FILED
January 15, 2016
INDIANA UTILITY
REGULATORY COMMISSION

STATE OF INDIANA

INDIANA UTILITY REGULATORY COMMISSION

IN THE MATTER OF THE VERIFIED PETITION OF)
INDIANA MICHIGAN POWER COMPANY FOR)
APPROVAL OF AN ADJUSTMENT TO ITS RATES)
THROUGH ITS DEMAND SIDE MANAGEMENT)
AND ENERGY EFFICIENCY PROGRAM COST)
RIDER COMMENCING WITH THE BILLING)
MONTH OF JANUARY 2016 AND FOR APPROVAL)
OF ALTERNATIVE REGULATORY PLAN FOR)
DEMAND SIDE MANAGEMENT (DSM) AND) CAUSE NO. 43827 DSM 5
ENERGY EFFICIENCY (EE) PROGRAMS FOR 2016)
AND ASSOCIATED ACCOUNTING AND)
RATEMAKING MECHANISMS, INCLUDING)
TIMELY RECOVERY THROUGH I&M'S DSM/EE	
PROGRAM COST RIDER OF ASSOCIATED COSTS,	
INCLUDING ALL PROGRAM COSTS, NET LOST)
REVENUE, SHAREHOLDER INCENTIVES AND)
CARRYING CHARGES, DEPRECIATION ON	
CAPITAL EXPENDITURES AND OPERATIONS AND)
MAINTENANCE EXPENSE.	

SUBMISSION OF WORKPAPERS

Citizens Action Coalition of Indiana, Inc. ("CAC"), respectfully submits the workpapers of Natalie A. Mims in the above referenced Cause to the Indiana Utility Regulatory Commission ("Commission").

Respectfully submitted,

Jennifer A. Washburn, Atty. No. 30462-49 Citizens Action Coalition of Indiana, Inc. 603 East Washington Street, Suite 502 Indianapolis, Indiana 46204

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CERTIFICATE OF SERVICE

The undersigned hereby certifies that the foregoing was served by electronic mail or U.S.

Mail, first class postage prepaid, this 15th day of January, 2016, to the following:

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Citizens Action Coalition

Demand Methogs Prover Company - Indiana Demand Methogs Prover Compan		В	F	G	Н	ı	1	К	ı	М	N	0	Р	Q	R	S	т	U	Ιv
Annual Cost Conserved Co	1		an Power Compa			'	Attachmen		-	141	.,,	Ŭ	·		IX.	J	•		+-
Annual Cott																			
Annual Cost Savings		2016 [OSM Plan Summ	ary	I														
BOMP Program Portfolio Total 0	5	I&M Indiana DSM Direct Program	Savings	Savings	of Conserved Energy	of Conserved Energy		I		2%_	1%	<u>~</u> 0%				0,	•		
Power Powe	6	DSM Program Portfolio Total	0	0	#DIV/0!	0.000													
8. Work Custom Relates 17,045,458 9 2,167 0,10 0,02 19. Work Prescriptive Relates 17,045,458 9 2,167 0,10 0,02 19. Work Prescriptive Relates 17,045,458 9 2,167 0,10 0,02 19. Schools Ereary Education 19. Bedictic Energy Communition Optimization (EECO) 19. Schools Ereary Education 14,784,890 660 0,13 0,02 19. Home Replaces Regulates 19. Home Replaces Regulates 19. Work Direct Inform Checkup 19. Home Replaces Regulates 19. Home Replaces Regulates 19. Home Regulates 19	7	Home Energy Reports	42,867,000	4,887	0.02	0.02									■ Home	Energy F	rodu	cts	
Vision V	8	Work Custom Rebates	32,758,023	7,017	0.11	0.01				3%					_,,,,				
12 Berric Energy Consumption Optimization (ECC) 14,736,918 5,283 0.07 0.004	9	Home Energy Products	17,054,836	2,167	0.10	0.02									■ Work	Prescript	ive R	ebates	
11 Electric Renery Consumption Optimization (EECO) 14,736,618 5,2763 0.07 0.0054 13 Shook Energy Education	10	Work Prescriptive Rebates	16,760,429	2,850	0.11	0.01									■ Flectri	c Energy	Cons	umntic	\n _
13 Schools Energy Education	11	Electric Energy Consumption Optimization (EECO)	14,735,618	5,263	0.07	0.004			1:	1%		309	%			٠,		•	L
14 Home Applainen Regording	12	Schools Energy Education	4,784,890	660	0.13	0.02								\					L
Electron Description Des	13	Home Energy Online Checkup	4,407,578	455	0.13	0.02													
None Weatherproofing	14	Home Appliance Recycling	2,902,619	344	0.19	0.03									■ Home	Energy C	nline	Check	.up
12 Homo New Construction	15	Work Direct Install	2,346,372	334	0.19	0.02			12	2%					■ Homo	Annliana	o Por	veling	
18	16	Home Weatherproofing	1,281,323	44	0.45	0.04		\							- Home	whhiiaii	e nec	yciiig	L
18	17	Home New Construction	651,753	398	0.63	0.03		,							■ Work I	Direct Ins	stall		L
Residential Peak Reduction	18	Income Qualified Weatherproofing	588,874	22	0.96	0.06				129	6	23%							L
Nome Comfort & Efficiency Pilot 39,107 22 5.42 0.29	19	Small Business Efficiency Pilot	135,556	186	1.45	1.48									Home	Weather	proo	fing	L
22 Portfolio Level Expenses (Indirect Programs 141,380,484	20	Residential Peak Reduction	66,505	5,645	10.37	8.11									■ Homo	Now Cor	octru	rtion	L
Income Qualified		Home Comfort & Efficiency Pilot	39,107	22	5.42	0.29									Поше	New Coi	istru	LIOII	L
Mormation Technology & Systems		Portfolio I evel Expenses (Indirect Programs)	1/1 380 /8/												Incom	e Qualifi	ed		F
Staff Development & Memberships Staff Development & Memberships Staff Development & Memberships Staff Development St			141,500,404												Weath	erproofi	ng		-
25 Potential Studies		<u> </u>													Small I	Business	Effici	ency Pi	lot
28 Planning & Analytic Support		<u> </u>																	-
28 Planning & Analytic Support																			
29 New Program Development																			T -
30 Budgeting & Accounting Support																			
Total Portfolio Level Expenses		• •																	
34 Count of Direct Programs	31																		
34 Count of Direct Programs	22	Total I&M Indiana DSM Portfolio																	+
35 36 37 38 39 39 39 30 30 30 30 30																			+
36		Count of Direct Flograms																	+
37 38 39 39 30 30 30 30 30 30	-																		+
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18M Indiana DSM Direct Program kWh Percentage of Portfolio Savings GWh Action Plan %	41						1000000												
44 Home Energy Reports 2016 Goal 2016 Action Plar 2015 YTD 2014 Savings 2014 2015 2016 2014 2015 2016 45 Work Custom Rebates 42,867,000 7,517,350 21,707,865 23,776,713 19% 31% 30% 24 22 43 3% 46 Home Energy products lighting 32,758,023 62,109,264 9,306,059 15,441,575 12% 13% 23% 15 9 33 26% 47 C&I Retro Commissioning Lite 16,216,832 20,277,370 5,610,078 15,747,122 12% 8% 11% 16 6 16 9% 48 Work Prescriptive Rebates 0 50,030,724 0 20,685,678 16% 0% 0% 21 0 0 21% 49 Electric Energy Consumption Optimization (EECO) 16,760,429 46,603,172 11,672,369 23,782,606 19% 17% 12% 24 12 17 20% 50 Schools Energy Education 14,735,618 0 6,453,066 7,733,573 6% 9% 10% 8 6 15 0% 51 Home Energy Online Checkup 4,784,890 1,736,4282 1,736,180 1% 7% 3% 2 5 5		ISM Indiana DSM Direct Brown	k\\/b			Dorocate	of Borts	lio Soul	nge	GML		-	Action Di	an %					+
45 Work Custom Rebates 42,867,000 7,517,350 21,707,865 23,776,713 19% 31% 30% 24 22 43 3% 46 Home Energy products lighting 32,758,023 62,109,264 9,306,059 15,441,575 12% 13% 23% 15 9 33 26% 47 C&I Retro Commissioning Lite 16,216,832 20,277,370 5,610,078 15,747,122 12% 8% 11% 16 6 16 9% 48 Work Prescriptive Rebates 0 50,030,724 0 20,685,678 16% 0% 0% 21 0 0 21% 49 Electric Energy Consumption Optimization (EECO) 16,760,429 46,603,172 11,672,369 23,782,606 19% 17% 12% 24 12 17 20% 50 Schools Energy Education 14,735,618 0 6,483,066 7,733,573 6% 9% 10% 8 6 15 0% 51 Home Energy Online Checkup 4,784,890 1,730,874 4,754,282 1,736,190 1% 7% 3% 2 5 5 1%				2016 Action Plan	2015 YTD						2015	2016	ACTION PIE	XII 70					+
47 C&I Retro Commissioning Lite 16,216,832 20,277,370 5,610,078 15,747,122 12% 8% 11% 16 6 16 9% 48 Work Prescriptive Rebates 0 50,030,724 0 20,685,678 16% 0% 0% 21 0 0 21% 49 Electric Energy Consumption Optimization (EECO) 16,760,429 46,603,172 11,672,369 23,782,606 19% 17% 12% 24 12 17 20% 50 Schools Energy Education 14,735,618 0 6,453,066 7,733,573 6% 9% 10% 8 6 15 0% 51 Home Energy Online Checkup 4,784,890 1,730,874 4,754,282 1,736,190 1% 7% 3% 2 5 5 1%	45	Work Custom Rebates	42,867,000	7,517,350	21,707,865	23,776,713	19%	31%	30%	24	22	43							
48 Work Prescriptive Rebates 0 50,030,724 0 20,685,678 16% 0% 0% 21 0 0 21% 49 Electric Energy Consumption Optimization (EECO) 16,760,429 46,603,172 11,672,369 23,782,606 19% 17% 12% 24 12 17 20% 50 Schools Energy Education 14,735,618 0 6,453,066 7,733,573 6% 9% 10% 8 6 15 0% 51 Home Energy Online Checkup 4,784,890 1,730,874 4,754,282 1,736,190 1% 7% 3% 2 5 5 1%																			
49 Electric Energy Consumption Optimization (EECO) 16,760,429 46,603,172 11,672,369 23,782,606 19% 17% 12% 24 12 17 20% 50 Schools Energy Education 14,735,618 0 6,453,066 7,733,573 6% 9% 10% 8 6 15 0% 51 Home Energy Online Checkup 4,784,890 1,730,874 4,754,282 1,736,190 1% 7% 3% 2 5 5 1%																			+
51 Home Energy Online Checkup 4,784,890 1,730,874 4,754,282 1,736,190 1% 7% 3% 2 5 5 1%	49	Electric Energy Consumption Optimization (EECO)	16,760,429		11,672,369	23,782,606	19%	17%	12%	24	12	17	20%						
	_		4,784,890 4,407,578	1,730,874 562,713	4,754,282 4,330,779	1,736,190 2,818,382	1% 2%	7% 6%	3%	3			1% 0%						+

