



Business Energy Efficiency Rebates Impact Evaluation Report

**Energy Efficiency Plan Year 2020
(1/1/2020-12/31/2020)**

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Nicor Gas

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1. Introduction

This report presents the results of the Nicor Gas 2020 Business Energy Efficiency Rebates (BEER) Program impact evaluation. It includes a summary of the total program's energy impacts, broken out by program structure and relevant measures. Program year 2020 covers January 1, 2020 through December 31, 2020.

2. Program Description

The BEER Program provides incentives to business and public sector customers who install new, highly efficient space heating, water heating, pipe insulation, commercial kitchen, and weather-stripping equipment covered by the program. It also provides rebates for other prescriptive cost-effective equipment and services such as boiler tune-ups to improve the energy efficiency of existing equipment. Additionally, the program offers free assessments and direct install measures such as efficient faucet aerators, low flow showerheads, and pre-rinse sprayers.

The target market of the BEER Program is business and public sector customers using 60,000 or more therms per year. The program relies on wholesale and retail trade allies as well as business trade associations to help market the program to Nicor Gas end-use customers. The BEER Program is implemented by CLEAResult.

The program had 377 participants in 2020 and completed 427 projects as shown in Table 2-1. The program contains customers in both the Private and Public sectors.

Table 2-1. 2020 Volumetric Findings Detail

| Participation | Direct Install | Prescriptive | Total |
|---------------------------|----------------|--------------|-------|
| Private Sector | | | |
| Participants * | 7 | 209 | 216 |
| Installed Projects † | 7 | 238 | 245 |
| Measure Types Installed | 4 | 12 | 16 |
| Public Sector | | | |
| Participants * | 82 | 84 | 161 |
| Installed Projects † | 82 | 100 | 182 |
| Measure Types Installed | 3 | 8 | 11 |
| Program 2020 Total | | | |
| Participants * | 89 | 289 | 377 |
| Installed Projects † | 89 | 338 | 427 |
| Measure Types Installed | 4 | 13 | 17 |

* Participants are defined as the number of unique site addresses

† Installed Projects are defined as the number of unique Project IDs

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

Table 2-2 summarizes the installed measure quantities that are the basis for verified energy savings.

Table 2-2. 2020 Installed Measure Quantities

| Program Category | Program Path | Measure | Quantity Unit | Installed Quantity |
|-----------------------------|----------------|-------------------------------|---------------|--------------------|
| Private | Direct Install | Commercial Weather Stripping | Linear Feet | 3 |
| | | Low Flow Faucet Aerator | Each | 1,058 |
| | | Low Flow Showerhead | Each | 19 |
| | | Spray Valve | Each | 1 |
| | Prescriptive | Boiler Tune Up, Process | Each | 24 |
| | | Boiler Tune Up, Space Heating | Each | 7 |
| | | Combination Oven | Each | 5 |
| | | Demand Controlled Ventilation | Sensor | 351 |
| | | Fryer | Each | 10 |
| | | High Efficiency Boiler | Each | 14 |
| | | High Efficiency Furnace | Each | 60 |
| | | Infrared Heater | Each | 74 |
| | | Ozone Laundry | Each | 5 |
| | | Pipe Insulation | Linear Feet | 9,999 |
| Small Commercial Thermostat | Each | 14 | | |
| Steam Trap | Each | 1,103 | | |
| Public | Direct Install | Commercial Weather Stripping | Linear Feet | 16 |
| | | Low Flow Faucet Aerator | Each | 1,818 |
| | | Low Flow Showerhead | Each | 86 |
| | Prescriptive | Boiler Tune Up, Space Heating | Each | 75 |
| | | Demand Controlled Ventilation | Sensor | 4 |
| | | High Efficiency Boiler | Each | 42 |
| | | High Efficiency Furnace | Each | 12 |
| | | Infrared Heater | Each | 7 |
| | | Small Commercial Thermostat | Each | 1 |
| | | Steam Trap | Each | 124 |
| Water Heater | Each | 1 | | |

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

3. Program Savings Detail

Table 3-1 summarizes the energy savings the BEER Program achieved by path in 2020. The two paths include Direct Install and Prescriptive measures.

