

Table of Contents

- 2 DSM Lineup
- 3 DSM Overview
2017 Summary and Highlights
- 4-5 Residential Lighting Programs
- 6 Commercial and Industrial Programs
- 7 Energy Management Savings Switch Program
- 8 Residential HVAC Rebates
- 9 Touchstone Energy® HomeSM Program
- 10 Appliance Recycling Program
- 11-22 Appendices
- 23 Hoosier Energy Power Network

Hoosier Energy 2017 DSM Lineup



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2017 DSM Overview

2017 HIGHLIGHTS

Over 100,000 measures and \$3.6 million rebates

33,464 MWh in annual savings

4.30 MW in summer peak demand savings

5.97 MW in winter peak demand savings

\$36.9 million in lifetime economic benefits

3.64 TO 1 benefit to cost ratio

Hoosier Energy's mission to provide members with assured, reliable and competitively priced energy involves continuous evaluation of operating strategies including demand side management (DSM) programs. Energy efficiency and demand reduction programs have been a part of member system and Hoosier Energy's power supply strategy since 2009. While DSM programs do not eliminate the need for future generation capacity, improving efficiency and reducing demand in homes and businesses can offer a low cost energy supply resource over time. DSM also offers the added benefit of helping distribution cooperative members lower their monthly electric bill through reduced consumption. Over the last eight years, programs in the DSM portfolio have grown and adapted to reflect industry trends and best practices while meeting consumer needs.

The 2017 DSM portfolio consists of Residential and LED Security lighting programs, Commercial and Industrial Energy Efficiency program, Residential HVAC program, Energy Management Switch program, Appliance Recycling program, and Touchstone Energy Home program.

The year was characterized by continued positive results from established programs although participation was slightly lower than in previous years with just over 100,000 rebates valued at about \$3.6 million processed in 2017.

An important milestone was reached in 2017 when all member cooperatives were

matched with a local Habitat for Humanity ReStore as a service provider for the appliance recycling program, an alliance that support broader program participation and greater energy savings for consumers. ReStores benefit from the work experience and revenue that enable them to retain or add employees, purchase trucks and equipment to meet appliance collection needs, and fund additional home building projects in their areas.

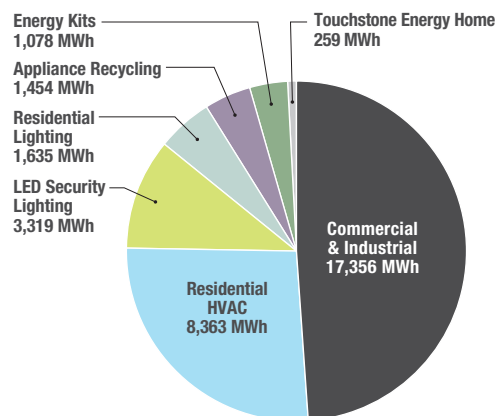
The residential lighting program's e-commerce web store was redesigned and integrated into the Energy Efficiency Collaborative Platform (EECP) in 2017, Hoosier Energy's online rebate portal. Inclusion of the lighting program in EECP enhanced data tracking and reporting and provides members near real time information on program participation and savings. The on-line store was also expanded to include agriculture and commercial lighting equipment.

The Team Up brand contributed to DSM programs through increased social media exposure during the year. Website analytics showed significant increases in program awareness and consumer participation in the form of advertisement click-through rates, likes and shares, and program enrollments. During a targeted social media push in July for the appliance recycling program, monthly sign-ups increased nearly 40 percent. The online lighting store was also a notable success with a more than 50 percent increase in the number of bulbs purchase during promotion periods.

2017 DSM PROGRAM SUMMARY

Program	Total Units	Annual MWh Savings	Summer Demand Savings	Winter Demand Savings
Residential Lighting	77,879	1,635	0.20	0.46
Commercial & Industrial	190	17,356	2.89	2.91
Energy Management Switch	615	-	0.43	0.23
Energy Kits (Other Savings)	13,000	1,078	0.11	0.25
Residential HVAC	1,446	8,363	0.41	1.69
Touchstone Energy Home	48	259	0.03	0.10
Appliance Recycling	1,472	1,454	0.15	0.13
LED Security Lighting	6,315	3,319	0.08	0.20
Total	100,965	33,464	4.30	5.97

2017 ANNUAL ENERGY SAVINGS



DSM measures installed in 2017 are expected to save 33,464 MWh



RESIDENTIAL LIGHTING PROGRAMS

The residential lighting program was among the first DSM programs provided to member cooperatives in 2009. Consumers were asked to exchange their 60 to 100 watt incandescent bulbs for energy efficient compact fluorescent lamps (CFLs) from their cooperative. The number of bulbs distributed exceeded initial program projections by 45 percent in the first year. Much has changed since 2009. Through 2017, the residential lighting program has remained a popular and significant resource for energy and cost savings for consumers. Bright, comfortable, safe, low-cost lighting is as desirable as ever and continues to be an easy and effective way for consumers to manage their electric costs. For many, it's as simple as screwing in a bulb.

In a 2013 member survey, results indicated members were most commonly using 13-15 watt CFLs in place of 60-75 watt incandescent bulbs, saving between 45 and 62 watts per bulb. In 2014, the residential



online store was launched as a new delivery channel for member access to energy efficient lighting. As light emitting diode (LED) lamps were introduced, consumers showed a strong preference for the new bulbs.

ONLINE LIGHTING STORES

Now the online lighting stores offer so much more than just bulbs. Hoosier Energy and member cooperatives recognize that when members are interested in savings and improving the bottom line, they are more engaged in their own energy usage. Along with a wide variety of LED bulbs, the webstores now offer several easy self-install products for purchase from energy kits, such as weather stripping and LED nightlights to help with comfort and energy savings throughout their home. The site also provides educational resources on how to select the right kind of bulb and its color temperature for your home, and how to spot other opportunities for energy reduction.

The website received a significant upgrade in 2017, making it more educational and considerably more consumer friendly. The online lighting store was redesigned to have a more modern look and function, but the most important upgrade was integration of the store with Hoosier Energy's online Energy Efficiency Collaborative Platform, one more step in bringing all DSM programs into one tracking and reporting system. Integration allows for real-time customer verification, and near real-time reporting on savings and cost data. The residential store offers instant rebates up to \$10 per bulb and free shipping. Online stores can be found at TeamUpToSave.com/lighting.

Another change was the rollout of the fully updated Agricultural and Small Business lighting store. This site provides all of the same products as the residential store, in case quantities, as well as high-quality, high-efficiency commercial lighting products. Farmers and small businesses receive the same incentives as they would through the Commercial and Industrial program. Rebates are instantaneous and shipping is free.

In 2017, more than 68,000 high-efficiency LEDs were ordered through the cooperative online store. 1.8 million lamps have been purchased since the program began in 2009.



