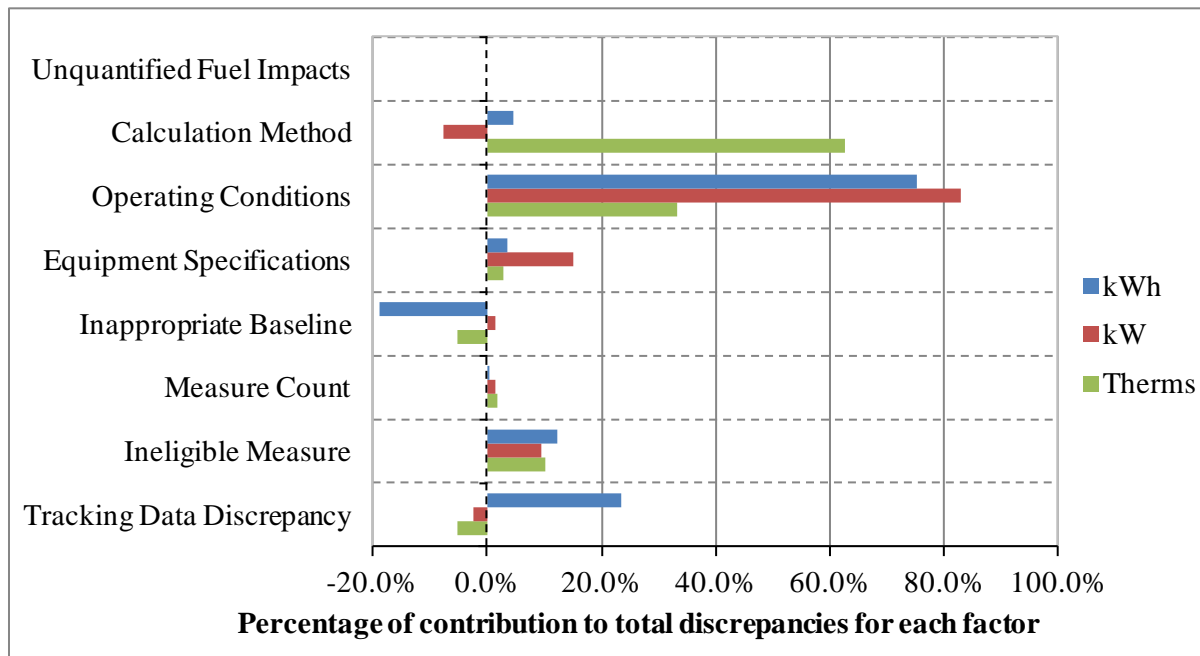
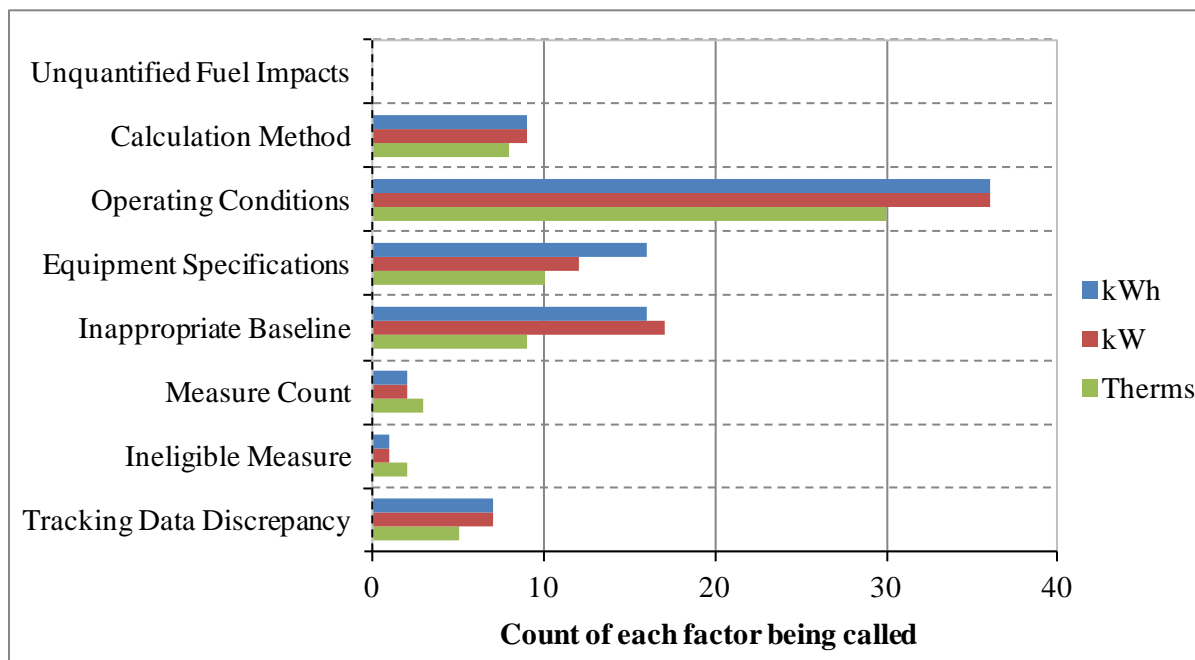


Figure F-12: Occurrence of Discrepancy Factors for the New Construction Projects

F.3 Statewide Whole Building SBD Gross Impact Findings

In this subsection, we present gross impact results for each new construction site that was incentivized under the whole building approach (WBA) and used the Energy-Pro Title-24 compliance software to estimate the savings for the ex-ante estimate. This group of sites is a subset of the overall NRNC sample. Detailed site specific results for whole building projects are presented first. Reasons for discrepancies between the ex-post and ex-ante impact estimates are discussed next. Finally, issues with ex-ante whole building modeling and recommendations on how to improve the ex-ante savings estimates for WBA projects are provided at the end of this subsection.

F.3.1 Site-Specific Gross Impact Findings for Whole Building SBD Projects

Table F-2 presents the site-specific savings for the whole building new construction projects. This table shows the ex-ante savings, ex-post savings, and gross realization rates for kWh, kW and therms. The total ex-ante savings claimed for the 25 WBA sites were 14,487,964 kWh, 3,092.9 kW and 529,779 therms; the total evaluated (ex-post) savings for these 25 project sites are 8,898,955 kWh, 1,911.2 kW and 295,617 therms. The un-weighted average gross realization rates for the WBA sites were 61 percent for kWh savings, 61 percent for kW savings and 56 percent for therms savings.

Table F-2: Summary of Statewide Savings by Design Whole Building Ex-Ante and Ex-Post Savings

Site ID	Stratum	Ex-ante Savings			Ex-post Savings			Gross Realization Rates		
		kW	kWh	Therms	kW	kWh	Therms	kW	kWh	therms
E021	4 (g)	3.5	1,389,499	352,362	273.4	1,948,950	19,726	78.11	1.40	0.06
E080	4 (e)	259.4	310,491	-1,192	18.7	234,064	-260	0.07	0.75	0.22
E085	4 (e)	83.1	194,512	4,185	45.8	283,382	1,593	0.55	1.46	0.38
E086	5 (g)	-5.7	55,432	18,030	6.0	30,255	3,809	-1.05	0.55	0.21
E091	5 (g)	278.3	119,590	8,937	-13.0	-58,901	13,684	-0.05	-0.49	1.53
E096	5 (g)	98.2	119,124	2,410	19.0	76,448	814	0.19	0.64	0.34
E103	5 (g)	42.1	52,617	2,078	14.4	23,032	738	0.34	0.44	0.36
F054	4 (e)	156.0	257,388	299	28.5	118,001	39	0.18	0.46	0.13
H008	1 (e)	418.8	1,837,042	-1,111	97.4	579,627	0	0.23	0.32	0.00
H032	3 (e)	0.0	373,012	21	64.1	475,010	890		1.27	42.38
H034	4 (e)	0.0	338,528	0	55.3	198,920	-10,690		0.59	
H046	5 (e)	18.5	39,130	620	-2.1	-27,474	1,982	-0.11	-0.70	3.20
H048	5 (g)	14.7	26,006	12	1.6	2,229	0	0.11	0.09	0.00
E255	5 (e) 5 (g)	26.7	45,559	213	15.7	29,978	645	0.59	0.66	3.03
F222	4 (e)	76.3	318,664	3,842	62.7	237,513	5,597	0.82	0.75	1.46
H200	1 (e) 4 (g)	399.9	2,066,519	143,653	494.6	2,343,141	112,810	1.24	1.13	0.79
E310	3 (e)	176.7	775,643	-12,202	152.6	119,659	43,322	0.86	0.15	-3.55
E343	5 (e), 5 (g)	32.8	59,849	321	72.5	76,186	5,055	2.21	1.27	15.75
F322	5 (e)	3.1	10,549	0	3.3	7,892	0	1.06	0.75	
H308	3 (e)	95.8	481,226	-2,182	10.0	-285,478	-8,889	0.10	-0.59	4.07
H311	3 (e)	128.6	549,256	-3,464	-30.3	-86,458	-29,631	-0.24	-0.16	8.55
H317	4 (e), 5 (g)	35.2	239,558	1,705	68.1	141,593	907	1.93	0.59	0.53
E414	3 (e), 5 (g)	133.3	594,122	13,818	139.4	708,157	33,091	1.05	1.19	2.39
H401	1 (e), 5 (g)	591.9	4,125,674	-5,394	257.3	1,583,796	96,434	0.43	0.38	-17.88
H416	4 (e), 5 (g)	25.7	108,974	2,818	56.2	139,434	3,951	2.19	1.28	1.40
Total		3,092.9	14,487,964	529,779	1,911.2	8,898,955	295,617	0.62	0.61	0.56

Of the 25 whole building new construction projects, 10 of the projects involved commercial office buildings while the other 15 projects were distributed relatively evenly across college buildings (3), primary schools (3), labs (3), healthcare facilities (4), and religion/multifamily buildings (2). The office building projects exhibited a range of kWh, kW, and therms GRR values similar to the overall NRNC GRR pattern where the distribution of the therms GRR values was wider than the distribution of kWh and kW GRR values. In the instance of office building projects, the kWh GRRs ranged from -0.16 to 1.46, kW GRRs ranged from -0.24 to 2.21, and therms GRRs ranged from -3.55 to 15.75. No other meaningful patterns were observed, or the number of sample points for the building type was too small to carry significance in determining a meaningful pattern.

Figure F-13 provides a graphical comparison of ex-ante and ex-post kWh savings. The diagonal line in the graph represents a unity GRR (i.e., ex-ante and ex-post savings are equivalent and GRR is equal to 1). Points below the line represent sites where ex-post savings are lower than ex-ante savings; points above the line represent sites where ex-post savings are higher than ex-ante savings. This figure demonstrates that most of the whole building projects have ex-post savings that fall below ex-ante savings. However, there are a number of small-sized projects with GRR values greater than unity. A few of these whole building projects have negative ex-post savings.