Table 3-1. 2020 Annual Energy Savings Summary

| Program Path | Ex Ante Gross Savings (Therms) | Verified Gross RR* | Verified Gross Savings (Therms) | NTG† | Verified Net Savings (Therms) |
|----------------------------------|--------------------------------------|-----------------------|---------------------------------------|-------------|-------------------------------------|
| Private | | | | | |
| Direct Install | 37,819 | 100% | 37,715 | 0.86 | 32,435 |
| Prescriptive | 1,619,687 | 100% | 1,626,122 | 0.86 | 1,398,465 |
| Private Subtotal | 1,657,505 | 100% | 1,663,837 | 0.86 | 1,430,900 |
| Public | | | | | |
| Direct Install | 10,467 | 100% | 10,465 | 0.86 | 9,000 |
| Prescriptive | 378,358 | 100% | 378,501 | 0.86 | 325,511 |
| Public Subtotal | 388,826 | 100% | 388,966 | 0.86 | 334,511 |
| Total or Weighted Average | 2,046,331 | 100% | 2,052,803 | 0.86 | 1,765,411 |

* Realization Rate (RR) is the ratio of verified gross savings to ex ante gross savings, based on evaluation research findings.

† A deemed value. Available on the SAG web site: https://www.ilsag.info/ntg_2020.

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

4. Program Savings by Measure

The program includes 30 reported measure names, which Guidehouse collapsed into 17 Research Categories, as shown in Table 4-1 for the program overall. Table 4-2 and Table 4-3 presents the results by program sector type. The steam trap and boiler measures contributed the most savings.

Table 4-1. 2020 Annual Energy Savings by Measure – Program Total

| Program Management | Research Category | Ex Ante Gross Savings (Therms) | Verified Gross RR* | Verified Gross Savings (Therms) | NTG† | Verified Net Savings (Therms) |
|--|-------------------------------|--------------------------------|--------------------|---------------------------------|-------------|-------------------------------|
| Direct Install | Commercial Weather Stripping | 196 | 100% | 196 | 0.86 | 169 |
| | Low Flow Faucet Aerator | 46,101 | 100% | 45,996 | 0.86 | 39,556 |
| | Low Flow Showerhead | 1,751 | 100% | 1,751 | 0.86 | 1,506 |
| | Spray Valve | 237 | 100% | 237 | 0.86 | 204 |
| Prescriptive | Boiler Tune Up, Process | 279,064 | 100% | 279,064 | 0.86 | 239,995 |
| | Boiler Tune Up, Space Heating | 182,021 | 100% | 182,021 | 0.86 | 156,538 |
| | Combination Oven | 1,819 | 100% | 1,820 | 0.86 | 1,565 |
| | Demand Controlled Ventilation | 83,055 | 100% | 83,055 | 0.86 | 71,427 |
| | Fryer | 23,680 | 100% | 23,680 | 0.86 | 20,365 |
| | High Efficiency Boiler | 227,547 | 100% | 227,547 | 0.86 | 195,691 |
| | High Efficiency Furnace | 23,412 | 100% | 23,415 | 0.86 | 20,137 |
| | Infrared Heater | 36,531 | 100% | 36,531 | 0.86 | 31,417 |
| | Ozone Laundry | 20,275 | 100% | 20,277 | 0.86 | 17,438 |
| | Pipe Insulation | 88,992 | 100% | 88,956 | 0.86 | 76,502 |
| | Small Commercial Thermostat | 715 | 100% | 7,146 | 0.86 | 6,145 |
| | Steam Trap | 1,030,898 | 100% | 1,031,074 | 0.86 | 886,724 |
| | Water Heater | 38 | 100% | 38 | 0.86 | 33 |
| Program Total or Weighted Average | | 2,046,331 | 100% | 2,052,803 | 0.86 | 1,765,411 |

* Realization Rate (RR) is the ratio of verified gross savings to ex ante gross savings, based on evaluation research findings.