LED SECURITY LIGHTING

Security lighting is another opportunity for savings, helping member cooperatives address their bottom line and keep costs low. Traditional outdoor security lighting draws significant load from member cooperatives. High-wattage mercury vapor and high pressure sodium lamps offer poor light quality and frequent maintenance costs due to their short lifespan. Switching to high output, low wattage dusk-to-dawn LED fixtures significantly improves light quality, uses less energy, and reduces high labor costs from frequent change outs. The reduction in energy can be up to 70 percent per lamp, which can translate to more stable electric rates for members.

The LED security lighting program began as a pilot project in 2014 with thirteen cooperatives participating and just over 2,000 lights replaced. This year, program participation held steady with seventeen cooperatives having installed 6,315 LED security lights for a total of nearly 21,000 lights since 2014. All eighteen member cooperatives will be participating in the program.

2017 RESIDENTIAL LIGHTING

NUMBER
OF UNITS
97,194

ENERGY
SAVINGS
6,032 MWh

WINTER PEAK
REDUCTION
0.91 MW

Includes Residential and
Agriculture/Small
Commercial Lighting,
Energy Kits,
LED Security Lighting

Commercial and Industrial Program

Big energy consumption provides big opportunities for savings. The 2009 Hoosier Energy Power Requirements Study (PRS) forecasted that by 2019, commercial and industrial (C&I) accounts would consume approximately 35 percent of total system energy sales. Only eight years later, C&I members account for more than 42 percent of energy sales. This result reflects the economic development efforts of many communities served by cooperative members as well as the appeal of rural and suburban areas as a business location. C&I growth brings with it a need for larger scale energy efficiency programs to help these consumers operate successfully in challenging markets and continue to grow in co-op service areas.

Hoosier Energy provided approximately \$1.3 million in incentives for 190 C&I applications in 2017. These investments by member systems and Hoosier Energy leveraged an additional \$8.8 million in consumer investments in energy efficiency upgrades during the year. The number of applications was lower than 2016 but there were several very large projects in 2017 that included larger incentive amounts. As business awareness of the program continues to grow, facility managers are better able to utilize the program to manage costs and achieve greater energy savings.

Commercial and industrial incentives are designed to assist larger consumers in making their facilities more energy efficient and reduce electric demand.



The program offers an annual maximum incentive of \$50,000 per consumer to help pay for upgrades that enhance efficiency. Program measures include rebates for lighting, which constitutes the bulk of program projects, as well as motors, compressed air, HVAC, new construction, and custom projects. Lighting improvements are typically the first upgrade for participating consumers due to common concerns about operating and maintenance costs. Lighting projects also offer opportunities for safety and security improvements and the added benefit of ease of installation.

The C&I program encourages large customers to take greater interest in energy savings opportunities and gain a better understanding of how costs can be better managed, often by use of simple, inexpensive control systems. For example, installation of lighting sensors can reduce electric usage by up to 50 percent when an area is not in use. Better lighting also provides a more comfortable and safer environment for employees and customers may find it more attractive and appealing.

Beginning in 2018, the C&I program will become a part of the online Energy Efficiency Collaboration Platform, the system that hosts other DSM programs. The application and approval process will be completely online which should make the program more accessible to more consumers.

PROJECT COST VS INCENTIVE PAID



2017
COMMERCIAL
AND INDUSTRIAL
PROGRAM

NUMBER OF
APPLICATIONS
190

ENERGY
SAVINGS
17,356 MWh

WINTER PEAK
REDUCTION
2.91 MW

Energy Management Savings Switch Program

2017 ENERGY MANAGEMENT SAVINGS SWITCH PROGRAM

NUMBER
OF UNITS
445

NUMBER OF
DEVICES
CONTROLLED
615

SUMMER PEAK
REDUCTION
0.43 MW

Residential load control was among the first programs piloted when member cooperatives and Hoosier Energy initiated demand side management. The program provides an opportunity for residential consumers to contribute to stable rates through voluntary energy conservation. Reducing consumption during high-use times helps manage short term costs by reducing Hoosier Energy power purchases in wholesale markets and helps manage long term costs by reducing the need for new generating capacity. Participants use less energy during peak periods and may receive incentives or bill credits for installing energy management switches on heating, cooling, and water heating units.

The control system used by Hoosier Energy operates by sending load deferral signals through member

Advanced Metering Infrastructure (AMI) and non-AMI systems and receiving real-time feedback confirming connectivity with member systems. Hoosier Energy provides advance notification of upcoming control events to member cooperatives based upon real time load forecasts allowing cooperatives to activate switches that cycle power to controlled devices. These brief instances reduce electric demand without impacting consumer comfort or convenience.

Fifteen member systems have participated in the load control program with more than 16,000 devices controlled. Seven cooperatives installed 445 new energy management switches in 2017 controlling 615 additional devices.



Residential HVAC Rebates



Utility costs are often a large expense for consumers and heating and cooling, or “conditioning” the home, comprises a big share of those costs. According to the U.S. Department of Energy, an average family spends about \$2,200 per year on energy bills and more than 60 percent of that amount is usually attributable to heating, cooling, and water heating. Upgrading heating, ventilation and air conditioning (HVAC) systems, along with water heating, represent the most advantageous investments in energy efficiency available to most residences.

Heat pumps were developed over sixty years ago and continued technology advances over the decades have resulted in units that offer remarkable operating efficiency. Heat pumps now provide approximately 50 percent energy savings over traditional heating sources such as electric resistance furnaces, ceiling cable, and baseboard heaters. Heat pumps work by transferring heat rather than creating heat, and are also highly efficient replacements for standard central air conditioners as well as whole house HVAC systems.

The residential HVAC program provided incentives to consumers for 1,446 units in 2017. Despite the expiration of federal tax credits at the end of 2016, geothermal heat pumps maintained high rates of installation throughout member systems with over 254 units placed in service this year. Rebates for air source heat pumps and heat pumps replacing 100 percent electric resistance continue to climb steadily with dual fuel heat pumps showing slower growth in their respective segments. Consumer interest in heat pump water heaters remains strong with 269 units installed in 2017. Some member cooperatives choose to support the water heater program through trade allies who help consumers make better informed purchase decisions, provide favorable pricing, and ensure units are correctly installed.