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53 Work Direct Install	В	2,902,619	7,204,260	2,966,424	4,029,025	3%	4%	2%		N		3%	ų	ĸ	3	- 1	U	V
									4	<u>3</u>	3	3% 0%						
54 Home Weatherproofin 55 Home New Construction		2,346,372 1,281,323	0 2,956,530	1,271,102 39,189	3,045,736 1,401,869	2% 1%	2% 0%	2% 1%	3	0	2	1%						
56 Income Qualified Wea		651,753	477,086	459,839	369,415	0%	1%	0%	0	0	1	0%						
57 Residential Peak Red		588,874	2,287,060	5,068	1,529,696	1%	0%	0%	2	0	1	1%						
58 Home energy product		66,505	0	31,496	62.367	0%	0%	0%	0	0	0	0%						
59 Small Business Efficie		838,004	15,287,886	430,256	524,551	0%	1%	1%	1	0	1	6%						
60 Home Comfort & Effic		135,556	0	0	0	0%	0%	0%	0	0	0	0%						
61 Home Energy Audit	ciency Filot	39,107	0	0	0	0%	0%	0%	0	0	0	0%						
62 C&I HVAC & Refrigera	ation	0	2,535,645	0	2,181,517	2%	0%	0%	2	0	0	1%						
63 Renewables & Demor		0	9,881,055	0	12,985	0%	0%	0%	0	0	0	4%						
64 School Audit	notiations	0	17,895	0	40.956	0%	0%	0%	0	0	0	0%						
65 C&I Audit		0	122,816	0	516,338	0%	0%	0%	1	0	0	0%						
66 Moderate Income We	atherization	0	1,773,003	0	1,337,788	1%	0%	0%	1	0	0	1%						
67 Neighborhood Energy		0	3,641,492	0	1,337,766	1 /0	0 /8	0 /0	'	J		2%						
68	,	0	1,839,365	0	0		0					1%			1			
69 Total		U	1,000,000	- U		1	0%	0%	0	0	0	0%			1			
70	126,774,082 236,855,560 69,037,871 141,380,484 100% 100% 100% 127 69 141																	
71																		
	From CAC 1-04, Dec 2014 final OSB																	
	From CAC 1-02, 2015 Plan																	
75	know if 2016 is net or gross.																	
76 70 —	70																	
77	■ 2016 Goal 2016 Action Plan 2015 YTD 2014 Savings																	
78 60	■ 2016 Goal ■ 2016 Action Plan ■ 2015 YTD ■ 2014 Savings																	
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	Α	В	С	D	Е
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2		Table 2			
3		2013 Retail Sales	18,315		
4		2014 Retail Sales	18,371		
			,	Percentage of	
5		Scenario	GWh	prior year sales	
6		Proposed Goal	141	0.77%	
7		Action Plan (2016 only)	236	1.28%	
8		Former state target	225	1.22%	
9		2014 Actual savings	127	0.69%	
10		2015 YTD	69	0.38%	
11		2015 goal	155	0.85%	
12					
13		Table 6	2014	2015	2016
14		Housing starts	119128	119628	120285
15		Goal units	449	449	360
16		Actual units	204	280	NA
17		Goal/Starts (%)	0.38%	0.38%	0.30%
18		Actual/Starts (%)	0.17%	0.23%	N/A
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CAC Witness Mims Workpaper 2

