

**Demand Side Management**  
2016 ANNUAL REPORT



**ReStore<sup>®</sup>-ing Savings**

**HOOSIERENERGY**

# Table of Contents

- 2 DSM Lineup
- 3 DSM Summary  
2016 Year in Review
- 4-6 ReStore-ing Appliance Recycling
- 7 Commercial and Industrial Programs  
Residential Lighting Program
- 8 Residential HVAC Rebates  
Attic Insulation and Duct Sealing
- 9 Touchstone Energy® Home<sup>SM</sup> Program  
Energy Management Savings Switch Program
- 10-13 Appendix A
- 14-18 Appendix B
- 19 Hoosier Energy Power Network



## Hoosier Energy 2016 DSM Lineup



**Mike Rampley**  
Senior Vice President  
Marketing and Business  
Development  
[MRampley@hepn.com](mailto:MRampley@hepn.com)



**Wes McFarland**  
Manager of Marketing  
[WMcFarland@hepn.com](mailto:WMcFarland@hepn.com)



**Tom Lott**  
Energy Efficiency  
Program Coordinator,  
Commercial and Industrial  
Specialist  
[TLott@hepn.com](mailto:TLott@hepn.com)



**Holly Yensel**  
Residential Energy  
Consultant



**Susie Smith**  
Demand Side Management  
Analyst  
[Susie.Smith@hepn.com](mailto:Susie.Smith@hepn.com)



**Aimee Skrzekut**  
Energy Efficiency  
Program Coordinator,  
Residential Specialist  
[ASkrzekut@hepn.com](mailto:ASkrzekut@hepn.com)



**Jim Wittman**  
Key Accounts Manager  
[JWittman@hepn.com](mailto:JWittman@hepn.com)



**Mike Owens**  
Key Accounts Manager  
[MOwens@hepn.com](mailto:MOwens@hepn.com)



**Renee Campbell**  
Key Accounts Manager  
[RCampbell@hepn.com](mailto:RCampbell@hepn.com)

# DSM Summary

The Demand Side Management (DSM) program provided by member systems and Hoosier Energy since 2008 offers a unique “win-win-win” opportunity for consumers, distribution co-op’s and the G&T. Program measures provide consumers with tools to manage electric usage and bills, enable distribution cooperatives to reduce wholesale power costs, and provide Hoosier Energy with an economical long-term

alternative to manage demand and avoid adding generating capacity. End-use efficiency and DSM measures are an important component of an “all of the above” power supply strategy, along with fossil fuels and renewable resources, that will help maintain reliable and affordable energy for consumers well into the future.

## 2016 Year In Review

Implementation of the Energy Efficiency Collaborative Platform (EECP) software with member systems to track DSM programs was a significant accomplishment. EECP is a workflow automation application that allows members to independently configure and track participation, costs and savings. It provides a single source to collect and store program data for analysis and reporting.

To keep up with residential lighting trends, energy efficiency kits were redesigned by adding light emitting diode (LED) lamps and information to help consumers understand lighting needs. Cardboard containers were eliminated in favor of a reusable canvas bag. These changes help reduce packaging waste, are responsive to consumer demand for LEDs, and provide better information on how consumers can order from the cooperative online store.

Cooperative branded lighting stores offer LED lamps with instant rebates of up to \$10 per lamp and free

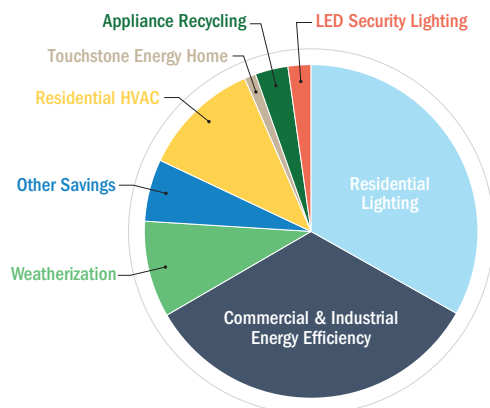
shipping to residential and agricultural consumers. The agricultural store was also expanded to include access for small commercial customers.

The appliance recycling program was restarted in early 2016 as a pilot program with local Habitat for Humanity ReStores providing pick-up service and delivery to recyclers. The pilot program was created as a way to fill a void when the previous vendor unexpectedly ceased operations.

DSM programs continue to thrive under the “Team Up” brand with innovative and eye catching marketing materials, e-newsletters, weekly social media posts, and access to graphics and articles that members use to promote efficiency programs.

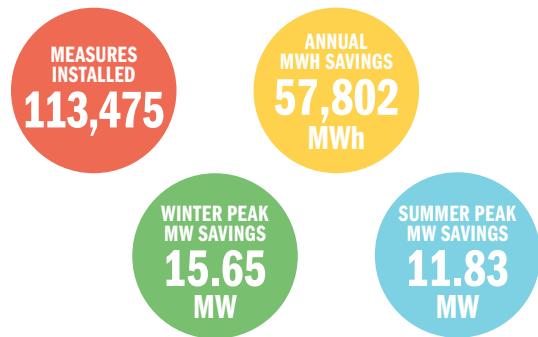
DSM programs in 2016 showed overall growth of 13% compared to 2015 results. Summarized 2016 data for specific programs is presented in this report.

### DSM MEASURES



DSM measures installed from 2009 through the end of 2016 are expected to save 233,644 MWh

### 2016 DSM PORTFOLIO TOTALS



Annual MWh Savings and Summer & Winter Peak MW Savings are the savings estimated for one year from measures installed in 2016

# ReStore<sup>®</sup>-ing APPLIANCE RECYCLING

Appliance recycling has been a staple of Hoosier Energy's DSM program since 2012 but took a temporary hiatus after the program vendor filed bankruptcy. Because only two companies nationwide offer this service, finding a replacement vendor was not an easy task.

