ENERGY EFFICIENCY IN THE SOUTHEAST

2018 Annual Report

Southern Alliance for Clean Energy
P.O. Box 1842 | Knoxville, TN 37901 | 865.637.6055

cleanenergy.org
Southern Alliance for Clean Energy

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INTRODUCTION

This report documents recent energy efficiency progress and trends at both utility and state levels, and identifies policies and practices impacting energy efficiency resource adoption in the Southeast.

ABOUT SACE

The Southern Alliance for Clean Energy is a non-profit organization that promotes responsible energy choices to ensure clean, safe and healthy communities throughout the Southeast.

Founded in 1985, the Southern Alliance for Clean Energy (SACE) has over 30 years' experience as a leading voice calling for smart energy policies in our region that help protect our quality of life and treasured places.

UTILITY + STATE EFFICIENCY COMPARISONS

Utilities are ranked against peers by the amount of energy saved in 2017 as a percentage of the previous year's total electricity sales. Trends across recent years are shown, as well as comparisons against state, regional, and national averages.

ENERGY EFFICIENCY DRIVERS + BARRIERS

Many factors impact energy efficiency achievements. This report focuses in particular on utility management leadership, levels of legislative and regulatory policy support, and effectiveness of stakeholder engagement.

NEXT STEPS

Issues and opportunities that lie ahead are explored for individual utilities and across the region.

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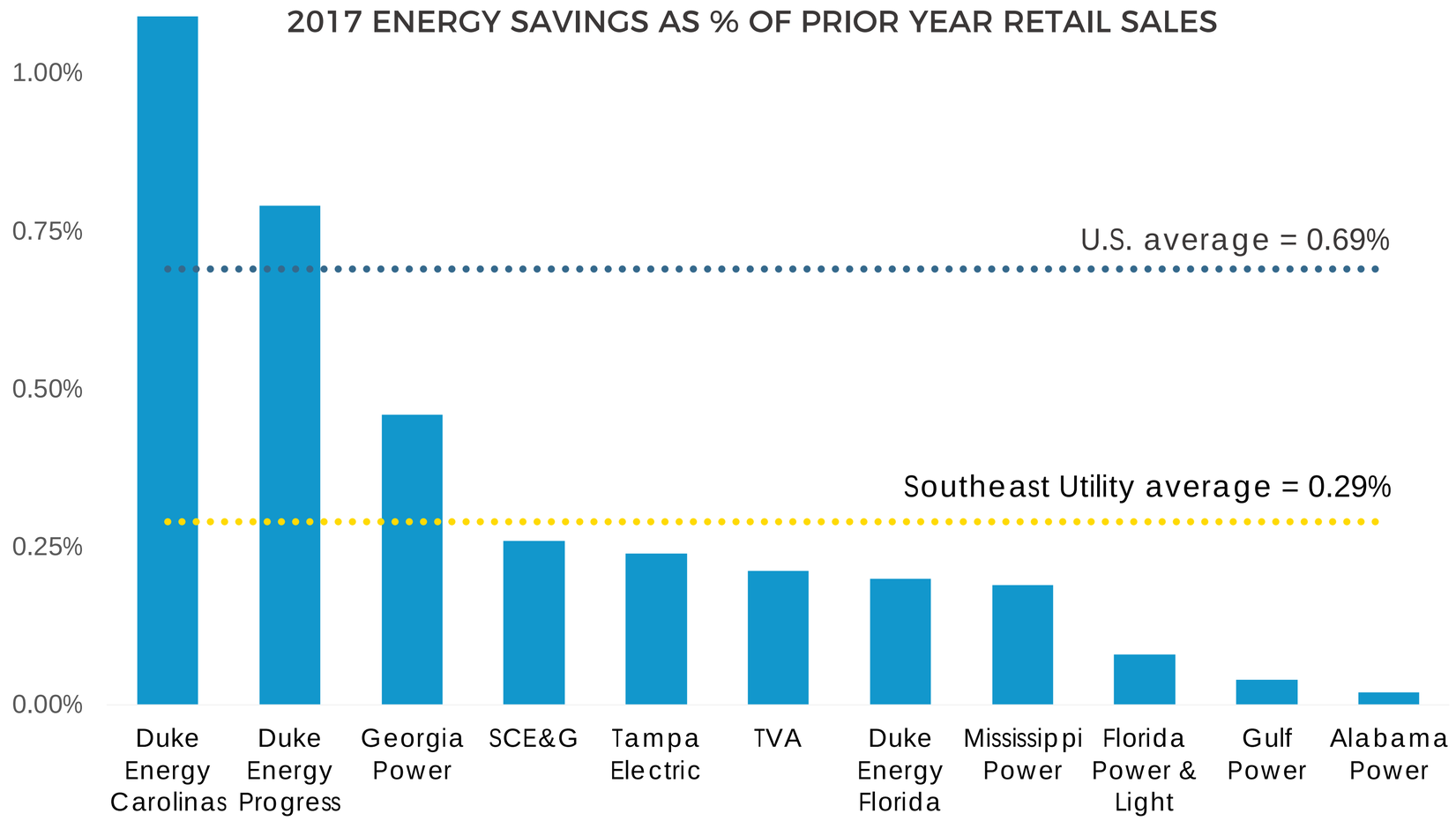
EFFICIENCY PERFORMANCE OF MAJOR SOUTHEASTERN UTILITIES



CAPACITY SAVINGS

Southeast utilities achieved 11,206 MW of peak energy saving capacity from 2010-2017, comparable to 20 600 MW gas-fired power plants.

ENERGY SAVINGS

Efficiency eliminated 2,375 GWh of energy waste in 2017, enough to power 2.1 million homes for a year.

POLLUTION REDUCTION

In the past 5 years, CO2 emissions were reduced by over 5.3 million metric tons, equal to removing 1.1 million cars from the road for a year.

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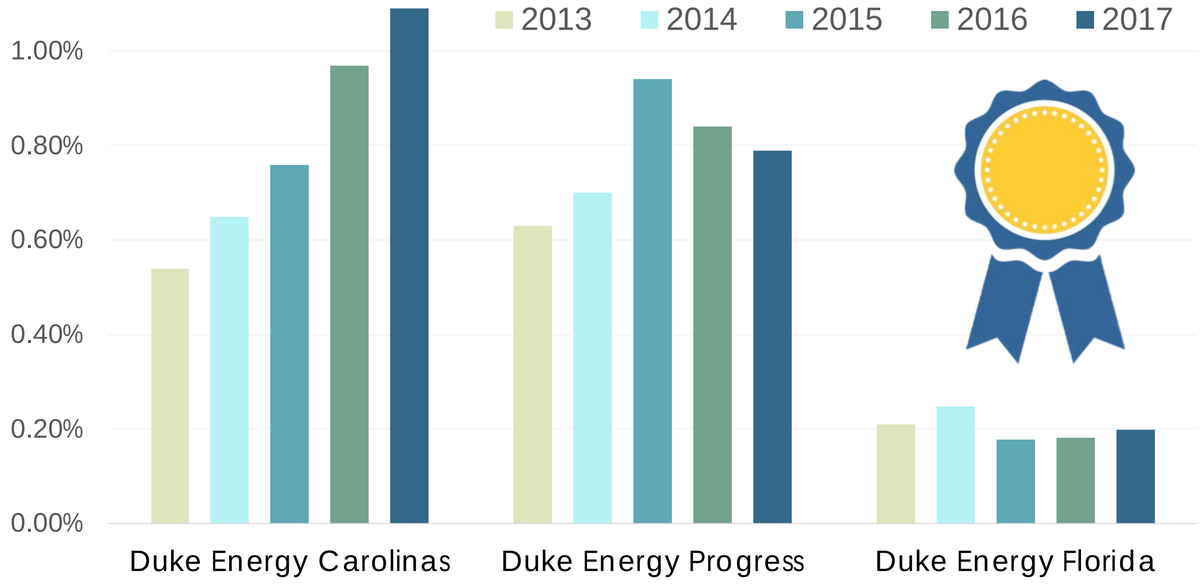
DUKE ENERGY

REGIONAL LEADER FACES NEW CHALLENGES

ENERGY SAVINGS AS % OF PRIOR YEAR RETAIL SALES



BETTER THAN POWER PLANTS

Duke Energy's latest integrated resource plans call for the utility to build 9.5 GW of new gas plants in the Carolinas over the next 15 years. Yet Duke has already committed to meeting power needs in Asheville with efficiency and clean energy alternatives instead of gas-fired power. With policies in place to pursue all cost effective efficiency, shouldn't more be done to meet future needs without fossil fuels?

DUKE'S ACHIEVEMENTS

Duke is the first utility in the Southeast to achieve 1% annual energy savings with a broad mix of programs and a commitment to serving low income customers.

THE THREE KEYS TO SUCCESS

- Utility management leadership
- Supportive regulatory and legislative policies
- Robust stakeholder engagement

CHALLENGES FOR THE FUTURE

- Duke has increasingly relied upon programs with relatively short-term savings impacts
- New federal lighting standards reduce utility savings
- State law has allowed many commercial and industrial customers to opt-out, reducing access to the cheapest efficiency resources

LAGGING IN FLORIDA

Duke Energy knows how to deliver effective energy efficiency savings, and why it is the right thing to do for customers. The lack of achievement in Florida is glaring.

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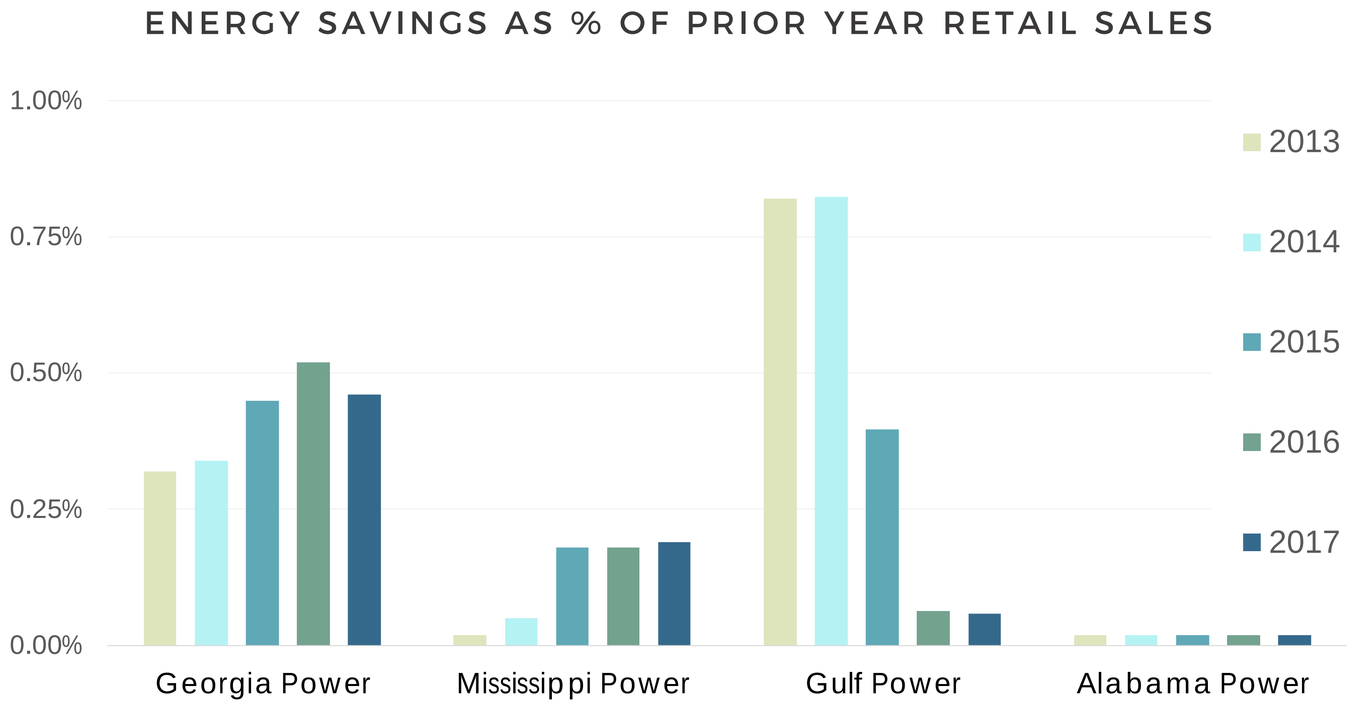
SOUTHERN COMPANY

EXTREME DIFFERENCES, UNTAPPED POTENTIAL



GEORGIA POWER LEADS THE WAY

In 2017, Georgia Power reported a whopping 6-to-1 savings ratio for every dollar spent on efficiency and it is far ahead of its sister companies. But there is room for improvement. Georgia Power trails Duke Energy by more than half and excludes many customers from its efficiency programs.