Figure F-13: Comparison of Whole Building SBD Ex-Ante and Ex-Post Electric Savings

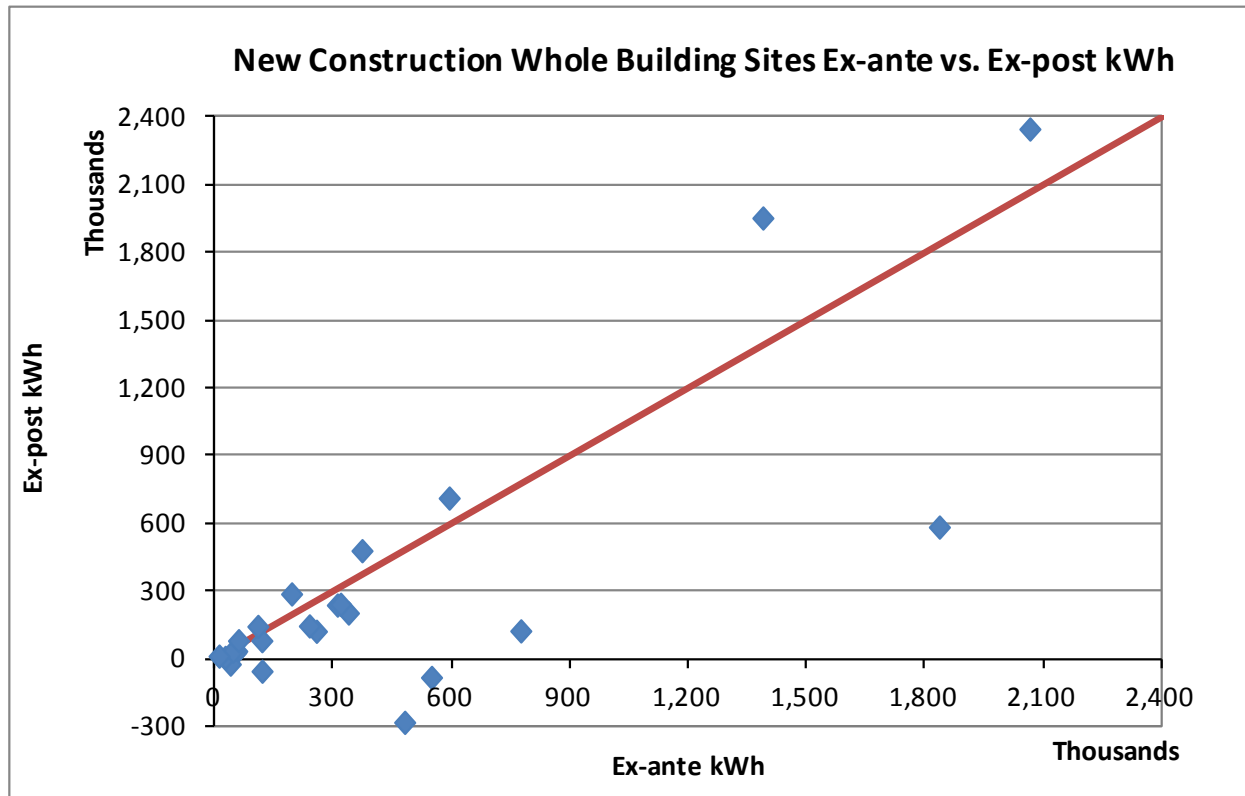
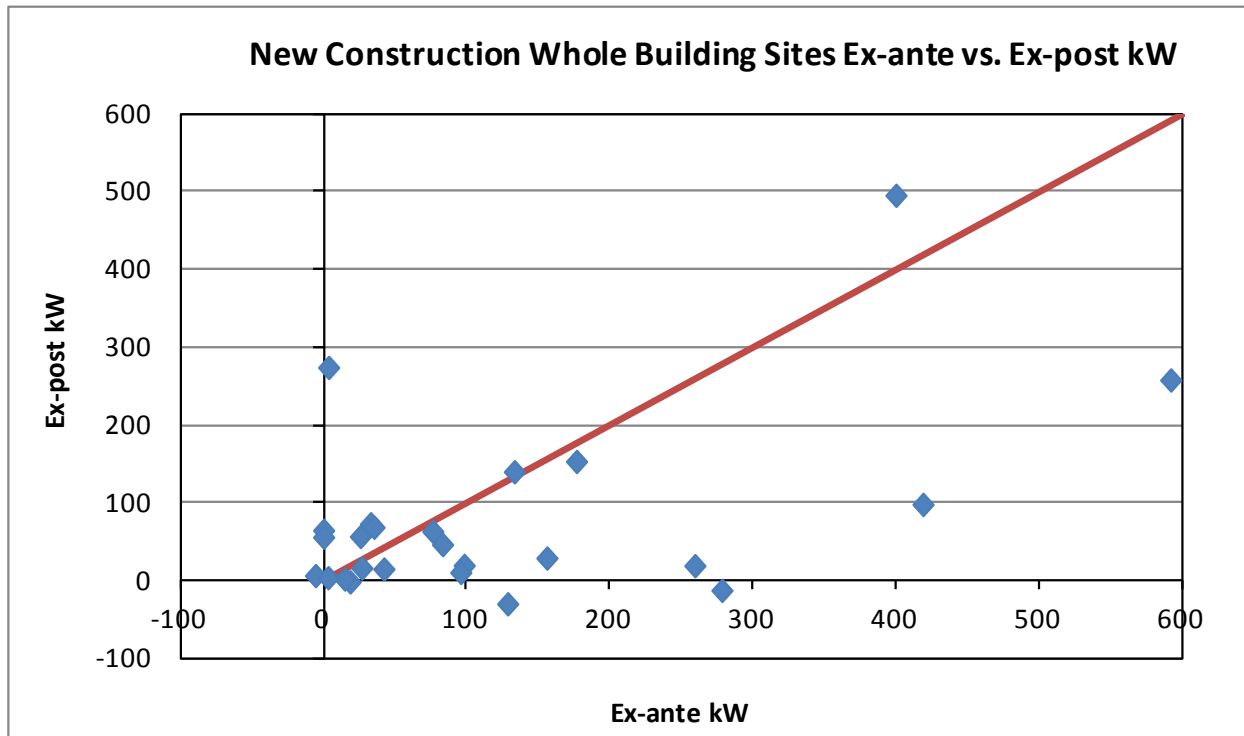


Figure F-14 shows results similar to the previous figures for electric kW impacts. Similar to the kWh results, most of the ex-post kW savings were lower than ex-ante kW estimates. A number of projects were determined to have zero peak-demand impacts and one project has a negative kW impact.

Figure F-14: Comparison of Whole Building SBD Ex-Ante and Ex-Post kW Savings



The Whole Building therm impacts are presented in Figure F-15. Most of the ex-post therm savings are lower than the ex-ante therm estimates. A few projects with negative ex-ante savings were determined to have positive savings in the ex-post analysis.

Figure F-15: Comparison of Whole Building SBD Ex-Ante and Ex-Post Therm Savings

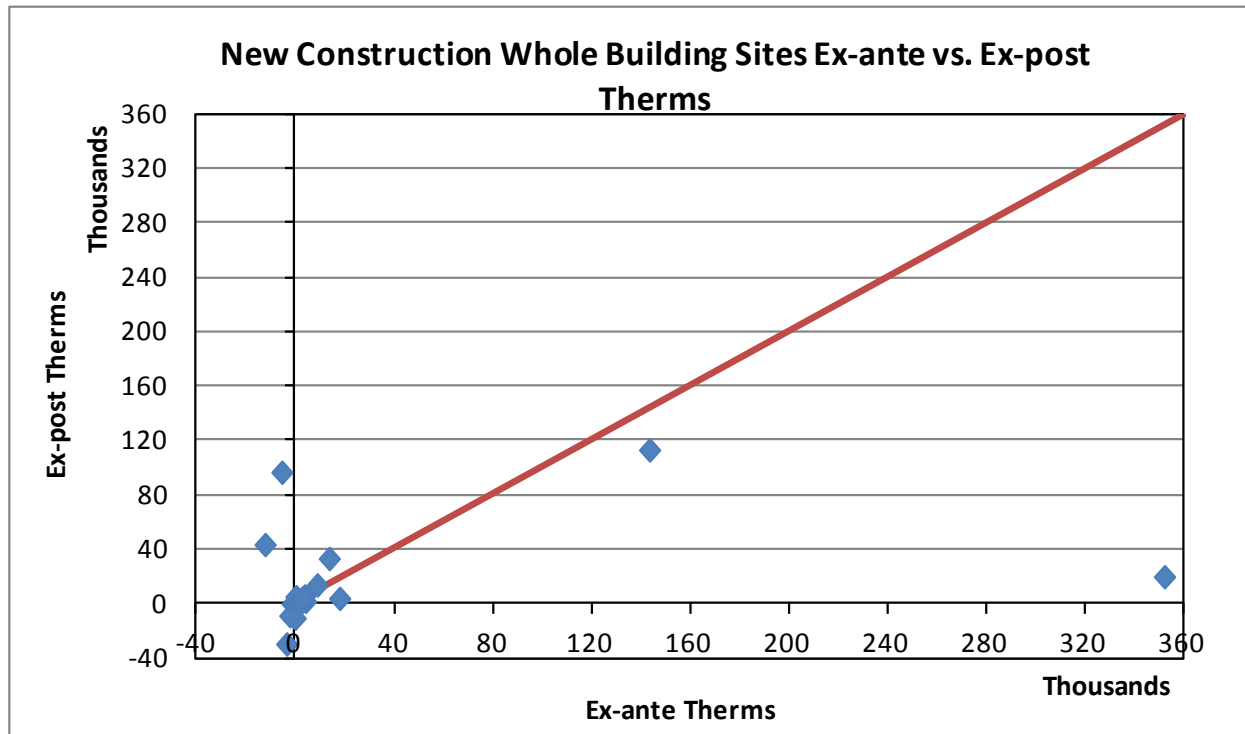
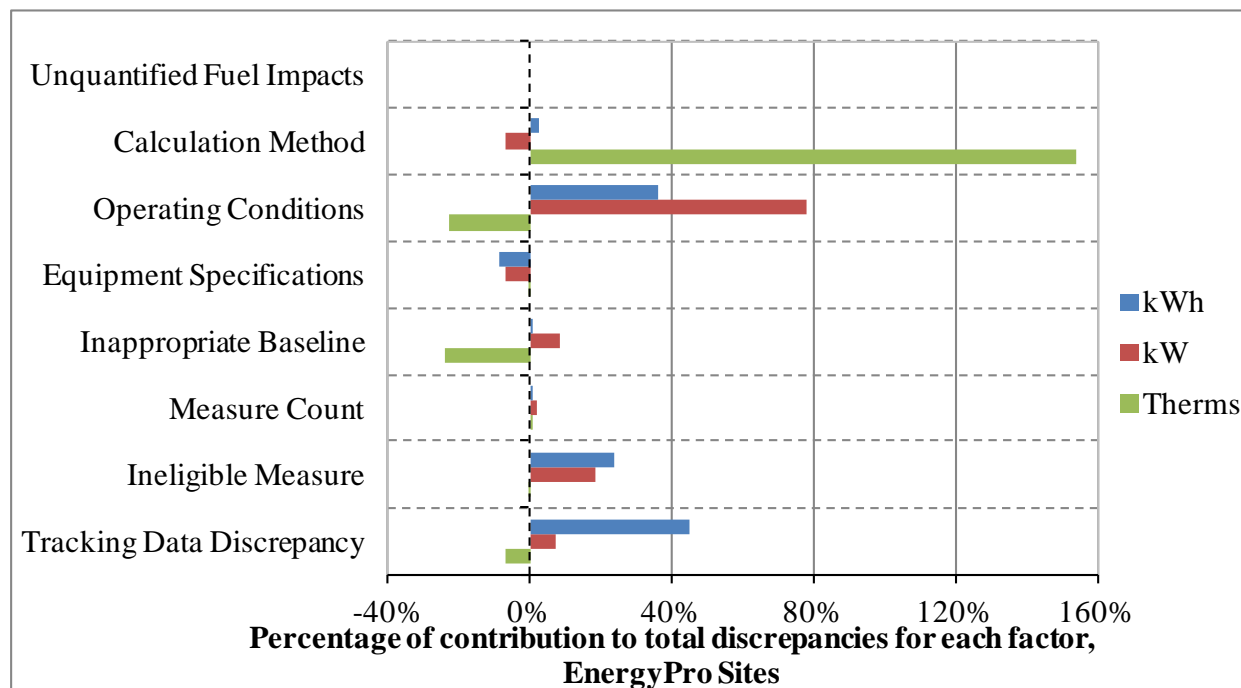


Figure F-16: Relative Importance of Discrepancy Factors for Savings Gap in Whole Building Projects



Across fuels, the four main reasons for the discrepancies observed in the SBD whole building sample sites were calculation method, inappropriate baseline, tracking data discrepancy and operating conditions. The first two discrepancy factors, calculation method and inappropriate baseline, were tied to issues with the ex-ante use of Energy-Pro models. The operating conditions discrepancy arose from the difference that was observed between the ex-ante and the ex-post building operations. The tracking data discrepancy factor resulted from differences between the reported ex-ante savings numbers and the savings numbers that were calculated from the IOU-submitted Energy Pro models.

