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September 30, 2011

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HAND DELIVERED

Jeff R. Derouen
Executive Director
Public Service Commission
P.O. Box 615
Frankfort, KY 40602-0615

RE: Case No. 2011-00300

Dear Mr. Derouen:

Enclosed please find the original and ten copies of Kentucky Power Company's responses to the Commission Staff's First Information Request to the Company.

A copy of the responses is being served on the Attorney General.

Very truly yours,

STITES & HARBISON, PLLC

Mark R. Overstreet

MRO
Enclosure
cc: Jennifer Black-Hans

COMMONWEALTH OF KENTUCKY

BEFORE THE

PUBLIC SERVICE COMMISSION OF KENTUCKY

IN THE MATTER OF

APPLICATION OF KENTUCKY POWER COMPANY FOR COLLABORATIVE DEMAND-SIDE MANAGEMENT PROGRAMS AND FOR AUTHORITY TO IMPLEMENT A TARIFF TO RECOVER COSTS AND NET LOST REVENUES AND RECEIVE INCENTIVES ASSOCIATED WITH THE IMPLEMENTATION OF THE KENTUCKY POWER COMPANY COLLABORATIVE DEMAND-SIDE MANAGEMENT PROGRAMS	)	CASE NO. 2011-00300

KENTUCKY POWER COMPANY RESPONSES TO
COMMISSION STAFF'S FIRST SET OF DATA REQUESTS

September 30, 2011

AFFIDAVIT

Wade M. Claggett, upon being first duly sworn, hereby makes oath that if the foregoing questions were propounded to him at a hearing before the Public Service Commission of Kentucky, he would give the answers recorded following each of said questions and that said answers are true.

Wade M. Claggett

State of Ohio)
) Case No. 2011-00300
County of Franklin)

Sworn to before me and subscribed in my presence by Wade M. Claggett, this the 27th day of September, 2011.

Notary Public

Martha J. Schell
Public, State of Ohio
Commission Expires 08-21-2012

My Commission Expires: _____

AFFIDAVIT

E.J. Clayton, upon being first duly sworn, hereby makes oath that if the foregoing questions were propounded to him at a hearing before the Public Service Commission of Kentucky, he would give the answers recorded following each of said questions and that said answers are true.

E J Clayton

E.J. Clayton

Commonwealth of Kentucky)
) Case No. 2011-00300
County of Boyd)

26th Sworn to before me and subscribed in my presence by E.J. Clayton, this the day of September, 2011.

Debora Leigh Jones

Notary Public

My Commission Expires: 3-20-2012

VERIFICATION

The undersigned, Lila P. Munsey, being duly sworn, deposes and says she is the Manager, Regulatory Services for Kentucky Power Company, that she has personal knowledge of the matters set forth in the forgoing testimony and information contained therein are true and correct to the best of her information, knowledge and belief

Lila P. Munsey

Lila P. Munsey

Commonwealth of Kentucky)
) Case No. 2011-00300
County of Franklin)

Subscribed and sworn to before me, a Notary Public in and before said County and State, by Lila P. Munsey, this the 29th day of September, 2011.

Judy K Rosquist

Notary Public

My Commission Expires: January 23, 2013

Kentucky Power Company

REQUEST

Refer to the Joint Application ("Application") cover letter ("Letter"), page 2 of 3, which states, "[t]he DSM Collaborative is also requesting Commission approval in this filing, for a two-year extension of the Kentucky Power Modified Energy Fitness Program."

a. Explain why this program is to be extended for two years while other programs evaluated in this filing are to be extended for three years.

b. Through what month and year does Kentucky Power want this program extended?

RESPONSE

a. A two year program extension is recommended because of the program's marginal cost-benefit results. A new evaluation report is to be completed by June 2013 for program years 2011 and 2012. Recommendations provided in the evaluation report (tab 6, page 14) include utilizing demographic data to improve program marketing offered by the program contractor Honeywell to older customer homes. The demographic data can also be used with future evaluations to develop better statistical control groups from the AEP Customer Information System.

b. Program is to be extended through December 2013.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 2 of 3 of the Letter, which states, "[t]he DSM Collaborative recommends 2012 Evaluation, Measurement, and Verification, or EM&V, services for 5 DSM programs to be provided by an external vendor. The EM&V services will begin October 2011 with the evaluation report to be developed through June 30, 2012."

a. Explain whether Kentucky Power has already begun requesting bids from external vendors for EM&V services.

b. If one has already been selected, identify the external vendor that will provide the EM&V services.

c. Explain why Kentucky Power is seeking an external vendor to provide EM&V services when the Energy Efficiency/Demand Response ("EE/DR") Analytics Team of American Electric Power Service Corporation ("AEPSC") is providing evaluations of certain programs in the current application.

d. Explain whether an external vendor is more cost effective in providing EM&V services than the EE/DR Analytics Team of AEPSC. For the five programs, provide the projected evaluation cost by the external vendor versus the EE/DR Analytics Team of AEPSC.

e. Explain whether the cost of the EM&V services of the EE/DR Analytics Team of AEPSC was charged directly to the Kentucky Power Demand-Side Management ("DSM") programs that it evaluated. If yes, provide the cost of the evaluations by program. If no, provide the actual evaluation costs that were incurred and explain how they were charged to Kentucky Power.

f. Explain how the cost of an external vendor will be charged to Kentucky Power's DSM program evaluations.

g. Who will perform the future evaluations of Kentucky Power's other DSM programs which are not being evaluated by an external vendor?

h. Describe the process Kentucky Power will undertake to hire the external vendor.

i. Describe the qualifications and experience Kentucky Power will require of the proposed e external vendor.

j. Explain how and why the five programs proposed to be outsourced to an external vendor for EM&V were chosen.

k. Explain why the programs other than the five chosen to be outsourced to an external vendor for EM&V were not included in the proposal to use an external vendor.

RESPONSE

a. A request for proposal was developed and issued to 16 potential EM&V contractors on May 23, 2011.

b. AEG - Applied Energy Group.

c. The AEPSC EE/DR Analytics Group recommended an external contractor for EM&V services because the group is not expected to be staffed at a level to efficiently provide future evaluations.

d. A bid proposal was not provided by AEPSC EE/DR because they could not supply the services for 2012 EM&V evaluation. Because of this fact, there was no analysis done looking at cost effectiveness between an external vendor and the AEPSC EE/DR group.

e. EM&V expenses for AEPSC EE/DR services were charged directly to the applicable DSM programs. AEPSC charges to support Kentucky Power DSM programs in general are recovered through base rates. Through June 30, 2011, the following expenses were directly charged by AEPSC EE/DR for program EM&V services and included with the evaluation category identified with each program in the status report:

Program	*Cost
TEE	$ 6,922
MHHP	$ 5,748
MHNC	$ 6,150
MEF	$ 4,393
EEFS	$ 6,081
COCFL	$ 9,605
HEHP	$ 11,849

*Additional EM&V costs were pending and will be recorded for program reporting after June 30, 2011.

f. The vendor will charge for the EM&V services separately by DSM program.

g. KPCo will continue to evaluate the use of external vendors and the AEPSC EE/DR group.

h. A request for proposal will be issued to EM&V companies approximately one year in advance of the scheduled evaluation completion date. Vendor proposals will be evaluated and a recommendation for approval will be proposed to the DSM collaborative. Upon approval, the company will secure an agreement with the vendor for the EM&V services.

i. The following qualifications will be specified in the vendor Request for Proposal:

1.7 Minimum Qualifications
Bidders for this project must possess and demonstrate extensive experience with the evaluation of DSM Programs and the management of teams of evaluators to the extent the bidder proposes to use multiple firms to support the Scope of Work.

Section 6 – Qualifications
The ability of the bidder to manage large projects is critical, and will be a key criterion in selection. Specifically, the bidders should provide:

- A description of the primary Contractor and a summary of the bidder's strengths related to evaluation of the DSM programs.

- At least three descriptions of projects of similar magnitude and complexity, including a description of the project, its budget, duration, results achieved and client contact information. Bidders may, at their discretion, also provide client letters of reference.

- The name of the proposed project manager and a summary of his/her qualifications (including a bio);

- Names and qualifications summaries for all key staff of the primary Contractor (including bios);

- For all proposed sub-contractors (if any), the same information requested of the primary Contractor;

- A description of the resources and systems proposed for the conduct of customer surveys; and

A description of any specialized software systems used by the Contractor and any subcontractors, such as energy analysis software and terms of use (e.g., owned, leased for continual use, leased as needed, etc.).

j. The five programs were scheduled for evaluation based on the original program filings that were submitted and approved in Case 2010-00095 and Case 2010-0198.

k. The proposed schedule includes evaluation of other programs to be completed by June 2014.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 4 of the Targeted Energy Efficiency ("TEE") evaluation report.

a. Explain whether the Weatherization Assistance Program ("WAP") dollars were part of the American Recovery and Reinvestment Act ("ARRA") of 2009.

b. If the answer to part a. of this request is yes, explain whether participation in the TEE program was affected in any way due to the WAP funds.

c. Describe how Kentucky Power expects the TEE program to be affected once the WAP funds expire on March 31, 2012.

RESPONSE

a. Yes, ARRA contributed 70 million dollars to the Weatherization program in Kentucky from April 2009 through March 2012. During this time, all 23 agencies that received ARRA allocations have significantly ramped up production and created increased capacity within the program.

b. CAAs struggled in program years 2009-2011 to ramp up to the pace that was necessary to spend the ARRA allocations due to the time it took to purchase equipment, add administrative staff and train field crews. CAAs were given a mandate from Kentucky Housing Corporation to spend ARRA allocations first. This mandate has made it difficult to spend allocations for DSM programs during this time. However, future DSM program expenditures will be more important as the ARRA dollars will be no longer available as of March 31, 2012.

c. As of August 2011, CAAs in Kentucky are providing retrofit services to approximately 500 homes each month across the Commonwealth. Once the ARRA funds are spent, much of this trained workforce will have to find work elsewhere in other energy retrofit capacities or other industries. Regular DOE funding for WAP will most likely continue but at a reduced amount so CAAs will be even more dependent upon having multiple funding sources, relying strongly on existing DSM partnerships to continue their weatherization programs.

WITNESS: E J Clayton / Wade Craggett

Kentucky Power Company

REQUEST

Refer to page 6 of the TEE evaluation report. It states "KPC promoted the program solely through an established network of Community Action Agencies. Five (5) agencies are involved with the TEE program, but only three (3) participate actively."

a. Explain whether the Community Action Agencies ("CAA") also have weatherization programs independent of Kentucky Power which use WAP or other government-supplied funds.

b. If the answer to part a. of this request is yes, explain whether this creates any conflict of participation goals between the weatherization programs of Kentucky Power and the CAA as mentioned on page 6 under the caption Delivery Mechanism.

c. Provide the TEE weatherization goals established by Kentucky Power and its Demand-Side Management Collaborative ("Collaborative") of each CAA for 2011 and the most current number of homes weatherized by each CAA through the Kentucky Power TEE program.

d. Does Kentucky Power know the most current number of homes weatherized by each CAA through its own weatherization program? If yes, provide the information for each CAA.

e. Explain whether Kentucky Power personnel interact personally with CAA weatherization personnel to encourage participation in Kentucky Power's TEE program.

f. Explain whether Kentucky Power has explored other options to market the WAP.

RESPONSE

a. All five Community Action Agencies within the Kentucky Power service area have active federally funded weatherization programs.

b. Both the TEE Program and the DOE WAP share the common goal of increased energy efficiency. Both have procedures that must be followed to ensure that the measures performed have provided Savings to Investment ratios of at least 1:1 to those households. WAP under ARRA created the unusual problem of having to operate two programs simultaneously, with the WAP receiving an almost 400% annual increase in funding. As a result, agencies struggled to reach DSM set production goals. We do not anticipate this being an issue after ARRA expires.

c.

As Reported through August 31, 2011

Provider	Electric Heated Home Allocation	YTD Electric Heated Home Completed	Non - Electric Heated Home Allocation	YTD Non - Electric Heated Home Completed
BIG SANDY	100	29	6	1
GATEWAY	5	0	2	0
LKLP	155	80	35	2
MIDDLE KY	5	0	2	0
NORTHEAST	85	51	10	7
TOTALS	**350**	**160**	**55**	**10**

d. Please see the table below for information regarding the number of homes weatherized by each CAA in 2011:

Agency	Homes Weatherized in 2011
Big Sandy	210
Northeast	112
LKLP	178
Gateway	72
Middle	64

e. CAK's Energy Programs Director, Michael Moynahan, is a member of the DSM Collaborative and attends all Quarterly meetings chaired by E.J. Clayton at Kentucky Power. Goals, production notes and current issues are discussed at these meetings. These meetings are also attended by the CAAs.

f. KPCo has not explored any options to market WAP.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 13 of the TEE evaluation report which states, "for purposes of reporting and cost recovery in Kentucky, only costs incremental to the Company after beginning the program offerings are included in the costs. Employee labor costs are not included for recovery purposes, unless new labor was utilized incrementally and specifically for DSM program implementation. For the TEE program, all costs of the implementation of the program are considered for cost-benefit tests, even if Kentucky Power did not bear the costs. All Weatherization Assistance Program (WAP) dollars were included to account for the government involvement in the program."

a. Explain the meaning of "costs incremental to the Company."

b. Explain whether any new labor was utilized incrementally and specifically for DSM program implementation.

c. Explain whether any costs not borne by Kentucky Power were included when performing the cost-benefit tests.

d. Provide the amount of WAP dollars from government involvement in the program that were included in the cost-benefit tests.

e. If all employee dollars applicable to DSM programs were included for recovery purposes, explain whether the TEE program would still be cost effective.

RESPONSE

a. "Costs incremental to the Company" are those expenditures that were not previously incurred prior to the program offering and are directly related to the program.

b. No new labor was utilized incrementally for DSM program implementation.

c. Costs due to Weatherization Assistance Program (WAP) dollars were included for cost-benefit tests wherever the evaluation report labels the test as "KPC + WAP".

d. Refer to page 14 of the TEE Evaluation Report, table "Program Costs by Year and Type" for WAP dollars included in the cost-benefit tests.

e. All employee dollars applicable to DSM programs, whether recoverable in the DSM adjustment factor or not, were included in the benefit/cost analysis.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 13 of the TEE evaluation report. It states, "[u]nrecoverable administrative costs from KPC and AEPSC staff were not filed, but included for analysis."

a. Explain what is meant by "unrecoverable" administrative costs. Does it mean not recoverable through the DSM factor, but recovered through base rates?

b. If the costs are recovered through base rates, to what account are these costs charged?