2017 RESIDENTIAL HVAC REBATES

NUMBER
OF UNITS
1,446

ENERGY
SAVINGS
8,363 MWh

WINTER PEAK
REDUCTION
1.69 MW

Touchstone Energy[®] HomeSM Program

2017 TOUCHSTONE[®] ENERGY HOME[™] PROGRAM

NUMBER
OF UNITS
48

ENERGY
SAVINGS
259 MWh

WINTER PEAK
REDUCTION
0.10 MW

Homeownership is a nearly universal dream, and one that comes at significant expense. The choice to build a new home allows the homeowner to make important decisions for the function of their home. As the dollars add up, savvy buyers recognize that the wisest use of their money is applying it toward high efficiency measures. Aside from the mortgage, long time affordability is heavily dependent on what it costs to live in the home. Heating and cooling expenses can easily exceed 60 percent of utility costs, followed by appliances and lighting. The Touchstone Energy[®] HomeSM program provides prescriptive standards for proper air sealing, ventilation, insulation, window systems, and HVAC units that meet or exceed minimum building codes. These high performance measures protect the level of comfort in the home and utility bills from seasonal extremes.

No one needs to tell a seasoned homebuilder how to build a house. The standards of the program offer guidance for the homeowner and builder to construct a house that will be comfortable and efficient for the next 25-plus years. Since most people who build a new home plan to stay there for many years, making efficiency and comfort a priority only improves their investment.

The new home building program held fairly steady with 48 homes completed in 2017. The average home constructed to current building code would have a Home Energy Rating System (HERS) score of 100 while a score of 0 means no energy consumption. The Touchstone Energy Home maintained an excellent average HERS score of 48. In other words, many Touchstone Energy Homes use one-half the energy of a home built to current codes. By building to the program standards, a calculation of annual pollutants prevented from reduced energy needs for homes built in 2017 show a savings of nearly 7,000 tons of carbon dioxide. Though participation has remained fairly constant, the cost of the program is high given the small number of participants.

The Touchstone Energy Home will not be continued in 2018. Homes registered in late 2017 and completed in 2018 will still receive Touchstone Energy Home status and guarantees. New homeowners will still be able to receive incentives for qualifying new water heating, and heating and cooling equipment through the residential HVAC rebate program.



Appliance Recycling Program

The appliance recycling program saw brisk activity in 2017 after a relaunch in 2016. The program was suspended in late 2015 when the previous vendor abruptly ceased operations. The 2016 relaunch began with a new vendor, Habitat for Humanity ReStores, in three member territories and grew to include sixteen members by the end of 2016. A new ReStore was added in the last quarter of 2017 for the two remaining member systems.

Appliance recycling increased 110 percent over 2016 with 300 refrigerators and 1,172 freezers collected and decommissioned. Recycling old appliances isn't just a good way to get rid of clutter and reduce energy consumption. Choosing to recycle old appliances keeps glass, plastic, and bulk iron out of landfills to serve other purposes. Freezers and refrigerators contain over 100 pounds of recyclable steel. According to the U.S. Environmental Protection Agency, it takes four times as much energy to produce steel from virgin ore than recycled scrap saving 2,500 pounds of iron ore and 1,400 pounds of coal per ton of steel produced.

The quantity of appliances collected throughout 2017 more than doubled 2016 collections. Growth is attributable in part to the mutually beneficial relationship between cooperatives and Habitat for Humanity ReStores that demonstrates the value of partnering with local, community-oriented vendors. The new program also puts administration back in the hands of the cooperative as with other DSM programs.

Co-op members receive a \$50 incentive for each appliance they recycle. Participating Habitat for Humanity chapters receive a stipend for each appliance collected which is then funneled into



home building programs for local families. Participants also receive a donation slip from the ReStore for charitable deductions on their taxes.

Restores have expanded resources including part-time and full-time staff to schedule and pick up recycled appliances. They have also used proceeds from the recycling program to add more homes to their annual building schedules. It costs \$85,000 to \$120,000 to build a Habitat for Humanity home, depending on the size and needs of the family, and recycling program income helps support that construction.

UNITS RECYCLED BY RESTORE AFFILIATE

Habitat for Humanity Madison ReStore	815
Monroe County Habitat for Humanity ReStore	215
Habitat for Humanity of Dubois County	200
Raintree Habitat for Humanity ReStore	174
Wabash Valley Habitat for Humanity (New in 2017)	68
Total Units	1,472

2017 APPLIANCE RECYCLING REBATES

NUMBER
OF UNITS
1,472

ENERGY
SAVINGS
1,454 MWh

SUMMER PEAK
REDUCTION
0.15 MW

Appendices

12-15 Appendix A: 2017 DSM Program Savings

16-20 Appendix B: Cumulative DSM Program Savings

21-22 Appendix C: Basic Program Assumptions

2017 Residential Lighting Program

Cooperative	Total Measures Installed	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	2,341	49	0.00	0.01
Clark County REMC	9,085	191	0.02	0.06
Daviess-Martin County REMC	3,792	80	0.01	0.02
Decatur County REMC	2,309	48	0.01	0.02
Dubois REC, Inc.	12,345	259	0.03	0.07
Harrison REMC	9,955	209	0.03	0.06
Henry County REMC	455	10	0.00	0.00
Jackson County REMC	3,397	71	0.01	0.02
Johnson County REMC	2,392	50	0.01	0.01
Orange County REMC	2,077	44	0.01	0.01
RushShelby Energy	3,168	67	0.01	0.02
South Central Indiana REMC	5,153	108	0.01	0.03
Southeastern Indiana REMC	2,518	53	0.01	0.02
Southern Indiana Power	5,379	113	0.01	0.03
Utilities District of Western Indiana REMC	2,636	55	0.01	0.02
Wayne-White Counties Electric Cooperative	7,309	153	0.02	0.04
Whitewater Valley REMC	1,432	30	0.00	0.01
WIN Energy REMC	2,136	45	0.00	0.01
TOTAL	77,879	1,635	0.20	0.46

2017 C&I Energy Efficiency Program

Cooperative	Total Applications Paid	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	8	187	0.04	0.04
Clark County REMC	14	846	0.21	0.21
Daviess-Martin County REMC	12	1,592	0.28	0.28
Decatur County REMC	6	530	0.10	0.10
Dubois REC, Inc.	21	2,909	0.28	0.28
Harrison REMC	12	645	0.17	0.17
Henry County REMC	4	383	0.09	0.11
Jackson County REMC	9	323	0.11	0.11
Johnson County REMC	7	993	0.16	0.16
Orange County REMC	6	82	0.03	0.03
RushShelby Energy	3	931	0.11	0.11
South Central Indiana REMC	12	309	0.07	0.07
Southeastern Indiana REMC	10	2,265	0.31	0.31
Southern Indiana Power	15	2,155	0.33	0.33
Utilities District of Western Indiana REMC	16	537	0.13	0.13
Wayne-White Counties Electric Cooperative	4	974	0.12	0.12
Whitewater Valley REMC	7	29	0.02	0.02
WIN Energy REMC	24	1,667	0.35	0.35
TOTAL	190	17,356	2.89	2.91

Measures for the C&I Energy Efficiency Program are listed in terms of rebate applications paid.