THE RISE AND FALL OF GULF POWER

In 2012, Gulf Power surged ahead as a clear leader for efficiency in Florida. A few years later it slashed annual savings by an embarrassing 92%.

MISSISSIPPI POWER: READY, SET, GO?

Mississippi Power has been delivering "quick start" energy efficiency programs since 2015. While a worthwhile start, to date it has achieved only 0.2% annual energy savings, well behind Georgia Power and Duke in the Carolinas. Will Mississippi Power step up, or continue to languish near the bottom?

ALABAMA POWER DOES NOTHING

Alabama Power's 12% earnings rate is much higher than peer utilities across the country, and its regulators never formally reconsider the electric rates. Alabama Power has no incentive to fund efficiency, so they don't. The result? High rates, high energy bills, and no hope in sight.

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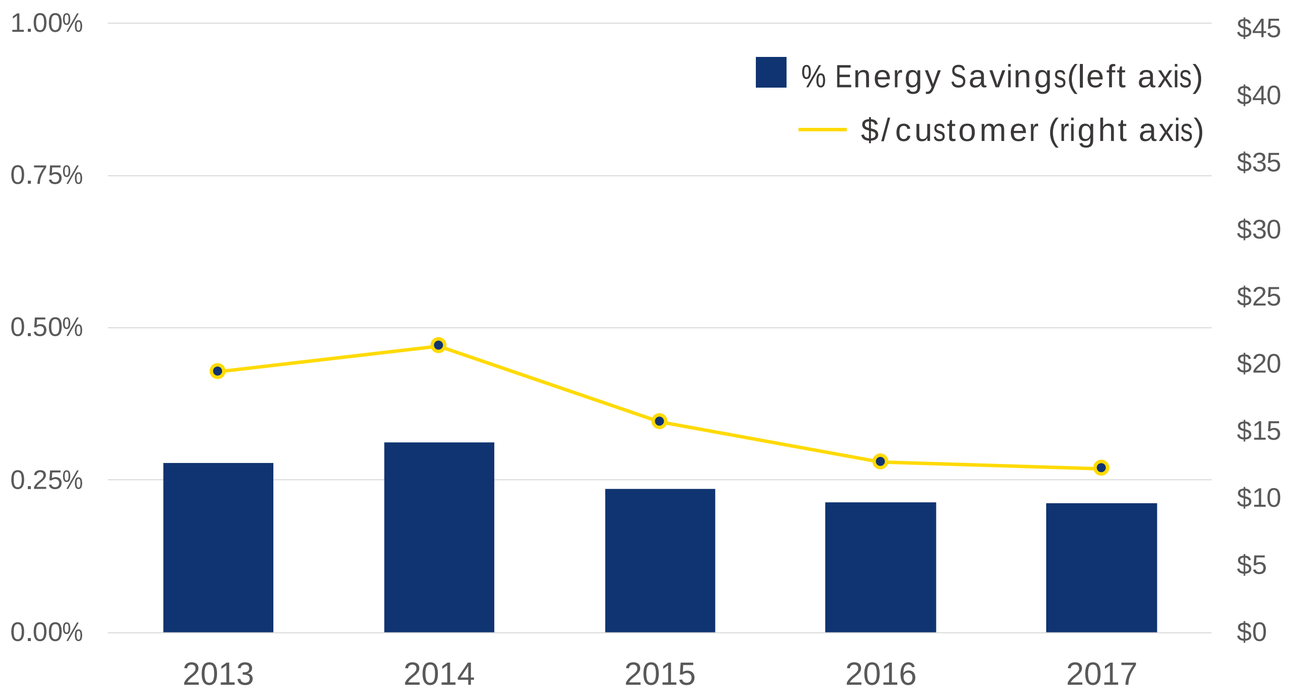
TENNESSEE VALLEY AUTHORITY

EFFICIENCY PULLBACK LEAVES PR STUNTS

% ENERGY SAVINGS VS. EFFICIENCY SPEND PER CUSTOMER



ONCE UPON A TIME

TVA's Board of Directors once set a goal of being the regional leader on efficiency. Its staff were the first to treat energy efficiency as resource competing directly with new power plants in future planning strategies.

SYSTEMATIC DECLINE

- Instead, outgoing CEO Bill Johnson systematically defunded efficiency programs. TVA now treats energy efficiency as a threat to its revenues, and is adding large mandatory fixed fees to customer bills.
- As these billing changes take effect, the economic incentive to save energy will be reduced. For example, we estimate Knoxville Utility Board's decision to triple fixed fees has effectively wiped out 10 years' worth of efficiency savings effect.

BRIGHT SPOT: PROGRAM INNOVATIONS

TVA pioneered a low-cost, high-impact program for manufactured homes that now serves as a model for other utilities. This important customer sector has often been overlooked in the past.

A SHOW OF DISTRACTION

While pulling the rug out from past efficiency efforts, TVA is now issuing ceremonial checks at PR events to disguise large reductions in total funding.

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SOUTH CAROLINA ELECTRIC & GAS

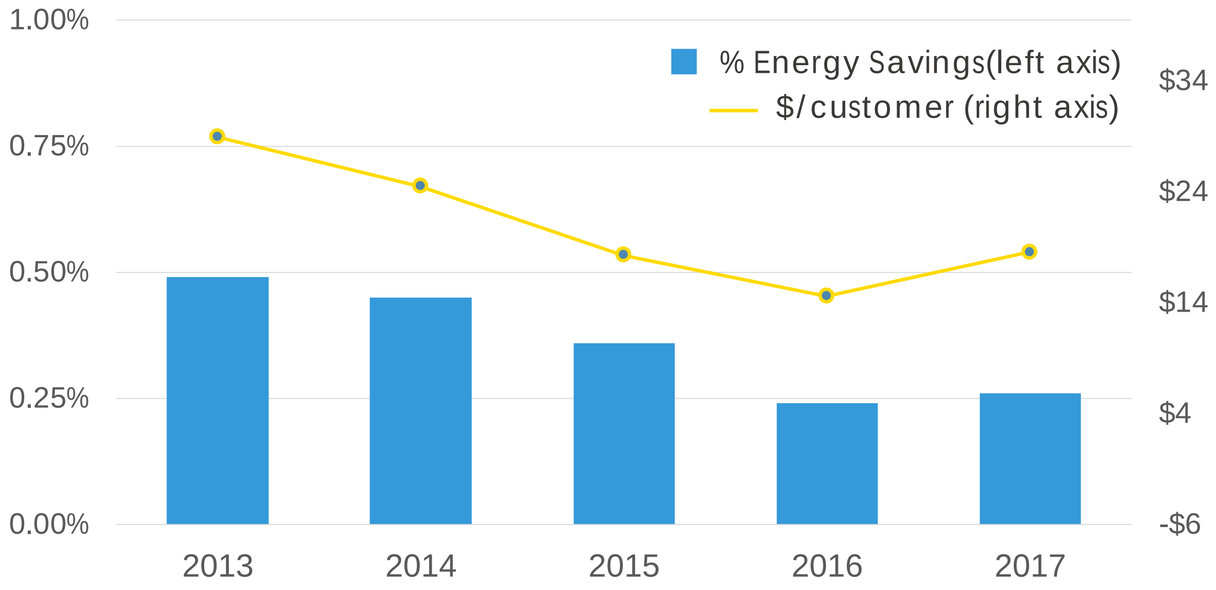
VC SUMMER PUSHES OUT EFFICIENCY

SCE&G A SCANA COMPANY

THE WRONG PATH

SCE&G was once poised to be an efficiency leader, rivaling Duke Energy. But after an initially promising start, it reduced efficiency budgets and eliminated programs while pursuing the failed VC Summer nuclear power plant. Now that VC Summer has been cancelled, will SCE&G get back on track with energy efficiency, the proven lowest cost energy resource?

% ENERGY SAVINGS VS. EFFICIENCY SPEND PER CUSTOMER



THE ROAD NOT TAKEN

While SCE&G prioritized building nuclear over energy efficiency, Entergy Arkansas shows what SCE&G could have achieved if it had gone down the road not taken.

	SCE&G	ENTERGY AR
2012 % kWh Saved	0.50 %	0.25 %
2017 % kWh Saved	0.25 %	1.49 %
2017 Capacity Savings	69 MW	128 MW
2017 Efficiency Budget	$13 million	$62 million
2017 Res. Rate (c/kWh)	15 c/kWh	10 c/kWh
Average customer bill	$140.80	$105.64

WHERE IS THE ENERGY EFFICIENCY STRATEGY?

Before SCE&G spends even one more dollar on large central power plants (there is one currently planned for 2023), customers deserve to have all cost effective efficiency resources considered. SCE&G is currently working on a study that will inform future energy efficiency investments. This time, will they stick with the plan?

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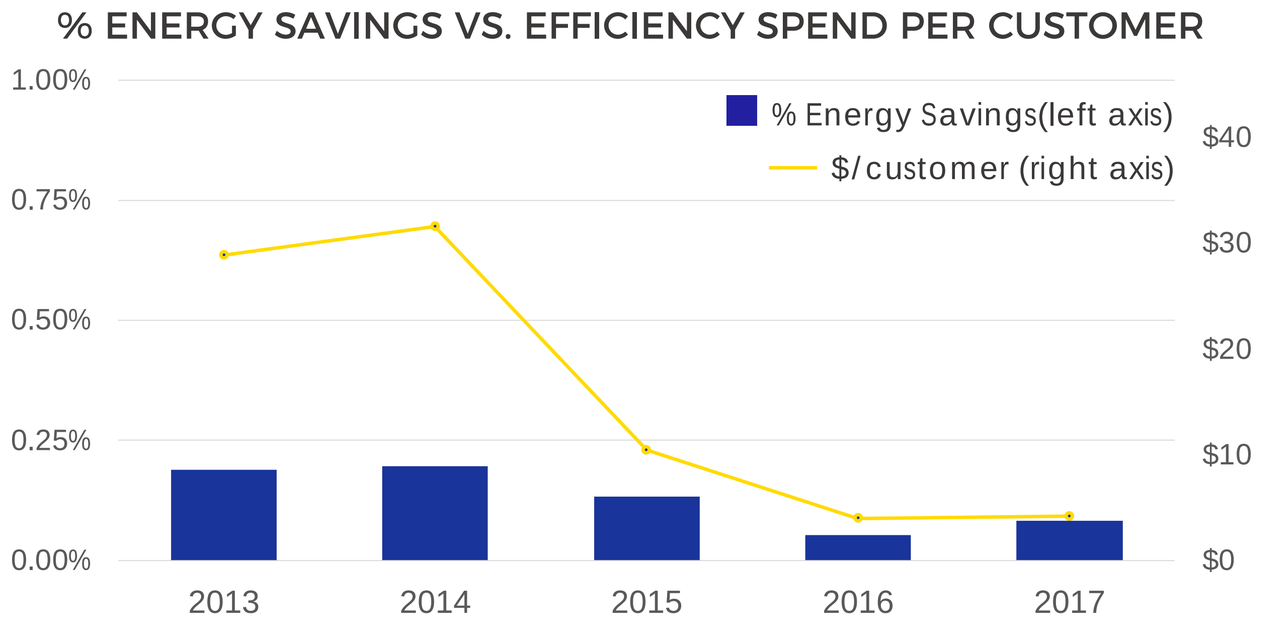
FLORIDA POWER & LIGHT

AIMS FOR THE BOTTOM



THE FACTS BEHIND THE BRAGGING

For years, FPL bragged about their energy efficiency leadership in the media and company annual reports, while simultaneously working to undermine efficiency policy. The fact is, despite FPL's posturing, Florida's dominant utility ranks near the bottom of major utilities on efficiency. Their efforts to drag down their Florida utility peers earned them designation as the Southeast's worst utility in last year's regional efficiency analysis.