RESPONSE

a. The referred to administrative costs are those not recovered through the DSM adjustment factor but recovered through base rates.

b. These costs are charged to account 9080009.

WITNESS: Wade M Claggett/E. J. Clayton

Kentucky Power Company

REQUEST

Refer to page 17 of the TEE evaluation report. It states, "KPC-only results were positive, and based solely on KPC's participation, the program should continue." The projected Total Resource Cost ("TRC") for 2012-2014 Winter Peak Cost Effectiveness Analysis is 1.95. Explain whether Kentucky Power or the CAA would ever consider not continuing the TEE program, since it is cost effective and provides a societal benefit.

RESPONSE

The recommendation to continue the program is primarily based on overall value, including the cost-benefit analysis. If the program was deemed to not be cost effective, then the Company would consider the societal benefit before making a final decision.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 18 of the TEE evaluation Report. Recommendation 2 states, "[f]uture costs should be captured in a more organized and delineated manner. Each program should have its own accounting area (project ID), separate from the other KPC business. Within each project, there should be a consistent set of cost descriptions for each program to account for utility admin, implementation admin, materials, marketing, incentives, and evaluation."

a. Explain whether Kentucky Power properly captured the cost by each program in this filing in Schedule C when calculating the proposed DSM factor.

b. Explain whether Kentucky Power properly classified the costs applicable to each DSM program for cost recovery filed in this application.

c. Explain how Kentucky Power captured the cost of each DSM program for cost recovery filed in this application.

RESPONSE

a. Kentucky Power properly captured the cost of each program in the Schedule C when calculating the proposed DSM adjustment factor.

b. Kentucky Power also properly classified the costs applicable to each DSM program for cost recovery.

c. Kentucky Power receives booked expenses from AEPSC Utility General and Regulatory Accounting for each DSM program and reconciles the expenses to payment records on a monthly basis. The reconciled DSM expenses are recorded and allocated to specific cost categories which are reported for each program included in the Status Report.

WITNESS: Lila P Munsey/E.J. Clayton

Kentucky Power Company

REQUEST

Refer to page 18 of the TEE evaluation report. Recommendation 4 states,
"KPC staff labor time spent on the Program should be captured so that the true cost of delivering the program can be known."

a. Explain whether Kentucky Power staff labor time spent on the program means for cost-benefit tests or recovery purposes.

b. If Kentucky Power staff labor time spent on the program was included for recovery purposes, explain what the labor and benefit amount would be.

RESPONSE

a. The phrase means for the cost-benefits tests. The cost-benefit test analysis attempts to incorporate all appropriate costs, whether recoverable in the DSM adjustment factor or not. Because the KPC staff labor is not included in the DSM adjustment factor, it was not captured at a detail level to assign it to a specific program. Therefore, an estimate based proportion of KPC staff labor was added to each program.

b. N/A. KPC staff labor is not included for recovery purposes in the DSM adjustment factor.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 18 of the TEE evaluation report. Recommendation 6 states, "KPC should consider adding another employee to help with in-the-field audits and ride-along trips so that current KPC staff can focus on program management." The table below summarizes the TEE program weatherization goals for 2009 and actual number of homes weatherized in 2010, along with the goals for 2011 and the actual number of homes weatherized in the first six months of the 2011.

	Participants					
	2009		2010		2011	
Targeted Energy Efficiency (TEE) Months	Goals	Actual	Goals	Actual	Goals	Actual 1st Six
All Electric	210	259	415	346	350	110
Non-All Electric	78	83	78	54	55	6

a. Provide the number of Kentucky Power full-time employees ("FTE") involved in DSM for 2009 and 2010, and for 2011 as of the date of this request.

b. If Kentucky Power were to employ another DSM FTE, would the employee's cost be charged to base rates or the applicable DSM programs? If the answer is the applicable DSM programs, what would Kentucky Power estimate the approximate salary and benefit cost to be.

c. If all costs, including salary, benefits, employee expense, and office supplies of the current DSM FTEs and potential additional employees were charged directly to the applicable DSM programs, explain whether the TEE program would still be cost-effective, meaning the TRC is equal to or greater than 1.0.

d. Provide the most recently available number, as of the date of this request, of in-the-field visits to each CAA office, and audits performed by Kentucky Power staff for 2011.

RESPONSE

a. The Kentucky Power employee staffing is provided as follows;

Year	FTE
2009	1
2010	3
2011	3

b. The EE/DR Analytics (EEDRA) team's recommendation was to add an incremental employee to KPC specifically for DSM purposes. If KPC were to add an additional employee, the employee's costs would be recovered through base rates.

c. There is no way of knowing if another employee at KPC would result in a TRC greater than 1.0 in the future, as the predictive uncertainty intervals of any stochastic statistical model, such as DSMore, are very large.
However, if we assume:
   - labor costs from an additional employee
   - no net benefits (costs only) from the labor

   then, since the NPV benefits of the TRC were over $300,000 larger than the NPV costs for both the winter and summer analyses, it would be a safe assumption that at least one employee could be included and the program would still be cost-effective from KPC's perspective.

d. As of September 14, Kentucky Power staff has had the following results for in-the-field visits to each CAA office:

Agency	Number of Visits	Number of Audits
Big Sandy	2	2
Northeast	0	0
LKLP	2	3
Gateway	0	0
Middle	1	0

WITNESS: Wade M Claggett/E.J. Clayton

Kentucky Power Company

REQUEST

Refer to Case No. 2008-00350, Targeted Energy Efficiency Program, 2006-2007 Load Impact Evaluation Report, page 6. It states, "[t]o) capture accurate temperatures, information from the Ashland, Kentucky weather station was used." Explain whether the Ashland, Kentucky weather information was used for the current analysis.

RESPONSE

No, data from the Ashland, Kentucky weather station was not used in this analysis. Weather from the Covington, KY station was used.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 14 of the Mobile Home Heat Pump ("MHHP") program evaluation report. Recommendations 6 and 7 state, "KPC should request AEP add fields or processes to capture. . ." heating, ventilation, and air conditioning ("HVAC") information on their customers and building type on their customers. Explain whether these fields are in American Electric Power's ("AEP") Customer Information System or on the brochure or application that Kentucky Power customers complete for participation in the program, or both.

RESPONSE

HVAC related field data is not presented because it either is not available in the AEP Customer Information System (CIS) called MACSS (Marketing and Customer Services System), or the fields exist but are not being populated. Having the fields on the brochure does not provide the necessary value to the analysis as the problem lies in the data not being available for the population customers, which is used to provide a comparable control group.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 14 of the MHHP program evaluation report. Recommendation 9 states, "KPC staff should perform on-site installation audits for a small sample of participants. This may necessitate adding another employee."

a. Explain whether this additional employee would also be responsible for doing in-the-field audits for the TEE program.

b. Provide the most recently available number, as of the date of this request, of on-site audits performed by Kentucky Power staff for 2011.

RESPONSE

a. A new employee could be used for program management in any of the programs. The program responsibilities may be shared between the existing KPCo staff based on work assignments and/or geographic work location.

b. Kentucky Power staff currently does not perform on-site audits for the MHHP program.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 14 of the MHHP program evaluation report. Recommendation 10 states, "KPC should gather information from the dealers about customers that were interested in the program but declined to participate. Using that information, KPC should then sample the customer list and perform a non-participant survey to find any reasons for non-participation."

a. How frequently does Kentucky Power staff personally visit HVAC dealers to promote the MHHP program and discuss marketing of the program to potential customers?

b. Is there a brochure, other than the Exhibit 1—Fact Sheet on page 26, that is available to HVAC dealers that would aid them in educating customers as to the benefits of participating in the program?

RESPONSE

a. Kentucky Power staff conducts site visits when the HVAC dealers make time available in their schedules. Kentucky Power staff completed 44 site visits to HVAC dealers in 2011.

b. No. There is only one brochure offered for the program. However, Kentucky Power does provide information regarding the program on its website (Kentuckypower.com).

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 15 of the Mobile Home New Construction ("MHNC") evaluation report. Recommendation 2 states, "[g]reater scrutiny should be applied to data collection and tracking." Explain whether Kentucky Power keeps a list, by customer, of minimal information as to what measures have been installed.

RESPONSE

Yes. Kentucky Power keeps a list of measures, by customer, that includes the size, make and model number of the unit installed.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 15 of the MHNC evaluation report. Recommendation 7 states, "KPC should gather information from the dealers about customers that were interested in the program but declined to participate. Using that information, KPC should then sample the customer list and perform a non-participant survey to find any reasons for non-participation."

a. How frequently does Kentucky Power staff personally visit the manufactured housing dealers to promote the MHNC program and discuss marketing of the program to potential customers?

b. Is there a brochure, other than the Exhibit 1—Fact Sheet on page 19, that is available to manufactured housing dealers that would aid them in educating customers as to the benefits of participating in the program?

RESPONSE

a. Kentucky Power staff schedules visits to each manufactured housing dealer at least once per year. Some dealers are visited more often as needed.

b. No. There is only one brochure offered for the program. However, Kentucky Power does provide additional information regarding the program on its website (Kentuckypower.com).

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 6 of the Modified Energy Fitness ("MEF") program evaluation report. It states, "[t]his evaluation was the second consecutive evaluation to find that the billing analysis did not support the validity of previous energy values used. The root cause of the disagreement appears to be the same as the previous evaluation indicated, mainly, that the mechanism for choosing participants is selecting homes to weatherize that do not extract the most savings from the measures installed."

a. Explain whether Kentucky Power's implementation contractor, Honeywell International ("HI"), is working to better select homes where the electric bills can be reduced and meet corporate energy efficiency goals.

b. Explain whether Kentucky Power believes that, until this situation is resolved, its staff should perform more than a quarterly on-site audit.

c. Provide the most recently available number of on-site audits, as of the date of this request, even though they have been quarterly, that were performed by Kentucky Power staff for 2011.

RESPONSE

a. Yes. Honeywell International is working to better select homes where the electric bills can be reduced.

b. A quarterly inspection is considered acceptable to maintain adequate quality controls with the implementation contractor.

c. Two on-site home audits have been completed in 2011.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 7 of the MEF evaluation report. It states, "[a]s a whole, data collection and tracking was performed adequately from Honeywell's perspective. However, the exchange of data between Honeywell and AEP is very troublesome." Describe what Kentucky Power and HI have done to improve the exchange of data.

RESPONSE

The data exchange problem is not between KPC and HI; it is between the evaluator and HI. Evaluators, even those at a large corporation, are limited to the toolsets they have available to them. The EEDRA team is capable of handling data in a relational database form, such as Oracle, DB2, SQL Server, or MS Access, or in a warehouse "flat file" form in SAS, comma-separated files (CSVs), or Excel. HI provides its data in relational database form in separate "dbase" files, a technology that is not supportable by the EEDRA team. The recommendation was that, in the future, HI should provide its data in a common format agreeable to the evaluator.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 7 of the MEF evaluation report. It states, "[s]poradic pieces of data were missing that are required to produce engineering estimates."

a. Describe what kind of pieces of information was missing.

b. Explain whether underestimating the demand savings by 61 percent in the Collaborative reports influenced the cost-effectiveness tests results of the program.

RESPONSE

a. "Missing" in this context meant desired information was not available to the evaluator. Due to problems in getting usable data from HI, all engineering estimates were based on deemed savings values. If information was provided on what types of CFLs were installed, the type of heating system, heating fuel, type of air conditioning system, number, if any, of window air conditioning systems, etc... then that data could not be located by the evaluator, and was not used due to the data format used by HI.

b. The underestimation of demand savings in the Collaborative reports is not used in any of the evaluation cost-benefit calculations.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 8 of the MEF evaluation report. It states, "one comment of dissatisfaction was "an installer cracking a door." If the door was cracked by the installer, explain whether the customer's door was repaired or replaced, and by whom.

RESPONSE

The door was not repaired or replaced. The customer did not report the complaint to program service provider (Honeywell), and the customer refused release of information for follow-up by utility company. The survey company reporting the customer comment called the customer to request permission for utility follow-up but the customer refused.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 13 of the MEF evaluation report. It states, "the results of the billing analysis show that the program will not be cost effective for any of the applicable tests in 2012-2014."

a. Explain whether this is the reason for requesting only a two-year extension of the MEF program.

b. If the applicable cost-effectiveness tests show the MEF program not to be cost-effective, explain whether Kentucky Power and the Collaborative support discontinuing the program.

c. Should the MEF program be continued after December 31, 2011, if the program is not going to be cost-effective in 2012-2014? Explain.

RESPONSE

a. This statement on page 13 of the MEF evaluation report is a misstatement; the results show a positive NPV for both the PACT and the TRC. This was not the reason for requesting only a two-year extension of the MEF program. That recommendation was made in light of the negative NPV results for the 2009-2010 analysis and the low (yet positive) NPV results for the 2012-2014 results. Evaluating sooner was recommended to ensure that changes are made to improve the cost effectiveness of the program.

b. The EEDRA team expects that the cost-effectiveness of the program may become positive if program change recommendations are adopted. If the 2013 evaluation is not cost effective, then Kentucky Power may recommend termination of the program to the DSM Collaborative.

c. The EEDRA team expects that the cost-effectiveness of the program may become positive if the steps taken in the recommendations are adopted. Additional evaluation was recommended to ensure that changes are made to improve the cost effectiveness of the program.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 14 of the MEF evaluation report. Recommendation 10 recommends "adding another employee to help with in-the-fields audits, ride-along trips and other general work required with the MEF and other programs." Explain whether this additional employee would also do work on the TEE and MHHP programs.

RESPONSE

A new employee could be used for program management in any of the programs. The program responsibilities may be shared between the existing KPCo staff based on work assignments and/or geographic work location.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 17 of the High Efficiency Heat Pump ("HEHP") evaluation report. Recommendation 6 states, "KPC should request AEP add fields to the AEP CIS to capture HVAC information on their customers. This would provide a more accurate way of comparing the participant group to the population for billing purposes." Describe the means through which Kentucky Power currently gathers information for the HEHP program.

RESPONSE

Kentucky Power staff gathers information for the HEHP program by collecting and processing HEHP incentive applications. The incentive applications are sent to Kentucky Power via fax or mail by the HVAC dealers following equipment installation and are date stamped upon receipt. The incentive applications are then reviewed, validated, and logged into a database prior to payment processing. After the application is logged into the database, the customer's account is noted with the dates of receipt and processing of the application. Dealer and customer payments are then processed.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 17 of the HEHP evaluation report. Recommendation 8 is "KPC staff should perform on-site installation audits for a small sample of participants. This may necessitate adding another employee."

a. Provide the number of on-site audits, as of the date of this request, performed by Kentucky Power staff for 2011.

b. Explain whether this additional employee also does work on the TEE, MHHP, and HEHP programs.