† A deemed value. Available on the SAG web site: https://www.ilsag.info/ntg_2020.

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

Table 4-2. 2020 Annual Energy Savings by Measure – Private Sector

| Program Management | Research Category | Ex Ante Gross Savings (Therms) | Verified Gross RR* | Verified Gross Savings (Therms) | NTG† | Verified Net Savings (Therms) |
|--------------------|--|--------------------------------|--------------------|---------------------------------|------------------|-------------------------------|
| Direct Install | Commercial Weather Stripping | 31 | 100% | 31 | 0.86 | 27 |
| | Low Flow Faucet Aerator | 37,172 | 100% | 37,068 | 0.86 | 31,879 |
| | Low Flow Showerhead | 378 | 100% | 378 | 0.86 | 325 |
| | Spray Valve | 237 | 100% | 237 | 0.86 | 204 |
| Prescriptive | Boiler Tune Up, Process | 279,064 | 100% | 279,064 | 0.86 | 239,995 |
| | Boiler Tune Up, Space Heating | 22,400 | 100% | 22,400 | 0.86 | 19,264 |
| | Combination Oven | 1,819 | 100% | 1,820 | 0.86 | 1,565 |
| | Demand Controlled Ventilation | 81,365 | 100% | 81,365 | 0.86 | 69,974 |
| | Fryer | 23,680 | 100% | 23,680 | 0.86 | 20,365 |
| | High Efficiency Boiler | 29,983 | 100% | 29,983 | 0.86 | 25,786 |
| | High Efficiency Furnace | 18,379 | 100% | 18,379 | 0.86 | 15,806 |
| | Infrared Heater | 33,374 | 100% | 33,374 | 0.86 | 28,702 |
| | Ozone Laundry | 20,275 | 100% | 20,277 | 0.86 | 17,438 |
| | Pipe Insulation | 88,992 | 100% | 88,956 | 0.86 | 76,502 |
| | Small Commercial Thermostat | 699 | 1000% | 6,991 | 0.86 | 6,012 |
| | Steam Trap | 1,019,657 | 100% | 1,019,834 | 0.86 | 877,057 |
| | Program Total or Weighted Average | | 1,657,505 | 100% | 1,663,837 | 0.86 |

* Realization Rate (RR) is the ratio of verified gross savings to ex ante gross savings, based on evaluation research findings.

† A deemed value. Available on the SAG web site: https://www.ilsag.info/ntg_2020.

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

Table 4-3. 2020 Annual Energy Savings by Measure – Public Sector

| Program Management | Research Category | Ex Ante Gross Savings (Therms) | Verified Gross RR* | Verified Gross Savings (Therms) | NTG† | Verified Net Savings (Therms) |
|--|-------------------------------|--------------------------------|--------------------|---------------------------------|-------------|-------------------------------|
| Direct Install | Commercial Weather Stripping | 165 | 100% | 165 | 0.86 | 142 |
| | Low Flow Faucet Aerator | 8,930 | 100% | 8,928 | 0.86 | 7,678 |
| | Low Flow Showerhead | 1,372 | 100% | 1,372 | 0.86 | 1,180 |
| Prescriptive | Boiler Tune Up, Space Heating | 159,621 | 100% | 159,621 | 0.86 | 137,274 |
| | Demand Controlled Ventilation | 1,690 | 100% | 1,690 | 0.86 | 1,453 |
| | High Efficiency Boiler | 197,564 | 100% | 197,564 | 0.86 | 169,905 |
| | High Efficiency Furnace | 5,033 | 100% | 5,036 | 0.86 | 4,331 |
| | Infrared Heater | 3,157 | 100% | 3,157 | 0.86 | 2,715 |
| | Small Commercial Thermostat | 15 | 100% | 155 | 0.86 | 133 |
| | Steam Trap | 11,240 | 100% | 11,240 | 0.86 | 9,667 |
| | Water Heater | 38 | 100% | 38 | 0.86 | 33 |
| Program Total or Weighted Average | | 388,826 | 100% | 388,966 | 0.86 | 334,511 |

* Realization Rate (RR) is the ratio of verified gross savings to ex ante gross savings, based on evaluation research findings.

