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PUBLIC SERVICE  
COMMISSION

September 28, 2011

Mr. Jeff DeRouen, Executive Director  
Kentucky Public Service Commission  
211 Sower Boulevard  
Frankfort, KY 40601

**RE: Request to modify and extend Demand Side Management Program and Cost Recovery Mechanism**

Dear Mr. DeRouen:

Atmos Energy Corporation (Company) herewith submits an original and three (3) copies of an application and supporting schedules to request to modify and extend the Company's current Demand Side Management (DSM) program. Per the Commission's Order in Case No. 2010-00305, the Company's next DSM application was to be filed no later than October 1, 2011. The current DSM program expires on December 31, 2011. The Company requests to renew its modified program for a period of five (5) years.

The Company's current DSM program and cost recovery mechanism was last approved by Commission Order in Case No. 2008-00499 on September 2, 2009 and modified in Case NO. 2010-00305 on June 21, 2011. The Company's initial program was designed to provide annual funding for weatherization services to eligible, low-income households served by the Company. Day to day administration of the program (applicant screening, energy audits, contractor hiring, etc.) is conducted by various community action agencies and invoiced back to the Company on a per household basis. The Company then reimburses the agency from the funds it has collected under tariffs for this purpose. The Company's existing program has been in effect for approximately ten (10) years.

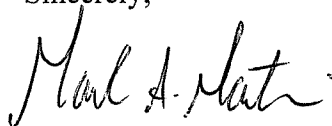
In 2008, the Company proposed to continue the weatherization component, and to include a rebate component and an education component. The Company proposes to continue all existing programs as modified herein. Also, the Company proposes to continue a lost sales component as well as an incentive component.

Included in this filing, the Company is submitting supporting schedules for the cost recovery, and the proposed Fourth Revised Sheet No. 39 canceling Third Revised Sheet No. 39, the existing First Revised Sheet No. 40 canceling Original Sheet No. 40 and the proposed Twelfth Revised Sheet No. 41 canceling Eleventh Revised Sheet No. 41.

The Company would greatly appreciate the Commission's expedited review of the proposed tariff extension. If the Commission is unable to render approval by the current expiration date of December 31, 2011, the Company respectfully requests the Commission to allow the current benefits and funding of the DSM program to continue until final action by the Commission on this request.

Please contact myself at 270.685.8024 if the Commission or Staff has any questions regarding this matter.

Sincerely,

A handwritten signature in cursive script that reads "Mark A. Martin".

Mark A. Martin  
Vice President, Rates & Regulatory Affairs

Enclosures

cc: Collaborative Board Members  
Mr. Mark R. Hutchinson  
Mr. Bill Greer  
Mr. Victor Edwards

COMMONWEALTH OF KENTUCKY  
BEFORE THE PUBLIC SERVICE COMMISSION

IN THE MATTER OF:

APPLICATION OF ATMOS ENERGY CORPORATION )  
TO EXTEND ITS DEMAND-SIDE MANAGEMENT PROGRAM, ) Case No.  
AS AMENDED, AND COST RECOVERY MECHANISM, ) \_\_\_\_\_  
AS AMENDED FOR FIVE (5) YEARS )

**APPLICATION**

Atmos Energy Corporation ("Atmos") or ("Applicant") by counsel, hereby applies to the Kentucky Public Service Commission ("Commission") for an Order authorizing it to extend its Demand-Side Management Program ("DSM Program") and its DSM Cost Recovery Mechanism ("DSMCR") for five (5) years, through December 31, 2016.

In support of this application, Atmos states as follows:

1. Atmos is a corporation duly qualified under the laws of the Commonwealth of Kentucky to carry on its business in the Commonwealth.

2. Atmos is an operating public utility engaged in the business of supplying natural gas to the public in numerous cities, towns, and communities in Western and South Central Kentucky.

3. A certified copy of Applicant's Amended and Restated Articles of Incorporation is already on file with the Commission in the Matter of: The Application of Atmos Enemy Corporation for An Order Authorizing a \$900,000,000 Universal Shelf Registration, Case No. 2006-00387.

4. This Application is filed pursuant to KRS 278.285 which authorizes the Commission to determine the reasonableness of demand-side management plans proposed by utilities subject to its jurisdiction.

5. Atmos' DSM Program and Cost Recovery Mechanism were initially approved as a three (3) year pilot program, to run through 2002, as part of Atmos' general rate case proceeding in Case No. 1999-

00070. In Case No. 2002-00405, it was approved for an additional three (3) years, to run through 2005. Additionally, in Case No. 2005-00515, Atmos' DSM Program, as modified, was approved for three (3) more years to run through December 31, 2008. Finally, in Case No. 2008-00499, Atmos' DSM Program, as modified, was approved for three (3) more years to run through December 31, 2011. In Case No. 2010-00305, the Commission approved a settlement between Atmos and the Attorney General's office, but the settlement did not alter the termination date.

Accordingly, the current DSM Program is scheduled to expire as of December 31, 2011. If the Commission will be unable to take final action on this Application prior to the tariffs' proposed effective date of January 1, 2012, Atmos requests the Commission to allow the current benefits and funding of the DSM Program to continue until final action by the Commission.

6. Attached under Tab #1 is a summary of Atmos' proposed DSM Program, as modified, including a description of the new proposed rebate component and education component.

7. The DSM program was designed originally to provide annual funding for weatherization services to eligible, low income households served by the Company. Day to day administration of the program (applicant screening, energy audits, contract hiring, etc.) is conducted by various community action agencies and invoiced back to the Company on a per household basis. The Company then reimburses the agency from the funds it has collected under tariffs for this purpose.

8. As reflected in the attached summary, the Company is proposing to continue the weatherization component and to expand the rebate component and the education component. Atmos proposes to also increase the average funding available per qualifying low income household from \$2,500.00 to \$3,000.00. Atmos also proposes to increase the cap from \$350,000 to \$375,000. The cost of weatherization has continued to increase since the last renewal of the program and Atmos believes it is imperative to provide more to the customers that needs the assistance the most. Also, increasing the average funding to \$3,000.00 per qualifying household would bring our Kentucky weatherization program

more in line with our Missouri and Iowa weatherization programs. Finally, since the American Recovery and Reinvestment Act (ARRA) funds are set to expire, additional funding will be necessary to continue and to sustain weatherization programs.

9. Atmos proposes to maintain the existing residential appliances that are available for rebates, but proposes to tier the rebates so that the higher the efficiency of the appliance, the higher the rebate amount. Also, Atmos proposes to expand the rebate program to its commercial class as well. The amount of rebates and the guidelines for qualifying and disbursing the rebates are set forth in more detail in the attached summary.

10. Atmos proposes to expand its targeted elementary school education program to an overall education program. The proposed education program would encompass any class room level as well as include any requested adult literacy. The intent will be to educate the students as well as adults concerning the importance of energy conservation and to introduce ways to reduce their family's energy consumption through various low or no cost efficiency measures. The program will be administered by Company personnel. Atmos proposes to continue to recover the expenses associated with this program as well as expenses associated with customer awareness, program administration, supplies, program overhead as well as lost sales and incentive components. For additional detail, see the attached summary attached under the heading "Cost Recovery".

11. There is further attached to this Application under Tab #2, the supporting schedules for Atmos' proposed cost recovery. Under Tab #3 are attached the proposed Fourth Revised Sheet No. 39 canceling Third Revised Sheet No. 39, the proposed First Revised Sheet no. 40 canceling the Original Sheet No. 40 and the proposed Twelfth Revised Sheet No. 41 canceling the Eleventh Revised Sheet No. 41. Lastly, Atmos' most recent Atmos Cares Report is attached under Tab #4.

12. Correspondence and communications with respect to this Application should be directed to:

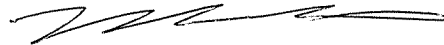
Mark A. Martin  
Atmos Energy Corporation  
3275 Highland Pointe Drive  
Owensboro, Kentucky 42303

Douglas C. Walther  
Atmos Energy Corporation  
PO Box 650205  
Dallas, Texas 75265

Mark R. Hutchinson  
611 Frederica Street  
Owensboro, Kentucky 42301

WHEREFORE, for the reasons stated herein, Atmos respectfully requests the Commission to enter an Order modifying and extending Atmos' DSM program and Costs Recovery Mechanism as herein requested for a period of five (5) years; for an order approving the tariffs attached under Tab #3; and, for an order continuing the current DSM Program and funding until the Commission has entered an order taking final action in this proceeding.

Respectfully submitted this 28<sup>TH</sup> day of September, 2011.



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Mark R. Hutchinson  
611 Frederica Street  
Owensboro, Kentucky 42301

Douglas Walther  
ATMOS ENERGY CORPORATION  
PO Box 650250  
Dallas, Texas 75265

## VERIFICATION

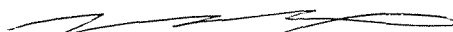
I, Mark A. Martin, being duly sworn under oath state that I am Vice President of Rates and Regulatory Affairs for Atmos Energy Corporation, Kentucky/Midstates Division, and that the statements contained in the foregoing Petition are true as I verily believe.



Mark A. Martin

## CERTIFICATE OF SERVICE

I hereby certify that on the 28<sup>TH</sup> day of September, 2011, the original of this Application, together with eleven (11) copies were filed with the Kentucky Public Service Commission, 211 Sower Blvd., P.O. Box 615, Frankfort, Kentucky 40206 and upon Dennis Howard, Office of Attorney General, 1024 Capital Center Drive, Suite 200, Frankfort, Kentucky 40601.



Mark R. Hutchinson

# **Demand-Side Management Program**

**Atmos Energy**



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## **Program Overview**

### **Program Mission**

It is the desire of Atmos Energy (Atmos/Company) to promote the prudent use of natural gas as one of our most valued domestic natural resources. The promotion and implementation of conservation measures by the consumer are an intricate part of our strategy and a sound national energy policy. In accordance with that policy and philosophy, we would prefer to expand our existing program to benefit our customers and bring attention to the importance of conservation.

### **Discussion**

The Company has had a Demand-Side Management (DSM) program in place for at least twelve (12) years. Throughout the program's history, the Company is unaware of any customer being turned down for any component of the program. The program was designed to benefit our low-income customer base. The only tenant of our historical program was a weatherization component. The weatherization program was capped at \$200,000 annually and \$1,500 per qualifying household. The weatherization program was administered through a partnership with our local help agencies. In Case No. 2008-00499, the Commission approved the Company's request to eliminate the cap and to increase the funds available per qualifying household from \$1,500 to \$3,000. In Case No. 2010-00305, the Commission approved a settlement between the Company and the Attorney General's office of a cap of \$350,000 and to decrease the funds available per qualifying household from \$3,000 to \$2,500. Our existing program is set to expire on December 31, 2011. The Company would like to continue its existing DSM program as modified herein for a period of five years.

The proposed program remains a demand-side management program which aligns the interest of the Company with that of the customer. The proposed program encourages customers to conserve and efficiently use natural gas while not acting as a detriment to the financial performance of the Company. The Company proposes to increase the available funds per qualifying low-income household while modifying the existing rebate and educational programs.

The Company proposes to increase the average funding available per qualifying low-income household from \$2,500 to \$3,000. The Company also proposes to increase the cap from \$350,000 to \$375,000. The cost of weatherization has continued to increase since the last renewal of the Company's program and the Company believes that it is imperative to provide more to the customers that need assistance the most. Also, increasing the average funding to \$3,000.00 per qualifying household would bring our Kentucky weatherization program more in line with our Missouri and Iowa weatherization programs. Finally, since the American Recovery and Reinvestment Act

(ARRA) funds are set to expire, additional funding will be necessary to continue and to sustain weatherization programs.

While Atmos is in business to sell natural gas and make a profit from those sales, the trend of customers going off service to use alternative fuels serves as a reminder to the Company of its commitment to service and to maintain long term customers. The investment of facilities to bring gas service to a community is contingent on those customers remaining satisfied consumers for an extended period of time to properly recover the investment.

Over the last several years, Atmos has fielded consumer inquiries concerning possible heating equipment upgrade incentives and information related to lowering natural gas consumption through conservation and increased insulation measures. To meet the public interest and assist our customer base, Atmos in turn developed its rebate program. The Company also has helpful links and conservation tips on its website. Customers can also conduct a home energy audit on-line as well.

The existing rebate program is available to any new or existing residential customer. The Company has rebates for furnaces, boilers and water heaters. The Company proposes to maintain the existing residential appliances that are available for rebates, but proposes to tier the rebates so that the higher the efficiency of the appliance, the higher the rebate amount. Also, the Company proposes to expand the rebate program to its commercial class as well. These rebate programs will be discussed in greater detail in later sections.