RESPONSE

a. Kentucky Power staff currently does not perform on-site audits for the HEHP program.

b. A new employee could be used for program management in any of the programs. The program responsibilities may be shared between the existing KPCo staff based on work assignments and/or geographic work location.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 17 of the HEHP evaluation report. Recommendation 9 is "KPC should gather information from the dealers about customers that were interested in the program but declined to participate."

a. Provide the number of field visits by Kentucky Power staff to HVAC dealers to discuss the HEHP program to date for 2011.

b. Is there a brochure, other than the Exhibit 2—Fact Sheet on page 34, that is available to HVAC dealers that would aid them in educating customers as to the benefits of participating in the program?

RESPONSE

a. Kentucky Power staff did not keep detailed records of contacts to HVAC dealers prior to April of 2011. Between February and September 21, 2011, Kentucky Power staff completed and recorded 44 field visits with HVAC dealers.

b. No. There is only one brochure offered for the program. However, Kentucky Power does provide information regarding the program on its website (Kentuckypower.com).

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 16 of the Community Outreach CFL evaluation report. Recommendation 1 is, "[t]herefore, it is our opinion that the COCFL program should continue through 2014, with periodic evaluations to ensure the program is still cost effective." Given that incandescent bulbs are to be phased out by 2014, explain whether Kentucky Power believes it should continue to spend resources on compact fluorescent light bulbs or should this be left to the consumer.

RESPONSE

Based on the report evaluation, the Company recommends a three year program extension. The evaluation report predicts that the program will remain cost effective through 2014. Following the spring 2014 evaluation, KPCo will be in a position to make a recommendation to continue, modify, or terminate the program.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to page 16 of the Energy Education for Students Program ("EEFS") evaluation report. Recommendation 6 is, "[t]o increase teacher workshop participation, consideration should be given to providing an additional incentive to the teachers related to their time requirements for attending the workshop."

a. Explain what would be considered an additional incentive.

b. Explain whether the cost of an additional incentive would be recovered through the DSM factor.

RESPONSE

a. KPC staff indicated the greatest barrier to adoption was with teacher involvement. Any incentive, financial or otherwise, that would increase teacher interest would be considered an additional cost to the program; however, incentives to the teachers would not be considered as incentives under the definition of the cost-benefit tests.

b. Yes, any incentive that affects the participation rates of program participants would be treated as an expenditure that is recovered through the DSM adjustment factor.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 16 of the EEFS evaluation report. Recommendation 7 suggests an additional survey of participants. Who would be surveyed, the teachers, students, or the parents of the students to determine the persistence of the savings over the expected CFL life?

RESPONSE

The participants of any program are defined as the KPC customers, in this case the parents. They would need to be surveyed to determine the persistence of the CFL installations.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Refer to page 16 of the EEFS evaluation report. Recommendation 8 states that "[e]ducation materials should be reexamined to ensure that the bulbs are recommended to be installed in an area to gain the maximum savings."

a. Is this Kentucky Power's educational material or the National Energy Education Development ("NEED") educational material?

b. Who would best know how to revise educational materials for middle school students,
Kentucky Power or NEED?

RESPONSE

a. The education material provided is NEED's material. However, the supplemental education recommended can be provided in the NEED packet, or by KPC directly. The supplemental education would involve informing the students about which rooms in a home have the highest number of lighting hours in a given day.

b. NEED knows best how to revise their material. However, KPC reviews all educational material to ensure that the material is in line with KPC's goals.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Provide a comparison of 2011 participant goals by program and actual participation by each program for 2011, as of the date of this request, and explain whether Kentucky Power expects the 2011 goals for each program will be met by the end of the year, and if not, why.

RESPONSE

Participant goals for most programs are expected to be achieved based on end of the year projections. However, the small commercial High Efficiency HP/AC may end 2011 at lower than expected levels due to dealer and customer response to the program. A four week newspaper promotion was recently completed for HVAC programs, and the net effect for increased customer participation is undetermined at this time. Also, the Mobile Home New Construction program may end the year at lower than expected levels due to weak home sales.

The following table includes actual participant data reported through September 14, 2011.

PROGRAM	ACTUAL PARTICIPANTS YTD	PARTICIPANT GOALS
Target Energy Efficiency - All Electric	160	350
Target Energy Efficiency - Base Load	10	55
High Efficiency Heat Pump - Mobile Home	136	230
Mobile Home New Construction	110	205
Modified Energy Fitness Program	906	1,200
Energy Education for Students	938	2,000
Community Outreach Compact Fluorescent Lamp	4,089	4,800
High Efficiency Heat Pump	493	772
Residential Efficient Products - units	108,225	136,745
Small Commercial High Efficiency HP/AC	20	65
Residential Commercial HVAC Diagnostic and Tune-up	722	680
Commercial Incentive	0	88
Residential Commercial Load Management - switches	0	550

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Refer to tab Schedule C of the Application. Page 17A-2 shows the following lost revenue factors:

Program	Lost Revenue Factor per kWh
Commercial High Efficiency Heat Pump/Air Conditioner - Air Conditioner	$0.14803
Commercial High Efficiency Heat Pump/Air Conditioner - Heat Pump Replacement	$0.58599
Commercial Incentive Program	$0.25657

a. Confirm that the factors are correct.

b. If the answer to part a. of this request is no, provide the correct lost revenue factors for each program.

RESPONSE

a. The lost revenue factors for the Commercial High Efficiency Heat Pump - Air Conditioner and Heat Pump Replacement Programs and the Commercial Incentive Program as listed above are incorrect. This error was originally noted and corrected in the Second Set of Data Request Responses for Case No. 2011-00055, Item No. 2. The wrong file was inadvertently picked up when creating the file for the current review period and therefore resulted in the incorrect lost revenue factors being supplied in the current Schedule C page 17A-2.

b. The correct lost revenue factors for the Commercial High Efficiency Heat Pump - Air Conditioner and Heat Pump Replacement Programs and the Commercial Incentive Program as previously noted in Case No. 2011-00055 are:

Commercial High Efficiency Heat Pump / Air Conditioner - Air Conditioner	$0.06482
Commercial High Efficiency Heat Pump / Air Conditioner - Heat Pump Replacement	$0.06482
Commercial Incentive Program	$0.06603

Attached please find an updated copy of the lost revenue factors for the above listed programs. An updated Schedule C with corrected lost revenue factors on Exhibit C, Page 17A-2 is located on the enclosed CD and titled "DSM 186 Month - Year 2011 - 1st half + 3rd & 4th Qtrs.xls".

WITNESS: Lila P Munsey

Kentucky Power
Twelve Months Ended 12/31/2010
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction	Monthly Lost Revenue
(1)	(2)	(3)	(4)	(5) = (2) X $0.02840	(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)	(11) = Annual kWH/12	(12) = (4X10X11)
COMMERCIAL INCENTIVE PROGRAM											
211 - Commercial											
215 MGS - Sec	251,579,223	$24,725,675	3,514	$7,144,850	$17,580,825	$13.50	$569,268	$17,011,557	$0.06762	1,246.3333	$296,150
217 MGS - Pri & 220 MGSCC - P	1,382,278	$121,426	8	$39,257	$82,169	$25.00	$2,400	$79,769	$0.05771	1,246.3333	$575
223 MGS LM ON	45,083	$4,154	5	$1,280	$2,874	$3.00	$180	$2,694	$0.05976	1,246.3333	$372
229 MGS - TOD	1,543,277	$128,917	31	$43,829	$85,088	$14.30	$5,320	$79,768	$0.05169	1,246.3333	$1,997
236 MGSCC - S	101,541	$11,715	1	$2,884	$8,831	$182.00	$2,184	$6,647	$0.06546	1,246.3333	$82
240 LGS - Sec	133,686,696	$11,359,212	162	$3,796,702	$7,562,510	$85.00	$165,240	$7,397,270	$0.05533	1,246.3333	$11,171
244 LGS - Pri	22,572,655	$1,650,311	15	$641,063	$1,009,248	$127.50	$22,950	$986,298	$0.04369	1,246.3333	$817
248 LGS - Sub	5,844,218	$378,024	4	$165,976	$212,048	$535.50	$25,704	$186,344	$0.03189	1,246.3333	$159
356 QP SEC	5,319,919	$338,762	1	$151,086	$187,676	$276.00	$3,312	$184,364	$0.03466	1,246.3333	$43
358 QP - Pri	101,779,819	$6,264,080	9	$2,890,547	$3,373,533	$276.00	$29,808	$3,343,725	$0.03285	1,246.3333	$368
359 QP - Sub	24,729,155	$1,284,038	3	$702,308	$581,730	$662.00	$23,832	$557,898	$0.02256	1,246.3333	$84
212 - Commercial - Space Heating											
215 MGS - Sec	185,983,403	$18,243,702	2,529	$5,281,929	$12,961,773	$13.50	$409,698	$12,552,075	$0.06749	1,246.3333	$212,727
217 MGS - Pri	568,454	$49,270	2	$16,144	$33,126	$25.00	$600	$32,526	$0.05722	1,246.3333	$143
223 MGS - LM	1,134,456	$93,972	41	$32,219	$61,753	$3.00	$1,476	$60,277	$0.05313	1,246.3333	$2,715
229 MGS - TOD	2,366,596	$206,569	32	$67,211	$139,358	$14.30	$5,491	$133,867	$0.05657	1,246.3333	$2,256
240 LGE - Sec	171,876,838	$14,542,945	196	$4,881,302	$9,661,643	$85.00	$199,920	$9,461,723	$0.05505	1,246.3333	$13,448
242 LGS - Sec - M	1,894,676	$157,671	1	$53,809	$103,862	$85.00	$1,020	$102,842	$0.05428	1,246.3333	$68
244 LGS - Pri	6,965,337	$533,210	6	$197,816	$335,394	$127.50	$9,180	$326,214	$0.04683	1,246.3333	$350
248 LGS - Sub	3,194,172	$189,199	1	$90,714	$98,485	$535.50	$6,426	$92,059	$0.02882	1,246.3333	$36
251 LGS - LM	1,606,400	$135,566	5	$45,622	$89,944	$81.80	$4,908	$85,036	$0.05294	1,246.3333	$330
358 QP - Pri	10,550,819	$674,994	2	$299,643	$375,351	$276.00	$6,624	$368,727	$0.03495	1,246.3333	$87
213 - Public Authority - Schools											
215 MGS - Sec	25,628,748	$2,496,426	268	$727,856	$1,768,570	$13.50	$43,416	$1,725,154	$0.06731	1,246.3333	$22,483
217 MGS - Pri	0	$389	1	$0	$389	$25.00	$300	$89	$0.00000	1,246.3333	$0
223 MGS - LM	33,520	$2,784	1	$952	$1,832	$3.00	$36	$1,796	$0.05358	1,246.3333	$67
240 LGE - Sec	160,659,021	$14,195,552	204	$4,562,716	$9,632,836	$85.00	$208,080	$9,424,756	$0.05866	1,246.3333	$14,914
244 LGS - Pri	2,788,735	$210,073	2	$79,200	$130,873	$127.50	$3,060	$127,813	$0.04583	1,246.3333	$114
248 LGS - Sub	2,714,930	$164,608	1	$77,104	$87,504	$535.50	$6,426	$81,078	$0.02986	1,246.3333	$37
358 QP - Pri	4,655,059	$321,016	1	$132,204	$188,812	$276.00	$3,312	$185,500	$0.03985	1,246.3333	$50
216 - Public Authority - Other											
215 MGS - Sec & 216 MGSCC - P	66,602,050	$6,422,348	724	$1,891,498	$4,530,850	$13.50	$117,288	$4,413,562	$0.06627	1,246.3333	$59,798
217 MGS - Pri	343,840	$33,060	4	$9,765	$23,295	$25.00	$1,200	$22,095	$0.06426	1,246.3333	$320
218 MGS - M - S	266,949	$25,624	2	$7,581	$18,043	$10.80	$259	$17,784	$0.06662	1,246.3333	$166
223 MGS - LM	28,515	$2,312	4	$810	$1,502	$13.50	$648	$854	$0.02995	1,246.3333	$149
229 MGS - TOD	587,918	$55,022	20	$16,697	$38,325	$14.30	$3,432	$34,893	$0.05935	1,246.3333	$1,479
240 LGS - Sec	65,714,682	$5,587,257	73	$1,866,297	$3,720,960	$85.00	$74,460	$3,646,500	$0.05549	1,246.3333	$5,049
242 LGS - M - S	6,417,673	$539,522	6	$182,262	$357,260	$85.00	$6,120	$351,140	$0.05471	1,246.3333	$409
244 LGS - Pri	3,350,631	$252,498	3	$95,158	$157,340	$127.50	$4,590	$152,750	$0.04559	1,246.3333	$170
246 LGS - M - P	845,264	$63,461	1	$24,005	$39,456	$127.50	$1,530	$37,926	$0.04487	1,246.3333	$56
251 LGS - LM - TD	269,022	$19,523	1	$7,640	$11,883	$81.80	$982	$10,901	$0.04052	1,246.3333	$51
358 QP - Pri	29,839,188	$1,897,199	4	$847,433	$1,049,766	$276.00	$13,248	$1,036,518	$0.03474	1,246.3333	$173
540 MW	6,346,528	$501,802	16	$180,241	$321,561	$22.90	$4,397	$317,164	$0.04997	1,246.3333	$996
Total Commercial	1,311,817,288	$113,883,888	7,904	$37,255,610	$76,628,278		$1,988,325	$74,639,953	$0.05690		$650,459
Monthly Per Customer											$82.29
Annual Per Customer									$0.06603	14.956	$987.48

Base Fuel Factor: $0.02840 / KWH

KPSC Case No. 2011-00300
Commission Staff's First Set of Data Requests
Order Dated September 14, 2011
Item No. 31
Page 3 of 5