2017 Energy Management Savings Switch Program

Cooperative	Total Devices Controlled	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	0	0	0.00	0.00
Clark County REMC	0	0	0.00	0.00
Daviess-Martin County REMC	0	0	0.00	0.00
Decatur County REMC	0	0	0.00	0.00
Dubois REC, Inc.	274	0	0.21	0.08
Harrison REMC	0	0	0.00	0.00
Henry County REMC	0	0	0.00	0.00
Jackson County REMC	115	0	0.08	0.04
Johnson County REMC	0	0	0.00	0.00
Orange County REMC	48	0	0.03	0.03
RushShelby Energy	7	0	0.00	0.00
South Central Indiana REMC	0	0	0.00	0.00
Southeastern Indiana REMC	113	0	0.07	0.06
Southern Indiana Power	46	0	0.04	0.01
Utilities District of Western Indiana REMC	12	0	0.00	0.01
Wayne-White Counties Electric Cooperative	0	0	0.00	0.00
Whitewater Valley REMC	0	0	0.00	0.00
WIN Energy REMC	0	0	0.00	0.00
Total	615	-	0.43	0.23

2017 Other Savings

Cooperative	Total Measures Installed	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	500	41	0.004	0.01
Clark County REMC	1,000	84	0.009	0.02
Daviess-Martin County REMC	500	41	0.004	0.01
Decatur County REMC	500	41	0.004	0.01
Dubois REC, Inc.	500	41	0.004	0.01
Harrison REMC	1,000	84	0.009	0.02
Henry County REMC	500	41	0.004	0.01
Jackson County REMC	1,000	84	0.009	0.02
Johnson County REMC	1,000	84	0.009	0.02
Orange County REMC	500	41	0.004	0.01
RushShelby Energy	500	41	0.004	0.01
South Central Indiana REMC	1,000	84	0.009	0.02
Southeastern Indiana REMC	1,000	84	0.009	0.01
Southern Indiana Power	500	41	0.004	0.01
Utilities District of Western Indiana REMC	1,500	123	0.012	0.03
Wayne-White Counties Electric Cooperative	500	41	0.004	0.01
Whitewater Valley REMC	500	41	0.004	0.01
WIN Energy REMC	500	41	0.004	0.01
Total	13,000	1,078	0.110	0.250

Other Savings includes Energy Kits.

2017 Residential HVAC Incentives Program

Cooperative	Total Measures Installed	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	47	327	0.01	0.04
Clark County REMC	151	383	0.03	0.10
Daviess-Martin County REMC	17	113	0.00	0.02
Decatur County REMC	43	341	0.02	0.11
Dubois REC, Inc.	63	272	0.03	0.11
Harrison REMC	246	1,066	0.05	0.18
Henry County REMC	27	157	0.01	0.04
Jackson County REMC	145	1,235	0.04	0.16
Johnson County REMC	56	286	0.01	0.06
Orange County REMC	44	380	0.02	0.06
RushShelby Energy	30	186	0.01	0.05
South Central Indiana REMC	220	1,681	0.06	0.27
Southeastern Indiana REMC	122	735	0.05	0.21
Southern Indiana Power	48	179	0.01	0.04
Utilities District of Western Indiana REMC	60	502	0.02	0.08
Wayne-White Counties Electric Cooperative	45	-18	0.01	0.03
Whitewater Valley REMC	26	108	0.01	0.05
WIN Energy REMC	56	431	0.02	0.09
Total	1,446	8,363	0.41	1.69

Dual Fuel Heat Pump units have negative kWh savings. See Appendix C for program measure assumptions.

2017 Touchstone Energy® HomeSM Program

Cooperative	Homes Registered	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	0	0	0.000	0.000
Clark County REMC	3	16	0.002	0.006
Daviess-Martin County REMC	1	5	0.001	0.002
Decatur County REMC	2	11	0.001	0.004
Dubois REC, Inc.	5	27	0.003	0.010
Harrison REMC	20	108	0.011	0.041
Henry County REMC	0	0	0.000	0.000
Jackson County REMC	6	33	0.003	0.012
Johnson County REMC	1	5	0.001	0.002
Orange County REMC	0	0	0.000	0.000
RushShelby Energy	4	22	0.002	0.008
South Central Indiana REMC	4	22	0.002	0.008
Southeastern Indiana REMC	0	0	0.000	0.000
Southern Indiana Power	1	5	0.001	0.002
Utilities District of Western Indiana REMC	1	5	0.001	0.002
Wayne-White Counties Electric Cooperative	0	0	0.000	0.000
Whitewater Valley REMC	0	0	0.000	0.000
WIN Energy REMC	0	0	0.000	0.000
Total	48	259	0.028	0.097

2017 Appliance Recycling Program

Cooperative	Total Units Collected	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	23	23	0.002	0.002
Clark County REMC	188	186	0.019	0.016
Daviess-Martin County REMC	14	14	0.001	0.001
Decatur County REMC	28	28	0.003	0.002
Dubois REC, Inc.	147	145	0.015	0.013
Harrison REMC	216	215	0.022	0.019
Henry County REMC	61	60	0.006	0.005
Jackson County REMC	96	95	0.010	0.008
Johnson County REMC	0	0	0.000	0.000
Orange County REMC	4	4	0.000	0.000
RushShelby Energy	47	46	0.005	0.004
South Central Indiana REMC	139	137	0.014	0.012
Southeastern Indiana REMC	292	288	0.030	0.025
Southern Indiana Power	35	35	0.004	0.003
Utilities District of Western Indiana REMC	76	75	0.008	0.007
Wayne-White Counties Electric Cooperative	0	0	0.000	0.000
Whitewater Valley REMC	38	37	0.004	0.003
WIN Energy REMC	68	66	0.007	0.006
Total	1,472	1,454	0.150	0.126

2017 LED Security Lighting Program

Cooperative	Total Measures Installed	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	123	65	0.002	0.004
Clark County REMC	284	149	0.004	0.009
Daviess-Martin County REMC	0	0	0.000	0.000
Decatur County REMC	327	172	0.004	0.010
Dubois REC, Inc.	346	182	0.005	0.011
Harrison REMC	498	262	0.007	0.016
Henry County REMC	500	263	0.007	0.016
Jackson County REMC	500	263	0.007	0.016
Johnson County REMC	497	261	0.007	0.015
Orange County REMC	116	61	0.001	0.004
RushShelby Energy	178	94	0.002	0.006
South Central Indiana REMC	101	53	0.001	0.003
Southeastern Indiana REMC	594	312	0.008	0.018
Southern Indiana Power	499	262	0.006	0.016
Utilities District of Western Indiana REMC	293	154	0.004	0.009
Wayne-White Counties Electric Cooperative	472	248	0.006	0.015
Whitewater Valley REMC	499	262	0.006	0.015
WIN Energy REMC	488	256	0.006	0.015
Total	6,315	3,319	0.083	0.198

Analysis of Measures Installed: 2009-2017

The average lifetime cost of energy conserved to date through DSM measures is less than \$0.02 per kWh, well below the cost to provide power from traditional resources.*

DSM programs are evaluated using a Total Resource Cost (TRC) test that compares avoided energy and capacity savings to the costs of the efficiency measure or program including cost borne by consumers.