F.3.3 Issues and Recommendations Related to Whole Building Modeling

In California, Energy-Pro is a state-approved energy simulation tool particularly used to demonstrate performance compliance for new buildings. This tool follows the Title-24 *Alternative Calculation Method (ACM) Manual* to determine the energy consumption, in units of TDV energy, of the standard and proposed models. This tool has also been widely used by the IOUs to simulate energy savings of projects under SBD programs and customized new construction programs. SBD programs use Title-24 (T-24), Title-20 (T-20), or industry standard practice (ISP) as a reference to determine energy savings. If the time determined value (TDV) savings percentage is higher than a predefined threshold (e.g., 10 percent), the building/project is eligible for incentives and Energy-Pro outputs estimates of building energy savings and the corresponding incentives compared to the Title-24 reference building in a special “Savings by

Design” report. The ACM Manual clearly documents the modeling rules for standard and proposed design to demonstrate compliance with Title-24. However, there is no official document (e.g., SBD Program Manual) to articulate the modeling rules for standard and proposed design to estimate ex-ante energy savings. This limitation has led to inconsistencies in the interpretation of the ACM among different program implementers.

In Energy-Pro, two calculation modules are related to the NRNC program: (1) NR T-24 Performance and (2) NR Performance. Both modules create standard and proposed building description files and estimate annual building energy performance using the DOE-2.1E building energy simulation program. However, there are distinct differences between these two modules that have been ignored or misunderstood by some NRNC program sponsors and administrators. This problem has contributed significantly to the inaccuracy of energy savings estimates for this program. In addition, neither of the standard building models created by the two modules is appropriate for use as the *baseline* model for the SBD NRNC program. The NR T-24 Performance module uses T-24 standard schedules in both the baseline and post-retrofit models while the NR Performance module uses the current year as the run period and as-built mechanical systems in the baseline model. As proposed in this section: as-built design schedules should be used in *both* the baseline and post-retrofit models; the baseline mechanical systems should be specified in accordance with the Title-24 ACM manual; and the run period should be the calendar year 1991 (to be consistent with the defined DEER peak periods which use standardized CTZ weather data and the 1991 reference year). The misinterpretation and misuse of these two modules has contributed to significant inconsistencies between program implementation and final claimed ex-ante savings.

A number of issues were observed during the evaluation of the whole building Energy-Pro sites that had noteworthy impacts on the projects’ GRR values. The majority of the discrepancies shown in Figure F-16 were due to issues related to the ex-ante Energy-Pro model and to issues tied to sub-optimal operations of equipment in evaluated buildings. The discrepancies presented in the figures above are associated with both Energy-Pro modeling issues and non-Energy-Pro issues, but it is not possible to associate each discrepancy with its source (Energy-Pro or non-Energy-Pro) because the Energy-Pro issues sometimes lead to a combination of the generalized discrepancies. The Energy-Pro issues cannot be efficiently isolated to quantify their effects on individual the discrepancy factors’ contributions to the overall GRR because of intrinsic interactions in the Energy-Pro software. Isolating the interactive effects requires very time-consuming examinations and revisions to the standard and proposed building input files (.inp files) and the subsequent standalone DOE2 engine model runs (i.e., the standard and proposed models must be run outside of the Energy-Pro program, using a command prompt interface). These specific limitations will be discussed under each Energy-Pro issue and subsequent recommendation, which are presented next.

Issue #1: Whole Building Ex-Ante Model Schedules Do Not Match As-Built Design Schedule

For all the whole building sites with energy savings simulated with Energy-Pro, the ex-ante annual energy savings were determined based on standard T-24 schedules instead of the building's as-designed designed schedules. "As-designed" schedules are based on full design occupancy and typical planned building schedules. As-designed is different from the "standard" or "reference" T-24 schedules that this issue describes. The as-designed schedules are also different from the "as-built" schedules, which are observed once the building is completed and occupied, and "as-evaluated" schedules which are collected during evaluation and used for calibration purposes.

The difference in building schedules can have a significant impact on the ex-ante savings, especially for seasonal buildings such as schools and recreation centers where as-built design schedules can typically have larger variations, compared to T-24 schedules, than other high occupancy buildings like hospitals or large office buildings. An example of this discrepancy's impact on an individual site GRR is presented for site H317. The final ex-ante model and subsequent claimed ex-ante savings were based on the NR T-24 Performance run which uses default T-24 daytime schedules, assigned automatically by the Energy-Pro software. According to these T-24 schedules, the HVAC fans operate from 6 A.M. to 8 P.M. Monday through Friday and do not account for spring/summer/winter breaks. These schedules show equipment operation at around 4,108 hours per year. The actual "occupied" schedule that the HVAC fans operate is 6 A.M. to 6 P.M., Monday through Friday for offices, and 7 A.M. to 4 P.M., Monday through Friday for classrooms. The actual schedule also accounts for break periods where the HVAC fans had reduced operating schedules. The actual annual operating schedule was estimated to be only 1,800 annual hours for the classrooms and 2,500 annual hours for the offices. The adjustment from the original model (that used the NR T-24 Performance module) to the revised model (using the NR Performance module and actual schedules) changed the annual kWh savings estimated by Energy-Pro from 285,686 kWh to 45,923 kWh.⁵ Because the standard T-24 schedules and the as-designed schedules differ between each sampled building, a conclusive quantifiable impact or pattern cannot be associated with this issue. This schedule matching issue is assigned directly to the operating conditions discrepancy factor because equipment and occupancy schedules directly affect the operating conditions of the building model.

⁵ Adjusting the model to use the NR Performance module instead of the NR T-24 Performance module is a necessary step in order to adjust the building schedules to actual conditions. However, the schedule change could not be isolated completely from other factors because when the modeler changes from NR T-24 Performance (compliance module) to NR Performance (non-compliance module) several other inputs for the "standard" base case model (equipment and thermostat set points, artificial loads, and run period) are automatically changed by the EnergyPro software. An isolated comparison to quantify the difference in savings due to a change in schedules from the T-24 schedules to actual schedules must be performed outside of EnergyPro; this task requires significant effort that was not within the planned scope of the evaluation.

Recommendation: Use As-Designed or As-Built Schedules

Generally speaking, the annual TDV energy use should be simulated using standard T-24 schedules to determine the *percentage of annual energy use below Title-24 and subsequent program eligibility*. After eligibility is determined, the annual energy savings should be simulated using as-designed schedules to estimate the ex-ante savings. When using Energy-Pro, this adjustment means the NR T-24 Performance module should first be selected to develop the baseline model and conditions (e.g., baseline equipment types, equipment controls, equipment efficiencies, etc.), and to determine the eligibility of the building. A final adjustment using “as-built” schedules is required. Thus, the as-designed schedules are reflected both in the baseline and in the proposed conditions and savings are attributed only to the equipment/building design enhancements. The post-retrofit TDV energy should be lower than the baseline TDV energy by a pre-determined percentage (e.g., 10 percent) to be eligible for SBD incentives. If the project/building is eligible for incentives, the next step is to switch the Energy-Pro module from NR T-24 Performance to NR Performance in order to perform the ex-ante pre-installation savings estimation. At this point, as-designed schedules would need to be manually entered into Energy-Pro, and these schedules would be applied to both the baseline and post-retrofit models for the ex-ante savings estimation. Thus, the as-designed schedules are reflected in the baseline and proposed conditions and savings are attributed only to the equipment/building design enhancements. When the building construction is complete and the project is ready for the post-installation visit, the inspector would verify that the as-built schedules are consistent with as-designed schedules. If not, further adjustments should be made to the manually entered schedules in the post model; these adjustments will also be automatically applied to the baseline model. The revised ex-ante Energy-Pro models are then re-simulated to true-up the ex-ante savings estimation based on a post-construction inspection.

The recommended modeling process detailed above is a manual, labor intensive process and can be very tedious at times. If the IOUs desire to continue to use Energy-Pro in the future for energy savings estimation (as opposed to T24 compliance), we suggest the IOUs explore modifications to the Energy-Pro software tool in order to automate the recommended modeling process and automatically generate energy savings on an 8760 hour basis.

Issue #2: Ex-Ante Models are not Calibrated to Interval Data and Physical As-Built Conditions

The ex-ante Energy-Pro models reviewed in the evaluation were not calibrated to utility billing data or end use metered data. Additionally, some ex-ante models were not trued up (i.e., “physical calibration”) to reflect actual as-built equipment specifications, sequencing, and controls. None of the whole building sites using energy simulation models explicitly indicated that the ex-ante model was calibrated. Non-calibrated building models typically do not provide the most accurate estimates of building energy usage (and thus ex-ante savings estimates)

because the models have been built to design conditions, and newly constructed buildings will likely take an extended period of time (e.g., several months to several years) to become fully occupied and utilized at design conditions. Further, calibration can lead to model enhancements that were not previously evident. For these reasons, IOUs should selectively consider calibration where data exist and uncertainty regarding model specifications or forecast savings exist.

Table F-3 and Table F-4 show the results of eight evaluated WB sites that had building models calibrated to utility data or other end-use data during the ex-post analysis.⁶ The net impact of model calibration for these eight example sites was negative; the non-calibrated ex-post models based on as-observed operating conditions totaled 4,379,389 kWh, 819 kW, and 440,497 therms of savings, with non-calibrated GRR of 0.30, 0.26, and 0.83 for kWh, kW, and therms, respectively. The calibrated ex-post models totaled 2,263,122 kWh, 459 kW, and 28,809 therms in savings, dropping the calibrated GRR down to 0.16, 0.15, and 0.05 for kWh, kW, and therms, respectively. While the overall calibrated GRR values were less than the non-calibrated GRR values, there were no distinguishable patterns among the individual sites that would succinctly explain the drop in overall GRR for these calibrated ex-post results. Note that this comparison of calibrated and non-calibrated results incorporates, and is dependent on, the unique circumstances around every new construction building, where factors like initial start-up, commissioning, rate of tenant occupancy increase, and building/facility operator experience can strongly affect the observed building energy usage utilized in the ex-post model calibration. These observations cannot be confidently extended to the entire sample, but the sample raises the question of how annual ex-ante savings should be estimated for new construction projects. A general conclusion that could be made from this partial observation is that using as-built or as-observed schedules and assuming steady-state operation during evaluation can result in non-trivial differences between ex-ante and ex-post savings results, regardless of whether the model was calibrated to end-use or billing data. Assessing the impact of these scenarios on realized savings was not within the scope of this study.

⁶ The calibration of these particular sites were documented in a way that isolated the calibration discrepancy from other discrepancies; however, the calibration iteration is based on the revised ex-post model and not the original ex-ante model so its quantified discrepancy has inherent interactive components due to other revisions to the ex-ante model.

Table F-3: Non-Calibrated vs. Calibrated Ex-Post Results for Sample of WB-SBD Sites

Site ID	Ex-Ante Savings			Non-Calibrated Ex-Post Savings			Calibrated Ex-Post Savings		
	kW	kWh	Therms	kW	kWh	Therms	kW	kWh	Therms
E085	83.1	194,512	4,185	33.9	180,527	20,075	45.8	283,382	1,593
E086	-5.7	55,432	18,030	-1.0	67,066	28,852	-1.0	57,767	27,723
E096	98.2	119,124	2,410	9.3	47,174	760	16.4	85,894	1,025
H034	0	338,528	0	86.1	318,796	12,161	70.0	286,189	5,344
H308	95.8	481,226	-2,182	70.4	215,695	-2,230	10.0	-285,478	-109,644
H317	35.2	239,558	1,705	-7.6	31,367	1,430	13.9	82,538	1,581
H401	591.9	4,125,674	-5,394	579.5	3,302,943	374,065	257.3	1,583,796	96,434
H416	25.7	108,974	2,818	48.2	215,822	5,384	46.7	169,036	4,754
Totals	924.2	5,663,028	21,572	818.8	4,379,389	440,497	459.1	2,263,122	28,809

Table F-4: Comparison of Non-Calibrated and Calibrated GRR for Sample of WB-SBD Sites

Site ID	Non-Calibrated Ex-Post GRR			Calibrated Ex-Post GRR			Difference Between Calibrated and Non-Calibrated GRR		
	kW	kWh	Therms	kW	kWh	Therms	kW	kWh	Therms
E085	0.41	0.93	4.80	0.55	1.46	0.38	0.14	0.53	-4.42
E086	0.18	1.21	1.60	0.18	1.04	1.54	0.00	-0.17	-0.06
E096	0.09	0.40	0.32	0.17	0.72	0.43	0.07	0.33	0.11
H034		0.94			0.85			-0.10	
H308	0.74	0.45	1.02	0.10	-0.59	50.26	-0.63	-1.04	49.24
H317	-0.22	0.13	0.84	0.39	0.34	0.93	0.61	0.21	0.09
H401	0.98	0.80	-69.35	0.43	0.38	-17.88	-0.54	-0.42	51.47
H416	1.88	1.98	1.91	1.82	1.55	1.69	-0.06	-0.43	-0.22
Totals	0.26	0.30	0.83	0.15	0.16	0.05	-0.12	-0.15	-0.78

The evaluation team believes that NRNC WB-SBD ex-ante models are typically left uncalibrated because implementers and IOUs are limited by the amount of consumption data that is available after a newly constructed building is opened and occupied. However, the evaluation team also believes there is room for improvement regarding the true-up of the ex-ante model's equipment specifications, sequences, and controls to the as-built conditions observed during the verification site visit. The system configuration modeled in the building simulation does not always match the as-observed system configuration found by the evaluator during the site visit. For example, the ex-ante proposed model of one site indicated that the building is conditioned by an air-cooled chiller, whereas the site visit determined that this building is actually conditioned

by DX split units. For another site, the heating water pump VFD measure was mistakenly verified by the IOU reviewer as having been installed, while the evaluators during the site visit determined that the VFD was not installed. As a final example, one project claimed that chilled water and hot water pump VFDs were installed and operating correctly; the evaluator site visit determined that the VFDs were installed but were being by-passed (i.e., the pumps were running at full speed) by the building operator. These discrepancies in the modeled system configuration have negative implications for the site's GRR.