Tables 2 and 6

	А	В	С	D	E
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	В	C	U	E	F	G	Н		J	K	L	М	N
1	5 69 19												
2	From filing and discovery request 1												
3	Attach JCW-10 2016 Rev Req												
4					chigan Power Comp							Attachmen	
5			Cause 43		16 Plan & Program (iliation					Cause No. 4	3827 DSM 5
6		ı		201	16 Revenue Require	ment	1	T	T		1		
7													
									Total Revenue	Residential	C&I Revenue		
8						(Over)/Under			Requirement	Revenue Requirement	Requirement		
9	DSM 2 Rider Reconciliation Cumulative (C	wor\/I Indor	(\$14,934,397)			(Over)/Orider			(\$14,934,397)	Requirement	requirement		
10	Residential	ver j/orider	(\$7,665,941)						(\$14,554,551)	(\$7,665,941)			
11	C&I		(\$7,268,456)							(\$7,000,941)	(\$7,268,456)		
12	PY 3 (Over)/Under from JLB-1		\$4,521,202						\$4,521,202		(\$7,266,456)		
13	Residential		\$3,499,507						\$4,521,202	\$3,499,507			
14	C&I		\$1,021,695							\$3,499,507	\$1,021,695		
15	Cal		\$1,021,035	Varified	Performance						\$1,021,093		
15					Total Cumulative	1							
16		DSM 2 Reported	PY 1 Verified	2 Verified	PY 2 Verified	(Over)/Under			In I	DSM 4 Per Books	:		
17	PY 2 NLR	\$2,743,995	\$1,442,214	\$1,384,150	\$2,826,364	\$82,369	1		\$82,369	- CIVI - I GI DOOKS			
18	Residential	\$1,459,609	\$767,800	\$653,562	\$1,421,362	(\$38,247)	 		ψ02,000	(\$38,247)			
19	C&I	\$1,284,386	\$674,414	\$730,588	\$1,405,002	\$120,616	 			(ψου,Ζ41)	\$120,616		
20	PY 2 Shared Savings	\$111,868	ψυ/ τ, τ ι τ	\$56,266	ψ1,400,002	(\$55,602)			(\$55,602)	+	Ψ120,010		+
21	Residential	\$55,589		\$0		(\$55,589)			(\$00,002)	(\$55,589)			
22	C&I	\$56,279		\$56,266		(\$13)				(ψ55,569)	(\$13)		
24	Cui	ψ30,273		ψ30,200	Verified Performa						(\$15)		
24					verilled i ellorilla	iiice		Revised					
				PY 1				(Over)/Under-					
			Reported	Verified (8	PY 2 Verified	Partial PY 3	Total Cumulative	Updated in Cause	Reported Over/Und	der Cause 43827	DSM 4-In DSM		
25		DSM 2 Forecasted	Performance	months)	(8 months)	Verified	PY 3 Verified	43827 DSM 5	.,	4 Per Books			
26	PY 3 NLR	\$6,924,229	\$4,371,039	\$961,476	\$1,768,741	\$1,089,767	\$3,819,984	(\$551,054)	(\$3,104,245)				
27	Residential	\$3,273,735	\$2,094,510	\$511,867	\$822,490	\$595,969	\$1,930,326	(\$164,184)		(\$1,343,409)			
28	C&I	\$3,650,494	\$2,276,529	\$449,609	\$946,251	\$493,798	\$1,889,659	(\$386,870)			(\$1,760,835)		
29	PY 3 Shared Savings	\$999,130	\$33,990			\$0		(\$33,990)	(\$999,130)				
30	Residential	\$244,078	\$33,990			\$0		(\$33,990)		(\$244,078)			
31	C&I	\$755,052	\$0			\$0		\$0		,, , , ,	(\$755,052)		
33	PY 3 NLR Per Books Adjustments*								In [DSM 4 Per Books	3		
34	Reverse PY 2 adjustment identified in DSM-2		(\$18,471)						(\$18,471)				
35		Residential	(\$40,936)							(\$40,936)			
36		C&I	\$22,465								\$22,465		
37	Reverse over-booking of PY 3 Cumulative NLR		(\$337,148)						(\$337,148)				
38		Residential	(\$177,893)							(\$177,893)			
39		C&I	(\$159,255)								(\$159,255)		
40	Reverse booking of PY 3 Cumulative NLR for PY 4		(\$284,598)						(\$284,598)				
41		Residential	(\$150,837)							(\$150,837)			
42		C&I	(\$133,761)								(\$133,761)		
	Adjust PY 3 Per Books to Final Scorecard ResultsWP												
43	JCW-1		(\$74,716)						(\$74,716)				<u> </u>
44		Residential	(\$48,327)							(\$48,327)			
45		C&I	(\$26,388)								(\$26,388)		
46	Cause 43827 DSM 3 (Over)/Under Balance								(\$10,413,195)	(\$4,166,434)	(\$6,246,761)		
47	January 2013 - June 2014 Per Books Balance								\$17,984,383	\$5,605,286	\$12,379,097		
1 1]						
1 1		2013 PY 4 Forecast	0040 811 1 5	0040 =:::									
1	2042 BY A Bee Beele Tour He	from Cause 43827	2013 PY 4 Per	2013 PY 4		(0	1			DOM 5 D .			
49	2013 PY 4 Per Books True Up	DSM 2	Books	Actuals		(Over)/Under	 			DSM 5 Per Books	3		
50	Program Cost 2013 PY 4	\$34,662,856		\$31,597,626		\$0	1		\$0		1		
51	Residential	\$13,392,600		\$10,166,041		\$0	1			\$0			
52	C&I	\$21,270,256	A40.05 :	\$21,431,586		\$0			(00 45: 555)		\$0		
53	NLR 2013 PY 4	\$14,963,394	\$12,291,288	\$9,839,423	1	(\$2,451,865)	 		(\$2,451,865)	(005)			
54	Residential	\$5,903,389	\$5,186,993	\$5,087,140		(\$99,853)	 			(\$99,853)	(00.055.515)		
55	C&I	\$9,060,005	\$7,104,295	\$4,752,283		(\$2,352,012)					(\$2,352,012)		
56	Shared Savings 2013 PY 4	\$2,130,503	\$891,213	\$963,161		\$71,948	 		\$71,948	001			
57	Residential	\$503,954	\$128,785	\$223,052		\$94,267				\$94,267			

