

# **2012 REPORT ON THE IMPLEMENTATION OF P.A. 295 UTILITY ENERGY OPTIMIZATION PROGRAMS**

---

**John D. Quackenbush, Chairman  
Orjiakor N. Isiogu, Commissioner  
Greg R. White, Commissioner**

**MICHIGAN PUBLIC SERVICE COMMISSION  
DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS**

November 30, 2012



## Table of Contents

Executive Summary.....	2
Introduction.....	4
Program Offerings .....	5
Energy Savings Targets .....	5
EO Surcharges and Program Funding.....	7
Program Benefits .....	8
State Administrator: Efficiency United .....	10
Programs for Low-Income Customers.....	11
Self-directed EO Program.....	12
Financial Incentive Mechanism .....	13
Michigan Saves.....	14
Michigan Energy Measures Database (MEMD).....	15
MPSC Energy Optimization Collaborative .....	16
Revenue Decoupling.....	16
Conclusion .....	17

### Appendices

- A-1: 2011 EO Plan Filings: Companies, Case Number, Plan Status
- A-2: 2009-2011 Michigan EO Programs (65)
- B: EO Program Offerings by Utility
- C-1: Energy Optimization MWh Targets
- C-2: Mcf Targets for Gas Companies
- D-1: EO Surcharges by Company
- D-2: Residential EO Surcharges and Average Monthly Total
- D-3: Energy Optimization Program Spending
- E-1: Commission Selected Administrator - Efficiency United – Funding and Energy Savings Targets 2009-2011
- E-2: Commission Selected Administrator - Efficiency United – Funding and Energy Savings Targets 2012-2013

## **Executive Summary**

Michigan's Energy Optimization (EO) standard, created under Public Act 295 of 2008 (PA 295 or the Act), requires all gas and electric utilities in the state to implement programs to reduce overall energy usage by specified targets, in order to reduce the future costs of gas and electric service to customers. This report complies with Section 95(2)(e) of the Act; summaries of the report's major findings are below:

### **Energy Savings**

For 2011, in aggregate Michigan utility companies successfully complied with the energy savings targets laid out in PA 295. Providers met a combined average of 125 percent of their energy savings targets – 0.75 percent of retail sales for electric companies, and 0.50 percent of retail sales for gas companies. EO programs across the state accounted for electric savings totaling over one million megawatt hours (MWh) and gas savings totaling over 3.8 million Mcf for program year 2011. The electric savings amount to the energy required to power 1.5 million homes for a year; gas savings equal enough heat for 40,000 homes for a year.

### **2011 Cost of EO Programs and Lifecycle Benefits**

Energy Optimization program expenditures of \$205 million by all combined gas and electric utilities in the state resulted in lifecycle savings to customers of at least \$709 million.<sup>1</sup> This means that for every dollar spent on EO programs in 2011, customers should realize benefits of \$3.55. The EO program benefits will reduce future costs of service to all customers of gas and electric utilities, whether those customers made energy efficiency improvements through a utility EO program or not.

### **Emissions Reductions**

EO programs also reduce emissions of environmental pollutants from existing generation sources. Michigan relies heavily upon coal-fired generation. EO programs reducing electricity usage in program year 2011 can be credited with emission reductions equal to over 2.2 billion pounds of carbon dioxide, 13 million pounds of sulfur dioxide and 6 million pounds of nitrogen oxide.<sup>2</sup>

---

<sup>1</sup> This data was provided by DTE Energy (Detroit Edison and MichCon), Consumers Energy Gas and Electric and Efficiency United, which represents over 90 percent of utility customers in Michigan.

<sup>2</sup> Data calculated using emissions data found on <http://www.epa.gov/cleanenergy/energy-and-you/affect/air-emissions.html>.

### **Next Steps: Ideas for Innovation and Moving Beyond the First Years**

Utilities are working closely with their implementation contractors to incorporate new and innovative programs to guarantee the success of the EO programs for future years. There may be areas where programs could be improved to take advantage of greater energy savings. For example, Michigan's large commercial and industrial customers want to take advantage of investments in bigger projects which may require multiple years to realize savings. Additionally, there may be opportunities in the area of "geo-targeting," i.e., targeting EO programs at areas with outage prone circuits in an attempt to maximize reliability and reduce outages. The Commission has also taken steps to make compliance with the EO standard less burdensome for smaller municipal and cooperative providers and will continue to work with all providers to ensure that program goals are met with minimal administrative burden and maximum flexibility.

The Commission is pleased with the savings afforded and successes achieved by Energy Optimization so far, and looks forward to even greater customer savings and satisfaction in years to come. As always, the Commission stands ready to work with the Legislature and other parties to ensure the viability of the program going forward.

## **Introduction**

In October 2008, Public Act 295 of 2008 was signed into law. Section 95(2)(e) of the Act requires that by November 30, 2009, and each year thereafter, the Michigan Public Service Commission (MPSC or Commission) is to submit to the standing committees of the Senate and House of Representatives with primary responsibility for energy and environmental issues, a report on the Commission's effort to implement energy conservation and energy efficiency programs or measures. The report may include any recommendations of the MPSC for energy conservation legislation.

Subpart B of PA 295 requires providers of electric or natural gas service to establish EO programs for their customers.<sup>3</sup> Annual energy savings targets for providers are specified in the Act, ramping up to one percent of annual retail sales for electric providers and 0.75 percent of annual retail sales for natural gas providers in 2012. Providers are required to file plans with the Commission detailing the programs they will utilize to meet their annual energy savings goals. Regulated providers are allowed to fund their programs through Commission-approved EO surcharges, but must demonstrate that the program costs are reasonable and prudent and that they are cost-effective according to a standardized cost-benefit analysis specified in the Act.

In compliance with PA 295, on December 4, 2008, the Commission issued a temporary order in MPSC Case No. U-15800 to implement the provisions of the Act. The temporary order provided EO plan filing guidelines and resolved implementation issues for EO and renewable energy plans. EO plan submittals were required from all gas and electric utilities in Michigan. In 2011 and 2012, there were 14 independently operated utilities (IOUs), 10 electric cooperatives, and 41 municipal electric utilities that filed EO plans, for a total of 65 Energy Optimization Plans. A listing of case numbers, company names, and current plan status can be found in *Appendix A-1*.

For the 2012 through 2015 plan years, 53 of the 65 utilities in Michigan are formally coordinating the design and implementation of their EO programs in order to reduce administrative costs, create consistency among programs, and improve customer and contractor understanding of program offerings and administrative procedures. The remaining 12 utilities are independently administering their own programs. A chart delineating these EO joint coordination groups, and their respective utility partners, can be found in *Appendix A-2*.

---

<sup>3</sup> Energy providers subject to the provisions of the Act exclude alternative electric suppliers and natural gas marketers, since retail choice customers may participate in their local distribution utility programs.

## **Program Offerings**

Beginning November 30, 2009, all natural gas and electric utility customers in Michigan were able to participate in specific energy efficiency programs offered by their local utility. New programs became available in 2010 and in 2011 as utilities continued to phase in the implementation of additional programs and expand existing programs. In general, individual programs are divided into two broad categories: residential and commercial/industrial. Residential programs consist of five major categories: lighting; heating, ventilating and air conditioning (HVAC); weatherization; energy education; and pilot programs. Commercial/industrial programs consist of prescriptive and custom incentive programs, energy education, and pilot programs. Prescriptive programs provide rebates for specific equipment replacement such as lighting, boilers, pumps, compressors, etc. Custom programs generally provide a rebate per kilowatt hour (kWh) of electricity savings or per Mcf of natural gas savings for a comprehensive system or industrial process improvement.

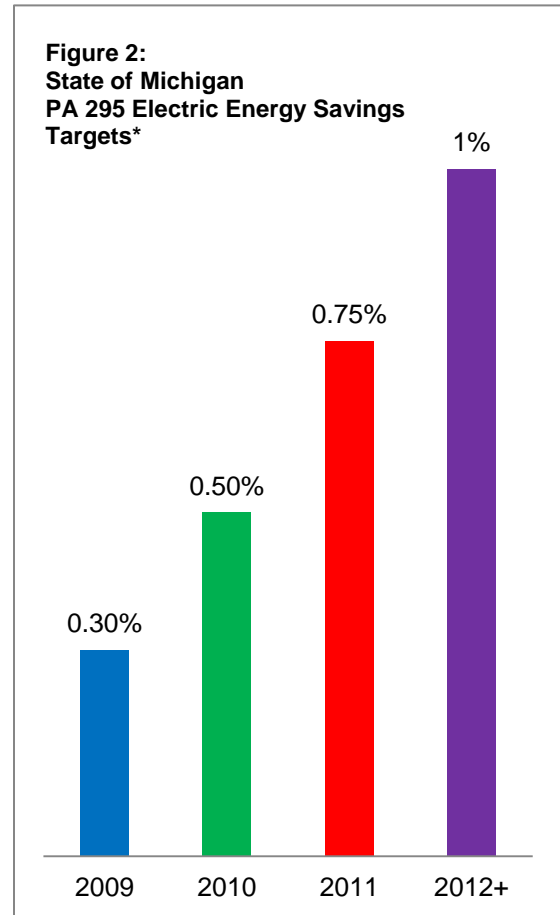
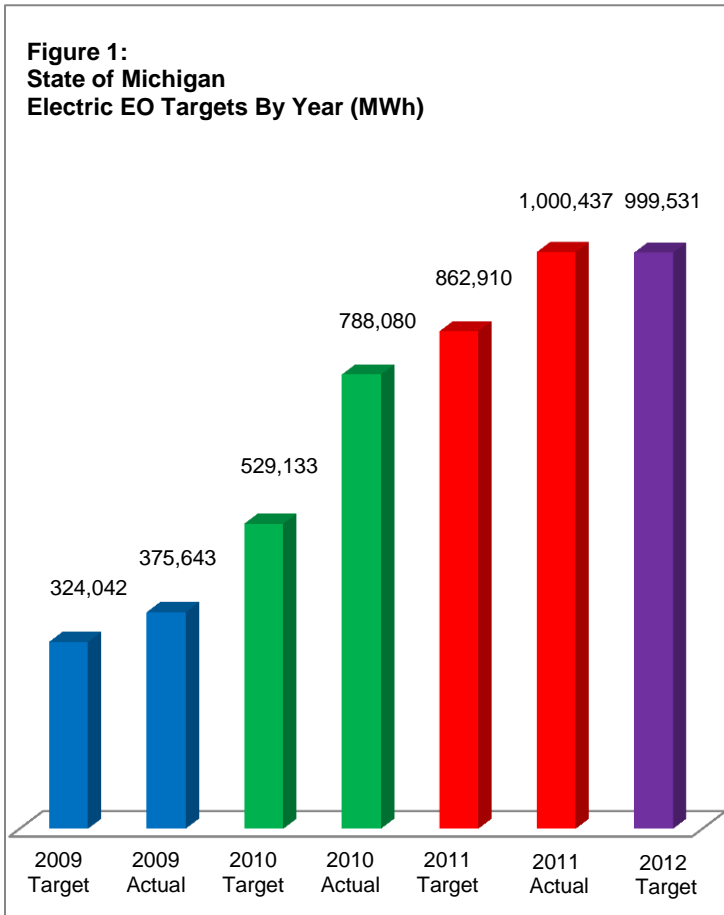
Specific program offerings for years 2009-2011 and implementation dates listed by utility can be found in *Appendix B*.

## **Energy Savings Targets**

Section 77 of PA 295 provides annual energy savings targets that electric and natural gas utilities are required to meet. The minimum savings targets are based upon a percentage of calendar-year retail sales for each utility. These energy savings targets progressively increase over a four-year period from 2009-2012 at which time they continue at one percent for electric utilities and 0.75 percent for gas utilities.

In 2011, EO program savings achieved for electric utilities were 116 percent of the target of 0.75 percent of retail sales. In 2011, the electric IOUs achieved 118 percent of their savings targets, while the municipal electric utilities reached 116 percent of their savings targets and the electric cooperatives met 62 percent of their targets. Ninety-three percent of the total statewide electric savings targets were achieved by regulated IOUs, while two percent of the total was met by electric cooperatives and the remaining five percent by municipal electric utilities. For 2012, the statewide PA 295 electric target of one percent of sales is projected to be 999,531 MWh.