Recommendation: Require Title-24 Acceptance Test Submittal & Site Visits to Verify Key ECMs and Revise Model to Physical “As-Built” Conditions

NRNC whole building projects are inherently unique because they do not involve any sort of pre-implementation “verification”. Furthermore, building plans are often used by technical reviewers to “verify” installation of particular ECMs (e.g., efficient HVAC components, high performance glazing or insulation, lighting controls). The importance of visual verification is considered less important for NRNC projects compared to retrofit or RCx projects, largely because the building is new and building plans are readily available - there is less perceived risk for discrepancy. However, based on the examples provided above, this form of verification is not adequate; IOUs should be required to perform on-site visits to visually verify that the proposed ECMs have been installed and are operating as intended and as simulated in the building model.

It is also recommended that the program administrator should make it mandatory for program participants to submit a Title-24 Acceptance Test Report before being paid an incentive. Title-24 acceptance tests involve inspection checks and performance tests to determine whether specific building systems conform to the criteria set forth in the standards and to the proposed building specifications and controls. The acceptance test reports can also be used to true-up building models to as-built conditions. Although unlikely, the basis on which incentives are approved for new construction projects could be proven unjustified with the requirement of Title-24 acceptance tests and model true-up to as-built conditions.

It is not practical for the IOUs to calibrate the model to utility interval data for every project because it would require an excessive lapse of time after project completion before enough interval data could be collected to calibrate the model and present the final approved model and savings to the customer. Instead, it is recommended that the final approved model should be adjusted to physical “as-built” conditions observed during the verification site visit. “As-built” conditions include observed construction & equipment efficiencies and observed HVAC controls and sequencing. This effort should be performed in conjunction with revising the standard schedules with as-built building schedules.

The quantifiable impact of this issue (revising model to physical as-built conditions) could not be completely isolated for all sampled sites due to the reasons presented earlier in this section (time-consuming DOE2 input file iterations outside of the Energy-Pro program). However, site E080 (~80,000 ft² office building) had circumstances that allowed a direct comparison between the ex-ante model that did not have true up chiller performance specifications to a model iteration that changed only the chiller performance specifications. The chiller performance was adjusted from the constant ex-ante value of 0.588 kW/ton to a custom chiller performance curve that was obtained from the chiller manufacturer. This physical as-built condition true up increased the estimated electric savings from 134,804 kWh to 290,934 kWh, a 115 percent increase.

Issue #3: Sub-optimal Building Operating Conditions

Another issue that has had significant influence on the GRR values of NRNC whole building sites has been the observed building operating conditions. During site visits, evaluators have observed buildings that are operating equipment using schedules that were not optimized (e.g., occupants currently request space conditioning between 8 am and 6 pm, but the building operator delays schedule changes to 10 pm), inappropriate control sequencing, and by-pass of automatic equipment controls.

One example of sub-optimal building operation was observed at a building that had sophisticated energy management system controls in place, but they were not being properly utilized by the facility operator. The building operator had the ability to reset the cold deck supply temperature and static pressure set points; however, during the site visit, the set points were observed as being fixed. Because of these two sub-optimal operating conditions, the building's supply air fans never dropped below 60 percent speed during occupied hours and consequentially required excessive reheat in order to avoid overcooling.

Another example of sub-optimal building operating conditions involved an office building in climate zone 7 that did not properly utilize economizer controls. The building's maximum outside air ratio was determined to be around 30 percent. For an office building in such a temperate climate, maximum outside air ratios are typically much higher than what was observed. Optimal building operation utilizes the maximum potential for free cooling, especially in temperate climates when outdoor conditions are favorable.

Recommendation: Provide Technical Outreach Assistance to Program Participants

Technical assistance should be provided to program participants that voluntarily submit a request. The technical assistance can be provided in the form of best practices knowledge sharing, educational programs and design tools that can allow building operators to recognize and address sub-optimal operating conditions before the issues are considered tolerable or before they potentially affect the performance of other system components. The technical assistance can

be provided at the time of building commissioning or can be a general training program for building operators. NRNC projects that exceed a given incentive amount or savings threshold could be required to perform full building commissioning so that a broader scope of performance testing is conducted in tandem with building operator training.

F.4 Statewide Systems-SBD NRNC Gross Impact Findings

Gross impact results for Systems-SBD NRNC sites are presented in this section with detailed site specific results for each project presented first. Reasons for discrepancy between the ex-post and ex-ante impact estimates along with the recommendations on how to improve the ex-ante savings estimate for Systems-SBD NRNC (i.e., non-Energy-Pro NRNC) projects are discussed next.

F.4.1 Site-Specific Gross Impact Findings for Systems-SBD Projects

Table F-5 presents the site-specific savings for the Systems-SBD NRNC projects. The table shows the ex-ante savings, ex-post savings, and GRR for kWh, kW and therms. The total ex-ante savings claimed for the 18 Systems-SBD sites were 42,969,642 kWh, 5,121 kW and 904,349 therms. The total evaluated (ex-post) savings for these 18 sites were 37,746,550 kWh, 4,025 kW and 432,604 therms. The un-weighted average GRR for the Systems-SBD sites were 88 percent for kWh savings, 79 percent for kW savings and 48 percent for therms savings.

Table F-5: Summary of Statewide Systems-SBD NRNC Ex-Ante and Ex-Post Savings

Site ID	Stratum	Building Type*	Ex-ante Savings			Ex-post Savings			Gross Realization Rates		
			kW	kWh	Therms	kW	kWh	Therms	kW	kWh	therms
E005	1 (e)	DC	1,284.0	13,964,043	0	627.8	7,946,676	0	0.49	0.57	
E010	1 (e)	DC	718.0	6,288,204	0	316.2	2,770,111	0	0.44	0.44	
F007	1 (e)	MLI	564.3	5,005,471	0	239.4	2,047,437	0	0.42	0.41	
F056	5 (e)	GRO	33.8	183,182	6,931	39.3	218,736	3,123	1.16	1.19	0.45
F070	5 (e)	ECC	0.9	2,812	0	0.1	3,024	0	0.11	1.08	
G007	3 (g)	MLI	0.0	0	332,584	0.0	0	264,548			0.80
G013	4 (g)	ECC	0.0	0	177,939	0.0	0	252			0.00
G016	4 (g)	MLI	0.0	0	116,254	0.0	0	41,210			0.35
H002	1 (e)	RFW	482.0	3,025,412	0	715.4	3,318,002	0	1.48	1.10	
E204	1 (e)	DC	699.5	5,543,000	0	1,482.4	14,169,579	0	2.12	2.56	
E208	2 (e)	DC	559.0	2,965,150	0	216.3	1,992,182	0	0.39	0.67	
E303	2 (e)	DC	278.0	2,919,097	0	-38.0	2,670,210	0	-0.14	0.91	
E320	4 (e)	RFW	33.1	205,269	0	54.9	269,839	0	1.66	1.31	
E324	4 (e)	MLI	335.1	494,220	0	53.7	176,155	0	0.16	0.36	
E334	5 (e), 5 (g)	LAB	56.4	148,086	754	34.3	84,822	-11,941	0.61	0.57	-15.84
F357	2 (e)	DC	60.8	2,175,315	0	180.2	1,976,645	0	2.96	0.91	
G312	5 (g)	MLI	0.0	0	42,307	0.0	0	15,146			0.36
H332	5 (e), 3 (g)	MLI	15.8	50,381	227,579	102.8	103,132	120,266	6.51	2.05	0.53
Total			5,120.7	42,969,642	904,349	4,024.8	37,746,550	432,604	0.79	0.88	0.48

Of the 18 Systems-SBD NRNC projects, there were six (6) data centers, three (3) warehouses, six (6) industrial process facilities, one (1) laboratory, one (1) swimming pool recreation facility, and one (1) office building. Figure F-17 provides a graphical comparison of ex-ante and ex-post kWh savings. The diagonal line in the graph represents a unity GRR (i.e., ex-ante and ex-post savings are equivalent and GRR is equal to 1). Points below the line represent sites where ex-post savings are lower than ex-ante savings; points above the line represent sites where ex-post savings are higher than ex-ante savings. This figure demonstrates that the overall kWh GRR was strongly influenced by one large data center site (E204, one of the sites highlighted in blue in Table F-5). Project E204 had ex-ante kWh savings of 5,543,000 kWh and ex-post kWh savings of 14,169,579 (2.56 GRR). This site alone contributed 13 percent of the total ex-ante kWh for the sampled Systems-SBD NRNC sites. The extreme GRR result and large savings magnitude of E204 significantly weighted the overall kWh GRR upward. The overall kWh GRR with E204 included is 0.88; the overall kWh GRR without E204 included is 0.63. The other project highlighted in blue, E005, also had a significant effect on the overall GRR. The site's relatively large savings magnitude buffered the overall kWh GRR from the extreme results of E204.

Figure F-17: Comparison of Systems-SBD Sites Ex-Ante and Ex-Post Electric Savings