The Company has an education program. The Company currently targets elementary aged (either 4<sup>th</sup> or 5<sup>th</sup> graders) children within the Company's service territory. The intent has been to educate the students concerning the importance of energy conservation, and to introduce ways to reduce their family's energy consumption through various low or no-cost efficiency measures. The program has been administered by Company personnel. Atmos proposes to expand its targeted elementary school education program to an overall education program. The proposed education program would encompass any class room level as well as include any requested adult literacy. The Company proposed to continue to administer the program with Company personnel.

In addition to the programs identified above, the Company is also proposing to recover expenses associated with customer awareness, program administration, supplies, program overhead as well as lost sales and incentive components. The lost sales and incentive components will be discussed in more detail in the Cost Recovery section.

### **Program Benefits**

When considering energy efficiency from natural resource to end use, natural gas at the wellhead has 10 BTUs and arrives at the consumer's home around 9 BTUs of energy. Whereas electricity requirements at a power plant of 10 BTUs of coal or oil through the

generation process only produce 3 BTUs of electricity to the consumer. As a resource, natural gas is more efficient.

Atmos has designed its Program to proactively address the concerns of its residential customer base related to decreasing consumption. The Program's mission is to decrease consumption through conservation and the efficient use of natural gas.

The decrease in gas usage of many of these customers through conservation or more efficient equipment will benefit Atmos by having more satisfied customers. It will benefit the general population by preserving for future use more natural gas.

### **Conservation**

The Program promotes energy conservation through a home weatherization component for low-income customers as well as an education component for school children as well as adults. As a result of the weatherization program, the participant's home will become more efficient so that the customer can conserve natural gas. The education program was initially designed to target elementary age children. The goal was two fold. The first part was to encourage conservation at an early age. The second part was the desire that children take the material home to their parents/guardians. The Company believes that expanding its education program to all grade levels as well as any adult audience, will only help expand awareness and hopefully change usage patterns. Additionally, conservation tips are posted on the Company's website and are periodically mailed to Atmos' residential customers which give them facts and tips to promote overall conservation.

### **Efficiency**

A key component of Atmos' DSM Program is the transition from older, antiquated gas fired equipment to newer technologies with higher efficiencies. This is an important step for many consumers to better the use of natural gas.

The program allows for rebate incentives for both the installation of a high efficiency natural gas appliance in new construction and the upgrade of existing Atmos customers from their existing appliances to high efficiency models. Program rebates are currently available for high efficiency gas furnaces, boilers and water heaters.

### **Rate Recovery**

The Program has a Demand-Side Management Cost Recovery Component (DSMRC) which is a billing adjustment to recover all direct and indirect costs associated with the program. To align the interest of the Company with that of the customer, the DSMRC

also recovers the demand charges associated with the lost margin on the program participants, as well as an incentive based on the commodity savings generated through the Program.

If the commercial rebate program is approved, the Company will need to have two recovery components. One factor would only be for the residential class and the other factor would only be for the commercial class. The Company proposes two recovery factors so that one class does not subsidize the other. The costs of the residential programs should be borne by the residential class and the costs of the commercial program should be borne by the commercial class.

## **High Efficiency Heating Program**

### **Program**

Existing or new conversion customers that change their current heating system (natural gas, propane, electric) to a high efficiency forced air gas furnace or high efficiency gas boiler are eligible for rebates under the Program. New homes shall be eligible for the same program if a high efficiency model is installed. Rebate amounts are determined per heating unit.

### **Product Information**

High efficiency gas furnaces operate without a standing pilot that burns gas continuously. This saves the customer money. Ninety percent plus efficiency gas furnaces offer the consumer optional multiple stage burners and variable speed fan packages to improve their efficient use of natural gas. It is possible that a high efficiency furnace could save up to 40% of the energy cost over older technology units.

### **Product Requirement, Qualifications, Rebate**

<b>Equipment Type</b>	<b>Efficiency Level</b>	<b>BTU Input</b>	<b>Rebate Amount</b>
Forced Air Furnace	AFUE 90-93%	30,000 or greater	\$200.00
	AFUE 94-95%	30,000 or greater	\$325.00
	AFUE 96% or >	30,000 or greater	\$400.00
Boiler	AFUE > 85%	30,000 or greater	\$250.00
Programmable Thermostat			\$25.00

### **Guidelines**

High efficiency gas heating equipment installation must have occurred after the program inception date of January 1, 2012. If a Commission Order has not been issued prior to January 1<sup>st</sup>, the existing rebate levels will be remitted. Equipment must meet the above stated qualifications and be EnergyStar approved or other similar organization. All equipment must be properly installed and meet the code requirements as stated by the NFPA 54 handbook and all State and local code requirements. Rebates must be redeemed through the Administrator outlined below. Participating Retailers and rebate forms will be available at all of the Company's Kentucky office locations as well as on the Company's website, or by calling 1-xxx-xxx-xxxx. Each participant will receive a rebate after the completed rebate form is submitted with proper information. Upon receipt of a properly completed rebate form and associated documents, the Administrator will issue a check to the Participant within eight (8) to ten (10) weeks.

### **Rebate Disbursement**

The Company will continue to utilize a third party vendor for the rebate disbursement. The Company has used Energy Federation, Inc. (EFI) to administer its KY rebate programs as well as similar rebate programs in Iowa and Missouri. The success of those programs and the existing relationship with EFI seemed like a natural fit to continue for this Program.

## High Efficiency Water Heater Program

### Program

Existing or new conversion customers that change their current water heater (natural gas, propane, electric) to a high efficiency natural gas tank model or tankless model are eligible for rebates. New homes shall be eligible for rebates if a high efficiency model is installed. Rebate amounts are determined per heating unit.

### Product Information

High efficiency gas water heaters are constructed with increased insulation along the outer shell and the addition of heat retention baffles inside the flue. Most power vent gas water heaters incorporate submerged combustion chambers and their burner configurations actually heat a greater area of water. Tankless water heaters have no standing pilot light and typically utilize around 25 % less fuel than those with pilot lights. Natural gas water heaters have a higher recovery rate since there is not an electric element to heat up like on the electric models. Gas water heaters typically have a longer life due to the simplistic nature of a gas burner and over time will not lose their efficiency as tends to happen with electric heating elements. Conventionally vented or direct vent gas water heaters are not affected by power outages. Gas water heaters will lessen summer electric load and, therefore, decrease peak electric demand issues on the hottest of summer days. As the cleanest burning of all the fossil fuels, natural gas fired water heaters offer benefits to the environment and can lessen the pollution concerns of electric power generation by lowering the load requirements.

### Product Requirement, Qualifications, Rebate

<b>Equipment Type</b>	<b>Efficiency Level</b>	<b>Unit Requirement</b>	<b>Rebate Amount</b>
High Efficiency Tank Model	Energy Factor (EF) 0.62-0.66	40 gallon or greater	\$200.00
High Efficiency Tank Model	EF 0.67 or greater	40 gallon or greater	\$300.00
Tankless Model	EF > 0.82		\$400.00

### Guidelines

Water heater installation must have occurred after the program implementation date of January 1, 2012. If a Commission Order has not been issued prior to January 1<sup>st</sup>, the existing rebate levels will be remitted. Equipment must meet the above stated qualifications and be EnergyStar approved or other similar organization. All equipment must be properly installed and meet the code requirements as stated by the NFPA 54



handbook and all State and local code requirements. Rebates must be redeemed through the Administrator outlined below. Participating Retailers and rebate forms will available at all of the Company's Kentucky office locations as well as on the Company's website, or by calling 1-xxx-xxx-xxxx. Each participant will receive a rebate after the completed rebate form is submitted with proper information. Upon receipt of a properly completed rebate form and associated documents, the Administrator will issue a check to the Participant within eight (8) to ten (10) weeks.

### **Rebate Disbursement**

The Company will continue to utilize a third party vendor for the rebate disbursement. The Company has used Energy Federation, Inc. (EFI) to administer its KY rebate programs as well as similar rebate programs in Iowa and Missouri. The success of those programs and the existing relationship with EFI seemed like a natural fit to continue for this Program.

## **Commercial Cooking Program**

### **Program**

Existing or new commercial customers that change their current cooking equipment (natural gas, propane, electric) to a high efficiency natural gas models are eligible for rebates under the Program. New businesses shall be eligible for the same program if a high efficiency model is installed. Rebate amounts are determined per heating unit.

### **Product Information**

Buildings with restaurants and other food service operations are very energy intensive, consuming roughly 2.5 times the energy per square foot as other commercial buildings. Utility cost savings of 10 to 30 percent are achievable without sacrificing service, quality, style or comfort – all while making significant contributions to a cleaner environment. Aside from gas savings, installation of EnergyStar steamers could also provide water savings up to 90% over standard models.

### **Product Requirement, Qualifications, Rebate**

<b>Equipment Type</b>	<b>Efficiency Level</b>	<b>Rebate Amount</b>
Fryer	EnergyStar	\$500.00
Griddle	EnergyStar	\$500.00
Oven	EnergyStar	\$500.00
Steamer	EnergyStar	\$500.00

### **Guidelines**

High efficiency gas cooking equipment installation must have occurred after the program inception date of January 1, 2012. If a Commission Order has not been issued prior to January 1<sup>st</sup>, no rebate will be remitted. Equipment must meet the above stated qualifications and be EnergyStar approved or other similar organization. All equipment must be properly installed and meet the code requirements as stated by the NFPA 54 handbook and all State and local code requirements. Rebates must be redeemed through the Administrator outlined below. Participating Retailers and rebate forms will available at all of the Company's Kentucky office locations as well as on the Company's website, or by calling 1-xxx-xxx-xxxx. Each participant will receive a rebate after the completed rebate form is submitted with proper information. Upon receipt of a properly completed rebate form and associated documents, the Administrator will issue a check to the Participant within eight (8) to ten (10) weeks.

### **Rebate Disbursement**

The Company will continue to utilize a third party vendor for the rebate disbursement. The Company has used Energy Federation, Inc. (EFI) to administer its KY rebate programs as well as similar rebate programs in Iowa and Missouri. The success of those programs and the existing relationship with EFI seemed like a natural fit to continue for this Program.

## **Cost Recovery**

The Company will recover its costs associated with the residential programs through the DSM Cost Recovery Mechanism-Residential (DSMRCCR) which is a tariff rate that is applicable to all residential customers. The Company will recover its costs associated with the commercial program through the DSM Cost Recovery Mechanism-Commercial (DSMRCC) which is a tariff rate that is applicable to all commercial customers. Both tariff rates can be broken down into the following four specific components:

- DSM Cost Recovery-Current (DCRC)
- DSM Lost Sales Adjustment (DLSA)
- DSM Incentive Adjustment (DIA)
- DSM Balance Adjustment (DBA)

### **DCRC**

Under the tariff, the DCRC shall include all actual costs, direct and indirect, under this program which has been approved by the Commission. This includes all direct costs associated with the program including rebates paid under the program, the cost of educational supplies, and customer awareness related to conservation/efficiency. In addition, indirect costs shall include the costs of planning, developing, implementing, monitoring, and evaluating DSM programs. In addition, all costs incurred by or on behalf of the program, including but not limited to costs for consultants, employees and administrative expenses, will be recovered through the DCRC.

### **DLSA**

To effectively promote and execute the program, the Company shall recover the annual lost sales attributable to customer conservation/efficiency created as a result of the Program. This aligns the Company's interest with that of its customers by reducing the correlation between volume and revenue for those customers who elect to participate in the program. The lost sales are the estimated conservation, per participant, times the base rate for the applicable customer. The goal is to make the Company whole for promoting the program. Lost sales are based on the cumulative lost sales since the program inception and will reset when the Company completes a general rate case.

### **DIA**

As a result of the program, the customers who participate in the program will save on their gas bills due to decreased usage, which results in decreased commodity charges. As an incentive for the Company to devote the necessary monetary and physical resources to promote and administer the program, the Company will earn a fifteen percent (15%) incentive based on the net resource savings of the Program participants.

Net resource savings are defined as Program benefits less utility Program costs and participant costs where Program benefits will be calculated on the basis of the present value of Atmos' avoided commodity costs over the expected life of the Program. For the purpose of calculating

the Program benefits, a ten year Program life is assumed with future gas costs over the ten-year period based on projection in the Department of Energy's *Annual Energy Outlook*. The present value is calculated based on Atmos' discount rate used for financial reporting purposes which is based on the rates of high-quality fixed-income investment.

### **DBA**

The DBA is a balancing adjustment to adjust the current rates for any over-(under-) collections of the previous year's DSM rates. An interest factor is applied to any over-(under-) collections based on the Average 3-Month Commercial Paper Rate for the Program year.