† A deemed value. Available on the SAG web site: https://www.ilsag.info/ntg_2020.

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

5. Impact Analysis Findings and Recommendations

5.1 Impact Parameter Estimates

Table 5-1 shows the unit therm savings and realization rate findings by measure from our review. The realization rate is the ratio of the verified savings to the ex ante savings. Following the table, we provide findings and recommendations, including discussion of all measures with realization rates above or below 100%. Appendix A provides a description of the impact analysis methodology. Table B-1 in Appendix B shows the Total Resource Cost (TRC) cost-effectiveness analysis inputs available at the time of producing this impact evaluation report.

Table 5-1. Verified Gross Savings Parameters

| Measure | Unit Basis | Ex Ante Gross (therms/unit) | Verified Gross (therms/unit) | Realization Rate | Data Source(s)* |
|-------------------------------|------------|-----------------------------|------------------------------|------------------|-------------------|
| Boiler Tune Up, Process | Each | Varies | Varies | 100% | TRM v8.0† - 4.4.3 |
| Boiler Tune Up, Space Heating | Each | Varies | Varies | 100% | TRM v8.0 - 4.4.2 |
| Combination Oven | Each | 363.7 | 364.0 | 100% | TRM v8.0 - 4.2.1 |
| Commercial Weather Stripping | Linear Ft. | 3.44 | 3.44 | 100% | TRM v8.0 - 4.8.16 |
| Demand Controlled Ventilation | Sensor | Varies | Varies | 100% | TRM v8.0 - 4.4.19 |
| Fryer | Each | Varies | Varies | 100% | TRM v8.0 - 4.2.7 |
| High Efficiency Boiler | Each | Varies | Varies | 100% | TRM v8.0 - 4.4.10 |
| High Efficiency Furnace | Each | Varies | Varies | 100% | TRM v8.0 - 4.4.11 |
| Infrared Heater | Each | 451.0 | 451.0 | 100% | TRM v8.0 - 4.4.12 |
| Low Flow Faucet Aerator | Each | Varies | Varies | 100% | TRM v8.0 - 4.3.2 |
| Low Flow Showerhead | Each | Varies | Varies | 100% | TRM v8.0 - 4.3.3 |
| Ozone Laundry | Each | Varies | Varies | 100% | TRM v8.0 - 4.3.6 |
| Pipe Insulation | Linear Ft. | Varies | Varies | 100% | TRM v8.0 - 4.4.14 |
| Small Commercial Thermostat | Each | Varies | Varies | 1000% | TRM v8.0 - 4.4.48 |
| Spray Valve | Each | Varies | Varies | 100% | TRM v8.0 - 4.2.11 |
| Steam Trap | Each | Varies | Varies | 100% | TRM v8.0 - 4.4.16 |
| Water Heater | Each | Varies | Varies | 100% | TRM v8.0 - 4.3.1 |

* Program Tracking Data (PTD) provided by Nicor Gas, extract dated January 31, 2021.

† State of Illinois Technical Reference Manual version 8.0 (TRM v8.0) from <http://www.ilsag.info/technical-reference-manual.html>.

5.2 Findings and Recommendations

5.2.1 Boiler Tune Up, Process

The realization rate for the Boiler Tune Up, Process measure is 100%. The tracking data erroneously reported the boiler input heating capacity of project PRJ-2773741 as 291,000 Btu/h. This resulted in a gross savings realization rate of 1%. We requested project application documents and the vendor's tune-up report from Nicor Gas to resolve the discrepancy. After reviewing the documents, we confirmed the capacity was 29,100,000 Btu/h, which resulted in a 100% realization rate. Nicor Gas tracks heating input capacity in units of Btu/h, while the TRM v8.0 algorithm uses "kBtu/hr" (1,000 Btu per hour) and the application form records "MBTUH" (also 1,000 Btu per hour, but MBTUH is commonly used in the trade).