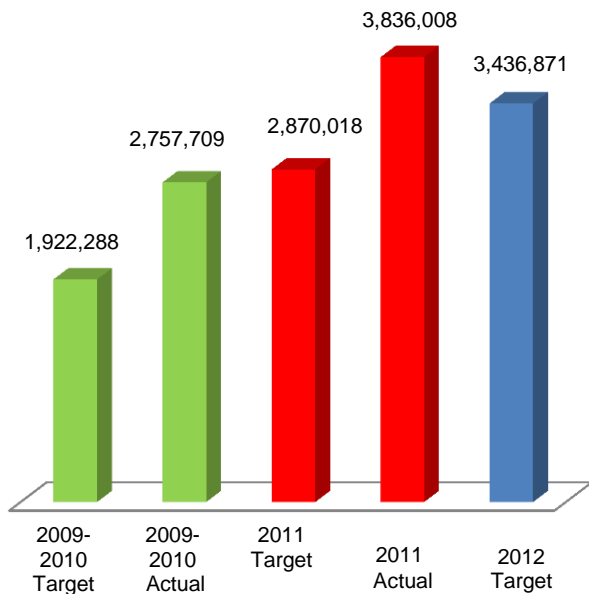
*Figure 1* shows target and actual electric savings for 2009 – 2011 and the target for 2012 and *Figure 2* shows the retail-sales multiplier for determining yearly electric savings.



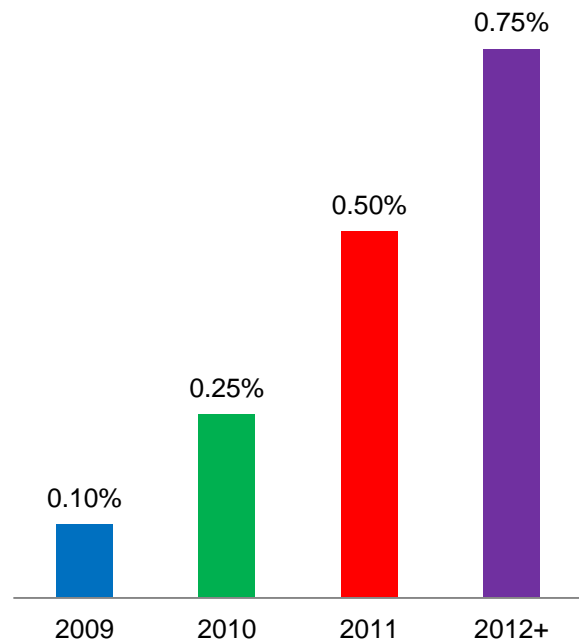
\*Note: Electric energy savings targets in Figure 1 for each year are calculated by multiplying the prior year sales by the percentage in Figure 2 for that year.

The 2011 EO program savings achieved for natural gas utilities were 134 percent of the target of 0.50 percent of retail sales. Consumers Energy’s Gas Division achieved 161 percent of its savings target and Michigan Consolidated Gas Company (MichCon) achieved 117 percent of its savings target. The remaining gas companies achieved 98 percent of their savings target. For 2009-2011, gas companies cumulatively achieved 138 percent of their targets statewide. For 2012, the statewide PA 295 gas target of 0.75 percent of sales is projected to be 3,436,871 Mcf. **Figure 3** shows target and actual gas savings for 2009 – 2011 and the 2012 target and **Figure 4** shows the retail sales multiplier for determining yearly gas savings targets.

**Figure 3:  
State of Michigan  
EO Gas Targets By Year (Mcf)**



**Figure 4:  
State of Michigan  
PA 295 Gas Energy Savings Targets\***



\*Note: Gas energy savings targets in Figure 3 for each year are calculated by multiplying the prior year retail sales by the percentage in Figure 4 for that year.

For a detailed spreadsheet of energy savings target information by utility, *see Appendices C-1 and C-2.*

### **EO Surcharges and Program Funding**

Section 71 of PA 295 requires utilities to specify necessary funding levels for the activities being proposed. Commission-regulated utilities are able to recover their EO program expenses through a customer surcharge approved by the Commission. Under Section 89 of PA 295, surcharges adopted by the Commission are assessed on an energy usage basis for natural gas and residential electric customers. Commercial and industrial electric customers are assessed a fixed monthly charge.

Section 73 of PA 295 requires the Commission to ensure that costs being recovered through surcharges are reasonable and prudent, and that the programs are cost-effective as demonstrated by a Utility System Resource Cost Test (USRCT) which is defined in Section 13 of the Act. For additional detail on surcharges for all customer classes and estimates of typical residential surcharges, *see Appendix D-1 and D-2.* For detailed spending information by utility, *see Appendix D-3.*



## Program Benefits

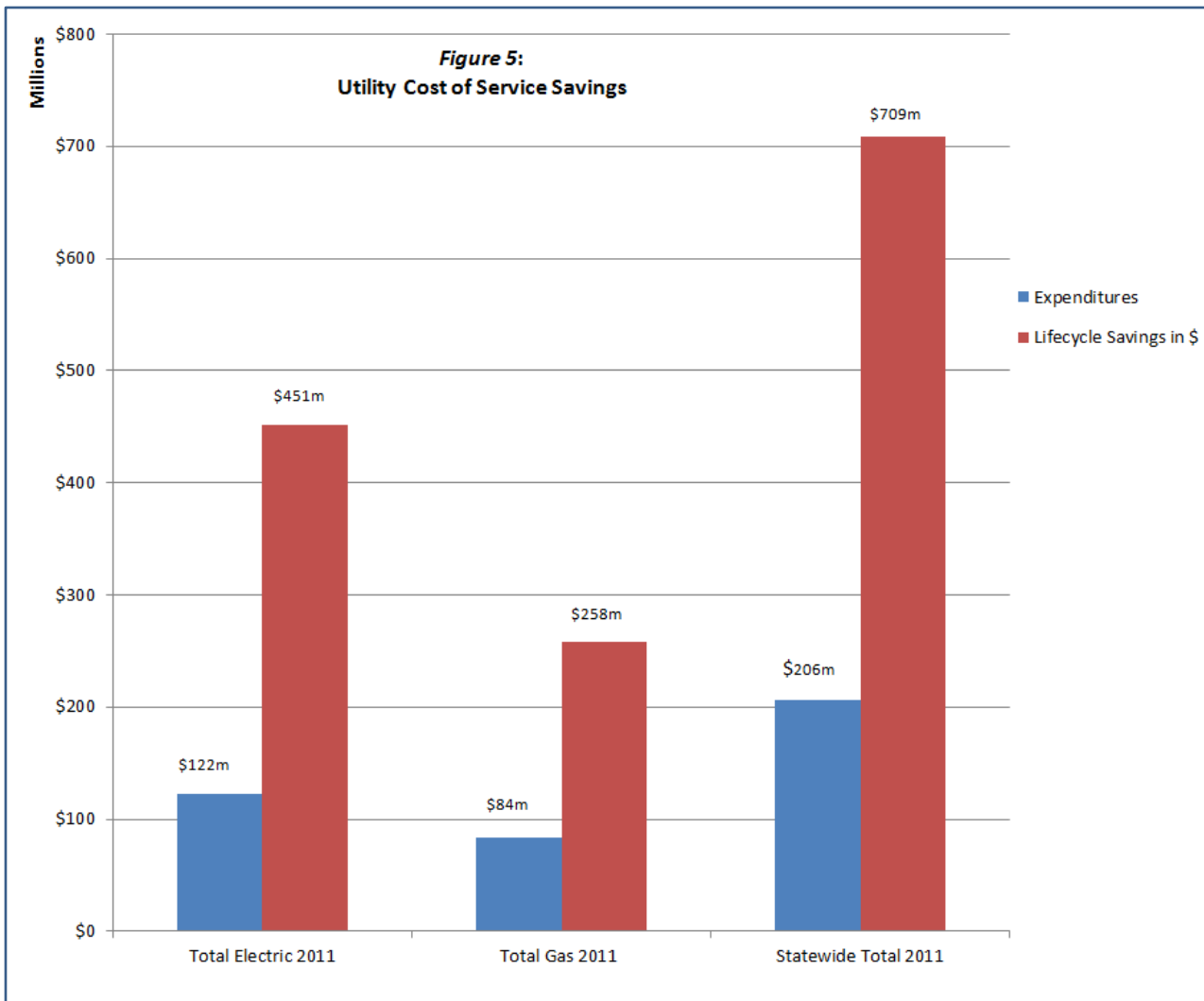
In 2011, EO program expenditures of \$205 million by all combined gas and electric utilities in the state resulted in lifecycle savings to customers of \$709 million.<sup>4</sup> This means that for every dollar spent on EO programs in 2011 customers should realize benefits of \$3.55. Data provided to the Commission in EO provider annual reports indicates that EO resources were obtained at a statewide average levelized cost of \$20/MWh, significantly cheaper than supply side options such as new natural gas combined cycle generation at \$66/MWh, or new coal generation at \$111/MWh.<sup>5</sup>

The benefits will flow through to customers over the mean lifecycle of all efficiency projects implemented by customers during the program year. The direct benefits are in the form of reduced utility cost of service for production or purchase of electricity, or purchase of natural gas, which would otherwise be recovered in utility rates. Over the five-year period from 2011-2015, the cumulative benefits to customers are expected to be in excess of \$2.5 billion. Over the long-run the cumulative reduction in customer demand for electricity will result in the deferral or reduction in the need to build new electric generation plants. *Figure 5* shows the utility cost of service savings for EO investments state-wide.

---

<sup>4</sup> This data was provided by DTE Energy (Detroit Edison and MichCon) and Consumers Energy gas and electric, which represents over 90 percent of utility customers in Michigan.

<sup>5</sup> EIA 2012 Annual Energy Outlook, [http://www.eia.gov/forecasts/aeo/electricity\\_generation.cfm](http://www.eia.gov/forecasts/aeo/electricity_generation.cfm).



Energy Optimization programs not only delay the need for building new generation, they also reduce emissions of environmental pollutants from existing generation. Coal-fired generation plants in particular emit carbon dioxide, sulfur dioxide and nitrogen oxides. The Midwest Independent Transmission System Operator’s (MISO) Spring 2012 Market Monitor Report indicates that coal accounted for 63 percent of generation in its footprint. In Michigan, electricity not generated due to EO programs throughout program year 2011 can be credited with emission reductions equal to over 2.2 billion pounds of carbon dioxide, 13 million pounds of sulfur dioxide, and 6 million pounds of nitrogen oxide.<sup>6</sup>

The EO program also results in the retention of hundreds of millions of dollars in fuel costs that would have been exported to other states in order to import energy to Michigan. Other

<sup>6</sup> Data calculated using emissions data found on <http://www.epa.gov/cleanenergy/energy-and-you/affect/air-emissions.html>.

economic impacts realized by EO programs include: additional spending by participating households and businesses for efficient equipment and services, increased demand for equipment and installations from local businesses, increased spending within the economy due to utility bill savings from reduced energy consumption, and increased production from participating businesses.<sup>7</sup> In addition, the benefits flowing to Michigan utility customers via the EO program should help minimize the debt burden of consumers, reduce utility uncollectible expenses, and strengthen the competitive position of Michigan businesses.

### **State Administrator: Efficiency United**

Section 91 of PA 295 created an option for electric and natural gas providers to offer energy optimization services through a program administrator selected by the Commission. Section 91(6) requires the administrator to be a “qualified nonprofit organization” selected through a competitive bid process. To fund the program, which has been named Efficiency United, the administrator is paid directly by the participating providers using funds collected from customers.

The Michigan Community Action Agency Association (MCAAA) was awarded the Efficiency United contract on August 10, 2009, following the required bid process. MCAAA is a membership organization of 30 local community action agencies covering the entire state of Michigan and has extensive experience in the provision of energy efficiency services. The contract period is through December 31, 2011, with up to four optional, one-year extensions. The Commission exercised one option to extend the contract for 2012 and plans to extend again for the 2013 program year. In 2011, eight additional municipal electric providers elected to join EU for 2012 and 2013 program years. There are now 19 utility providers within the Efficiency United umbrella.