After an exhaustive search and some outside-the box thinking, Habitat for Humanity's ReStore facility in Henry County looked promising. Habitat for Humanity ReStores are nonprofit home improvement stores and donation centers that sell new and gently used furniture, appliances, home accessories, and building materials to the public at a fraction of the retail price. They are independently owned and operated by local Habitat for Humanity organizations.

Hoosier Energy learned that some local ReStores were already picking up donated appliances. However, many were too old or in too poor condition to reuse and resell and ReStores began recycling them. Hoosier Energy and Henry County ReStore established a mutually-beneficially agreement piloting revival of the appliance recycling program. The ReStore would pick up old appliances from homes, recycle appropriately, and collect a stipend from Hoosier Energy. The distribution cooperative pays its member consumer a \$50 rebate.

"This program is so simple that our members quickly understand its value. It's local; it helps members save energy; and they get to help those in need," says Lara Sullivan, Henry County REMC Manager of Member Services.

While the program has been reborn, it is still a work in progress. Hoosier Energy's 18 member systems serve a large territory and there aren't ReStores in all service areas. After the Hoosier Energy staff piloted the program with the Henry County ReStore, they recognized similar opportunities might be available for other members. Staff subsequently worked



Habitat for Humanity<sup>®</sup>  
ReStore<sup>®</sup>



## 2016 PROGRAM SUMMARY

NUMBER  
OF UNITS  
**702**

ENERGY  
SAVINGS  
**673**  
MWh

SUMMER PEAK  
REDUCTION  
**.059**  
MW

with other ReStores that have agreed to pick up appliances outside their normal area to cover the Power Network.

Currently, four ReStores serve 16 member systems and have collected more than 700 appliances since the program began. Options for serving the two remaining service territories are under development.

Benefits speak for themselves. Consumers win by reducing their electric bill, recycling an old appliance without having to leave their home, and receiving a financial incentive. The distribution co-op wins through reducing wholesale power costs and continuing to offer a recycling rebate as a member benefit. And ReStores win because they get the collection fee and increase awareness of Habitat programs among co-op consumers. Homeowners often donate other items to the ReStore while the truck is there to pick up the appliance.

This mutually-beneficial relationship also gets to the heart of what cooperatives are all about – commitment to community. The program now puts funds into local Habitat for Humanity organizations rather than a for-profit recycling business.

“Members feel good when they recognize the name of the business on the truck that shows up at their home. This is an added bonus co-ops love,” said Susie Smith, Hoosier Energy Demand Side Management Analyst.

Program growth is up 20 percent at participating cooperatives proving the recycling program has indeed been “Restored.”



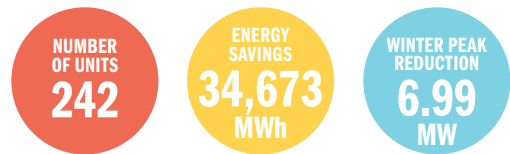
# Commercial and Industrial Programs

Energy efficiency is not just for residential consumers. Saving energy and reducing costs can make a big difference for businesses ranging from large industrial consumers to small commercial operations. Commercial and Industrial (C&I) and Direct Install program incentives help make changing to high-efficiency lighting, motors and other equipment easier and more affordable for business owners and managers. Businesses recognize the long-term value of reliable, energy efficient equipment that requires less maintenance and reduces operating costs. The C&I program showed continued strong growth in 2016 with 242 completed rebates for lighting, HVAC, motor and compressed air systems and \$1,284,723 paid for incentives. Those incentives leveraged an additional \$6 million in efficiency investments by C&I facility

owners. Program results are projected to reduce lifetime energy costs for participating businesses by more than \$49 million.

**\$1,284,723**  
2016 PAID FOR INCENTIVES

## 2016 COMMERCIAL/INDUSTRIAL & DIRECT INSTALL PROGRAMS



# Residential Lighting Program

Lighting offers one of the simplest and most cost effective ways to manage energy use. When and how lights are used and the quality and type of lamps selected can have a significant impact on electric costs. Understanding lighting requirements and the types of lamps to best meet specific needs can be challenging, and switching all lamps to high efficiency lighting can be costly.

Distribution cooperatives and Hoosier Energy have teamed up to provide an online lighting store for consumers to address these needs. Co-op members have access to high quality, energy efficient light emitting diode (LED) products for use in and around their home. Lamps come with an instant rebate and free shipping to make it more affordable to replace inefficient lighting with long lasting, low wattage LEDs.

Along with a variety of LED lamps, the online store offers easy, self-install products such as weather stripping, outlet and wall switch air sealing gaskets,

LED nightlights, refrigerator/freezer thermometers, and outlet receptacle covers at low cost and with free shipping.

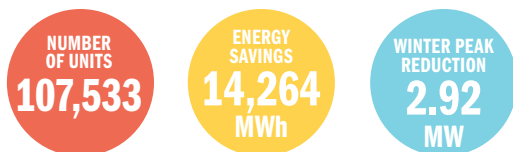
Agricultural and smaller commercial consumers can also benefit from cooperative membership with additional pricing discounts for bulk quantities ordered through the online store.

In 2016, more than 90,000 high-efficiency lamps were ordered through the cooperative online store. Distribution cooperatives and Hoosier Energy have provided a total of more than 1.7 million lights to consumers since the program began in 2009.

## LED SECURITY LIGHTING

High efficiency lighting is not just a savings inside your home. Lamps that light driveways, roadways, access roads and barns do not have a switch. By using LED models to replace older and more maintenance intensive mercury vapor or high-pressure sodium security lights, cooperatives can reduce energy requirements for those fixtures by as much as 70 percent. Nearly 6,000 security lights were replaced with high-efficiency dusk-to-dawn LED fixtures in 2016.