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# Atmos Energy's Demand Side Management Application October 2011

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## Program Summary

		Year 1	
Total DSM Cost for recovery	California Tests	G-1 Residential	G-1 Commercial
		\$ <b>294,672</b>	\$ <b>183,925</b>
Program Costs	<u>DCRC</u>	\$ 507,246	\$ 54,628
Lost Sales	<u>DLSA</u>	\$ 44,588	\$ 15,797
Program Incentive	<u>DIA</u>	\$ 155,200	\$ 113,500
Program Balancing Adjustment	<u>DBA</u>	\$ (412,363)	\$ 0
Annual Average Recovery Cost per Customer	<u>DSMRC</u>	\$ 5.17	\$ 26.83

	<u>Benefit/ Cost Ratio</u>
<u>Participant Test</u>	2.40
<u>Program Admin Test</u>	2.65
<u>Ratepayer Impact Test (RIM)</u>	0.67
<u>Total Resource Cost Test (TRC)</u>	1.41

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy**  
**Demand Side Management (DSM) Program**  
**Atmos Energy Variable Data**

<b>Atmos Data</b>		based on 12 months from May 2010 thru April 2011		
1.	# Kentucky Residential Customers		153,261	
2.	Residential Sales Volumes (Ccf)		105,470,435	
1a.	# Kentucky Commercial Customers		17,245	
2a.	Commercial Sales Volumes (Ccf)		47,754,931	
3.	<b>Estimated Participants</b>	<b>Total</b>	<b>Residential</b>	<b>Commercial</b>
a)	Furnace AFUE 90 - 93	900	600	300
b)	Furnace AFUE 94 - 95	600	400	200
c)	Furnace AFUE 96 or >	300	200	100
d)	Boiler AFUE 85 -89	15	10	5
f)	Tank Water Heater EF .62 - .66	100	75	25
g)	Tank Water Heater EF .67 or >	200	150	50
h)	Tankless/Condensing Water Heater EF >.82	200	150	50
k)	Programmable Thermostat (manual)	900	600	300
l)	Weatherization	125	125	0
m)	Commercial Fryer	25	0	25
n)	Commercial Griddle	25	0	25
o)	Commercial Oven	25	0	25
p)	Commercial Steamer	25	0	25
4.	Atmos Distribution Charge \$	0.110		
5.	Average Heat use (ccf) per customer	466.00		
6.	Average water heating use (ccf) per customer	196.00		
7.	<b>Proposed Rebates</b>			
	Furnace AFUE 90 - \$	250		
	Furnace AFUE 94 - \$	325		
	Furnace AFUE 96 c \$	400		
	Boiler AFUE > 85 \$	250		
	Tank Water Heater \$	200		
	Tank Water Heater \$	300		
	Tankless/Condensi \$	400		
	Programmable The \$	25		
	Commercial Fryer E \$	500		
	Commercial Griddle \$	500		
	Commercial Oven E \$	500		
	Commercial Steam \$	500		
8.	Weatherization Pro \$	3,000		
9.	Incremental Cost of 90-93 AFUE furnace \$	654		
	Incremental Cost of 94-95 AFUE furnace \$	973		
	Incremental Cost of 96 or > AFUE furnace \$	1,467		
	Incremental Cost of 85-89 AFUE boiler \$	1,000		
	Incremental Cost of Programmable Thermostat \$	14		
	Incremental Cost of .62 EF tank W/H \$	71		
	Incremental Cost of .67 EF tank W/H \$	634		
	Incremental Cost of .82-.90 EF tankless W/H \$	836		
	Incremental Cost for Gas Fryer \$	50		
	Incremental Cost for Gas Griddle \$	60		
	Incremental Cost for Gas Oven \$	50		
	Incremental Cost for Gas Steamer \$	420		
10.	Discount Rate	8.81%		



## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Deemed Savings for Measures**

Measure	Efficiency Level	Kentucky	
		Savings (CCF)	Savings (Therm)
Forced Air Furnace	92% AFUE	126.6	130.3
Forced Air Furnace	94% AFUE	141.6	145.8
Forced Air Furnace	96% AFUE	156.0	160.6
Boiler	85% AFUE	49.0	50.4
Boiler	90% AFUE	92.5	95.1
Tank Water Heater	0.62 EF or greater	8.7	8.9
Tank Water Heater	0.67 EF or greater	23.4	24.1
Tankless Water Heater	0.82 - .90 EF	56.9	58.6
Tankless Water Heater	0.91 EF or greater	71.7	73.8
Condensing Water Heater	0.90 EF or greater	70.2	72.3
Programmable Thermostat	Manual	26.7	27.4
Weatherization	30% Savings	252.9	275.7
Fryer	EnergyStar	490.8	505.0
Griddle	EnergyStar	143.8	148.0
Oven	EnergyStar	297.4	306.0
Steamer	EnergyStar	1,036.0	1,066.0

**Atmos Energy's Demand Side Management Application October 2011**

**Atmos Energy  
Demand Side Management (DSM) Program  
Billing Factor Calculation**

Program Begins: January 1, 2012  
 Program Year End: December 31, 2012  
 Rate Effective: January 1, 2012

**DCRC = DSM Cost Recovery-Current**

Program Costs	G-1 Residential	G-1 Commercial
Rebates	\$ 497,500	\$ 278,750
Program Costs (Weatherization & Education)	\$ 395,000	\$ -
Customer Awareness	\$ 50,000	\$ 25,000
Program Administration	\$ 46,903	\$ 22,071
Supplies	\$ 6,700	\$ 3,300
Program Overhead	\$ 8,643	\$ 4,257
<b>Total Program Costs</b>	<b>\$ 1,004,746</b>	<b>\$ 333,378</b>
<b>Excluding Rebates</b>	<b>\$ 507,246</b>	<b>\$ 54,628</b>
<b>TOTAL DCRC</b>	<b>G-1 Residential \$ 507,246</b>	<b>G-1 Commercial \$ 54,628</b>

**DLSA = DSM Lost Sales Adjustment**

**Current Year Program Participation (Schedule A)**

Rate	# of Participants	CCF Conserved	Distribution Charge	Lost Sales
G-1 Residential Customers	2,310	224,660	\$ 0.1100	\$ 24,713
G-1 Commercial Customers	1,130	143,605	\$ 0.1100	\$ 15,797
<b>Total Current Year Lost Sales</b>	<b>3,440</b>	<b>368,265</b>		<b>\$ 40,510</b>
<b>Cumulative Prior Years Participation (Schedule B)</b>	<b>1,756</b>	<b>180,685</b>	<b>\$ 0.1100</b>	<b>\$ 19,875</b>
<b>TOTAL DLSC</b>	<b>5,196</b>	<b>548,950</b>		<b>\$ 60,400</b>

**DIA = DSM Incentive Adjustment**

	G-1 Residential	G-1 Commercial
Program Benefits (Schedule C)	\$ 1,542,183	\$ 811,466
Less: Program Costs	\$ (507,246)	\$ (54,628)
<b>Net Resource Savings</b>	<b>\$ 1,034,937</b>	<b>\$ 756,838</b>
Incentive Percentage	15%	15%
<b>DIA</b>	<b>\$ 155,200</b>	<b>\$ 113,500</b>

**DBA = DSM Balance Adjustment**

	G-1 Residential	G-1 Commercial
<u>Under/(Over) Recovery</u>	<u>Estimated Residential Sales</u>	<u>Balancing Adjustment</u>
\$ (412,362.61)	105,470,435	\$ (0.00391)
		New program; hence no balancing adjustment

**DSMRC = DSM Cost Recovery Component**

G-1 Residential	
Estimated Residential Sales	105,470,435 Ccf
Estimated Residential Customers	153,261
	<b>Recovery Amount      Rate, per Ccf</b>
DCRC	\$ 1,004,746      \$ 0.0095
DLSA	\$ 44,588      \$ 0.0004
DIA	\$ 155,200      \$ 0.0015
DBA	\$ (412,363)      \$ (0.0039)
<b>TOTAL DSMRC</b>	<b>\$ 792,172      \$ 0.00749</b>
Annual Cost Recovery per G-1 Residential Customers	\$ 5.17
G-1 Commercial	
Estimated Commercial Sales	47,754,931 Ccf
Estimated Commercial Customers	17,245
	<b>Recovery Amount      Rate, per Ccf</b>
DCRC	\$ 333,378      \$ 0.0070
DLSA	\$ 15,797      \$ 0.0003
DIA	\$ 113,500      \$ 0.0024
DBA	\$ -
<b>TOTAL DSMRC</b>	<b>\$ 462,675      \$ 0.0097</b>
Annual Cost Recovery per G-1 Commercial Customers	\$ 26.83

**Atmos Energy's Demand Side Management Application October 2011**

Atmos Energy  
Demand Side Management (DSM) Program  
Schedule A - Current Year Participation Detail

Program Year End: December 31, 2012

G-1 Residential Efficiency Heating Savings	Program	CCF Conservation		Rebate		Measure	
	Participants	Per Participant	Total	Amount	Total	Life	Source
Furnace AFUE 92 - 93	600	126.64	75,983	\$ 250	\$ 150,000	18	DEER
Furnace AFUE 94 - 95	400	141.65	56,660	\$ 325	\$ 130,000	18	DEER
Furnace AFUE 96 or >	200	156.04	31,207	\$ 400	\$ 80,000	18	DEER
Boiler AFUE > 85	10	48.95	490	\$ 250	\$ 2,500	18	DEER
Programmable Thermostat	600	26.67	16,004	\$ 25	\$ 15,000	15	DEER
<b>Totals</b>	<b>1,810</b>	<b>NA</b>	<b>180,343</b>	<b>NA</b>	<b>\$ 377,500</b>		

G-1 Commercial Efficiency Heating Savings	Program	CCF Conservation		Rebate		Measure	
	Participants	Per Participant	Total	Amount	Total	Life	Source
Furnace AFUE 92 - 93	300	126.64	37,991	\$ 250	\$ 75,000	18	DEER
Furnace AFUE 94 - 95	200	141.65	28,330	\$ 325	\$ 65,000	18	DEER
Furnace AFUE 96 or >	100	156.04	15,604	\$ 400	\$ 40,000	18	DEER
Boiler AFUE > 85	5	48.95	245	\$ 250	\$ 1,250	18	DEER
Programmable Thermostat	300	26.67	8,002	\$ 25	\$ 7,500	15	DEER
<b>Totals</b>	<b>905</b>	<b>NA</b>	<b>90,171</b>	<b>NA</b>	<b>\$ 188,750</b>		

G-1 Residential Water Heating Savings	Program	CCF Conservation		Rebate		Measure	
	Participants	Per Participant	Total	Amount	Total	Life	Source
Tank Water Heater EF 62 - 66	75	8.66	650	\$ 200	\$ 15,000	13	DEER
Tank Water Heater EF 67 or >	150	23.43	3,515	\$ 300	\$ 45,000	13	DEER
Tankless/Condensing Water Heater EF > .82	150	56.94	8,541	\$ 400	\$ 60,000	20	DEER
<b>Totals</b>	<b>375</b>	<b>NA</b>	<b>12,705</b>	<b>NA</b>	<b>\$ 120,000</b>		

G-1 Commercial Water Heating Savings	Program	CCF Conservation		Rebate		Measure	
	Participants	Per Participant	Total	Amount	Total	Life	Source
Tank Water Heater EF 62 - .66	25	8.66	217	\$ 200	\$ 5,000	13	DEER
Tank Water Heater EF 67 or >	50	23.43	1,172	\$ 300	\$ 15,000	13	DEER
Tankless/Condensing Water Heater EF > 82	50	56.94	2,847	\$ 400	\$ 20,000	20	DEER
<b>Totals</b>	<b>125</b>	<b>NA</b>	<b>4,235</b>	<b>NA</b>	<b>\$ 40,000</b>		

G-1 Commercial Cooking Equipment Savings	Program	CCF Conservation		Rebate		Measure	
	Participants	Per Participant	Total	Amount	Total	Life	Source
Fryer EnergyStar Rated	25	490.77	12,269	\$ 500	\$ 12,500	8	Energy Star
Griddle EnergyStar Rated	25	143.83	3,596	\$ 500	\$ 12,500	12	Energy Star
Oven EnergyStar Rated	25	297.38	7,434	\$ 500	\$ 12,500	10	NEEP
Steamer EnergyStar Rated	25	1,035.96	25,899	\$ 500	\$ 12,500	10	Energy Star
<b>Totals</b>	<b>100</b>	<b>NA</b>	<b>49,198</b>	<b>NA</b>	<b>\$ 50,000</b>		

Weatherization	Program	CCF Conservation		Rebate		Measure	
	Participants	Per Participant	Total	Amount	Total	Life	Source
	125	252.9	31,613	\$ 3,000	\$ 375,000	25	DEER

Education Program							
					\$	20,000	

Totals by Customer Class	Program	CCF Conservation		Rebate			
	Participants	Per Participant	Total	Amount	Total		
G-1 Residential Totals	2,310	Varies see above	224,660	Varies see above	\$ 892,500		
G-1 Commercial Totals	1,130	Varies see above	143,605	Varies see above	\$ 278,750		

%age Commercial	33%		39%			24%	
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## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Annual Savings**