UNDERMINING EFFICIENCY

FPL uses three methods to undermine efficiency:

1) Underestimate the amount of achievable efficiency potential before the savings targets are set.
2) A highly flawed RIM method of cost-benefit analysis, excluding measures that might impact customer bills.
3) Strip out the most cost-effective measures (payback of less than two years), a tactic unique to Florida.

By arbitrarily eliminating efficiency measures that pay back quickly, huge amounts of energy continue to be wasted, driving up costs for customers.

MEANWHILE BUILD, BUILD, BUILD

The tactics to undermine efficiency set up a serious double standard when compared against the costs customers pay for new power plants. While investing almost nothing in lower cost efficiency resources, FPL has invested over $4.2 billion in gas-fired generation resources to meet customer load. Across the country, efficiency is proven to consistently beat gas-fired power plants on price, but in Florida it never got the chance.

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UTILITY PROGRAMS ARE NECESSARY TO MAKE ENERGY BILLS AFFORDABLE

EFFICIENCY MAKES ELECTRICITY AFFORDABLE

Utility energy efficiency programs help many households and businesses achieve affordable energy bills. Federal aid for efficiency programs often exclude customers based on location, income, type of residence, or specific needs, making utility efficiency program offerings essential.

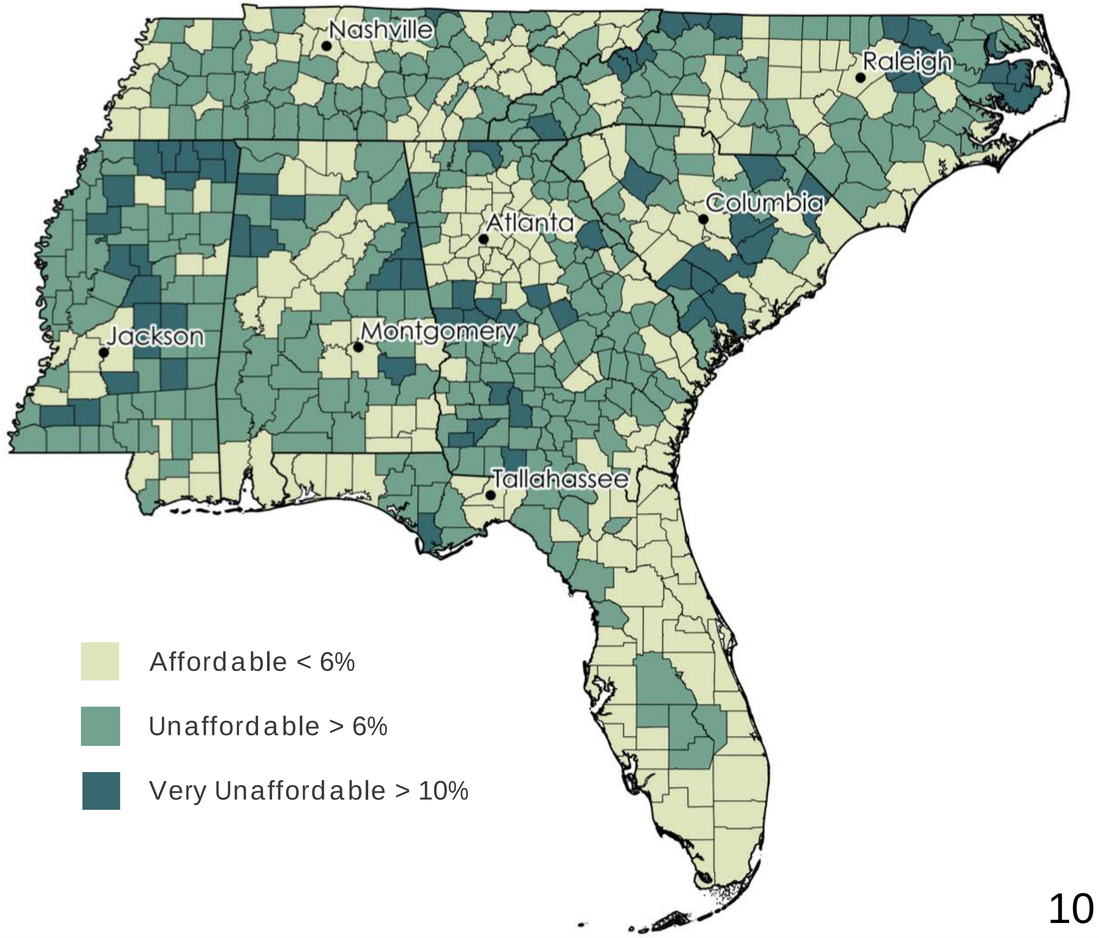
THE SCALE OF NEED

Customers with unaffordable bills need energy efficiency. In many parts of the Southeast it is common for people to spend more than 6% of household income on energy (see right), which is considered the threshold for bills to be "unaffordable" regardless of income.

LOW-INCOME EFFICIENCY PROGRAMS

Moderate variations in bills carry the possibility of raising costs to "unaffordable" levels when income is low. People in the Southeast are more likely to experience poverty than the average American. From Florida, where 16% of households are in poverty, to Mississippi, where the 22% rate is nearly double the national poverty rate, income-qualified utility programs can help lower bills. Duke's Neighborhood Energy Saver has been the most successful to date.

ENERGY COSTS AS % OF INCOME BY COUNTY, ALL RESIDENTS



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STATE PROFILES

ALABAMA

FLORIDA

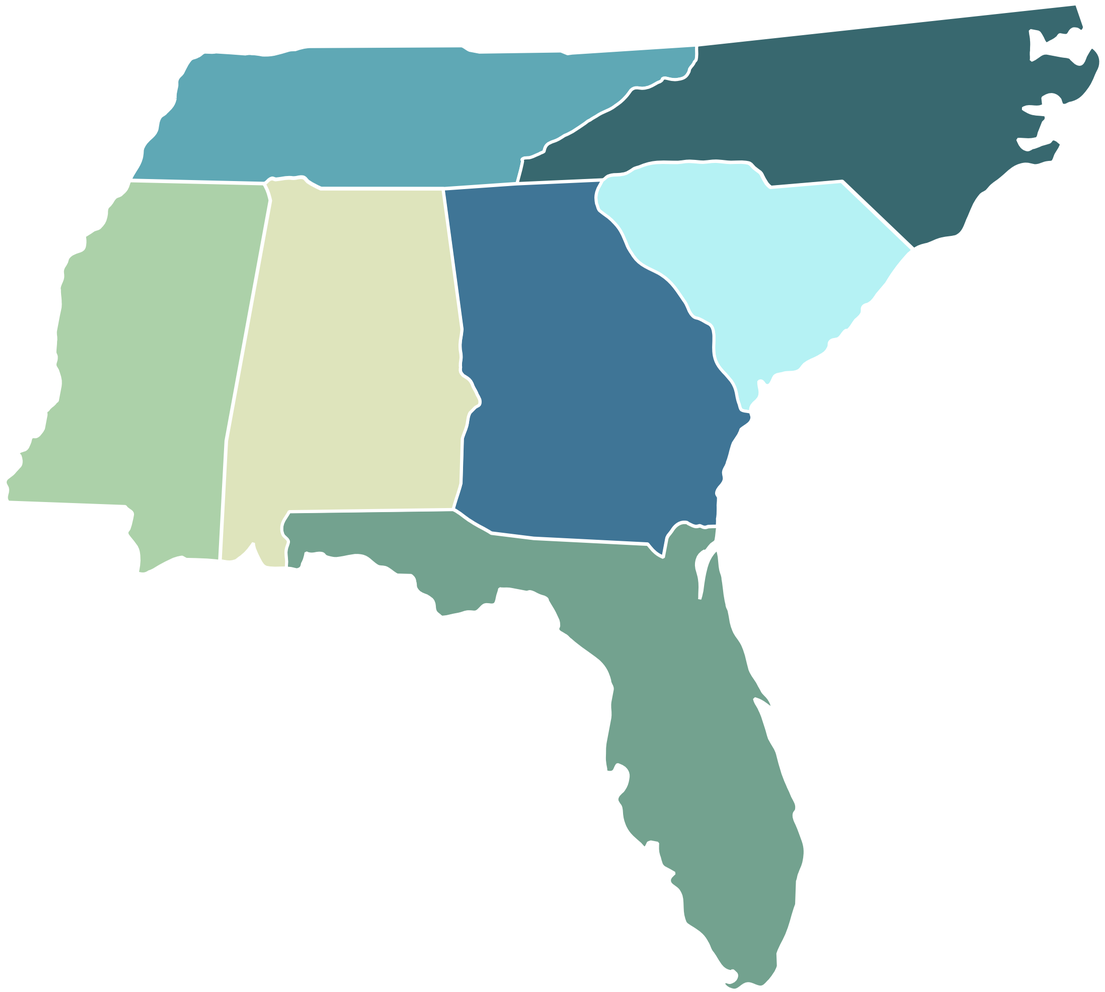
GEORGIA

MISSISSIPPI

NORTH CAROLINA

SOUTH CAROLINA

TENNESSEE



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ALABAMA

THE HIGH COST OF DOING NOTHING

WITHOUT EFFICIENCY, BILLS ARE TOO EXPENSIVE

Energy efficiency is a critical resource for people who struggle to afford their monthly energy bills. In addition to having high rates, the state of Alabama has the nation's 2nd highest average bills. According to federal data, 35% of residents in the region choose to eat less or skip medicine to be able to pay their power bills. For people struggling to make ends meet, energy efficiency is an essential investment in economic stability, yet Alabama Power strongly resists action.

BEST EFFORT: HUNTSVILLE UTILITIES

Management leadership at Huntsville Utilities is raising the bar for energy efficiency in Alabama and for TVA. It has invested in low income programs, and cultivated a network of experienced contractors to serve its community and cut energy waste.

A FAILURE TO ACT

On issues like energy efficiency, Alabama's three person Public Service Commission has a history of siding with utilities over the interests of consumers and advocates. Alabama has no legislative or regulatory policy supporting utility energy efficiency programs and does not formally review Alabama Power's investment plans. Only a few Alabama utilities have management that takes any interest in curbing energy waste. It is not surprising then, that Alabama has by far the worst energy efficiency performance in the region.

ENERGY SAVED AS A % OF ANNUAL KWH SALES

UTILITY	2017
SOUTHEAST REGIONAL AVERAGE	0.29 %
TVA	0.13 %
STATE AVERAGE	0.04 %
ALABAMA POWER	0.02 %
POWERSOUTH	0.00 %

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FLORIDA

BIG STATE, SMALL EFFORT

FAILURE TO EXECUTE

Florida is the 3rd most populous state in the country but has among the worst records for utility energy efficiency. In 2008 the legislature aimed to fix this and passed new policy to expand efficiency. After being partially implemented, the Florida Public Service Commission later rolled it back. Since then, Florida's utilities have instead been driving up energy bills for families and businesses, with Commission approval, charging their customers billions of dollars for over 5,000 MW of new gas-fired power plants.

ACCIDENTAL SUCCESS?

After the 2008 legislation, Gulf Power and TECO implemented much higher targets, while FPL and Duke waited until it was politically expedient to undermine the new legislation and kept their programs suppressed. Gulf Power briefly became a regional leader, but a few years later Gulf's impact dropped dramatically to almost nothing. By contrast, publicly-owned Orlando Utilities Commission committed to clean energy and is the state's clear leader on efficiency ... and that's no accident.

LACK OF OVERSIGHT

Compounding the failure to set meaningful energy efficiency targets, the Florida Public Service Commission lacks effective mechanisms for oversight of utility spending on energy efficiency. The result is weak programs with low impact that are also unnecessarily expensive, too!

