

ASSUMPTIONS AND INPUTS

PROGRAM INFORMATION				
Program Duration	Years	1		
Number of CFL Types	Number	1		
Program Start Year	Year	2010		
Coincidence factor	%	0.85		
NTG - Net-to-Gross Ratio	%	0.9		
Losses and Breakage	%	0.025		
	Units	Year 1	Year 2	Year 3
No. of CFLs Installed				
Type 1	Thousands	0	0	0
Type 2	Thousands	1000	0	0
Type 3	Thousands	0	0	0
Cost of CFLs Procured				
Type 1	\$/CFL	1.00	1.00	0.00
Type 2	\$/CFL	1.00	1.00	0.00
Type 3	\$/CFL	1.20	1.20	1.20
Cost Charged to Customer				
Type 1	\$/CFL	0.00	0.00	0.00
Type 2	\$/CFL	0.00	0.00	0.00
Type 3	\$/CFL	0.00	0.00	0.00
Distribution Costs per CFL	\$/CFL	0.20	0.35	0.00
Management & Admin. Cost	000 \$	100	0	0
Marketing & Promotion Costs	000 \$	200	0	0
Other Program Costs	000 \$	0	0	0
CFL INFORMATION				
	Units	Type 1	Type 2	Type 3
Wattage of CFL	Watts	12	15	25
Rated Life pf CFL	Hours	6000	8000	10000
Wattage of Incand. Replaced	Watts	40	60	100
Rated Life of Incandescent	Hours	1000	1000	1000
Cost of Incenadecscnt	\$/lamp	0.25	0.25	0.25
Hours of Use	Hours/Day	3.5	3.5	3.5
Power Factor	%	0.5	0.5	0.5
CAPACITY AND ENERGY COSTS AND TARIIFS				
Avoided Capacity Cost				
Generation Level	\$/kW/year	100		
Transmission Level	\$/kW/year	125		
Distribution Level	\$/kW/year	150		
Avoided Energy Costs (Peak Period)				
Generation Level	Cents/kWh	8.0		
Transmission Level	Cents/kWh	10.0		
Distribution Level	Cents/kWh	12.0		
Avoided Energy Costs (Off-Peak Period)				
Generation Level	Cents/kWh	5.0		
Transmission Level	Cents/kWh	5.0		
Distribution Level	Cents/kWh	8.0		
Long-run Marginal Costs				
Generation Level	Cents/kWh	6.0		
Transmission Level	Cents/kWh	8.0		
Distribution Level	Cents/kWh	10.0		
T&D Losses				
Transmission Losses	%	5%		
Distribution Losses	%	10%		
Discount rate				
For Economic Analysis	%	10%		
For Financial Analysis	%	7%		

VAT	%	10%				
Current Retail Tariffs (Excl. VAT)						
Peak hours	Cents/kWh	12.0				
Off-Peak Hours	Cents/kWh	8.0				
% Energy Use during Peak Period	%	100%				
CDM INPUTS						
GHG Reduction Factor	kg/kWh	0.8				
CDM Costs - First Year	000 \$	100				
CDM Costs - Recurring	000 \$	50				
CDM Revenues per CER	\$/Ton	10.0				
CFL Survival Curves			1	2	3	4
Type 1	%	100%	98%	90%	80%	68%
Type 2	%	100%	99%	95%	90%	82%
Type 3	%	100%	100%	99%	98%	97%
Reactive Power			13.4	16.8	28.0	

Year	6	7	8	9	10
	50%	0%	0%	0%	0%
	72%	61%	50%	0%	0%
	95%	85%	80%	65%	50%

486%

BENEFIT/COST ANALYSIS

*(All Benefits and Costs are Net Present Values in Thousand US Dollars)
Benefit/Cost analysis conducted for the life of the equipment insrtalled
(NPV is the net value of Benefits minus Costs)*

Perspective	Economic Analysis				
	Benefits	Costs	NPV	B/C ratio	EIRR
Utility	48,363	32,881	15,482	1.5	N/A
Customer	32,607	0	32,607	N/A	N/A
National	50,563	1,716	48,847	29.5	N/A

Perspective	Financial Analysis				
	Benefits	Costs	NPV	B/C ratio	FIRR
Utility	53,492	36,269	17,223	1.5	N/A
Customer	39,512	0	39,512	N/A	N/A
National	55,925	1,800	54,125	31.1	N/A

PROGRAM INFORMATION		
Number of CFLs Installed	Number	1,000,000
Capacity of CFLs	Watts	15
Rated Lifetime of CFLs	Hours	8,000
Capacity of Incand. Replaced	Watts	60
Cost of CFLs	\$/CFL	1.00
Cost Charged to Customer	\$/CFL	0.00
Distribution Cost	\$/CFL	0.20
Program Management Cost	\$	100,000
Marketing & Promotion Cost	\$	200,000
CDM costs	\$	100,000
Daily Usage	Hours/Day	3.5
Power Factor	%	50%
Coincidence factor	%	85%
Net-to-Gross Ratio	%	90%
CUSTOMER BENEFITS AND COSTS		
Annual Energy Savings	GWH/Year	57.5
Total Energy Cost Savings	Million \$	44.8
Avoided Costs of Incandescents	Million \$	2.1
Total Benefits	Million \$	46.8
NPV of Benefits (Economic Analysis)	Million \$	32.6
Customer costs	Million \$	0.0
NPV of Net benefits	Million \$	32.6
Net Benefits - Costs	Million \$	32.6
Benefit/Cost Ratio	Ratio	N/A
UTILITY BENEFITS AND COSTS		
Capacity Savings - Generation Level	MW	38.9
Annual Energy Savings - Utility	GWH/Year	60.5
Avoided capacity Costs	Million \$	37.9
Avoided Energy Costs	Million \$	31.6
Total Utility Benefits	Million \$	69.5
NPV of Benefits (Economic Analysis)	Million \$	48.4
Program Costs	Million \$	2.0
Revenue Loss	Million \$	44.8
Total Costs	Million \$	46.8
NPV of Total Costs	Million \$	32.9
Net Benefits - Costs	Million \$	15.5
Benefit/Cost Ratio	Ratio	1.5
NATIONAL BENEFITS AND COSTS		
Avoided capacity Costs	Million \$	37.9
Avoided Energy Costs	Million \$	31.6
CDM Revenues	Million \$	3.2
Total National Benefits	Million \$	72.7
NPV of Benefits (Economic Analysis)	Million \$	50.6
Total National Costs	Million \$	2.0
NPV of Total Costs	Million \$	1.7
Net Benefits - Costs	Million \$	48.8
Benefit/Cost Ratio	Ratio	29.5

GHG Impacts		
Total GHG reductions	Thousand Tons	316.9
Total CDM Revenues	Million \$	3.2