## 2016 RESIDENTIAL LIGHTING



Residential and Ag Lighting, Energy Kits, LED Security Lighting

**5,732**

**SECURITY LIGHTS REPLACED IN 2016**  
WITH HIGH-EFFICIENCY DUSK-TO-DAWN LED FIXTURES

# Residential HVAC Rebates

How a consumer chooses to heat and cool their home makes a big difference in comfort and energy costs with up to 60% annual savings available to consumers who select high-efficiency equipment. The residential heating, ventilation and air conditioning (HVAC) program provides incentives to homeowners to upgrade to more efficient systems. More than 4,300 HVAC, attic insulation and duct sealing rebates were paid in 2016 to consumers who installed qualifying equipment. Geothermal heat pump rebates rose slightly from prior years, likely in anticipation of expiration of a 30% income tax credit for equipment placed in service by the end of 2016.

Cooperative rebates for geothermal systems will continue in 2017 but fewer new systems are expected

as a result of termination of the tax credit. Dual fuel heat pump rebates showed 29% percent growth in 2016 while air source heat pumps and heat pump water heaters experienced steady installation rates.



## 2016 RESIDENTIAL HVAC REBATES



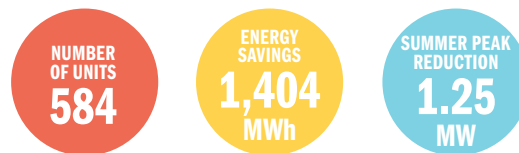
# Attic Insulation and Duct Sealing

Insulation is a major factor in maintaining comfort levels in a home. Adequate insulation, particularly in attics, prevents exterior heat or cold from transferring into living spaces making it easier and more cost effective to comfort condition homes.

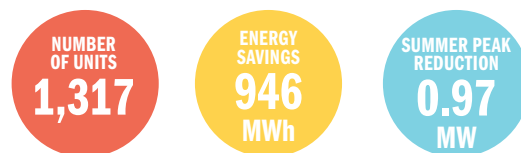
Ensuring proper air sealing on HVAC duct work is another way consumers can improve comfort in their home while easing the workload and energy requirements of heating and cooling systems. Preventing air leakage through the duct system can improve efficiency and energy savings, maintaining the comfort homeowners seek.

Rebates for duct sealing and attic insulation jumped dramatically in 2016 with 1,901 installations. Difficulties attracting qualified contractors in several areas and related quality control concerns presented significant challenges that contributed to a decision to eliminate these programs in future years.

## 2016 ATTIC INSULATION



## 2016 DUCT SEALING





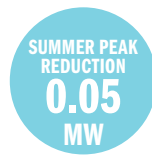
## Touchstone Energy® Home<sup>SM</sup> Program

Building a Touchstone Energy® Home<sup>SM</sup> offers substantial benefits for homeowners. Rebates are available to help consumers pay for high-efficiency water heating and HVAC equipment, and efficient high quality construction provides protection from weather extremes, consistent comfort, and makes the home more affordable by reducing energy bills.

There were fewer new homes registered in 2016 but the number of completed homes held steady as a result of builder-friendly weather. The redesigned website has proved successful with many new inquiries and requests coming through the contact page. Prospective homeowners are also using the convenient “Find a Builder” feature to locate building professionals in their area making the process easier for consumers and benefiting registered builders.



### 2016 TOUCHSTONE ENERGY HOME PROGRAM



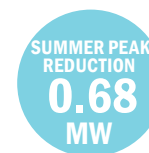
## Energy Management Savings Switch Program

The cost of electricity varies based upon when it is used during the day or during the year. Managing the timing of consumer energy use provides a valuable means to control and reduce power supply costs. As demand for energy rises in periods of peak usage, generating plants must produce more electricity to meet that demand or power must be purchased in energy markets. The added cost of providing energy during high demand periods directly impacts electric rates paid by consumers.

Cooperatives offer an energy management switch program to alleviate demand by briefly cycling the flow of power to air conditioning and water heaters. Members installed 611 switches in 2016 controlling

842 heat pump, AC and water heater units. Hoosier Energy notifies members in advance of load control events, allowing them to activate switches on consumer-owned devices. Member cooperatives may also incentivize consumers to participate in energy management programs through bill credits or rebates.

### 2016 ENERGY MANAGEMENT SAVINGS SWITCH PROGRAM



## 2016 Residential Lighting Program

Cooperative	Total Measures Installed	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	3771	140	0.014	0.032
Clark County REMC	5637	209	0.021	0.048
Daviess-Martin County REMC	3261	121	0.012	0.028
Decatur County REMC	1569	58	0.006	0.013
Dubois REC, Inc.	21727	806	0.082	0.186
Harrison REMC	7798	289	0.024	0.067
Henry County REMC	517	19	0.002	0.004
Jackson County REMC	4940	183	0.008	0.042
Johnson County REMC	4772	177	0.018	0.041
Orange County REMC	2267	84	0.009	0.019
RushShelby Energy	1579	59	0.006	0.014
South Central Indiana REMC	7210	267	0.027	0.062
Southeastern Indiana REMC	2577	96	0.010	0.022
Southern Indiana Power	3447	128	0.013	0.030
Utilities District of Western Indiana REMC	9754	362	0.037	0.084
Wayne-White Counties Electric Cooperative	6987	259	0.026	0.060
Whitewater Valley REMC	724	27	0.003	0.006
WIN Energy REMC	1764	65	0.007	0.015
<b>Total</b>	<b>90,301</b>	<b>3,349</b>	<b>0.325</b>	<b>0.773</b>