ENERGY SAVED AS A % OF ANNUAL KWH SALES

UTILITY	2017
ORLANDO UTILITIES COMMISSION	0.60 %
SOUTHEAST REGIONAL AVERAGE	0.29 %
JACKSONVILLE ELECTRIC (JEA)	0.25 %
TAMPA ELECTRIC	0.24 %
DUKE ENERGY FLORIDA	0.20 %
STATE AVERAGE	0.13 %
FLORIDA PUBLIC UTILITIES	0.11%
FLORIDA POWER AND LIGHT	0.08 %
GULF POWER	0.04 %

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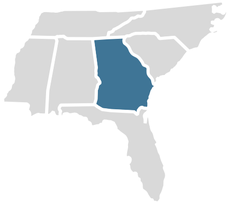
GEORGIA

THE POTENTIAL FOR LEADERSHIP



A FOUNDATION TO BUILD ON

Over the past two decades, the Georgia Public Service Commission has laid the groundwork for energy efficiency program success. For example, Georgia and the Carolinas are the only states in the Southeast that allow utilities to earn profits while helping customers save energy. But in spite of detailed regulations, Georgia still lags far behind the Carolinas and other parts of the country. By doubling or tripling current energy efficiency levels, Georgia could do much more to lower customer bills.

LEVERAGING GEORGIA'S SOLAR LEADERSHIP

Over the past six years, Georgia Public Service Commission leadership delivered huge investments in solar power in a unique way, while actually lowering customer electric bills. Could there be a similar leap forward done The Georgia Way for energy efficiency in the next few years?

INDUSTRIAL EFFICIENCY OPPORTUNITY

Georgia Power's most recent analysis shows 34% of cost effective efficiency potential is in the industrial sector. Yet no savings came from the industrial sector in 2017. At very low cost, Georgia Power could help businesses cut energy waste and increase economic productivity.

ENERGY SAVED AS A % OF ANNUAL KWH SALES

UTILITY	2017
GEORGIA POWER	0.46 %
STATE AVERAGE	0.31 %
SOUTHEAST REGIONAL AVERAGE	0.29 %
TVA	0.17 %
OGLETHORPE	0.09 %
MEAG	0.00 %

WHERE ARE THE CO-OP AND MUNICIPAL UTILITIES?

Georgia's municipal and cooperative utilities have fallen far behind on efficiency. Wasted energy means higher costs for their customers.

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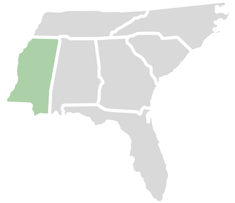
MISSISSIPPI

AFTER FIRST STEPS, AN UNCERTAIN FUTURE



WHY IS ENTERGY HOLDING MISSISSIPPI BACK?

Entergy has extensive experience delivering large scale successful energy efficiency programs in Arkansas and New Orleans. So why did Entergy push the Mississippi Public Service Commission to indefinitely delay the next phase of comprehensive energy efficiency programs? Perhaps Entergy put its push for more corporate investment in new natural gas plants ahead of helping customers lower their bills with energy efficiency.

BETTER THAN KEMPER

The Kemper County Power Plant boondoggle offers a powerful lesson. Mississippi could have avoided this disaster with greater transparency and consideration of alternatives. In a state that already pays among the highest energy bills in the country, imagine what the $billions wasted on Kemper could have instead accomplished with investment in energy efficiency.

POISED BUT STALLED

Over the past couple years, the Commission initiated rulemaking for long-term energy efficiency programs and integrated resource planning. Both are stalled. What does this mean for the future of energy efficiency in Mississippi? Will customers receive robust efficiency programs like those offered by Southern Company and Entergy in neighboring states? Will transparent and competitive energy resource procurement prevent another Kemper? Or will customers remain stuck with high power bills and weak energy efficiency options?

ENERGY SAVED AS A % OF ANNUAL KWH SALES

UTILITY	2017
SOUTHEAST REGIONAL AVERAGE	0.29 %
TVA	0.23 %
STATE AVERAGE	0.19 %
MISSISSIPPI POWER	0.19 %
ENTERGY MISSISSIPPI	0.16 %
COOPERATIVE ENERGY	0.03 %

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NORTH CAROLINA

LEADING THE WAY IN THE SOUTHEAST

POWERFUL LEGISLATION, AN ENGAGED COMMISSION

North Carolina's Renewable Portfolio Standard's inclusion of energy efficiency, and its policy allowing utility performance incentive payments have both legitimized and propelled the state's energy saving achievements.

The state's Public Staff and Utilities Commission bring hands-on oversight of program performance and ensure efficiency is included in long range resource planning.

EFFICIENCY BEYOND DUKE

The Utilities Commission has little influence over the efficiency activities of electric co-ops and public utilities, which substantially trail Duke on efficiency performance. But Roanoke Electric Co-op sets a leadership example by offering all customer classes innovative no-debt on-bill financing for energy efficiency upgrades.

Note: The Southeast region for SACE does not include the portion of North Carolina in the PJM territory served by Dominion Energy.

COMMITTED STAKEHOLDERS

For nearly a decade, Duke Energy has actively engaged with efficiency advocates, stakeholders, and Public Staff. These detailed, technical conversations increase energy efficiency success by helping Duke problem solve any issues with existing programs, while developing new programs to drive future growth.

ENERGY SAVED AS A % OF ANNUAL KWH SALES

UTILITY	2017
DUKE ENERGY CAROLINAS	1.09 %
DUKE ENERGY PROGRESS	0.79 %
STATE AVERAGE	0.75 %
SOUTHEAST REGIONAL AVERAGE	0.29 %
NC ELECTRIC COOPERATIVES	0.21 %
NC MUNICIPAL POWER	0.06 %
TVA	0.01 %
NC EASTERN MUNICIPAL	0.01 %

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SOUTH CAROLINA

A SECOND CHANCE FOR ENERGY EFFICIENCY

EITHER YOU GET IT OR YOU DON'T

If you are a South Carolina energy customer, where you live determines a lot: like access to efficiency programs, your average monthly electric bill, and whether you are paying for a failed nuclear plant. In choosing between efficiency and nuclear power, the General Assembly got it wrong. It's time for political leadership that is independent of utility company interests. Consumers win with investments in energy efficiency. That's something everyone should get.

WILL REGULATORY CHANGE BRING LOWER BILLS?

Until this year, the Office of Regulatory Staff (ORS), the public agency charged with representing public interest at the Public Service Commission, had a conflicted mission of protecting the interests of both customers and regulated utilities. In 2018, the General Assembly removed ORS' mandate to protect utilities' financial integrity, so it can focus on public interest. We now see not only aggressive engagement on the nuclear scandal, but increased openness to supporting expanded energy efficiency.

ANOTHER CHANCE TO DO IT RIGHT

Now, it is up to SCE&G, Santee Cooper, and the state's political leaders to choose what happens next. 10 years ago, SCE&G initiated a plan to quickly ramp up energy efficiency but got off track. After the failed VC Summer nuclear project, SCE&G is again studying how to get efficiency back on track. Duke's success with efficiency in South Carolina clearly shows it really works.

ENERGY SAVED AS A % OF ANNUAL KWH SALES

UTILITY	2017
DUKE ENERGY CAROLINAS	1.07 %
DUKE ENERGY PROGRESS	0.80 %
STATE AVERAGE	0.46 %
SOUTHEAST AVERAGE	0.29 %
SCE&G	0.26 %
SANTEE COOPER	0.10 %

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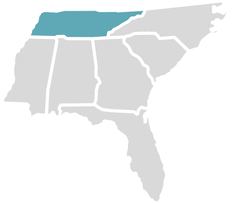
TENNESSEE

PASSING THE BUCK



WHO'S IN CHARGE HERE?

With state regulation, TVA has no meaningful checks and balances on how it runs its electric business. This removes critical protection for customers. As TVA attempts to push financial responsibility for energy efficiency onto Local Power Companies (LPCs), it has created a financial obstacle that prevents either TVA or LPCs from taking initiative or responsibility. If TVA wanted utility-funded efficiency programs to grow, they would. The fact that they don't speaks volumes.

THE HEALTH CONNECTION

TVA was early to recognize the connection between efficiency improvements and household health improvements. TVA started short-term pilot projects and funded research to entice the health industry to become financially involved. Unfortunately, while making the pitch about the benefits of efficiency to the health sector, TVA has failed to honor its own financial commitment to efficiency.

LEAST COST RESOURCE vs. CORPORATE CHARITY

TVA identified efficiency as the least-cost resource in its latest integrated resource plan (2015) - but overbuilt on gas-fired generation anyway. Now TVA argues there is no need for efficiency, because they have too much capacity. With coal retirements on the horizon, TVA should invest in efficiency as a resource, rather than hiding behind token pilot projects and defunding its core programs.

ENERGY SAVED AS A % OF ANNUAL KWH SALES

UTILITY	2017
SOUTHEAST REGIONAL AVERAGE	0.29 %
TVA	0.20 %
STATE AVERAGE	0.20 %

FIXED FEES ARE SWEEPING THE VALLEY

At TVA's direction, most affiliated LPCs have increased fixed charges on customer bills, which undermine their ability to lower energy costs with efficiency. The resulting trend towards higher energy use and energy waste ultimately drives everyone's electric bills even higher.

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CONCLUSION

MEETING MORE OF OUR ENERGY NEEDS WITH EFFICIENCY

HOW DOES THE SOUTHEAST COMPARE?

The Southeast achieves far less efficiency savings than nearly every other region of the country and today stands at less than half the national average. According to federal data, *New England* and the *Pacific* lead the country in annual energy savings. Those regions achieve four to five times the energy savings of the Southeast. Even as far behind as the Southeast currently is, we estimate that at our current pace the region could avoid 16,000 MW of generating capacity with efficiency over the next decade. Or the Southeast could avoid many times more if all utilities achieve at least the 1.0% pace set by regional leader Duke Energy Carolinas.

NOT SO EXPENSIVE AFTER ALL

Utilities often point to cost as an argument against spending money on efficiency, while simultaneously building expensive new power plants that increase their own profit margins. The fact that the Southeast has among the highest energy bills in the country and the lowest energy efficiency performance points to a clear solution: Before spending customer dollars on more expensive power plants, it is time to first invest in all cost-effective energy efficiency. To do otherwise is to pay too much.

STATE / REGION	% OF RETAIL SALES
NEW ENGLAND	*1.50 %*
PACIFIC	*1.20 %*
NORTH CAROLINA	0.75 %
NATIONAL AVERAGE	0.69 %
SOUTH CAROLINA	0.46 %
GEORGIA	0.31 %
SOUTHEAST AVERAGE	0.29 %
MISSISSIPPI	0.19 %
TENNESSEE	0.17 %
FLORIDA	0.13 %
ALABAMA	0.04 %

EFFICIENCY IN EVERY DECISION

Eliminating energy waste can be the leading resource strategy in all aspects of electric utility operations, policy, and regulation including:

- Fully integrated resource planning
- Direct competition with proposed power plants
- Programs to help all customers lower their bills

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DATA SOURCES, METHODS & ASSUMPTIONS

The primary metric in this report is net energy savings as a percentage of prior-year retail sales. SACE relies on two sources for historical efficiency savings, the first is annual energy efficiency reports that utilities are required to file by state regulators. In most cases, regulatory reporting requirements for investor-owned utilities allow SACE to gather detailed performance and budget data on specific programs on an annual basis.

In the absence of adequately detailed annual reports, SACE obtains energy efficiency savings data from EIA Form 861. For example, nearly all of our data for municipal and co-op utilities come from EIA-861. EIA-861 instructions state that savings are reported at the customer meter and as of 2016 specify that, "transmission and distribution or reserve requirement savings should be excluded." However, EIA's reporting instructions have shifted over the years, and have often lacked clarity surrounding who is responsible for reporting (utility or nonutility demand-side management administrators). As a result, we have greater confidence in the consistency and reliability of more recent data, particularly with respect to costs.

For the comparison with other regions of the country, our Southeast regional energy savings calculation is matched with EIA's regional and national averages. Our regional energy savings calculation differs from EIA's due to different geography and the additional data we include.

For TVA and its local power companies only, we obtained detailed data on savings and budget for distributor utilities directly from TVA in response to a Freedom of Information Act request.

DSM/EE spending is inclusive of the total budget for each program approved or certified by a utility's respective regulator. Our review of data specific to programs may not reflect any sub-programs or add-ons. For example, income-qualified spending reflects standalone programs only.

Annual energy efficiency savings are generally viewed from the customer (at the meter) perspective. But to understand the impact on the utility's resources, the accumulated energy efficiency reduction to gross system demand is often viewed from the utility (at the generator) perspective. For MWh savings reported at the generator, an approximate estimated average line loss of 7% is assumed.

