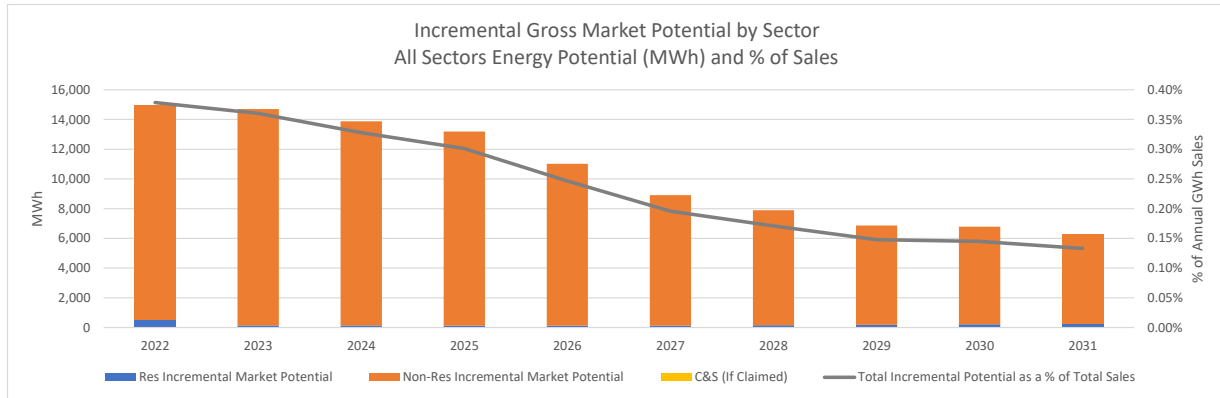


2021 Gross Energy Efficiency Potential Results

10 Year Energy Goals (Incremental Gross MWh)



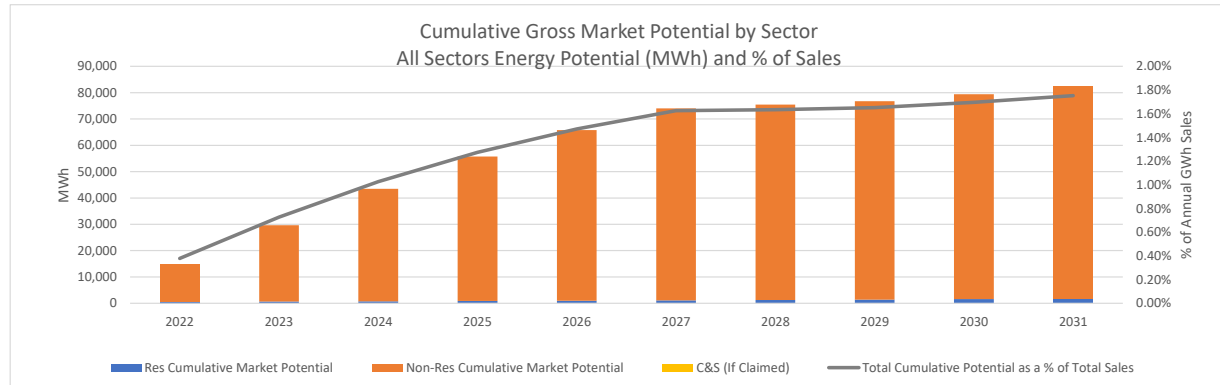
10 Year Energy Goals (Incremental Gross MWh)

ALL Sectors (MWh)	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Total Incremental Market Potential	14,959	14,702	13,878	13,192	11,018	8,914	7,890	6,862	6,789	6,261
Res Incremental Market Potential	505	147	141	128	129	132	155	182	215	250
Non Res Incremental Market Potential	14,454	14,555	13,737	13,064	10,888	8,782	7,735	6,680	6,574	6,011
C&S (If Claimed)										
Total Incremental Potential as a % of Total Sales	0.38%	0.36%	0.33%	0.30%	0.25%	0.20%	0.17%	0.15%	0.14%	0.13%
Res Incremental Potential as a % of Res Sales	0.2%	0.1%	0.1%	0.0%	0.0%	0.0%	0.1%	0.1%	0.1%	0.1%
Non Res Incremental Potential as a % of Non Res Sales	0.4%	0.4%	0.3%	0.3%	0.3%	0.2%	0.2%	0.2%	0.1%	0.1%

10 Year Demand Goals (Incremental kW)

ALL Sectors (kW)	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Total Incremental Market Potential	2,191	2,229	2,098	1,973	1,603	1,309	1,071	888	915	822
Res Incremental Market Potential	36	12	16	20	25	34	45	58	71	85
Non Res Incremental Market Potential	2,156	2,217	2,082	1,953	1,578	1,276	1,025	830	844	738
C&S (If Claimed)										

10 Year Energy Goals (Cumulative Gross MWh)



10 Year Energy Goals (Cumulative Gross MWh)

ALL Sectors (Cumulative MWh)	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Total Cumulative Market Potential	14,959	29,648	43,478	55,768	65,767	74,046	75,460	76,718	79,420	82,483
Res Cumulative Market Potential	505	639	765	878	990	1,102	1,238	1,397	1,586	1,808
Non Res Cumulative Market Potential	14,454	29,009	42,713	54,891	64,778	72,943	74,222	75,321	77,834	80,674
C&S (If Claimed)										
Total Cumulative Potential as a % of Total Sales	0.4%	0.7%	1.0%	1.3%	1.5%	1.6%	1.6%	1.7%	1.7%	1.8%
Res Cumulative Potential as a % of Res Sales	0.2%	0.2%	0.3%	0.3%	0.3%	0.4%	0.4%	0.5%	0.5%	0.6%
Non Res Cumulative Potential as a % of Non Res Sales	0.4%	0.8%	1.1%	1.3%	1.5%	1.7%	1.7%	1.7%	1.8%	1.8%

10 Year Demand Goals (Cumulative kW)

ALL Sectors (Cumulative kW)	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Total Cumulative Market Potential	2,191	4,420	6,516	8,389	9,877	11,109	11,422	11,661	12,105	12,560
Res Cumulative Market Potential	36	47	61	81	104	137	181	237	306	389
Non Res Cumulative Market Potential	2,156	4,373	6,454	8,308	9,773	10,972	11,242	11,424	11,798	12,171
C&S (If Claimed)										

Utility Sales

	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031
Total Utility Sales (MWh)	3,952,441	4,079,406	4,232,697	4,379,785	4,471,581	4,553,851	4,617,116	4,644,727	4,685,026	4,706,679
Total Residential Sales (MWh)	253,923	258,531	268,246	277,567	283,385	288,599	292,608	294,358	296,912	298,284
Total Non Res Sales (MWh)	3,698,519	3,820,875	3,964,452	4,102,217	4,188,196	4,265,252	4,324,507	4,350,369	4,388,114	4,408,394