

Table C-4: Performance Award Indicators for the Year 2000

Program	Indicator	Type	Performance Target	Form of Verification	Entity Responsible for Verification	
<b>Residential</b>						
1	EEP	Development of strategy, marketing plan, and materials for expanding program to small C&I customers.	ACT	9/1	Copies of C&I marketing and implementation plan and any marketing materials called for in the plan	CA
2	RNC	Expansion/enhancement of statewide program - outreach to each utility not currently participating in program, and development of mechanisms to identify and recruit new construction projects in those service territories; analyze/develop introduction of recessed fixtures.	ACT	10/1	Records of utility contacts and description of mechanisms in place to coordinate promotion of program; documentation of analysis/development of adding recessed fixtures	CA
3	LISF	Establishment of EEU-Weatherization Assistance Program agency referral systems.	ACT	9/1	Copies of written procedures/protocols	CA
4	LISF	Introduction of one or more major new measures (possibilities include refrigerator replacement, efficient hard-wired lighting fixtures, and/or efficient torchieres).	ACT	11/1	Copies of measure installation protocols and schedules for training of one or more WAP agencies in use of protocols	CA
<b>Commercial and Industrial</b>						
5	CEO	Revision and expansion of lighting prescriptive measures and incentives, and deploy in field.	ACT	11/1	Copy of new prescriptive worksheets, list of projects where worksheets were used	CA
6	CEO	Development of Comprehensive Track (as defined in Section B.3.b.1.1.2 of the <i>Response</i> ) for implementation roll-out in 2001.	ACT	12/31	Copy of implementation procedures document	CA
7	CEO	Development of savings methodology, procedure for identifying and serving Act 250 projects, and protocol for coordination with <i>DPS</i> .	ACT	7/1	Memo describing ACT 250 project implementation process and procedures for establishing baseline and savings calculations	CA
8	REEP	Development of standardized procedures for participation in the Comprehensive Track (as defined in Section B.3.b.1.1.2 of the <i>Response</i> ) for major rehab and new construction.	ACT	12/31	Copy of worksheets and/or procedures manual	CA
9	REEP	Development and delivery of at least 1 technical training session targeted at architects, engineers, or building managers. Includes development of curriculum, outreach to target market, and coordination and delivery.	ACT	12/31	Copy of agenda(s) and curricula. List of attendees. CA invited to all sessions	CA
<b>Cross-Program</b>						
10	na	Completion and adoption of master Quality Assurance Plan (including completion of quality assurance checks as described in Section B3.d.7 of the <i>Response</i> ).	ACT	12/31	Copy of plan and results of QA audits for each program	CA
11	na	Execution of Energy Star MOU with DOE/EPA	ACT	6/1	Copy of signed MOU	CA
12	na	Deployment of all components of IT database application (as described in "Final System Deployment for All Components of Database Application" in Section H.9.a of the <i>Response</i> ).	ACT	8/1	On-site inspection & demonstration	CA
13	Emerging Markets	Provision of opportunities for significant public input in the Emerging Markets Initiative(s) planning process, by sponsoring at least 1 public workshop jointly with <i>DPS</i> , and meeting at least once with the EEU Advisory Committee.	ACT	9/1	Copy of minutes from workshop(s) and advisory panel meeting(s).	CA
14	na	Development of method for calculating Total Resource Benefits.	ACT	10/1	Memo describing agreed-upon method that has been developed with <i>DPS</i> .	<i>DPS</i> or CA

ACT = Activity; PR = Program Result; MI = Market Indicator  
CA = *Contract Administrator*; *DPS* = Department of Public Service  
NA = Not Applicable

**Table C-6: Performance Award Indicators for the Year 2001**

Program	Indicator	Type	Things to be determined	Baseline	Form of Verification	Entity Responsible for Verification	Holdback Indicator? Y/N	
<b>Residential</b>								
1	EEP	A specified increase in % of retailers participating in program (if current definition of agreement is to continue) or % of retailers signing new, more substantive agreement for program participation.	PR	(1) whether definition of dealer "participation" will change and how; (2) specific participation goal (or level of increase)	Baseline for current definition of participation is readily available from 1999 utility program records; baseline for any new definition will be 0.	Signed retailer agreements. If possible, target is a weighted average based on sales volume.	CA	N
2	RNC	Implementation of major new program design changes and/or enhancements.	ACT	(1) specific changes and/or enhancements (could include focus on Energy Star, lighting design, energy efficient mortgages and/or other areas), and (2) target date(s) for implementation	Year 2000 program design.	Verification procedures will depend on enhancements targeted, but will likely be focused on dates of formal program announcements, dates incentive changes go into effect, and/or dates marketing materials are developed and made available.	CA	N
<b>Commercial and Industrial</b>								
3	CEO	Development and deployment of pilot commissioning program component.	ACT	(1) specific strategies and services, and (2) target date(s) for implementation	Not Applicable	Copy of program plan and/or materials submitted.	CA	N
4	Farm	Holdback indicator. Possibility includes: development of strategy and implementation procedures to maximize capture of market driven farm opportunities under CEO post 2001.	ACT	(1) Most appropriate indicator of success	Not Applicable	To Be Determined	DPS or CA	Y
5	REEP	Development and deployment of program strategy to target private, non-subsidized rental market.	ACT	(1) specific strategies and services, and (2) target date(s) for implementation	Year 2000 program design.	Copy of program plan and/or materials submitted.	CA	N
<b>Cross Program</b>								
6	Emerging Markets	Holdback indicator(s). Possibilities include: activities to deploy initiatives; specific initiative participation levels.	ACT or PR	(1) define EM initiatives, (2) most appropriate indicator(s) of success.	Not Applicable	To Be Determined	DPS or CA	Y (may be multiple indicators)