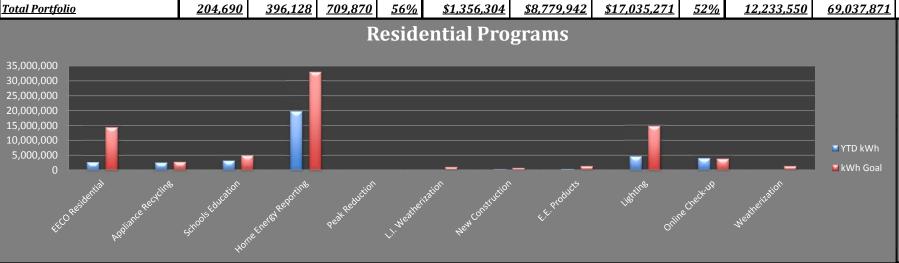
	l .												
A	В	С	D	E	F	G	H	I	J	K	L	M	N
58	C&I	\$1,626,549	\$762,428	\$740,109		(\$22,319)					(\$22,319)		
59	Total Revenues 2013 PY 4	\$51,756,753		\$42,400,210		(\$2,379,917)			(\$2,379,917)				
60	Residential	\$19,799,943		\$15,476,232		(\$5,587)				(\$5,587)			
61	C&I	\$31,956,810		\$26,923,978		(\$2,374,331)				(\$0,00.7	(\$2,374,331)		
63	Historical & 2013 PY 4 Per Books True Up Subtotal	ψ51,330,010		Ψ20,323,370		(\$2,574,551)			\$5,191,271	+	(ψ2,374,331)		
									\$5,191,271				
64	Residential									\$1,433,265			
65	C&I										\$3,758,005		
	Cause 43827 DSM 4 Cumulative (Over)/Under												
67	Balance								\$5,191,271	\$1,433,265	\$3,758,005		
68	July - Dec 2014 (Over)/Under Per Books Balance								\$11,337,880				
69	Residential									\$3,077,147			
70	C&I									φο,σττ,τττ	\$8,260,733		
70	Cause 43827 DSM 5 Cumulative (Over)/Under										\$6,200,733		
71	Balance								\$18,909,068				
									\$18,909,068				
72	Residential									\$4,515,999			
73	C&I										\$14,393,069		
1 1	Revenue Requirement Adjustment to Cause 43827						I		İ	1			
74	DSM 4 Reported Per Books Cumulative*						I		\$4,791,541	1			
75	Residential						 	- 	Ψ-1,101,0-11	\$2,099,317			
	C&I						-	_	-	φ <u>∠,</u> υσσ,31/	60.000.00 :		
76	Cal							_		1	\$2,692,224		
77													
1 1		Per Books					I		İ	1			
1 1		Reported					I		İ	1			
1 1		Cumulative Jan -					I		İ	1			
		June 2014 Cause	Verified Cumulative										
78		43827 DSM 4	Jan - June 2014				1		ĺ	1			
	Jan - June 2014 PY 5 NLR Per Books Adjustment to												
79	Verified Savings	\$10,978,881	\$10,334,562				1		(\$644,319)	1			
							-	_	(\$044,319)	(04.40.0E5)			
80	Residential	\$4,688,075	\$4,541,820					_		(\$146,255)			
81	C&I	\$6,290,806	\$5,792,741							1	(\$498,065)		
82						<u> </u>	<u> </u>		<u> </u>	<u> </u>			<u> </u>
		Per Books											
		Reported											
		Cumulative July -	Verified Cumulative										
83		Dec 2014	July - Dec 2014										
	July Dec 2014 DV 5 NLD Der Beeke Adjustment to												
	July - Dec 2014 PY 5 NLR Per Books Adjustment to	to 575 400	£0.040.700				I		(\$000,000)	1			
84	Verified Savings	\$9,575,430	\$8,912,798					_	(\$662,632)	1			
85	Residential	\$3,899,699	\$3,479,416							(\$420,283)			
86	C&I	\$5,675,731	\$5,433,382			<u> </u>	<u> </u>		<u> </u>	<u> </u>	(\$242,349)		
87													
				January -		İ	İ	1	İ	•			
1 1				June 2014			I		İ				
1 1				Per Books			I		İ				
				Reported		1	1		1				
1 1		2014 PY 5 Forecast	2014 PY 5 Revised	Cause	July - Dec 2014		I		İ				
1 1		Cause 43827 DSM	Forecast Cause	43827 DSM	Per Books	Full Year 2014	I		İ				
	2014 PY 5	3	43827 DSM 4		Reported	PY 5 Actuals	1		1				
88				4	Reported		 			1			
89	2014 PY 5 Program Cost Without EECO	\$23,071,139	\$16,331,349			\$14,851,657			\$0				
90	Residential	\$11,951,009	\$8,584,848			\$7,437,940				\$0			
91	C&I	\$11,120,130	\$7,746,501			\$7,413,717	L		<u> </u>		\$0		
92	2014 EECO Program Cost	\$445,487	\$456,000			\$377,213			\$0				
93	Residential	\$396,483	\$405,840			\$335,719	1			\$0			
94	C&I	\$49,004	\$50,160			\$41,493	†	_	<u> </u>	40	\$0		
	2014 PY 5 NLR						_	_	\$0	 	φυ		
95	1	\$16,487,300	\$21,141,925			\$19,247,359	-	_	⊅ U				
96	Residential	\$7,056,781	\$8,742,147			\$8,021,236				\$0			
97	C&I	\$9,430,519	\$12,399,778			\$11,226,123	L			<u> </u>	\$0		<u> </u>
98	2014 PY 5 Shared Savings Per Books Adjustment	\$891,015	\$1,292,242	\$131,220	\$932,773	\$1,152,816			\$88,823				
99	Residential	\$358,116	\$567,684	\$53,062	\$294,469	\$447,339				\$99,808			
100	C&I	\$532,899	\$724,557	\$78,158	\$638,304	\$705,477	1			+,000	(\$10,985)		
101	Total Revenues 2014 PY 5			ψε ο, 150	7030,304	\$35,629,045	 	+	\$88.823	 	(ψ10,300)		
		\$40,894,941	\$39,221,515				1	_	Φ00,8∠3	000.005			
102	Residential	\$19,762,389	\$18,300,519			\$16,242,234				\$99,808			
103	C&I	\$21,132,552	\$20,920,997			\$19,386,810					(\$10,985)		
104]				1		-	
105	Reconciliation Sub-total								\$22,482,480				
			•				•		•	*			