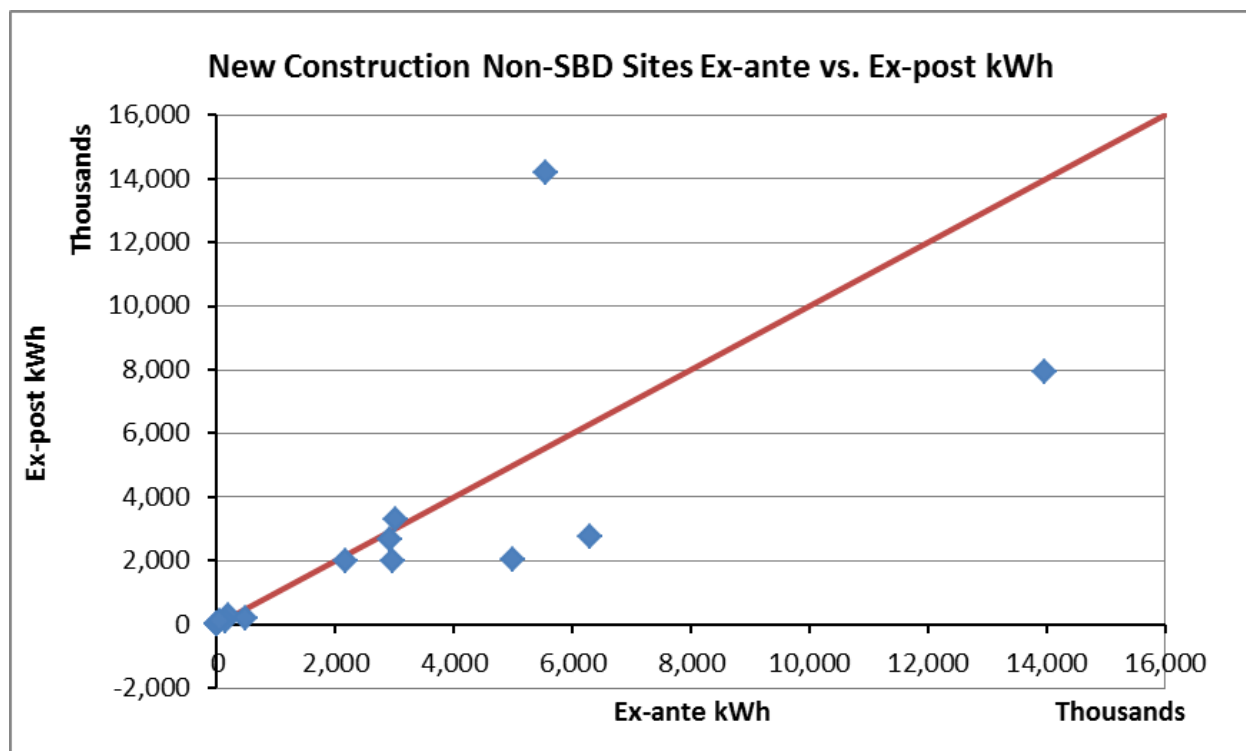
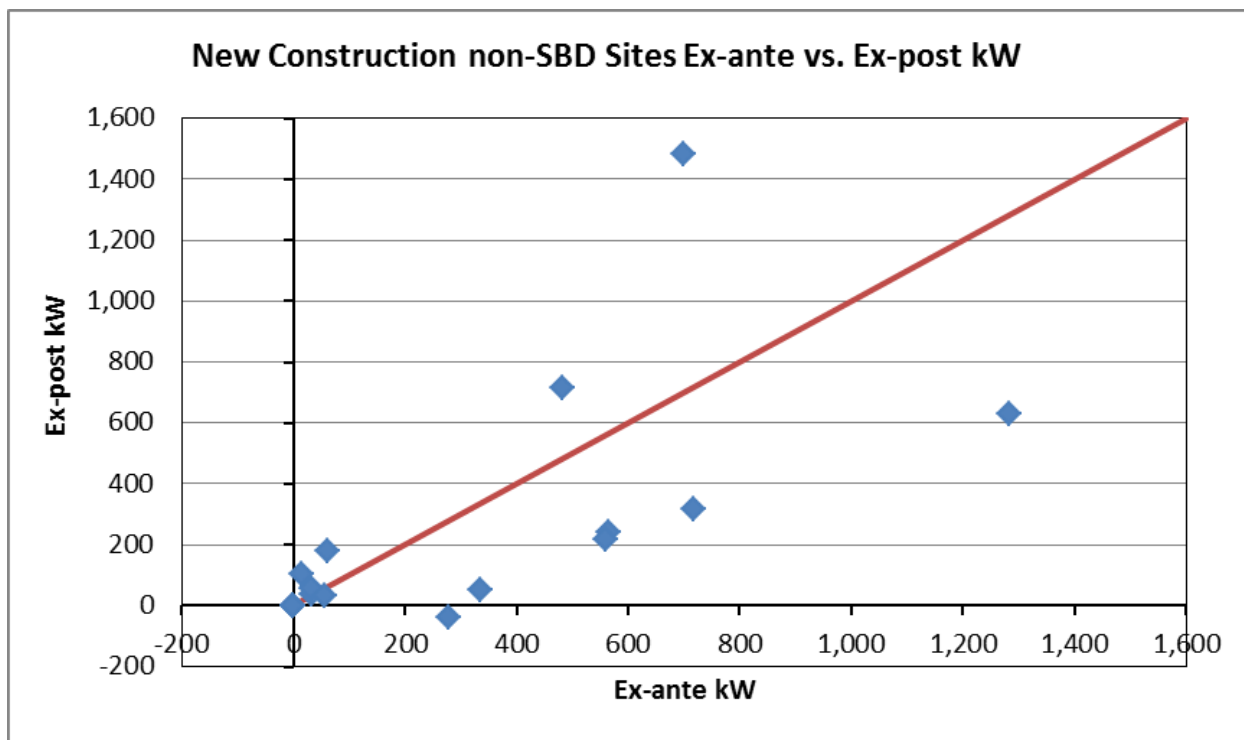


Figure F-18 is similar to the previous figure but shows electric peak demand reduction (kW) impacts. Similar to the kWh GRR results, sites E005 and E204 (the two larger data center sites) strongly influenced the overall kW GRR. E005 had ex-ante kW savings of 1,284 kW and ex-

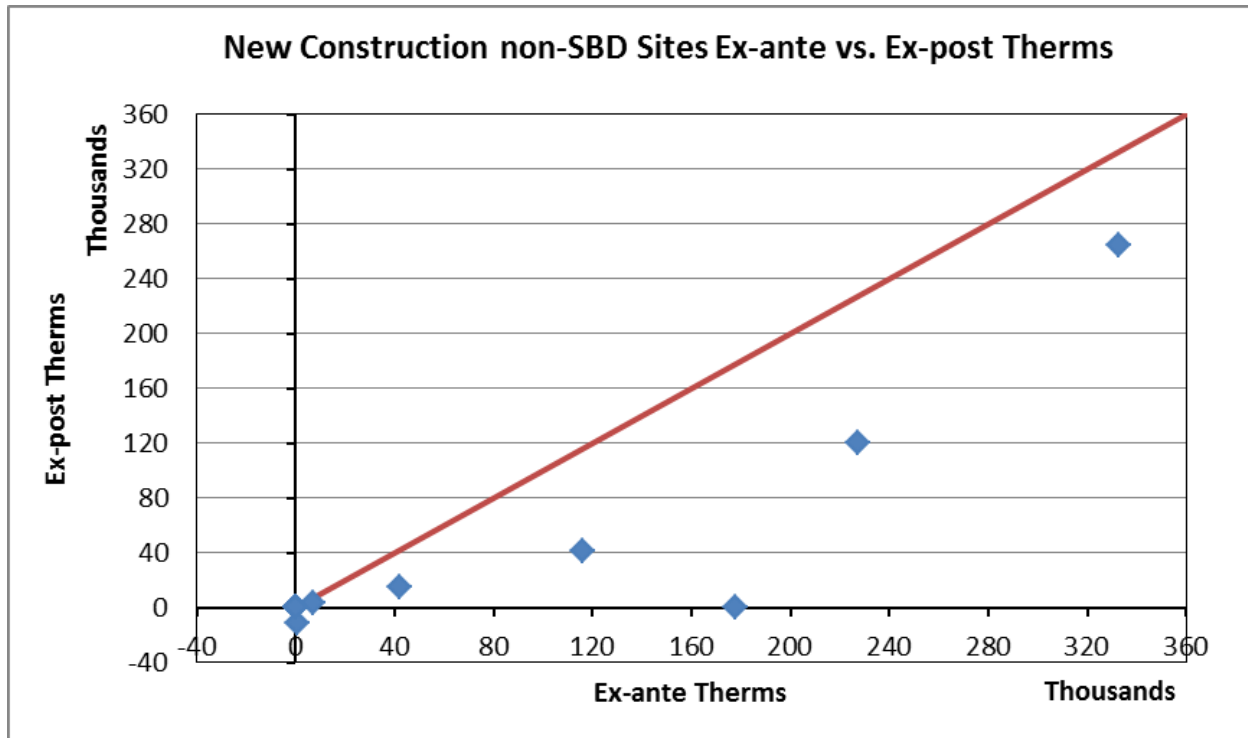
post kW savings of 628 kW (0.49 GRR). E204 had ex-ante kW savings of 699 kW and ex-post kW savings of 1,482 kW (2.12 GRR). These two sites contributed 39 percent of the total ex-ante kW savings for the sampled Systems-SBD NRNC sites; the large opposing kW GRR results and large savings magnitudes of the sites again had a buffering effect on the overall kW GRR from smaller magnitude sites with overall lower GRRs; the combined kW GRR of E005 and E204 is 1.06 compared to the remaining sites' overall kW GRR of 0.61.

Figure F-18: Comparison of Systems-SBD Sites Ex-Ante and Ex-Post kW Savings



The Systems-SBD NRNC sites therm impacts are presented in Figure F-19. All of the ex-post therm savings are lower than the ex-ante therm estimates with one site having negative ex-post therm savings. One site (G013, a swimming pool project at a community college) had a significant impact on the overall therm GRR. The ex-ante therm savings estimate for G013 was 177,939 therms - 20 percent of the total ex-ante therms for Systems-SBD NRNC sites. The ex-post therm savings for G013 were estimated to be very low (252 therms; 0.001 GRR) due to an inappropriate baseline (an ineligible measure should have been the baseline condition), operating conditions, and calculation method. This single site had a notable impact on the overall therm GRR; without G013 included, the overall therm GRR would have been 0.60, considerably higher than the overall (including G013) average therm GRR of 0.48.

Figure F-19: Comparison of Systems-SBD Sites Ex-Ante and Ex-Post Therms Savings



F.4.2 Systems-SBD NRNC Savings Discrepancy Analysis and Recommendations

Figure F-20 shows the percentage of savings discrepancy that each discrepancy factor was responsible for in each energy metric (kWh, kW, and therms) for the Systems-SBD NRNC projects. Figure F-21 demonstrates the number of instances each of discrepancy factors occurred for these projects. Figure F-20 indicates that the operating conditions discrepancy factor was determined to be the primary driver for the discrepancy between the ex-post and ex-ante estimates, accounting for 116.4 percent, 87.9 percent, and 60.8 percent of the total discrepancy for kWh, kW, and therms, respectively. Other major discrepancies were inappropriate baseline (-39.6 percent) for kWh, equipment specifications (38.9 percent) for kW, and calculation method (17.0 percent) for therms. The occurrence of discrepancy factors follows a similar pattern as the percentage of discrepancy where the operating condition discrepancy occurred 12 times both for kWh and therms taking the top spot whereas the inappropriate baseline occurred 8 times both for kWh and therms. The top two discrepancies (operating conditions and inappropriate baseline) and recommendations for minimizing these discrepancies are discussed next.

Figure F-20: Relative Importance of Discrepancy Factors for Savings Gap in Systems-SBD Projects

