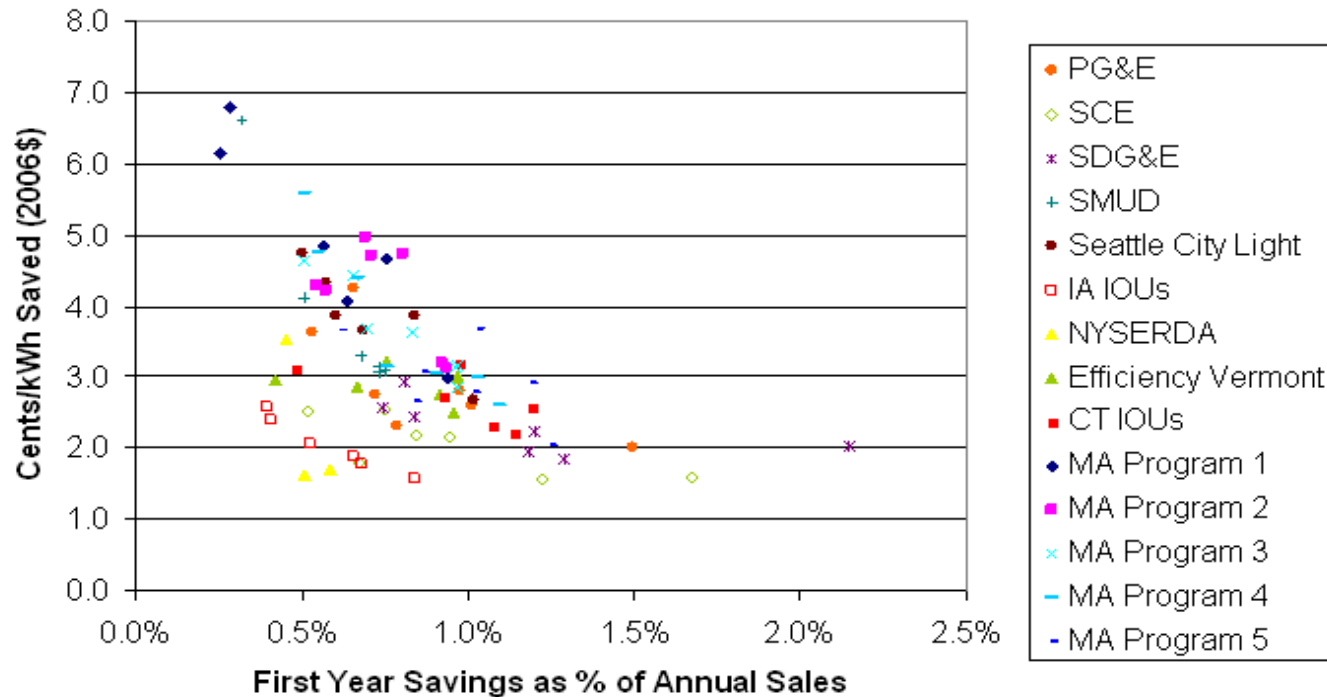


Cost of Saved Energy



Excerpted from: *Costs and Benefits of Electric Utility Energy Efficiency in Massachusetts*, Doug Hurley, Kenji Takahashi, Bruce Biewald, Jennifer Kallay, and Robin Maslowski. August 2008.

Energy Efficiency Program Cost Analysis across the U.S.

The graph above presents program Cost of Saved Energy and annual incremental savings (or first year savings) data as percentage of annual sales. The figure represents a total of 14 datasets and about 90 data points representing utilities, a group of utilities or a state. Each data point represents a result of EE program activities in one year by one utility, a third party administrator or a group of utilities. The vertical axis shows cents per kWh saved and the horizontal axis shows first year energy savings (also called annual incremental energy savings) as a percentage of annual energy sales. Note the first year energy savings data includes savings only attributable to one program year and excludes any savings impact from the programs implemented in the past.