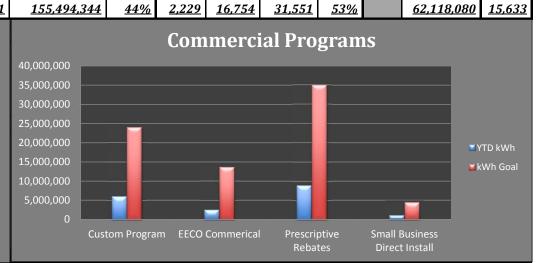
	Α	В	С	D	E	F	G	Н	1	1	К	L	M	N
106		Residential	-		_		-				\$6,148,586	† †		
107		C&I									40,110,000	\$16,333,894		
108												 ,,		
Ħ												İ		
109		2016 PY 7 Forecast	2016 PY 7 Forecast										ļ	
110		Forecast Program Cost Without EECO	\$13,658,695	\$14,697,485						\$13,658,695				
111		Residential	\$7,570,985	\$8,509,619							\$7,570,985			
112		C&I	\$6,087,710	\$6,187,866								\$6,087,710		
113		EECO Program Cost	\$1,038,790							\$1,038,790				
114		Residential	\$938,634								\$938,634			
115		C&I	\$100,156									\$100,156		
116		Forecast NLR	\$32,046,262							\$32,046,262				
117		Residential	\$14,300,010								\$14,300,010			
118 119		C&I	\$17,746,252									\$17,746,252		
119		Forecast Shared Savings	\$1,780,862							\$1,780,862				
120		Residential	\$870,716								\$870,716			
121		C&I	\$910,146									\$910,146		
122		Total Revenues 2016 PY 7	\$48,524,609							\$48,524,609				
123		Residential	\$23,680,345								\$23,680,345			
124		C&I	\$24,844,264									\$24,844,264		
125														
		Total Revenue Requirement-Net of Gross Revenue											-	
126		Conversion								\$71,007,089	1			
127		Residential									\$29,828,931			
128		C&I										\$41,178,158		
129														
130		Gross Revenue Conversion Factor (GRCF)	1.853%											
131														
132		Gross Revenue ConversionRequired Revenue								\$1,340,603			-	
133		Residential									\$563,166			
134		C&I										\$777,437		
135													-	
136		Total Revenue Requirement								\$72,347,692			-	
137		Residential									\$30,392,096		-	
138		C&I										\$41,955,596	-	
139													-	
140		*Cause 43827 DSM 4 overstated the beginning over-rec	overed cumulative bala	ance of Cause 4382	7 DSM 3 beginn	ing cumulative bala	ance resulting in an unc	lerstatement of rever	nue requirements in	that Cause			-	
141														
142										7				
143		Chart												
144		2016 PY 7 Forecast	2016 PY 7 Forecast											
145		Forecast Program Cost Without EECO	\$13,658,695					3%					,	
146		Residential	\$7,570,985					70						
147		C&I	\$6,087,710		~									
148		EECO Program Cost	\$1,038,790	■Pr	ogram Co	osts	150/							
149		Residential	\$938,634				17%							
150		C&I	\$100,156					28%						oxdot
151		Program Costs	\$14,697,485	■Le	gacy NLF	₹ /					1			\sqcup
155		Legacy NLR	\$27,119,082		_ •									
156		CAC Calculated 2016 NLR	\$9,000,000											
157		Forecast Shared Savings	\$1,780,862		AC Calcul	lated								
160														oxdot
161		Total Revenues 2016 PY 7	\$52,597,429	20	16 NLR									
162				F_^	recast Sh	arad	\							
163						ai cu								
164				Sa	vings		5	2%						
165					_									oxdot
166														
167														
168														\Box
169														
170											1			
171														

	Α	В	С	D	F	F	G	н	1	ı K	1	М
1	- / \				Indiana Michiga	n Power Compan			' '	<u>' </u>	Attachment JC	
2						anagement - 2016					Cause No. 43827	
3						et Lost Revenue F					04400110110021	50 0
4		Attach JCW-5 2016 NI	D	2016 BV 7 (Current Year Meas		2015 PY 6 Ci	umulative (Prior				
4		Allacti JCW-5 2016 Ni		DSM Program		Total Adjusted** 2016 PY 7 DSM	2010-2014	2015 PY 6 Forecast Net Energy			2016 Full Year Convention NLR, CAC calculation	
5				_	PY 7 2016 Program Net to Gross Ratios (PY 5 Evaluated NTG Ratios)	Program Net Energy Savings Current Year Measures (kWh)	Cumulative Verified Net Energy Savings (kWh)*	Savings Full Year Measures in 2016 (kWh)	2016 PY 7 Net Lost Energy Savings (kWh)	2016 PY 7 Net Lost Revenue Forecast (\$)		Legacy NLR, CAC calculation
6			Program	1	2	3 = (1 x .5) x 2	4	5	6 = 3 + 4 + 5	7 = 6 x Net Lost Realization (cents/kWh)		
7		Residential Lighting (2		0	49%	0	38,247,524	0	38,247,524	\$2,591,652	\$0	\$2,591,652
8		Home Energy Product		17,054,836	52%	4,434,257	273,148	8,353,666	13,061,071	\$885,018	\$1,155,636	\$584,553
9		Home Energy Audit (2		0	89%	0	8,458,847	0	8,458,847	\$573,171	\$0	\$573,171
10		Income Qualified Wea		588,874	100%	294,437	4,113,999	1,018,912	5,427,348	\$367,757	\$39,902	\$347,806
11		Schools Energy Educa		4,784,890	162%	3,875,761	12,206,579	2,804,016	18,886,356	\$1,279,739	\$324,224	\$1,017,118
12		Home Appliance Recy		2,902,619	72%	1,044,943	11,960,325	2,016,000	15,021,268	\$1,017,841	\$196,681	\$947,036
13		Home New Construction		651,753	80%	260,701	295,532	584,818	1,141,051	\$77,318	\$44,163	\$59,652
14		Home Weatherproofing	•	1,281,323	72%	461,276	1,636,796	2,466,309	4,564,382	\$309,283	\$86,822	\$278,026
15		Home Energy Online (4,407,578	85%	1,873,221	7,100,097	3,285,522	12,258,840	\$830,659	\$298,657	\$703,730
16		Home Energy Reports		42,867,000	100%	21,433,500	0	33,000,000	54,433,500	\$3,688,414	\$2,904,668	\$2,236,080
17		Residential Peak Redu		66,505	100%	33,253	0	0	33,253	\$2,253	\$4,506	\$0
18 19		Work Prescriptive Reb		16,760,429	81%	6,787,974	128,471,876	28,350,000	163,609,850	\$9,371,572	\$960,037	\$8,982,757
20		C&I Retro Commission	, ,	0 32,758,023	99%	0	34,981,606	23,760,000	34,981,606 92,935,725	\$2,003,746 \$5,323,358	\$0 \$1,876,380	\$2,003,746
21		Work Custom Rebates Work Direct Install	i	2,346,372	100%	16,215,221	52,960,504	4,430,770	12,370,104	\$5,323,358 \$708,560	\$1,876,380 \$134,400	\$4,394,550 \$641,359
22		C&I HVAC		2,346,372	86%	1,173,186	6,766,148	0	12,370,104	\$640	\$134,400	\$640
23		Renewables & Demon	atrationa Basidantial	0	00%	0	11,167 0	0	0	\$040 \$0	\$0	\$0
24		Renewables & Demon		0		0	0	0	0	\$0	\$0	\$0
24				U		U	U	U	0	\$ 0	φυ	ΦU
25		Electric Energy Consu (EECO) Residential***		13,314,862	100%	13,314,862	1,312,960	24,877,842	39,505,664	\$2,676,904	\$902,215	\$1,500,209
26		Electric Energy Consu (EECO) C&I***		1,420,756	100%	1,420,756	1,411,853	3,074,789	5,907,399	\$338,376	\$81,381	\$256,995
27		DSM Program Portfo		141,205,821		72,623,348	310,208,961	138,022,645	520,854,954	\$32,046,262	\$9,009,674	\$27,119,082
28			Residential			47,026,211	85,605,807	78,407,085	211,039,103	\$14,300,010	\$5,957,476	\$10,839,034
29 30			C&I****			25,597,137	224,591,987	59,615,559	309,804,684	\$17,746,252	\$3,052,198	\$16,280,048
31		*As accounted for thro	ugh measure life tracking fo	or measures installe	d as of Dec 31, 201	4 but with life rema	ining in 2016 [.] P	Y 1 Verified Net	Savings adjusted			
32			savings accounted for in b									
33			evenue adjusts reported and				•					
34		0 ,	esented as an average yea	rly eavings where e	avinge incure eaving	re from initiation da	te for duration o	f year so full ye	ar savings			
35		occurs during first pro		ily savillys where S	avırıys iricurs savin(go monn militation da	ie ioi uulalion 0	ı year, so run ye	aı savırıys			
36					Φ47.740.0F0: 1.1.4	0044 0=+ 0=/			-11	Not Lost Bourses from		
37			r 2016 Net Lost Revenue o									
38			to their date of Opt Out. The									
39			nstalled since I&M last basi							et Lost Revenue in 2016 customers is \$12,865,269 based		
40			res installed up to Decembe ng of measures installed sir					iiocated to NOV	15, 2014 Opt Out (Lustomers is \$12,000,209 Dased		
41		on weasure Life tracki	ng or measures mstalled SII	IOG ICKIVI IASI DASIC I	ale case lest yed! 0	i iviaicii 2010 IIII0U	gii Apiii 2011. 					
41		Net Lost Realization R	atos									
43		Residential	0.06776	cents/kWh								
44		C&I	0.06776	cents/kWh								
45		Oui	0.03720	CETILS/KVVII								
46												
40				1	1						l .	