## 2016 C&I Energy Efficiency Program

Cooperative	Rebate Applications	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	27	12,896	2.481	2.630
Clark County REMC	10	716	0.098	0.104
Daviess-Martin County REMC	9	566	0.162	0.172
Decatur County REMC	11	632	0.131	0.139
Dubois REC, Inc.	19	665	0.194	0.206
Harrison REMC	11	224	0.043	0.046
Henry County REMC	3	45	0.013	0.014
Jackson County REMC	25	104	0.044	0.047
Johnson County REMC	19	3,335	0.568	0.602
Orange County REMC	2	98	0.024	0.025
RushShelby Energy	10	2,097	0.508	0.538
South Central Indiana REMC	28	760	0.177	0.188
Southeastern Indiana REMC	8	602	0.116	0.123
Southern Indiana Power	13	563	0.071	0.075
Utilities District of Western Indiana REMC	13	7,452	1.150	1.219
Wayne-White Counties Electric Cooperative	3	1,035	0.358	0.379
Whitewater Valley REMC	10	308	0.067	0.071
WIN Energy REMC	21	2,575	0.387	0.410
<b>Total</b>	<b>242</b>	<b>34,673</b>	<b>6.592</b>	<b>6.988</b>

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

## 2016 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.	367	0	0.31	0.13
Harrison REMC	0	0	0.00	0.00
Henry County REMC	0	0	0.00	0.00
Jackson County REMC	128	0	0.11	0.05
Johnson County REMC	0	0	0.00	0.00
Orange County REMC	178	0	0.13	0.09
RushShelby Energy	8	0	0.01	0.00
South Central Indiana REMC	0	0	0.00	0.00
Southeastern Indiana REMC	65	0	0.04	0.04
Southern Indiana Power	65	0	0.06	0.01
Utilities District of Western Indiana REMC	31	0	0.02	0.03
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
<b>Total</b>	<b>842</b>	<b>0</b>	<b>0.68</b>	<b>0.35</b>

## 2016 Other Savings

Cooperative	Total Devices Controlled	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	500	344	0.03	0.07
Clark County REMC	1000	687	0.06	0.14
Daviess-Martin County REMC	500	344	0.03	0.07
Decatur County REMC	500	344	0.03	0.07
Dubois REC, Inc.	500	344	0.03	0.07
Harrison REMC	1100	756	0.07	0.15
Henry County REMC	500	344	0.03	0.07
Jackson County REMC	500	344	0.03	0.07
Johnson County REMC	1000	687	0.06	0.14
Orange County REMC	500	344	0.03	0.07
RushShelby Energy	500	344	0.03	0.07
South Central Indiana REMC	1000	687	0.06	0.14
Southeastern Indiana REMC	1000	687	0.06	0.14
Southern Indiana Power	500	344	0.03	0.07
Utilities District of Western Indiana REMC	900	618	0.05	0.12
Wayne-White Counties Electric Cooperative	0	0	0.00	0.00
Whitewater Valley REMC	500	344	0.03	0.07
WIN Energy REMC	500	344	0.03	0.07
<b>Total</b>	<b>11,500</b>	<b>7,906</b>	<b>0.69</b>	<b>1.60</b>

Other Savings includes Energy Kits.

## 2016 Residential HVAC Incentives Program

Cooperative	Total Measures Installed	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	147	265	0.126	0.172
Clark County REMC	344	1029	0.346	0.372
Daviess-Martin County REMC	100	209	0.065	0.174
Decatur County REMC	75	84	0.032	0.132
Dubois REC, Inc.	284	500	0.292	0.448
Harrison REMC	1089	1490	1.061	0.751
Henry County REMC	55	145	0.055	0.164
Jackson County REMC	574	826	0.437	0.426
Johnson County REMC	166	625	0.119	0.217
Orange County REMC	170	225	0.143	0.091
RushShelby Energy	123	148	0.056	0.198
South Central Indiana REMC	450	222	0.120	0.152
Southeastern Indiana REMC	194	432	0.158	0.500
Southern Indiana Power	117	899	0.229	0.561
Utilities District of Western Indiana REMC	202	363	0.114	0.243
Wayne-White Counties Electric Cooperative	87	193	0.071	0.288
Whitewater Valley REMC	57	118	0.035	0.215
WIN Energy REMC	110	189	0.062	0.210
<b>Total</b>	<b>4,344</b>	<b>7,962</b>	<b>3.521</b>	<b>5.314</b>

Data includes attic insulation and duct sealing.

## 2016 Touchstone Energy® Home<sup>SM</sup> 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	0	0.000	0.000
Daviess-Martin County REMC	0	0	0.000	0.000
Decatur County REMC	3	29	0.007	0.004
Dubois REC, Inc.	4	43	0.010	0.007
Harrison REMC	13	77	0.018	0.011
Henry County REMC	0	0	0.000	0.000
Jackson County REMC	4	51	0.012	0.007
Johnson County REMC	0	0	0.000	0.000
Orange County REMC	0	0	0.000	0.000
RushShelby Energy	4	0	0.000	0.000
South Central Indiana REMC	2	30	0.007	0.004
Southeastern Indiana REMC	6	0	0.000	0.000
Southern Indiana Power	2	0	0.000	0.000
Utilities District of Western Indiana REMC	2	0	0.000	0.000
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
<b>Total</b>	<b>43</b>	<b>230</b>	<b>0.054</b>	<b>0.033</b>

## 2016 Appliance Recycling Program

Cooperative	Total Units Collected	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	12	10	0.001	0.001
Clark County REMC	0	0	0.000	0.000
Daviess-Martin County REMC	0	0	0.000	0.000
Decatur County REMC	13	12	0.001	0.001
Dubois REC, Inc.	176	146	0.014	0.012
Harrison REMC	0	0	0.000	0.000
Henry County REMC	102	89	0.008	0.007
Jackson County REMC	47	89	0.008	0.005
Johnson County REMC	0	0	0.000	0.000
Orange County REMC	5	5	0.000	0.000
RushShelby Energy	80	73	0.006	0.005
South Central Indiana REMC	116	106	0.009	0.008
Southeastern Indiana REMC	0	0	0.000	0.000
Southern Indiana Power	33	37	0.003	0.002
Utilities District of Western Indiana REMC	83	75	0.006	0.006
Wayne-White Counties Electric Cooperative	0	0	0.000	0.000
Whitewater Valley REMC	35	31	0.003	0.002
WIN Energy REMC	0	0	0.000	0.000
<b>Total</b>	<b>702</b>	<b>673</b>	<b>0.059</b>	<b>0.049</b>