Efficiency United (EU) energy optimization programs were launched for customers of participating providers in December 2009. Services and offerings are similar to, and coordinated with, those of other providers. Although EU program services are specifically exempted from meeting the PA 295 energy savings targets, equivalent contractual targets were imposed by the Commission. Target energy savings for 2011 were 59,171 MWh of electricity and 442,455 Mcf of natural gas, and EU achieved 63,644 MWh and 432,399 Mcf. Overall, the total three year savings achievements of EU are 106 percent and 108 percent of the electric and natural gas

---

<sup>7</sup> Optimal Energy, October 2011, [Economic Impacts of PA 295 Energy Optimization Investments in Michigan](#)

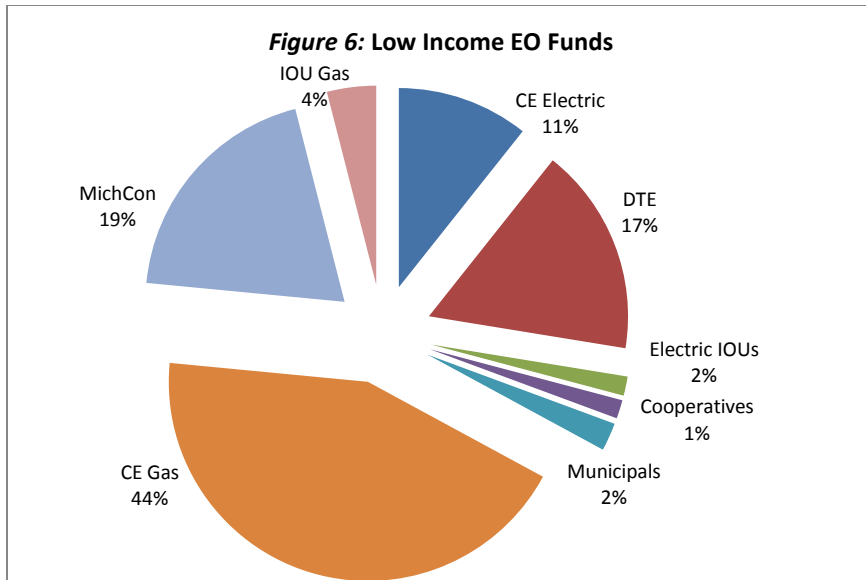
statutory targets, respectively. Detailed information on participating utilities, funding, and energy savings targets can be found in *Appendices E-1 and E-2*.

Because EU has to offer programs to customers of many utilities all over the state, it cannot take advantage of the economic and operational advantages that are available to utilities that are implementing their own programs. However, EU has worked to substantially reduce the costs of implementation and has now achieved similar operational efficiencies to Michigan's largest utilities. This is no minor achievement, given that the program serves a geographically diverse set of small utilities. During 2011, the administrative overhead was two percent of the budget, with eight percent reserved for evaluation. The remaining 90 percent of the program budget was split 50 percent for program implementation (which includes advertising, website development and processing rebates) and 50 percent for incentives. For 2012, the split between program implementation and incentives will be 45 percent and 55 percent respectively. For 2013, the split has been fixed at 40 percent for implementation and 60 percent for incentives. The 2013 program will be operating at the same performance level as seen in the best-run programs both in Michigan and nationally.

The competitive bid process will begin again in 2013 for the program year 2014 to ensure the utilities enrolled in the program will continue to see success in meeting savings targets. The MPSC believes this bid process is essential for improving the competitiveness of Michigan businesses and the financial standing of its residents. Allowing for a new slate of candidates to propose ideas will also stimulate the creation of new program concepts such as advanced metering, load management options, and consideration of the whole structure which insures energy savings for residential, commercial and industrial customers.

## **Programs for Low Income Customers**

Sections 71, 89, and 93 of PA 295 require utilities to offer EO programs for each customer class, including low-income residential. Each rate class must contribute proportionally to low-income program costs based on its allocation of the utility's total EO budget. Low-income EO programs are excluded from the requirement to meet the cost-benefit test. Over 22,000 low income customers received EO program services during 2011 from Michigan's two largest utilities. *Figure 6* and *Table 1* below show the contribution to low-income program costs by Michigan utilities in 2009-11.



**Table 1: Low Income (\$000s)**

CE Electric	\$5,968
DTE	\$9,435
Electric IOUs	\$871
Cooperatives	\$841
Municipals	1,269
CE Gas	24,365
MichCon	\$10,892
IOU Gas	2,228
<b>Total</b>	<b>\$55,872</b>

## Self-Directed EO Program

Under Section 93 of PA 295, electric customers that meet certain eligibility requirements may create and implement a customized EO plan and thus be exempt from paying an EO surcharge to their utility providers. Electric customer eligibility to participate in the self-directed EO plans is determined by the customer's annual peak demand. For 2012, the Act allows customers with 1 MW annual peak demand in the preceding year, or 5 MW aggregate at all of the customer's sites within a service provider's territory, to participate. These are the same thresholds as 2011, but lower than the 2010 thresholds of 2 MW annual peak demand or 10 MW in aggregate. The number of customers enrolled to self-direct their own EO program has dropped from 77 in 2009 to 47 in 2011. This reflects the flexibility and comprehensive program options that are being offered under utility programs.

Reported and projected energy savings for these large commercial and industrial customers are summarized in *Table 2*.

**Table 2: Projected Energy Savings for Large Commercial and Industrial Customers**

<b>Provider</b>	<b>2009 Customers</b>	<b>2010 Customers</b>	<b>2011 Customers</b>	<b>2009 reported load reduction (MWh)</b>	<b>2010 reported load reduction (MWh)</b>	<b>2011 reported load reduction (MWh)</b>
<b>Detroit Edison</b>	26	26	13	12,486	18,488	7,835
<b>Consumers</b>	30	30	16	8,515	12,343	7,404
<b>Efficiency United</b>	9	11	10	5,196	14,568	20,808
<b>Cooperative</b>	3	3	4	899	1,498	1,442
<b>Municipal</b>	9	9	4	2,006	3,343	606
<b>Total</b>	<b>77</b>	<b>79</b>	<b>47</b>	<b>29,102</b>	<b>50,240</b>	<b>38,095</b>

Per PA 295, self-directed customers with less than 2 MW annual peak demand per site or 10 MW in aggregate must utilize an approved energy optimization service company (EOSC) to design and implement their EO programs. Following a public hearing in 2010, the Commission enacted an approval process, as required by PA 295, for EOSCs. The approval process and application can be found on the Commission’s website.<sup>8</sup>

### **Financial Incentive Mechanism**

Section 75 of PA 295 allows Commission-regulated utilities to request a financial incentive mechanism for exceeding the energy savings targets in a given year. On September 29, 2009, the Commission authorized a financial incentive mechanism for Detroit Edison (U-15806), MichCon (U-15890) and Consumers Energy (U-15805 & U-15889) that encourages utilities to pursue cost effective energy efficiency programs that significantly exceed the statutory minimum targets and the USRCT benefit-cost test. The maximum incentive is capped at 15 percent of program spending. For 2009, Consumers Energy, Detroit Edison, and MichCon were all approved to receive financial incentive payments which were collected, with no interest included, over a 12 month period. For 2010, Consumers Energy, Detroit Edison and MichCon

<sup>8</sup> [http://www.michigan.gov/mpsc/0,4639,7-159-52495\\_54478---,00.html](http://www.michigan.gov/mpsc/0,4639,7-159-52495_54478---,00.html).

have requested an incentive amount for exceeding their minimum targets and exceeding the USRCT.

In the Detroit Edison Case No. U-16671, the Commission found that the financial incentive mechanism should be reevaluated. The Commission therefore directed the EO Evaluation Collaborative to assess the current financial incentive mechanism and consider incorporating additional factors. Detroit Edison and Michigan Consolidated Gas Company filed amended EO plans which considered financial incentive mechanisms and included factors to not only motivate the companies to exceed the legislated energy savings targets, but to also encourage the companies to incorporate specific program design elements focused on deep energy savings. Consumers Energy also filed an amended EO plan requesting approval of a financial incentive mechanism that includes factors to widen the range of opportunities for comprehensive energy savings.

## **Michigan Saves**

Michigan Saves is a non-profit entity that provides energy efficiency financing programs to residential and commercial customers throughout Michigan. Initially funded in part by a grant from the Low-Income and Energy Efficiency Fund formerly administered by the MPSC, Michigan Saves is now a fully independent organization governed by a 15-member board of directors. The grant funds were utilized to create a loan loss reserve which could be used by credit unions and other financial institutions to support the loans. Since its inception, the program has attracted \$35 million in federal grants and encouraged the investment of more than \$261 million in public and private funds. By the end of the grant period, Michigan Saves made the Home Energy Loan Programs available to residential customers throughout the state, with loans of up to \$20,000, and up to \$150,000 for commercial customers.

Michigan Saves provides additional incentives through grants and partnerships with the private sector. It is part of a team implementing BetterBuildings for Michigan,<sup>9</sup> a federally funded program that conducts intensive energy efficiency drives in specific neighborhoods around the state. BetterBuildings for Michigan provided incentives, financing, and targeted outreach to improve the energy efficiency of homes and businesses in a total of 27 neighborhoods located across the state and specifically supported a commercial loan program in the city of Detroit. More than 5,500 homes and 20 commercial buildings

---

<sup>9</sup> BetterBuildings for Michigan, <http://www.betterbuildingsformichigan.org/>.

received energy efficiency improvements. This results in over \$5 million of savings on customer energy bills.

Although the grant period has expired, Michigan Saves, Inc. continues to be a successful, ongoing, sustainable entity. *Table 3* shows the positive benefits Michigan residents and businesses are reaping from energy efficiency upgrades.

**Table 3: Michigan Saves**

Loans Approved	2,016
Loan Approval Rate	58 %
Loans Closed	1,783
Average Loan Size Approved	\$7,999
Average Credit Score Approved	741
Authorized Contractors State-wide	295
Total Loan Value Issues	\$14,262,953

Activity reported through September 30, 2012

## **Michigan Energy Measures Database**

Measurement and verification is an essential tool in improving Energy Optimization programming. In 2009, Michigan began using a database of projected energy savings that was exclusively derived from other states' experience. The database is called the Michigan Energy Measures Database (MEMD).

The initial objective of the MEMD was to provide users with accurate information on energy savings associated with technologies or measures that could be used in energy efficiency programs. The MEMD is also used to prioritize the allocation of funding toward these possible measures. For this critical function, the Commission acknowledges the high importance of including Michigan-specific data in the MEMD. Thus, under the direction of Staff, stakeholders are participating in monthly collaborative meetings to update this database. The collaborative has developed an annual process for selecting the highest priority measures to update with Michigan-specific data. For the selected measures, field studies are undertaken in customer homes and businesses using light loggers, sub metering, and engineering analysis to obtain reliable measurement of the actual energy consumption. The collaborative is also focused on recommendations for improving energy optimization plans for all providers, providing program



evaluation and support, and developing any needed re-design and improvements to energy efficiency programs.

## **MPSC Energy Optimization Collaborative**

In Case Nos. U-15805 and U-15806, the Commission directed the Commission Staff to establish a statewide energy optimization collaborative which requires the participation of all gas and electric providers and offers the opportunity for a variety of additional stakeholders to participate. The structure and goals of the EO collaborative were outlined in the Commission's 2009 report to the Legislature. A key goal reached by the collaborative was the reduction of the extent and cost of the formal contested hearing process through stakeholder consensus and industry peer review of standards and procedures. Program Design and Implementation and Program Evaluation workgroups continued to meet throughout 2012 and created the MEMD Technical Sub-Committee to specifically focus on issues arising with the MEMD. The Low-Income Workgroup has continued to be combined with the Coalition to Keep Michigan Warm.

The collaborative is overseen by the Steering Committee that includes representatives from gas and electric providers, interveners in EO plan cases, energy efficiency advocates, and others. In early 2011, the Steering Committee decided to meet on an as needed basis when unresolved issues arose from the workgroups.

## **Revenue Decoupling**

PA 295 requires the Commission to establish revenue decoupling mechanisms (RDMs) upon request by those natural gas utilities which have implemented an Energy Optimization program. The Act also requires the Commission to study the rate impacts on all classes of customers if the electric providers whose rates are regulated by the Commission decouple rates (Sec. 97(4) of PA 295).

### **Natural Gas**

Section 89(6) of PA 295 requires the Commission to establish RDMs for regulated gas utilities that implement an Energy Optimization program and that request such a mechanism. A gas utility must file a request for an RDM, although the Commission may authorize an alternative mechanism that it deems to be in the public interest. On and after May 17, 2010, the Commission approved revenue decoupling mechanisms for three gas utilities: Consumers

Energy, Michigan Consolidated Gas, and Michigan Gas Utilities. All RDMs were approved on a pilot basis.

### **Electric**

The Commission approved various RDMs for several electric utilities, including Detroit Edison, Consumers Energy, and Upper Peninsula Power Company. On April 10, 2012, the Michigan Court of Appeals issued a decision which determined that the Commission had no explicit statutory authority to implement RDMs for electric providers. In light of the Court's determination, the Commission dismissed all pending cases involving electric revenue decoupling, including those RDM reconciliation cases without a settlement order. In the case of Detroit Edison, the company had a \$127 million over-collection due to the RDM with pending reconciliations for years 2010 and 2011 at the time the cases were dismissed. Detroit Edison has indicated it intends to use this revenue to postpone the need to apply to the Commission for a revenue increase until 2015. Consumers Energy, however, had an under-collection of approximately \$59.6 million due to the RDM with pending reconciliations for years 2010 and 2011 at the time the cases were dismissed.