Recommendation 1. Ensure the savings inputs are being reported correctly. Tracked input values should match the units used in the Illinois Technical Reference Manual (TRM) algorithms and application forms.

5.2.2 Low Flow Showerhead

The Low Flow Showerhead has a realization rate of 100%. One project ID PRJ-2388713 installed 40 showerheads with 2.0 gallons per minute high efficiency flow rate. The evaluation team verified the measure specs from the model number. The comparatively large quantity installed was plausible for the High School building type, and Nicor Gas confirmed the count represented the project.

5.2.3 Pipe Insulation

The Pipe Insulation measure has a realization rate of 100%. For Project IDs PRJ-2548224 and PRJ-2548226, the implementation contractor assumed year-round recirculation input values to calculate ex ante savings with 8,766 Equivalent Full Load Hours (EFLH), although 1,430 hours were reported in the tracking system. The evaluation team confirmed with Nicor Gas that the recirculation is year-round and the verified savings agreed with the ex ante savings. The discrepancy can be seen in the examples listed in Table 5-2.

Table 5-2. Pipe Insulation EFLH Discrepancy

| Measure Name | Project ID | Reported EFLH | EFLH Assumed in Ex Ante Savings | Discrepancy |
|--|-------------|---------------|---------------------------------|-------------|
| Pipe Insulation, Indoor LPS Space Heat | PRJ-2548224 | 1430 | 8766 | Yes |
| Pipe Insulation, Indoor LPS Space Heat | PRJ-2548226 | 1430 | 8766 | Yes |
| Pipe Insulation, Indoor HW Space Heat | PRJ-2548693 | 4963 | 4963 | No |
| Pipe Insulation, Indoor LPS Space Heat | PRJ-2773730 | 4963 | 4963 | No |

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

Recommendation 2. To avoid the evaluation risk resulting from adjusting savings, include a field in the tracking data provided to evaluators that indicates when a pipe insulation measure is installed on a year-round recirculation system or heating season recirculation.

5.2.4 Small Commercial Thermostat

The realization rate for Small Commercial Thermostats is 1000%. The ex-post verified savings for this measure are calculated using the algorithm of TRM v8.0 section 4.4.48, as shown in Figure 5-1. This algorithm produces a savings value ten times greater than the ex-ante value. Guidehouse found that the ex-ante savings divided the therms savings by 1,000,000 rather than the deemed 100,000 Btu/Therm.

Figure 5-1. Small Commercial Thermostat Therms Savings Algorithm

| NATURAL GAS SAVINGS | |
|---|--|
| $\Delta \text{Therms} = (\text{EFLH}_{\text{heat}} * \text{Capacity} * 1/\text{AFUE} * \text{Heating_Reduction}) / 100,000 \text{Btu/Therm}$ | |

Source: TRM v8.0, section 4.4.48.

Recommendation 3. Correct the savings input error in the tracking system for consistency with the TRM.

5.2.5 Storage Water Heater

The Water Heater measure has a realization rate of 100%. The provided tracking data rounded the value for baseline efficiency ($\text{UEF}_{\text{gasbase}}$) to 0.6. However, the calculation to determine this value (Equation 5-1) shows it should be 0.5667. The tracking data inputs used can be seen in Table 5-3.

Equation 5-1. Storage Water Heater Baseline Efficiency

| Equipment Type | Sub Category | Federal Standard – Uniform Energy Factor ²⁶² |
|---|---|---|
| Residential Gas Storage Water Heaters $\leq 75,000$ Btu/h | ≤ 55 gallon tanks, >4000 Btu/h/gal | $\text{UEF} = 0.6483 - (0.0017 * \text{Rated Storage Volume in Gallons})$ |
| | >55 gallon and ≤ 100 gallon tanks, >4000 Btu/h/gal | $\text{UEF} = 0.7897 - (0.0004 * \text{Rated Storage Volume in Gallons})$ |

Source: TRM v8.0, section 4.3.1.