## 2016 LED Security Lighting Program

Cooperative	Total Measures Installed	Annual MWh Savings	Summer Peak MW Savings	Winter Peak MW Savings
Bartholomew County REMC	14	7	0.000	0.001
Clark County REMC	0	0	0.000	0.000
Daviess-Martin County REMC	0	0	0.000	0.000
Decatur County REMC	305	160	0.000	0.029
Dubois REC, Inc.	188	99	0.000	0.018
Harrison REMC	373	196	0.000	0.035
Henry County REMC	503	264	0.000	0.048
Jackson County REMC	581	305	0.000	0.055
Johnson County REMC	466	245	0.000	0.044
Orange County REMC	126	66	0.000	0.012
RushShelby Energy	178	93	0.000	0.017
South Central Indiana REMC	109	57	0.000	0.010
Southeastern Indiana REMC	847	445	0.000	0.080
Southern Indiana Power	530	278	0.000	0.050
Utilities District of Western Indiana REMC	319	167	0.000	0.030
Wayne-White Counties Electric Cooperative	481	253	0.000	0.045
Whitewater Valley REMC	568	298	0.000	0.054
WIN Energy REMC	144	76	0.000	0.014
<b>Total</b>	<b>5,732</b>	<b>3,009</b>	<b>0.000</b>	<b>0.542</b>

## Analysis of Measures Installed: 2009-2016

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 2.54 to 1.\*\*

This ratio suggests that \$2.54 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: (\$30,281,884 + \$26,661,273) / (3,435,028 \* 1000) = \$0.0166

\*\* Formula for TRC is Lifetime Economic Benefit / Hoosier Energy Cost + Participant Cost  
Example: \$144,741,192 / (\$30,281,884 + \$26,661,273) = \$2.54 or TRC ratio 2.54 to 1

## Estimated Benefits and Costs for all Measures Installed: 2009-2016<sup>1,2</sup>

	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
<b>Residential Lighting</b>	1,759,656	47,009	662,793	5.10	12.51
<b>Commercial &amp; Industrial Energy Efficiency</b>	778	103,716	1,555,740	14.27	15.12
<b>Weatherization<sup>3</sup></b>	4,061	19,285	479,329	4.81	3.28
<b>Load Control</b>	16,380	-	-	12.33	7.83
<b>Other Savings<sup>4</sup></b>	31,558	12,042	84,301	2.00	3.76
<b>Residential HVAC</b>	31,601	36,259	471,022	12.16	40.97
<b>Touchstone Energy Home</b>	512	2,424	48,460	0.57	0.19
<b>Appliance Recycling</b>	7,941	5,297	40,958	0.44	0.37
<b>LED Security Lighting</b>	14,476	7,611	92,425	0.00	0.36
<b>Total</b>	<b>1,866,963</b>	<b>233,644</b>	<b>3,435,028</b>	<b>51.68</b>	<b>84.39</b>

	Hoosier Energy Costs	Participant Costs	Lifetime Economic Benefits	Cost/kWh	Total Resource Cost (TRC)
<b>Residential Lighting</b>	\$2,951,703	\$0	\$21,092,259	0.01	7.15
<b>Commercial &amp; Industrial Energy Efficiency</b>	\$3,414,752	\$12,904,442	\$69,281,491	0.01	4.64
<b>Weatherization</b>	\$9,078,275	\$0	\$15,084,780	0.02	1.66
<b>Load Control</b>	\$2,808,624	\$0	\$5,829,794	0.00	2.08
<b>Other Savings</b>	\$2,031,327	\$0	\$2,372,473	0.00	1.05
<b>Residential HVAC</b>	\$7,402,587	\$10,579,252	\$22,810,492	0.04	1.27
<b>Touchstone Energy Home</b>	\$539,977	\$644,279	\$1,466,397	0.03	1.24
<b>Appliance Recycling</b>	\$968,939	\$0	\$1,375,006	0.02	1.42
<b>LED Security Lighting</b>	\$1,085,700	\$2,533,300	\$5,428,500	0.02	1.24
<b>Total</b>	<b>\$30,281,884</b>	<b>\$26,661,273</b>	<b>\$144,741,192</b>	<b>0.02</b>	<b>2.54</b>

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

<sup>2</sup> Other basic program assumptions are available upon request from Susannah Smith at susie.smith@hepn.com.

<sup>3</sup> Hoosier Weatherization Program includes 1,393 homes on member systems weatherized through the ARRA program 2009-2011.

<sup>4</sup> Other Savings include deferred weatherization benefits and energy efficiency kits.

## 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	114,083	3,730	32,934	0.38	0.87	\$1,374,921
Clark County REMC	325,635	9,447	94,251	0.95	2.42	\$4,101,974
Daviess-Martin County REMC	105,101	1,574	30,409	0.16	0.43	\$1,368,906
Decatur County REMC	37,765	903	10,924	0.09	0.23	\$474,225
Dubois REC, Inc.	118,696	3,457	34,256	0.35	0.80	\$1,410,773
Harrison REMC	119,698	0	34,608	0.37	0.91	\$1,422,235
Henry County REMC	63,513	1,680	18,355	0.17	0.41	\$808,119
Jackson County REMC	106,754	3,239	30,736	0.32	0.86	\$1,303,299
Johnson County REMC	90,000	2,801	25,982	0.28	0.66	\$1,072,358
Orange County REMC	67,863	2,204	19,643	0.22	0.56	\$800,111
RushShelby Energy	59,088	1,433	171,101	0.14	0.38	\$755,378
South Central Indiana REMC	58,210	1,533	16,816	0.16	0.37	\$674,978
Southeastern Indiana REMC	104,000	2,937	30,114	0.29	0.76	\$1,258,318
Southern Indiana Power	111,137	3,081	32,071	0.32	0.71	\$1,398,314
Utilities District of Western Indiana REMC	110,742	3,835	32,271	0.39	0.93	\$1,284,236
Wayne-White Counties Electric Cooperative	63,791	2,173	18,407	0.22	0.50	\$326,801
Whitewater Valley	75,183	2,003	21,721	0.20	0.48	\$947,228
WIN Energy	28,397	979	8,194	0.10	0.23	\$310,085
<b>Total</b>	<b>1,759,656</b>	<b>47,009</b>	<b>662,793</b>	<b>5.10</b>	<b>12.51</b>	<b>\$21,092,259</b>