DSM/EE Program Scorecard October 2015

POWER® A unit of American Electric Power						Pro		October 2 uary 1, 20	015 15 - December 31,	2015									
	Mo	easures Impl	lemented		Pro	ogram Budget Ex	penditures			Gross Energy Im	pacts (kWh)		Gro	ss Demand	l Impacts (k\	W)		Net kWh	Net kW
Program	Current Month	YTD	Planning Goal	% to Goal	Current Month Actuals	YTD	Budget	% to Goal	Current Month kWh Savings	YTD	Energy Savings Goal	% to Goal	Current Month kW Savings	YTD	Demand Savings Goal	% to Goal	NTG Ratio	YTD	YTD
	<u> </u>					<u> </u>	C	&I Progi	ams										
Prescriptive Rebates	9,598	32,601	0		\$242,832	\$1,357,928	\$2,763,894	49%	2,753,899	11,672,369	35,000,000	33%	726	2,676	5,600	48%	0.81	9,454,619	2,168
Custom Program	1,454	7,666	0		\$282,387	\$1,429,265	\$2,704,917	53%	3,212,930	9,306,059	24,000,000	39%	426	1,336	5,021	27%	0.99	9,212,998	1,323
Small Business Direct Install	432	3,616	0		\$31,619	\$352,188	\$823,042	43%	140,586	1,271,102	4,430,770	29%	31	323	349	93%	, 1	1,271,102	323
EECO Commerical	18	18	27	67%	\$7,940	\$44,895	\$107,393	42%	485,995	3,136,190	13,581,338	23%	99	637	2,810	23%	, 1	3,136,190	637
Subtotal	11,502	43,901			\$564,778	\$3,184,276	\$6,399,246	50%	6,593,410	25,385,720	77,012,108	33%	1,283	4,972	13,780	36%	,	23,074,909	4,450
							Resid	ential P	rograms										
EECO Residential					\$87,039	\$489,960	\$1,177,207	42%	513,995	3,316,876	14,371,293	23%	103	662	3,044	22%	. 1	3,316,876	662
Appliance Recycling	427	3,061	3,350	91%	\$58,459	\$527,041	\$648,693	81%	411,656	2,966,424	3,068,260	97%	49	351	361	97%	0.72	2,135,825	253
Online Check-up	646	7,729	11,423	68%	\$53,211	\$436,287	\$676,785	64%	302,349	4,330,779	3,865,320	112%	33	476	483	99%	0.85	3,681,162	405
Schools Education	3,506	11,261	11,755	96%	\$168,382	\$609,954	\$647,775	94%	1,480,198	4,754,282	4,962,843	96%	210	676	705	96%	0.997	4,740,019	674
Home Energy Reporting	168,156	168,156	145,000	116%	\$81,757	\$921,735	\$1,181,647	78%	1,872,158	21,707,865	33,000,000	66%	369	2,923	3,762	78%	, 1	21,707,865	2,923
Peak Reduction	0	8,079	9,000	90%	\$13,119	\$576,122	\$824,835	70%	0	31,496	112,014	28%	0	5,632	5,670	99%	, 1	31,496	5,632
L.I. Weatherization	0	105	5,117	2%	\$19,554	\$193,272	\$1,205,905	16%	0	5,068	1,029,804	0%	0	0	109	0%	, 1	5,068	0
Weatherization	0	815	8,878	9%	\$43,946	\$222,885	\$1,432,478	16%	0	39,189	1,276,803	3%	0	4	395	1%	0.72	28,216	3
New Construction	54	280	449	62%	\$54,624	\$303,254	\$492,422	62%	85,950	459,839	731,022	63%	67	340	545	62%	0.8	367,871	272
E.E. Products	133	962	1,183	81%	\$43,321	\$241,295	\$371,264	65%	71,827	430,256	1,294,877	33%	7	48	397	12%	0.52	223,733	25
Lighting	31,768	195,680	513,715	38%	\$108,100	\$524,398	\$1,072,014	49%	902,007	5,610,078	14,770,000	38%	108	670	2,300	29%	0.5	2,805,039	335
Subtotal	204,690	396,128	709,870	56%	\$731,512	\$5,046,203	\$9,731,025	52%	5,640,140	43,652,151	78,482,236	56%	946	11,782	17,771	66%	,	39,043,170	11,183
							INI	DIRECT (COSTS										
Staff Dev. & Prof. Organizations					\$12,053	\$49,355	\$65,000	76%											
Computer System Development					\$13,801	\$178,048	\$200,000	89%											
Marketing & Cust. Awareness					\$17,359	\$132,586	\$300,000	44%											
New Program Development					\$0	\$0	\$50,000	0%			ОСТОВЕВ	2015	CCODE	CADD	CIINANAA	DV			
Potential Studies					\$0	\$0	\$65,000	0%			OCTOBER	2015	SCURE	LCAKD	POMMA	KY			
Planning & Analytic Support					\$8,034	\$68,840	\$100,000	69%											
Budgeting & Acct. Support					\$8,767	\$120,634	\$125,000	97%											
Subtotal					\$60,014	\$549,463	\$905,000	61%											
							POR	rfolio '	TOTALS										
Total Residential	204,690	396,128	709,870	56%	\$731,512	\$5,046,203	\$9,731,025	52%	5,640,140	43,652,151	78,482,236	56%	946	11,782	17,771	66%	,	39,043,170	4,450
Total C&I	11,502	43,901			\$321,946	\$1,826,348	\$6,399,246	29%	6,593,410	25,385,720	77,012,108	33%	1,283	4,972	13,780	36%	,	23,074,909	11,183
-																			





PROGRAM NOTES:

EECO
EECO
Home Energy Reports
Peak Reduction
Indirect Costs
Total Portfolio

Participants = Number of Circuits with VVO equipment; Budget Expenditures are split 91.64% Residental, 8.36% Commercial

Revised Savings target based on number of Stations with Volt Var installed & operating.

Program Savings are based on total # of active participants which is fluid based on opt outs & move outs / Updated Opower savings with final ytd totals received in August.

YTD participants includes all that have enrolled since 2012; minus opt outs, move outs, & removals.