Accumulated energy efficiency demand savings (MW) represents the maximum peak reduction to gross system demand. To capture the "maximum peak" and assign a nominal capacity to efficiency, SACE uses the summer demand reduction reported for programs and measures. Planning reserve margins for Southeastern utilities are historically highest in summer, and therefore best reflect how efficiency lowers peak demand in the months where reliability is at risk.

Due to the fact that some utilities report net savings reflecting technical adjustments to energy efficiency program impacts, while others do not, we apply a net to gross ratio of 80% where gross savings are reported.

Cover photos provided by the National Renewable Energy Laboratory.

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APPENDIX A: SOUTHEAST UTILITY SYSTEMS

The geographic coverage of the demand side data encompasses Southeastern utilities outside of the PJM/MISO regions. The states of Alabama, Florida, Georgia, and South Carolina are fully covered. Relatively small portions of North Carolina and Tennessee are served by utilities that participate in PJM, and thus while statewide reports for these states are relatively comprehensive, they may not align exactly with other data sources. The states of Mississippi and Kentucky are only included insofar as they are part of TVA or the Southern Planning Area.

TENNESSEE VALLEY AUTHORITY

Consists of 154 distributor utilities

TN, KY, VA, AL, MS, GA, & NC

SOUTHERN PLANNING AREA

Gulf Power (FL) *

Mississippi Power

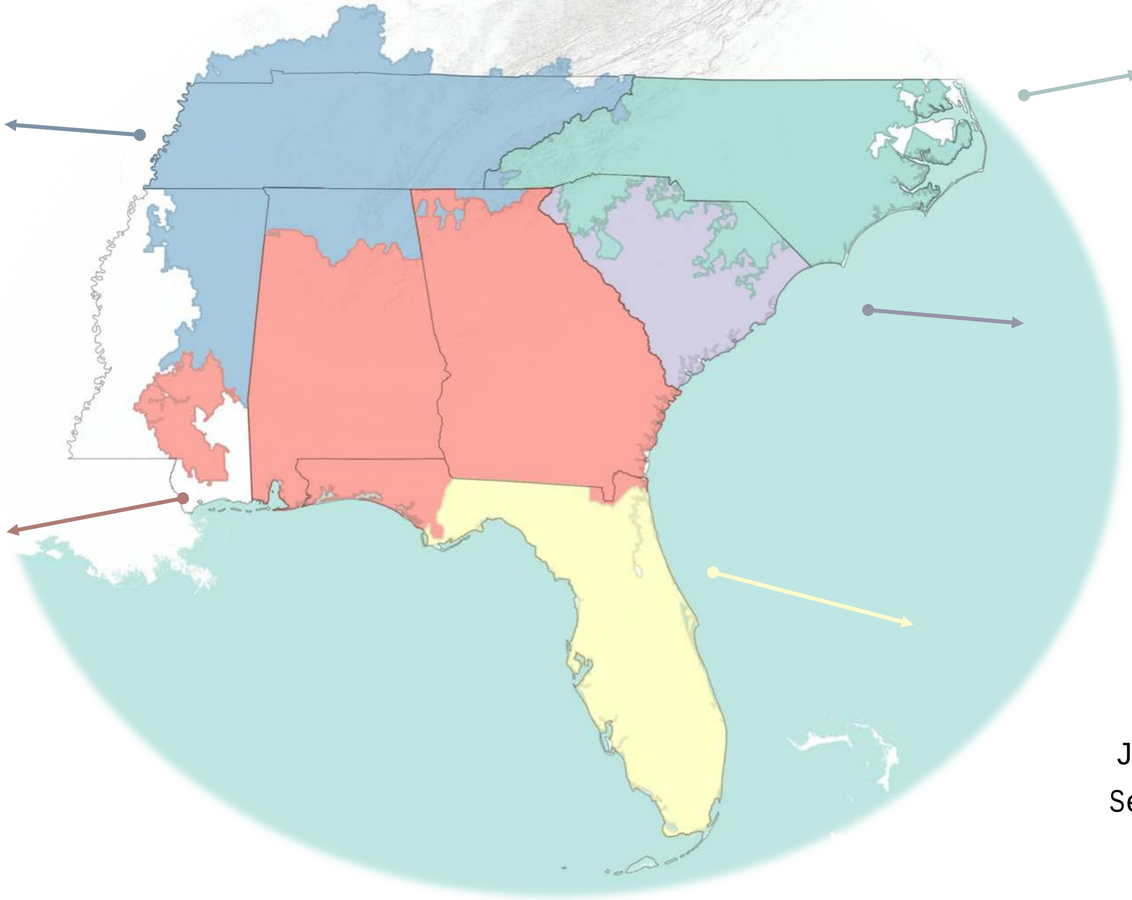
Alabama Power

Georgia Power

Oglethorpe Power (GA)

PowerSouth (AL/FL)

**pending sale*



DUKE ENERGY PLANNING AREA

Duke Energy Carolinas

Duke Energy Progress

Municipal Utilities

Cooperative Utilities

SOUTH CAROLINA

South Carolina Gas & Electric

Santee Cooper

FRCC

Duke Energy Florida

Tampa Electric

Florida Power & Light

Jacksonville Electric Authority

Seminole Electric Cooperative

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
All SE Utility Systems	2,171,637	2,275,480	2,357,163	2,326,665	2,375,466	0.31 %	0.32 %	0.32 %	0.31 %	0.29 %
Alabama Cooperatives	-	-	-	-	-	-	-	-	-	-
Black Warrior Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Tombigbee Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Alabama Municipals	-	-	-	-	-	-	-	-	-	-
City of Alexander City	-	-	-	-	-	-	-	-	-	-
City of Dothan	-	-	-	-	-	-	-	-	-	-
City of Opelika	-	-	-	-	-	-	-	-	-	-
Sylacauga Utilities Board	-	-	-	-	-	-	-	-	-	-
Troy Utilities Department	-	-	-	-	-	-	-	-	-	-
City of Tuskegee	-	-	-	-	-	-	-	-	-	-
Duke Energy	758,879	906,235	1,076,161	1,207,681	1,259,994	0.49 %	0.57 %	0.67 %	0.75 %	0.79 %
Duke Energy Progress	271,150	308,369	409,149	368,626	342,059	0.63 %	0.70 %	0.94 %	0.84 %	0.79 %
Duke Energy Carolinas	411,540	507,436	600,965	768,739	840,736	0.54 %	0.65 %	0.76 %	0.97 %	1.09 %
Duke Energy Florida	76,188	90,430	66,048	70,316	77,198	0.21 %	0.24 %	0.17 %	0.18 %	0.20 %
Florida Cooperatives	11,166	6,740	9,855	7,244	13,626	0.06 %	0.04 %	0.05 %	0.04 %	0.07 %
Central Florida Electric Cooperative	-	-	458	208	667	-	-	0.10 %	0.04 %	0.14 %
Clay Electric Cooperative	3,783	2,523	1,723	1,167	1,784	0.13 %	0.08 %	0.05 %	0.04 %	0.06 %
Florida Keys Electric Cooperative Association	-	-	-	-	-	-	-	-	-	-
Glades Electric Cooperative	-	-	46	46	122	-	-	0.01 %	0.01 %	0.04 %
Lee County Electric Cooperative	1,359	1,507	505	1,034	196	0.04 %	0.04 %	0.01 %	0.03 %	0.01 %
Peace River Electric Cooperative	-	-	21	22	31	-	-	0.00 %	0.00 %	0.00 %
Reedy Creek Improvement Dist	5,994	2,679	7,103	2,846	6,821	0.53 %	0.24 %	0.62 %	0.25 %	0.59 %
Sumter Electric Cooperative (FL)	-	-	-	-	-	-	-	-	-	-
Suwannee Valley Electric Cooperative	-	-	-	1,922	2,324	-	-	-	0.36 %	0.45 %
Talquin Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Tri-County Electric Cooperative (FL)	-	-	-	-	561	-	-	-	-	0.18 %
Withlacoochee River Electric Cooperative	30	30	-	-	1,120	0.00 %	0.00 %	-	-	0.03 %

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Florida Municipals	112,750	61,618	47,121	50,263	77,529	0.34 %	0.18 %	0.14 %	0.14 %	0.23 %
City of Alachua (FL)	-	-	-	-	-	-	-	-	-	-
City of Bartow (FL)	-	-	-	-	-	-	-	-	-	-
City of Clewiston	-	-	-	-	-	-	-	-	-	-
Fort Pierce Utilities Authority	355	444	100	92	81	0.07 %	0.09 %	0.02 %	0.02 %	0.01 %
Gainesville Regional Utilities	4,704	886	469	365	469	0.28 %	0.05 %	0.03 %	0.02 %	0.03 %
City of Green Cove Springs	19	20	34	36	27	0.02 %	0.02 %	0.03 %	0.03 %	0.03 %
Havana Power & Light Company	-	-	-	-	-	-	-	-	-	-
City of Homestead (FL)	-	-	-	-	-	-	-	-	-	-
Beaches Energy Services	1,093	-	-	-	-	0.16 %	-	-	-	-
JEA	73,555	34,900	27,003	24,641	29,864	0.64 %	0.29 %	0.22 %	0.21 %	0.25 %
City of Key West (FL)	-	-	-	-	-	-	-	-	-	-
Kissimmee Utility Authority	4,037	2,143	1,476	842	655	0.30 %	0.16 %	0.10 %	0.06 %	0.04 %
City of Lake Worth (FL)	-	-	-	-	-	-	-	-	-	-
City of Lakeland (FL)	1,662	1,347	1,942	2,575	2,187	0.06 %	0.05 %	0.06 %	0.08 %	0.07 %
City of Leesburg (FL)	-	-	-	-	-	-	-	-	-	-
City of New Smyrna Beach	-	-	-	-	-	-	-	-	-	-
City of Ocala	-	-	-	-	-	-	-	-	-	-
Orlando Utilities Commission	20,519	15,034	10,936	17,151	39,697	0.34 %	0.24 %	0.17 %	0.26 %	0.60 %
City of Quincy (FL)	-	-	-	-	-	-	-	-	-	-
City of Starke (FL)	-	-	-	-	-	-	-	-	-	-
City of Tallahassee (FL)	6,806	6,843	5,161	4,561	4,549	0.27 %	0.26 %	0.19 %	0.17 %	0.17 %
City of Vero Beach (FL)	-	-	-	-	-	-	-	-	-	-
Florida Power & Light	193,307	202,032	139,147	59,373	90,309	0.19 %	0.19 %	0.13 %	0.05 %	0.08 %
Florida Public Utilities Company	1,160	1,672	1,144	804	679	0.18 %	0.26 %	0.18 %	0.12 %	0.11 %

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Georgia Municipals	22	10	32	30	70	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
City of Adel (GA)	-	-	-	-	-	-	-	-	-	-
Albany Water Gas & Light Commission	-	-	-	-	-	-	-	-	-	-
City of Acworth (GA)	-	-	-	-	-	-	-	-	-	-
City of Buford	-	-	-	-	-	-	-	-	-	-
City of Cairo (GA)	-	-	-	-	-	-	-	-	-	-
City of Calhoun (GA)	-	-	-	-	-	-	-	-	-	-
City of Camilla	-	-	-	-	-	-	-	-	-	-
City of Cartersville (GA)	-	-	-	-	-	-	-	-	-	-
City of College Park (GA)	-	-	-	-	-	-	-	-	-	-
City of Covington (GA)	-	-	-	-	-	-	-	-	-	-
Crisp County Power Commission	-	-	-	-	-	-	-	-	-	-
Dalton Utilities	-	-	-	-	-	-	-	-	-	-
City of Douglas	-	-	-	-	-	-	-	-	-	-
City of East Point (GA)	-	-	-	-	-	-	-	-	-	-
City of Elberton	-	-	-	-	-	-	-	-	-	-
Fitzgerald Water Light & Bond Commission	-	-	-	-	-	-	-	-	-	-
Fort Valley Utility Commission	-	-	-	-	-	-	-	-	-	-
City of Griffin (GA)	-	-	-	-	-	-	-	-	-	-
City of La Grange (GA)	-	-	-	-	-	-	-	-	-	-
City of Lawrenceville (GA)	-	-	-	-	-	-	-	-	-	-
City of Marietta (GA)	22	10	32	30	70	0.00 %	0.00 %	0.00 %	0.00 %	0.01 %
City of Monroe (GA)	-	-	-	-	-	-	-	-	-	-
City of Moultrie (GA)	-	-	-	-	-	-	-	-	-	-
Newnan Water, Sewer & Light Commission	-	-	-	-	-	-	-	-	-	-
City of Norcross (GA)	-	-	-	-	-	-	-	-	-	-
City of Sylvania (GA)	-	-	-	-	-	-	-	-	-	-
City of Thomaston (GA)	-	-	-	-	-	-	-	-	-	-
City of Thomasville (GA)	-	-	-	-	-	-	-	-	-	-
City of Washington (GA)	-	-	-	-	-	-	-	-	-	-