## C&amp;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	54	15,738	236,070	2.852	2.976	\$10,375,098
Clark County REMC	46	3,890	58,350	0.591	0.665	\$2,366,530
Daviess-Martin County REMC	24	1,304	19,560	0.261	0.260	\$1,302,099
Decatur County REMC	31	3,773	56,595	0.531	0.545	\$2,719,252
Dubois REC, Inc.	57	3,933	58,995	0.494	0.581	\$2,324,699
Harrison REMC	40	5,260	78,900	0.650	0.686	\$3,445,326
Henry County REMC	22	928	13,920	0.182	0.205	\$801,577
Jackson County REMC	99	2,121	31,815	0.359	0.353	\$1,688,366
Johnson County REMC	71	7,656	114,840	1.208	1.310	\$6,076,196
Orange County REMC	12	1,064	15,960	0.160	0.146	\$733,130
RushShelby Energy	31	8,160	122,400	0.876	0.918	\$2,878,979
South Central Indiana REMC	69	3,238	48,570	0.403	0.442	\$2,210,877
Southeastern Indiana REMC	31	3,439	51,585	0.519	0.538	\$3,836,039
Southern Indiana Power	47	7,913	118,695	0.872	0.914	\$5,283,696
Utilities District of Western Indiana REMC	48	21,953	329,295	2.593	2.813	\$15,285,531
Wayne-White Counties Electric Cooperative	19	1,516	22,740	0.410	0.432	\$316,718
Whitewater Valley	24	1,975	29,625	0.256	0.262	\$1,191,460
WIN Energy	53	9,855	147,825	1.054	1.077	\$6,445,918
<b>Total</b>	<b>778</b>	<b>103,716</b>	<b>1,555,740</b>	<b>14.271</b>	<b>15.123</b>	<b>\$69,281,491</b>

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

## 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	0	0.145	0.095	\$69,760
Clark County REMC	0	0	0	0.000	0.000	\$0
Daviess-Martin County REMC	1,191	0	0	0.993	0.442	\$468,404
Decatur County REMC	200	0	0	0.089	0.178	\$42,332
Dubois REC, Inc.	540	0	0	0.455	0.194	\$217,344
Harrison REMC	1,885	0	0	1.496	0.798	\$707,899
Henry County REMC	958	0	0	0.783	0.375	\$371,423
Jackson County REMC	1,090	0	0	0.912	0.399	\$423,844
Johnson County REMC	0	0	0	0.000	0.000	\$0
Orange County REMC	1,822	0	0	1.248	1.035	\$588,916
RushShelby Energy	1,175	0	0	0.956	0.467	\$454,931
South Central Indiana REMC	2,018	0	0	1.170	1.429	\$549,233
Southeastern Indiana REMC	2,151	0	0	1.651	0.986	\$785,476
Southern Indiana Power	1,837	0	0	1.478	0.750	\$695,895
Utilities District of Western Indiana REMC	1,309	0	0	0.948	0.676	\$452,101
Wayne-White Counties Electric Cooperative	0	0	0	0.000	0.000	\$0
Whitewater Valley REMC	8	0	0	0.004	0.006	\$2,041
WIN Energy REMC	1	0	0	0.000	0.001	\$195
<b>Total</b>	<b>16,380</b>	<b>0</b>	<b>0</b>	<b>12.328</b>	<b>7.831</b>	<b>\$5,829,794</b>

## 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	1,421	679	4,755	0.08	0.17	\$117,582
Clark County REMC	1,986	612	4,286	0.07	0.17	\$58,797
Daviess-Martin County REMC	937	337	2,361	0.04	0.09	\$37,081
Decatur County REMC	939	339	2,371	0.04	0.09	\$37,624
Dubois REC, Inc.	947	344	2,410	0.04	0.09	\$39,106
Harrison REMC	3,511	1,420	9,941	0.24	0.44	\$303,849
Henry County REMC	1,511	743	5,200	0.08	0.19	\$133,296
Jackson County REMC	1,300	554	3,875	0.06	0.14	\$92,166
Johnson County REMC	2,800	1,212	8,486	0.14	0.31	\$197,288
Orange County REMC	1,431	692	4,844	0.08	0.17	\$120,967
RushShelby Energy	1,268	501	3,504	0.06	0.13	\$78,698
South Central Indiana REMC	4,563	1,106	7,744	0.67	0.86	\$615,532
Southeastern Indiana REMC	3,242	1,429	10,005	0.16	0.36	\$252,336
Southern Indiana Power	1,010	318	2,227	0.04	0.09	\$32,328
Utilities District of Western Indiana REMC	1,955	613	4,291	0.07	0.17	\$68,758
Wayne-White Counties Electric Cooperative	37	26	183	0.00	0.01	\$6,642
Whitewater Valley REMC	1,600	735	5,146	0.08	0.18	\$131,121
WIN Energy REMC	1,100	382	2,672	0.05	0.10	\$49,302
<b>Total</b>	<b>31,558</b>	<b>12,042</b>	<b>84,301</b>	<b>2.00</b>	<b>3.76</b>	<b>\$2,372,473</b>

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.