Benefits detailed in the TRC test include avoided supply costs such as reductions in capital and O&M costs for generation, transmission and distribution facilities and operations.

A TRC ratio higher than 1.0 indicates program benefits exceed program costs. For all programs to date, lifetime economic benefits outweighed costs by a ratio of 2.71 to 1.**

This ratio suggests that \$2.71 in long-term benefits were obtained for each \$1 invested in efficiency programs.

* Formula for cost per kWh is (Hoosier Energy Cost + Participant Cost) / (Estimated Lifetime MWh Savings * 1000)
Example: (\$32,817,835 + \$34,262,409) / (3,901,666 * 1000) = \$0.0172

** Formula for TRC is Lifetime Economic Benefit / Hoosier Energy Cost + Participant Cost
Example: \$181,838,279 / (\$32,817,835 + \$34,262,409) = \$2.71 or TRC ratio 2.71 to 1

Estimated Benefits and Costs for all Measures Installed: 2009-2017¹

	Total Measures Installed to Date	Cumulative MWh Savings to Date	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings to Date	Cumulative Winter Peak MW Savings to Date
Residential Lighting	1,837,535	53,654	535,617	5.36	13.09
Commercial & Industrial Energy Efficiency	968	121,072	1,902,869	17.22	18.05
Weatherization²	4,061	19,285	479,329	4.81	3.28
Energy Management Switch	16,995	-	-	12.09	7.71
Other Savings³	44,558	13,582	105,867	2.02	3.85
Residential HVAC	33,047	44,567	618,395	12.57	42.64
Touchstone Energy Home	560	2,478	54,934	0.54	0.42
Appliance Recycling	9,413	8,003	52,486	0.69	0.59
LED Security Lighting	20,791	10,930	152,170	0.08	0.58
Total	1,967,928	273,572	3,901,666	55.38	90.21

	Hoosier Energy Costs	Participant Costs	Lifetime Economic Benefits	Cost/kWh	Total Resource Cost (TRC)
Residential Lighting	\$3,196,014	\$48,374	\$23,526,869	0.01	7.25
Commercial & Industrial Energy Efficiency	\$4,231,880	\$18,401,619	\$97,674,478	0.01	4.32
Weatherization	\$9,078,275	\$0	\$15,084,780	0.02	1.66
Energy Management Switch	\$2,826,772	\$0	\$5,863,681	0.00	2.07
Other Savings	\$2,235,236	\$0	\$2,830,306	0.02	1.27
Residential HVAC	\$8,289,811	\$12,342,315	\$25,902,964	0.03	1.26
Touchstone Energy Home	\$562,564	\$757,062	\$1,756,708	0.02	1.33
Appliance Recycling	\$1,014,426	\$1,443	\$1,644,832	0.02	1.62
LED Security Lighting	\$1,382,858	\$2,711,595	\$7,553,662	0.03	1.84
Total	\$32,817,835	\$34,262,409	\$181,838,279	0.02	2.71

¹Appendix B measures are shown at generation levels. A 9% transmission and distribution loss is factored into estimates.

²Weatherization program includes 1,393 homes on member systems weatherized through the ARRA program 2009-2011.

³Other Savings include Deferred Weatherization program benefits and energy efficiency kits.

APPENDIX B

Residential Lighting Program

Cooperative	Total Measures Installed	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	116,424	3,792	33,740	0.39	0.89	\$1,448,104
Clark County REMC	334,720	9,688	97,380	0.98	2.49	\$4,385,985
Daviess-Martin County REMC	108,893	1,674	31,715	0.17	0.46	\$1,487,449
Decatur County REMC	40,074	964	11,719	0.10	0.25	\$546,408
Dubois REC, Inc.	131,041	3,784	38,508	0.39	0.89	\$1,796,696
Harrison REMC	129,653	4,846	38,037	0.40	0.98	\$1,733,443
Henry County REMC	63,968	1,692	18,512	0.17	0.41	\$822,343
Jackson County REMC	110,151	3,329	31,906	0.33	0.89	\$1,409,495
Johnson County REMC	92,392	2,864	26,806	0.29	0.68	\$1,147,135
Orange County REMC	69,940	2,259	20,358	0.23	0.58	\$865,041
RushShelby Energy	62,256	1,517	18,192	0.15	0.40	\$854,414
South Central Indiana REMC	63,363	1,670	18,591	0.18	0.41	\$836,068
Southeastern Indiana REMC	106,518	3,004	30,981	0.30	0.78	\$1,337,035
Southern Indiana Power	116,516	3,224	33,924	0.34	0.75	\$1,566,469
Utilities District of Western Indiana REMC	113,378	3,905	33,179	0.40	0.95	\$1,366,641
Wayne-White Counties Electric Cooperative	71,100	2,367	20,924	0.24	0.55	\$555,291
Whitewater Valley	76,615	2,041	22,214	0.20	0.49	\$991,994
WIN Energy	30,533	1,036	8,930	0.11	0.25	\$376,859
Total	1,837,535	53,654	535,617	5.36	13.09	\$23,526,869

C&I Energy Efficiency Program

Cooperative	Rebate Applications	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	62	15,925	239,809	2.94	3.02	\$10,683,128
Clark County REMC	60	4,736	75,268	0.80	0.88	\$3,751,190
Daviess-Martin County REMC	36	2,896	51,403	0.54	0.54	\$3,904,790
Decatur County REMC	37	4,303	67,190	0.63	0.65	\$3,586,610
Dubois REC, Inc.	78	6,842	117,172	0.77	0.86	\$7,078,272
Harrison REMC	52	5,905	91,794	0.82	0.86	\$4,501,223
Henry County REMC	26	1,311	21,577	0.27	0.32	\$1,428,880
Jackson County REMC	108	2,444	38,272	0.51	0.46	\$2,218,420
Johnson County REMC	78	8,649	134,710	1.37	1.47	\$7,700,796
Orange County REMC	18	1,146	17,608	0.19	0.18	\$870,224
RushShelby Energy	34	9,091	141,015	0.99	1.03	\$4,400,607
South Central Indiana REMC	81	3,547	54,752	0.47	0.51	\$2,718,887
Southeastern Indiana REMC	41	5,704	96,888	0.81	0.85	\$7,537,120
Southern Indiana Power	62	10,068	161,798	1.20	1.24	\$8,805,896
Utilities District of Western Indiana REMC	64	22,490	340,025	2.72	2.94	\$16,165,397
Wayne-White Counties Electric Cooperative	23	2,490	42,216	0.53	0.55	\$1,908,723
Whitewater Valley	31	2,004	30,211	0.28	0.28	\$1,242,003
WIN Energy	77	11,522	181,162	1.40	1.43	\$9,172,311
Total	968	121,072	1,902,869	17.22	18.05	\$97,674,478

Measures for the C&I Energy Efficiency Program are listed in terms of rebate applications paid.