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
North Carolina Cooperatives	65,771	31,532	41,796	64,399	37,758	0.38 %	0.18 %	0.23 %	0.36 %	0.21 %
Albemarle Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Blue Ridge Electric Member Corp (NC)	-	-	-	41	74	-	-	-	0.00 %	0.01 %
Cape Hatteras Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Carteret-Craven Electric Member Corp	108	62	225	338	353	0.02 %	0.01 %	0.04 %	0.06 %	0.06 %
Central Electric Membership Corp (NC)	-	-	-	-	-	-	-	-	-	-
Edgecombe-Martin County Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Four County Electric Member Corp	7,489	5,152	9,226	13,477	13,508	0.85 %	0.57 %	1.02 %	1.50 %	1.51 %
French Broad Electric Member Corp	8,602	2,909	4,617	4,443	1,045	1.75 %	0.57 %	0.93 %	0.89 %	0.21 %
Halifax Electric Member Corp	370	451	723	347	382	0.24 %	0.28 %	0.45 %	0.23 %	0.25 %
Haywood Electric Member Corp	928	54	64	4,103	-	0.33 %	0.02 %	0.02 %	1.45 %	-
Jones-Onslow Electric Member Group	-	-	-	-	-	-	-	-	-	-
Lumbee River Electric Member Corp	1,422	2,194	374	1,186	912	0.12 %	0.18 %	0.03 %	0.09 %	0.07 %
Pee Dee Electric Member Corp	8,772	48	48	22	14	2.47 %	0.01 %	0.01 %	0.01 %	0.00 %
Pitt & Greene Electric Member Corp	6,299	146	90	74	287	3.50 %	0.07 %	0.05 %	0.04 %	0.15 %
Piedmont Electric Member Corp	1,861	1,620	1,479	1,530	2,054	0.40 %	0.34 %	0.31 %	0.32 %	0.44 %
Randolph Electric Member Corp	3,226	8	75	558	86	0.66 %	0.00 %	0.01 %	0.11 %	0.02 %
Roanoke Electric Member Corp	2,010	1,238	18	182	388	0.72 %	0.43 %	0.01 %	0.06 %	0.15 %
Rutherford Electric Member Corp	-	-	-	-	-	-	-	-	-	-
South River Electric Member Corp	-	1,400	560	239	504	-	0.17 %	0.07 %	0.03 %	0.06 %
Surry-Yadkin Electric Member Corp	246	-	-	6,982	8,687	0.07 %	-	-	1.90 %	2.46 %
Tri County Electric Member Corp (NC)	-	-	-	-	-	-	-	-	-	-
Tideland Electric Member Corp	61	-	-	-	-	0.02 %	-	-	-	-
Union Electric Membership Corp (NC)	15,561	494	882	2,322	4,391	1.32 %	0.04 %	0.07 %	0.17 %	0.34 %
Wake Electric Membership Corp	1,765	2,416	3,482	5,174	4,792	0.26 %	0.34 %	0.48 %	0.71 %	0.64 %
EnergyUnited Electric Member Corp	7,052	13,340	19,450	22,947	24	0.30 %	0.55 %	0.79 %	0.89 %	0.00 %
Brunswick Electric Member Corp	-	-	485	435	254	-	-	0.04 %	0.03 %	0.02 %

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
North Carolina Municipals	4,753	4,141	3,990	3,179	3,305	0.03 %	0.03 %	0.03 %	0.02 %	0.02 %
City of Albemarle (NC)	-	-	-	-	-	-	-	-	-	-
Town of Apex (NC)	-	-	-	-	-	-	-	-	-	-
Town of Ayden (NC)	-	-	-	-	-	-	-	-	-	-
Town of Clayton	-	-	-	-	-	-	-	-	-	-
City of Concord (NC)	-	-	-	-	-	-	-	-	-	-
City of Elizabeth City (NC)	-	-	-	-	-	-	-	-	-	-
City of Fayetteville Public Works Commission	-	-	-	-	-	-	-	-	-	-
Town of Forest City	-	-	-	-	-	-	-	-	-	-
Town of Edenton (NC)	-	-	-	-	-	-	-	-	-	-
City of Gastonia (NC)	-	-	-	-	-	-	-	-	-	-
Greenville Utilities Commission	-	-	-	-	-	-	-	-	-	-
Town of High Point	-	-	-	-	-	-	-	-	-	-
Town of Huntersville (NC)	-	-	-	-	-	-	-	-	-	-
City of Kings Mountain (NC)	-	-	-	-	-	-	-	-	-	-
City of Kinston (NC)	-	-	-	-	-	-	-	-	-	-
City of Laurinburg (NC)	-	-	-	-	-	-	-	-	-	-
City of Lexington (NC)	-	-	-	-	-	-	-	-	-	-
City of Lumberton (NC)	-	-	-	-	-	-	-	-	-	-
City of Monroe (NC)	-	-	-	-	-	-	-	-	-	-
City of Morganton (NC)	-	-	-	-	-	-	-	-	-	-
City of New Bern (NC)	-	-	-	-	-	-	-	-	-	-
New River Light & Power	-	-	-	-	-	-	-	-	-	-
City of Newton (NC)	-	-	-	-	-	-	-	-	-	-
Town of Pineville (NC)	-	-	-	-	-	-	-	-	-	-
City of Rocky Mount (NC)	-	-	-	-	-	-	-	-	-	-

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
North Carolina Municipals (continued)										
City of Shelby (NC)	-	-	-	-	-	-	-	-	-	-
Town of Smithfield (NC)	-	-	-	-	-	-	-	-	-	-
City of Statesville (NC)	-	-	-	-	-	-	-	-	-	-
Town of Tarboro (NC)	-	-	-	-	-	-	-	-	-	-
Town of Wake Forest (NC)	-	-	-	-	-	-	-	-	-	-
City of Washington (NC)	-	-	-	-	-	-	-	-	-	-
City of Wilson	-	-	-	-	-	-	-	-	-	-
Oglethorpe Power	9,934	24,756	28,222	24,925	31,797	0.03 %	0.07 %	0.08 %	0.07 %	0.09 %
Altamaha Electric Member Corp	-	-	-	-	186	-	-	-	-	0.05 %
Amicalola Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Canoochee Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Carroll Electric Member Corp (GA)	-	-	-	-	-	-	-	-	-	-
Central Georgia Electric Member Corp	469	211	71	104	164	0.04 %	0.02 %	0.01 %	0.01 %	0.01 %
Coastal Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Cobb Electric Membership Corp	-	-	-	-	-	-	-	-	-	-
Colquitt Electric Membership Corp	-	-	-	-	-	-	-	-	-	-
County Electric Member Corp (GA)	57	72	28	45	73	0.02 %	0.02 %	0.01 %	0.01 %	0.02 %
Coweta-Fayette Electric Member Corp	294	354	540	664	1,283	0.02 %	0.02 %	0.04 %	0.04 %	0.08 %
Diverse Power Incorporated	-	-	-	-	-	-	-	-	-	-
Excelsior Electric Member Corp	-	-	6	46	48	-	-	0.00 %	0.01 %	0.01 %
Flint Electric Membership Corp	-	-	-	-	-	-	-	-	-	-
Grady Electric Membership Corp	-	-	-	-	-	-	-	-	-	-
GreyStone Power Corporation	-	-	-	-	-	-	-	-	-	-
Habersham Electric Membership Corp	-	-	-	-	-	-	-	-	-	-
Hart Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Irwin Electric Membership Corp	-	-	-	-	-	-	-	-	-	-
Jackson Electric Member Corp (GA)	6,723	4,771	7,030	6,655	9,628	0.14 %	0.09 %	0.13 %	0.12 %	0.19 %
Jefferson Electric Member Corp	1,422	1,770	2,267	-	2,756	0.27 %	0.31 %	0.40 %	-	0.51 %

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Oglethorpe Power (continued)										
Little Ocmulgee Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Middle Georgia Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Mitchell Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Ocmulgee Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Oconee Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Okefenoke Rural Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Planters Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Rayle Electric Membership Corp	-	-	-	-	-	-	-	-	-	-
Satilla Rural Electric Member Corporation	56	47	48	30	26	0.01 %	0.00 %	0.00 %	0.00 %	0.00 %
Sawnee Electric Membership Corporation	914	1,025	1,059	770	1,112	0.03 %	0.03 %	0.03 %	0.02 %	0.03 %
Slash Pine Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Snapping Shoals Electric Member Corp	-	16,505	17,173	16,611	16,520	-	0.86 %	0.88 %	0.84 %	0.88 %
Southern Rivers Energy	-	-	-	-	-	-	-	-	-	-
Sumter Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Three Notch Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Upson Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Walton Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Washington Electric Member Corp	-	-	-	-	-	-	-	-	-	-

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
PowerSouth	3,959	5,622	317	122	404	0.05 %	0.07 %	0.00 %	0.00 %	0.01 %
City of Andalusia	-	-	-	-	-	-	-	-	-	-
Baldwin County Electric Member Corp	-	-	-	-	-	-	-	-	-	-
Central Alabama Electric Cooperative	2	3	4	-	-	0.00 %	0.00 %	0.00 %	-	-
Choctawhatche Electric Cooperative	-	-	-	-	65	-	-	-	-	0.01 %
Coosa Valley Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Covington Electric Cooperative	153	175	199	-	-	0.04 %	0.04 %	0.05 %	-	-
Dixie Electric Cooperative	81	23	26	18	136	0.02 %	0.00 %	0.01 %	0.00 %	0.03 %
Escambia River Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Gulf Coast Electric Cooperative	181	-	-	-	149	0.06 %	-	-	-	0.05 %
Pea River Electric Cooperative	-	-	-	-	-	-	-	-	-	-
South Alabama Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Southern Pine Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Tallapoosa River Electric Cooperative	-	-	-	-	-	-	-	-	-	-
West Florida Electric Cooperative Association	-	-	-	-	-	-	-	-	-	-
Wiregrass Electric Cooperative	-	-	88	104	55	-	-	0.02 %	0.03 %	0.02 %
Pioneer Electric Cooperative (AL)	-	-	-	-	-	-	-	-	-	-
Clarke-Washington Electric Member Corp	-	-	-	-	-	-	-	-	-	-

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Santee Cooper	24,248	19,232	21,747	23,613	27,700	0.09 %	0.07 %	0.08 %	0.10 %	0.11 %
Aiken Electric Cooperative	-	50	-	-	-	-	0.01 %	-	-	-
Bamberg Board of Public Works	-	-	-	-	-	-	-	-	-	-
Berkeley Electric Cooperative	394	278	214	204	221	0.02 %	0.01 %	0.01 %	0.01 %	0.01 %
Black River Electric Cooperative (SC)	-	61	-	-	-	-	0.01 %	-	-	-
Blue Ridge Electric Cooperative (SC)	-	-	-	-	-	-	-	-	-	-
Broad River Electric Cooperative	-	-	-	-	-	-	-	-	-	-
City of Bennettsville (SC)	-	-	-	-	-	-	-	-	-	-
City of Georgetown (SC)	-	-	-	-	-	-	-	-	-	-
Coastal Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Edisto Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Fairfield Electric Cooperative	2	18	-	-	-	0.00 %	0.00 %	-	-	-
Horry Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Laurens Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Little River Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Lynches River Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Marlboro Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Mid-Carolina Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Newberry Electric Cooperative	-	-	-	-	-	-	-	-	-	-
Palmetto Electric Cooperative	13	11	4	6	1	0.00 %	0.00 %	0.00 %	0.00 %	0.00 %
Pee Dee Electric Cooperative	-	13	17	-	-	-	0.00 %	0.00 %	-	-
South Carolina Public Service Authority	18,746	18,414	21,175	23,135	27,112	0.17 %	0.16 %	0.19 %	0.28 %	0.33 %
Tri-County Electric Cooperative (SC)	-	-	-	-	-	-	-	-	-	-
York Electric Cooperative	4,706	50	-	-	-	0.58 %	0.01 %	-	-	-

