

1 Q. **Re: Cost of Service Study, Exhibit 9, s. 4.1.1, page 21**

2 Please provide explanations for the significant decrease in actual amounts, in
3 relation to budgeted amounts, for Industrial for 2011 and 2012.

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6 A. The Industrial Energy Efficiency Program (IEEP) budget is driven by the costs of
7 incentives for retrofit projects undertaken. Participation by Industrial Customers
8 was lower than anticipated, which resulted in significant reductions in expenditures
9 in 2011 and 2012.