APPENDIX B

Energy Management Savings Switch Program

Cooperative	Total Devices Controlled	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	195	-	-	0.15	0.10	\$69,760
Clark County REMC	0	-	-	0.00	0.00	\$0
Daviess-Martin County REMC	1,191	-	-	0.99	0.44	\$468,404
Decatur County REMC	200	-	-	0.09	0.18	\$42,331
Dubois REC, Inc.	814	-	-	0.36	0.14	\$217,344
Harrison REMC	1,885	-	-	1.50	0.80	\$707,899
Henry County REMC	958	-	-	0.78	0.38	\$386,150
Jackson County REMC	1,205	-	-	0.89	0.39	\$430,027
Johnson County REMC	0	-	-	0.00	0.00	\$0
Orange County REMC	1,870	-	-	1.14	0.98	\$591,760
RushShelby Energy	1,182	-	-	0.95	0.47	\$454,931
South Central Indiana REMC	2,018	-	-	1.17	1.43	\$549,593
Southeastern Indiana REMC	2,264	-	-	1.68	1.00	\$792,071
Southern Indiana Power	1,883	-	-	1.46	0.74	\$698,346
Utilities District of Western Indiana REMC	1,321	-	-	0.94	0.66	\$452,829
Wayne-White Counties Electric Cooperative	0	-	-	0.00	0.00	\$0
Whitewater Valley REMC	8	-	-	0.00	0.01	\$2,041
WIN Energy REMC	1	-	-	0.00	0.00	\$195
Total	16,995	-	-	12.09	7.71	\$5,863,681

Other Savings

Cooperative	Total Measures Installed	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	1,921	738	5,584	0.08	0.17	\$135,191
Clark County REMC	2,986	730	5,945	0.07	0.18	\$94,015
Daviess-Martin County REMC	1,437	396	3,190	0.04	0.09	\$54,690
Decatur County REMC	1,439	398	3,200	0.04	0.09	\$55,233
Dubois REC, Inc.	1,447	403	3,239	0.04	0.09	\$56,715
Harrison REMC	4,511	1,538	11,600	0.24	0.45	\$339,067
Henry County REMC	2,011	802	6,029	0.08	0.19	\$150,905
Jackson County REMC	2,300	672	5,534	0.06	0.15	\$127,384
Johnson County REMC	3,800	1,330	10,145	0.14	0.32	\$232,506
Orange County REMC	1,931	751	5,673	0.08	0.17	\$138,576
RushShelby Energy	1,768	560	4,333	0.06	0.13	\$96,307
South Central Indiana REMC	5,563	1,224	9,403	0.67	0.87	\$650,750
Southeastern Indiana REMC	4,242	1,547	11,664	0.16	0.37	\$287,554
Southern Indiana Power	1,510	377	3,056	0.04	0.09	\$49,937
Utilities District of Western Indiana REMC	3,455	791	6,779	0.07	0.18	\$121,585
Wayne-White Counties Electric Cooperative	537	85	1,012	0.00	0.01	\$24,251
Whitewater Valley REMC	2,100	794	5,975	0.08	0.18	\$148,730
WIN Energy REMC	1,600	441	3,501	0.05	0.10	\$66,911
Total	44,558	13,582	105,867	2.02	3.85	\$2,830,306

Other Savings includes energy efficiency kits and Deferred Weatherization program benefits. Savings for installed measures will continue to contribute to program savings for the duration of deemed useful life.

APPENDIX B

Residential HVAC Incentives Program

Cooperative	Total Measures Installed	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	1,540	1,855	27,172	0.56	1.25	\$1,165,803
Clark County REMC	4,058	4,743	56,053	2.00	3.17	\$2,592,956
Daviess-Martin County REMC	933	1,258	17,836	0.33	1.53	\$814,859
Decatur County REMC	539	1,195	19,447	0.22	1.83	\$813,487
Dubois REC, Inc.	2,004	2,485	34,820	0.72	3.46	\$1,708,594
Harrison REMC	3,667	5,200	59,987	2.22	3.25	\$2,242,115
Henry County REMC	584	1,015	14,932	0.25	1.39	\$682,788
Jackson County REMC	2,360	3,850	51,596	1.05	2.60	\$1,788,424
Johnson County REMC	1,596	2,324	29,941	0.58	1.61	\$1,290,920
Orange County REMC	940	1,074	14,315	0.27	0.54	\$464,680
RushShelby Energy	830	1,243	19,190	0.28	1.69	\$887,204
South Central Indiana REMC	4,234	4,836	78,736	0.93	4.21	\$3,066,517
Southeastern Indiana REMC	2,829	3,615	55,261	0.73	4.66	\$2,407,613
Southern Indiana Power	1,269	2,595	28,412	0.70	2.16	\$1,111,848
Utilities District of Western Indiana REMC	1,940	2,927	44,826	0.68	2.89	\$1,867,090
Wayne-White Counties Electric Cooperative	1,003	1,112	14,968	0.35	2.10	\$727,141
Whitewater Valley REMC	834	1,193	18,757	0.25	2.14	\$890,670
WIN Energy REMC	1,887	2,046	32,147	0.44	2.18	\$1,380,254
Total	33,047	44,567	618,395	12.57	42.64	\$25,902,964

Touchstone Energy® HomeSM Program

Cooperative	Homes Registered	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	6	28	568	0.01	0.00	\$20,627
Clark County REMC	51	229	4,948	0.05	0.04	\$160,524
Daviess-Martin County REMC	6	29	608	0.01	0.01	\$19,597
Decatur County REMC	23	96	2,257	0.02	0.02	\$67,971
Dubois REC, Inc.	96	439	9,287	0.10	0.07	\$306,532
Harrison REMC	156	690	15,570	0.15	0.13	\$469,346
Henry County REMC	4	19	379	0.00	0.00	\$14,281
Jackson County REMC	69	312	6,772	0.07	0.05	\$218,653
Johnson County REMC	2	10	230	0.00	0.00	\$5,607
Orange County REMC	2	9	189	0.00	0.00	\$6,368
RushShelby Energy	45	197	4,420	0.04	0.03	\$149,084
South Central Indiana REMC	32	145	3,190	0.03	0.03	\$97,918
Southeastern Indiana REMC	15	43	1,420	0.01	0.01	\$47,619
Southern Indiana Power	34	152	3,258	0.03	0.02	\$111,353
Utilities District of Western Indiana REMC	17	72	1,649	0.02	0.01	\$54,513
Wayne-White Counties Electric Cooperative	0	0	-	0.00	0.00	\$0
Whitewater Valley REMC	1	5	95	0.00	0.00	\$3,435
WIN Energy REMC	1	5	95	0.00	0.00	\$3,279
Total	560	2,478	54,934	0.54	0.42	\$1,756,708