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
SCE&G	105,378	96,392	81,293	53,613	56,900	0.49 %	0.43 %	0.37 %	0.24 %	0.26 %
South Carolina Municipals	-	-	-	-	-	-	-	-	-	-
City of Camden	-	-	-	-	-	-	-	-	-	-
Clinton Combined Utility System	-	-	-	-	-	-	-	-	-	-
Easley Combined Utility System	-	-	-	-	-	-	-	-	-	-
City of Gaffney (SC)	-	-	-	-	-	-	-	-	-	-
Greenwood Commission of Public Works	-	-	-	-	-	-	-	-	-	-
Greer Commission of Public Works	-	-	-	-	-	-	-	-	-	-
Lockhart Power	-	-	-	-	-	-	-	-	-	-
City of Newberry (SC)	-	-	-	-	-	-	-	-	-	-
City of Orangeburg (SC)	-	-	-	-	-	-	-	-	-	-
City of Rock Hill (SC)	-	-	-	-	-	-	-	-	-	-
City of Seneca (SC)	-	-	-	-	-	-	-	-	-	-
City of Union (SC)	-	-	-	-	-	-	-	-	-	-
City of Laurens (SC)	-	-	-	-	-	-	-	-	-	-
Southern Company	356,946	386,647	450,570	477,594	409,524	0.23 %	0.24 %	0.28 %	0.30 %	0.26 %
Alabama Power Co	11,726	12,989	10,206	9,515	9,289	0.02 %	0.02 %	0.02 %	0.02 %	0.02 %
Georgia Power Co	256,125	281,240	378,550	443,293	375,376	0.32 %	0.34 %	0.45 %	0.52 %	0.46 %
Gulf Power Co	87,458	87,468	44,007	6,955	6,527	0.82 %	0.79 %	0.40 %	0.06 %	0.06 %
Mississippi Power Co	1,637	4,951	17,808	17,831	18,333	0.02 %	0.05 %	0.18 %	0.18 %	0.19 %
Tampa Electric	42,164	52,380	97,165	33,132	46,174	0.23 %	0.28 %	0.51 %	0.17 %	0.24 %

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
TVA	441,633	476,114	358,104	319,821	318,842	0.28 %	0.31 %	0.24 %	0.21 %	0.21 %
4-County Electric Power Association	1,402	1,621	1,827	1,688	1,115	0.15 %	0.16 %	0.18 %	0.17 %	0.10 %
Aberdeen Electric Department	33	13	114	769	369	0.02 %	0.01 %	0.06 %	0.39 %	0.18 %
Albertville Municipal Utilities Board	2,382	1,852	436	659	402	0.45 %	0.34 %	0.08 %	0.12 %	0.07 %
Alcorn County Electric Power Association	7,294	4,284	8,272	4,102	3,656	1.17 %	0.68 %	1.31 %	0.67 %	0.56 %
Appalachian Electric Cooperative	2,067	2,999	2,503	3,151	1,380	0.23 %	0.33 %	0.26 %	0.34 %	0.14 %
Arab Electric Cooperative	917	433	833	1,390	1,117	0.31 %	0.14 %	0.26 %	0.45 %	0.34 %
Athens Utility Board	2,598	4,218	733	514	651	0.45 %	0.71 %	0.12 %	0.08 %	0.10 %
Benton County Electric System	3	13	20	22	2	0.00 %	0.02 %	0.03 %	0.03 %	0.00 %
Benton Electric System	645	657	175	164	239	0.33 %	0.32 %	0.08 %	0.08 %	0.11 %
Blue Ridge Mountain Electric Member Corp	941	1,191	1,119	1,545	1,221	0.16 %	0.20 %	0.17 %	0.24 %	0.18 %
Bolivar Energy Authority	147	1,033	146	272	15	0.06 %	0.43 %	0.06 %	0.12 %	0.01 %
Bowling Green Municipal Utilities	1,869	812	1,627	1,834	1,096	0.21 %	0.09 %	0.18 %	0.21 %	0.12 %
BrightRidge	8,746	2,897	3,804	3,201	5,569	0.48 %	0.15 %	0.20 %	0.17 %	0.28 %
Bristol Tennessee Essential Services	4,657	2,530	1,131	1,137	738	0.50 %	0.28 %	0.13 %	0.13 %	0.08 %
Bristol Virginia Utilities	5,302	511	841	1,066	92	1.00 %	0.10 %	0.16 %	0.20 %	0.02 %
Brownsville Utility Department	249	746	1,752	492	135	0.11 %	0.35 %	0.81 %	0.23 %	0.06 %
Caney Fork Electric Cooperative	1,319	3,043	1,193	2,546	1,007	0.22 %	0.50 %	0.19 %	0.41 %	0.15 %
Carroll County Electric Department	436	589	229	236	336	0.10 %	0.14 %	0.05 %	0.06 %	0.08 %
CDE Lightband	2,548	1,650	1,224	2,917	3,326	0.18 %	0.12 %	0.08 %	0.20 %	0.21 %
Central Electric Power Association	1,563	2,481	8,043	2,304	2,811	0.18 %	0.28 %	0.90 %	0.26 %	0.30 %
Cherokee Electric Cooperative	2,254	166	1,272	118	64	0.47 %	0.03 %	0.25 %	0.02 %	0.01 %
Chickamauga Electric System	3	11	2	3	10	0.01 %	0.04 %	0.01 %	0.01 %	0.04 %
Chickasaw Electric Cooperative	2,727	387	971	465	482	0.56 %	0.08 %	0.19 %	0.09 %	0.09 %
City of Alcoa Utilities	992	972	817	755	428	0.17 %	0.16 %	0.13 %	0.12 %	0.07 %
City of Amory	65	757	91	229	84	0.05 %	0.55 %	0.06 %	0.16 %	0.06 %
City of Athens Electric Department	4,907	1,929	1,755	2,106	2,892	0.51 %	0.19 %	0.16 %	0.20 %	0.25 %
City of Bessemer Utilities	1	425	1,626	142	165	0.00 %	0.14 %	0.50 %	0.04 %	0.05 %
City of Courtland	10	75	29	139	1	0.04 %	0.34 %	0.13 %	0.71 %	0.01 %
City of Dayton Electric Department	251	409	277	352	170	0.09 %	0.14 %	0.09 %	0.11 %	0.05 %
City of Elizabethton Electric Department	-	-	-	928	-	-	-	-	0.18 %	-

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
TVA (continued)										
City of Macon Electric Department	-	-	-	4	-	-	-	-	0.01 %	-
City of Maryville Electric Department	-	-	-	815	-	-	-	-	0.11 %	-
City of Okolona Electric Department	46	92	101	296	1,972	0.05 %	0.10 %	0.11 %	0.32 %	2.05 %
City of Oxford Electric Department	-	-	-	51	-	-	-	-	0.02 %	-
City of Tupelo Water & Light Department	1,340	7,042	4,360	2,585	5,280	0.20 %	1.08 %	0.67 %	0.39 %	0.76 %
City of Water Valley Electric Department	-	-	-	861	-	-	-	-	1.31 %	-
City of West Point Electric System	-	-	-	283	-	-	-	-	0.32 %	-
Cleveland Utilities	3,611	940	1,422	1,296	4,164	0.34 %	0.09 %	0.13 %	0.12 %	0.37 %
Clinton Utilities Board	6,398	3,874	2,780	1,748	963	0.83 %	0.50 %	0.35 %	0.22 %	0.12 %
Columbia Power & Water Systems	2,582	2,344	1,843	2,269	2,332	0.44 %	0.39 %	0.30 %	0.37 %	0.36 %
Columbus Light & Water	2,372	1,174	206	110	390	0.54 %	0.28 %	0.05 %	0.03 %	0.09 %
Cookeville Electric Department	2,868	1,602	1,721	797	881	0.52 %	0.29 %	0.31 %	0.14 %	0.15 %
Covington Electric System	100	90	5	299	565	0.05 %	0.04 %	0.00 %	0.12 %	0.22 %
Cullman Electric Cooperative	3,769	865	1,899	1,539	738	0.39 %	0.09 %	0.18 %	0.15 %	0.07 %
Cullman Power Board	147	882	467	381	320	0.05 %	0.32 %	0.17 %	0.14 %	0.11 %
Cumberland Electric Member Corp	4,280	2,928	5,906	2,795	3,128	0.18 %	0.12 %	0.23 %	0.11 %	0.12 %
Decatur Utilities	3,022	1,319	858	1,088	1,164	0.25 %	0.11 %	0.07 %	0.09 %	0.09 %
Dickson Electric Department	1,442	3,777	488	1,485	2,701	0.18 %	0.46 %	0.06 %	0.18 %	0.31 %
Duck River Electric Member Corp	2,574	5,635	1,815	2,215	2,949	0.15 %	0.32 %	0.10 %	0.12 %	0.15 %
Dyersburg Electric System	675	890	1,946	403	446	0.16 %	0.22 %	0.45 %	0.10 %	0.10 %
East Mississippi Electric Power Association	224	1,284	195	285	11	0.09 %	0.52 %	0.08 %	0.12 %	0.00 %
Electric Board of Guntersville	941	1,850	103	275	163	0.43 %	0.81 %	0.04 %	0.12 %	0.07 %
Electric Power Board of Chattanooga	11,503	25,556	10,670	10,870	17,777	0.20 %	0.45 %	0.19 %	0.19 %	0.30 %
Erwin Utilities	512	972	596	295	94	0.23 %	0.43 %	0.26 %	0.13 %	0.04 %
Etowah Utilities	434	126	4,840	471	21	0.18 %	0.05 %	1.78 %	0.17 %	0.01 %
Fayetteville Public Utilities	1,127	1,830	236	1,597	527	0.27 %	0.43 %	0.05 %	0.36 %	0.11 %
Florence Utilities	4,699	2,920	1,538	2,438	2,966	0.40 %	0.24 %	0.12 %	0.20 %	0.23 %
Forked Deer Electric Cooperative	105	157	158	199	89	0.07 %	0.09 %	0.09 %	0.12 %	0.05 %
Fort Loudoun Electric Cooperative	929	2,325	1,002	1,104	544	0.16 %	0.39 %	0.16 %	0.18 %	0.08 %
Fort Payne Improvement Authority	5,364	605	6,167	417	293	1.77 %	0.20 %	1.93 %	0.13 %	0.09 %
Franklin Electric Cooperative	263	3,455	540	592	180	0.13 %	1.84 %	0.26 %	0.25 %	0.07 %

