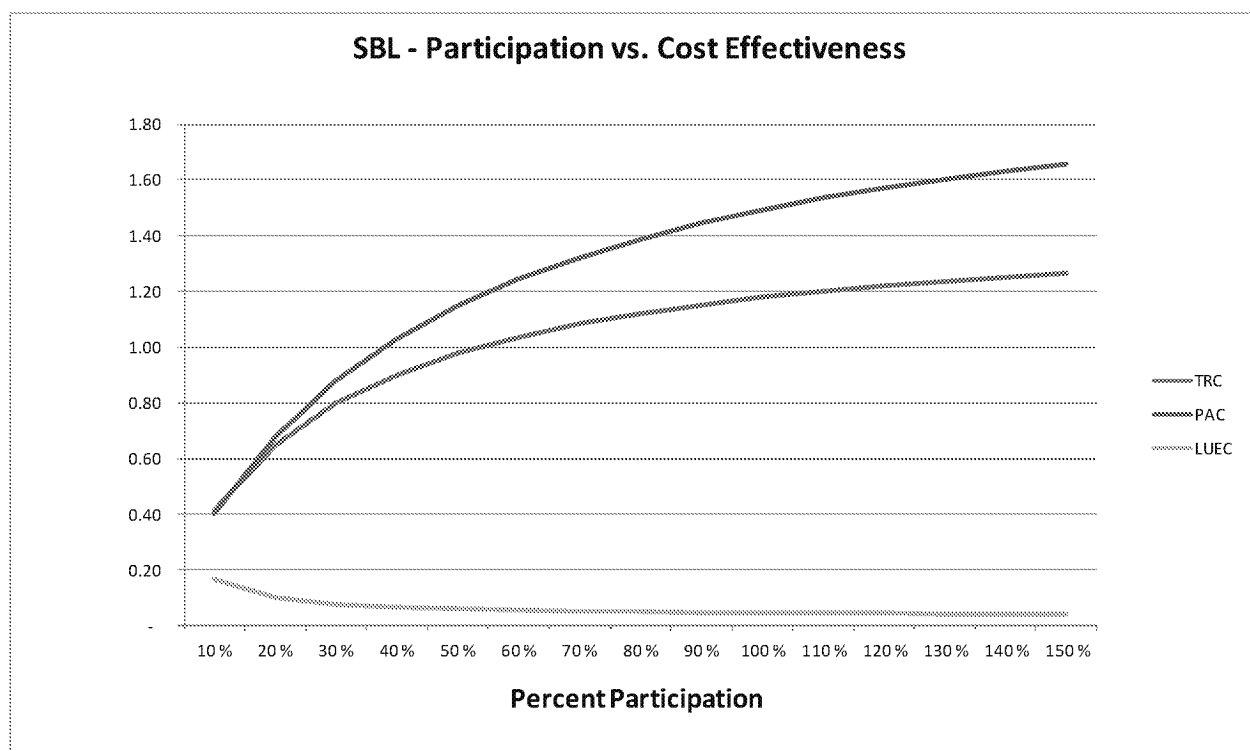


Small Business Lighting

Risks

- Participation:
 - o Participation is estimated:
 - ~50% → 60% repeat customers = ~100,000;
 - Remainder are new participants both <50kW and <100kW
 - o No \$275 participant based funding to contractors – would contractors still be willing to participate without the incentive?
 - o Customers now may have to invest their own money if \$0.22/kWh is insufficient to cover total cost of the project. Would customers still be willing to participate?
 - o TRC is just above cost effective (1.18). Participation threshold to remain cost effective is 55% of the participation estimate given a constant measure mix (TRC = 1.01 at 55% participation).
- Cost effectiveness would be compromised if the base case changes to LEDs or other efficient lighting. Base case and cost effectiveness should be monitored over time.
- Historical participation – TBD – waiting for draft 2014 results to be added to database
- Monitor the LDC administration costs of \$5,000,000/year to ensure this does not go over budget.



Implementation Issues

- CRM Tool. \$250,000 budgeted for central services to develop tool to process and track payments and savings. This tool needs to be ready for Jan 1, 2016. The data collected from this tool should be used to calibrate the baseline and also needs to feed into the CIS.
- Business lead and legal should review program rules
- EM&V should be aware of new program design implications for evaluation purposes

Information Request

- Justify (break down) the LDC admin costs
- How will the LDC admin costs be allocated amongst LDCs?
- *Table 7: Annual Re-design SBL Program Budget (page 21)* –estimates 3,000,000 per year “for IESO central services costs to execute the marketing strategy”
 - o Please justify this number and verify with the Marketing and Sales Group.
 - o Please check with IESO Marketing if they have the budget to support this. If not, allocate this to the LDC budget.
- ESA permit costs are budgeted at \$6 million. Which budget line is this included in? Can historical ESA costs be provided?
- Is the SBL redesign archetype in the CE tool a weighted average of repeat and new customers?
- *Figure 8: Participation by Archetype (page 14)* –please provide numbers behind chart.
- *Table 6: Average Incentive per Archetype Project (page 17)* –incentives per project vary greatly between current archetype, past participants, new participants GS > 50 kW, and new participants GS <50 kW. Please explain why these values vary so greatly.