Appliance Recycling Program

Cooperative	Total Units Collected	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	279	274	1,498	0.02	0.02	\$47,439
Clark County REMC	982	769	5,588	0.07	0.06	\$178,049
Daviess-Martin County REMC	225	232	1,202	0.02	0.02	\$39,679
Decatur County REMC	236	228	1,291	0.02	0.02	\$40,764
Dubois REC, Inc.	1,040	887	5,787	0.08	0.07	\$178,076
Harrison REMC	830	847	4,882	0.07	0.06	\$143,228
Henry County REMC	405	306	2,228	0.03	0.02	\$65,531
Jackson County REMC	717	681	3,929	0.06	0.05	\$121,917
Johnson County REMC	174	180	899	0.01	0.01	\$26,018
Orange County REMC	11	27	175	0.00	0.00	\$5,048
RushShelby Energy	536	464	2,871	0.04	0.03	\$91,191
South Central Indiana REMC	894	679	4,987	0.06	0.05	\$156,908
Southeastern Indiana REMC	1,336	941	7,692	0.08	0.07	\$253,002
Southern Indiana Power	434	281	2,319	0.02	0.02	\$79,412
Utilities District of Western Indiana REMC	495	418	2,743	0.04	0.03	\$83,479
Wayne-White Counties Electric Cooperative	247	254	1,271	0.02	0.02	\$41,641
Whitewater Valley REMC	344	317	1,879	0.03	0.02	\$58,848
WIN Energy REMC	228	217	1,246	0.02	0.02	\$34,602
Total	9,413	8,003	52,486	0.69	0.59	\$1,644,832

LED Security Lighting Program

Cooperative	Total Measures Installed	Cumulative MWh Savings	Estimated Lifetime MWh Savings	Cumulative Summer Peak MW Savings	Cumulative Winter Peak MW Savings	Lifetime Economic Benefits
Bartholomew County REMC	365	192	3,574	0.00	0.01	\$132,143
Clark County REMC	284	149	2,687	0.00	0.01	\$95,573
Daviess-Martin County REMC	0	0	-	0.00	0.00	\$0
Decatur County REMC	763	401	4,479	0.00	0.02	\$273,544
Dubois REC, Inc.	781	411	5,884	0.00	0.02	\$279,563
Harrison REMC	2,011	1,058	16,761	0.01	0.07	\$734,965
Henry County REMC	1,541	810	10,417	0.01	0.04	\$558,638
Jackson County REMC	1,939	1,019	13,799	0.01	0.06	\$707,888
Johnson County REMC	1,734	912	12,851	0.01	0.05	\$631,128
Orange County REMC	489	257	3,708	0.00	0.01	\$178,912
RushShelby Energy	580	305	4,052	0.00	0.02	\$210,652
South Central Indiana REMC	835	439	7,562	0.00	0.01	\$309,239
Southeastern Indiana REMC	2,631	1,383	18,198	0.01	0.07	\$963,771
Southern Indiana Power	1,232	647	6,867	0.01	0.05	\$442,801
Utilities District of Western Indiana REMC	1,079	567	7,708	0.00	0.03	\$393,352
Wayne-White Counties Electric Cooperative	1,516	797	10,416	0.01	0.03	\$550,340
Whitewater Valley	1,435	754	8,611	0.01	0.04	\$518,926
WIN Energy	1,576	829	14,595	0.01	0.06	\$572,225
Total	20,791	10,930	152,170	0.08	0.58	\$7,553,662

Basic Program Assumptions

RESIDENTIAL LIGHTING PROGRAM					
LED Lighting (Standard)	26.5	0.41	0.33	70%	13
LED Lighting (Specialty)	34.1	0.41	0.33	70%	13
LED Security Lights	525.6	0.41	0.33	100%	18
APPLIANCE RECYCLING PROGRAM					
Refrigerator Recycling	1,002.2	0.35	0.16	100%	8
Freezer Recycling	932.5	0.35	0.16	100%	8
RESIDENTIAL HVAC PROGRAM					
Heat Pump Water Heaters	1,702.5	0.50	0.21	100%	13
Heat Pump (14 SEER) [Manufactured Home]	436.0	0.36	0.12	100%	18
Heat Pump (15 SEER) [MH]	533.0	0.36	0.12	100%	18
Heat Pump (16 SEER)	1,103.0	0.36	0.12	100%	18
Heat Pump (17 SEER)	1,281.0	0.36	0.12	100%	18
Heat Pump (18 SEER)	1,286.0	0.36	0.12	100%	18
Heat Pump (14 SEER) Dual Fuel [MH]	-2,769.0	0.00	0.12	100%	18
Heat Pump (15 SEER) Dual Fuel [MH]	-4,150.0	0.00	0.12	100%	18
Heat Pump (16 SEER) Dual Fuel	-6,263.0	0.00	0.12	100%	18
Heat Pump (17 SEER) Dual Fuel	-7,163.0	0.00	0.12	100%	18
Heat Pump (18 SEER) Dual Fuel	-6,768.0	0.00	0.12	100%	18
Heat Pump (14 SEER) Electric Resistance Replacement [MH]	4,765.0	0.36	0.12	100%	18
Heat Pump (15 SEER) Electric Resistance Replacement [MH]	23,692.0	0.36	0.12	100%	18
Heat Pump (16 SEER) Electric Resistance Replacement	23,964.0	0.36	0.12	100%	18
Heat Pump (17 SEER) Electric Resistance Replacement	23,551.0	0.36	0.12	100%	18
Heat Pump (18 SEER) Electric Resistance Replacement	23,839.0	0.36	0.12	100%	18
Geothermal Heat Pumps	4,480.0	0.36	0.12	100%	18
Mini Split Heat Pump (16 SEER)	825.3	0.36	0.12	100%	18
Mini Split Heat Pump (17 SEER)	1,408.0	0.36	0.12	100%	18
Mini Split Heat Pump (18 SEER)	2,015.6	0.36	0.12	100%	18
Mini Split Heat Pump (19 SEER)	2,397.7	0.36	0.12	100%	18
Mini Split Heat Pump (20 SEER)	2,749.2	0.36	0.12	100%	18
ENERGY KITS					
Energy Kits A	118.5	0.70	0.70	50%	14
Energy Kits B	164.0	0.70	0.70	50%	8
TOUCHSTONE ENERGY® HOME SM PROGRAM					
Touchstone Energy Homes	5,397.0	0.36	0.12	100%	25

