CORRECTIONS TO ENSC EVIDENCE

1. Evidence page 5, 4th bullet reads:

   Innovative financing options for residential customers

   This has been corrected to read:

   Innovative financing options

2. Avon IR-3 b) reads:

   Please refer to NPB IR-36.

   This has been corrected to read:

   Please refer to NPB IR-3.

3. Synapse IR-1, Table on page 2

   Total PAC Benefits in the table shows $49.0 million.

   The corrected figure is $135.7 million.

4. Synapse IR-6, table of participation rates

   The Participation Rate (Column C) for Small Business Direct Install program shows 18.6%.

   The corrected figure is 1.9%.

April 18, 2011

New Program Components

The 2012 DSM Plan introduces a number of new program components. These include:

- program components for renters and multi-unit residential buildings
- a Home Energy Report program to encourage residential customers to make energy-saving behavioural changes, such as: lowering thermostat settings, using cold water for clothes washing and switching off lights in unoccupied rooms
- program components and strategies to increase access to DSM programs by low-income households, discussed in Section 8
- innovative financing options
- enhanced outreach to commercial, industrial and institutional customers through key accounts management and subsector specialization
- additional fuel choice and fuel substitution components to be built into the residential and commercial DSM programs

Additional information about each of the proposed DSM programs for 2012 is contained in Appendix A.

DSM Screening

Beginning with the filing of the 2012 DSM Plan, ENSC is requesting that the DSM screening test using Total Resource Cost (TRC) be applied at the program level, not at the measure level. This will give ENSC the flexibility to consider additional factors to meet long-term DSM goals. Further information is in Section 5.2.

Communicating the Benefits of DSM

The UARB, in its 2011 DSM Plan Decision, emphasized the importance of effectively communicating the benefits of DSM. Efficiency Nova Scotia's plans to communicate to Nova Scotians through education and outreach are identified in Section 7.

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buildings' performance and, as such, may generate spillover savings that cannot easily be attributed.

- Residential Existing Houses: In this program, solar hot water heaters are being promoted, despite a TRC of 0.4. ENSC has chosen to promote this measure as part of its long-term mandate, given its expectation of considerable cost efficiencies over time as market size grows and becomes more structured. ENSC expects its initial investment in this measure to be minimal, but hopes that it may lead to increased cost-effective opportunities in the future.

- Residential Existing Houses: In this program, ENERGY STAR® freezers fail the TRC at 0.8. ENSC has chosen to maintain promotion of this measure in its program, both because of the benefits of continued promotion of the ENERGY STAR® brand (spillover both to other products, in and outside of programs, as well as to future more stringent versions), and because the incentives required for this measure are anticipated to be very small.

- Residential Existing Houses: In this program, screw-in CFLs fail the TRC at 0.6. ENSC has chosen to maintain these measures because they are part of a strategy to provide customer value at the outset rather than presenting a home audit as only involving up-front costs.

Please also refer to CA IR-14, which discusses some of the strategic or long-term benefits that warrant inclusion of particular measures in the 2012 DSM Plan.

b) Please refer to NPB IR-3, which includes examples of measures in the 2012 DSM Plan that do not meet the TRC test.

c) Please refer to Multeese IR-5.

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1 TRC/PAC Benefits and Costs Data

	TRC Benefits (million)	TRC Costs (million)	Benefit/ Cost Ratio Total Resource Cost Test (TRC)[1]	PAC Benefits (million)	PAC Costs (million)	Benefit/ Cost Ratio Program Administrator Cost Test (PAC)[2]
ENABLING STRATEGIES						
Education and Outreach	-	$2.0	-	-	$2.0	-
Development and Research	-	$1.5	-	-	$1.5	-
Other Enabling Strategies	-	$1.5	-	-	$1.5	-
RESIDENTIAL PROGRAMS						
Efficient Products[3]	$13.3	$7.0	1.9	$13.3	$4.0	3.3
Existing Houses[3]	$24.3	$12.6	1.9	$24.3	$9.7	2.5
New Houses	$10.0	$6.8	1.5	$10.0	$4.3	2.3
Home Energy Report[3]	$1.3	$0.9	1.5	$1.3	$0.9	1.5
PROGRAMS						
Prescriptive	$22.5	$8.4	2.7	$22.5	$4.5	5.0
Custom	$47.6	$23.1	2.1	$47.6	$9.2	5.1
Small Business Direct Install	$16.7	$7.9	2.1	$16.7	$6.0	2.8
Total	**$135.7**	**$71.7**	**1.9**	**$135.7**	**$43.7**	**3.1**

Currency is expressed in 2012 dollars. Numbers may not sum exactly due to rounding.

1. TRC compares the sum of ENSC's and participants' investments against the direct benefits to Nova Scotia (such as avoided costs).

2. PAC compares ENSC's (i.e. NSPI ratepayers') costs against the direct benefits to Nova Scotia (avoided costs of electrical capacity and energy).

2 3. Includes participation by low-income households

Request IR-6:

With respect to Appendix A, the 2012 DSM Plan, please provide customer participation rates for each of the residential and commercial & industrial programs. Please present in terms of (a) number of customers participating in the program, and (b) percent of total eligible customers participating in the program.

Response IR-6:

For 2012, the number of units (U), participants (P) and facilities (F) are estimated in the following figure.

	A	**B**	**C**
2012	**Estimated Eligible Customers**	**Number of Units/Participants/Facilities**	**Participation Rate (C=B/A)**
Efficient Products	450,000	58,349 (U)	n/a*
Existing Houses	330,000	2,500 (P)	0.8%
New Houses	3,000	665 (P)	22.2%
Home Energy Report	380,000	65,000 (P)	17.1%
Prescriptive Rebates	40,000	86,640 (U)	n/a*
C&I Custom	2,500	200 (F)	8.0%
Small Business Direct Install	35,000	650 (F)	1.9%

* Not applicable, one customer may install multiple measures.