\$25,000 transferred from Planning & Analytical Support, \$10,000 transferred from Market Potential Studies; to Staff Development & Memberships. (\$35,000 total)

% to Goal for Measures doesn't include Commercial Measures

CAC Witness Mims Workpaper 6 2015 YTD

	А	В	С	D
1				
2				
3				Gross kWh
4		Residential Ho	ome Energy Assessment	2,181,517
5		Residential Lo	w Income Weatherization	1,529,696
6		Residential Lig	ghting	15,747,122
7		Energy Efficie	nt Schools - Kits	1,736,190
8		Energy Efficie	nt Schools - Audits	516,338
9		C&I Rebate Pr	ograms	23,782,606
10		Appliance Rec	ycling Program	4,029,025
11		Online Energy	Check-up Program	2,818,382
12		Home Energy	Reporting Program	23,776,713
13		Peak Reduction	n	62,367
14			Demo. Residential	19,079
15		Renewables/D	Demo. Commercial	21,877
16		Home Weathe	erization	1,401,869
17		Res. New Con	struction	369,415
18		Energy Efficie	nt Products	524,551
19		C&I Incentives	s Program	15,441,575
20		C&I Audit Pro	gram	1,337,788
21		C&I Small Bus	iness Direct Install	3,045,736
22		C&I Retro-Cor	nmissioning Lite Program	20,685,678
23		C&I HVAC Opt	imization Program	12,985
24		EECO (Volt Va	r) Residential	3,712,115
25		EECO (Volt Va	r) Commerical	4,021,458
26				
27		Total		126,774,082

	В	С	D	E	F	G H	1 1	J	К	L	M	N	0	Р	Q	R	S
1				Indi	ana Michi	gan Power Compa	iny				,					Attachment	JCW-4
2					201	6 DSM Plan										Cause No. 43	327 DSM 5
3				Portfolio	& Progran	n Benefit Cost Tes	t Scores										
4	Source	I&M response to CAC 1-02, Attach JC	W-4 Ben Co	st Scores													
5																	
6		DSM Progra	ım Benefit C	ost Score	s*					USCRT Summary	,						
							Lifetime Cost	t									
							of Conserved					NPV of	Annualized Cost of	Levelized N		:	
						L	Energy					Lifecycle	Conserved Energy	Benefits p	_		
7			USCRT	TRC	RIM	Participant	(\$ / kWh)	Ш	Benefits	Costs	Net Benefits	Savings kWh	(\$/ MWh)	MWH	(kW)		
	Residential						***	+	44 000 400	4500.000	4405400	44.000 700	A 10.11	4 00			
9		Home Appliance Recycling	1.71	1.71	0.55	N/A	\$0.03 \$0.02	44	\$1,028,426 \$4,993,050	\$602,297 \$1.816.823	\$426,129	14,303,726					
11		Home Energy Products Home Weatherproofing	2.75 1.25	1.18	0.50	1.71 3.44	\$0.02	+	\$4,993,050	\$1,816,823	\$3,176,227 \$154,127	66,328,523 9,529,491	\$ 27.39 \$ 64.56	7			
12		Income Qualified Weatherproofing	0.73	0.73	0.39	3.44 N/A	\$0.04	+	\$444,911	\$608,322	(\$163,411)	5,582,296	\$ 108.97	\$ (29		1	
13		Home Energy Reports	2.79	2.79	0.59	N/A	\$0.02	+	\$2,905,588	\$1,042,767	\$1,862,821	46,311,363	\$ 22.52	\$ 40		†	
14		Home Online Energy Check-Up	3.27	3.27	0.65	1.82	\$0.02	+	\$2,001,550	\$612,086	\$1,389,463	27.460.286	\$ 22.29				
15		Home New Construction	1.50	1.11	0.58	1.82	\$0.03	+	\$661,448	\$441,968	\$219,480	6,862,746	\$ 64.40	\$ 31			
16		School Education	3.49	3.49	0.65	N/A	\$0.02	\dagger	\$2,359,185	\$676,933	\$1,682,252	32,650,792	\$ 20.73	\$ 51		1	
17		Peak Reduction Program	0.75	0.75	0.75	N/A	\$8.11		\$4,092,815	\$5,491,432	(\$1,398,618)	503,712	\$ 10,901.94	\$ (2,776	52) 5,645		
18		Home Comfort & Efficiency Pilot	0.20	0.17	0.19	0.81	\$0.29		\$42,098	\$210,744	(\$168,646)	424,480	\$ 496.47	\$ (397			
19		Residential Portfolio	1.59	1.31	0.62	3.35	\$0.04		\$19,298,450	\$12,118,624	\$7,179,826	209,957,415	\$ 57.72	\$ 34	14,645		
20	Commercial &	Industrial															
21		Work Prescriptive Rebates	5.45	2.60	0.82	2.81	\$0.01	Ш	\$10,379,023	\$1,904,666	\$8,474,357	132,581,217		\$ 63			
22		Work Custom Rebates	4.94	3.23	0.79	3.92	\$0.01	Ш	\$18,204,956	\$3,687,325	\$14,517,632	242,326,764		\$ 59			
23		Work Direct Install	3.31	1.64	0.73	2.04	\$0.02	+	\$1,572,294	\$475,620	\$1,096,675	20,931,428	\$ 22.72	\$ 52			
24 25		Small Business Efficiency Pilot C&I Portfolio	0.06 4.81	0.06 2.80	0.05 0.79	N/A 3.30	\$1.48 \$0.01	+	\$12,069 \$30,168,342	\$210,267 \$6,277,878	(\$198,199) \$23,890,465	142,079 395,981,488		\$ (1,394 \$ 60			
26		C&I PORTIOIIO	4.01	2.00	0.79	3.30	\$0.01	+	\$30,168,342	\$0,277,878	\$23,890,465	395,981,488	\$ 15.85	\$ 60	10,387		
	Totals	Total Portfolio	2.69	1.93	0.72	3.32	\$0.02	+	\$49,466,792	\$18,396,502	\$31,070,290	605,938,903	\$ 30.36	\$ 51	25,031		
28							*****	+	Ţ 10,100,100	7-0,000,000	70-,010,-00	,,	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				
29	*As performed	by Morgan Marketing Partners, LLC.	1					\top									
30		ĺ															
31																	
32	Table 17																
	Scenario 1																
	Performance																
	Metric #	Calculation	% of Cap					+									
35		\$1,839,650.18 \$975,014.59	53%				1	+									
36 37		\$975,014.59	4.4%				+	+									
38		\$40,472.30	2.2%				+	+									
39		\$40,472.30	2.2%				+	+									
40		\$40,472.30	2.2%					T			1						
41		\$40,472.30	2.2%														
42	Total	\$1,217,848.42	66%														
43	·						1			-							
	Scenario 2																
45		\$0.00	0%					Ш									
46		\$80,944.61	4.4%				1										
47		\$40,472.30	2.2%				1										
48		\$40,472.30	2.2%					+									
49 50		\$40,472.30 \$40,472.30	2.2%				1	+									
	Total	\$242,833.82	13%				+	+									
JΙ	iotai	ψ <u>ε</u> ¬ε,000.0ε	1070		l						1	1	1	1			l