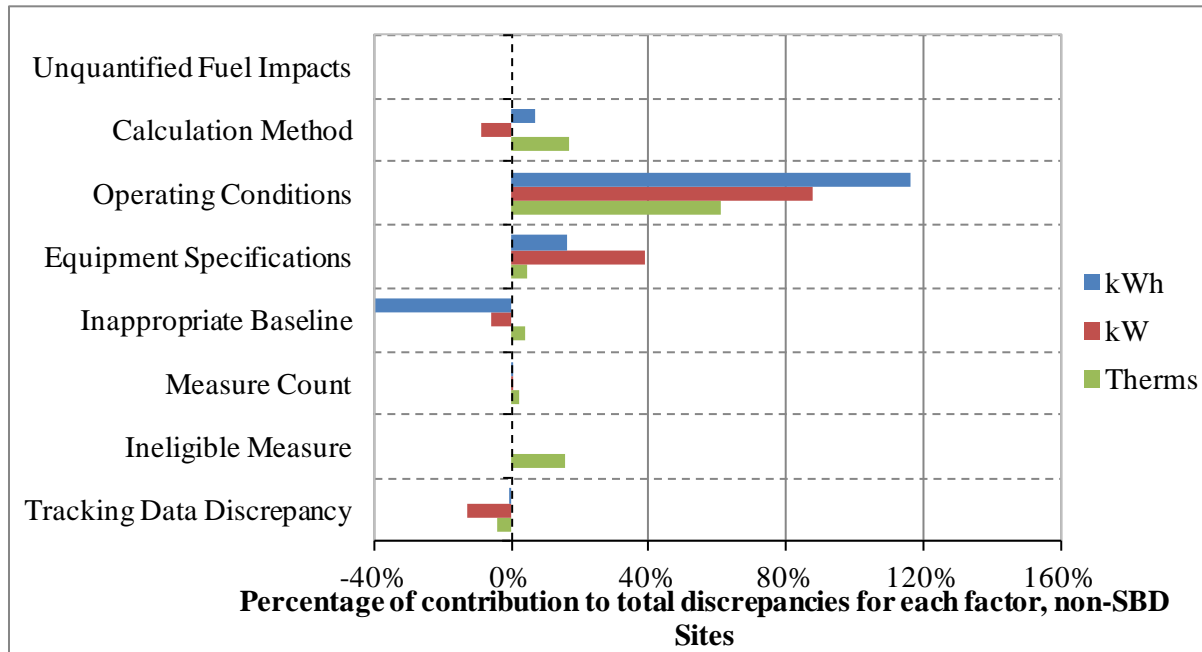
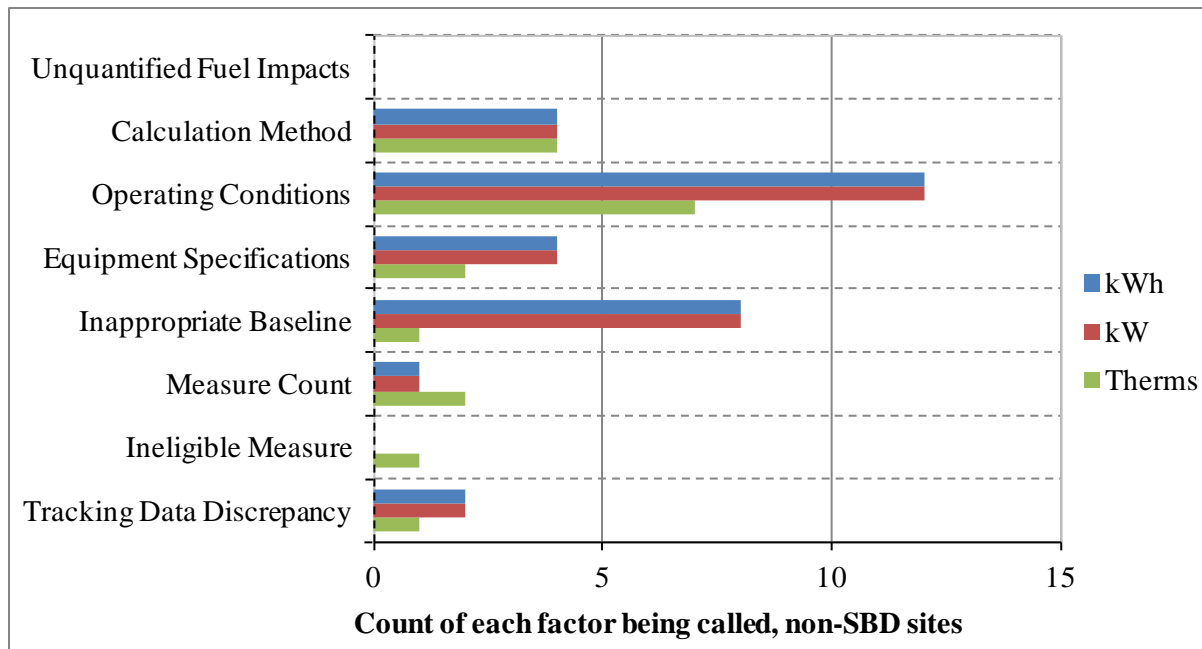


Figure F-21 : Frequency of Discrepancy Factors for Savings Gap in Systems-SBD Projects



The operating conditions discrepancy factor category covers discrepancies that arise from differences in building or HVAC operation between the ex-ante savings calculation using *assumed* conditions and the ex-post calculation using *observed* conditions. For example, site E005 (the data center site referenced earlier) has 40 percent (2,406,947 kWh) of its total kWh discrepancy attributed toward the operating conditions factor. The specific reason for this discrepancy was the over-estimated IT load assumed in both the ex-ante base case and proposed case energy consumption calculations. Observed IT load (from trend data) showed much lower IT loads than the ex-ante savings assumed, leading to reduced ex-post energy consumption for both the base and proposed cases; the drop in energy consumption reduced the magnitude of savings potential for the measure.

The operating conditions factor is common for new construction (in particular for process-intensive buildings e.g., data centers) because ex-ante savings estimates are characteristically based on standard T-24 conditions (e.g., design full load fan power) or site-specific design conditions (e.g., design IT load for a data center rack floor). However, newly constructed buildings, especially those that were constructed based on forecasted expansion (e.g., data centers and facilities with expanding process loads), can often take extended periods of time (months to years) after initial occupancy to reach design load or occupancy. Gross impact evaluation results are typically based on what was observed *in situ* (i.e. they do not account for growth/expansion forecasting to develop first year ex-post savings), so the rate of the specific site's "growth" to design conditions and the period in which evaluation takes place have a large impact on the measured ex-post conditions and subsequent GRR.

The evaluation team realizes that the data center and other process loads are not static. Taking data centers as an example, the data center IT equipment will be under constant change during the lifetime of the data center. Some data centers achieve full occupancy in as low as three years (as F357 did in its initial building phase) whereas some other data centers take longer. Hence, it is always challenging to assess what average IT load the data center is going to experience through its lifetime. Other new construction and industrial projects face similar dynamic operating conditions. In light of the uncertainty involved, the current CPUC's policy requirement is to evaluate the projects using as found conditions. The IOUs should consider, if data centers are an important enough component of their programs to justify undertaking, a load study on various types and sizes of data centers that would provide some insight to the load changes a data center experiences in its lifetime.

The inappropriate baseline discrepancy was dominated by data center sites in the Systems-SBD sample. Of the eight counts of the inappropriate baseline discrepancy, six of those were data centers which accounted for *all* of the sampled Systems-SBD data centers. The absolute magnitude of the inappropriate baseline kWh discrepancy was also dominated by these data center sites and totaled 18,196,172 kWh (compared to the absolute magnitude of 2,194,883 kWh

for the remaining two sites). The six data center sites had large inappropriate baseline discrepancies, both positive and negative, that resulted in a relatively small net discrepancy of 4,541,140 kWh. The reasons behind the inappropriate baseline determination varied widely across the data center sites. Accordingly, the inappropriate baseline discrepancies also varied widely in savings impact, ranging from a discrepancy of -3,939,403 kWh (-63 percent) for site E010 to 8,086,999 kWh (146 percent) for site E204. For E010, the discrepancy was due to the baseline total static pressure (TSP) of the design HVAC system. In the ex-ante case, a TSP of 3.5 in. w.g. was utilized in the baseline model. The evaluation determined that the baseline TSP should have been 1.9 in. w.g. For E204, the discrepancy involved a number of modifications to the ex-ante baseline including changes to TSP, chiller capacity, pump sizing, cooling tower sizing, fan controls, and other plant controls and sizing specifications. All of these changes to the ex-ante baseline were performed in accordance to the baseline guidance given in the 2010 PG&E Data Center Baseline document⁷. This document has had multiple revisions in the last several years and acts as an industry standard practice document for data center buildings exempt from the Title-24 standards.

To reduce the discrepancy magnitude of “inappropriate baseline”, IOUs should thoroughly review the Data Center Baseline document and select appropriate HVAC equipment technology, equipment sizing, controls, and set points while building the baseline model for the ex-ante estimate.

⁷ The data center baseline document that applies to the 2010-2012 program cycle was *Energy Efficiency Baselines for Data Centers* (Rumsey Engineers, 2010). A newer version authored by Integral Group is in effect going forward in to 2013.

Appendix G.

Additional Areas of Interest

G.1 Purpose

Several additional areas of interest emerged during the custom impact evaluation effort conducted under WO033. These include:

- MBCx (Measurement Based Commissioning) Projects
- Combined Heat and Power Projects / Fuel Substitution / Eligibility
- Documentation, Tracking System Entries, and Other Highlights
- Coordination between Evaluators and IOU Staff

G.2 MBCx (Measurement Based Commissioning) Projects

This section presents the findings of the Monitoring Based commission (MBCx) projects that were sampled under the 2010-12 WO033 custom impact evaluation. Detailed site specific results are presented in the first section; followed by a discussion on the issues observed during the impact evaluation along with the recommendations on how to improve the ex-ante estimate of the MBCx projects.

G.2.1 Project-level Gross Impact Results

In this subsection, gross impact results are presented for each site that was evaluated under MBCx measure group. The gross impact evaluation addresses a total of 10 MBCx projects.

Site specific savings for the sampled MBCx projects are presented in Table G-1. This table shows the ex-ante savings, ex-post savings, and gross realization rates (GRR) for kWh, kW and therms. The total ex-ante savings claimed for the 10 MBCx sites were 9,087,120 kWh, 1,068 kW and 772,466 therms whereas the total ex-post savings for these 10 sites were 5,305,117 kWh, 1,150 kW and 269,177 therms. The un-weighted gross realization rate for the MBCx sites was 58 percent for the kWh savings, 108 percent for the kW savings and 35 percent for the therms savings. The overall higher GRR for with the peak demand reduction is due to the fact that for many projects, the Ex-ante savings analysis did not estimate the peak demand reduction.

Table G-1: Summary of Measurement Based Commissioning Program (MBCx) Ex-Ante and Ex-Post Savings

Site ID	Sample Stratum	Ex-Ante Savings			Ex-Post Savings			Gross Realization Rates		
		kW	kWh	Therms	kW	kWh	Therms	kW	kWh	therms
E039	4g	-	-	288,355	19	149,780	95,508	-	-	0.33
E053	2e	144	1,355,232	8,498	99	472,197	55,495	0.69	0.35	6.53
E069	3e	163	580,266	6,250	401	653,267	925	2.46	1.13	0.15
E100	5e	2	20,288	6,649	-	5,202	4,884	0	0.26	0.73
F040	3e	-	776,449	-	31	819,993	-	-	1.06	-
E237	5e,5g	-	8,433	11,450	(54)	(106,209)	8,838	-	-12.59	0.77
F205	2e	323	2,767,175	205,841	117	623,678	50,438	0.36	0.23	0.25
E332	5e,5g	-	53,128	4,930	-	47,691	4,947	-	0.90	1.00
E432	5e,5g	-	408,915	199,118	109	761,874	39,227	-	1.86	0.20
F406	2e	436	3,117,234	41,375	429	1,877,644	8,915	0.98	0.60	0.22
Total		1,068	9,087,120	772,466	1,150	5,305,117	269,177	1.08	0.58	0.35

Figure G-1 below provides graphical comparison of ex-ante and ex-post kWh savings. The diagonal line in the graph represents a unitary GRR (i.e., ex-ante and ex-post savings are equivalent and GRR is equal to 1). Points below the line represent sites where ex-post savings are lower than ex-ante savings; points above the line represent sites where ex-post savings are higher than ex-ante savings. For most of the projects, the ex-post savings are lower than the ex-ante savings, only two projects performed better than expected and ex-post kWh savings are higher than the claimed ex-ante estimate for these two projects.