### **Conclusion**

Energy Optimization programs have seen many successes since first being implemented due to continued strong efforts by utilities and their EO providers and implementation allies. This year, Michigan was ranked among the most improved states in the nation with regard to energy efficiency. The successful implementation of the Energy Optimization program was the largest factor in the ranking by the American Council for an Energy-Efficient Economy (ACEEE).<sup>10</sup> The Commission has taken steps to improve the program over the past year and will continue to do so in years to come.

The Commission continually explores ways to modify programs to get the most energy savings at the lowest costs. For example, this past summer the MPSC, in partnership with the Michigan Economic Development Corporation (MEDC), sponsored a symposium focusing on ways to capture deep energy savings at Michigan industrial facilities so as to improve their global competitiveness. Both DTE Energy and Consumers Energy announced new industrial programs incentivizing major industrial energy retrofits and multi-measure initiatives. The new programs were met with strong support by Michigan-based manufacturers.

---

<sup>10</sup> The 2011 State Energy Efficiency Scorecard, ACEEE, October 2011, Report No. E115.

The MPSC recently completed an energy efficiency baseline for all segments of the state economy, including residential, commercial and industrial energy users. The report found a wide range of energy efficiency opportunities for existing homes and businesses in the State. The baseline has provided utilities with the type of information they need to continue the evolution of EO programming design and implementation.

Small utilities, including municipal electric utilities and rural electric cooperatives, have unique challenges implementing energy optimization programs. The MPSC has worked hard alongside the smaller utilities to insure they see positive accomplishments within their communities and can overcome their unique challenges. Over the past year, the MPSC has issued several orders approving special flexibility for small utilities implementing Energy Optimization programs. Although the data in this report shows that there is a palpable difference between the program results of some of the small utilities and those of our largest investor owned utilities, the Commission's recent orders should improve the future performance of such small utilities.

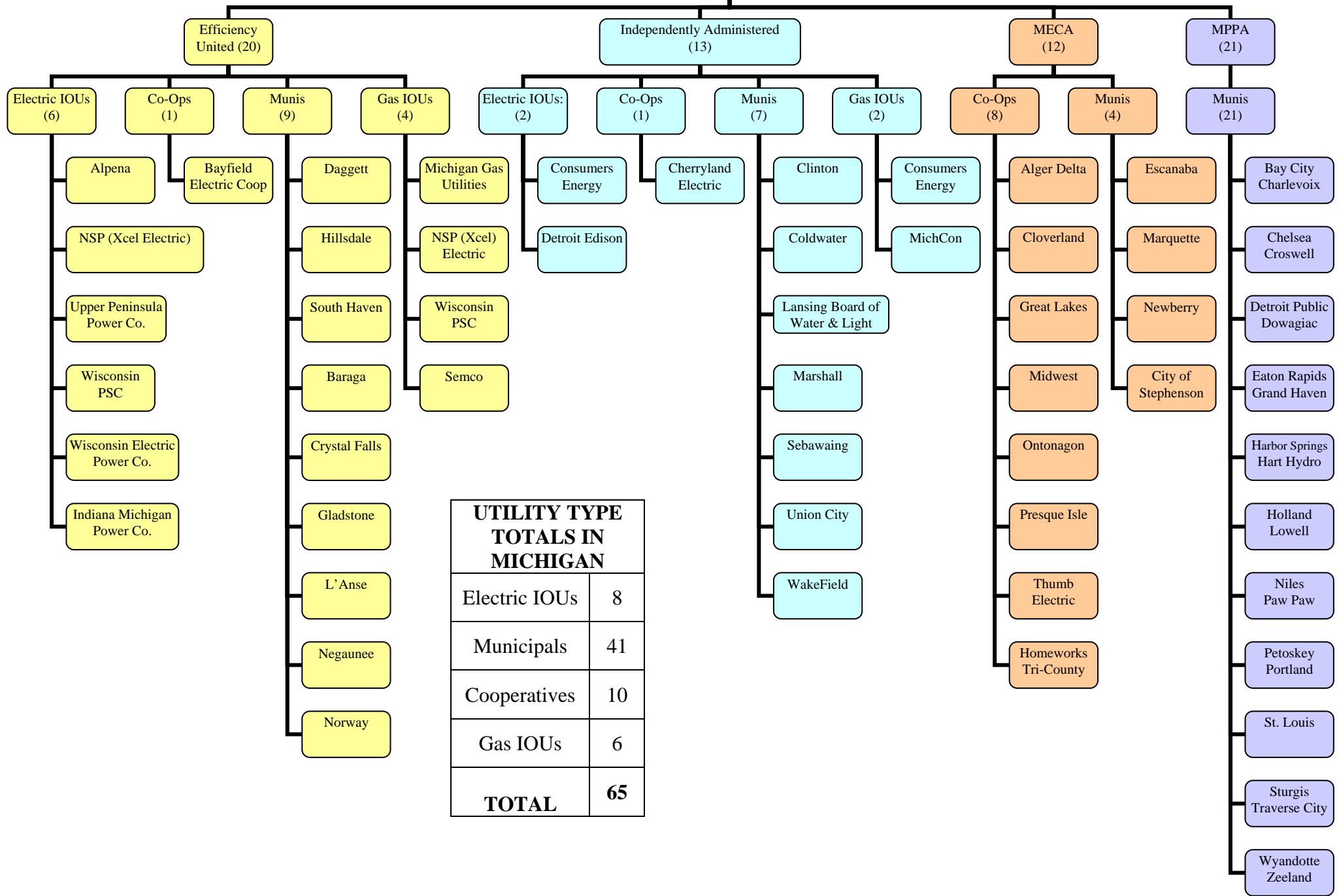
In addition, the MPSC is working hard to make Efficiency United the best option for small utilities that do not have the resources to administer their own EO programs. Efficiency United allows many small utilities to join together and benefit from the services offered by one provider, and has been progressively adding new utilities to its membership every year.

Going forward, as a means to add more value to Energy Optimization programs, the MPSC is encouraging utilities to target energy optimization programming into specific geographic areas of their service territory. Geo-targeting energy efficiency can defer more costly upgrades to electric distribution and transmission systems by reducing peak loads in the immediate area of the constrained electric delivery systems. The Commission is also working with utilities to assist large commercial and industrial customers to find ways to include investments in larger projects which will allow for long-term savings over multiple program years.

The Commission is proud of the successes and savings achieved by the Energy Optimization program to date, and looks forward to even greater successes and deeper savings in upcoming years. We stand ready to work with the Legislature and other parties to ensure the continued viability of Energy Optimization efforts.

2011 EO Plan Filings				
	COMPANY	2011 Plan Case #	Group	Plan Status
<b>Electric IOUs</b>				
1	Alpena Power Company	U-16669	EU	Order Approving Settlement 9/13/2011
2	Consumers Energy Company	U-16670	Indep.	Order Approving Settlement on 4/17/2012
3	Detroit Edison Company	U-17049	Indep.	Filed EO Plan on 8/22/2012 Awaiting Order
4	Indiana Michigan Power Company	U-16673	Indep.	Order Approving Settlement on 1/12/2012
5	Northern States Power Company-Wisconsin	U-16674	EU	Order Approving Settlement 9/13/2011
6	Upper Peninsula Power Company	U-16675	EU	Order Approving Settlement 9/13/2011
7	Wisconsin Public Service Corporation	U-16676	EU	Order Approving Settlement on 12/6/2011
8	Wisconsin Electric Power Company **	U-16677	EU	Order Approving Settlement 9/13/2011
<b>Co-ops</b>				
9	Alger Delta Cooperative Electric Association	U-16678	MECA	Order Approving Settlement 10/17/2011
10	Bayfield Electric Cooperative	U-16679	EU	No Plan Filed / Efficiency United/Member Regulated
11	Cherryland Electric Cooperative	U-16680	Indep.	Filed Plan on 7/29/2011 / Member Regulated
12	Cloverland Electric Cooperative	U-16681	MECA	Order Approving Settlement 10/17/2011
13	Great Lakes Energy Cooperative	U-16682	MECA	Order Approving Settlement 10/17/2011
14	Midwest Energy Cooperative	U-16683	MECA	Order Approving Settlement 10/17/2011
15	Ontonagon Co. Rural Electrification Assoc.	U-16684	MECA	Order Approving Settlement 10/17/2011
16	Presque Isle Electric and Gas Co-op	U-16685	MECA	Order Approving Settlement 10/17/2011
17	Thumb Electric Cooperative	U-16686	MECA	Order Approving Settlement 10/17/2011
18	Tri-County Electric Cooperative	U-16687	MECA	Order Approving Settlement 11/10/2011
<b>Municipals</b>				
19	Village of Baraga	U-16688	EU	Filed App to join EU on 8/17/2011
20	City of Bay City	U-16689	MPPA	Filed EO Plan on 8/31/2011
21	City of Charlevoix	U-16690	MPPA	Filed EO Plan on 8/31/2011
22	Chelsea Department of Electric and Water	U-16691	MPPA	Filed EO Plan on 8/31/2011
23	Village of Clinton	U-16692	Indep.	Filed EO Plan on 9/22/2011
24	Coldwater Board of Public Utilities	U-16693	Indep.	Filed EO Plan on 9/26/2011
25	Crosswell Municipal Light & Power Department	U-16694	MPPA	Filed EO Plan on 9/22/2011
26	City of Crystal Falls	U-16695	EU	Filed App to join EU on 8/17/2011
27	Daggett Electric Department	U-16696	EU	Filed App to join EU on 9/22/2011
28	Detroit Public Lighting Department	U-16697	MPPA	Filed EO Plan on 8/31/2011
29	City of Dowagiac	U-16698	MPPA	Filed EO Plan on 8/31/2011
30	City of Eaton Rapids	U-16699	MPPA	Filed EO Plan on 8/31/2011
31	City of Escanaba	U-16700	MECA	Filed EO Plan on 8/17/2011
32	City of Gladstone	U-16701	EU	Filed EO Plan on 8/17/2011
33	Grand Haven Board of Light and Power	U-16702	MPPA	Filed EO Plan on 8/31/2011
34	City of Harbor Springs	U-16703	MPPA	Filed EO Plan on 8/31/2011
35	City of Hart Hydro	U-16704	MPPA	Filed EO Plan on 9/2/2011
36	Hillsdale Board of Public Utilities	U-16705	EU	Filed EO Plan on 8/31/2011
37	Holland Board of Public Works	U-16706	MPPA	Filed EO Plan on 8/17/2011
38	Village of L'Anse	U-16707	EU	Filed EO Plan on 8/17/2011
39	Lansing Board of Water & Light	U-16708	Indep.	Filed EO Plan on 8/29/2011
40	Lowell Light and Power	U-16709	MPPA	Filed EO Plan on 9/1/2011
41	Marquette Board of Light and Power	U-16710	MECA	Filed EO Plan on 8/17/2011
42	Marshall Electric Department	U-16711	Indep.	Filed EO Plan on 9/29/2011
43	Negaunee Department of Public Works	U-16712	EU	Filed EO Plan on 8/17/2011
44	Newberry Water and Light Board	U-16713	MECA	Filed EO Plan on 8/17/2011
45	Niles Utility Department	U-16714	MPPA	Filed EO Plan on 8/31/2011
46	City of Norway	U-16715	EU	Filed EO Plan on 8/17/2011
47	City of Paw Paw	U-16716	MPPA	Filed EO Plan on 1/9/2012
48	City of Petoskey	U-16717	MPPA	Filed EO Plan 8/24/2011
49	City of Portland	U-16718	MPPA	Filed EO Plan on 8/31/2011
50	City of Sebewaing	U-16719	Indep.	Filed EO Plan on 9/29/2011
51	City of South Haven	U-16720	EU	Filed EO Plan on 8/31/2011
52	City of St. Louis	U-16721	MPPA	Filed EO Plan on 9/1/2011
53	City of Stephenson	U-16722	MECA	Filed EO Plan on 8/17/2011
54	City of Sturgis	U-16723	MPPA	Filed EO Plan on 8/31/2011
55	Traverse City Light & Power	U-16724	MPPA	Filed EO Plan on 8/31/2011
56	Union City Electric Department	U-16725	Indep.	Filed EO Plan on 10/27/2011
57	City of Wakefield	U-16726	Indep.	Filed EO Plan on 10/19/2011
58	Wyandotte Department of Municipal Service	U-16727	MPPA	Filed EO Plan on 8/31/2011
59	Zeeland Board of Public Works	U-16728	MPPA	Filed EO Plan on 8/31/2011
<b>Gas IOUs</b>				
60	Consumers Energy Company(filing joint w/electric)	U-16670	Indep.	Order Approving Settlement on 4/17/2012
61	Michigan Consolidated Gas Company	U-17050	Indep.	Filed EO Plan on 8/22/2012 Awaiting Order
62	Michigan Gas Utilities Corporation	U-16731	EU	Order Approving Settlement 8/25/2011
63	Northern States Power Co-Wisc.(filing joint w/elec)	U-16674	EU	Order Approving Settlement 9/13/2011
64	SEMCO Energy, Inc.	U-16733	EU	Order Approving Settlement 8/25/2011
65	Wisconsin Public Serv. Corp.(filing jointly w/elec)	U-16676	EU	Order Approving Settlement on 12/6/2011

