C & I Energy Efficiency Overview

June 2, 2008

C&I Bundle: Electric

	3 Year Budget	% of Total Program Dollars	Net MWh Savings	% of Total MWh Savings
Prescriptive	$16,814,408	65%	239,652	75%
Retro-Commissioning	$1,371,000	5%	5,535	2%
Custom	$5,224,663	20%	58,711	18%
New Construction	$867,134	3%	1,169	0%
Street Lighting	$1,560,643	6%	13,835	4%
Total	$25,837,848		318,902	

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SAIC Team

- SAIC
  - Lead on design and implementation
  - Ally and customer outreach
- GDS Associates
  - Design and implementation support
  - Database development
- EFI
  - Incentive payment process

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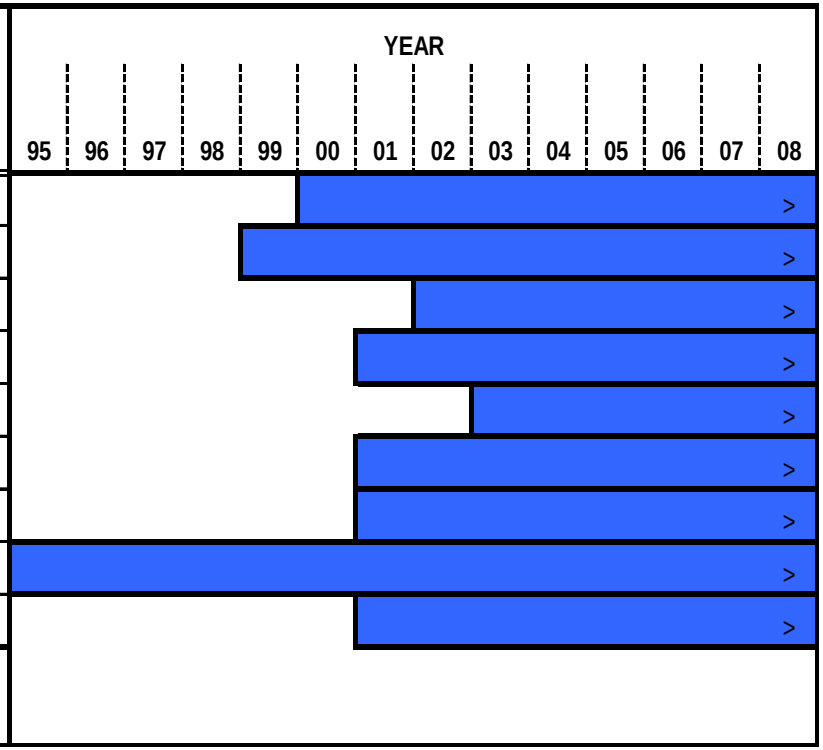
SAIC Team Program Experience

CONTRACTOR-DELIVERED PROGRAM RESULTS

State	Program	Annualized Savings: Demand Reduction MW	Annualized Savings: Annual Energy GWh (10^6 kWh)	Incentives Value (Millions $)
NY	C&I Performance	90	425	$60.0
NY	New Construction	35	146	$100.0
NY	Loan Fund	1	5	$2.0
NY	Smart Equipment	9	19	$3.0
OR	New Buildings	5	50	$6.0
WI	Focus Industrial	46	243	$9.0
WI	Focus Ag & Rural Business	22	88	$3.5
NY	Technical Service	54	356	$6.0
ME	Efficiency Maine	29	95	$9.0
Contractor-Delivered Totals		**290**	**1,427**	**$198.5**