**SAVINGS**

Year	G-1			G-1 Comm.		Weather-ization	Res. Total	Comm. Total	Total
	G-1 Res. Heating	G-1 Comm. Heating	G-1 Res. Water	G-1 Comm. Water	Cooking Equipment				
1	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
2	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
3	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
4	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
5	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
6	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
7	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
8	180,343	90,171	12,705	4,235	49,198	31,613	224,660	143,605	368,265
9	180,343	90,171	12,705	4,235	36,929	31,613	224,660	131,335	355,996
10	180,343	90,171	12,705	4,235	36,929	31,613	224,660	131,335	355,996
11	180,343	90,171	12,705	4,235	3,596	31,613	224,660	98,002	322,663
12	180,343	90,171	12,705	4,235	3,596	31,613	224,660	98,002	322,663
13	180,343	90,171	12,705	4,235	-	31,613	224,660	94,406	319,067
14	180,343	90,171	8,541	2,847	-	31,613	220,496	93,018	313,514
15	180,343	90,171	8,541	2,847	-	31,613	220,496	93,018	313,514
16	164,339	82,170	8,541	2,847	-	31,613	204,492	85,016	289,508
17	164,339	82,170	8,541	2,847	-	31,613	204,492	85,016	289,508
18	164,339	82,170	8,541	2,847	-	31,613	204,492	85,016	289,508
19	-	-	8,541	2,847	-	31,613	40,153	2,847	43,000
20	-	-	8,541	2,847	-	31,613	40,153	2,847	43,000
21	-	-	-	-	-	31,613	31,613	-	31,613
22	-	-	-	-	-	31,613	31,613	-	31,613
23	-	-	-	-	-	31,613	31,613	-	31,613
24	-	-	-	-	-	31,613	31,613	-	31,613
25	-	-	-	-	-	31,613	31,613	-	31,613

**Atmos Energy's Demand Side Management Application October 2011**

**Atmos Energy  
Demand Side Management (DSM) Program  
Energy Federation, Inc. Administrative Costs**

**EFI Budget Estimates for Administration of Kentucky DSM Appliance Rebate Program**

Annual Budget

	Unit Cost	Residential Costs	Commercial Costs	Total Cost
Estimated Rebates		2,185	1,130	
Processing fee	\$ 9.00	\$ 19,665	\$ 10,170	\$ 29,835
"Cost of Money" Charge	1%	\$ 8,925	\$ 2,788	\$ 11,713
Reservation Fee	\$ 4.00	\$ 9,240	\$ 4,520	\$ 13,760
Customer e-mails (EFI to cust.)	\$ 2.50	\$ 1,093	\$ 565	\$ 1,658
Customer Service Phone Chg. (hours)	\$ 39.00	\$ 1,775	\$ 918	\$ 2,693
Program Management fee	\$ 1,500	\$ 4,020	\$ 1,980	\$ 6,000
<b>Totals</b>		<b>\$ 46,903</b>	<b>\$ 22,071</b>	<b>\$ 65,658</b>

Atmos Energy's Demand Side Management Application October 2011

Atmos Energy  
Demand Side Management (DSM) Program  
**DSM APPLIANCE INFORMATION**

**FURNACES**

Contractor Location	Brand	Unit Sizing	Avg. 80% Efficiency	Avg. 90% Efficiency	Incremental Cost
Bowling Green	York	2,000 sq. ft.	\$ 1,155	\$ 1,598	\$ 443
Danville	Carrier	2,000 sq. ft.	\$ 2,300	\$ 3,000	\$ 700
Danville	Trane	2,000 sq. ft.	\$ 1,700	\$ 2,500	\$ 800
Owensboro	York	2,000 sq. ft.	\$ 500	\$ 1,000	\$ 500
Owensboro	Rheem	2,000 sq. ft.	\$ 740	\$ 964	\$ 224
Owensboro	Carrier	2,000 sq. ft.	\$ 800	\$ 1,500	\$ 700
Average Incremental Cost					\$ 561

Contractor Location	Brand	Unit Sizing	Avg. 80% Efficiency	Avg. 92% Efficiency	Incremental Cost
Danville	Carrier	2,000 sq. ft.	\$ 2,300	\$ 3,200	\$ 900
Danville	Trane	2,000 sq. ft.	\$ 1,700	\$ 2,500	\$ 800
Owensboro	Heil	2,000 sq. ft.	\$ 800	\$ 1,376	\$ 576
Owensboro	Carrier	2,000 sq. ft.	\$ 800	\$ 1,700	\$ 900
Average Incremental Cost					\$ 794
Average Incremental Cost 90-92 AFUE					\$ 654

Contractor Location	Brand	Unit Sizing	Avg. 80% Efficiency	Avg. 94% Efficiency	Incremental Cost
Danville	Carrier	2,000 sq. ft.	\$ 2,300	\$ 3,400	\$ 1,100
Danville	Trane	2,000 sq. ft.	\$ 1,700	\$ 2,900	\$ 1,200
Owensboro	Heil	2,000 sq. ft.	\$ 800	\$ 1,418	\$ 618
Average Incremental Cost					\$ 973

Contractor Location	Brand	Unit Sizing	Avg. 80% Efficiency	Avg. 96% Efficiency	Incremental Cost
Danville	Carrier	2,000 sq. ft.	\$ 2,300	\$ 3,900	\$ 1,600
Danville	Trane	2,000 sq. ft.	\$ 1,700	\$ 3,000	\$ 1,300
Owensboro	Carrier	2,000 sq. ft.	\$ 800	\$ 2,300	\$ 1,500
Average Incremental Cost					\$ 1,467

**Boilers**

Contractor Location	Brand	Unit Sizing	Avg. 80% Efficiency	Avg. 85% Efficiency	Incremental Cost
Danville	Weil-McLain	2,000 sq. ft.	\$ 8,000	\$ 9,000	\$ 1,000
Average Incremental Cost					\$ 1,000

**WATER HEATERS - TANK TYPE**

Contractor Location	Brand	Unit Sizing	Avg. 58% Efficiency	Avg. 62% Efficiency	Incremental Cost
Consortium for Energy Efficiency Study 2008					\$ 71
Average Incremental Cost					\$ 71

Contractor Location	Brand	Unit Sizing	Avg. 58% Efficiency	Avg. 67% Efficiency	Incremental Cost
Lowes	Rheem	50 gallon	\$ 394	\$ 1,114	\$ 720
Lowes	Rheem	40 gallon	\$ 379	\$ 926	\$ 547
Average Incremental Cost					\$ 634

**WATER HEATERS - TANKLESS**

Contractor Location	Brand Comparison	Unit Sizing	58% Eff Tank Type	82% Eff. Tankless	Incremental Cost
Lowes	Bosch	175,000 Btu	\$ 379	\$ 1,099	\$ 720
Home Depot	Rheem	199,900 Btu	\$ 388	\$ 1,199	\$ 811
Owensboro	Bradford White/Noritz	199,000 Btu	\$ 422	\$ 1,400	\$ 978
Bowling Green	A.O. Smith	199,000 Btu	\$ 390	\$ 1,600	\$ 1,210
Average Incremental Cost					\$ 836

**COMMERCIAL GAS EQUIPMENT**

Taken from Savings Calculator for EnergyStar Equipment developed by U.S. EPA & DOE - Updated January 2011

Gas Fryer	\$	50
Gas Griddle	\$	60
Gas Oven	\$	50
Gas Steamer	\$	420

**THERMOSTATS**

Contractor Location	Brand Comparison	Model Number	Non-Programmable	Programmable	Incremental Cost
Home Depot	Honeywell	RTH7600 D7 Da	\$ 40	\$ 62	\$ 22
Home Depot	Honeywell	4238978	\$ 40	\$ 40	\$ 0
Home Depot	Honeywell	TH 110U1003	\$ 40	\$ 53	\$ 13
Home Depot	Honeywell	RTH6350D	\$ 40	\$ 60	\$ 20
Average Incremental Cost					\$ 14

Atmos Energy's Demand Side Management Application October 2011

Atmos Energy  
Demand Side Management (DSM) Program  
Schedule B - Cumulative Prior Years Program Participation

Program Year End: December 31, 2012

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Cumulative Total
<b>Program Participants</b>											
<u>A. High Efficiency Appliances</u>	20	1,071	401								1,492
<u>B. Weatherization Program</u>	105	136	23								264
<u>Total Participants</u>	125	1,207	424								1,756
<b>Total Conservation in Ccf</b>											
<u>A. High Efficiency Appliance Savings</u>	2,187	99,087	35,711								136,985
<u>B. Weatherization Program</u>	17,381	22,512	3,807								43,700
<u>Total Ccf Savings</u>	19,568	121,599	39,518								180,685
<b>Total Lost Sales</b>	\$ 2,152	\$ 13,376	\$ 4,347								\$ 19,875

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Schedule C - Calculation of Program Benefits**

**Program Year End: December 31, 2012**

**Current Year Conservation (Ccf)**

Year	G-1 Residential			G-1 Commercial		
	Projected Gas Cost*	Annual Savings	Commodity Savings	Projected Gas Cost*	Annual Savings	Commodity Savings
2012	\$ 1.044	224,660	\$ 234,546	\$ 0.903	143,605	\$ 129,675
2013	\$ 1.039	224,660	\$ 233,422	\$ 0.880	143,605	\$ 126,372
2014	\$ 1.028	224,660	\$ 230,951	\$ 0.852	143,605	\$ 122,351
2015	\$ 1.039	224,660	\$ 233,422	\$ 0.860	143,605	\$ 123,500
2016	\$ 1.050	224,660	\$ 235,893	\$ 0.868	143,605	\$ 124,649
2017	\$ 1.061	224,660	\$ 238,365	\$ 0.874	143,605	\$ 125,510
2018	\$ 1.074	224,660	\$ 241,285	\$ 0.884	143,605	\$ 126,947
2019	\$ 1.090	224,660	\$ 244,880	\$ 0.896	143,605	\$ 128,670
2020	\$ 1.116	224,660	\$ 250,721	\$ 0.919	131,335	\$ 120,697
2021	\$ 1.138	224,660	\$ 255,664	\$ 0.937	131,335	\$ 123,061
2022	\$ 1.155	224,660	\$ 259,483	\$ 0.951	98,002	\$ 93,200
2023	\$ 1.175	224,660	\$ 263,976	\$ 0.968	98,002	\$ 94,866
2024	\$ 1.196	224,660	\$ 268,694	\$ 0.988	94,406	\$ 93,274
2025	\$ 1.215	220,496	\$ 267,902	\$ 1.003	93,018	\$ 93,297
2026	\$ 1.231	220,496	\$ 271,430	\$ 1.016	93,018	\$ 94,506
2027	\$ 1.251	204,492	\$ 255,820	\$ 1.032	85,016	\$ 87,737
2028	\$ 1.263	204,492	\$ 258,273	\$ 1.043	85,016	\$ 88,672
2029	\$ 1.274	204,492	\$ 260,523	\$ 1.049	85,016	\$ 89,182
2030	\$ 1.285	40,153	\$ 51,597	\$ 1.057	2,847	\$ 3,009
2031	\$ 1.299	40,153	\$ 52,159	\$ 1.067	2,847	\$ 3,038
2032	\$ 1.314	31,613	\$ 41,539	\$ 1.079	-	\$ -
2033	\$ 1.333	31,613	\$ 42,139	\$ 1.093	-	\$ -
2034	\$ 1.352	31,613	\$ 42,740	\$ 1.108	-	\$ -
2035	\$ 1.376	31,613	\$ 43,499	\$ 1.128	-	\$ -
2036	\$ 1.400	31,613	\$ 44,271	\$ 1.148	-	\$ -
<b>Total Commodity Savings</b>			<b>\$ 4,823,194</b>			<b>\$ 1,992,213</b>
Discount Rate			8.81%			8.81%
<b>Program Benefits</b>			<b>\$1,542,183</b>			<b>\$811,466</b>
(present value of commodity savings)						

\*Based on Department of Energy 2011 "Annual Energy Outlook", converted to per ccf residential and commercial costs.



## Atmos Energy's Demand Side Management Application October 2011

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Atmos Energy  
Demand Side Management (DSM) Program  
Participant Test

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$$NPV_P = B_P - C_P$$

$B_P = \$$	4,318,407
$C_P =$	1,797,386
<b><math>NPV_P = \\$</math></b>	<b>2,521,021</b>

**Benefit-Cost Ratio**                      **2.40**

**Conclusion:**

Since the net present value is greater than zero, the program will benefit the participants

---

Where:

$NPV_P$  = Net present value to all participants

$B_P$  = NPV of benefit to all participants

$C_P$  = NPV of cost to all participants

$$B_P = \sum_{t=1}^N \frac{BR_t + TC_t + INC_t}{(1+d)^{t-1}}$$

$$C_P = \sum_{t=1}^N \frac{PC_t + BI_t}{(1+d)^{t-1}}$$

$BR_t$  = Bill reductions in year t (not accounted for in participant cost test).