## 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	1,493	1,529	21,364	0.55	1.22	\$1,046,510
Clark County REMC	3,907	4,366	49,636	1.97	3.07	\$2,455,237
Daviess-Martin County REMC	916	1,145	15,808	0.33	1.51	\$772,610
Decatur County REMC	496	854	13,319	0.20	1.72	\$682,150
Dubois REC, Inc.	1,941	2,219	30,070	0.69	3.35	\$1,604,505
Harrison REMC	3,421	4,137	41,166	2.17	3.07	\$1,849,411
Henry County REMC	557	859	12,172	0.24	1.35	\$624,459
Jackson County REMC	2,215	2,622	29,867	1.01	2.44	\$1,339,723
Johnson County REMC	1,540	2,039	24,867	0.57	1.55	\$1,184,331
Orange County REMC	896	701	7,658	0.26	0.48	\$326,467
RushShelby Energy	800	1,058	15,871	0.27	1.64	\$816,763
South Central Indiana REMC	4,014	3,162	49,119	0.87	3.94	\$2,450,635
Southeastern Indiana REMC	2,707	2,884	42,216	0.68	4.45	\$2,129,669
Southern Indiana Power	1,221	2,417	25,237	0.69	2.12	\$1,045,079
Utilities District of Western Indiana REMC	1,880	2,427	35,867	0.66	2.81	\$1,681,094
Wayne-White Counties Electric Cooperative	958	1,133	15,429	0.34	2.07	\$733,254
Whitewater Valley REMC	808	1,090	16,915	0.24	2.09	\$849,619
WIN Energy REMC	1,831	1,617	24,441	0.42	2.09	\$1,218,977
<b>Total</b>	<b>31,601</b>	<b>36,259</b>	<b>471,022</b>	<b>12.16</b>	<b>40.97</b>	<b>\$22,810,493</b>

Data includes attic insulation and duct sealing.

Touchstone Energy® Home<sup>SM</sup> 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	48	227	4,543	0.05	0.03	\$152,365
Daviess-Martin County REMC	5	24	473	0.01	0.00	\$16,877
Decatur County REMC	21	99	1,988	0.02	0.01	\$62,531
Dubois REC, Inc.	91	431	8,613	0.10	0.06	\$292,932
Harrison REMC	136	644	12,872	0.15	0.09	\$414,948
Henry County REMC	4	19	379	0.00	0.00	\$14,281
Jackson County REMC	63	298	5,963	0.07	0.04	\$202,334
Johnson County REMC	1	5	95	0.00	0.00	\$2,887
Orange County REMC	2	10	189	0.00	0.00	\$6,368
RushShelby Energy	41	194	3,880	0.05	0.03	\$138,205
South Central Indiana REMC	28	133	2,650	0.03	0.02	\$87,038
Southeastern Indiana REMC	15	70	1,420	0.02	0.01	\$47,619
Southern Indiana Power	33	156	3,123	0.04	0.02	\$108,633
Utilities District of Western Indiana REMC	16	76	1,514	0.02	0.01	\$51,793
Wayne-White Counties Electric Cooperative	0	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
<b>Total</b>	<b>512</b>	<b>2,424</b>	<b>48,460</b>	<b>0.57</b>	<b>0.32</b>	<b>\$1,626,152</b>

## 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	256	190	1,315	0.016	0.014	\$43,153
Clark County REMC	794	468	4,102	0.039	0.033	\$143,191
Daviess-Martin County REMC	211	139	1,091	0.012	0.010	\$37,072
Decatur County REMC	208	144	1,070	0.012	0.010	\$35,575
Dubois REC, Inc.	893	637	4,626	0.053	0.045	\$150,827
Harrison REMC	614	436	3,160	0.036	0.031	\$102,840
Henry County REMC	344	299	1,747	0.025	0.021	\$54,251
Jackson County REMC	621	431	3,172	0.036	0.031	\$104,143
Johnson County REMC	174	180	899	0.015	0.013	\$26,018
Orange County REMC	7	29	143	0.002	0.002	\$4,296
RushShelby Energy	489	335	2,502	0.028	0.024	\$82,530
South Central Indiana REMC	755	497	3,892	0.041	0.035	\$131,213
Southeastern Indiana REMC	1,044	445	5,388	0.037	0.032	\$198,930
Southern Indiana Power	399	209	2,039	0.017	0.012	\$72,844
Utilities District of Western Indiana REMC	419	309	2,144	0.026	0.022	\$69,416
Wayne-White Counties Electric Cooperative	247	170	1,271	0.014	0.012	\$41,641
Whitewater Valley REMC	306	215	1,578	0.018	0.015	\$51,803
WIN Energy REMC	160	164	819	0.014	0.012	\$25,263
<b>Total</b>	<b>7,941</b>	<b>5,297</b>	<b>40,958</b>	<b>0.441</b>	<b>0.374</b>	<b>\$1,375,006</b>

Data reflects units collected between 3/1/2010 – 12/31/2016.

## 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	242	127	2,410	0.000	0.009	\$90,750
Clark County REMC	0	0	0	0.000	0.000	\$0
Daviess-Martin County REMC	0	0	0	0.000	0.000	\$0
Decatur County REMC	436	229	1,385	0.000	0.005	\$163,500
Dubois REC, Inc.	435	229	2,611	0.000	0.010	\$163,125
Harrison REMC	1,513	796	12,050	0.000	0.047	\$567,375
Henry County REMC	1,041	547	5,687	0.000	0.022	\$390,375
Jackson County REMC	1,439	756	9,069	0.000	0.035	\$539,625
Johnson County REMC	1,237	651	8,149	0.000	0.032	\$463,875
Orange County REMC	373	196	2,611	0.000	0.010	\$139,875
RushShelby Energy	402	211	2,368	0.000	0.009	\$150,750
South Central Indiana REMC	734	386	6,606	0.000	0.008	\$275,250
Southeastern Indiana REMC	2,037	1,071	12,578	0.000	0.049	\$763,875
Southern Indiana Power	733	385	2,146	0.000	0.026	\$274,875
Utilities District of Western Indiana REMC	786	413	4,936	0.000	0.019	\$294,750
Wayne-White Counties Electric Cooperative	1,044	549	5,951	0.000	0.015	\$391,500
Whitewater Valley	936	492	3,890	0.000	0.023	\$351,000
WIN Energy	1,088	573	9,978	0.000	0.039	\$408,000
<b>Total</b>	<b>14,476</b>	<b>7,611</b>	<b>92,425</b>	<b>0.000</b>	<b>0.358</b>	<b>\$5,428,500</b>