Kentucky Power
Twelve Months Ended 12/31/2010
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction	Monthly Lost Revenue
(1)	(2)	(3)	(4)	(5) = (2) X $0.02840	(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)	(11) = Annual kWH/12	(12) = (4X10X11)
COMMERCIAL HIGH EFFICIENCY HEAT PUMP / AIR CONDITIONER PROGRAM -AIR CONDITIONER											
211 - Commercial											
204 SGS - MTRD	1,375,595	$203,629	498	$39,067	$164,562	$7.50	$44,820	$119,742	$0.08705	11.4167	$495
211 SGS	99,562,381	$11,631,175	16,570	$2,827,572	$8,803,603	$11.50	$2,286,660	$6,516,943	$0.06546	11.4167	$12,383
213 SGS - UMR	1,323,806	$215,444	506	$37,596	$177,848	$7.50	$45,540	$132,308	$0.09995	11.4167	$577
215 MGS - Sec	251,579,223	$24,725,675	3,514	$7,144,850	$17,580,825	$13.50	$569,268	$17,011,557	$0.06762	11.4167	$2,713
217 MGS - Pri & 220 MGSCC - P	1,382,278	$121,426	8	$39,257	$82,169	$25.00	$2,400	$79,769	$0.05771	11.4167	$5
223 MGS LM ON	45,083	$4,154	5	$1,280	$2,874	$3.00	$180	$2,694	$0.05976	11.4167	$3
229 MGS - TOD	1,543,277	$128,917	31	$43,829	$85,088	$14.30	$5,320	$79,768	$0.05169	11.4167	$18
236 MGSCC - S	101,541	$11,715	1	$2,884	$8,831	$182.00	$2,184	$6,647	$0.06546	11.4167	$1
212 - Commercial - Space Heating											
211 SGS	22,363,964	$2,265,765	2,099	$635,137	$1,630,628	$11.50	$289,662	$1,340,966	$0.05996	11.4167	$1,437
215 MGS - Sec	185,983,403	$18,243,702	2,529	$5,281,929	$12,961,773	$13.50	$409,698	$12,552,075	$0.06749	11.4167	$1,949
217 MGS - Pri	568,454	$49,270	2	$16,144	$33,126	$25.00	$600	$32,526	$0.05722	11.4167	$1
223 MGS - LM	1,134,456	$93,972	41	$32,219	$61,753	$3.00	$1,476	$60,277	$0.05313	11.4167	$25
229 MGS - TOD	2,366,596	$206,569	32	$67,211	$139,358	$14.30	$5,491	$133,867	$0.05657	11.4167	$21
213 - Public Authority - Schools											
211 SGS	1,605,360	$175,596	236	$45,592	$130,004	$11.50	$32,568	$97,436	$0.06069	11.4167	$164
215 MGS - Sec	25,628,748	$2,496,426	268	$727,856	$1,768,570	$13.50	$43,416	$1,725,154	$0.06731	11.4167	$206
217 MGS - Pri	0	$389	1	$0	$389	$25.00	$300	$89	$0.00000	11.4167	$0
223 MGS - LM	33,520	$2,784	1	$952	$1,832	$3.00	$36	$1,796	$0.05358	11.4167	$1
216 - Public Authority - Other											
204 SGS - MTRD	58,830	$10,112	31	$1,671	$8,441	$7.50	$2,790	$5,651	$0.09606	11.4167	$34
211 SGS	12,977,720	$1,406,373	1,733	$368,567	$1,037,806	$11.50	$239,154	$798,652	$0.06154	11.4167	$1,218
213 SGS - UMR	797,638	$75,852	134	$22,653	$53,199	$7.50	$12,060	$41,139	$0.05158	11.4167	$79
215 MGS - Sec & 216 MGSCC - P	66,602,050	$6,422,348	724	$1,891,498	$4,530,850	$13.50	$117,288	$4,413,562	$0.06627	11.4167	$548
217 MGS - Pri	343,840	$33,060	4	$9,765	$23,295	$25.00	$1,200	$22,095	$0.06426	11.4167	$3
218 MGS - M - S	266,949	$25,624	2	$7,581	$18,043	$13.50	$324	$17,719	$0.06638	11.4167	$2
223 MGS - LM	28,515	$2,312	4	$810	$1,502	$3.00	$144	$1,358	$0.04762	11.4167	$2
225 SGS - TOD - ON	0	$187	1	$0	$187	$15.10	$181	$6	$0.00000	11.4167	$0
229 MGS - TOD	587,918	$55,022	20	$16,697	$38,325	$14.30	$3,432	$34,893	$0.05935	11.4167	$14
Total Commercial	**575,999,363**	**$56,557,250**	**11,421**	**$16,358,382**	**$40,198,868**		**$1,739,172**	**$38,459,696**	**$0.06677**		**$8,444**
Monthly Per Customer											$0.74
Annual Per Customer									$0.06482	137	$8.88

Base Fuel Factor: $0.02840 / KWH

Kentucky Power Power
Twelve Months Ended 12/31/2010
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction	Monthly Lost Revenue
(1)	(2)	(3)	(4)	(5) = (2) X $0.02840	(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)	(11) = Annual kWH/12	(12) = (4X10X11)
COMMERCIAL HIGH EFFICIENCY HEAT PUMP / AIR CONDITIONER PROGRAM - HEAT PUMP REPLACEMENT											
211 - Commercial											
204 SGS - MTRD	1,375,595	$203,629	498	$39,067	$164,562	$7.50	$44,820	$119,742	$0.08705	11.4167	$495
211 SGS	99,562,381	$11,631,175	16,570	$2,827,572	$8,803,603	$11.50	$2,286,660	$6,516,943	$0.06546	11.4167	$12,383
213 SGS - UMR	1,323,806	$215,444	506	$37,596	$177,848	$7.50	$45,540	$132,308	$0.09995	11.4167	$577
215 MGS - Sec	251,579,223	$24,725,675	3,514	$7,144,850	$17,580,825	$13.50	$569,268	$17,011,557	$0.06762	11.4167	$2,713
217 MGS - Pri & 220 MGSCC - P	1,382,278	$121,426	8	$39,257	$82,169	$25.00	$2,400	$79,769	$0.05771	11.4167	$5
223 MGS LM ON	45,083	$4,154	5	$1,280	$2,874	$3.00	$180	$2,694	$0.05976	11.4167	$3
229 MGS - TOD	1,543,277	$128,917	31	$43,829	$85,088	$14.30	$5,320	$79,768	$0.05169	11.4167	$18
236 MGSCC - S	101,541	$11,715	1	$2,884	$8,831	$182.00	$2,184	$6,647	$0.06546	11.4167	$1
212 - Commercial - Space Heating											
211 SGS	22,363,964	$2,265,765	2,099	$635,137	$1,630,628	$11.50	$289,662	$1,340,966	$0.05996	11.4167	$1,437
215 MGS - Sec	185,983,403	$18,243,702	2,529	$5,281,929	$12,961,773	$13.50	$409,698	$12,552,075	$0.06749	11.4167	$1,949
217 MGS - Pri	568,454	$49,270	2	$16,144	$33,126	$25.00	$600	$32,526	$0.05722	11.4167	$1
223 MGS - LM	1,134,456	$93,972	41	$32,219	$61,753	$3.00	$1,476	$60,277	$0.05313	11.4167	$25
229 MGS - TOD	2,366,596	$206,569	32	$67,211	$139,358	$14.30	$5,491	$133,867	$0.05657	11.4167	$21
213 - Public Authority - Schools											
211 SGS	1,605,360	$175,596	236	$45,592	$130,004	$11.50	$32,568	$97,436	$0.06069	11.4167	$164
215 MGS - Sec	25,628,748	$2,496,426	268	$727,856	$1,768,570	$13.50	$43,416	$1,725,154	$0.06731	11.4167	$206
217 MGS - Pri	0	$389	1	$0	$389	$25.00	$300	$89	$0.00000	11.4167	$0
223 MGS - LM	33,520	$2,784	1	$952	$1,832	$3.00	$36	$1,796	$0.05358	11.4167	$1
216 - Public Authority - Other											
204 SGS - MTRD	58,830	$10,112	31	$1,671	$8,441	$7.50	$2,790	$5,651	$0.09606	11.4167	$34
211 SGS	12,977,720	$1,406,373	1,733	$368,567	$1,037,806	$11.50	$239,154	$798,652	$0.06154	11.4167	$1,218
213 SGS - UMR	797,638	$75,852	134	$22,653	$53,199	$7.50	$12,060	$41,139	$0.05158	11.4167	$79
215 MGS - Sec & 216 MGSCC - P	66,602,050	$6,422,348	724	$1,891,498	$4,530,850	$13.50	$117,288	$4,413,562	$0.06627	11.4167	$548
217 MGS - Pri	343,840	$33,060	4	$9,765	$23,295	$25.00	$1,200	$22,095	$0.06426	11.4167	$3
218 MGS - M - S	266,949	$25,624	2	$7,581	$18,043	$13.50	$324	$17,719	$0.06638	11.4167	$2
223 MGS - LM	28,515	$2,312	4	$810	$1,502	$3.00	$144	$1,358	$0.04762	11.4167	$2
225 SGS - TOD - ON	0	$187	1	$0	$187	$15.10	$181	$6	$0.00000	11.4167	$0
229 MGS - TOD	587,918	$55,022	20	$16,697	$38,325	$14.30	$3,432	$34,893	$0.05935	11.4167	$14
Total Commercial	**575,999,363**	**$56,557,250**	**11,421**	**$16,358,382**	**$40,198,868**		**$1,739,172**	**$38,459,696**	**$0.06677**		**$8,444**
Monthly Per Customer											$0.74
Annual Per Customer									$0.06482	137	$8.88

Base Fuel Factor: $0.02840 / KWH

KPSC Case No. 2011-00300
Commission Staff's First Set of Data Requests
Order Dated September 14, 2011
Item No. 31
Page 5 of 5

Kentucky Power Company

	$48.39	$871	757	$0.83	$625

REQUEST

Refer to the following table and explain, by program, the variances in average estimated program cost per participant from the third quarter to the fourth quarter of 2011

	Third Quarter			Fourth Quarter			
Program	Est. Program New Participants	Costs Per Participant	Total Est. Program Costs	Average New Participants	Est. Program Costs Per Participant	Pro
Residential Efficient Products						
- LED Lights	18					
Residential		$1,294.90	$38,847	220	$415.81	$91,478
Load Management		$1,294.90	$38,847	220	$415.81	$91,478
- Air Conditioning	30					
- Water Heating	30					
Commercial A/C & Heat Pump Program		$1,328.33	$19,925	10	$521.00	$5,210
- Heat Pump Replacement	15					
HVAC Diagnostic & Tune Up - Heat Pump	14	$127.29	$1,782	8	$67.00	$536

RESPONSE

The monthly total program expense was allocated based on the projected participant levels. The specific EE measures for these programs (i.e. LED, Air Conditioning, Water Heating) were allocated based on the percentage of the specific EE measures annual budget to the program total budget.

As shown on Page 2 of this response, the total projected expenses for the programs does not change but is re-allocated between the 3rd quarter and 4th quarter based on the projected participant levels that are specific to the EE measure (i.e. LED, Air Conditioning, Water Heating).

An updated Schedule C with re-allocated program expenses for the 3rd & 4th Qtrs are recorded on Exhibit C, Page 17B-1, 17B-2, 17C-1 and 17C-2 on the enclosed CD and titled "DSM 186 Month - Year 2011 - 1st half + 3rd & 4th Qtrs.xls".

Programs affected by the re-allocated expenses include HEHP Resistance and Non-Resistance, Residential Efficient Products CFL, Specialty, and LED, Small Commercial AC / HP, Residential HVAC Diagnostic AC / HP, Commercial HVAC Diagnostic AC / HP, Residential Load Management AC and Water Heating, and Commercial Load Management AC and Water Heating.

WITNESS: E J Clayton

	3rd Qtr			4th Qtr			
PROGRAM	NEW PARTICIPANT	AVERAGE EST. PROGRAM COSTS PER PARTICIPANT	TOTAL EST. PROGRAM COSTS	NEW PARTICIPANT	AVERAGE EST. PROGRAM COSTS PER PARTICIPANT	TOTAL EST. PROGRAM COSTS	TOTAL
Residential Efficient Products							
> LED lights	18	$1.94	$35	757	$1.93	$1,461	$1,496
Residential Load Management							
> Air Conditioning	30	$521.30	$15,639	220	$521.30	$114,686	$130,325
> Water Heating	30	$521.30	$15,639	220	$521.30	$114,686	$130,325
Commercial A/C & Heat Pump							
> Heat Pump	15	$1,005.40	$15,081	10	$1,005.40	$10,054	$25,135
Commercial HVAC Diagnostic & Tune-Up							
> Heat Pump	14	$105.36	$1,475	8	$105.38	$843	$2,318

Kentucky Power Company

REQUEST

Explain why the Residential Load Management and the Commercial Load Management programs have no Lost Revenues and Efficiency or Maximizing Incentives.

RESPONSE

As a pilot program, no participant impact assumptions were included with the original filing. Therefore, KPCo has no lost revenues or maximizing incentives.

Please see the response to Item No. 7 of the data requests in Case No. 2010-00198.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Provide Exhibit C in an electronic format with formulas intact and unprotected.

RESPONSE

Enclosed is a CD providing Exhibit C in an electronic format with formulas intact and unprotected. Exhibit C has been updated to include the changes mentioned in the responses to Item No. 31 and 32.

WITNESS: Lila P Munsey

Kentucky Power Company

REQUEST

Provide in electronic format with formulas intact and unprotected the assumptions as to kWh savings and efficiency incentives per participant by program.

RESPONSE

Please see enclosed CD for the excel files with formulas intact and unprotected containing the assumptions as to kWh savings and efficiency incentives per participant by program.

Applicable files on CD:

Attachment 1: DSM 186 Month - Year 2011 - 1st half + 3rd & 4th Qtrs.xls
Attachment 2: KPC Assumption Sheet 2012-2014.xlsx
Attachment 3: Assumption Sheet Small Commercial HP AC2010.xls
Attachment 4: Assumption Sheet for new programs July 16 2010.xls
Attachment 5: Assumption Sheet HVAC Tune-Up2010.xls
Attachment 6: Assumption Sheet Residential Efficient Products APT Bid.xls

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

Provide in electronic format with formulas intact and unprotected the lost revenue factor calculations for all residential and commercial programs.

RESPONSE

Please see enclosed CD for the excel files with formulas intact and unprotected containing the lost revenue factor calculations for all residential and commercial programs.