ACT = Activity; PR = Program Result; MI = Market Indicator

CA = *Contract Administrator*; DPS = Department of Public Service

Holdback Indicator = Performance indicators that could not be precisely defined at the time this *Agreement* was signed, but were included to recognize the parties' intent to define a date a specific indicator to measure the *Contractor's* performance implementing a particular *Core Program*

**Table C-7: Performance Award Indicators for the Year 2002**

Program	Indicator	Type	Things to be determined	Baseline	Form of Verification	Entity Responsible for Verification	Holdback Indicator? Y/N		
<b>Residential</b>									
1	EEP		A specified increase in market share of Energy Star products.	PR	(1) amount of increase, and (2) specific products targeted	To be developed by <i>DPS</i> in 2000.	If possible, both baseline and program result will be estimated from dealer reported sales data. If that is not possible, a proxy for market share, such as % of floor models meeting the program standard, may be used.	<i>DPS</i>	N
2	RNC		A specified increase in market share for "efficient" homes.	PR	(1) definition of "efficient", (2) amount of increase in market share, and (3) methodology for estimating size of market	Both the methodology for estimating size of the market (e.g. number of building permits) and an estimate of baseline market share for "efficient" homes to be developed by <i>DPS</i> in 2000.	Numerator is number of new homes either certified to meet efficiency standard or which commit to build to standard. Commitment is a written agreement from builder after plans are reviewed and info on upgrades needed to meet standard are provided by program. Denominator is still to be determined - may be estimated number of building permits issued in state.	<i>DPS</i>	N
3	RNC		Holdback indicator. Possibilities include: demonstrated success of new program design enhancements implemented in 2001.	PR	(1) specific program impact indicator - possibilities include increases in use of efficient recessed cans, efficient appliances, lighting design guidelines, and/or efficient mortgages; (2) magnitude of numerical goals; (3) verification methodology	To be developed by <i>DPS</i> in 2001.	To be determined - depends on the program impact that is targeted.	CA	Y
4	LISF		A specified increase in average kWh savings per participant.	PR	(1) amount of increase	To be developed with <i>DPS</i> based on 1998-99 utility program data.	Based on savings algorithms for installed measures and tracking data on measures installed.	CA	N
<b>Commercial and Industrial</b>									
5	CEO		Participation in comprehensive track (ratio of completed comprehensive participants >30,000 sq. ft. to total completed new construction participants >30,000 sq. ft.).	PR	(1) Participation % target	Current utilities do not offer the comprehensive track anticipated. Baseline is zero.	<i>EEU</i> tracks all new construction participants.	CA	N
6	CEO		New Construction Completed Participation (% of eligible market reached, by project)	PR	(1) Participation % target; (2) <i>DPS</i> ability and cost to track data	1999 new construction participation among VT utilities.	<i>EEU</i> tracks participants (for ACT 250, participant claims based on consensus protocol developed between <i>EEU</i> and <i>DPS</i> (see 2000 Activity Milestone)). <i>DPS</i> tracks new construction through state and municipal data.	<i>DPS</i> or CA	Y

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Program	Indicator	Type	Things to be determined	Baseline	Form of Verification	Entity Responsible for Verification	Holdback Indicator? Y/N	
7	CEO	Holdback indicator. Possibilities include: Commissioning program component indicator, based on number of active (not completed) commissioning participants.	PR	(1) Target number of active projects; Defined as outcome of 2001 Activity Milestone	Current utilities do not offer commissioning. Baseline is zero.	EEU tracks participants receiving commissioning services or commissioning incentives.	CA	Y
8	Farm	Holdback indicator. Possibility includes CEO farm participation.	PR or MI	(1) Most appropriate indicator of success	Existing CEO farm participation.	To Be Determined	DPS or CA	Y
9	REEP	Holdback indicator. Possibility includes participation target for private non-subsidized units.	PR or MI	(1) Target participation level. Defined as outcome of 2001 Activity Milestone.	1999 participation level among private, non-subsidized units.	To Be Determined	DPS or CA	Y
10	REEP	Percentage penetration of Public Housing Authority grant applications to HUD that incorporate efficiency measures.	PR	(1) Target penetration level	1999 penetration of efficiency projects included in PHA grant applications.	Obtain copies of grant applications.	CA	N
<b>Cross Program</b>								
11	Emerging Markets	Holdback indicator(s). Possibilities include: total resource benefits; specific initiative participation levels.	PR or MI	(1) Define EM initiatives;(2) most appropriate indicator(s) of success	Not Applicable	To Be Determined	DPS or CA	Y (may be multiple indicators)
12	Not Applicable	A specified increase in awareness of efficiency in general, including Energy Star, the EEU, and its programs and services.	MI	(1) Define specific awareness parameters to be measured; (2) develop survey instruments and methodology for measurement; (3) Set target awareness levels for each parameter	Not Applicable	DPS conducts annual consumer surveys to monitor trends.	CA	N

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