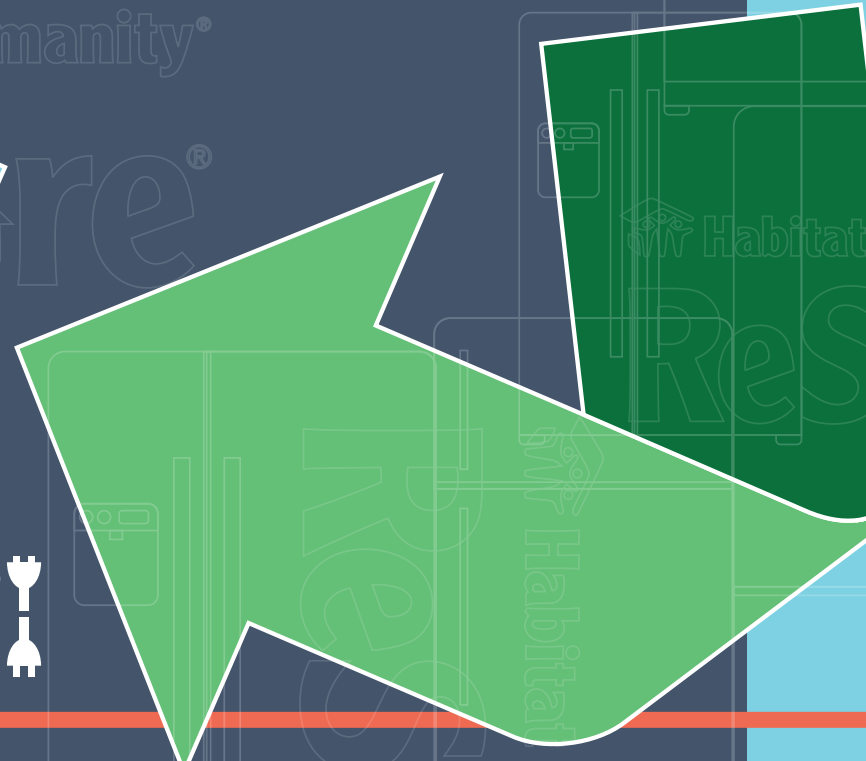
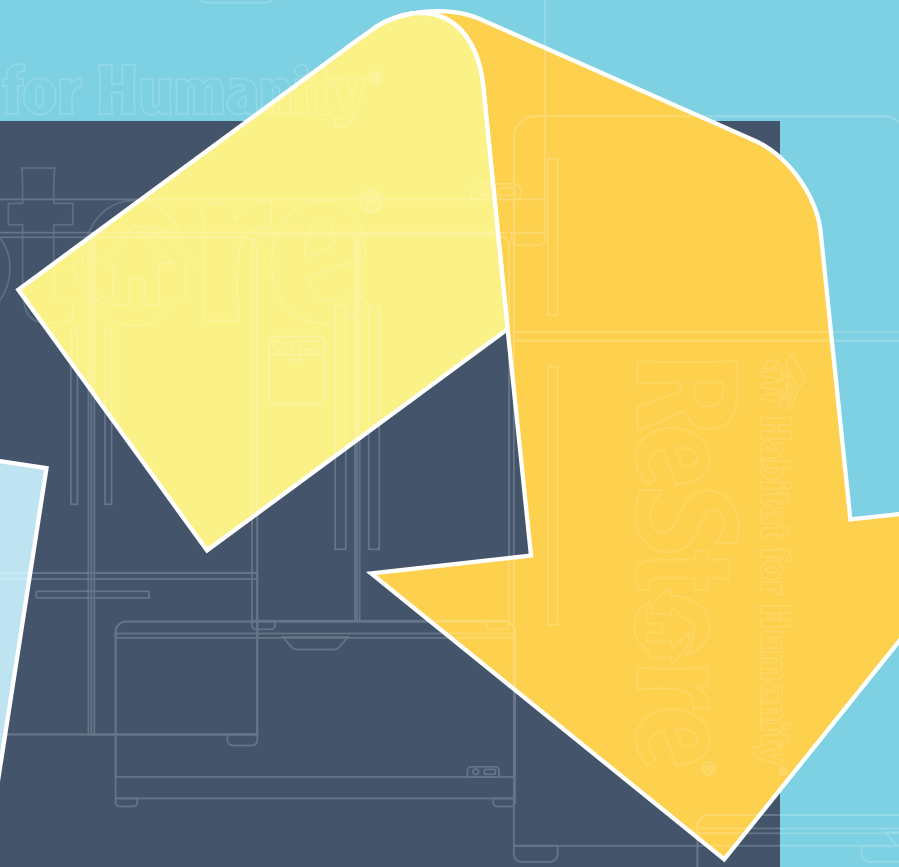
## THE HOOSIER ENERGY POWER NETWORK

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.



Habitat for Humanity®

ReStore®



**HOOSIER ENERGY**

A Touchstone Energy® Cooperative

**TEAM UP**

Together We Save.



[TeamUpToSave.com](http://TeamUpToSave.com)



HOOSIER ENERGY

P.O. Box 908

Bloomington, IN 47402

2501 South Cooperative Way

Bloomington, IN 47403