Attachment 1: Commercial - Lost Revenue Factors - June 2011.xls
Attachment 2: Residential - Lost Revenue Factors - June 2011.xls

WITNESS: Lila P Munsey

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

TARGETED ENERGY EFFICIENCY - ALL ELECTRIC

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	175.1667	$0.05750	175.1667	$745.33
012 RSW-A 1/	434,345	15	2,413	2,113	175.1667	$0.05750	175.1667	$151.08
013 RSW-B 1/	127,790	4	2,662	2,262	175.1667	$0.05750	175.1667	$40.29
014 RSW-C 1/	19,828	1	1,652	1,152	175.1667	$0.05750	175.1667	$10.07
015 RS	423,756,140	21,526	1,640	1,640	175.1667	$0.05750	175.1667	$216,811.71
017 RS EMP	12,221,803	544	1,872	1,872	175.1667	$0.05750	175.1667	$5,479.21
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	175.1667	$0.05750	175.1667	$636,737.09
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	175.1667	$0.04509	175.1667	$55.29
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	175.1667	$0.05188	175.1667	$636.08
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	175.1667	$0.04622	175.1667	$825.82
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	175.1667	$0.04793	175.1667	$16.79
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	175.1667	$0.05743	175.1667	$10.06
	1,699,126,531	85,564						$861,518.82
Monthly Per Customer								$10.07
Annual Per Customer					2,102			$120.84
Realization								$0.05749

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

TARGETED ENERGY EFFICIENCY - NON ALL ELECTRIC

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 2/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	74.6667	$0.05750	74.6667	$176.03
014 RSW-C 1/	32,741	2	1,364	864	74.6667	$0.05750	74.6667	$8.59
015 RS	553,593,925	41,689	1,107	1,107	74.6667	$0.05750	74.6667	$178,984.85
022 RSW-RS	228,760,928	15,187	1,255	1,255	74.6667	$0.05750	74.6667	$65,202.88
Total	783,128,191	56,919						$244,372.35
Monthly Per Customer								$4.29
Annual Per Customer					896			$51.48
Realization								$0.05746

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh

2/ Tariff Rates excluding base fuel of $0.02840/KWh.

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

HIGH EFFICIENCY HEAT PUMP - MOBILE HOME

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	233.9167	$0.05750	233.9167	$995.32
012 RSW-A 1/	434,345	15	2,413	2,113	233.9167	$0.05750	233.9167	$201.75
013 RSW-B 1/	127,790	4	2,662	2,262	233.9167	$0.05750	233.9167	$53.80
014 RSW-C 1/	19,828	1	1,652	1,152	233.9167	$0.05750	233.9167	$13.45
015 RS	423,756,140	21,526	1,640	1,640	233.9167	$0.05750	233.9167	$289,529.23
017 RS EMP	12,221,803	544	1,872	1,872	233.9167	$0.05750	233.9167	$7,316.91
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	233.9167	$0.05750	233.9167	$850,295.39
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	233.9167	$0.04509	233.9167	$73.83
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	233.9167	$0.05188	233.9167	$849.41
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	233.9167	$0.04622	233.9167	$1,102.79
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	233.9167	$0.04793	233.9167	$22.42
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	233.9167	$0.05743	233.9167	$13.43
	1,699,126,531	85,564						$1,150,467.73
Monthly Per Customer								$13.45
Annual Per Customer					2,807			$161.40
Realization								$0.05750

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

MOBILE HOME NEW CONSTRUCTION - HEAT PUMP

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	121.7500	$0.05750	121.7500	$518.05
012 RSW-A 1/	434,345	15	2,413	2,113	121.7500	$0.05750	121.7500	$105.01
013 RSW-B 1/	127,790	4	2,662	2,262	121.7500	$0.05750	121.7500	$28.00
014 RSW-C 1/	19,828	1	1,652	1,152	121.7500	$0.05750	121.7500	$7.00
015 RS	423,756,140	21,526	1,640	1,640	121.7500	$0.05750	121.7500	$150,695.45
017 RS EMP	12,221,803	544	1,872	1,872	121.7500	$0.05750	121.7500	$3,808.34
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	121.7500	$0.05750	121.7500	$442,565.51
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	121.7500	$0.04509	121.7500	$38.43
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	121.7500	$0.05188	121.7500	$442.11
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	121.7500	$0.04622	121.7500	$573.99
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	121.7500	$0.04793	121.7500	$11.67
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	121.7500	$0.05743	121.7500	$6.99
	1,699,126,531	85,564						$598,800.55
Monthly Per Customer								$7.00
Annual Per Customer					1,461			$84.00
Realization								$0.05749

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

MOBILE HOME NEW CONSTRUCTION - AIR CONDITIONER

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 2/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	0.0000	$0.05750	0.0000	$0.00
014 RSW-C 1/	32,741	2	1,364	864	0.0000	$0.05750	0.0000	$0.00
015 RS	553,593,925	41,689	1,107	1,107	0.0000	$0.05750	0.0000	$0.00
022 RSW-RS	228,760,928	15,187	1,255	1,255	0.0000	$0.05750	0.0000	$0.00
Total	783,128,191	56,919						$0.00
Monthly Per Customer								$0.00
Annual Per Customer					0			$0.00
Realization								$0.00000

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh

2/ Tariff Rates excluding base fuel of $0.02840/KWh.

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

HIGH EFFICIENCY HEAT PUMP - RESISTANCE HEAT

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	121.5000	$0.05750	121.5000	$516.98
012 RSW-A 1/	434,345	15	2,413	2,113	121.5000	$0.05750	121.5000	$104.79
013 RSW-B 1/	127,790	4	2,662	2,262	121.5000	$0.05750	121.5000	$27.95
014 RSW-C 1/	19,828	1	1,652	1,152	121.5000	$0.05750	121.5000	$6.99
015 RS	423,756,140	21,526	1,640	1,640	121.5000	$0.05750	121.5000	$150,386.02
017 RS EMP	12,221,803	544	1,872	1,872	121.5000	$0.05750	121.5000	$3,800.52
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	121.5000	$0.05750	121.5000	$441,656.75
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	121.5000	$0.04509	121.5000	$38.35
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	121.5000	$0.05188	121.5000	$441.20
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	121.5000	$0.04622	121.5000	$572.81
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	121.5000	$0.04793	121.5000	$11.65
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	121.5000	$0.05743	121.5000	$6.98
	1,699,126,531	85,564						$597,570.99
Monthly Per Customer								$6.98
Annual Per Customer					1,458			$83.76
Realization								$0.05745

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

MODIFIED ENERGY FITNESS

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	47.2500	$0.05750	47.2500	$111.39
014 RSW-C 1/	32,741	2	1,364	864	47.2500	$0.05750	47.2500	$5.43
015 RS	553,593,925	41,689	1,107	1,107	47.2500	$0.05750	47.2500	$113,263.80
022 RSW-RS	228,760,928	15,187	1,255	1,255	47.2500	$0.05750	47.2500	$41,261.18
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	47.2500	$0.05750	47.2500	$201.05
012 RSW-A 1/	434,345	15	2,413	2,113	47.2500	$0.05750	47.2500	$40.75
013 RSW-B 1/	127,790	4	2,662	2,262	47.2500	$0.05750	47.2500	$10.87
014 RSW-C 1/	19,828	1	1,652	1,152	47.2500	$0.05750	47.2500	$2.72
015 RS	423,756,140	21,526	1,640	1,640	47.2500	$0.05750	47.2500	$58,483.45
017 RS EMP	12,221,803	544	1,872	1,872	47.2500	$0.05750	47.2500	$1,477.98
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	47.2500	$0.05750	47.2500	$171,755.40
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	47.2500	$0.04509	47.2500	$14.91
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	47.2500	$0.05188	47.2500	$171.58
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	47.2500	$0.04622	47.2500	$222.76
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	47.2500	$0.04793	47.2500	$4.53
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	47.2500	$0.05743	47.2500	$2.71
	2,482,254,722	142,483						$387,030.51
Monthly Per Customer								$2.72
Annual Per Customer					567			$32.64
Realization								$0.05757

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

HIGH EFFICIENCY HEAT PUMP - REPLACEMENT

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	153.7500	$0.05750	153.7500	$654.21
012 RSW-A 1/	434,345	15	2,413	2,113	153.7500	$0.05750	153.7500	$132.61
013 RSW-B 1/	127,790	4	2,662	2,262	153.7500	$0.05750	153.7500	$35.36
014 RSW-C 1/	19,828	1	1,652	1,152	153.7500	$0.05750	153.7500	$8.84
015 RS	423,756,140	21,526	1,640	1,640	153.7500	$0.05750	153.7500	$190,303.29
017 RS EMP	12,221,803	544	1,872	1,872	153.7500	$0.05750	153.7500	$4,809.30
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	153.7500	$0.05750	153.7500	$558,886.63
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	153.7500	$0.04509	153.7500	$48.53
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	153.7500	$0.05188	153.7500	$558.31
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	153.7500	$0.04622	153.7500	$724.85
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	153.7500	$0.04793	153.7500	$14.74
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	153.7500	$0.05743	153.7500	$8.83
	1,699,126,531	85,564						$756,185.50
Monthly Per Customer								$8.84
Annual Per Customer					1,845			$106.08
Realization								$0.05750

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.

Energy Education for Students Program

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

ENERGY EDUCATION FOR STUDENTS PROGRAM

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	8.0000	$0.05750	8.0000	$18.86
014 RSW-C 1/	32,741	2	1,364	864	8.0000	$0.05750	8.0000	$0.92
015 RS	553,593,925	41,689	1,107	1,107	8.0000	$0.05750	8.0000	$19,176.94
022 RSW-RS	228,760,928	15,187	1,255	1,255	8.0000	$0.05750	8.0000	$6,986.02
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	8.0000	$0.05750	8.0000	$34.04
012 RSW-A 1/	434,345	15	2,413	2,113	8.0000	$0.05750	8.0000	$6.90
013 RSW-B 1/	127,790	4	2,662	2,262	8.0000	$0.05750	8.0000	$1.84
014 RSW-C 1/	19,828	1	1,652	1,152	8.0000	$0.05750	8.0000	$0.46
015 RS	423,756,140	21,526	1,640	1,640	8.0000	$0.05750	8.0000	$9,901.96
017 RS EMP	12,221,803	544	1,872	1,872	8.0000	$0.05750	8.0000	$250.24
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	8.0000	$0.05750	8.0000	$29,080.28
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	8.0000	$0.04509	8.0000	$2.52
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	8.0000	$0.05188	8.0000	$29.05
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	8.0000	$0.04622	8.0000	$37.72
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	8.0000	$0.04793	8.0000	$0.77
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	8.0000	$0.05743	8.0000	$0.46
	2,482,254,722	142,483						$65,528.98
Monthly Per Customer								$0.46
Annual Per Customer					96 4/			$5.52
Realization								$0.05750

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.
4/ 4 CFL Bulbs X 36.75 KWH per Bulb = 147 KWH

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Community Outreach Compact Fluorescent Lighting (CFL) Program

Kentucky Power Company
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COMMUNITY OUTREACH COMPACT FLUORESCENT LIGHTING (CFL) PROGRAM

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	8.5000	$0.05750	8.5000	$20.04
014 RSW-C 1/	32,741	2	1,364	864	8.5000	$0.05750	8.5000	$0.98
015 RS	553,593,925	41,689	1,107	1,107	8.5000	$0.05750	8.5000	$20,375.50
022 RSW-RS	228,760,928	15,187	1,255	1,255	8.5000	$0.05750	8.5000	$7,422.65
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	8.5000	$0.05750	8.5000	$36.17
012 RSW-A 1/	434,345	15	2,413	2,113	8.5000	$0.05750	8.5000	$7.33
013 RSW-B 1/	127,790	4	2,662	2,262	8.5000	$0.05750	8.5000	$1.96
014 RSW-C 1/	19,828	1	1,652	1,152	8.5000	$0.05750	8.5000	$0.49
015 RS	423,756,140	21,526	1,640	1,640	8.5000	$0.05750	8.5000	$10,520.83
017 RS EMP	12,221,803	544	1,872	1,872	8.5000	$0.05750	8.5000	$265.88
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	8.5000	$0.05750	8.5000	$30,897.80
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	8.5000	$0.04509	8.5000	$2.68
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	8.5000	$0.05188	8.5000	$30.87
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	8.5000	$0.04622	8.5000	$40.07
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	8.5000	$0.04793	8.5000	$0.81
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	8.5000	$0.05743	8.5000	$0.49
	2,482,254,722	142,483						$69,624.55
Monthly Per Customer								$0.49
Annual Per Customer					102 4/			$5.88
Realization								$0.05765

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.
4/ 4 CFL Bulbs X 45.25 KWH per Bulb = 181 KWH

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Residential Efficient Products Program - CFL (Proposed)

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RESIDENTIAL EFFICIENT PRODUCTS PROGRAM - CFL

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	2.7500	$0.05750	2.7500	$6.48
014 RSW-C 1/	32,741	2	1,364	864	2.7500	$0.05750	2.7500	$0.32
015 RS	553,593,925	41,689	1,107	1,107	2.7500	$0.05750	2.7500	$6,592.07
022 RSW-RS	228,760,928	15,187	1,255	1,255	2.7500	$0.05750	2.7500	$2,401.44
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	2.7500	$0.05750	2.7500	$11.70
012 RSW-A 1/	434,345	15	2,413	2,113	2.7500	$0.05750	2.7500	$2.37
013 RSW-B 1/	127,790	4	2,662	2,262	2.7500	$0.05750	2.7500	$0.63
014 RSW-C 1/	19,828	1	1,652	1,152	2.7500	$0.05750	2.7500	$0.16
015 RS	423,756,140	21,526	1,640	1,640	2.7500	$0.05750	2.7500	$3,403.80
017 RS EMP	12,221,803	544	1,872	1,872	2.7500	$0.05750	2.7500	$86.02
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	2.7500	$0.05750	2.7500	$9,996.35
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	2.7500	$0.04509	2.7500	$0.87
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	2.7500	$0.05188	2.7500	$9.99
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	2.7500	$0.04622	2.7500	$12.96
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	2.7500	$0.04793	2.7500	$0.26
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	2.7500	$0.05743	2.7500	$0.16
	2,482,254,722	142,483						$22,525.58
Monthly Per Customer								$0.16
Annual Per Customer					33			$1.92
Realization								$0.05818

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh

2/ Rate is weighted average of peak/off peak.

3/ Tariff Rates excluding base fuel of $0.02840/KWh.