Table 5-3. Storage Water Heater Savings Inputs

| Measure | Project ID | Size (Gallons) | Hot Water Use (Gallons) | $\text{UEF}_{\text{gasbase}}$ | UEF_{Eff} | Gross Therms Realization Rate (RR) |
|----------------------------------|-------------|----------------|-------------------------|-------------------------------|---------------------------|------------------------------------|
| Storage Water Heater, >0.67 EF | PRJ-2512215 | 48 | 16386 | 0.6 | 0.73 | 100% |

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.

Recommendation 4. If savings inputs are deemed in the TRM, the implementation contractor should ensure that deemed inputs are applied consistently as found in the TRM. Rounding the inputs might underestimate or overestimate expected deemed savings.

Appendix A. Impact Analysis Methodology

Guidehouse calculated the verified ex-post gross savings for each research category by conducting a review of the tracking data and applying the algorithms of the TRM v8.0¹. The evaluation team checked that provided savings inputs matched what was in the TRM v8.0, and that custom inputs were used properly or adjusted as necessary. Then the savings algorithms were applied to determine the ex-post savings of each measure. Verified gross realization rates are calculated by dividing the ex-post calculated savings by the reported ex-ante gross savings.

¹ Available on the SAG web site: <http://www.ilsag.info/technical-reference-manual.html>

Appendix B. Program Specific Inputs for the Illinois TRC

Table B-1 shows the Total Resource Cost (TRC) cost-effectiveness analysis inputs available at the time of producing this impact evaluation report. Additional required cost data (e.g., measure costs, program level incentive and non-incentive costs) are not included in this table and will be provided to the evaluation team later. Guidehouse will include annual and lifetime water savings and greenhouse gas reductions in the end of year summary report.

Table B-1. Verified Cost Effectiveness Inputs

| Program Path | Research Category | Units | Quantity | Effective Useful Life | Ex Ante Gross Savings (Therms) | Verified Gross Savings (Therms) | Verified Net Savings (Therms) |
|----------------|----------------------------------|-------------|----------|-----------------------|--------------------------------|---------------------------------|-------------------------------|
| Direct Install | Commercial Weather Stripping | Linear Feet | 19 | 10.0 | 196 | 196 | 169 |
| | Low Flow Faucet Aerator | Each | 2,876 | 10.0 | 46,101 | 45,996 | 39,556 |
| | Low Flow Showerhead | Each | 105 | 10.0 | 1,751 | 1,751 | 1,506 |
| | Spray Valve | Each | 1 | 5.0 | 237 | 237 | 204 |
| Prescriptive | Boiler Tune Up, Process | Each | 24 | 3.0 | 279,064 | 279,064 | 239,995 |
| | Boiler Tune Up, Space Heating | Each | 82 | 3.0 | 182,021 | 182,021 | 156,538 |
| | Combination Oven | Each | 5 | 12.0 | 1,819 | 1,820 | 1,565 |
| | Demand Controlled Ventilation | Sensor | 355 | 10.0 | 83,055 | 83,055 | 71,427 |
| | Fryer | Each | 10 | 12.0 | 23,680 | 23,680 | 20,365 |
| | High Efficiency Boiler | Each | 56 | 25.0 | 227,547 | 227,547 | 195,691 |
| | High Efficiency Furnace | Each | 72 | 17.0 | 23,412 | 23,415 | 20,137 |
| | Infrared Heater | Each | 81 | 12.0 | 36,531 | 36,531 | 31,417 |
| | Ozone Laundry | Each | 5 | 10.0 | 20,275 | 20,277 | 17,438 |
| | Pipe Insulation | Linear Feet | 9,999 | 15.0 | 88,992 | 88,956 | 76,502 |
| | Small Commercial Thermostat | Each | 15 | 11.0 | 715 | 7,146 | 6,145 |
| | Steam Trap | Each | 1,227 | 6.0 | 1,030,898 | 1,031,074 | 886,724 |
| | Water Heater | Each | 1 | 15.0 | 38 | 38 | 33 |
| | Total or Weighted Average | | | | 8.5 | 2,046,331 | 2,052,803 |

Source: Nicor Gas tracking data and Guidehouse evaluation team analysis.