

Exhibit A

Summary of SPC-type Programs Across Seven States

Table 1
Programmatic Features of SPC-Type Programs Nationwide

	NEW YORK	CALIFORNIA	WISCONSIN	TEXAS	NEW JERSEY	COLORADO	MASSACHUSETTS
Program Name / Type	<i>Standard Performance Contracting Program (SPC)</i>	<i>Non-Residential Standard Performance Contracting Program (NSPC)</i>	<i>Energy Efficiency Performance (EEP) Performance Contracting</i>	<i>Texas Energy Efficiency Matters (TEEM) Standard Offer</i>	<i>Standard Offer 1 Standard Offer 2 Standard Offer 3</i>	<i>Bid 2001 DSM Bidding Program</i>	<i>BECo IRM RFP for Conservation Resources DSM Bidding Program</i>
Program Goals	Market Transformation and Energy Savings	Market Transformation and Energy Savings	Market Transformation	Market Transformation and Peak Reduction	Energy Savings, Peak Reduction, and Market Transformation	Peak Reduction	Energy Savings, Peak Reduction, and Market Transformation
Eligible Participants	EESPs	EESPs or Customer	EESPs	EESPs or Customers	EESPs or Customers	EESPs or Customers	ESCOs or Customers
Eligible Measures	Lighting, Motors, Cooling, Other Electric and Non-Electric End Uses	Lighting, Motors, Cooling, Other Electric End Uses, Fuel Switching	Lighting, Motors, Cooling, Other Electric & Gas End Uses	Lighting, Motors, Cooling, Other Electric End Uses, Fuel Switching	Lighting 60% Fuel Switching 27% HVAC, Motors 13%	Lighting, Motors, Cooling, Other Electric End Uses	Lighting, Motors, Cooling, Other Electric End Uses
M&V Requirements	Standard Protocols (IPMVP w/no Stipulated Savings)	Standard Protocols	EESP & Customer Negotiated - No Set Requirements	Focus on Simplicity: Stipulated, Pre-Set Calculations, Standard Protocols	Standard Protocols	Flexible - 3rd party Administered	Responsibility of ESCOs with Published Protocols
Total Program Budget	\$50M Over 3 Years	1998 - \$42M 1999 - \$79M	\$5M 2-Year Pilot	\$10M Over 2 Years Plus \$4M for AC Distribution Program	\$230M From 1993-1997	\$15M over 2 Years	\$50M over 2 Years plus Administrative Costs
Total Incentive Budget	\$45M Over 3 Years	1998 - \$34M 1999 - \$55M	\$4.2M Over 2 Years	\$14M Over 2 Years	Not Available	\$15M over 2 Years	\$50M to be Paid Out Over a Ten Year Period
Level of Incentives	Cooling - 28.8 c/kWh Lighting - 10.5 c/kWh Motors, other - 12.8 c/kWh	AC & refriger. - 16.5 c/kWh Lighting - 5 c/kWh Motors, other - 8 c/kWh	Incentives Based on Measured \$ Savings in Gas & Electric For Year 1	Non-Lighting - 14 c/kWh Lighting - 9c/kWh	100% of PSE&G's Avoided Costs	Not Available	Required To Be At or Below Published Avoided Costs
Minimum Project Size / Savings Level	50 MWH Annual Savings (Reduced from 200 MWH in Year 1)	150 MWH - SCE (7.5 MWH for Small Business Program) 100 MWH -PG&E (was 200 MWH in 1998)	Equivalent of at Least \$15,000 in Gas and/or Electric Annual Savings	200 MWH Annual Savings	Not Available	20 kW Demand Reduction	No Minimum Specified
Strategies For Addressing Smaller Customers	20% Higher Incentives for Customers Using < 1,000 MWH Annually	Set-Aside of 15% of Funding for Small C/I	Incentive of 75% of Annual Savings for Small Business Projects (<50 employees)	Small Air Conditioner Distributor Program	Small C/I and Residential Programs Offered	Not Available	kWh Blocks Set Aside for Targeting Various Customer Segments
Method of Administration	Standard Benefits Charge State Administered	Standard Benefits Charge Utility Administered	Standard Benefits Charge State Administered	Standard Benefits Charge Utility Administered	Utility Administered	Standard Benefits Charge Utility Administered	Utility Administered

Table 2

Progress Indicators of SPC-Type Programs Nationwide

	NEW YORK	CALIFORNIA	WISCONSIN	TEXAS	NEW JERSEY	COLORADO	MASSACHUSETTS
Program Status / Timing	3-Year Program Year 3 Began July 2000	2-Year Program Completing Year 2	2-Year Pilot Program Year 2 Began July 2000	1-Year Pilot Program Ends September 2000	Standard Offer 1 - 1993 Standard Offer 2 - 1996 Standard Offer 3 - 1999	2-Year Program Began Early 2000	2-Year Program Began in 1996 ESCO Bidding Closed
Progress Against Goals	Year 1 - Undersubscribed Year 2 - Fully Subscribed	Year 1 - Quick Start Year 2 - Undersubscribed Partially Due to Increased 1999 Budget	Slow Start - Only One Application by 1/1/00	Too Early to Report	SO1 - Very Successful SO2 - Lower Participation Due to Reduced Incentives SO3 - Oversubscribed and Closed July 2000	Bids Awarded	Bids Awarded
Number of Projects Committed Incentive Levels	106 Projects Committed \$29.3M in Incentives	347 Projects Committed \$87M in Incentives	33 Projects Committed \$2.6M in Incentives	Not Available	860 Projects Through March 1998 \$230M in Incentives	23 Winning Bidders	5 Winning ESCO Bidders
Mix of Customers (% of Customers Served)	Schools - 20% Commercial - 29% Municipal - 14% Industrial - 18% Healthcare - 8% Multifamily - 3%	1999 - Large C/I - 48% Small C/I - 52%	Manufacturing - 58% Commercial - 12% Food Process - 9% Schools/Mun - 9% Medical - 3% Industrial - 3%	Large C/I Hospitals Restaurant Chains	Large C/I 82% Small C/I 15% Residential 3%	Not Available	Residential Retrofit Residential Lost Opport. Small C/I Retrofit Large C/I Retrofit C/I Lost Opportunity
Number of Service Providers	Year 2 - 39 ESCOs Year 1 - 7 ESCOs Five of the ESCOs Currently Offer Electric Commodity	Year 2 - 69 EESPs Year 1 - 26 EESPs	Year 1 - 8 EESPs	Not Available	162 ESCOs and Customers	15 EESPs 8 Customers	5 ESCOs Awarded Set-Aside for Customer Generated Proposals
Estimated kWh Saved	Years 1 & 2 - 180 GWH	Year 1 - 231 GWH	Not Available (\$1.7M in Guaranteed Savings)	Not Available	1993-1997 1,100 GWH	120 GWH; 37 MW of Peak	Not Available
kWh Saved per Incentive Paid	6.14 kWh/\$	1998 - 6.8 kWh/\$	Projection - 2.4 kWh/\$	Data Not Yet Available	1993-1997 4.8 kWh/\$	2000-2002 8.0 kWh/\$ Est.	2.0 kWh/\$