**2011 Michigan EO Program (65)**



UTILITY TYPE TOTALS IN MICHIGAN	
Electric IOUs	8
Municipals	41
Cooperatives	10
Gas IOUs	6
<b>TOTAL</b>	<b>65</b>

Utility	Sector	Program Type	Year Imp.	Implementation Contractors	
<b>INDEPENDENTLY ADMINISTERING</b>					
<b>IOUS</b>					
Consumers	Residential	1	Appliance Recycling	2009	JACO Environmental
		2	Multifamily Direct Install	2009	ICF
		3	Income Qualified	2009	CLEAResult
		4	Energy Education	2009	National Energy Foundation
		5	Energy Star Lighting	2009	ICF
		6	Energy Star Appliances	2009	ICF
		7	HVAC & Water Heating	2009	ICF
		8	New Construction	2009	CLEAResult
		9	Existing Home Retrofit	2010	ICF
		10	Residential Pilots	2009	ICF
	C & I	1	Custom Business Solutions Program	2009	KEMA
		2	Comprehensive Business Solutions	2009	KEMA
		3	Small Business Direct Install	2009	KEMA
		4	Business Pilots	2009	KEMA
Consumers Gas	Residential	1	Appliance Recycling	2009	JACO Environmental
		2	Multifamily Direct Install	2009	ICF
		3	Income Qualified	2009	CLEAResult
		4	Energy Education	2009	National Energy Foundation
		5	Energy Star Lighting	2009	ICF
		6	Energy Star Appliances	2009	ICF
		7	HVAC & Water Heating	2009	ICF
		8	New Construction	2009	CLEAResult
		9	Existing Home Retrofit	2010	ICF
		10	Residential Pilots	2009	ICF
	C & I	1	Custom Business Solutions Program	2009	KEMA
		2	Comprehensive Business Solutions	2009	KEMA
		3	Small Business Direct Install	2009	KEMA
		4	Business Pilots	2009	KEMA
DTE	Residential	1	Energy Star	2009	ICF
		2	Audit & Weatherization	2009	CLEAResult and SEEL
		3	HVAC	2009	ICF
		4	Appliance Recycling	2009	JACO Environmental
		5	Multifamily Direct Install	2009	SEEL
		6	New Construction	2009	CLEAResult
		7	Education	2009	Internally
		8	Pilot Programs	2009	Internally
		9	Low Income	2009	CLEAResult
	C & I	1	Prescriptive	2009	KEMA
		2	Custom Business Solutions Program	2009	KEMA
		3	New Construction	2009	KEMA
		4	RFP	2009	KEMA
		5	Education	2009	Internally
MichCon (Gas)	Residential	1	Energy Star Products	2009	ICF
		2	Residential HVAC	2009	ICF
		3	Multifamily	2009	SEEL
		4	Audit and Weatherization	2009	CLEAResult & SEEL
		5	New Home Construction	2009	CLEAResult
		6	Low Income Education	2009	Internally
		7	Education	2009	Internally
		8	Pilots	2009	Internally
	C & I	1	Prescriptive	2009	KEMA
		2	Custom	2009	KEMA
		3	Education	2009	Internally
		4	Pilots	2009	Internally

Utility	Sector	Program Type	Year Imp.	Implementation Contractors
<b>Co-Ops</b>				
<b>Cherryland</b>	Residential	1 Residential Low Income	2011	Northwest Community Action Agency
		2 Efficient Lighting Program	2011	Internally
		3 Refrigerator/Freezer Turn-In/Recycle	2011	Internally
		4 HVAC - Water Heater Program	2011	Internally
		5 Residential Energy Star Program	2011	Internally
		6 Residential Home Audit Program	2011	Internally
	C & I	1 Commercial and Industrial Prescriptive Incentive	2011	Internally
		2 Business Education Services	2011	Internally
<b>Municipals</b>				
<b>Lansing Board Of Water &amp; Light (BWL)</b>	Residential	1 Efficient Lighting	2010	Internally
		2 Refrigerator/Freezer Recycling	2009	Franklin Energy
		3 Education Services	2009	Internally
		4 Residential Appliances and HVAC	2010	Franklin Energy
		5 Residential Multi-Family In-Unit Efficiency	2010	Franklin Energy
		6 Residential Low Income	2009	Community Action Agency
		7 Pilot and Emerging Technology	2009	Franklin Energy
	C & I	1 Multi-Family Common Area	2009	Franklin Energy
		2 Educational Services	2009	Internally
		3 Prescriptive Incentive Program	2010	Internally
		4 Custom Incentive Program	2009	Community Action Agency
		5 Educational Services	2009	Internally
		6 Pilot and Emerging Technology	2009	Internally
<b>Municipals- MPPA Collaborative</b>				
Baraga, Bay City, Charlevoix, Chelsea, Clinton, Coldwater, Croswell, Crystal Falls, Detroit Public Lighting, Dowagiac, Eaton Rapids, Gladstone, Grand Haven, Harbor Springs, Hart Hydro, Hillsdale, Holland, Village of L'anse, Lowell, Marshall, Negaunee, Niles, Norway, Paw Paw, Petoskey, Portland, Sebewaing, South Haven, Saint Louis, Stephenson, Sturgis, Traverse City Light and Power, Union City Electric, Wakefield, Wyandotte, Zeeland	Residential	1 Residential Low Income	2011	MCAAA
		2 Refrigerator /Freezer Turn-In and Recycling Program	2011	Franklin Energy
		3 Residential Education Services	2011	Franklin Energy
		4 Residential HVAC and Appliances	2011	Internally
		5 Audit and Weatherization (on-line audits)	2011	Internally
		6 Residential Multi-Family In-Unit Efficiency	2011	Internally
		7 Electric Water Heater Saver Kits	2011	Internally
		8 Pilot/Emerging Technology Program	2011	Franklin Energy
	C & I	1 C&I Prescriptive Incentive Program	2011	Franklin Energy
		2 C&I Custom Incentive Program	2011	Internally
		3 Multi-Family Common Area Program	2011	Internally
		4 Business Education Services	2011	Northwest MCAA
		5 Pilot/Emerging Technology Program	2011	Franklin Energy
<b>Efficiency United</b>				
<b>Electric Providers:</b> Alpena Power Co., Bayfield Electric Coop., Daggett, Cloverland/Edison Sault, Indiana Michigan Power, UPPCO, We Energies, WPSC, Xcel Energy, <b>Gas Providers:</b> MGU Corp., SEMCO, WPSC, Xcel Energy	Residential	1 Low Income	2010	MCAAA
		2 Residential Energy Star Program	2010	CLEARResult
		3 Appliance Recycling	2010	JACO
		4 Online Audit Program	2010	Enercom
		5 HVAC	2010	CLEARResult
		6 Audit Weatherization Program	2011	CLEARResult
		7 Multi-Family	2010	CLEARResult
		9 New Construction	2010	CLEARResult
		9 Education	2010	CLEARResult
		10 Pilots	2010	CLEARResult
	C & I	1 Prescriptive	2010	Franklin Energy
		2 Custom	2010	Franklin Energy
		3 Education	2010	Franklin Energy
		4 Pilots	2010	Franklin Energy

Utility	Sector	Program Type	Year Imp.	Implementation Contractors	
<b>MECA</b>					
<b>Co-Ops - MECA</b>					
<b>Alger Delta, Great Lakes, Midwest Energy, Ontonagon, Presque Isle, Thumb, Homeworks Tri-County</b>	Residential	1	Residential Energy Star Program	2011	CLEAResult
		2	Residential Low Income Programs	2011	CLEAResult
		3	Residential Home Audit Program	2011	CLEAResult
		4	Residential Farm Services	2011	CLEAResult
		5	Residential Appliance Recycling Programs	2011	JACO
		6	Residential Education Services	2011	CLEAResult
		7	Residential Efficient HVAC Program	2011	CLEAResult
		8	Residential Pilot Programs	2011	Franklin Energy
	C & I	1	Commercial Prescriptive Programs	2011	Franklin Energy
		2	Industrial Prescriptive Programs	2011	Franklin Energy
		3	C&I Educational Programs	2011	Franklin Energy
		4	C&I Pilot Programs	2011	Franklin Energy
<b>Municipals - MECA</b>					
<b>Escanaba, Marquette, Newberry, Stephenson</b>	Residential	1	Residential Energy Star Program	2011	CLEAResult
		2	Residential Low Income Programs	2011	CLEAResult
		3	Residential Home Audit Program	2011	CLEAResult
		4	Residential Farm Services	2011	CLEAResult
		5	Residential Appliance Recycling Programs	2011	JACO
		6	Residential Education Services	2011	CLEAResult
		7	Residential Efficient HVAC Program	2011	CLEAResult
		8	Residential Pilot Programs	2011	Franklin Energy
	C & I	1	Commercial Prescriptive Programs	2011	Franklin Energy
		2	Industrial Prescriptive Programs	2011	Franklin Energy
		3	C&I Educational Programs	2011	Franklin Energy
		4	C&I Pilot Programs	2011	Franklin Energy