Figure G-1: Comparison of Ex-Ante and Ex-Post Electric Savings for MBCx Projects

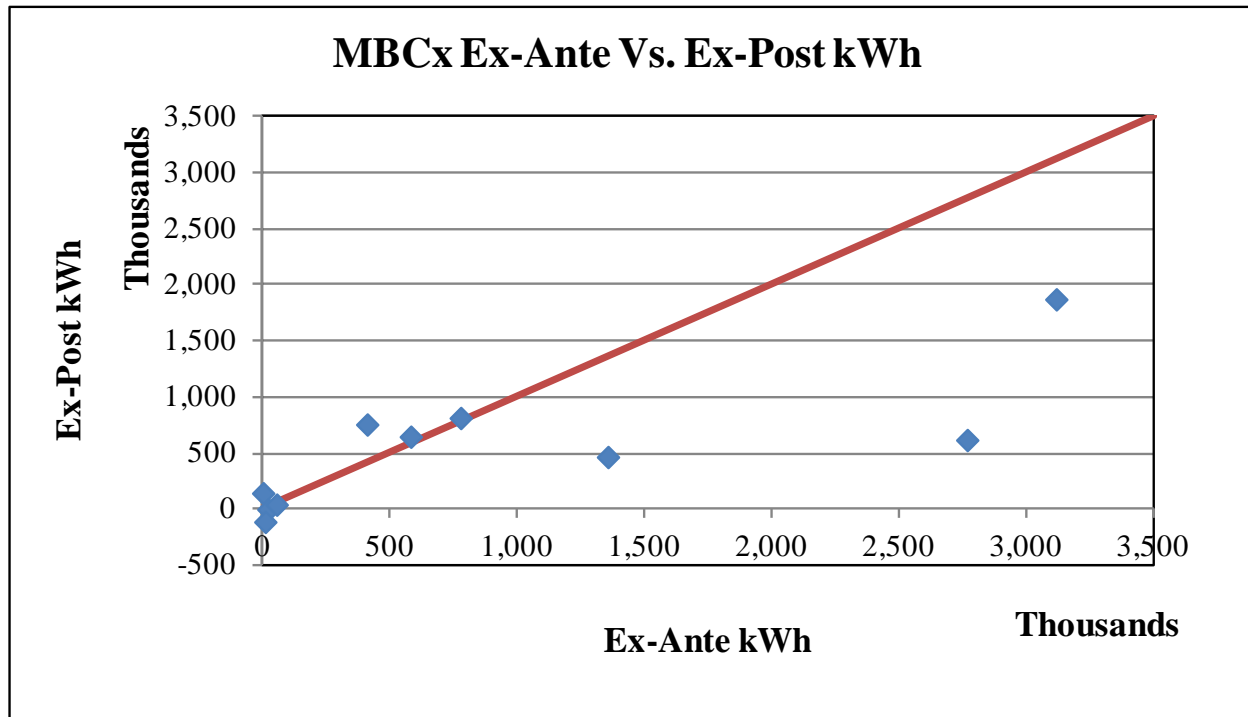


Figure G-2: Comparison of Ex-Ante and Ex-Post kW Reduction for MBCx Projects

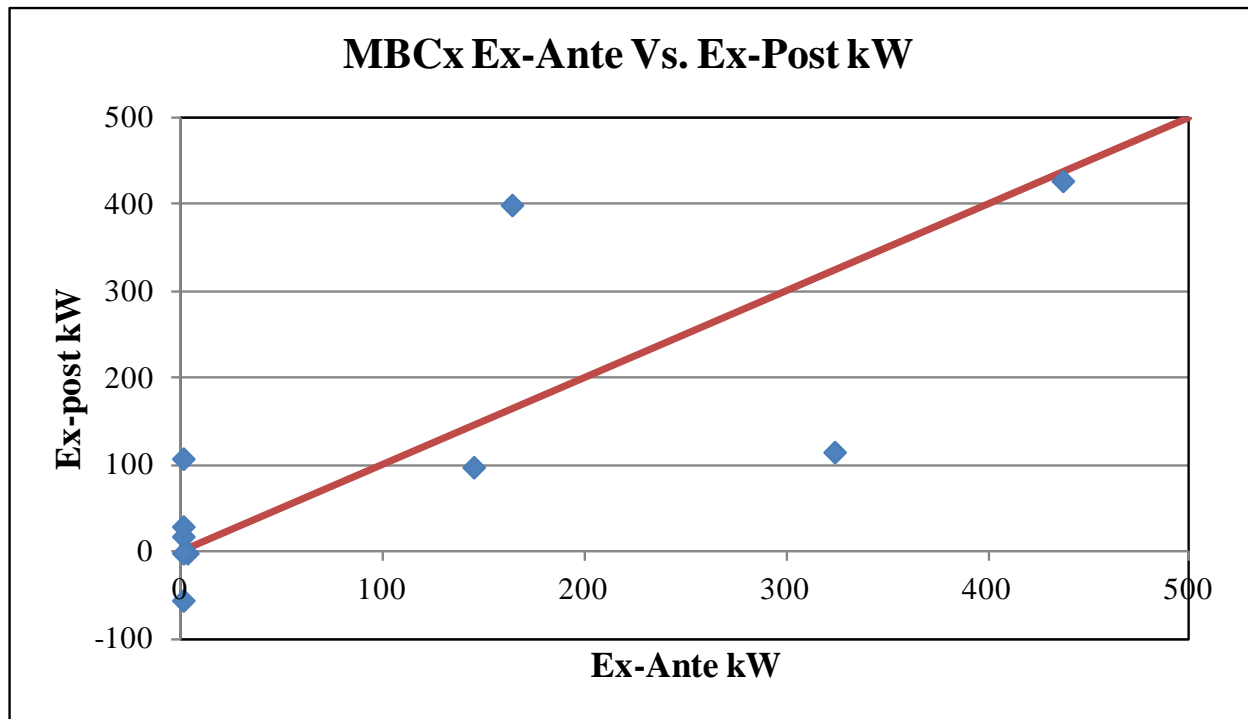
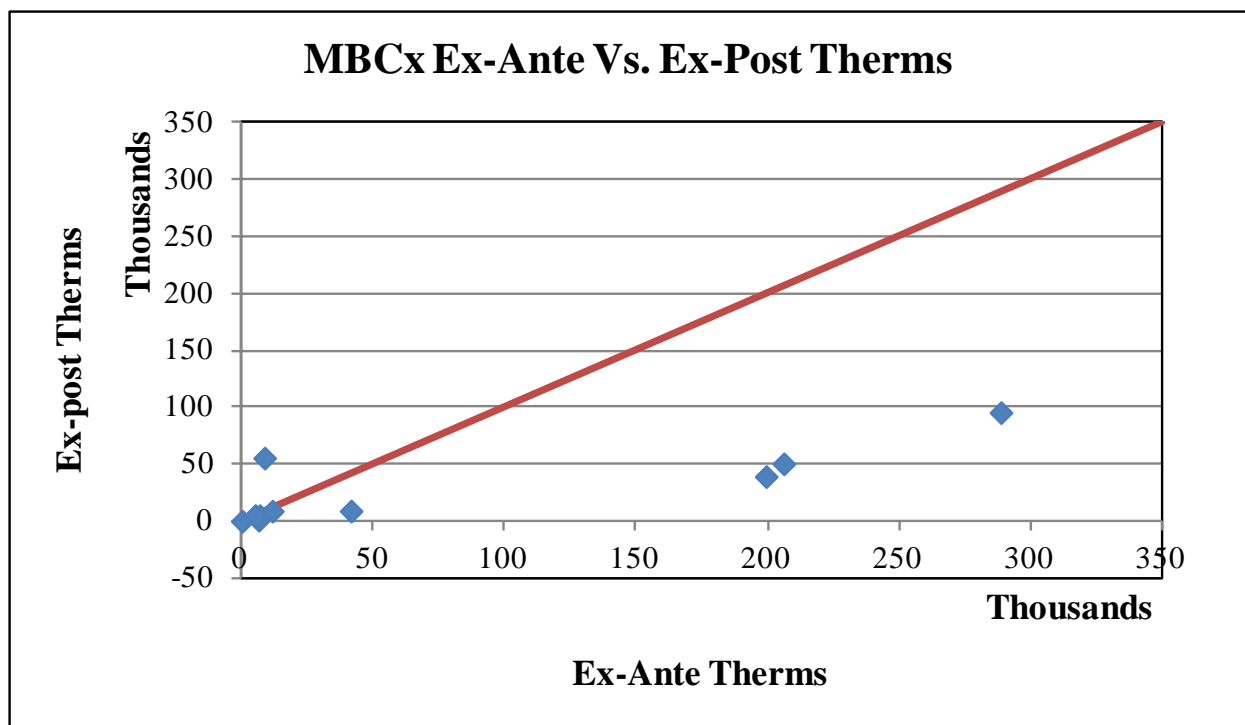


Figure G-2 exhibits the correlation between en-ante and ex-post electric demand reduction (kW). For many projects, demand savings were not claimed in the ex-ante savings estimate. The Evaluation Team believes that in most of the cases the demand savings are not calculated because the MBCx program doesn't offer any incentive for demand reduction, although the MBCx program guidelines requires the implementers to estimate the demand reduction as part of the savings calculation. The ex-post analysis reported positive demand savings for seven projects, negative demand savings for one project and zero savings were estimated for rest of the two projects. Overall, the un-weighted kW GRR for the 10 MBCx projects was 1.08.

Figure G-3: Comparison of Ex-Ante and Ex-Post Therms Savings for MBCx Projects



Ex-ante and ex-post gas impacts results are compared in Figure G-3. Points that lie to the left of the vertical axis and above the horizontal axis had negative ex-ante savings values and positive ex-post savings values exhibits the correlation between en-ante and ex-post heating energy savings (therms). This figure demonstrates that most of the MBCx projects have ex-post savings that fall below ex-ante savings. However, there are a few projects with GRR values greater than unity.

G.2.2 Findings and Recommendations Related to MBCX Projects

The current MBCx program protocol utilizes a whole building analysis, and necessitates either installing new meters on each energy stream or utilizing the facility's existing energy meters. In

cases where multiple buildings are pooled together in one MBCx project, the buildings can share a common meter for chilled water (CHW) and heating hot water (HHW) /steam. However, each of these buildings must have its own electric meter. Traditionally, the program calls for energy usage data collection three months before and three months after the MBCx project implementation, along with collection of data related to independent variables necessary to provide routine and non-routine baseline adjustments, such as outside air temperature, occupancy level, additional process loads, and daily operation hours. IPMVP Option C is utilized to develop regression models relating each type of energy usage to the independent variables (outside weather conditions such as dry-bulb temperature and wet-bulb temperature), either alone or collectively. Finally, TMY weather data are utilized in both pre- and post-MBCx regression models to generate projections of baseline and post-case energy consumption along with the projected annual savings.

While operating conditions for individual retrofit measures may be fairly constant during the post-implementation period, a number of functional and operational changes may occur at the whole-building level. Typically, an MBCx program participant building is selected for evaluation one or two years after project completion. During this time, changes occurring in the functional use or operating hours of the building cause changes in energy consumption that are difficult to separate from the MBCx program impacts. For example, a large number of the current MBCx projects have been implemented in science and engineering facilities at UC/CSU campuses, where additional equipment/processes/systems have been added to some of the buildings subsequent to project completion, while other equipment/processes/systems have either been taken out or have become defunct.

While the science and technology buildings found in the 2010-12 sample were good candidates for MBCx project selection because of their high EUI, one of the biggest challenges to the evaluation process posed by these buildings was the characterization of the heating and cooling loads. Almost all of these buildings carry significant process cooling and heating loads, which are dynamic, non-weather-sensitive, and subject to variation that cannot be controlled for in MBCx regression models based on outdoor temperature alone.

A number of issues were observed during the evaluation of the MBCx projects that had notable impacts on the site's GRR values. The details of some of these key issues are enumerated below:

- **Issue #1: Validity of Ex-Ante Regression Model:** This is one of the major issues the evaluator confronted during the impact evaluation process. This is due to the fact that the program rules do not prescribe the statistical parameters that need to be considered for validation of any regression model, nor do they provide any quantitative threshold for statistical parameters, such as the minimum acceptable r-squared value for linear regressions. If there is no good statistical correlation of energy consumption with outside air conditions, using the regression equations for any subsequent calculation is potentially

counterproductive as the errors are often propagated along the savings calculation. Relying on regression models that do not provide good statistical precision may lead to inappropriate savings estimation. For example, the chilled water consumption plot with OAT in project E237 exhibited an r-squared value of 0.37, which was utilized in developing the ex-ante baseline model.

Recommendation: The CPUC should direct IOUs to develop regression guidelines to be reviewed as part of the MBCx program approval process and conformance with the guidelines, applicability, exceptions, etc. would be part of the ex-ante review process.

- **Issue #2: Regression Models with Outside Weather Conditions:** While the installed energy meters at the building level provided post-MBCx interval data from project completion until the evaluation, the evaluator, in some cases, did not find a good regression correlation of the individual building energy usage with the outside weather conditions. Although the three-month post-project period used in the MBCx program may provide what appears to be a reasonable model, this model can fall apart in an extended comparison.

Recommendation: The evaluation team believes that in order to adequately collect baseline and post-case conditions, the trending periods should be increased to a minimum of six months. The evaluation team further note that California Evaluation Protocols require 12 month pre- and post-retrofit data for billing analysis, as shorter periods do not adequately capture a building's response to weather.

- **Issue #3: Adjusted Energy Usage Baseline:** The adjustment of baseline energy usage models was often found inevitable because MBCx implementers often find some major changes in the building after the baseline is established that call for modifying the building annual energy usage baseline. As the implementers are tasked with a definite timeline to complete the pre- and post-MBCx monitoring, until the final training and hand-off, it is not feasible for the implementer to redefine the baseline energy usage with an additional three months of energy monitoring after each and every major baseline modification. In order to avoid these repetitive exercises, the implementer adopts a calculated approach for estimating the impact of any baseline modification measures, and adds/subtracts the energy impacts from the baseline energy, to obtain the adjusted energy usage baseline.