$BI_t$  = Bill increases in year t

$TC_t$  = Tax credits in year t

$INC_t$  = Incentives paid to the participant by the Utility

$PC_t$  = Participant costs in year t, which include  
incremental capital costs

The following calculations are based on the budgeted participation levels for year one of the program.

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Participant Test**

$$B_p = \sum_{t=1}^N \frac{BR_t + TC_t + INC_t}{(1+d)^{t-1}}$$

t	BR <sub>t</sub>	TC <sub>t</sub>	INC <sub>t</sub>	B <sub>p</sub>
1	404,730	-	776,250	1,180,980
2	400,304	-	-	400,304
3	393,812	-	-	393,812
4	397,432	-	-	397,432
5	401,051	-	-	401,051
6	404,384	-	-	404,384
7	408,741	-	-	408,741
8	414,059	-	-	414,059
9	410,578	-	-	410,578
10	417,884	-	-	417,884
11	388,175	-	-	388,175
12	394,335	-	-	394,335
13	397,065	-	-	397,065
14	395,686	-	-	395,686
15	400,423	-	-	400,423
16	375,403	-	-	375,403
17	378,792	-	-	378,792
18	381,551	-	-	381,551
19	59,335	-	-	59,335
20	59,927	-	-	59,927
21	45,016	-	-	45,016
22	45,617	-	-	45,617
23	46,217	-	-	46,217
24	46,976	-	-	46,976
25	47,748	-	-	47,748
	7,515,242	-	776,250	8,291,492

8.810% Discount Rate

\$4,318,407 NPV

- BR<sub>t</sub> = Bill reductions in year t
- TC<sub>t</sub> = Tax credits in year t
- INC<sub>t</sub> = Incentives paid to the participant by the Utility

**Atmos Energy's Demand Side Management Application October 2011**

**Atmos Energy  
Demand Side Management (DSM) Program  
Participant Test**

BR<sub>t</sub> = Bill reductions in year t

**G-1 Residential**

t	(1) Ccf Conserved	(2) Projected Gas Cost*	(3) Demand Charge	(4) (2) + (3) Combined Rate	(1) x (4) BR <sub>t</sub>
1	224,660	\$ 1.044	\$ 0.1100	\$ 1.15	\$ 259,258
2	224,660	\$ 1.039	0.1100	1.15	258,135
3	224,660	\$ 1.028	0.1100	1.14	255,664
4	224,660	\$ 1.039	0.1100	1.15	258,135
5	224,660	\$ 1.050	0.1100	1.16	260,606
6	224,660	\$ 1.061	0.1100	1.17	263,077
7	224,660	\$ 1.074	0.1100	1.18	265,998
8	224,660	\$ 1.090	0.1100	1.20	269,593
9	224,660	\$ 1.116	0.1100	1.23	275,434
10	224,660	\$ 1.138	0.1100	1.25	280,376
11	224,660	\$ 1.155	0.1100	1.27	284,195
12	224,660	\$ 1.175	0.1100	1.29	288,689
13	224,660	\$ 1.196	0.1100	1.31	293,407
14	220,496	\$ 1.215	0.1100	1.33	292,157
15	220,496	\$ 1.231	0.1100	1.34	295,685
16	204,492	\$ 1.251	0.1100	1.36	278,314
17	204,492	\$ 1.263	0.1100	1.37	280,768
18	204,492	\$ 1.274	0.1100	1.38	283,017
19	40,153	\$ 1.285	0.1100	1.40	56,013
20	40,153	\$ 1.299	0.1100	1.41	56,576
21	31,613	\$ 1.314	0.1100	1.42	45,016
22	31,613	\$ 1.333	0.1100	1.44	45,617
23	31,613	\$ 1.352	0.1100	1.46	46,217
24	31,613	\$ 1.376	0.1100	1.49	46,976
25	31,613	\$ 1.400	0.1100	1.51	47,748
					\$ 5,286,671

**G-1 Commercial**

t	(1) Ccf Conserved	(2) Projected Gas Cost*	(3) Demand Charge	(4) (2) + (3) Combined Rate	(1) x (4) BR <sub>t</sub>
1	143,605	\$ 0.903	\$ 0.1100	\$ 1.01	\$ 145,472
2	143,605	\$ 0.880	\$ 0.1100	\$ 0.99	\$ 142,169
3	143,605	\$ 0.852	\$ 0.1100	\$ 0.96	\$ 138,148
4	143,605	\$ 0.860	\$ 0.1100	\$ 0.97	\$ 139,297
5	143,605	\$ 0.868	\$ 0.1100	\$ 0.98	\$ 140,445
6	143,605	\$ 0.874	\$ 0.1100	\$ 0.98	\$ 141,307
7	143,605	\$ 0.884	\$ 0.1100	\$ 0.99	\$ 142,743
8	143,605	\$ 0.896	\$ 0.1100	\$ 1.01	\$ 144,466
9	131,335	\$ 0.919	\$ 0.1100	\$ 1.03	\$ 135,144
10	131,335	\$ 0.937	\$ 0.1100	\$ 1.05	\$ 137,508
11	98,002	\$ 0.951	\$ 0.1100	\$ 1.06	\$ 103,980
12	98,002	\$ 0.968	\$ 0.1100	\$ 1.08	\$ 105,646
12	94,406	\$ 0.988	\$ 0.1100	\$ 1.10	\$ 103,658
12	93,018	\$ 1.003	\$ 0.1100	\$ 1.11	\$ 103,529
12	93,018	\$ 1.016	\$ 0.1100	\$ 1.13	\$ 104,738
12	85,016	\$ 1.032	\$ 0.1100	\$ 1.14	\$ 97,089
12	85,016	\$ 1.043	\$ 0.1100	\$ 1.15	\$ 98,024
12	85,016	\$ 1.049	\$ 0.1100	\$ 1.16	\$ 98,534
12	2,847	\$ 1.057	\$ 0.1100	\$ 1.17	\$ 3,322
12	2,847	\$ 1.067	\$ 0.1100	\$ 1.18	\$ 3,351
12	-	\$ 1.079	\$ 0.1100	\$ 1.19	\$ -
12	-	\$ 1.093	\$ 0.1100	\$ 1.20	\$ -
12	-	\$ 1.108	\$ 0.1100	\$ 1.22	\$ -
12	-	\$ 1.128	\$ 0.1100	\$ 1.24	\$ -
12	-	\$ 1.148	\$ 0.1100	\$ 1.26	\$ -
					\$ 2,228,571

- (1) Total projected Ccf savings, based on budgeted participation levels in year one of the program
- (2) Based on Department of Energy "Annual Energy Outlook", converted to per ccf residential cost, where t = 1 = 2012
- (3) Volumetric charge for residential customers per Sheet No. 8 of the Company's tariff.

## Atmos Energy's Demand Side Management Application October 2011

Atmos Energy  
 Demand Side Management (DSM) Program  
 Participant Test

$TC_t$  = Tax credits in year t (presently no federal tax credits are available in 2012)

	(1) Program Participants	(2) Residential Energy Credits	(1) x (2) $TC_t$
<u>A. High Efficiency Heating Savings</u>			
<u>B. High Efficiency Water Heating Savings</u>			
<b>Total</b>	-		\$ -

*Note: participants are eligible for tax credits in the year they incur expenditures for high-efficiency appliances, since this is an analysis of participation in a single year, the tax credit is applicable only where  $t = 1$*

## Atmos Energy's Demand Side Management Application October 2011

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Atmos Energy  
Demand Side Management (DSM) Program  
Participant Test

$INC_t$  = Incentives paid to the participant by the Utility, for  $t = 1$

<u>Energy Savings by Customer Class</u>	<u>INC<sub>t</sub></u>
G-1 Residential Customers	\$ 497,500
G-1 Commercial Customers	278,750
<b>Total</b>	<b>\$ 776,250</b>

*Note: rebates are given to participant in the year they elect to participate, since this is an analysis of participation in a single year, the rebate is applicable only where  $t = 1$*

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Participant Test**

$$C_p = \sum_{t=1}^N \frac{PC_t + BI_t}{(1+d)^{t-1}}$$

t	(1) BI <sub>t</sub>	(2) PC <sub>t</sub>	(1) + (2) C <sub>p</sub>
1	-	1,955,735	1,955,735
2	-	-	-
3	-	-	-
4	-	-	-
5	-	-	-
6	-	-	-
7	-	-	-
8	-	-	-
9	-	-	-
10	-	-	-
	-	1,955,735	1,955,735

8.810% Discount Rate

\$1,797,386 NPV

BI<sub>t</sub> = Bill increases in year t (not accounted for in participant cost test).

PC<sub>t</sub> = Participant costs in year t, which include  
incremental capital costs

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Participant Test**

**PC<sub>t</sub> = Participant costs for t = 1**

	(1) Program Participants	(2) Incremental Cost	(1) x (2) PC <sub>t</sub>
<b><u>A. High Efficiency Heating Savings</u></b>			
Furnace AFUE 90 - 93	900	\$ 654	\$ 588,870
Furnace AFUE 94 - 95	600	973	583,600
Furnace AFUE 96 or >	300	1,467	440,000
Boiler AFUE 85 -89	15	1,000	15,000
Programmable Thermostat	900	14	12,668
<b>Total</b>	<b>2,715</b>		<b>1,640,138</b>
<b><u>B. High Efficiency Water Heating Savings</u></b>			
Tank W/H .62 - .66 EF	100	\$ 71	\$ 7,100
Tank W/H .67 or > EF	200	634	126,731
Tankless W/H .82 - 90 EF	200	836	167,267
<b>Total</b>	<b>500</b>	<b>\$</b>	<b>\$ 301,098</b>
<b><u>C. High Efficiency Commercial Kitchen Equipment</u></b>			
Gas Fryer	25	\$ 50	\$ 1,250
Gas Griddle	25	60	1,500
Gas Oven	25	50	1,250
Gas Steamer	25	420	10,500
<b>Total</b>	<b>100</b>	<b>\$</b>	<b>\$ 14,500</b>

IC = Incremental Costs for purchasing high-efficiency unit

(1) Based on budgeted participation levels in year one of the CEP.





## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Program Administrator Cost Test**

$$B_{pa} = \sum_{t=1}^N \frac{UAC_t}{(1+d)^{t-1}}$$

(1)

<u>t</u>	<u>UAC<sub>t</sub></u>
1	\$ 364,221
2	\$ 359,794
3	\$ 353,302
4	\$ 356,922
5	\$ 360,542
6	\$ 363,875
7	\$ 368,232
8	\$ 373,550
9	\$ 371,418
10	\$ 378,725
11	\$ 352,683
12	\$ 358,842
13	\$ 361,968
14	\$ 361,199
15	\$ 365,936
16	\$ 343,557
17	\$ 346,945
18	\$ 349,705
19	\$ 54,606
20	\$ 55,197
21	\$ 41,539
22	\$ 42,139
23	\$ 42,740
24	\$ 43,499
25	\$ 44,271
	\$ 6,815,407

8.810% Discount Rate

\$3,258,012 NPV

(1) UAC<sub>t</sub> scheduled per calculation performed for RIM test

UAC<sub>t</sub> = Utility avoided supply costs in year t

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Program Administrator Cost Test**

$$C_{pa} = \sum_{t=1}^N \frac{PRC_t + INC_t + UIC_t}{(1+d)^{t-1}}$$

t	(1) PRC <sub>t</sub>	(2) INC <sub>t</sub>	(3) UIC <sub>t</sub>	C <sub>pa</sub>
1	561,873	776,250	-	1,338,123
2	-	-	-	-
3	-	-	-	-
4	-	-	-	-
5	-	-	-	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
9	-	-	-	-
10	-	-	-	-
	561,873	776,250	-	1,338,123

8.810% Discount Rate

\$1,229,780 NPV

- PRC<sub>t</sub> = Program Administrator Costs in year t
- INC<sub>t</sub> = Incentives paid to the participant by the Utility
- UIC<sub>t</sub> = Utility increased supply costs in year t

- (1) Program costs scheduled from PRC<sub>t</sub> which was calculated for the RIM Test
- (2) Incentives scheduled from INC<sub>t</sub> which was calculated for the Participant test
- (3) No known increased supply costs as a result of operating the CEP

Atmos Energy's Demand Side Management Application October 2011

Atmos Energy  
Demand Side Management (DSM) Program  
Ratepayer Impact Measure (RIM) Test

$$NPV_{RIM} = B_{RIM} - C_{RIM}$$

$B_{RIM} = \$$	3,258,012
$C_{RIM} =$	4,834,787
$NPV_{RIM} = \$$	<b>(1,576,775)</b>

**Benefit-Cost Ratio** **0.67**

**Conclusion:**

Since the net present value is negative, the program will cause an increase customer rates.