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Kentucky Power Company
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Demand Side Management Program - Lost Revenue

RESIDENTIAL EFFICIENT PRODUCTS PROGRAM -Specialty Bulbs

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	2.4167	$0.05750	2.4167	$5.70
014 RSW-C 1/	32,741	2	1,364	864	2.4167	$0.05750	2.4167	$0.28
015 RS	553,593,925	41,689	1,107	1,107	2.4167	$0.05750	2.4167	$5,793.11
022 RSW-RS	228,760,928	15,187	1,255	1,255	2.4167	$0.05750	2.4167	$2,110.39
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	2.4167	$0.05750	2.4167	$10.28
012 RSW-A 1/	434,345	15	2,413	2,113	2.4167	$0.05750	2.4167	$2.08
013 RSW-B 1/	127,790	4	2,662	2,262	2.4167	$0.05750	2.4167	$0.56
014 RSW-C 1/	19,828	1	1,652	1,152	2.4167	$0.05750	2.4167	$0.14
015 RS	423,756,140	21,526	1,640	1,640	2.4167	$0.05750	2.4167	$2,991.26
017 RS EMP	12,221,803	544	1,872	1,872	2.4167	$0.05750	2.4167	$75.59
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	2.4167	$0.05750	2.4167	$8,784.79
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	2.4167	$0.04509	2.4167	$0.76
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	2.4167	$0.05188	2.4167	$8.78
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	2.4167	$0.04622	2.4167	$11.39
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	2.4167	$0.04793	2.4167	$0.23
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	2.4167	$0.05743	2.4167	$0.14
	2,482,254,722	142,483						$19,795.48
Monthly Per Customer								$0.14
Annual Per Customer					29			$1.68
Realization								$0.05793

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh
2/ Rate is weighted average of peak/off peak.
3/ Tariff Rates excluding base fuel of $0.02840/KWh.

Residential Efficient Products Program - LED Lights (Proposed)

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

RESIDENTIAL EFFICIENT PRODUCTS PROGRAM - LED LIGHTS

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	3.4167	$0.05750	3.4167	$8.05
014 RSW-C 1/	32,741	2	1,364	864	3.4167	$0.05750	3.4167	$0.39
015 RS	553,593,925	41,689	1,107	1,107	3.4167	$0.05750	3.4167	$8,190.23
022 RSW-RS	228,760,928	15,187	1,255	1,255	3.4167	$0.05750	3.4167	$2,983.64
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	3.4167	$0.05750	3.4167	$14.54
012 RSW-A 1/	434,345	15	2,413	2,113	3.4167	$0.05750	3.4167	$2.95
013 RSW-B 1/	127,790	4	2,662	2,262	3.4167	$0.05750	3.4167	$0.79
014 RSW-C 1/	19,828	1	1,652	1,152	3.4167	$0.05750	3.4167	$0.20
015 RS	423,756,140	21,526	1,640	1,640	3.4167	$0.05750	3.4167	$4,229.00
017 RS EMP	12,221,803	544	1,872	1,872	3.4167	$0.05750	3.4167	$106.87
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	3.4167	$0.05750	3.4167	$12,419.82
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	3.4167	$0.04509	3.4167	$1.08
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	3.4167	$0.05188	3.4167	$12.41
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	3.4167	$0.04622	3.4167	$16.11
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	3.4167	$0.04793	3.4167	$0.33
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	3.4167	$0.05743	3.4167	$0.20
	2,482,254,722	142,483						$27,986.61
Monthly Per Customer								$0.20
Annual Per Customer					41			$2.40
Realization								$0.05854

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh

2/ Rate is weighted average of peak/off peak.

3/ Tariff Rates excluding base fuel of $0.02840/KWh.

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HVAC Diagnostic Tune Up Program - Air Conditioner (Proposed)

Kentucky Power Company
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

HVAC DIAGNOSTIC & TUNE-UP PROGRAM - AIR CONDITIONER

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	25.9167	$0.05750	25.9167	$110.28
012 RSW-A 1/	434,345	15	2,413	2,113	25.9167	$0.05750	25.9167	$22.35
013 RSW-B 1/	127,790	4	2,662	2,262	25.9167	$0.05750	25.9167	$5.96
014 RSW-C 1/	19,828	1	1,652	1,152	25.9167	$0.05750	25.9167	$1.49
015 RS	423,756,140	21,526	1,640	1,640	25.9167	$0.05750	25.9167	$32,078.27
017 RS EMP	12,221,803	544	1,872	1,872	25.9167	$0.05750	25.9167	$810.67
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	25.9167	$0.05750	25.9167	$94,208.11
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	25.9167	$0.04509	25.9167	$8.18
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	25.9167	$0.05188	25.9167	$94.11
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	25.9167	$0.04622	25.9167	$122.18
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	25.9167	$0.04793	25.9167	$2.48
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	25.9167	$0.05743	25.9167	$1.49
	1,699,126,531	85,564						$127,465.57
Monthly Per Customer								$1.49
Annual Per Customer					311			$17.88
Realization								$0.05749

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh

2/ Rate is weighted average of peak/off peak.

3/ Tariff Rates excluding base fuel of $0.02840/KWh.

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Residential Efficient Products Program - LED Holiday Lights (Proposed)

Kentucky Power Company
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RESIDENTIAL EFFICIENT PRODUCTS PROGRAM - LED HOLIDAY LIGHTS

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Non-Heat								
011 RSW-LMWH 1/	740,597	41	1,505	1,255	1.5000	$0.05750	1.5000	$3.54
014 RSW-C 1/	32,741	2	1,364	864	1.5000	$0.05750	1.5000	$0.17
015 RS	553,593,925	41,689	1,107	1,107	1.5000	$0.05750	1.5000	$3,595.68
022 RSW-RS	228,760,928	15,187	1,255	1,255	1.5000	$0.05750	1.5000	$1,309.88
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	1.5000	$0.05750	1.5000	$6.38
012 RSW-A 1/	434,345	15	2,413	2,113	1.5000	$0.05750	1.5000	$1.29
013 RSW-B 1/	127,790	4	2,662	2,262	1.5000	$0.05750	1.5000	$0.35
014 RSW-C 1/	19,828	1	1,652	1,152	1.5000	$0.05750	1.5000	$0.09
015 RS	423,756,140	21,526	1,640	1,640	1.5000	$0.05750	1.5000	$1,856.62
017 RS EMP	12,221,803	544	1,872	1,872	1.5000	$0.05750	1.5000	$46.92
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	1.5000	$0.05750	1.5000	$5,452.55
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	1.5000	$0.04509	1.5000	$0.47
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	1.5000	$0.05188	1.5000	$5.45
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	1.5000	$0.04622	1.5000	$7.07
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	1.5000	$0.04793	1.5000	$0.14
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	1.5000	$0.05743	1.5000	$0.09
	2,482,254,722	142,483						$12,286.69
Monthly Per Customer								$0.09
Annual Per Customer					18			$1.08
Realization								$0.06000

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh

2/ Rate is weighted average of peak/off peak.

3/ Tariff Rates excluding base fuel of $0.02840/KWh.

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HVAC Diagnostic Tune-Up Program - Heat Pump (Proposed)

Kentucky Power Company
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HVAC DIAGNOSTIC & TUNE-UP PROGRAM - HEAT PUMP

Tariff	Billed & Accrued KWH	Average No. of Customers	Average Monthly KWH	KWh Excl. Storage WH KWH	Average Monthly Reduction	Applicable Energy Rate 3/	KWH Consumption	Monthly Lost Revenue
Heat								
011 RSW-LMWH 1/	2,103,652	74	2,369	2,119	61.7500	$0.05750	61.7500	$262.75
012 RSW-A 1/	434,345	15	2,413	2,113	61.7500	$0.05750	61.7500	$53.26
013 RSW-B 1/	127,790	4	2,662	2,262	61.7500	$0.05750	61.7500	$14.20
014 RSW-C 1/	19,828	1	1,652	1,152	61.7500	$0.05750	61.7500	$3.55
015 RS	423,756,140	21,526	1,640	1,640	61.7500	$0.05750	61.7500	$76,430.75
017 RS EMP	12,221,803	544	1,872	1,872	61.7500	$0.05750	61.7500	$1,931.54
022 RSW-RS	1,255,428,135	63,218	1,655	1,655	61.7500	$0.05750	61.7500	$224,463.41
028 AORH-W ON/OFF 2/	117,103	7	1,394	1,394	61.7500	$0.04509	61.7500	$19.49
030 RSW-ON/OFF 2/	1,792,763	70	2,134	2,134	61.7500	$0.05188	61.7500	$224.23
032 RS LM-ON/OFF 2/	3,087,967	102	2,523	2,523	61.7500	$0.04622	61.7500	$291.12
034 AORH-ON/OFF 2/	25,375	2	1,057	1,057	61.7500	$0.04793	61.7500	$5.92
036 RS-TOD-ON/OFF 2/	11,630	1	969	969	61.7500	$0.05743	61.7500	$3.55
	1,699,126,531	85,564						$303,703.77
Monthly Per Customer								$3.55
Annual Per Customer					741			$42.60
Realization								$0.05749

1/ Storage Water Heating KWh fixed block
LM - 250 KWh
A - 300 KWh
B - 400 KWh
C - 500 KWh

2/ Rate is weighted average of peak/off peak.

3/ Tariff Rates excluding base fuel of $0.02840/KWh.

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Kentucky Power Power
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction	Monthly Lost Revenue
				(5) = (2) X						(11) = Annual	
(1)	(2)	(3)	(4)	$0.02840	(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)	kWH/12	(12) = (4X10X11)
COMMERCIAL INCENTIVE PROGRAM											
211 - Commercial											
215 MGS - Sec	242,076,089	$25,991,294	3,473	$6,874,961	$19,116,333	$13.50	$562,626	$18,553,707	$0.07664	1,246.3333	$331,737
217 MGS - Pri & 220 MGSCC - P	820,015	$80,876	7	$23,288	$57,588	$25.00	$2,100	$55,488	$0.06767	1,246.3333	$590
223 MGS LM ON	46,463	$4,600	5	$1,320	$3,280	$3.00	$180	$3,100	$0.06672	1,246.3333	$416
229 MGS - TOD	1,498,359	$139,236	31	$42,553	$96,683	$14.30	$5,320	$91,363	$0.06098	1,246.3333	$2,356
236 MGSCC - S	218,651	$26,546	2	$6,210	$20,336	$182.00	$4,368	$15,968	$0.07303	1,246.3333	$182
240 LGS - Sec	131,803,007	$12,298,946	167	$3,743,205	$8,555,741	$85.00	$170,340	$8,385,401	$0.06362	1,246.3333	$13,242
244 LGS - Pri	20,299,593	$1,605,637	15	$576,508	$1,029,129	$127.50	$22,950	$1,006,179	$0.04957	1,246.3333	$927
248 LGS - Sub	5,283,937	$349,315	3	$150,064	$199,251	$535.50	$19,278	$179,973	$0.03406	1,246.3333	$127
356 QP SEC	5,106,814	$350,749	1	$145,034	$205,715	$276.00	$3,312	$202,403	$0.03963	1,246.3333	$49
358 QP - Pri	97,030,798	$6,329,450	8	$2,755,675	$3,573,775	$276.00	$26,496	$3,547,279	$0.03656	1,246.3333	$365
359 QP - Sub	24,555,303	$1,314,450	3	$697,371	$617,079	$662.00	$23,832	$593,247	$0.02416	1,246.3333	$90
212 - Commercial - Space Heating											
215 MGS - Sec	177,257,591	$19,084,716	2,497	$5,034,116	$14,050,600	$13.50	$404,514	$13,646,086	$0.07698	1,246.3333	$239,569
217 MGS - Pri	563,231	$53,516	2	$15,996	$37,520	$25.00	$600	$36,920	$0.06555	1,246.3333	$163
223 MGS - LM	1,128,213	$100,716	41	$32,041	$68,675	$3.00	$1,476	$67,199	$0.05956	1,246.3333	$3,043
229 MGS - TOD	2,292,310	$219,751	32	$65,102	$154,649	$14.30	$5,491	$149,158	$0.06507	1,246.3333	$2,595
240 LGE - Sec	167,226,584	$15,573,171	200	$4,749,235	$10,823,936	$85.00	$204,000	$10,619,936	$0.06351	1,246.3333	$15,831
242 LGS - Sec - M	1,873,803	$170,550	1	$53,216	$117,334	$85.00	$1,020	$116,314	$0.06207	1,246.3333	$77
244 LGS - Pri	7,398,852	$602,228	7	$210,127	$392,101	$127.50	$10,710	$381,391	$0.05155	1,246.3333	$450
248 LGS - Sub	2,942,753	$183,492	1	$83,574	$99,918	$535.50	$6,426	$93,492	$0.03177	1,246.3333	$40
251 LGS - LM	1,512,384	$145,674	5	$42,952	$102,722	$81.80	$4,908	$97,814	$0.06468	1,246.3333	$403
358 QP - Pri	14,423,015	$953,304	3	$409,614	$543,690	$276.00	$9,936	$533,754	$0.03701	1,246.3333	$138
213 - Public Authority - Schools											
215 MGS - Sec	24,083,562	$2,581,975	265	$683,973	$1,898,002	$13.50	$42,930	$1,855,072	$0.07703	1,246.3333	$25,441
217 MGS - Pri	0	$424	1	$0	$424	$25.00	$300	$124	$0.00000	1,246.3333	$0
223 MGS - LM	29,334	$2,762	1	$833	$1,929	$3.00	$36	$1,893	$0.06453	1,246.3333	$80
240 LGE - Sec	157,609,669	$15,343,333	208	$4,476,115	$10,867,218	$85.00	$212,160	$10,655,058	$0.06760	1,246.3333	$17,524
244 LGS - Pri	2,425,700	$198,513	1	$68,890	$129,623	$127.50	$1,530	$128,093	$0.05281	1,246.3333	$66
248 LGS - Sub	2,697,444	$172,285	1	$76,607	$95,678	$535.50	$6,426	$89,252	$0.03309	1,246.3333	$41
358 QP - Pri	4,557,293	$333,874	1	$129,427	$204,447	$276.00	$3,312	$201,135	$0.04413	1,246.3333	$55
216 - Public Authority - Other											
215 MGS - Sec & 216 MGSCC - P	64,297,376	$6,791,658	723	$1,826,045	$4,965,613	$13.50	$117,126	$4,848,487	$0.07541	1,246.3333	$67,952
217 MGS - Pri	362,639	$37,194	4	$10,299	$26,895	$25.00	$1,200	$25,695	$0.07086	1,246.3333	$353
218 MGS - M - S	253,707	$26,774	2	$7,205	$19,569	$10.80	$259	$19,310	$0.07611	1,246.3333	$190
223 MGS - LM	22,093	$2,093	4	$627	$1,466	$13.50	$648	$818	$0.03703	1,246.3333	$185
229 MGS - TOD	601,509	$61,529	19	$17,083	$44,446	$14.30	$3,260	$41,186	$0.06847	1,246.3333	$1,621
240 LGS - Sec	67,848,618	$6,326,895	78	$1,926,901	$4,399,994	$85.00	$79,560	$4,320,434	$0.06368	1,246.3333	$6,191
242 LGS - M - S	6,201,270	$573,004	6	$176,116	$396,888	$85.00	$6,120	$390,768	$0.06301	1,246.3333	$471
244 LGS - Pri	3,740,357	$307,796	3	$106,226	$201,570	$127.50	$4,590	$196,980	$0.05266	1,246.3333	$197
246 LGS - M - P	796,280	$64,717	1	$22,614	$42,103	$127.50	$1,530	$40,573	$0.05095	1,246.3333	$64
251 LGS - LM - TD	222,658	$18,118	1	$6,323	$11,795	$81.80	$982	$10,813	$0.04856	1,246.3333	$61
358 QP - Pri	29,304,796	$1,981,207	4	$832,256	$1,148,951	$276.00	$13,248	$1,135,703	$0.03875	1,246.3333	$193
540 MW	5,050,083	$443,138	14	$143,422	$299,716	$22.90	$3,847	$295,869	$0.05859	1,246.3333	$1,022
Total Commercial	1,275,462,153	$120,845,506	7,841	$36,223,124	$84,622,382		$1,988,947	$82,633,435	$0.06479		$734,097
Monthly Per Customer											$93.62
Annual Per Customer									$0.07512	14,956	$1,123.44

