

**Q. 2013-2014 General Rate Application, Company Evidence**

**Pg. 2-14, Table 2-7 - Please provide an explanation for the 2012 forecast decrease in participants for the Energy Conservation Programs and the forecast increase in energy savings.**

A. Table 1 shows the annual participation levels for each of Newfoundland Power's customer energy conservation programs from 2009 to 2012F.

**Table 1**  
**Energy Conservation Program Participation**  
**2009 to 2012F**

|                     | 2009         | 2010         | 2011         | 2012F        |
|---------------------|--------------|--------------|--------------|--------------|
| Residential         |              |              |              |              |
| Insulation          | 607          | 661          | 2,628        | 1,153        |
| Thermostat          | 915          | 1,538        | 1,808        | 1,800        |
| ENERGY STAR Window  | 478          | 899          | 1,867        | 2,000        |
| Commercial Lighting | 168          | 232          | 227          | 290          |
| <b>Total</b>        | <b>2,168</b> | <b>3,330</b> | <b>6,530</b> | <b>5,243</b> |

The decrease in participation in the Company's customer energy conservation programs from 2011 to 2012F is related to the insulation program. Participation in this program increased in 2011, largely due to an insulation rebate offered during Energy Efficiency Week in October 2011. Over 1,400 Newfoundland Power customers participated in this promotion. Forecast participation in the insulation program in 2012 is lower than in 2011, however it reflects continuing growth in customer awareness of the *takeCHARGE!* brand and programs.

Table 2 shows the annual energy savings resulting from Newfoundland Power's customer energy conservation programs from 2009 to 2012F. Table 2 includes both annual *aggregate* energy savings, as presented in *Volume 1, Application and Company Evidence, Section 2: Customer Operations*, page 2-14, Table 2-7, as well as the annual savings of new participants in each year.

**Table 2**  
**Annual Energy Savings**  
**2009 to 2012F**  
**(GWh)**

|                           | 2009 | 2010 | 2011 | 2012F |
|---------------------------|------|------|------|-------|
| Aggregate Savings         | 2.6  | 7.7  | 19.8 | 28.1  |
| New Participants' Savings | 2.6  | 5.1  | 12.1 | 8.3   |

1       The *aggregate* energy savings achieved by customers include savings achieved from all  
2       participants since 2009. Once installed, energy efficient technologies provide energy savings  
3       for the customer throughout the life of the product. For example, an ENERGY STAR  
4       window has an estimated life of 25 years and will result in energy savings benefits  
5       throughout that period. Customers who participated in 2010 will therefore continue to  
6       achieve energy savings in 2011 and each year through 2035. The aggregate energy savings  
7       reflect this enduring nature of savings from customer energy conservation programming.  
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9       The new participants' savings include only savings achieved by customers that participated  
10      during the year. The decline in new participants' savings from 2011 to 2012 reflects the  
11      decline in the number of participants, as shown in Table 1 and in *Volume 1, Application and*  
12      *Company Evidence, Section 2: Customer Operations*, page 2-14, Table 2-7.