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	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
TVA (continued)										
Franklin Electric Power Board	4,459	262	82	108	34	2.26 %	0.14 %	0.04 %	0.06 %	0.02 %
Fulton Electric System	258	3	8	666	621	0.47 %	0.00 %	0.01 %	1.21 %	1.07 %
Gallatin Department of Electricity	1,480	3,323	615	1,295	393	0.19 %	0.43 %	0.08 %	0.16 %	0.05 %
Gibson Electric Members Corp	658	1,469	1,156	833	389	0.08 %	0.18 %	0.14 %	0.10 %	0.04 %
Glasgow Electric Power Board	1,184	1,082	184	1,639	29	0.38 %	0.36 %	0.06 %	0.56 %	0.01 %
Greeneville Light & Power System	4,400	7,295	4,727	1,676	2,125	0.42 %	0.67 %	0.42 %	0.15 %	0.18 %
Harriman Utiliy Board	343	360	327	287	108	0.17 %	0.17 %	0.15 %	0.13 %	0.05 %
Hartselle Utilities	140	1,362	276	770	150	0.10 %	0.91 %	0.19 %	0.52 %	0.10 %
HFC RECC (Merged into Gibson EMC)	335	716	117	1	-	0.42 %	0.90 %	0.15 %	0.00 %	-
Hickman Electric System	74	6	127	333	-	0.39 %	0.03 %	0.66 %	1.79 %	-
Holly Springs Utility Department	251	1,211	480	477	55	0.11 %	0.53 %	0.20 %	0.21 %	0.02 %
Holston Electric Cooperative	2,363	1,259	1,394	1,682	105	0.31 %	0.16 %	0.17 %	0.21 %	0.01 %
Hopkinsville Electric System	2,202	1,453	185	285	90	0.58 %	0.38 %	0.05 %	0.08 %	0.02 %
Humboldt Utilities	254	320	89	142	897	0.16 %	0.21 %	0.06 %	0.10 %	0.57 %
Huntsville Utilities	9,339	8,533	7,678	10,583	9,732	0.19 %	0.17 %	0.15 %	0.20 %	0.18 %
Jackson Energy Authority	8,481	6,432	1,296	2,418	3,186	0.49 %	0.38 %	0.08 %	0.14 %	0.18 %
Jellico Electric & Water System	51	367	19	87	49	0.07 %	0.50 %	0.02 %	0.12 %	0.06 %
Joe Wheeler Electric Member Corp	8,958	6,704	2,482	4,826	1,608	0.60 %	0.43 %	0.15 %	0.29 %	0.09 %
Knoxville Utilities Board	18,172	23,201	15,303	11,245	11,812	0.34 %	0.43 %	0.28 %	0.21 %	0.20 %
LaFollette Utilities Board	1,082	2,143	358	720	784	0.28 %	0.54 %	0.09 %	0.18 %	0.19 %
Lawrenceburg Electric System	1,762	413	946	649	374	0.40 %	0.09 %	0.20 %	0.14 %	0.08 %
Lenoir City Utilities Board	4,342	4,007	4,175	3,607	3,178	0.28 %	0.26 %	0.26 %	0.22 %	0.19 %
Lewisburg Electric System	708	308	1,146	361	206	0.23 %	0.10 %	0.34 %	0.11 %	0.06 %
Lexington Electric System	7,571	4,083	431	542	72	1.66 %	0.92 %	0.10 %	0.12 %	0.02 %
Loudon Utilities Board	4,354	646	619	578	2,512	0.80 %	0.12 %	0.11 %	0.10 %	0.42 %
Louisville Utilities	222	35	18	193	2	0.25 %	0.04 %	0.02 %	0.22 %	0.00 %
Marshall-De Kalb Electric Cooperative	3,246	711	528	2,738	1,478	0.69 %	0.15 %	0.12 %	0.61 %	0.31 %
Mayfield Electric & Water System	167	385	670	448	247	0.11 %	0.27 %	0.47 %	0.31 %	0.16 %
McMinnville Electric System	194	164	1,991	492	1,285	0.10 %	0.08 %	0.95 %	0.24 %	0.60 %
Memphis Light, Gas and Water	32,978	47,651	33,847	28,686	18,450	0.23 %	0.34 %	0.25 %	0.21 %	0.13 %
Meriwether Lewis Electric Cooperative	1,277	1,269	1,161	2,376	1,246	0.18 %	0.17 %	0.11 %	0.21 %	0.10 %

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	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
TVA (continued)										
Middle Tennessee Electric Member Corp	15,039	31,666	6,454	15,073	10,200	0.28 %	0.59 %	0.11 %	0.26 %	0.17 %
Milan Department of Public Utilities	173	185	123	149	2,836	0.09 %	0.09 %	0.06 %	0.08 %	1.41 %
Monroe County Electric Power Association	189	179	224	442	140	0.10 %	0.09 %	0.11 %	0.21 %	0.06 %
Morristown Utility Systems	5,427	861	846	930	1,365	0.62 %	0.10 %	0.09 %	0.10 %	0.14 %
Mount Pleasant Power System	524	752	17	358	56	0.46 %	0.66 %	0.02 %	0.32 %	0.05 %
Mountain Electric Cooperative	452	4,941	507	1,018	163	0.08 %	0.84 %	0.08 %	0.17 %	0.03 %
Murfreesboro Electric Department	3,961	3,160	1,508	10,435	7,407	0.25 %	0.19 %	0.09 %	0.61 %	0.41 %
Murphy Electric Power Board	381	1	6	76	76	0.32 %	0.00 %	0.00 %	0.05 %	0.05 %
Murray Electric System	172	466	226	300	315	0.06 %	0.16 %	0.07 %	0.10 %	0.10 %
Muscle Shoals Electric Board	1,677	2,237	2,362	949	466	0.59 %	0.76 %	0.76 %	0.31 %	0.15 %
Nashville Electric Service	31,581	19,030	24,030	18,518	16,997	0.27 %	0.16 %	0.20 %	0.16 %	0.14 %
Natchez Trace Electric Power Association	423	911	327	417	230	0.14 %	0.29 %	0.10 %	0.13 %	0.07 %
New Albany Light, Gas & Water	144	1,143	288	810	2,042	0.05 %	0.35 %	0.09 %	0.25 %	0.60 %
Newbern Electric, Water & Gas	2,696	13	28	148	27	2.16 %	0.01 %	0.02 %	0.12 %	0.02 %
Newport Utilities	1,232	2,971	789	852	1,226	0.23 %	0.55 %	0.14 %	0.15 %	0.21 %
North Alabama Electric Cooperative	2,313	475	427	909	834	0.76 %	0.15 %	0.13 %	0.29 %	0.25 %
North East Mississippi Electric Power Association	179	301	1,075	353	1,508	0.03 %	0.05 %	0.18 %	0.06 %	0.23 %
North Georgia Electric Member Corp	4,953	2,555	5,733	3,499	4,133	0.21 %	0.11 %	0.23 %	0.14 %	0.16 %
Northcentral Electric Power Association	3,849	2,103	1,065	523	2,184	0.41 %	0.22 %	0.11 %	0.05 %	0.21 %
Oak Ridge Electric Department	583	674	773	544	479	0.11 %	0.14 %	0.15 %	0.11 %	0.09 %
Paris Board of Public Utilities	2,685	924	1,004	895	317	0.60 %	0.20 %	0.22 %	0.19 %	0.06 %
Pennyrile Rural Electric Cooperative	5,307	4,729	1,878	1,683	3,368	0.46 %	0.40 %	0.15 %	0.14 %	0.27 %
Philadelphia Utilities	3	6	13	0	711	0.00 %	0.00 %	0.01 %	0.00 %	0.55 %
Pickwick Electric Cooperative	969	891	565	1,489	293	0.26 %	0.24 %	0.15 %	0.40 %	0.07 %
Plateau Electric Cooperative	1,342	1,559	349	444	245	0.45 %	0.52 %	0.12 %	0.15 %	0.08 %
Pontotoc Electric Power Association	897	497	381	283	592	0.22 %	0.12 %	0.09 %	0.07 %	0.13 %
Powell Valley Electric Cooperative	1,390	927	745	1,996	175	0.26 %	0.17 %	0.13 %	0.36 %	0.03 %
Prentiss County Electric Power Association	1,036	1,371	1,928	1,454	1,747	0.30 %	0.40 %	0.55 %	0.42 %	0.47 %
Pulaski Electric System	1,718	1,328	2,480	316	304	0.41 %	0.31 %	0.55 %	0.07 %	0.06 %
Ripley Power & Light	2,242	1,892	38	387	157	1.12 %	0.97 %	0.02 %	0.20 %	0.08 %
Rockwood Electric Utility	3,047	971	347	731	697	0.93 %	0.29 %	0.11 %	0.23 %	0.21 %

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APPENDIX B: SOUTHEAST UTILITY RANKING

	Annual Energy Savings (MWh)					Energy Efficiency Savings % of Prior-Year Retail Sales				
UTILITY	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
TVA (continued)										
Russellville Electric Board	80	226	252	230	168	0.06 %	0.17 %	0.19 %	0.17 %	0.12 %
Russellville Electric Plant Board	279	1,360	65	222	46	0.22 %	1.04 %	0.05 %	0.17 %	0.03 %
Sand Mountain Electric Cooperative	2,859	1,517	2,747	1,001	944	0.46 %	0.23 %	0.41 %	0.16 %	0.14 %
Scottsboro Electric Power Board	357	876	1,734	470	366	0.12 %	0.28 %	0.54 %	0.15 %	0.11 %
Sequachee Valley Electric Cooperative	1,544	1,981	1,706	1,719	1,316	0.21 %	0.26 %	0.21 %	0.21 %	0.16 %
Sevier County Electric System	4,707	2,240	1,471	1,912	2,553	0.35 %	0.16 %	0.10 %	0.13 %	0.16 %
Sheffield Utilities	3,481	1,742	1,910	473	267	0.51 %	0.25 %	0.27 %	0.06 %	0.03 %
Shelbyville Power System	749	155	1,156	723	1,084	0.21 %	0.04 %	0.30 %	0.19 %	0.27 %
Smithville Electric System	4,048	222	590	78	541	3.18 %	0.19 %	0.48 %	0.06 %	0.41 %
Southwest Tennessee Electric Member Corp	930	1,321	1,408	1,193	307	0.10 %	0.14 %	0.15 %	0.13 %	0.03 %
Sparta Electric & Public Works	2,384	128	72	112	313	1.97 %	0.11 %	0.06 %	0.09 %	0.24 %
Springfield Electric	1,700	164	328	940	1,207	0.56 %	0.05 %	0.10 %	0.29 %	0.35 %
Starkville Electric Department	199	9,188	32	462	258	0.05 %	2.25 %	0.01 %	0.11 %	0.06 %
Sweetwater Utilities Board	889	505	1,513	419	240	0.39 %	0.21 %	0.61 %	0.17 %	0.09 %
Tallahatchie Valley Electric Power Association	1,132	399	693	341	1,939	0.17 %	0.06 %	0.10 %	0.05 %	0.28 %
Tarrant Electric Department	65	-	-	13	-	0.10 %	-	-	0.02 %	-
Tennessee Valley Electric Cooperative	1,418	813	746	1,976	546	0.38 %	0.21 %	0.19 %	0.51 %	0.13 %
Tippah Electric Power Association	519	719	1,427	263	585	0.16 %	0.23 %	0.44 %	0.08 %	0.17 %
Tishomingo County Electric Power Association	1,229	686	822	268	214	0.46 %	0.25 %	0.29 %	0.10 %	0.07 %
Tombigbee Electric Power Association	2,225	1,777	2,411	4,164	3,097	0.21 %	0.16 %	0.22 %	0.38 %	0.27 %
Trenton Light & Water Department	19	54	32	447	9	0.03 %	0.08 %	0.05 %	0.65 %	0.01 %
Tri-County Electric Member Corp	1,626	3,149	795	960	936	0.16 %	0.30 %	0.07 %	0.09 %	0.08 %
Tri-State Electric Member Corp	202	150	189	221	172	0.08 %	0.06 %	0.07 %	0.08 %	0.06 %
Tullahoma Utilities Authority	1,155	630	876	597	954	0.38 %	0.21 %	0.29 %	0.20 %	0.30 %
Tuscumbia Electricity Department	1,056	149	229	326	102	1.10 %	0.16 %	0.24 %	0.34 %	0.10 %
Union City Electric System	279	390	31	156	90	0.10 %	0.13 %	0.01 %	0.05 %	0.03 %
Upper Cumberland Electric Member Corp	1,695	3,526	1,409	1,336	511	0.17 %	0.35 %	0.14 %	0.13 %	0.05 %
Volunteer Electric Cooperative	4,204	5,160	3,558	4,595	8,394	0.20 %	0.23 %	0.15 %	0.20 %	0.35 %
Warren Rural Electric Cooperative Corp	12,615	2,496	10,197	4,358	3,018	0.72 %	0.14 %	0.53 %	0.23 %	0.15 %
Weakley County Municipal Electric System	958	810	2,071	439	497	0.21 %	0.18 %	0.43 %	0.09 %	0.10 %
West Kentucky Rural Electric Cooperative	1,267	4,803	822	442	5,207	0.18 %	0.69 %	0.12 %	0.06 %	0.72 %
Winchester Utilities	2,871	1,422	36	541	574	1.57 %	0.78 %	0.02 %	0.29 %	0.29 %

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ENERGY EFFICIENCY IN THE SOUTHEAST

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CONTACT INFORMATION

FOREST BRADLEY-WRIGHT
Energy Efficiency Program Director
forest@cleanenergy.org

HEATHER POHNAN
Energy Policy Manager
heather@cleanenergy.org

JOHN D. WILSON
Deputy Director for Regulatory Policy

Southern Alliance for Clean Energy
P.O. Box 1842 | Knoxville, TN 37901 | 865.637.6055

cleanenergy.org
Southern Alliance for Clean Energy

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