Base Fuel Factor: $0.02840 / KWH

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Kentucky Power
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction	Monthly Lost Revenue
				(5) = (2) X $0.02840	(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)	(11) = Annual kWH/12	(12) = (4X10X11)
(1)	(2)	(3)	(4)								
COMMERCIAL HIGH EFFICIENCY HEAT PUMP / AIR CONDITIONER PROGRAM -AIR CONDITIONER											
211 - Commercial											
204 SGS - MTRD	1,361,438	$218,658	489	$38,665	$179,993	$7.50	$44,010	$135,983	$0.09988	23.5000	$1,148
211 SGS	96,747,320	$12,436,051	16,676	$2,747,624	$9,688,427	$11.50	$2,301,288	$7,387,139	$0.07635	23.5000	$29,920
213 SGS - UMR	1,308,726	$227,788	502	$37,168	$190,620	$7.50	$45,180	$145,440	$0.11113	23.5000	$1,311
215 MGS - Sec	242,076,089	$25,991,294	3,473	$6,874,961	$19,116,333	$13.50	$562,626	$18,553,707	$0.07664	23.5000	$6,255
217 MGS - Pri & 220 MGSCC - P	820,015	$80,876	7	$23,288	$57,588	$25.00	$2,100	$55,488	$0.06767	23.5000	$11
223 MGS LM ON	46,463	$4,600	5	$1,320	$3,280	$3.00	$180	$3,100	$0.06672	23.5000	$8
229 MGS - TOD	1,498,359	$139,236	31	$42,553	$96,683	$14.30	$5,320	$91,363	$0.06098	23.5000	$44
236 MGSCC - S	218,651	$26,546	2	$6,210	$20,336	$182.00	$4,368	$15,968	$0.07303	23.5000	$3
212 - Commercial - Space Heating											
211 SGS	21,743,418	$2,442,194	2,128	$617,513	$1,824,681	$11.50	$293,664	$1,531,017	$0.07041	23.5000	$3,521
215 MGS - Sec	177,257,591	$19,084,716	2,497	$5,034,116	$14,050,600	$13.50	$404,514	$13,646,086	$0.07698	23.5000	$4,517
217 MGS - Pri	563,231	$53,516	2	$15,996	$37,520	$25.00	$600	$36,920	$0.06555	23.5000	$3
223 MGS - LM	1,128,213	$100,716	41	$32,041	$68,675	$3.00	$1,476	$67,199	$0.05956	23.5000	$57
229 MGS - TOD	2,292,310	$219,751	32	$65,102	$154,649	$14.30	$5,491	$149,158	$0.06507	23.5000	$49
213 - Public Authority - Schools											
211 SGS	1,596,425	$192,824	237	$45,338	$147,486	$11.50	$32,706	$114,780	$0.07190	23.5000	$400
215 MGS - Sec	24,083,562	$2,581,975	265	$683,973	$1,898,002	$13.50	$42,930	$1,855,072	$0.07703	23.5000	$480
217 MGS - Pri	0	$424	1	$0	$424	$25.00	$300	$124	$0.00000	23.5000	$0
223 MGS - LM	29,334	$2,762	1	$833	$1,929	$3.00	$36	$1,893	$0.06453	23.5000	$2
216 - Public Authority - Other											
204 SGS - MTRD	62,894	$11,566	32	$1,786	$9,780	$7.50	$2,880	$6,900	$0.10971	23.5000	$83
211 SGS	13,452,473	$1,584,981	1,769	$382,050	$1,202,931	$11.50	$244,122	$958,809	$0.07127	23.5000	$2,963
213 SGS - UMR	663,961	$71,803	137	$18,856	$52,947	$7.50	$12,330	$40,617	$0.06117	23.5000	$197
215 MGS - Sec & 216 MGSCC - P	64,297,376	$6,791,658	723	$1,826,045	$4,965,613	$13.50	$117,126	$4,848,487	$0.07541	23.5000	$1,281
217 MGS - Pri	362,639	$37,194	4	$10,299	$26,895	$25.00	$1,200	$25,695	$0.07086	23.5000	$7
218 MGS - M - S	253,707	$26,774	2	$7,205	$19,569	$13.50	$324	$19,245	$0.07586	23.5000	$4
223 MGS - LM	22,093	$2,093	4	$627	$1,466	$3.00	$144	$1,322	$0.05984	23.5000	$6
225 SGS - TOD - ON	0	$187	1	$0	$187	$15.10	$181	$6	$0.00000	23.5000	$0
229 MGS - TOD	601,509	$61,529	19	$17,083	$44,446	$14.30	$3,260	$41,186	$0.06847	23.5000	$31
Total Commercial	**553,070,313**	**$59,509,215**	**11,413**	**$15,707,195**	**$43,802,020**		**$1,737,878**	**$42,064,142**	**$0.07606**		**$19,922**
Monthly Per Customer									$0.07447	282	$1.75
Annual Per Customer											$21.00

Base Fuel Factor: $0.02840 / KWH

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Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue (5) = (2) X $0.02840	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction (11) = Annual kWH/12	Monthly Lost Revenue
(1)	(2)	(3)	(4)		(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)		(12) = (4X10X11)
COMMERCIAL HIGH EFFICIENCY HEAT PUMP / AIR CONDITIONER PROGRAM -HEAT PUMP REPLACEMENT											
211 - Commercial											
204 SGS - MTRD	1,361,438	$218,658	489	$38,665	$179,993	$7.50	$44,010	$135,983	$0.09988	93.0000	$4,542
211 SGS	96,747,320	$12,436,051	16,676	$2,747,624	$9,688,427	$11.50	$2,301,288	$7,387,139	$0.07635	93.0000	$118,409
213 SGS - UMR	1,308,726	$227,788	502	$37,168	$190,620	$7.50	$45,180	$145,440	$0.11113	93.0000	$5,188
215 MGS - Sec	242,076,089	$25,991,294	3,473	$6,874,961	$19,116,333	$13.50	$562,626	$18,553,707	$0.07664	93.0000	$24,754
217 MGS - Pri & 220 MGSCC - P	820,015	$80,876	7	$23,288	$57,588	$25.00	$2,100	$55,488	$0.06767	93.0000	$44
223 MGS LM ON	46,463	$4,600	5	$1,320	$3,280	$3.00	$180	$3,100	$0.06672	93.0000	$31
229 MGS - TOD	1,498,359	$139,236	31	$42,553	$96,683	$14.30	$5,320	$91,363	$0.06098	93.0000	$176
236 MGSCC - S	218,651	$26,546	2	$6,210	$20,336	$182.00	$4,368	$15,968	$0.07303	93.0000	$14
212 - Commercial - Space Heating											
211 SGS	21,743,418	$2,442,194	2,128	$617,513	$1,824,681	$11.50	$293,664	$1,531,017	$0.07041	93.0000	$13,934
215 MGS - Sec	177,257,591	$19,084,716	2,497	$5,034,116	$14,050,600	$13.50	$404,514	$13,646,086	$0.07698	93.0000	$17,876
217 MGS - Pri	563,231	$53,516	2	$15,996	$37,520	$25.00	$600	$36,920	$0.06555	93.0000	$12
223 MGS - LM	1,128,213	$100,716	41	$32,041	$68,675	$3.00	$1,476	$67,199	$0.05956	93.0000	$227
229 MGS - TOD	2,292,310	$219,751	32	$65,102	$154,649	$14.30	$5,491	$149,158	$0.06507	93.0000	$194
213 - Public Authority - Schools											
211 SGS	1,596,425	$192,824	237	$45,338	$147,486	$11.50	$32,706	$114,780	$0.07190	93.0000	$1,585
215 MGS - Sec	24,083,562	$2,581,975	265	$683,973	$1,898,002	$13.50	$42,930	$1,855,072	$0.07703	93.0000	$1,898
217 MGS - Pri	0	$424	1	$0	$424	$25.00	$300	$124	$0.00000	93.0000	$0
223 MGS - LM	29,334	$2,762	1	$833	$1,929	$3.00	$36	$1,893	$0.06453	93.0000	$6
216 - Public Authority - Other											
204 SGS - MTRD	62,894	$11,566	32	$1,786	$9,780	$7.50	$2,880	$6,900	$0.10971	93.0000	$326
211 SGS	13,452,473	$1,584,981	1,769	$382,050	$1,202,931	$11.50	$244,122	$958,809	$0.07127	93.0000	$11,725
213 SGS - UMR	663,961	$71,803	137	$18,856	$52,947	$7.50	$12,330	$40,617	$0.06117	93.0000	$779
215 MGS - Sec & 216 MGSCC - P	64,297,376	$6,791,658	723	$1,826,045	$4,965,613	$13.50	$117,126	$4,848,487	$0.07541	93.0000	$5,070
217 MGS - Pri	362,639	$37,194	4	$10,299	$26,895	$25.00	$1,200	$25,695	$0.07086	93.0000	$26
218 MGS - M - S	253,707	$26,774	2	$7,205	$19,569	$13.50	$324	$19,245	$0.07586	93.0000	$14
223 MGS - LM	22,093	$2,093	4	$627	$1,466	$3.00	$144	$1,322	$0.05984	93.0000	$22
225 SGS - TOD - ON	0	$187	1	$0	$187	$15.10	$181	$6	$0.00000	93.0000	$0
229 MGS - TOD	601,509	$61,529	19	$17,083	$44,446	$14.30	$3,260	$41,186	$0.06847	93.0000	$121
Total Commercial	**553,070,313**	**$59,509,215**	**11,413**	**$15,707,195**	**$43,802,020**		**$1,737,878**	**$42,064,142**	**$0.07606**		**$78,834**
Monthly Per Customer											$6.91
Annual Per Customer									$0.07430	1,116	$82.92

Base Fuel Factor: $0.02840 / KWH

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Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue (5) = (2) X $0.02840	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction (11) = Annual kWH/12	Monthly Lost Revenue (12) = (4X10X11)
(1)	(2)	(3)	(4)		(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)		
COMMERCIAL HVAC DIAGNOSTIC AND TUNE-UP PROGRAM -AIR CONDITIONER											
211 - Commercial											
204 SGS - MTRD	1,361,438	$218,658	489	$38,665	$179,993	$7.50	$44,010	$135,983	$0.09988	57.2500	$2,796
211 SGS	96,747,320	$12,436,051	16,676	$2,747,624	$9,688,427	$11.50	$2,301,288	$7,387,139	$0.07635	57.2500	$72,891
213 SGS - UMR	1,308,726	$227,788	502	$37,168	$190,620	$7.50	$45,180	$145,440	$0.11113	57.2500	$3,194
215 MGS - Sec	242,076,089	$25,991,294	3,473	$6,874,961	$19,116,333	$13.50	$562,626	$18,553,707	$0.07664	57.2500	$15,238
217 MGS - Pri & 220 MGSCC - P	820,015	$80,876	7	$23,288	$57,588	$25.00	$2,100	$55,488	$0.06767	57.2500	$27
223 MGS LM ON	46,463	$4,600	5	$1,320	$3,280	$3.00	$180	$3,100	$0.06672	57.2500	$19
229 MGS - TOD	1,498,359	$139,236	31	$42,553	$96,683	$14.30	$5,320	$91,363	$0.06098	57.2500	$108
236 MGSCC - S	218,651	$26,546	2	$6,210	$20,336	$182.00	$4,368	$15,968	$0.07303	57.2500	$8
212 - Commercial - Space Heating											
211 SGS	21,743,418	$2,442,194	2,128	$617,513	$1,824,681	$11.50	$293,664	$1,531,017	$0.07041	57.2500	$8,578
215 MGS - Sec	177,257,591	$19,084,716	2,497	$5,034,116	$14,050,600	$13.50	$404,514	$13,646,086	$0.07698	57.2500	$11,005
217 MGS - Pri	563,231	$53,516	2	$15,996	$37,520	$25.00	$600	$36,920	$0.06555	57.2500	$8
223 MGS - LM	1,128,213	$100,716	41	$32,041	$68,675	$3.00	$1,476	$67,199	$0.05956	57.2500	$140
229 MGS - TOD	2,292,310	$219,751	32	$65,102	$154,649	$14.30	$5,491	$149,158	$0.06507	57.2500	$119
213 - Public Authority - Schools											
211 SGS	1,596,425	$192,824	237	$45,338	$147,486	$11.50	$32,706	$114,780	$0.07190	57.2500	$976
215 MGS - Sec	24,083,562	$2,581,975	265	$683,973	$1,898,002	$13.50	$42,930	$1,855,072	$0.07703	57.2500	$1,169
217 MGS - Pri	0	$424	1	$0	$424	$25.00	$300	$124	$0.00000	57.2500	$0
223 MGS - LM	29,334	$2,762	1	$833	$1,929	$3.00	$36	$1,893	$0.06453	57.2500	$4
216 - Public Authority - Other											
204 SGS - MTRD	62,894	$11,566	32	$1,786	$9,780	$7.50	$2,880	$6,900	$0.10971	57.2500	$201
211 SGS	13,452,473	$1,584,981	1,769	$382,050	$1,202,931	$11.50	$244,122	$958,809	$0.07127	57.2500	$7,218
213 SGS - UMR	663,961	$71,803	137	$18,856	$52,947	$7.50	$12,330	$40,617	$0.06117	57.2500	$480
215 MGS - Sec & 216 MGSCC - P	64,297,376	$6,791,658	723	$1,826,045	$4,965,613	$13.50	$117,126	$4,848,487	$0.07541	57.2500	$3,121
217 MGS - Pri	362,639	$37,194	4	$10,299	$26,895	$25.00	$1,200	$25,695	$0.07086	57.2500	$16
218 MGS - M - S	253,707	$26,774	2	$7,205	$19,569	$13.50	$324	$19,245	$0.07586	57.2500	$9
223 MGS - LM	22,093	$2,093	4	$627	$1,466	$3.00	$144	$1,322	$0.05984	57.2500	$14
225 SGS - TOD - ON	0	$187	1	$0	$187	$15.10	$181	$6	$0.00000	57.2500	$0
229 MGS - TOD	601,509	$61,529	19	$17,083	$44,446	$14.30	$3,260	$41,186	$0.06847	57.2500	$74
Total Commercial	553,070,313	$59,509,215	11,413	$15,707,195	$43,802,020		$1,737,878	$42,064,142	$0.07606		$48,532
Monthly Per Customer									$0.07424	687	$4.25
Annual Per Customer											$51.00