Where:

- $NPV_{RIM}$  = Net present value levels
- $B_{RIM}$  = Benefits to rate levels or customer bills
- $C_{RIM}$  = Costs to rate levels or customer bills

$$B_{RIM} = \sum_{t=1}^N \frac{UAC_t}{(1+d)^{t-1}}$$

$$C_{RIM} = \sum_{t=1}^N \frac{UIC_t + RL_t + PRC_t + INC_t}{(1+d)^{t-1}}$$

- $UAC_t$  = Utility avoided supply costs in year t
- $UIC_t$  = Utility increased supply costs in year t
- $RL_t$  = Revenue loss from reduced sales in year t
- $PRC_t$  = Program administrator costs in year t
- $INC_t$  = Incentives paid to the participant by the sponsoring utility in year t

The following calculations are based on the budgeted participation levels for year one of the program.

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy**  
**Demand Side Management (DSM) Program**  
**Ratepayer Impact Measure (RIM) Test**

$$B_{RIM} = \sum_{t=1}^N \frac{UAC_t}{(1+d)^{t-1}}$$

t	UAC <sub>t</sub>
1	364,221
2	359,794
3	353,302
4	356,922
5	360,542
6	363,875
7	368,232
8	373,550
9	371,418
10	378,725
11	352,683
12	358,842
13	361,968
14	361,199
15	365,936
16	343,557
17	346,945
18	349,705
19	54,606
20	55,197
21	41,539
22	42,139
23	42,740
24	43,499
25	44,271
	6,815,407

8.810% Discount Rate

\$3,258,012 NPV

UAC<sub>t</sub> = Utility avoided supply costs in year t

**Atmos Energy's Demand Side Management Application October 2011**

**Atmos Energy  
Demand Side Management (DSM) Program  
Ratepayer Impact Measure (RIM) Test**

UAC<sub>t</sub> = Utility avoided supply costs in year t

t	Projected Gas Cost*	G-1 Residential		G-1 Commercial			UAC <sub>t</sub>
		Annual Savings	Commodity Savings	Projected Gas Cost*	Annual Savings	Commodity Savings	
1	\$ 1.044	224,660	\$ 234,546	\$ 0.903	143,605	\$ 129,675	\$ 364,221
2	\$ 1.039	224,660	\$ 233,422	\$ 0.880	143,605	\$ 126,372	\$ 359,794
3	\$ 1.028	224,660	\$ 230,951	\$ 0.852	143,605	\$ 122,351	\$ 353,302
4	\$ 1.039	224,660	\$ 233,422	\$ 0.860	143,605	\$ 123,500	\$ 356,922
5	\$ 1.050	224,660	\$ 235,893	\$ 0.868	143,605	\$ 124,649	\$ 360,542
6	\$ 1.061	224,660	\$ 238,365	\$ 0.874	143,605	\$ 125,510	\$ 363,875
7	\$ 1.074	224,660	\$ 241,285	\$ 0.884	143,605	\$ 126,947	\$ 368,232
8	\$ 1.090	224,660	\$ 244,880	\$ 0.896	143,605	\$ 128,670	\$ 373,550
9	\$ 1.116	224,660	\$ 250,721	\$ 0.919	131,335	\$ 120,697	\$ 371,418
10	\$ 1.138	224,660	\$ 255,664	\$ 0.937	131,335	\$ 123,061	\$ 378,725
11	\$ 1.155	224,660	\$ 259,483	\$ 0.951	98,002	\$ 93,200	\$ 352,683
12	\$ 1.175	224,660	\$ 263,976	\$ 0.968	98,002	\$ 94,866	\$ 358,842
13	\$ 1.196	224,660	\$ 268,694	\$ 0.988	94,406	\$ 93,274	\$ 361,968
14	\$ 1.215	220,496	\$ 267,902	\$ 1.003	93,018	\$ 93,297	\$ 361,199
15	\$ 1.231	220,496	\$ 271,430	\$ 1.016	93,018	\$ 94,506	\$ 365,936
16	\$ 1.251	204,492	\$ 255,820	\$ 1.032	85,016	\$ 87,737	\$ 343,557
17	\$ 1.263	204,492	\$ 258,273	\$ 1.043	85,016	\$ 88,672	\$ 346,945
18	\$ 1.274	204,492	\$ 260,523	\$ 1.049	85,016	\$ 89,182	\$ 349,705
19	\$ 1.285	40,153	\$ 51,597	\$ 1.057	2,847	\$ 3,009	\$ 54,606
20	\$ 1.299	40,153	\$ 52,159	\$ 1.067	2,847	\$ 3,038	\$ 55,197
21	\$ 1.314	31,613	\$ 41,539	\$ 1.079	-	\$ -	\$ 41,539
22	\$ 1.333	31,613	\$ 42,139	\$ 1.093	-	\$ -	\$ 42,139
23	\$ 1.352	31,613	\$ 42,740	\$ 1.108	-	\$ -	\$ 42,740
24	\$ 1.376	31,613	\$ 43,499	\$ 1.128	-	\$ -	\$ 43,499
25	\$ 1.400	31,613	\$ 44,271	\$ 1.148	-	\$ -	\$ 44,271
<b>Total Commodity Savings</b>			<b>\$ 4,823,194</b>			<b>\$ 1,992,213</b>	<b>\$ 6,815,407</b>

- (1) Total projected Ccf savings, based on budgeted participation levels in year one of the program  
These amounts continue to be saved year after year.
- (2) Based on Department of Energy 2011 "Annual Energy Outlook", converted to per ccf residential cost; where t = 1 = 2012

Note: the above analysis is based on the CCF conserved from a single year of participation in the CEP

## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Ratepayer Impact Measure (RIM) Test**

$$C_{RIM} = \sum_{t=1}^N \frac{UIC_t + RL_t + PRC_t + INC_t}{(1+d)^{t-1}}$$

t	(1) UIC <sub>t</sub>	(2) RL <sub>t</sub>	(3) PRC <sub>t</sub>	(4) INC <sub>t</sub>	(1) + (2) C <sub>RIM</sub>
1	-	404,730	561,873	776,250	1,742,853
2	-	400,304		-	400,304
3	-	393,812		-	393,812
4	-	397,432		-	397,432
5	-	401,051		-	401,051
6	-	404,384		-	404,384
7	-	408,741		-	408,741
8	-	414,059		-	414,059
9	-	410,578		-	410,578
10	-	417,884		-	417,884
11	-	388,175		-	388,175
12	-	394,335		-	394,335
13	-	397,065		-	397,065
14	-	395,686		-	395,686
15	-	400,423		-	400,423
16	-	375,403		-	375,403
17	-	378,792		-	378,792
18	-	381,551		-	381,551
19	-	59,335		-	59,335
20	-	59,927		-	59,927
21	-	45,016		-	45,016
22	-	45,617		-	45,617
23	-	46,217		-	46,217
24	-	46,976		-	46,976
25	-	47,748		-	47,748
	-	7,515,242	561,873	776,250	8,853,365

8.810% Discount Rate

\$4,834,787 NPV

- UIC<sub>t</sub> = Utility increased supply costs in year t  
 RL<sub>t</sub> = Revenue loss from reduced sales in year t  
 PRC<sub>t</sub> = Program administrator costs in year t  
 INC<sub>t</sub> = Incentives paid to the participant by the sponsoring utility in year t

- (1) No known increased supply costs  
 (2) see RIM Test RG; column (2)  
 (3) see RIM Test RG; column (3)  
 (4) Scheduled per calculation performed for Participant Test

## Atmos Energy's Demand Side Management Application October 2011

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### Atmos Energy Demand Side Management (DSM) Program Total Resource Cost (TRC) Test

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$$NPV_{TRC} = B_{TRC} - C_{TRC}$$

$$\begin{array}{rcl} B_{TRC} & = & \$ \quad 3,258,012 \\ C_{TRC} & = & \quad 2,313,766 \\ \hline NPV_{TRC} & = & \$ \quad 944,246 \end{array}$$

**Benefit-Cost Ratio** **1.41**

#### **Conclusion:**

Since the net present value is greater than zero, the program is a less expensive resource than the supply option upon which the marginal costs are based.

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Where:

$NPV_{TRC}$  = Net present value of total cost of the resource  
 $B_{TRC}$  = NPV of benefits of the program  
 $C_{TRC}$  = NPV of costs of the programs

$$B_{TRC} = \sum_{t=1}^N \frac{UAC_t + TC_t}{(1+d)^{t-1}}$$

$$C_{TRC} = \sum_{t=1}^N \frac{PRC_t + PCN_t + UIC_t}{(1+d)^{t-1}}$$

$UAC_t$  = Utility avoided supply costs in year t  
 $TC_t$  = Tax credits in year t  
 $UIC_t$  = Utility increased supply costs in year t  
 $PRC_t$  = Program administrator costs in year t  
 $PCN_t$  = Net participant costs

The following calculations are based on the budgeted participation levels for year one of the program.

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## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Total Resource Cost (TRC) Test**

$$B_{TRC} = \sum_{t=1}^N \frac{UAC_t + TC_t}{(1+d)^{t-1}}$$

t	(1) UAC <sub>t</sub>	(2) TC <sub>t</sub>	B <sub>TRC</sub>
1	\$ 364,221	-	\$ 364,221
2	359,794	-	359,794
3	353,302	-	353,302
4	356,922	-	356,922
5	360,542	-	360,542
6	363,875	-	363,875
7	368,232	-	368,232
8	373,550	-	373,550
9	371,418	-	371,418
10	378,725	-	378,725
11	352,683	-	352,683
12	358,842	-	358,842
13	361,968	-	361,968
14	361,199	-	361,199
15	365,936	-	365,936
16	343,557	-	343,557
17	346,945	-	346,945
18	349,705	-	349,705
19	54,606	-	54,606
20	55,197	-	55,197
21	41,539	-	41,539
22	42,139	-	42,139
23	42,740	-	42,740
24	43,499	-	43,499
25	44,271	-	44,271
	\$ 6,815,407	-	\$ 6,815,407

8.810% Discount Rate

\$3,258,012 NPV

UAC<sub>t</sub> = Utility avoided supply costs in year t

TC<sub>t</sub> = Tax Credits in year t

- (1) Scheduled per calculation performed for RIM Test
- (2) Scheduled per calculation performed for Participant Test



## Atmos Energy's Demand Side Management Application October 2011

**Atmos Energy  
Demand Side Management (DSM) Program  
Total Resource Cost (TRC) Test**

$$C_{TRC} = \sum_{t=1}^N \frac{PRC_t + PCN_t + UIC_t}{(1+d)^{t-1}}$$

t	(1) PRC <sub>t</sub>	(2) PCN <sub>t</sub>	(3) UIC <sub>t</sub>	C <sub>TRC</sub>
1	561,873	1,955,735	-	2,517,609
2	-	-	-	-
3	-	-	-	-
4	-	-	-	-
5	-	-	-	-
6	-	-	-	-
7	-	-	-	-
8	-	-	-	-
9	-	-	-	-
10	-	-	-	-
	561,873	1,955,735	-	2,517,609

8.810% Discount Rate

\$2,313,766 NPV

- PRC<sub>t</sub> = Program administrator costs in year t
- PCN<sub>t</sub> = Net participant costs
- UIC<sub>t</sub> = Utility increased supply costs in year t

- (1) Scheduled per calculation performed for RIM Test
- (2) Represents net participant costs which is the incremental cost to the participant of purchasing a high-efficiency appliance versus one with standard efficiency. Amount scheduled from PC<sub>t</sub> from the Participant Test.
- (3) No known increased supply costs as a result of operating the CEP

**ATMOS ENERGY CORPORATION**

<b>Demand-Side Management Cost Recovery Mechanism</b>	
<b>DSM</b>	
<b>1. <u>Applicable</u></b>	<p>Applicable to Rate G-1 Sales Service, residential and commercial classes only. (T)</p> <p>The Distribution Charge under Residential and Commercial Rate G-1 Sales Service, shall be increased or decreased for nine annual periods beginning January 2012 and continuing through December 31, 2014 by the DSM Cost Recovery Component (DSMRC) at a rate per Mcf in accordance with the following formula: (T)</p> $\text{DSMRC} = \text{DCRC} + \text{DLSA} + \text{DIA} + \text{DBA}$ <p style="text-align: right;">(T)</p> <p>Where:</p> <p>DCRC = DSM Cost Recovery-Current. The DCRC shall include all actual costs, direct and indirect, under this program which has been approved by the Commission. This includes all direct costs associated with the program including rebates paid under the program, the cost of educational supplies, and customer awareness related to conservation/efficiency. In addition, indirect costs shall include the costs of planning, developing, implementing, monitoring, and evaluating DSM programs. In addition, all costs incurred by or on behalf of the program, including but not limited to costs for consultants, employees and administrative expenses, will be recovered through the DCRC. (T)</p> <p>DLSA = DSM Lost Sales Adjustment. To effectively promote and execute the program, the Company shall recover the annual lost sales attributable to customer conservation/efficiency created as a result of the Program. This aligns the Company's interest with that of its customers by reducing the correlation between volume and revenue for those customers who elect to participate in the program. The lost sales are the estimated conservation, per participant, times the base rate for the applicable customer. The goal is to make the Company whole for promoting the program. Lost sales are based on the cumulative lost sales since the program inception and will reset when the Company completes a general rate case (N)</p>