Sometimes, this calculated approach does not reflect the accurate impacts of these baseline modifications, which introduces errors in re-establishing the adjusted baseline energy consumption. For example, in project E039, the implementer prepared a spreadsheet calculation for the changes made during the course of MBCx project implementation and overestimated the HHW and CHW baseline usage, which in turn inflated the ex-ante savings estimate for the project. The evaluation team observed that it is not a common practice for the implementers to keep a tab on the various changes made at the project site without adequate support from various facility groups in large

campuses and thus, many such changes and follow-up baseline adjustments might have gone unreported.

Recommendation: The evaluation team believes that to adjust the baseline appropriately, the implementers need to perform more extensive and thorough data collection, analysis of data, model development and validation of the engineering models. Further, the implementers must also realize that the MBCx whole building approach is not appropriate for all buildings, such as the buildings that undergo frequent changes in various non-program-related energy improvements such as equipment retrofit, addition and elimination of building loads, and changes in the building usage patterns. These changes may have an impact on the energy consumption that cannot be specifically isolated through the whole building approach. The implementers need to keep track of the various changes that the buildings undergo during the MBCx project and make sure to isolate these effects from the MBCx impacts using an appropriate calculation methodology.

- **Issue# 4: Negative Claimed Energy Savings That May Not Be Due to MBCx Measures:** During this evaluation, the evaluator found a couple of instances where the final claimed savings reported negatives either for electricity or natural gas usage. As the prescribed savings calculation approach relies on short term pre- and post-MBCx monitoring, which are extrapolated against the TMY3 weather data for determining the annual baseline and post-MBCx energy usage, it is possible that the building might see an increased post-MBCx annual energy usage in any particular energy stream or in all forms. The increase in use can, at times, be attributed to non-program induced changes at the facility or faulty energy modeling and not to measure performance. For example, for projects E039, E053 and E432, the evaluation team learned from the facility personnel during the ex-post site interview about many other changes the project site underwent during the MBCx project execution.

Recommendation: In order to minimize the impact of this issue, the evaluation team recommends that a record of each measure implemented be retained (along with post-implementation functional performance tests) to identify the specific activities done within each project and verify that the work was done correctly. This will allow the M&V team to implement a retrofit isolation approach as needed.

- **Issue #5 - Retrofit Measures Implemented During and After MBCx:** As the impact evaluation process takes place a few years after the project implementation, the evaluator found this issue frequently. The MBCx implementers normally come across instances where the building requires some kind of system or equipment retrofit that is either part of the MBCx exercise or is performed as part of separate retrofit programs. In addition to this, there are possibilities that building retrofit measures occurred after MBCx is complete but prior to CPUC's custom impact evaluation. Savings from these additional retrofits are often not readily distinguishable from the MBCx savings, which poses

challenges in isolating the post-MBCx retrofit effects. Furthermore, the evaluation team learned from the facility personnel during site visits that almost all lab buildings were in constant change in the post-MBCx period.

Recommendation: In order to account for the above, the evaluation team suggests that the campus facility should keep a record of all building operation changes at a central node. This will help the evaluation team to obtain the actual project background and an appropriate perspective. This will also help IOUs in documenting other retrofit projects for a comprehensive impact evaluation.

- **Issue 6 - Benchmarking of Project Sites:** The MBCx protocol mandates that the implementer use the historical energy usage data along with the building's total conditioned area to determine the EUI and compare it with similar buildings in the campus to determine the suitability of the selected building for the MBCx program. However, the evaluation team found instances where the reported pre-MBCx energy usage index (EUI) was in error, based on the available information. Therefore, the calculated EUI for these cases did not represent the actual EUI of the building, which can lead to incorrect selection of the building during the project application phase. For example, for project E237, the implementer estimated the baseline EUI at 15.8 kWh/sf, as compared the campus level EUI at 10.1 kWh/sf for similar buildings. The evaluation team calculated the baseline EUI from the utility meter data at 6.38 kWh/sf, significantly lower than the value used for this project application.

Recommendation: The evaluation team recommends that the facility ensures that the MBCx project selection process uses historical data for buildings with very similar characteristics. Further, the implementer should test the building energy usage behavior with some independent variables at an early stage of project development, to avoid ensure the use and availability of an accurate building model.

- **Issue# 7: Recommended Changes Incompatible with the Building Equipment Capability:** During the site visits and while interviewing the facility personnel, the evaluation team often learned that the facility operators often find constraints with the HVAC equipment that limit their ability to fully implement the revised control sequences. In addition, equipment manufacturers' suggestions on preferred operating sequences on a piece of equipment often lead the facility staff to bypass the modifications suggested in the MBCx project. For example, during the site visits at some of the old UC/CSU campus buildings, the evaluation team noticed that the majority of HVAC instrumentation has limitations in acting over the full or partial ranges of control changes made during MBCx. Because of time and budget constraints, the facilities often adequately accommodate the need for control hardware and software changes during the MBCx projects.

Recommendation: In order to ensure the implemented measures produce energy savings opportunities, the project implementer should verify that all MBCx recommendations

assess the facility control system and make sure that the existing controls system is compatible with the control changes proposed as part of the MBCx retrofit. Additionally, the implementer should collect made are able to be implemented and collect trends of all affected control points in the post-MBCx phase in order to verify the implemented measures are working as intended.

- **Issue# 8: Reliability of Energy Meters and Flawed Metered Data:** Discussion with facility operators revealed that the majority of the existing meters used for the MBCx program were old and not calibrated for years. In addition, new meters installed as part of MBCx efforts often did not meet the meter accuracy criteria specified in the MBCx project guidelines. These problems produced flawed and/or inconsistent data that yielded inaccurate models of pre and/or post project energy consumption. For example, for projects E237 and E432, the evaluation team utilized some of the monitoring and trending done with the campus EMS, but observed that the building level energy meters installed as part of the MBCx projects do not provide consistent readings.

Recommendation: Therefore, the evaluation team recommends that, to the extent possible, the building-level meters be supplemented with additional monitoring of building process parameters to isolate the impact of individual measures. As most of the MBCx projects are implemented in UC/CSU campuses that have an adequate EMS with data storage capability, the MBCx provider should work with the campus in collecting baseline system operation trends for six months. The MBCx log should provide both qualitative and quantitative estimation of individual and relative impacts of each MBCx measure, as this will help the evaluator prioritize measure impact evaluation activities.

G.2.3 Summary of MBCx Findings

All buildings are different, and no two buildings with similar characteristics and usage exhibit the similar behavior. Furthermore, there are many variables that impact building energy usage (such as occupancy profiles, load characteristics, time of use, etc.) and two similar buildings at a campus may likely exhibit different energy consumption based on the predominance of any of these variables. Therefore, energy consumption characteristics of a building may not be replicated in similar other buildings on the campus. Even the buildings with little or no process loads are often not appropriate candidates for using a particular regression-based MBCx protocol. A theoretically appropriate methodology is not necessarily sufficient to demonstrate the savings for the MBCx project, but other factors must also be considered, such as collecting adequate data at appropriate time intervals, identifying all relevant independent variables, documenting the system performance, and establishing appropriate baselines. These additional factors should be fundamental requirements for this program. Each project is unique and should be evaluated based on its own system configuration, building character, behavior of loads and operations. The majority of the MBCx sites, in general, and UC/CSU campuses in particular,

provide ample opportunity to generate and store historical data that can be used during project implementation and during the subsequent project impact evaluation.

G.3 Fuel Substitution / Eligibility / Combined Heat and Power Projects

Fuel substitution was an important issue in several energy efficiency projects. Fuels can be electric, natural gas, refinery waste gas, oil, steam, chemical inputs, or other products. Fuel substitution projects must pass the three prong test¹ outlined in the CPUC Energy Efficiency Policy Manual for energy savings, environmental protection, and cost effectiveness to be eligible. The project must not increase source Btu consumption using current CEC-established heat rates. Environmental testing is performed by considering emissions. The total resource cost and program administrator cost tests must have a minimum benefit-cost ratio of 1.0. The results from three prong test always should be supplied and documentation provided to be able to replicate the tests and confirm measure eligibility.

Simple fuel substitution projects occur, for example, when electric heaters are changed to natural gas heaters. However, in several projects sampled for gross impact efforts, the evaluation team encountered more complex situations. Fuel substitution can involve large compressors and engines in oil fields, conversions from steam driven fire pumps in refineries, and smaller applications involving conversions to electric motors from gas engines. Non-IOU fuels, such as waste gases, are sometimes involved. The IOUs need to do a better job of identifying and appropriately documenting these situations. If, for example, an electric heater was changed to a steam heater, the source of that steam, and the fuel used to generate that steam, must be considered.

Special consideration should be given to cases where third party gas and transportation gas is used for cogeneration projects. Customer agreements for IOU incentives require customers to be paying into PPP charges. However, customers with a combined heat and power (cogeneration) system may be on a transportation tariff and not paying into PPP charges. Agreements may also require partisans receiving incentives to remain IOU customers for a period of years.

These clauses are specifically noted as they were stricken out of two agreements for a large customer buying steam from a third party cogenerator using both natural gas and refinery gas, a byproduct of refining operations (reference projects G204, G211). The program administrator sometimes appear to be waiving CPUC-mandated requirements. When such exceptions are intended to be made, the IOUs should refer such projects to the CPUC for opinion in accordance with Decision D. 11-07-030.

¹<http://www.cpuc.ca.gov/NR/rdonlyres/7E3A4773-6D35-4D21-A7A2-9895C1E04A01/0/EEPPolicyManualV5forPDF.pdf>

In these projects, the customer implemented a measure, reducing purchased steam in a process, thus reducing costs for steam purchased from a third party (within the customer – third party contractual guidelines) and claimed an incentive from the IOU. The parties actually purchasing and using the IOU natural gas were not included in the initial project description and project boundaries. Project boundaries needed to be expanded in this case, and in other cases where secondary fuel or waste products such as refinery gas are utilized, to facilitate project understanding. Rate schedules as well as billing records need to be supplied for the parties included in the system boundary, and fuel purchased from the IOU and other fuel sources needs to be included in the project boundaries to ensure evaluation of the grid/system impacts – increases or decreases on the electrical grid or gas distribution network - are actually occurring.

Thus, more attention to system boundaries is required. Refineries, for instance, have great needs for steam in many processes and areas of the plant. Steam saved from an energy efficiency project may cause a downstream process to use more steam from other sources, resulting in reduced savings. If the full energy value of steam saved is claimed, it should be confirmed that that steam is indeed wasted (vented to atmosphere or condensed and dumped).

G.4 Documentation, Tracking System Entries, and Other Highlights

There are several ways in which the IOU application documentation and tracking systems can be improved. This section provides a listing of the most important omissions and concerns. IOUs should:

- Properly complete the RUL (remaining useful life) field consistent with D.11-07-030.
- Properly complete a ‘baseline type’ field consistent with D.11-07-030.
- EUL (effective useful life) fields are noted to be fully populated. In a few cases, however, the EULs entered did not reflect the savings-weighted life of the set of measures (where there was more than one measure in an IOU claim or record).
- Complete both incremental and full measure costs, with clear indications when they are the same.
- Ensure reporting of costs is consistent with baseline selection – for example, full costs and incremental costs are relevant for early replacement claims in a dual baseline approach, but only incremental costs are relevant for normal replacement/ROB/capacity expansion/NC projects.
- Consistently enter DEER building code and provide facility descriptions (incorrect ‘BCR’ entries appeared in the DEER building code field.)
- Provide more accurate measure descriptions.
- Measure quantity should be entered, where appropriate.

- Include rate schedule in the tracking system.
- Include a designation (commercial, industrial, agricultural) to allow sector aggregation.

G.5 Coordination between Evaluators and IOU Staff

More accurate evaluation results were obtained due to real-time IOU responses, feedback and collaboration in the course of this evaluation and through the EAR process. This was notable on specific projects, where efforts across multiple parties at the IOU resulted in a more accurate project understanding. Through active communication and direct contact via phone and email, the evaluators were able to provide more definition around data requests and obtain the exact information required.

The interim report presented to the IOUs at the end of 2013 is an example of targeted early feedback to the IOUs. The results were reported and specific issues with project impacts discussed at a face-to-face meeting in February 2013 with PG&E and their implementers. Another example of early feedback was the provision of final site reports to PG&E and SCG for certain projects that were assigned zero savings or an energy penalty. Finally, an in-person meeting during the course of the evaluation (October 2013) concerned dissemination of findings from the interim report and from the EAR process; the purpose being to better inform the IOUs of the CPUC perspective and for the IOUs to identify changes being made to better align claimed and evaluated savings.