Base Fuel Factor: $0.02840 / KWH

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Kentucky Power Power
Twelve Months Ended 6/30/2011
Demand Side Management Program - Lost Revenue

Tariff	Billed & Accrual kWH	Tariff Summary Revenue Excl. Fuel	Average No. of Customers	Base Fuel Revenue	Revenue Excl. All Fuel	Customer Charge	Total Customer Revenue	Net Revenue	Net Realization	Average Monthly Reduction	Monthly Lost Revenue
(1)	(2)	(3)	(4)	(5) = (2) X $0.02840	(6) = (3-5)	(7)	(8) = (4X7)X12	(9) = (6-8)	(10) = (9/2)	(11) = Annual kWH/12	(12) = (4X10X11)
COMMERCIAL HVAC DIAGNOSTIC AND TUNE-UP PROGRAM -HEAT PUMP											
211 - Commercial											
204 SGS - MTRD	1,361,438	$218,558	489	$38,665	$179,993	$7.50	$44,010	$135,983	$0.09988	136.5000	$6,667
211 SGS	96,747,320	$12,436,051	16,676	$2,747,624	$9,688,427	$11.50	$2,301,288	$7,387,139	$0.07635	136.5000	$173,794
213 SGS - UMR	1,308,726	$227,788	502	$37,168	$190,620	$7.50	$45,180	$145,440	$0.11113	136.5000	$7,615
215 MGS - Sec	242,076,089	$25,991,294	3,473	$6,874,961	$19,116,333	$13.50	$562,626	$18,553,707	$0.07664	136.5000	$36,332
217 MGS - Pri & 220 MGSCC - P	820,015	$80,876	7	$23,288	$57,588	$25.00	$2,100	$55,488	$0.06767	136.5000	$65
223 MGS LM ON	46,463	$4,600	5	$1,320	$3,280	$3.00	$180	$3,100	$0.06672	136.5000	$46
229 MGS - TOD	1,498,359	$139,236	31	$42,553	$96,683	$14.30	$5,320	$91,363	$0.06098	136.5000	$258
236 MGSCC - S	218,651	$26,546	2	$6,210	$20,336	$182.00	$4,368	$15,968	$0.07303	136.5000	$20
212 - Commercial - Space Heating											
211 SGS	21,743,418	$2,442,194	2,128	$617,513	$1,824,681	$11.50	$293,664	$1,531,017	$0.07041	136.5000	$20,452
215 MGS - Sec	177,257,591	$19,084,716	2,497	$5,034,116	$14,050,600	$13.50	$404,514	$13,646,086	$0.07698	136.5000	$26,238
217 MGS - Pri	563,231	$53,516	2	$15,996	$37,520	$25.00	$600	$36,920	$0.06555	136.5000	$18
223 MGS - LM	1,128,213	$100,716	41	$32,041	$68,675	$3.00	$1,476	$67,199	$0.05956	136.5000	$333
229 MGS - TOD	2,292,310	$219,751	32	$65,102	$154,649	$14.30	$5,491	$149,158	$0.06507	136.5000	$284
213 - Public Authority - Schools											
211 SGS	1,596,425	$192,824	237	$45,338	$147,486	$11.50	$32,706	$114,780	$0.07190	136.5000	$2,326
215 MGS - Sec	24,083,562	$2,581,975	265	$683,973	$1,898,002	$13.50	$42,930	$1,855,072	$0.07703	136.5000	$2,786
217 MGS - Pri	0	$424	1	$0	$424	$25.00	$300	$124	$0.00000	136.5000	$0
223 MGS - LM	29,334	$2,762	1	$833	$1,929	$3.00	$36	$1,893	$0.06453	136.5000	$9
216 - Public Authority - Other											
204 SGS - MTRD	62,894	$11,566	32	$1,786	$9,780	$7.50	$2,880	$6,900	$0.10971	136.5000	$479
211 SGS	13,452,473	$1,584,981	1,769	$382,050	$1,202,931	$11.50	$244,122	$958,809	$0.07127	136.5000	$17,209
213 SGS - UMR	663,961	$71,803	137	$18,856	$52,947	$7.50	$12,330	$40,617	$0.06117	136.5000	$1,144
215 MGS - Sec & 216 MGSCC - P	64,297,376	$6,791,658	723	$1,826,045	$4,965,613	$13.50	$117,126	$4,848,487	$0.07541	136.5000	$7,442
217 MGS - Pri	362,639	$37,194	4	$10,299	$26,895	$25.00	$1,200	$25,695	$0.07086	136.5000	$39
218 MGS - M - S	253,707	$26,774	2	$7,205	$19,569	$13.50	$324	$19,245	$0.07586	136.5000	$21
223 MGS - LM	22,093	$2,093	4	$627	$1,466	$3.00	$144	$1,322	$0.05984	136.5000	$33
225 SGS - TOD - ON	0	$187	1	$0	$187	$15.10	$181	$6	$0.00000	136.5000	$0
229 MGS - TOD	601,509	$61,529	19	$17,083	$44,446	$14.30	$3,260	$41,186	$0.06847	136.5000	$178
Total Commercial	**553,070,313**	**$59,509,215**	**11,413**	**$15,707,195**	**$43,802,020**		**$1,737,878**	**$42,064,142**	**$0.07606**		**$115,712**
Monthly Per Customer											$10.14
Annual Per Customer									$0.07429	1,638	$121.68

Base Fuel Factor: $0.02840 / KWH

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Kentucky Power Company

REQUEST

Each of the DSM programs contained a cost-effectiveness evaluation.

a. Explain how environmental costs were factored into the cost-effectiveness evaluations.

b. Explain how federal and state energy income tax credits were factored into the cost-effectiveness evaluations.

c. Explain why a societal test was not utilized in the cost-effectiveness evaluations.

RESPONSE

a. Costs to reduce emissions at KPC plants are embedded in the avoided capacity and avoided energy numbers used in the benefit/cost analyses. The benefit of avoided environmental damage was not considered in the cost-effectiveness evaluations. The societal test would include such benefits, but it is not considered in the four benefit cost tests utilized in the evaluation.

b. Federal and state energy income tax credits were not factored into the cost-effectiveness evaluations. Insufficient data was collected to reasonably estimate the tax credits that occurred due to KPC's consumer programs; thus to remain conservative, tax credits were excluded from the analysis. Inclusion of the tax credits would increase the net present value of both the TRC and PCT for any affected programs.

c. The societal test was not utilized due to the associated uncertainty. Some benefits of the societal test, such as the benefit of avoided environmental effects, are difficult to objectively quantify and monetarily value. No measurement can be done to capture the benefits of a person's "well being" or "peace of mind". In light of such great uncertainty, the test was not utilized.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Explain what options Kentucky Power has explored to increase the number of methods used to improve promotional effectiveness of its DSM programs.

RESPONSE

Kentucky Power has explored the following new promotion options:

redesign of company webpage for residential and commercial DSM programs;
on-line weblink to participating HVAC program dealers;
on-line store for Residential Efficient Products program;
web-based program announcements with scrolling banner display;
new program fact sheets;
new newspaper advertisement for HVAC programs and Commercial Incentive program;
customer bill inserts;
updated call center on hold messaging and scripting;
media press release;
employee survey;
employee awareness posters for DSM programs;
new branding of programs through gridSMART and tagline Saving Money and Resources;
automated voice-messages to customers (DAVOX); and
direct promotion to trade allies.

WITNESS: E J Clayton

Kentucky Power Company

REQUEST

The following table contains a comparison of the TRC results for 2009 and 2010 and projected 2012 to 2014 versus 2006 and 2007. Year 2006 and 2007 are the TRC evaluations from the last three-year evaluation in Case No. 2008-00350. 2009 and 2010 evaluations included a summer peak cost and a winter peak cost; 2012-2014 included only a winter peak cost; and 2006 and 2007 was not done by summer or winter peak cost, just in total.

(Click on Advanced button below to view table)

a. Explain why there is such a difference in the TEE-Non-All Electric result of 7.86 from the last evaluation to the current result of 0.55-Summer Peak Cost and 0.50-Winter Peak Cost.

b. Explain why there is such a difference in the MEF result of 3.37 from the last evaluation to the current 0.80-Summer Peak Cost and 1.15-Winter Peak Cost.

c. the projected 2012-2014 TRC for the MEF is 1.37. Explain why this program is deemed not cost-effective for 2012-2014.

d. The overall TRC for the High Efficiency Heat Pump program for 2006 and 2007 was 9.79. Explain why the current and projected TRC results for this program are substantially below 9.79.

RESPONSE

a. A major factor contributing to the difference in the results of the benefit cost tests is the difference in avoided costs. KPC's avoided cost projections have changed significantly since 2006, and on the short-term were much lower for both avoided generation $/MWh and avoided capacity $/kW. Another major factor is the kWh savings per participant decrease. The billing analysis suggested a 23% decrease in kWh savings per customer. Another factor is that a lack of specific baseload cost data led to a participation-based estimate of program cost division between baseload and all-electric customers. This estimate resulted in more cost being

in kWh savings per customer. Another factor is that a lack of specific baseload cost data led to a participation-based estimate of program cost division between baseload and all-electric customers. This estimate resulted in more cost being allocated to the baseload scenario, which could affect the baseload test results, but would leave the total program test results unaffected.

b. A major factor contributing to the difference in the results of the benefit cost tests is the difference in avoided costs. KPC's avoided cost projections have changed significantly since 2006, and on the short-term were much lower for both avoided generation $/MWh and avoided capacity $/kW. Another factor is the estimated useful life of measures used in the analysis. Engineering estimates were utilized to estimate the estimated useful life of the billing analysis reported savings. This resulted in a shorter average estimated useful life than was used in the prior evaluation's analysis. A particular measure of note are compact fluorescent light bulbs; these measures are subject to diminishing savings because of federal standards affecting the baseline bulb wattage.

c. Page 4 of the MEF Evaluation Report, "the prospective analysis of the program for 2012-2014 predicts the program could be cost-effective." However, page 13 of the evaluation report claims that the program will not be cost-effective. This contradiction is the mistake of the evaluator, and page 13 should have the same wording as page 4. The program may or may not be cost-effective in 2012-2014, but the EEDRA team believes it will be if the recommendations provided are adopted.

d. In the Table for the 2006 and 2007 TRC results, the 9.79 value noted is the TRC result for the "Residential High Efficiency Heat Pump Mobile Home (HEHP-MH) Program", rather than the HEHP program. The HEHP program was not offered in 2006-2007.

WITNESS: Wade M Claggett

Kentucky Power Company

REQUEST

Provide a list of the active members of Kentucky Power's DSM Collaborative and their respective representative(s).

RESPONSE

A list of active DSM Collaborative members by name, including the organization that they represent and whether that person is a voting member, is provided on Pages 2 and 3 of this response.

WITNESS: E J Clayton

The voting members of the Collaborative are:

Residential Class

a. ***Community Action Kentucky***

Executive Director/CAK	Primary – Rob Jones
Staff Member/CAK	Alternate – Mike Moynahan

b. ***Northeast Kentucky Community Action Agency***

Executive Director/NEKCAA	Primary – David Carroll
Staff Member/NEKCAA	Alternate – Kim Tackett

c. ***Big Sandy Community Action Agency***

Executive Director/BSCAP	Primary – Mike Howell
Staff Member/BSCAP	Alternate – Wanda Thacker

d. ***Middle KY Community Action Partnership, Inc.***

Executive Director/MKCAP	Primary – Darrell Shouse
Staff Member/MKCAP	Alternate – Trish Little

e. ***Gateway Community Action Council***

Executive Director/GCAC	Primary – Wallace Rose
Staff Member/GCAC	Alternate

f. ***LKLP Community Action Council***

Executive Director/LKLP	Primary – Annie Thompson
Staff member/LKLP	Alternate

g. ***Community Services***

Executive Director/LINKS	Primary – Brett Davis
Representative/LINKS	Alternate
Representative/BSADD Aging	Primary – Bertha Daniels
Representative/BSADD Aging	Alternate

h. ***KY Housing Corporation***

Senior Weatherization Trainer	Primary – Gary Brown

Staff Member KHC	Alternate

i. ***Office of the Attorney General, Kentucky***

Assistant Director/Atty General	Primary – Dennis Howard
Staff Member/Atty General	Alternate – Heather Kash

j. ***Kentucky Power Company***

DSM Program Manager	Primary – E. J. Clayton
Staff Member/KPCO	Alternate – Scott Bishop

Commercial Class

a. ***Office of the Attorney General, Kentucky***

Assistant Director/Atty General	Primary – Dennis Howard
Staff Member/Atty General	Alternate – Heather Kash

b. ***Kentucky Power Company***

DSM Program Manager	Primary – E. J. Clayton
Staff Member/KPCo	Alternate – Scott Bishop

c. ***Floyd County Schools***

Director of Facilities	Primary – Greg Adams
Staff Member/Floyd Co. Schools	Alternate – Ralph Goble

d. ***Our Lady of Bellefonte Hospital***

Director of Facilities	Primary – David Hall
Staff Member/OLBH	Alternate