**ISSUED:** September 28, 2011

**EFFECTIVE:** January 1, 2012

**ISSUED BY:** Mark A. Martin - Vice President of Rates & Regulatory Affairs, Kentucky/Mid-States Division

**ATMOS ENERGY CORPORATION**

<b>Demand-Side Management Cost Recovery Mechanism</b>		
<b>DSM</b>		
DIA =	<p>DSM Incentive Adjustment. As a result of the program, the customers who participate in the program will save on their gas bills due to decreased usage, which results in decreased commodity charges. As an incentive for the Company to devote the necessary monetary and physical resources to promote and administer the program, the Company will earn a fifteen percent (15%) incentive based on the net resource savings of the Program participants.</p> <p>Net resource savings are defined as Program benefits less utility Program costs and participant costs where Program benefits will be calculated on the basis of the present value of Atmos' avoided commodity costs over the expected life of the Program. For the purpose of calculating the Program benefits, a ten year Program life is assumed with future gas costs over the ten-year period based on projection in the Department of Energy's <i>Annual Energy Outlook</i>. The present value is calculated based on Atmos' discount rate used for financial reporting purposes which is based on the rates of high-quality fixed-income investment.</p>	(N)
DBA =	<p>DSM Balance Adjustment. The DBA shall be calculated on a calendar year basis and be used to reconcile the difference between the amount of revenues actually billed through the DSMRC and the revenues which should have been billed.</p> <p>The DBA for the upcoming twelve-month period shall be calculated as the sum of the balance adjustments for the DCRC, DLSA and DIA. For the DCRC, DLSA and DIA, the balance adjustment shall be the difference between the amount billed in a twelve-month period and the actual cost of the DSM Program during the same twelve-month period.</p> <p>The balance adjustment amounts calculated will include interest to be calculated at a rate equal to the average of "3-month Commercial Paper Rate" for the immediately preceding twelve-month period.</p>	(T)  (T)  (D)
	<p>The Company will file modifications to the DSMRC on an annual basis at least two months prior to the beginning of the effective upcoming twelve-month period for billing. This annual filing shall include detailed calculations of the DCRC, DLSA, DIA and the DBA, as well as data on the total cost of the DSM Program over the twelve-month period. The calculations plus interest shall be divided by the expected Mcf sales for the upcoming twelve-month period to determine the DSMRC.</p>	(T)

**ATMOS ENERGY CORPORATION**

<b>Demand-Side Management Cost Recovery Mechanism</b>		
<b>DSM</b>		
<u>DSM Cost Recovery Component (DSMRC-R):</u>		(T)
DSM Cost Recovery – Current:	\$0.0950 per Mcf	(I)
DSM Lost Sales Adjustment	\$0.0040 per Mcf	(I)
DSM Incentive Adjustment	\$0.0150 per Mcf	(I)
DSM Balance Adjustment:	<u>(\$0.0391) per Mcf</u>	(I)
DSMRC Residential Rate G-1	\$0.0749 per Mcf	(I)
 <u>DSM Cost Recovery Component (DSMRC-C):</u>		 (N)
DSM Cost Recovery – Current:	\$0.0700 per Mcf	(N)
DSM Lost Sales Adjustment	\$0.0030 per Mcf	(N)
DSM Incentive Adjustment	\$0.0240 per Mcf	(N)
DSM Balance Adjustment:	<u>(\$0.0000) per Mcf</u>	(N)
DSMRC Commercial Rate G-1	\$0.0970 per Mcf	(N)

**ISSUED:** September 28, 2011

**EFFECTIVE:** January 1, 2012

**BY:** Mark A. Martin - Vice President of Rates & Regulatory Affairs, Kentucky/Mid-States Division

**ATMOS CARES ANNUAL TOTALS**

Payment Month	Weatherization			Rebates							Education			Monthly Totals		
	Expenses	Ccf Savings	Houses	Rebate Expenses	Rebates Issued	Ccf Savings	Promo & Misc.	Qty. Fees	Monthly Totals	Presentations	# of Students	Expenses	Expenditures	Ccf Savings		
Jan-11	\$ 21,962.79	1,490	9	\$ 25,989.00	112	10,405	\$ 819.65		\$ 26,808.65	1	50	\$ 79.26	\$ 48,850.70	11,895		
Feb-11	\$ 7,023.05	993	6	\$ 29,939.50	127	11,810	\$ 21,174.50		\$ 51,114.00	1	50	\$ 1,393.72	\$ 59,530.77	12,803		
Mar-11	\$ 21,569.00	1,324	8	\$ 20,774.00	90	8,208	\$ 16,293.26	\$ 3,401.63	\$ 40,468.89	3	156	\$ 47.97	\$ 62,085.86	9,532		
Apr-11	\$ 8,063.21	1,159	7	\$ 16,094.00	72	5,288	\$ 1,667.09		\$ 17,761.09	0	0	\$ 19.57	\$ 25,843.87	6,447		
May-11	\$ 29,133.87	1,986	12	\$ 21,589.50	91	8,258	\$ 5,544.76		\$ 27,134.26	0	0	-	\$ 56,268.13	10,245		
Jun-11	\$ 50,274.40	4,304	26	\$ 15,667.50	69	5,022	-	\$ 3,615.30	\$ 19,282.80	0	0	-	\$ 69,557.20	9,326		
Jul-11	\$ 21,444.96	1,821	11	\$ 16,483.00	70	6,522	\$ 1,920.00		\$ 18,403.00	0	0	\$ 60.68	\$ 39,908.64	8,343		
Aug-11	-	0	0	\$ 11,586.00	50	4,580	-		\$ 11,586.00	0	0	-	\$ 11,586.00	4,580		
Sep-11	-	0	0	-	0	0	-		-	0	0	-	-	0		
Oct-11	-	0	0	-	0	0	-		-	0	0	-	-	0		
Nov-11	-	0	0	-	0	0	-		-	0	0	-	-	0		
Dec-11	-	0	0	-	0	0	-		-	0	0	-	-	0		
<b>2011 Totals</b>	<b>\$ 159,474.28</b>	<b>13,077</b>	<b>79</b>	<b>\$ 158,122.50</b>	<b>681</b>	<b>60,094</b>	<b>\$ 47,419.26</b>	<b>\$ 7,016.93</b>	<b>\$ 212,558.69</b>	<b>5</b>	<b>256</b>	<b>\$ 1,601.20</b>	<b>\$ 373,631.17</b>	<b>73,171</b>		
<b>Cum. Totals</b>	<b>\$ 2,093,834.38</b>	<b>229,259</b>	<b>1,385</b>	<b>\$ 401,130.00</b>	<b>1,772</b>	<b>161,368</b>	<b>\$ 108,664.86</b>	<b>\$ 22,157.83</b>	<b>\$ 531,952.69</b>	<b>26</b>	<b>1,767</b>	<b>\$ 9,979.58</b>	<b>\$ 2,635,766.65</b>	<b>390,627</b>		

# ATMOS CARES MONTHLY REPORT

January 2011

## Weatherization

AGENCY	FUNDS		AVG/HOME		HOMES		AUDITS
	Begin Balance	January	Program Year 2011	Program Year 2011	Begin Balance	Jan	
Audubon	\$0.00	\$19,662.79	\$19,662.79	\$2,457.85	0	8	8
Blue Grass	\$0.00	\$0.00	\$0.00	\$0.00	0		0
Central	\$0.00	\$0.00	\$0.00	\$0.00	0		0
Lake Cumberland	\$0.00	\$0.00	\$0.00	\$0.00	0		0
Multi-Purpose	\$0.00	\$0.00	\$0.00	\$0.00	0		0
Pennyrile	\$0.00	\$0.00	\$0.00	\$0.00	0		0
Southern KY	\$0.00	\$0.00	\$0.00	\$0.00	0		0
West KY	\$0.00	\$2,300.00	\$2,300.00	\$2,300.00	0	1	1
<b>Grand Total</b>	<b>\$0.00</b>	<b>\$21,962.79</b>	<b>\$21,962.79</b>	<b>\$2,440.31</b>	<b>0</b>	<b>9</b>	<b>9</b>
Ccf Savings						1,489.77	

### Rebates

Rebate Type	Quantity	Ccf Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
Boiler	2	220.70	\$ 200.00	\$ 400.00	\$ 15.00	\$ 4.00	\$ 19.00	\$ 419.00
Furnace	65	7,172.75	\$ 200.00	\$ 13,000.00	\$ 487.50	\$ 130.00	\$ 617.50	\$13,617.50
Tank Water Heater	20	502.00	\$ 200.00	\$ 4,000.00	\$ 150.00	\$ 40.00	\$ 190.00	\$ 4,190.00
Tankless Water Heater	25	2,509.75	\$ 300.00	\$ 7,500.00	\$ 187.50	\$ 75.00	\$ 262.50	\$ 7,762.50
<b>Totals</b>	<b>112</b>	<b>10,405.20</b>	<b>\$ 24,900.00</b>	<b>\$ 840.00</b>	<b>\$ 249.00</b>	<b>\$ 1,089.00</b>	<b>\$ 25,989.00</b>	<b>\$ 819.65</b>
Promotional & Misc.								<b>\$26,808.65</b>
<b>Monthly Grand Total</b>								

### Education

Number of Presentations	Number of Students	Age Group	Expenses
			71.97 school supplies
			7.29 Tax accrual on Rad Graphics Dec10
			79.26
			<b>Total</b>

### Education Detail

Event Number	Approximate # of Attendees	Date	School/Institution	County	Age Group	Expenses
1	50	31-Jan-11	Warren Elementary	Warren	10-Sep	

# ATMOS CARES MONTHLY REPORT

February 2011  
Weatherization

AGENCY	FUNDS		AVG/HOME Program Year 2011	HOMES		AUDITS Prog Year 2011
	Begin Balance	February		Program Year 2011	Begin Balance	
Audubon	\$19,662.79	\$7,023.05	\$26,685.84	8	6	14
Blue Grass	\$0.00	\$0.00	\$0.00	0	0	0
Central	\$0.00	\$0.00	\$0.00	0	0	0
Lake Cumberland	\$0.00	\$0.00	\$0.00	0	0	0
Multi-Purpose	\$0.00	\$0.00	\$0.00	0	0	0
Pennyrile	\$0.00	\$0.00	\$0.00	0	0	0
Southern KY	\$0.00	\$0.00	\$0.00	1	6	1
West KY	\$2,300.00	\$7,023.05	\$2,300.00	9	993.18	15
<b>Grand Total</b>	<b>\$21,962.79</b>	<b>\$7,023.05</b>	<b>\$30,986.84</b>	<b>9</b>	<b>993.18</b>	<b>15</b>

### Rebates

Rebate Type	Quantity	Ccf Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
Furnace	22	7,945.20	\$ 200.00	\$ 4,400.00	\$ 165.00	\$ 44.00	\$ 209.00	\$ 4,609.00
Tank Water Heater	33	552.20	\$ 200.00	\$ 9,900.00	\$ 247.50	\$ 99.00	\$ 346.50	\$ 10,246.50
Tankless Water Heater	127	3,312.87	\$ 300.00	\$ 28,700.00	\$ 952.50	\$ 287.00	\$ 1,239.50	\$ 29,939.50
<b>Totals</b>		<b>11,810.27</b>		<b>\$ 28,700.00</b>		<b>\$ 287.00</b>	<b>\$ 1,239.50</b>	<b>\$ 21,174.50</b>
Promotional & Misc.								\$ 51,114.00
<b>Monthly Grand Total</b>								<b>\$ 51,114.00</b>

### Education

Number of Presentations	Number of Students	Age Group	Expenses
			1393.72

2/15/2011 DVD reorder

### Education Detail

Event Number	Approximate # of Attendees	Date	School/ Institution	County	Age Group	Expenses
1	50	2/11/2011	Warren Elementary	Warren	10-Sep	

# ATMOS CARES MONTHLY REPORT

## March 2011

### Weatherization

AGENCY	FUNDS		AVG/HOME Program Year 2011	HOMES		AUDITS Prog Year 2011
	Begin Balance	March		Begin Balance	Mar	
Audubon	\$26,685.84	\$12,369.00	\$39,054.84	14	5	19
Blue Grass	\$0.00	\$0.00	\$0.00	0	0	0
Central	\$0.00	\$0.00	\$0.00	0	0	0
Lake Cumberland	\$0.00	\$0.00	\$0.00	0	0	0
Multi-Purpose	\$0.00	\$9,200.00	\$3,066.67	0	3	3
Pennyrite	\$0.00	\$0.00	\$0.00	0	0	0
Southern KY	\$2,300.00	\$2,300.00	\$2,300.00	1	0	1
West KY	\$28,985.84	\$21,569.00	\$50,554.84	15	8	23
<b>Grand Total</b>					<b>1,324.24</b>	