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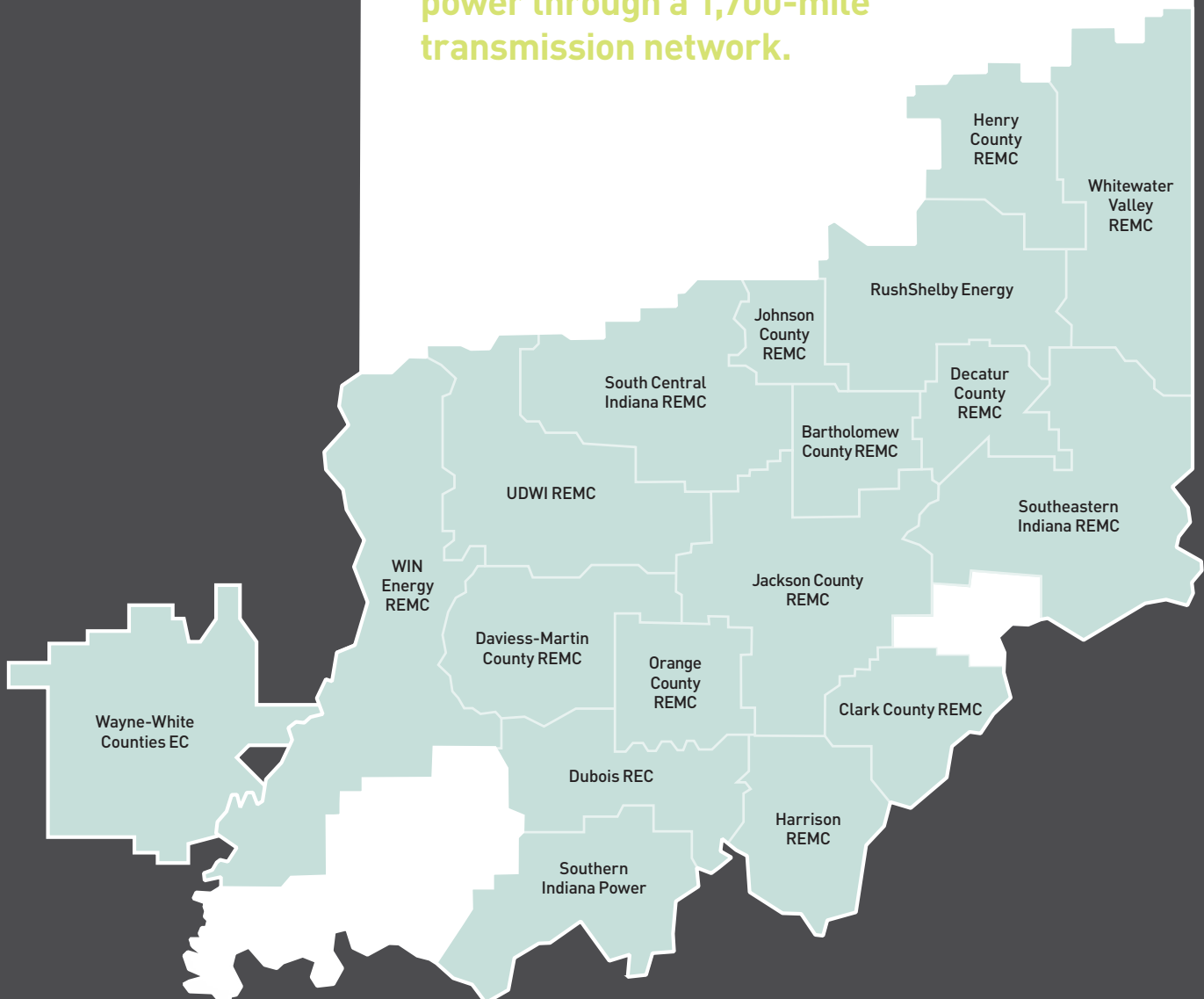
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Measure Name	Annual kWh Savings	Winter Demand Savings	Summer Demand Savings	Installation Rate	Effective Useful Life (Years)
C&I ENERGY EFFICIENCY PROGRAM					
All commercial & industrial savings are calculated for each individual rebate claim based on the estimated existing and replacement wattages and time used.					
Agricultural Lighting	179.9	0.41	0.33	100%	2
Occupancy Sensors	393.1	0.41	0.33	100%	8
Motor > 10 HP	35.0	0.02	0.02	100%	15
Motor < 10 HP	75.0	0.01	0.01	100%	15
VSD on Motors	679.7	0.00	0.00	100%	15
Programmable Thermostat	61.0	0.00	0.00	100%	9
Heat Pump 12.2	743.0	0.23	0.23	100%	15
Air Conditioner 12.2	410.0	0.18	0.18	100%	15
DEMAND RESPONSE					
< 80 gallon water heater control	0.0	0.25	0.25	100%	13
> 80 gallon water heater control	0.0	0.25	0.25	100%	13
AC Control	0.0	0.25	0.25	100%	13
ASHP Control	0.0	0.25	0.25	100%	13
Geothermal HP Control	0.0	0.25	0.25	100%	13
RETIRED MEASURES					
Measures that were incentivized in previous program years continue to contribute to overall program savings for the duration of the measure life, on a per unit basis. The measures below are for historical reference when reviewing cumulative savings totals.					
Weatherized Homes (HE & ARRA)	4,274.0	0.72	1.06	100%	13
Deferred Weatherization Homes	795.0	0.72	0.72	100%	13
LED Holiday Lights 2009-13	17.1	0.05	0.00	90%	20
80 Gal Water Heater	115.0	0.03	0.03	100%	13
50 Gal Water Heater	162.0	0.03	0.03	100%	13
Compact Fluorescent Lighting (CFL)	28.6	0.05	0.05	70%	5
Duct Sealing	718.0	0.34	0.66	100%	20
Attic Insulation	2,404.0	0.68	1.92	100%	20
Central AC (14 SEER)	142.0	0.08	0.47	100%	18
Central AC (15 SEER)	147.0	0.08	0.47	100%	18
Central AC (16 SEER)	221.0	0.08	0.47	100%	18
Central AC (17 SEER)	257.0	0.08	0.47	100%	18
Central AC (18 SEER)	325.0	0.08	0.47	100%	18

Basic program assumptions were updated in 2016.

The Hoosier Energy Power Network

Hoosier Energy is a generation and transmission cooperative providing electric power to 18 member distribution cooperatives in central and southern Indiana and southeast Illinois. Based in Bloomington, Hoosier Energy operates coal, natural gas and renewable energy power plants and delivers power through a 1,700-mile transmission network.





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