	В	С	D	E	F	G	Н	1	J	K	L	
1			Indiana Michigan Power Company - Indiana					ent JCW-2				
3			Demand Side Management - 2016 1 Year Plan 2016 DSM Plan Summary				Cause No. 43827 DSM 5					
4		DSM 2016 1 year Plan					2013 Action Plan, year 2016 only					
-	,	kM Indiana DSM Direct Program	Program Description	2016 Program Budget (\$)	2016 Energy Savings (kWh)	2016 Demand Savings (kW)	2016 Program Budget (\$)	2016 Energy Savings (kWh)	2016 Demand Savings (kW)	Annual Cost of Conserv ed Energy (cents/k wh)	Lifetime Cost of Conserved Energy (cents/kwh)	
6		DSM Program Portfolio Total	Program Description	0 (\$)	Savings (kwn)	Savings (KW)	(\$)	(KVVII)	(KVV)	wn)	(cents/kwn)	
7		Home Energy Reports	Home consumption comparison reports	973,599	42,867,000	4,887	555,118	7,517,350	1,930	0.07		
8		Work Custom Rebates	Rebates for custom C&I efficiency improvements	3,442,741	32,758,023	7,017	1,906,757	62,109,264	10,318	0.07		
a		Home Energy Products	Rebates for efficient residential lighting & other electro-technologies	1,696,311	17,054,836	2,167	5,053,415	15,287,886	3,542	0.33		
10		Work Prescriptive Rebates	Rebates for efficient lighting, efficient motors, etc.	1,778,328	16,760,429	2,850	8,759,206	46,603,172	7,394	0.33		
11		Electric Energy Consumption Op		1,038,790	14,735,618	5,263	8,739,200	40,003,172	7,394	#DIV/0!		
12		Schools Energy Education	Energy education for elementary age children with take home kits	632,031	4,784,890	660	383,437	1,730,874	446	0.22		
13		Home Energy Online Checkup	Online basic home audit with mailed participant kits	571,486	4,407,578	455	203,981	562,713	145	0.22		
1.0		Home Appliance Recycling	Rebates for pick up, and recycling of refrigerators and freezers	562,346	2,902,619	344	1,432,619	7,204,260	1,511	0.20		
15		Work Direct Install	Walk through audits and direct install cost effective measures for small business customers	562,346 444,071	2,346,372	334	1,402,019	1,204,200	1,011	#DIV/0!		
16		Home Weatherproofing	Walk through audits and direct install cost effective measures for small dusiness customers Walk through audit with rebates for home weatherization & efficiency	574.442	1.281.323	44	1.814.493	2.956.530	1.047	0.61		
17		Home New Construction	Rebates for efficient new home construction	412,652	651,753	398	323,419	477,086	156	0.68		
18		Income Qualified Weatherproofir	Low Income home weatherization & efficiency	567,971	588,874	22	3,250,371	2,287,060	810	1.42		
19		Small Business Efficiency Pilot	Small business consumption reports, owner energy education, & online efficiency tool	196,320	135,556	186	3,230,371	2,207,000	010	#DIV/0!		
20		Residential Peak Reduction	Peak period cycling of residential air conditioners	689,632	66,505	5,645	9,495,616	0	14,960	#DIV/0:		
21			Assess, demonstrate, evaluate, educate, & train on new HVAC technology	211,765	39,107	22	9,493,010	U	14,900	1		
22		Home Comort & Emclericy Fliot	Assess, demonstrate, evaluate, educate, a train or new rivino technology	211,703	33,107	22						
23	Portfoli	o Level Expenses (Indirect Pro	ograms)									
24		Information Technology & Systems										
25		Staff Development & Membershi	ps	\$30,000								
26		Potential Studies		\$75,000								
27		Marketing & Customer Awarenes	SS	\$300,000								
28		Planning & Analytic Support		\$125,000								
29		New Program Development		\$50,000								
30		Budgeting & Accounting Support		\$125,000								
31		Total Portfolio Level Expenses		\$905,000								
33		Total I&M Indiana DSM Portfolio		\$1,116,765								
34		Count of Direct Programs		15								
35												
36			2016 DSM Energy Savings as % I&M IN Utility GWh Sales	0.00%								
37			2016 IN DSM Program Cost as % of I&M IN Utility Revenues	0.09%								
38			2016 IN DSM Program Cost	\$1,116,765								
39			2016 IN DSM Energy Savings Plan Target (kWh)	39,107								
40			2016 IN DSM Program Operating Cost (cents/kwh saved)	\$28.56								
41												
42				1						+		
44		Notes:		1						<u> </u>		
45		Action Plan program Res EE pro	ducts = Home Energy Products									
46 47			Audits = Home Energy Online Checkup erization = Home Weatherproofing							1		
48			enzation = Home weatherproofing e Qualified Weatherization = Income Qualified Weatherproofing							+		
49		Action Plan program EE Schools	Education = Schools Energy Education									
50		Action Plan program C&I Rebate	s = Work Prescriptive rebates							_		
51 52		Table Data	2016 DSM Plan	2016 Action Plan	2016 DSM Plan	2016 Action Plan				1		
53			Budget (\$)	Budget (\$)	kWh	kWh						
54		Home Energy Reports	973,599			7,517,350						
55 56		Work Custom Rebates Home Energy Products	3,442,741 1,696,311	1,906,757 5,053,415		62,109,264 15,287,886				1		
57		Work Prescriptive Rebates	1,778,328									

	В	С	D	E	F	G	Н	1	J	K	L
58		Electric Energy Consumption Op	1,038,790	0	14,735,618	0				T	
59		Schools Energy Education	632,031	383,437	4,784,890	1,730,874					
60		Home Energy Online Checkup	571,486	203,981	4,407,578	562,713				1	
61		Home Appliance Recycling	562,346	1,432,619	2,902,619	7,204,260					
62		Work Direct Install	444,071	0	2,346,372	0				1	
63		Home Weatherproofing	574,442	1,814,493	1,281,323	2,956,530				1	
64		Home New Construction	412,652	323,419	651,753	477,086					
65		Income Qualified Weatherproofing		3,250,371	588,874	2,287,060				1	
66		Small Business Efficiency Pilot	196,320	0	135,556	0				1	
67		Residential Peak Reduction	689,632	9,495,616	66,505	0					
68		Home Comfort & Efficiency Pilot	211,765		39,107						
69		Residential Lighting	0	370,025	16,216,832	20,277,370					
70		Moderate Income Weatherization	0	2,360,361	0	3,641,492					
71		Residential Neighborhoods	0	756,286	0	1,839,365					
72		C&I Peak Reduction	0	2,961,136	0	0					,
73		Renewable Energy & Demonstra	0	210,369	0	17,895					
74		C&I Retro Commissioning Lite	0	1,675,837	0	50,030,724					,
75		C&I HVAC and Refrigeration Opt	0	1,371,067	0	9,881,055					
76		C&I Audit	0	365,519	0	1,773,003					
77		Res Home Energy Audit	0	552,375	0	2,535,645					
78		EE Schools Audit	0	149,793	0	122,816					
79											
80		Total	13,792,485		141,380,880	236,855,560					
81		Residential	6,892,235	26,551,516		66,317,631					
82		Non Residential	6,900,250	17,399,684	66,735,998	170,537,929					
83											