### Rebates

Rebate Type	Quantity	Ccf Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
Furnace	18	5,848.55	\$200.00	\$10,600.00	\$135.00	\$36.00	\$171.00	\$3,771.00
Tank Water Heater	19	451.80	\$200.00	\$3,600.00	\$142.50	\$57.00	\$199.50	\$5,899.50
Tankless Water Heater	90	1,907.41	\$300.00	\$5,700.00	\$675.00	\$199.00	\$874.00	\$20,774.00
<b>Totals</b>		<b>8,207.76</b>		<b>\$19,900.00</b>				<b>\$3,401.63</b>
Quarterly Management Fee								\$16,293.26
Promotional & Misc.								\$40,468.89
<b>Monthly Grand Total</b>								

### Education

Presentations	Number of Students	Age Group	Expenses

### Education Detail

Event Number	Approximate # of Attendees	Date	School/Institution	County	Age Group	Expenses
1	37	3/24/2011	Hiseville Elem	Barren	11/12 yr olds	
2	18	3/30/2011	Sunrise	Boyle	6-15 yr olds	
3	101	3/31/2011	DeerPark Elem	Daviess	6-7 yr olds	
<b>Totals</b>	<b>3</b>					



# ATMOS CARES MONTHLY REPORT CORRECTED

## Weatherization

AGENCY	FUNDS		AVG/HOME		HOMES		AUDITS
	Begin Balance	April	Program Year 2011	Program Year 2011	Begin Balance	Apr	
Audubon	\$39,054.84	\$4,854.13	\$43,908.97	\$1,829.54	19	5	24
Blue Grass	\$0.00		\$0.00	\$0.00	0		0
Central	\$0.00		\$0.00	\$0.00	0		0
Lake Cumberland	\$0.00		\$0.00	\$0.00	0		0
Multi-Purpose	\$0.00		\$0.00	\$0.00	0		0
Pennyrile	\$9,200.00		\$9,200.00	\$3,066.67	3		3
Southern KY	\$0.00		\$0.00	\$0.00	0		0
Southern KY	\$2,300.00	\$3,209.08	\$5,509.08	\$1,836.36	1	2	3
West KY	\$50,554.84	\$8,063.21	\$58,618.05	\$1,953.94	23	7	30
<b>Ccf Savings</b>						<b>1,158.71</b>	

### Rebates

Rebate Type	Quantity	Ccf Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
Boiler	32	0.00	\$ 200.00	\$ -	\$ -	\$ -	\$ -	\$ -
Furnace	30	3,531.20	\$ 200.00	\$ 6,400.00	\$ 240.00	\$ 64.00	\$ 304.00	\$ 6,704.00
Tank Water Heater	30	753.00	\$ 200.00	\$ 6,000.00	\$ 225.00	\$ 60.00	\$ 285.00	\$ 6,285.00
Tankless Water Heater	10	1,003.90	\$ 300.00	\$ 3,000.00	\$ 75.00	\$ 30.00	\$ 105.00	\$ 3,105.00
<b>Totals</b>	<b>72</b>	<b>5,288.10</b>	<b>\$ -</b>	<b>\$ 15,400.00</b>	<b>\$ 540.00</b>	<b>\$ 154.00</b>	<b>\$ 694.00</b>	<b>\$ 16,094.00</b>

Promotional & Misc.  
Monthly Grand Total

### Education

Number of Presentations	Number of Students	Age Group	Expenses
			19.57 Treats for DeerPark Elementary Students

### Education Detail

Event Number	Approximate # of Attendees	Date	School/Institution	County	Age Group	Expenses
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# ATMOS CARES MONTHLY REPORT

May 2011

## Weatherization

AGENCY	FUNDS		Program Year 2011	AVG/HOME Program Year 2011	HOMES		Prog Year 2011	AUDITS Prog Year 2011
	Begin Balance	May			Begin Balance	May		
Audubon	\$43,908.97	\$14,747.37	\$58,656.34	\$1,892.14	24	7	31	
Blue Grass	\$0.00	\$0.00	\$0.00		0		0	
Central	\$0.00	\$0.00	\$0.00		0		0	
Lake Cumberland	\$0.00	\$0.00	\$0.00		0		0	
Multi-Purpose	\$9,200.00	\$3,450.00	\$12,650.00	\$3,162.50	3	1	4	
Pennyrite	\$0.00	\$0.00	\$0.00		0		0	
Southern KY	\$5,509.08	\$10,936.50	\$16,445.58	\$2,349.37	3	4	7	
West KY	\$58,618.05	\$29,133.87	\$87,751.92	\$2,089.33	30	12	42	0
<b>Grand Total</b>						<b>1,986.36</b>		

### Rebates

Rebate Type	Quantity	Ccf	Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
Boiler	48	0.00	\$	200.00	\$	360.00	96.00	456.00	10,056.00
Furnace	18	5,296.80	\$	200.00	\$	135.00	36.00	171.00	3,771.00
Tank Water Heater	18	451.80	\$	200.00	\$	187.50	75.00	262.50	7,762.50
Tankless Water Heater	25	2,509.75	\$	300.00	\$	682.50	207.00	889.50	21,589.50
<b>Totals</b>	<b>91</b>	<b>8,258.35</b>	<b>\$</b>	<b>20,700.00</b>	<b>\$</b>	<b>682.50</b>	<b>207.00</b>	<b>889.50</b>	<b>5,544.76</b>
Promotional & Misc.									
<b>Monthly Grand Total</b>									<b>27,134.26</b>

### Education

Number of Presentations	Number of Students	Age Group	Expenses

### Education Detail

Event Number	Approximate # of Attendees	Date	School/ Institution	County	Age Group	Expenses

# ATMOS CARES MONTHLY REPORT

June 2011

## Weatherization

AGENCY	FUNDS		Program Year 2011	AVG/HOME Program Year 2011	HOMES		AUDITS	
	Begin Balance	June			Begin Balance	June	Prog Year 2011	Prog Year 2011
Audubon	\$68,656.34	\$27,066.40	\$85,722.74	\$1,749.44	31	18	49	
Blue Grass	\$0.00		\$0.00	\$0.00	0		0	
Central	\$0.00		\$0.00	\$0.00	0		0	
Lake Cumberland	\$0.00		\$0.00	\$0.00	0		0	
Multi-Purpose	\$0.00		\$0.00	\$0.00	0		0	
Pennyrite	\$12,650.00		\$12,650.00	\$3,162.50	4		4	
Southern KY	\$0.00		\$0.00	\$0.00	0		0	
West KY	\$16,445.58	\$23,208.00	\$39,653.58	\$2,643.57	7	8	15	
<b>Grand Total</b>	<b>\$87,751.92</b>	<b>\$50,274.40</b>	<b>\$138,026.32</b>	<b>\$2,029.80</b>	<b>42</b>	<b>26</b>	<b>68</b>	<b>0</b>
Ccf Savings						4,303.78		

### Rebates

Rebate Type	Quantity	Ccf Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
Furnace	29	3,089.80	\$ 200.00	\$ 5,600.00	\$ 210.00	\$ 56.00	\$ 266.00	\$ 6,075.50
Tank Water Heater	12	727.90	\$ 200.00	\$ 5,800.00	\$ 217.50	\$ 58.00	\$ 275.50	\$ 3,726.00
Tankless Water Heater	69	1,204.68	\$ 300.00	\$ 3,600.00	\$ 90.00	\$ 36.00	\$ 126.00	\$ 15,667.50
<b>Totals</b>		<b>5,022.38</b>	<b>\$ 15,000.00</b>	<b>\$ 15,000.00</b>	<b>\$ 517.50</b>	<b>\$ 150.00</b>	<b>\$ 667.50</b>	<b>\$ 3,615.30</b>
Quarterly Management Fee								
Promotional & Misc.								
<b>Monthly Grand Total</b>								<b>\$ 19,282.80</b>

### Education

Number of Presentations		Number of Students		Age Group		Expenses	
Event Number	Approximate # of Attendees	Date	School/Institution	County	Age Group	Expenses	

### Education Detail

Event Number	Approximate # of Attendees	Date	School/Institution	County	Age Group	Expenses
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# ATMOS CARES MONTHLY REPORT

July 2011

## Weatherization

AGENCY	FUNDS		AVG/HOME		HOMES		AUDITS
	Begin Balance	July	Program Year 2011	Program Year 2011	Begin Balance	July	
Audubon	\$ 85,722.74	\$ 13,067.75	\$ 98,790.49	\$ 1,764.12	49	7	56
Blue Grass	\$ -	\$ -	\$ -	\$ -	0	-	0
Central	\$ -	\$ -	\$ -	\$ -	0	-	0
Lake Cumberland	\$ -	\$ -	\$ -	\$ -	0	-	0
Multi-Purpose	\$ -	\$ -	\$ -	\$ -	0	-	0
Pennyrite	\$ 12,650.00	\$ -	\$ 12,650.00	\$ 3,162.50	4	-	4
Southern KY	\$ 39,653.58	\$ 8,377.21	\$ 48,030.79	\$ 2,527.94	15	4	19
West KY	\$ 138,026.32	\$ 21,444.96	\$ 159,471.28	\$ 2,018.62	68	11	79
<b>Grand Total</b>						<b>1,820.83</b>	

### Rebates

Rebate Type	Quantity	Ccf Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
Boiler		0.00	\$ 200.00	\$ -	\$ -	\$ -	\$ -	\$ -
Furnace	40	4,414.00	\$ 200.00	\$ 8,000.00	\$ 300.00	\$ 80.00	\$ 380.00	\$ 8,380.00
Tank Water Heater	12	301.20	\$ 200.00	\$ 2,400.00	\$ 90.00	\$ 24.00	\$ 114.00	\$ 2,514.00
Tankless Water Heater	18	1,807.02	\$ 300.00	\$ 5,400.00	\$ 135.00	\$ 54.00	\$ 189.00	\$ 5,589.00
<b>Totals</b>	<b>70</b>	<b>6,522.22</b>	<b>\$ -</b>	<b>\$ 15,800.00</b>	<b>\$ 525.00</b>	<b>\$ 158.00</b>	<b>\$ 683.00</b>	<b>\$ 16,483.00</b>
Promotional & Misc.								\$ 1,920.00
<b>Monthly Grand Total</b>								<b>\$ 18,403.00</b>

### Education

Number of Presentations	Number of Students	Age Group	Expenses
			60.68 order more pencils for classes

### Education Detail

Event Number	Approximate # of Attendees	Date	School/Institution	County	Age Group	Expenses

# ATMOS CARES MONTHLY REPORT

August 2011

## Weatherization

AGENCY	FUNDS		AVG/HOME	HOMES		AUDITS
	Begin Balance	August		Program Year 2011	Program Year 2011	
Audubon	\$ -	\$ -	#DIV/0!	0	0	0
Blue Grass	\$ -	\$ -	#DIV/0!	0	0	0
Central	\$ -	\$ -	#DIV/0!	0	0	0
Lake Cumberland	\$ -	\$ -	#DIV/0!	0	0	0
Multi-Purpose	\$ -	\$ -	#DIV/0!	0	0	0
Pennyrite	\$ -	\$ -	#DIV/0!	0	0	0
Southern KY	\$ -	\$ -	#DIV/0!	0	0	0
West KY	\$ -	\$ -	#DIV/0!	0	0	0
<b>Grand Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>#DIV/0!</b>	<b>0</b>	<b>0</b>	<b>0</b>

Rebates								
Ccf Savings	Quantity	Savings	Rebate Amount	Total Rebate	Processing Fee	C.O.M. Fee	Total Fee	Total Costs
	30	0.00	\$ 200.00	\$ 6,000.00	\$ 225.00	\$ 60.00	\$ 285.00	\$ 6,285.00
	9	993.15	\$ 200.00	\$ 1,800.00	\$ 67.50	\$ 18.00	\$ 85.50	\$ 1,885.50
	11	276.10	\$ 300.00	\$ 3,300.00	\$ 82.50	\$ 33.00	\$ 115.50	\$ 3,415.50
<b>Totals</b>	<b>50</b>	<b>4,579.75</b>	<b>\$ 11,100.00</b>	<b>\$ 11,100.00</b>	<b>\$ 375.00</b>	<b>\$ 111.00</b>	<b>\$ 486.00</b>	<b>\$ 11,586.00</b>
Promotional & Misc.								
<b>Monthly Grand Total</b>								
								<b>\$ 11,586.00</b>

Education			
Number of Presentations	Number of Students	Age Group	Expenses

Education Detail						
Event Number	Approximate # of Attendees	Date	School/Institution	County	Age Group	Expenses