2009-2011 Mwh Targets vs. Actuals / 2012 Targets*													
% of MWh Sales	0.30%			0.50%			0.75%			2009-2011 Target	2009-2011 Actual	% Achieved	2012 Target*
	2009 Target	2009 Actual	% Achieved	2010 Target	2010 Actual	% Achieved	2011 Target	2011 Actual	% Achieved				
<b>Electric IOUs</b>													
1 Alpena	973	16	2%	2,586	3,859	149%	2,419	3,453	143%	5,978	7,328	123%	3,244
2 Consumers	107,939	145,118	134%	178,509	251,187	141%	255,039	353,006	138%	541,487	749,311	138%	340,052
3 Detroit Edison	160,000	203,000	127%	227,153	402,995	177%	477,000	519,000	109%	864,153	1,124,995	130%	490,727
4 Indiana Michigan	9,159	197	2%	24,110	25,157	104%	22,427	21,626	96%	55,696	46,980	84%	29,403
5 UP Power	2,509	350	14%	6,750	6,357	94%	6,363	7,749	122%	15,622	14,456	93%	8,272
6 Wisconsin Electric	8,414	44	1%	21,614	21,722	100%	19,800	20,745	105%	49,828	42,511	85%	26,358
7 WPSCorp	876	2	0%	2,271	2,474	109%	2,093	2,529	121%	5,240	5,005	96%	2,739
8 XCEL Energy	413	0	0%	1,100	1,407	128%	1,031	1,473	143%	2,544	2,880	113%	1,378
<b>Subtotal IOUs</b>	<b>290,283</b>	<b>348,727</b>	<b>120%</b>	<b>464,093</b>	<b>715,158</b>	<b>154%</b>	<b>786,172</b>	<b>929,580</b>	<b>118%</b>	<b>1,540,548</b>	<b>1,993,465</b>	<b>129%</b>	<b>902,174</b>
<b>Electric Coops</b>													
9 Alger Delta	303	22	7%	486	606	125%	448	225	50%	1,237	853	69%	597
10 Bayfield	1	0	0%	2	3	150%	14	19	138%	17	22	131%	2
11 Cherryland	791	751	95%	1,777	2,037	115%	2,699	3,889	144%	5,267	6,677	127%	3,751
12 Cloverland	589	46	8%	1,610	1,500	93%	1,502	532	35%	3,701	2,078	56%	2,003
13 Great Lakes	4,265	286	7%	10,327	10,282	99.6%	9,887	5,002	51%	24,479	15,570	64%	13,183
14 Midwest	1,618	234	14%	4,390	4,509	103%	4,377	2,191	50%	10,385	6,934	67%	5,836
15 Ontonagon	160	5	3%	210	173	82%	189	212	112%	559	390	70%	252
16 Presque Isle	886	34	4%	1,917	2,187	114%	1,785	1,286	72%	4,588	3,507	76%	2,380
17 Thumb	529	64	12%	1,714	1,087	63%	1,121	663	59%	3,364	1,814	54%	1,495
18 Tri-County	1,092	262	24%	2,425	5,002	206%	2,337	1,084	46%	5,854	6,348	108%	3,116
<b>Subtotal Coops</b>	<b>10,234</b>	<b>1,704</b>	<b>17%</b>	<b>24,858</b>	<b>27,386</b>	<b>110%</b>	<b>24,359</b>	<b>15,103</b>	<b>62%</b>	<b>59,451</b>	<b>44,193</b>	<b>74%</b>	<b>32,614</b>
<b>Municipals</b>													
19 Baraga	60	97	162%	84	7	8%	226	185	82%	370	289	78%	188
20 Bay City	896	715	80%	1,473	2,251	153%	1,937	2,317	120%	4,306	5,283	123%	2,860
21 Charlevoix	203	79	39%	450	262	58%	678	423	62%	1,331	764	57%	603
22 Chelsea	266	409	154%	365	359	98%	696	1,221	175%	1,327	1,989	150%	366
23 Clinton	146	173	118%	113	113	100%	161	164	102%	420	450	107%	213
24 Coldwater	865	37	4%	2,342	1,379	59%	2,342	1,409	60%	5,549	2,825	51%	2,729
25 Crosswell	110	247	225%	133	230	173%	188	180	96%	431	657	152%	357
26 Crystal Falls	50	718	1436%	60	459	765%	88	92	105%	198	1,269	641%	164
27 Dagget Electric Co.	5	7	140%	12	19	158%	11	19	167%	28	45	159%	15
28 Detroit PLD	2	2	100%	1,587	224	14%	2,986	2,286	77%	4,575	2,512	55%	865
29 Dowagiac	239	52	22%	547	521	95%	543	766	141%	1,329	1,339	101%	417
30 Eaton Rapids	154	61	40%	347	298	86%	449	470	105%	950	829	87%	455
31 Escanaba	427	0	0%	1,212	1,171	97%	1,104	1,072	97%	2,743	2,243	82%	1,428
32 Gladstone	97	407	420%	182	267	147%	308	136	44%	587	810	138%	328
33 Grand Haven	873	921	105%	1,373	1,591	116%	1,878	2,211	118%	4,124	4,723	115%	2,223
34 Harbor Springs	112	150	134%	171	167	98%	290	248	86%	573	565	99%	358
35 Hart	115	101	88%	196	193	98%	299	140	47%	610	434	71%	394
36 Hillsdale	429	415	97%	726	1,216	167%	536	643	120%	1,691	2,274	134%	1,275
37 Holland	3,089	3,382	109%	4,849	5,481	113%	6,477	7,762	120%	14,415	16,625	115%	9,356
38 L'Anse	42	123	293%	79	10	13%	162	600	370%	283	733	259%	137
39 LBWL	6,831	6,972	102%	11,165	11,524	103%	15,877	17,587	111%	33,873	36,083	107%	19,870
40 Lowell	180	289	161%	226	269	119%	432	578	134%	838	1,136	136%	483
41 Marquette	872	0	0%	2,534	3,198	126%	2,435	1,827	75%	5,841	5,025	86%	3,098
42 Marshall	357	363	102%	579	835	144%	605	1,129	187%	1,541	2,327	151%	537
43 Negaunee	67	274	409%	92	85	92%	199	116	58%	358	475	133%	217
44 Newberry	17	0	0%	148	124	84%	144	155	108%	309	279	90%	192
45 Niles	440	234	53%	802	718	90%	1,122	1,052	94%	2,364	2,004	85%	1,287
46 Norway	94	120	128%	159	76	48%	317	313	99%	570	509	89%	300
47 Paw Paw	116	109	94%	201	115	57%	373	177	47%	690	401	58%	480
48 Petoskey	232	880	379%	404	599	148%	809	477	59%	1,445	1,956	135%	1,080
49 Portland	107	103	96%	182	210	115%	240	155	65%	529	468	88%	362
50 Sebawaing	125	531	425%	158	995	630%	203	305	150%	486	1,831	377%	311
51 South Haven	411	423	103%	688	610	89%	1,135	909	80%	2,234	1,942	87%	1,312
52 St. Louis	120	77	64%	242	251	104%	294	275	94%	656	603	92%	378
53 Stephenson	17	0	0%	49	47	96%	45	47	104%	111	94	85%	60
54 Sturgis	720	797	111%	1,198	1,249	104%	1,937	1,792	93%	3,855	3,838	100%	2,215
55 Traverse City	991	1,735	175%	1,149	1,945	169%	1,704	2,650	156%	3,844	6,330	165%	2,543
56 Union City	47	53	113%	79	197	251%	118	129	109%	244	379	156%	139
57 Wakefield	38	0	0%	103	237	230%	44	49	111%	185	286	155%	52
58 Wyandotte	2,464	3,034	123%	2,388	3,832	160%	1,515	1,803	119%	6,367	8,669	136%	2,495
59 Zeeland	1,099	1,122	102%	1,335	2,202	165%	1,472	1,884	128%	3,906	5,208	133%	2,601
<b>Subtotal Munis</b>	<b>23,525</b>	<b>25,212</b>	<b>107%</b>	<b>40,182</b>	<b>45,536</b>	<b>113%</b>	<b>52,379</b>	<b>55,753</b>	<b>106%</b>	<b>116,086</b>	<b>126,501</b>	<b>109%</b>	<b>64,743</b>
<b>60 Statewide Totals</b>	<b>324,042</b>	<b>375,643</b>	<b>116%</b>	<b>529,133</b>	<b>788,080</b>	<b>149%</b>	<b>862,910</b>	<b>1,000,437</b>	<b>116%</b>	<b>1,716,084</b>	<b>2,164,160</b>	<b>126%</b>	<b>999,531</b>

\*2012 target does not include previous year carryover amount.

<b>MCF Target Totals</b>														
% of MCF Sales	0.10%			0.25%			0.50%			2009-2011 Target	2009-2011 Actual	%	2012 Target	
	2009 Target	2009 Actual	% Achieved	2010 Target	2010 Actual	% Achieved	2011 Target	2011 Actual	% Achieved					
1	<b>Consumers</b>	299,623	396,783	132%	743,943	937,915	126%	1,263,564	2,039,609	161%	2,307,130	3,374,307	146%	1,895,346
2	<b>MichCon</b>	164,003	250,680	153%	405,110	792,000	196%	1,164,000	1,364,000	117%	1,733,113	2,406,680	139%	894,701
<b>Efficiency United Gas Companies (Treated 2009 and 2010 as one plan year)</b>														
% of MCF Sales	.10% & .25%			0.50%			2009-2011 Target	2009-2011 Actual	%	2012 Target				
	2009-2010 Target	2009-2010 Actual	% Achieved	2011 Target	2011 Actual	% Achieved								
3	<b>MGU</b>	105,323	122,432	116%	150,300	111,990	75%	255,623	234,422	92%	219,898			
4	<b>SEMCO Energy</b>	195,859	243,050	124%	280,158	305,433	109%	476,017	548,484	115%	409,480			
5	<b>WPSCorp</b>	5,301	5,788	109%	7,515	7,966	106%	12,816	13,754	107%	10,946			
6	<b>XCEL Energy</b>	3,126	9,061	290%	4,481	7,009	156%	7,607	16,070	211%	6,500			
	<b>Total EU Gas</b>	309,609	380,331	123%	442,454	432,399	98%	752,063	812,730	108%	646,824			
	<b>Statewide Gas Total</b>	<b>1,922,288</b>	<b>2,757,709</b>	<b>143%</b>				<b>2,870,018</b>	<b>3,836,008</b>	<b>134%</b>	<b>4,792,306</b>	<b>6,593,717</b>	<b>138%</b>	<b>3,436,871</b>

Electric Coops	Case No.	Plan Approved	Group									
Alger Delta Coop Elec	U-16678	10/17/2011	MECA	Farm and Home (A) (\$/kWh)	Seasonal Residential (AS)	Combined Residential	Commercial & Small Power (B)	Large Power (LP)				
2012 Rate				\$0.00262			\$2.48	\$48.26				
Cherryland Elec Coop	U-16680	7/30/2012	Independent	Farm & Home Service (\$/kWh)	General Service (C)	Optional Irrigation TOD (OTD)	Large Power (LP)	Optional Large Power TOD (LPTOD)	Large Commercial & Industrial (LC&I)	Primary Substation (PSDS)		
2012 Rate				\$0.00143	\$1.64		\$26.36		\$247.81	\$497.36		
Cloverland Electric Coop.	U-16681	10/17/2011	MECA	Farm and Home (FH) (ES) (\$/kWh)	Seasonal Residential (SR)	Combined Residential	General Service (GS)	Seasonal General Service (SG)	Commercial Heating and A/C (HA)	Large Power (LP)	Large Power Mining (LP-MO)	Primary Service (PSDS)
2012 Rate				\$0.00197			\$3.37			\$183.99		
Great Lakes Energy Coop	U-16682	10/17/2011	MECA	Residential (A) (\$/kWh)	Seasonal Residential (AS)	Combined Residential	General Service (GS)	Large Power (LP)	C&I APM (C-APM)	C&I APM (D-APM)	Primary Service (PSDS)	
2012 Rate				\$0.00198			\$4.76			\$865.59		
Midwest Energy Coop	U-16683	10/17/2011	MECA	Farm and Home Service (A) (\$/kWh)	Int Duel Heating (I-DSH)	Combined Residential	General Service (GS)	Irrigation (IRR)	Large Power (LP)	Large Power >200 kW (CD-1)	Large Power Primary & Contracts (LPPS)	
2012 Rate				\$0.00198	.00198 \$/kwh	.00198 \$/kwh	\$1.76	\$3.84	\$54.76	\$422.17	\$2,888.19	
Ontonagon County Rural Elec.	U-16684	10/17/2011	MECA	Residential (A, AH) (\$/kWh)	Seasonal Residential (A-S)	Combined Residential	General Service (B)	Large Power (LP)	Large Power (LP-1)			
2012 Rate				\$0.00275			\$1.85	\$19.25	\$140.03			
Presque Isle Elec & Coop	U-16685	10/17/2011	MECA	Residential (A) (\$/kWh)	Seasonal Residential (AS)	Combined Residential	General Service (GS)	General Service (LG and LPTOD)	Primary Service (PSDS)			
2012 Rate				\$0.00229			\$3.10	\$74.14	\$400.99			
Thumb Elec. Coop	U-16686	10/17/2011	MECA	Farm and Home (A) (\$/kWh)	Seasonal Residential (A-S)	Combined Residential	General Service (GS)	General Service (LGS)	Power Dist. Substation	General Service TOD (GS-TOD)	Seasonal General Service (SGS)	
2012 Rate				\$0.00216			\$3.57	\$246.53	\$276.68	\$3.57	\$0.52	
Tri-County Elec. Coop/Homework	U-16687	11/10/2011	MECA	Farm and Home Service (A) (\$/kwh)	General Service	Irrigation TOD Service (\$/kWh)	Large Power Service (CD)	Large Power TOD Service (CD-1)	Primary Service (PSDS)			
2012 Rate				\$0.00204	\$1.55	\$0.00217	\$47.14	\$29.43	\$1,186.05			



Natural Gas IOUs	Case No.	Plan Approved	Group										
<b>Consumers Energy Gas</b>	U-16670	4/17/2012	Independent	Residential Rate A, A-1 (\$/Mcf)	Residential Rate GS-1,2 (\$/Mcf)	General Service-3 (0-100,000 Mcf)	General Service-3 (Above 100,000 Mcf)	LT and XLT (0 - 100,000 Mcf)	LT and XLT (Above 100,000 Mcf)				
2012 Rate				\$0.22010	\$0.15490	\$0.1549	\$0.0092	\$0.1549	\$0.0092				
<b>MichCon Gas</b>	U-16290	11/10/2011	Independent	Residential A, AS (\$/Ccf)	Residential 2A,GS1 (\$/Ccf)	Large Volume <100,000 Mcf (\$/Ccf)	Volume >100,000 Mcf (\$/Ccf)	School (\$/Ccf)	ST, LT, XLT, XXLT (\$/Ccf)				
2012 Rate				\$0.22570	\$0.01506	\$0.01506	\$0.00113	\$0.01506	\$0.00113				
<b>MGU*</b>	U-16731	8/25/2011	EU	Residential (\$/Mcf)	Multi-Family (\$/Mcf)	Sm General Service	Lg General Service	Commercial Lighting	Special Contracts	Transportation TR-1	Transportation TR-2	Transportation TR-3	
2012 Rate				\$0.21040		\$4.38	\$129.13	\$7.15	\$201.88	\$37.71	\$110.71	\$407.06	
<b>NSP-Wisc</b>	U-16674	9/13/2011	EU	Residential (\$/therm)	C&I GS 302 (\$/meter)	C&I GS 304 (\$/meter)	C&I Interruptible Use 303 (\$/meter)	C&I Transportation (\$/meter)					
2012 Rate				\$0.0182	\$3.87	\$420.09	\$31.81	\$3.87					
<b>SEMCO Energy</b>	U-16733	8/25/2011	EU	Residential (\$/Dth)	GS-1, GS-2, GS-3	TR-1, TR-2, TR-3							
2012 Rate				\$0.17890	\$6.35	\$87.46							
<b>Wisc. PSC (Gas)</b>	U-16676	12/6/2011	EU	Residential (\$/therm)	C&I small	C&I small seasonal	C&I Large	Transport Large	Transport Super Large				
2012 Rate				\$0.0137	\$2.1900	\$4.3800	\$30.2400	\$18.9600	\$449.5500				