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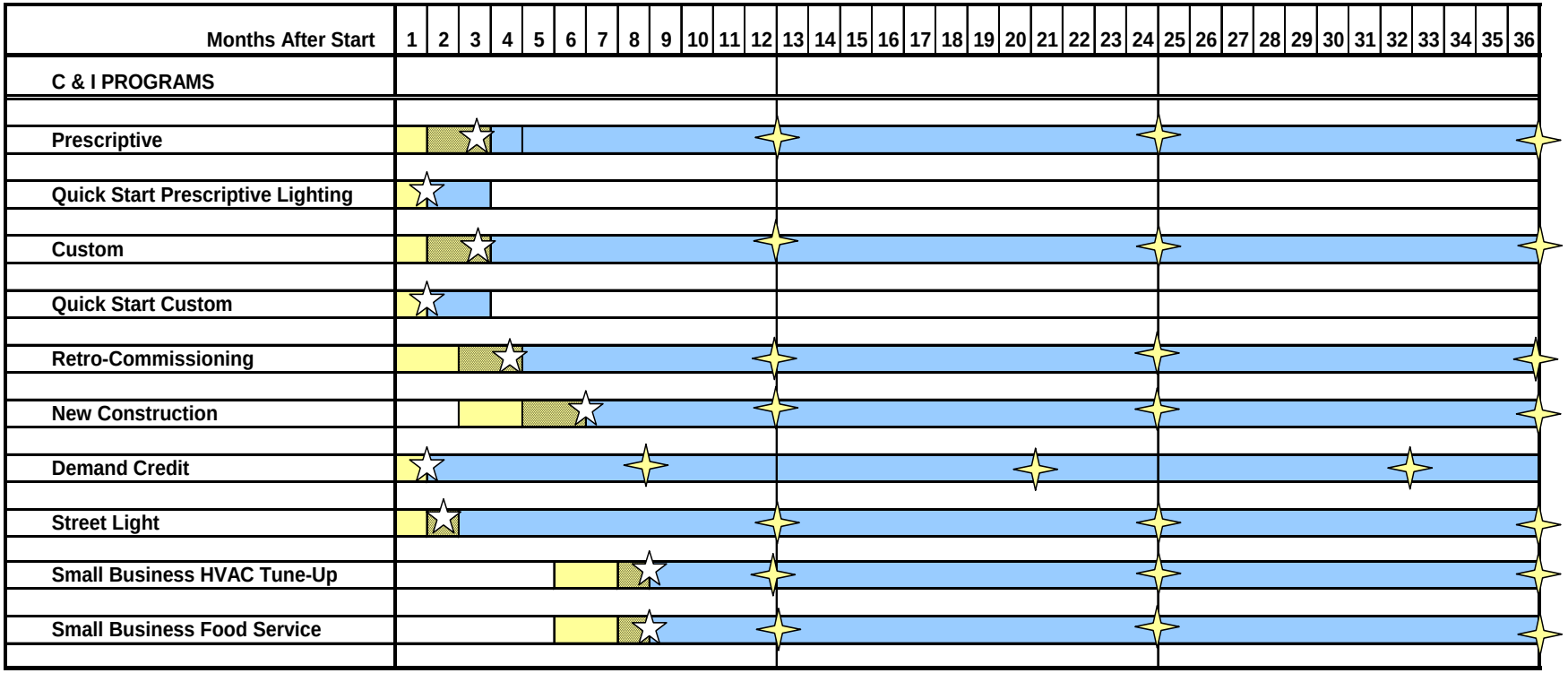
C&I Program Schedule



Schedule is based on contract beginning May 1st, 2008
Quick Start Programs will rollout June 1st, 2008

LEGEND

= Program Design

= Market Preparation

= Launch

= Annual Tune-up

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C&I Program Schedule

- Program Launch – June 23rd
- Standard Incentives:
  - Lighting
  - Motors
  - Efficient Cooling
- Custom Incentives
- Six ally outreach meetings – June 24th to June 26th
- Customer outreach meetings – July and August

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General Program Approach

- Cost effective and market effective incentives
- Channel approach for outreach to program allies
  - Manufacturers
  - Distributors
  - Vendors/Contractors
- Cluster approach for outreach to higher energy intensive customers
  - Use local cluster/market experts
  - Build local markets and use business networks
  - Outreach through cluster associations
- All programs marketed together

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General Program Approach

- Channels
  - Lighting
  - Motors/drives
  - HVAC
  - Compressed air
- Clusters (examples)
  - Office buildings
  - Grocery
  - Restaurants
  - Equipment manufacturing
  - Food processing

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Standard Incentives - Lighting

- Lighting Systems
  - Incandescent replacements
  - Low wattage ceramic metal halide (CMH)
  - Linear fluorescent and occupancy sensors
  - Pulse start metal halides
  - Exit signs
- Preapproval required for total incentive >$25,000 and for permanent lamp removal
- Incentives by lamp types and fixture types
- Incentive levels set to maximize program TRC while providing significant market impact
- May include incentive for reduced wattage T8 lamp only

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Standard Incentives – Motors and Cooling

- Motors
  - NEMA Efficiency Standards
  - Open drip-proof (ODP)
  - Totally enclosed fan cooled (TEFC)
- Cooling
  - Water and air-cooled chillers
  - Room air-conditioners
  - Packaged terminal AC units
- Adopted ComEd incentive levels to provide program and market consistency
- Incentive levels provide good TRC and are suitable for market impacts

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Custom Incentives

Custom Incentives	
Energy Savings Incentive	$0.05/kWh
Minimum Payback	1.5 years
Maximum Payback Period	7 years

- Cap of $100,000 per facility per year
- Project cap at 50% of incremental or retrofit cost
- Standard incentive measures not eligible

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Coordination with DCEO and ComEd

- Reviewed program materials from DCEO and ComEd including comments by advisor group
- Met with DCEO on May 23rd to discuss programs
- Attended ComEd/DCEO ally meeting on May 27th
- Met with ComEd and DCEO on May 27th to discuss and understand their program offerings
- Will attend ComEd and DCEO customer meeting on June 10th
- Follow-up meetings planned with DCEO and ComEd to continue coordination efforts

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Next Steps

- Finalize standard incentive levels
- Complete incentive forms
- Complete database
- Complete marketing materials and website
- Complete incentive fulfillment process
- Launch program on June 23rd
- Hold six ally meetings June 24th to June 26th

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Questions