All Electric Residential Surcharges are Volumetric and All Other Electric Surcharges are Per Meter.  
 All Natural Gas Surcharges are Volumetric

<b>Residential EO Surcharges &amp; Average Monthly Total</b>			
<b>Electric Municipals</b>	<b>Case No.</b>	<b>EO Surcharge \$/mo. Residential - Assume 500 kwh/mo customer</b>	<b>EO Residential surcharge per \$/kwh</b>
Baraga	U-16688	\$0.70	\$0.00140
Bay City	U-16689	\$0.42	\$0.00083
Charlevoix	U-16690	\$0.58	\$0.00115
Chelsea	U-16691	\$0.50	\$0.00100
Clinton	U-16692	\$1.03	\$0.00206
Coldwater	U-16693	\$1.26	\$0.00252
Crosswell	U-16694	\$0.85	\$0.00169
Crystal Falls	U-16695	\$0.73	\$0.00146
Daggett	U-16696	\$0.08	\$0.00015
Detroit Public Lighting	U-16697	\$0.75	\$0.00150
Dowagiac	U-16698	\$0.50	\$0.00100
Eaton Rapids	U-16699	\$0.40	\$0.00080
Escanaba	U-16700	\$0.69	\$0.00138
Gladstone	U-16701	\$0.80	\$0.00160
Grand Haven	U-16702	\$0.69	\$0.00138
Harbor Springs	U-16703	\$0.62	\$0.00124
City of Hart Hydro	U-16704	\$0.65	\$0.00130
Hillsdale	U-16705	\$0.82	\$0.00164
Holland	U-16706	\$0.74	\$0.00148
Village of L'Anse	U-16707	\$0.80	\$0.00160
LBWL	U-16708	\$0.93	\$0.00185
Lowell	U-16709	\$0.82	\$0.00163
Marquette	U-16710	\$0.55	\$0.00109
Marshall	U-16711	\$0.00	\$0.00000
Negaunee	U-16712	\$0.82	\$0.00164
Newberry	U-16713	\$0.69	\$0.00138
Niles	U-16714	\$0.80	\$0.00160
Norway	U-16715	\$0.82	\$0.00164
Paw Paw	U-16716	\$0.60	\$0.00120
Petoskey	U-16717	\$0.91	\$0.00182
Portland	U-16718	\$0.66	\$0.00132
Sebewaing	U-16719	\$0.87	\$0.00174
South Haven	U-16720	\$0.40	\$0.00079
St. Louis	U-16721	\$0.57	\$0.00114
Stephenson	U-16722	\$0.64	\$0.00128
Sturgis	U-16723	\$0.56	\$0.00112
Traverse City	U-16724	\$0.00	\$0.00000
Union City	U-16725	\$0.45	\$0.00090
Wakefield	U-16726	\$0.61	\$0.00122
Wyandotte	U-16727	\$0.74	\$0.00148
Zeeland	U-16728	\$0.90	\$0.00180

<b>2012 Muni Average:</b>		<b>\$0.66</b>	<b>\$0.00131</b>
<b>Electric Coops</b>	<b>Case No.</b>	<b>EO Surcharge \$/mo Residential Assume 500 kwh/mo customer</b>	<b>EO Residential surcharge per \$/kwh</b>
Alger Delta	U-16678	\$1.31	\$0.00262
Bayfield	U-16679	\$0.00	\$0.00000
Cherryland	U-16680	\$0.72	\$0.00143
Cloverland	U-16681	\$0.99	\$0.00197
Great Lakes	U-16682	\$0.99	\$0.00198
Midwest	U-16683	\$0.99	\$0.00198
Ontonagon	U-16684	\$1.38	\$0.00275
Presque Isle	U-16685	\$1.15	\$0.00229
Thumb Elec.	U-16686	\$1.08	\$0.00216
Tri-County	U-16687	\$1.02	\$0.00204
<b>2012 Co-Op Average:</b>		<b>\$0.96</b>	<b>\$0.00192</b>
<b>Electric IOUs</b>	<b>Case No.</b>	<b>EO Surcharge \$/mo Residential Assume 500 kwh/mo customer</b>	<b>EO Residential surcharge per \$/kwh</b>
Alpena Power*	U-16669	\$1.36	\$0.00272
Consumers Energy*	U-16670	\$1.12	\$0.00224
Detroit Edison*	U-16671	\$1.33	\$0.00266
Indiana Michigan*	U-16673	\$0.68	\$0.00135
NSP-Wisc (Elec.)	U-16674	\$0.85	\$0.00170
Wisc. Elec Power Co*	U-16677	\$1.37	\$0.00273
Wisc. PSC (Elec)	U-16676	\$1.05	\$0.00210
Upper Peninsula Power	U-16675	\$1.80	\$0.00360
<b>2012 Electric IOU Average:</b>		<b>\$1.19</b>	<b>\$0.00239</b>
<b>Natural Gas IOUs</b>	<b>Case No.</b>	<b>EO Surcharge \$/mo Residential - Assume 100 CCf/mo customer</b>	<b>EO Residential surcharge \$/Mcf</b>
Consumers Energy Gas	U-16670	\$2.20	\$0.22010
MichCon Gas	U-16730	\$2.26	\$0.22570
MGU*	U-16731	\$2.10	\$0.21040
NSP-Wisc	U-16674	\$0.18	\$0.01816
SEMCO Energy*	U-16733	\$1.79	\$0.17890
Wisc. PSC (Gas)*	U-16676	\$0.14	\$0.01370
<b>2012 Gas IOU Average:</b>		<b>\$1.44</b>	<b>\$0.14449</b>
<b>2012 STATE OVERALL AVERAGE:</b>		<b>\$0.84</b>	<b>\$0.03753</b>





	Actual Spending	C&I					Low Income			
	% of Retail Revenues	2009-2011	2009	2010	2011	2009-2011	2009	2010	2011	2009-2011
<b>Electric IOUs</b>										
1 Alpena	\$233,423	\$0	\$177,694	\$160,874	\$338,568	\$0	\$32,275	\$26,488	\$58,763	
2 Consumers	\$34,756,924	\$10,578,962	\$18,135,117	\$24,029,125	\$52,743,204	\$1,657,162	\$2,211,940	\$2,099,065	\$5,968,167	
3 Detroit Edison	\$58,957,449	\$9,706,412	\$19,400,000	\$23,573,000	\$52,679,412	\$2,144,000	\$2,500,000	\$4,791,000	\$9,435,000	
4 Edison Sault	\$242,223	\$0	\$212,727	\$212,727	\$0	\$0	\$29,298	\$0	\$29,298	
5 Indiana Michigan	\$1,987,826	\$0	\$1,425,540	\$1,141,095	\$2,566,635	\$0	\$185,188	\$184,105	\$369,293	
6 NSP	\$112,560	\$0	\$64,570	\$59,472	\$124,042	\$0	\$17,754	\$20,565	\$38,319	
7 UP Power	\$842,250	\$0	\$547,195	\$511,432	\$1,058,627	\$0	\$121,212	\$129,215	\$250,427	
8 Wisconsin Electric	\$305,016	\$0	\$206,660	\$188,268	\$394,928	\$0	\$43,343	\$42,888	\$86,231	
9 WPSCorp	\$165,501	\$0	\$148,191	\$82,070	\$230,261	\$0	\$14,732	\$24,177	\$38,909	
<b>Subtotal Electric IOUs</b>	<b>\$97,603,172</b>	<b>\$20,285,374</b>	<b>\$40,317,694</b>	<b>\$49,745,336</b>	<b>\$110,348,404</b>	<b>\$3,801,162</b>	<b>\$5,155,742</b>	<b>\$7,317,503</b>	<b>\$16,274,407</b>	
<b>Electric Coops</b>										
10 Alger Delta	\$177,056	\$0	\$20,566	\$22,581	\$43,147	\$0	\$13,739	\$9,843	\$23,582	
11 Bayfield	\$739	\$0	\$0	\$0	\$0	\$0	\$20	\$19	\$39	
12 Cherryland	\$1,036,947	\$0	\$61,806	\$2,108,017	\$2,169,823	\$0	\$49,054	\$147,611	\$196,665	
13 Cloverland	\$305,817	\$0	\$70,954	\$245,667	\$316,621	\$0	\$27,228	\$30,895	\$58,123	
14 Great Lakes	\$1,302,959	\$0	\$150,434	\$381,070	\$531,504	\$0	\$118,161	\$90,036	\$208,197	
15 Midwest	\$714,021	\$0	\$221,907	\$205,933	\$427,840	\$0	\$53,100	\$52,448	\$105,548	
16 Ontonagon	\$71,677	\$0	\$780	\$6,401	\$7,181	\$0	\$8,100	\$4,236	\$12,336	
17 Presque Isle	\$448,023	\$0	\$15,911	\$84,479	\$100,390	\$0	\$52,232	\$37,588	\$89,820	
18 Thumb	\$262,918	\$0	\$36,073	\$23,526	\$59,599	\$0	\$32,351	\$16,735	\$49,086	
19 Tri-County	\$477,593	\$0	\$147,034	\$66,816	\$213,850	\$0	\$58,759	\$39,612	\$98,371	
<b>Subtotal Electric Coops</b>	<b>\$4,797,750</b>	<b>\$0</b>	<b>\$725,465</b>	<b>\$3,144,490</b>	<b>\$3,869,955</b>	<b>\$0</b>	<b>\$412,744</b>	<b>\$429,023</b>	<b>\$841,767</b>	
<b>Municipals</b>										
20 Baraga	\$9,488	\$0	\$0	\$16,623	\$16,623	\$0	\$0	\$6,507	\$6,507	
21 Crystal Falls	\$26,821	\$23,307	\$18,520	\$18,520	\$41,827	\$1,639	\$11,827	\$13,466	\$13,466	
22 Gladstone	\$20,066	\$9,159	\$19,461	\$19,461	\$28,620	\$0	\$0	\$145	\$145	
23 L'Anse	\$6,992	\$0	\$0	\$31,399	\$31,399	\$0	\$0	\$1,065	\$1,065	
24 Negaunee	\$28,218	\$2,670	\$11,316	\$13,986	\$13,986	\$0	\$3,175	\$3,761	\$6,936	
25 Norway	\$32,766	\$0	\$39,746	\$39,746	\$39,746	\$0	\$3,251	\$4,155	\$7,406	
26 Escanaba	\$291,991	\$0	\$91,226	\$105,390	\$546,904	\$0	\$9,819	\$6,908	\$57,211	
27 Marquette	\$660,423	\$0	\$164,087	\$162,312	\$628,728	\$0	\$24,161	\$13,120	\$187,828	
28 Newberry	\$506,812	\$0	\$7,559	\$10,163	\$369,992	\$0	\$914	\$1,252	\$155,318	
29 Stephenson	\$531,577	\$0	\$2,971	\$3,196	\$476,376	\$0	\$690	\$347	\$153,152	
30 Bay City	\$443,742	\$30,384	\$110,577	\$137,479	\$278,440	\$7,303	\$58,786	\$81,255	\$147,344	
31 Charlevoix	\$43,454	\$12,518	\$17,977	\$37,168	\$67,663	\$1,553	\$3,090	\$128	\$4,771	
32 Chelsea	\$38,292	\$24,237	\$44,861	\$55,008	\$124,106	\$0	\$0	\$0	\$0	
33 Clinton	\$9,371	\$445	\$540	\$1,429	\$2,414	\$117	\$0	\$300	\$417	
34 Coldwater	\$73,376	\$0	\$105,438	\$101,948	\$207,386	\$0	\$3,312	\$24,060	\$27,372	
35 Crosswell	\$22,945	\$11,094	\$7,635	\$19,446	\$38,175	\$0	\$2,390	\$3,448	\$5,838	
36 Detroit PLD	\$6,526	\$23,785	\$193,286	\$217,071	\$217,071	\$0	\$220	\$76	\$296	
37 Dowagiac	\$49,245	\$9,963	\$44,151	\$63,569	\$117,683	\$0	\$424	\$15,007	\$15,431	
38 Eaton Rapids	\$37,913	\$12,536	\$11,532	\$29,563	\$53,631	\$0	\$2,072	\$1,605	\$3,677	
39 Grand Haven	\$205,779	\$74,925	\$129,855	\$158,725	\$363,505	\$0	\$2,880	\$2,091	\$4,971	
40 Harbor Springs	\$38,714	\$9,984	\$8,040	\$16,662	\$34,686	\$0	\$221	\$1,093	\$1,314	
41 Hart Hydro	\$15,963	\$5,654	\$19,602	\$18,449	\$43,705	\$0	\$0	\$824	\$824	
42 Hillsdale	\$67,546	\$13,850	\$45,479	\$67,789	\$127,118	\$0	\$3,200	\$18,050	\$21,250	
43 Holland	\$593,248	\$316,152	\$401,544	\$543,585	\$1,261,281	\$9,250	\$35,449	\$19,822	\$64,521	
44 LBWL	\$1,967,473	\$632,638	\$880,001	\$1,525,635	\$3,038,274	\$85,610	\$98,815	\$117,525	\$301,950	
45 Lowell	\$49,058	\$24,410	\$18,008	\$30,161	\$72,579	\$747	\$417	\$1,846	\$3,010	
46 Marshall	\$30,980	\$2,756	\$59,159	\$28,272	\$90,187	\$186	\$268	\$482	\$936	
47 Niles	\$123,028	\$30,004	\$55,047	\$69,019	\$154,070	\$0	\$2,371	\$2,172	\$4,543	
48 Paw Paw	\$23,585	\$7,594	\$8,259	\$17,945	\$33,798	\$0	\$2,060	\$662	\$2,722	
49 Petoskey	\$49,818	\$19,520	\$45,741	\$42,771	\$108,032	\$0	\$1,366	\$589	\$1,955	
50 Portland	\$39,093	\$6,011	\$12,008	\$12,411	\$30,430	\$0	\$319	\$435	\$754	
51 Sebewaing	\$28,203	\$21,956	\$26,557	\$27,699	\$76,212	\$2,800	\$5,190	\$6,072	\$14,062	
52 South Haven	\$87,142	\$38,079	\$52,298	\$76,249	\$166,626	\$1,220	\$1,499	\$2,975	\$5,694	
53 St. Louis	\$33,880	\$6,424	\$17,923	\$20,712	\$45,059	\$725	\$3,357	\$4,675	\$8,757	
54 Sturgis	\$108,011	\$69,069	\$99,430	\$158,433	\$326,932	\$268	\$2,609	\$1,829	\$4,706	
55 Traverse City	\$198,499	\$94,911	\$149,873	\$316,512	\$561,296	\$3,800	\$2,791	\$2,298	\$8,889	
56 Union City	\$4,913	\$268	\$6,329	\$4,671	\$11,268	\$300	\$200	\$258	\$758	
57 Wakefield	\$11,959	\$2,861	\$1,665	\$884	\$5,410	\$720	\$745	\$2,013	\$3,478	
58 Wyandotte	\$308,507	\$56,176	\$193,068	\$115,980	\$365,224	\$0	\$8,725	\$10,260	\$18,985	
59 Zeeland	\$137,204	\$78,807	\$163,780	\$194,522	\$437,109	\$5,000	\$2,076	\$936	\$8,012	
60 Daggett	\$1,314	\$210	\$538	\$753	\$1,501	\$0	\$72	\$19	\$91	
<b>Subtotal Municipals</b>	<b>\$6,954,447</b>	<b>\$1,613,436</b>	<b>\$3,061,679</b>	<b>\$4,488,238</b>	<b>\$10,638,449</b>	<b>\$119,599</b>	<b>\$288,573</b>	<b>\$365,385</b>	<b>\$1,269,855</b>	
<b>Subtotal Electric</b>	<b>\$109,355,369</b>	<b>\$21,898,810</b>	<b>\$44,104,838</b>	<b>\$57,378,064</b>	<b>\$124,856,808</b>	<b>\$3,920,761</b>	<b>\$5,857,059</b>	<b>\$8,111,911</b>	<b>\$18,386,029</b>	
<b>Gas</b>										
61 Consumers	\$63,229,737	\$1,699,759	\$2,626,919	\$8,136,069	\$12,462,747	\$5,909,885	\$9,575,478	\$8,880,195	\$24,365,558	
62 MichCon	\$35,248,516	\$884,644	\$2,900,000	\$3,137,000	\$6,921,644	\$1,550,000	\$3,700,000	\$5,642,000	\$10,892,000	
63 MGU	\$2,725,015	\$0	\$732,020	\$513,542	\$1,245,562	\$0	\$415,247	\$349,752	\$764,999	
64 SEMCO Energy	\$5,392,958	\$0	\$1,280,458	\$1,273,663	\$2,554,121	\$0	\$691,528	\$711,942	\$1,403,470	
65 WPSCorp	\$88,627	\$0	\$24,444	\$27,674	\$52,118	\$0	\$10,071	\$9,885	\$19,956	
66 Northern States Wisc	\$99,400	\$0	\$32,518	\$28,258	\$60,776	\$0	\$15,564	\$24,862	\$40,426	
<b>Subtotal Gas</b>	<b>\$106,784,253</b>	<b>\$2,584,403</b>	<b>\$7,596,359</b>	<b>\$13,116,206</b>	<b>\$23,296,968</b>	<b>\$7,459,885</b>	<b>\$14,407,888</b>	<b>\$15,618,636</b>	<b>\$37,486,409</b>	
<b>Total</b>	<b>\$216,139,622</b>	<b>\$24,483,213</b>	<b>\$51,701,197</b>	<b>\$70,494,270</b>	<b>\$148,153,776</b>	<b>\$11,380,646</b>	<b>\$20,264,947</b>	<b>\$23,730,547</b>	<b>\$55,872,438</b>	

\*EU Numbers from Annual Report

Payments to Efficiency United		0.75%	1.0%	1.5%	
		2009	2010	2011	2009-2011
1	Alpena**	\$200,594	\$228,990	\$354,942	\$784,526
2	Bayfield (coop)	\$240	\$336	\$668	\$1,244
3	Daggett (muni)	\$870	\$1,160	\$1,764	\$3,794
4	Edison Sault **	\$279,998	\$378,335	\$605,075	\$1,263,407
5	Indiana Michigan	\$1,442,706	\$1,859,141	\$2,706,738	\$6,008,585
6	Northern States Xcel	\$89,002	\$115,837	\$177,509	\$382,348
7	UP Power	\$719,362	\$971,884	\$1,433,567	\$3,124,813
8	Wisconsin Electric **	\$264,328	\$321,835	\$562,277	\$1,148,440
9	WPSCorp	\$139,495	\$215,224	\$289,914	\$644,632
10	MGU (Gas)	\$1,532,721	\$2,427,332	\$2,983,018	\$6,943,071
11	SEMCO Energy (Gas)	\$3,218,624	\$4,798,745	\$5,842,220	\$13,859,589
12	WPSCorp (Gas)	\$49,087	\$72,674	\$93,687	\$215,448
13	Northern States Xcel (Gas)	\$60,440	\$100,711	\$128,215	\$289,365
13	<b>Total</b>	<b>\$7,997,466</b>	<b>\$11,492,203</b>	<b>\$15,179,594</b>	<b>\$34,669,263</b>
Incremental Energy Savings Targets MWh - Electric Utilities		0.30%	0.50%	0.75%	
		2008-2009	2010	2011	2009-2011
1	Alpena***	973	1,613	2,419	5,005
2	Bayfield (coop)	1	1	1	3
3	Daggett (muni)	5	8	11	23
4	Edison Sault ***	2,014	3,350	5,026	10,389
5	Indiana Michigan	9,159	14,952	22,427	46,538
6	Northern States Xcel	413	687	1,031	2,131
7	UP Power	2,509	4,242	6,363	13,113
8	Wisconsin Electric ***	8,414	13,200	19,800	41,414
9	WPSCorp	876	1,395	2,093	4,364
9	<b>Total</b>	<b>24,362</b>	<b>39,447</b>	<b>59,171</b>	<b>122,981</b>
Incremental Energy Savings Targets Mcf - Gas Utilities		0.10%	0.25%	0.50%	
		2008-2009	2010	2011	2009-2011
1	MGU	30,172	75,150	150,300	255,623
2	SEMCO Energy	55,781	140,079	280,158	476,018
3	WPSCorp *	1,544	3,758	7,515	12,817
4	Northern States Xcel *	885	2,241	4,481	7,607
4	<b>Total</b>	<b>88,382</b>	<b>221,227</b>	<b>442,455</b>	<b>752,064</b>
<b>KEY</b>					
* Converted from therms assuming 10 Th = 1 Mcf					
** Self-direct deducted					
*** Includes self-direct goal					

<b>Minimum Payments to Efficiency United</b>				
	% of Revenue	2.0%	2.0%	2-year total
	Year	2012	2013	2012+2013
Alpena*		\$510,504	\$519,207	\$1,029,711
Baraga		\$48,700	\$48,300	\$97,000
Bayfield		\$866	\$961	\$1,827
Crystal Falls		\$43,440	\$45,580	\$89,020
Daggett		\$2,469	\$2,656	\$5,125
Dowagiac		N/A	\$136,901	\$136,901
Gladstone		\$79,460	\$86,480	\$165,940
Harbor Springs		N/A	\$73,460	\$73,460
Hillsdale		\$214,108	\$212,978	\$427,085
Indiana Michigan		\$4,420,319	\$4,611,002	\$9,031,321
L'Anse		\$31,114	\$29,300	\$60,414
Negaunee		\$65,940	\$67,240	\$133,180
Northern States Xcel		\$234,474	\$255,362	\$489,837
Norway		\$72,560	\$71,460	\$144,020
South Haven		\$260,203	\$263,001	\$523,203
UP Power		\$1,967,085	\$2,053,607	\$4,020,692
Wisconsin Electric*		\$931,154	\$988,197	\$1,919,351
WPSCorp*		\$381,401	\$280,671	\$662,072
MGU (Gas)		\$3,671,084	\$3,538,718	\$7,209,803
SEMCO Energy (Gas)		\$6,242,032	\$6,295,017	\$12,537,050
WPSCorp (Gas)		\$91,685	\$97,001	\$188,687
Northern States Xcel (Gas)		\$109,531	\$109,606	\$219,138
<b>Total</b>		<b>\$19,378,129</b>	<b>\$19,786,705</b>	<b>\$39,164,835</b>

\*Self-direct deducted in appropriate years

<b>Incremental Energy Savings Targets MWh - Electric Utilities</b>				
	% of Sales	1.0%	1.0%	2-year total
	Year	2012	2013	2012+2013
Alpena°		3,244	3,219	6,463
Baraga		188	184	372
Bayfield		2	2	4
Crystal Falls		164	162	326
Daggett		15	14	29
Dowagiac		N/A	634	634
Gladstone		328	321	649
Harbor Springs		N/A	375	375
Hillsdale		1,275	1,212	2,487
Indiana Michigan		29,403	28,743	58,147
L'Anse		137	132	268
Negaunee		217	221	438
Northern States Xcel		1,378	1,385	2,763
Norway		300	294	594
South Haven		1,312	1,315	2,627
UP Power		8,272	8,137	16,409
Wisconsin Electric°		26,358	26,709	53,068
WPSCorp°		2,739	2,734	5,473
<b>Total</b>		<b>75,334</b>	<b>75,793</b>	<b>151,127</b>

°Includes self-direct goal in appropriate years

<b>Incremental Energy Savings Targets Mcf - Gas Utilities</b>				
	% of Sales	0.75%	0.75%	2-year total
	Year	2012	2013	2012+2013
MGU		219,898	216,038	435,936
SEMCO Energy		409,480	402,955	812,436
WPSCorp **		10,946	10,748	21,694
Northern States Xcel **		6,500	6,264	12,765
<b>Total</b>		<b>646,824</b>	<b>636,006</b>	<b>1,282,830</b>

\*\* Converted from therms assuming 10 Th = 1 Mcf