

**Exhibit JJP-2: Actual and Planned Expenditures and Savings  
For Leading Gas Efficiency Program Administrators  
(Nominal \$)**

Company	Residential			Non-Residential			Total								
	Savings (Million Therms)	Cost (Nominal \$M)	Spending per Annual Therm Saved	Savings (Million Therms)	Cost (Nominal \$M)	Spending per Annual Therm Saved	Savings (Million Therms)	Cost (Nominal \$M)	Spending per Annual Therm Saved						
<b>Philadelphia Gas Works</b>															
2010	384	0.05	\$0.00	114	0.00	\$0.00	508	0.00	\$0.00						
2011	392	0.08	\$5.06	114	0.00	\$0.00	506	0.00	\$0.00						
2012	380	0.19	\$4.05	113	0.29	\$4.45	503	0.66	\$0.42						
2013	388	0.16	\$4.05	113	0.45	\$4.11	501	0.77	\$0.42						
2014	386	0.15	\$4.16	112	0.68	\$4.23	498	0.82	\$0.43						
<b>ACTUAL</b>															
<b>NSTAR (Massachusetts)</b>															
2004	231	1.02	\$10.38	289	0.44	\$2.32	470	0.16	\$0.57						
2006	193	0.96	\$10.75	225	0.27	\$1.58	418	0.21	\$0.45						
2007	218	1.04	\$12.14	249	0.21	\$2.02	467	0.17	\$0.55						
<b>Southern California Gas (California)</b>															
2006	2,480	13.22	\$4.61	3,790	0.23	\$1.50	6,270	0.19	\$2.25						
2007	2,460	14.74	\$11.63	3,880	0.60	\$1.06	6,340	0.42	\$2.46						
<b>Enbridge (Canada &amp; US)</b>															
2007	1,581	18.65	\$14.63	2,571	0.57	\$2.00	4,152	0.80	\$0.07						
<b>Union Gas (Ontario)</b>															
2007	1,031	5.80	\$0.87	3,869	0.70	\$0.22	4,900	0.65	\$0.05						
<b>Northern Utilities (New Hampshire)</b>															
2004	17	0.62	\$25.65	50	0.12	\$0.71	67	0.10	\$0.66						
2005	16	0.41	\$4.86	49	0.08	\$1.62	65	0.11	\$0.43						
2006	14	0.49	\$4.22	47	0.16	\$1.11	61	0.26	\$0.19						
2007	16	0.43	\$8.60	55	0.10	\$0.71	72	0.18	\$0.57						
<b>EnergyNorth Natural Gas, Inc. (NH)</b>															
2004	54	0.35	\$2.56	69	0.18	\$10.71	123	0.33	\$2.26						
2005	61	0.60	\$3.23	71	0.33	\$14.62	139	0.40	\$0.43						
2006	53	0.80	\$3.45	72	0.47	\$3.74	125	0.47	\$0.19						
2007	48	0.82	\$4.45	77	0.55	\$4.55	125	0.52	\$0.28						
<b>Vermont Gas Systems, Inc. (Vermont)</b>															
2003							84	0.97	\$0.14						
2004							86	0.69	\$0.20						
2005							83	0.89	\$0.17						
2006	29	0.51	\$9.09	51	0.66	\$1.51	80	0.73	\$0.22						
2007	32	0.80	\$3.32	56	0.94	\$1.25	88	0.89	\$0.20						
2008	32	0.96	\$3.22	57	1.17	\$1.04	90	1.10	\$0.18						
<b>Texas (All Investor Owned Utilities)</b>															
2001	489	1.45	\$3.38	404	0.22	\$1.63	1,074	0.54	\$0.32						
2002	414	2.18	\$3.62	412	0.28	\$2.28	1,091	0.47	\$0.34						
2003	473	2.18	\$4.24	420	0.35	\$1.48	1,126	0.55	\$0.37						
2004	530	2.22	\$3.86	397	0.33	\$1.70	1,053	0.63	\$0.35						
2005	656	3.18	\$5.80	405	0.52	\$1.51	1,041	0.84	\$0.33						
2006	697	3.65	\$5.96	382	0.46	\$2.08	969	0.90	\$0.36						
2007	651	4.34	\$4.07	521	0.41	\$2.03	1,172	0.69	\$0.36						
<b>Minnesota Energy Resources Corporation - PNG (Minnesota)</b>															
2006	1.47	0.28	\$2.70	0.97	0.28	\$0.29	1.75	0.16	\$0.12						
2007	1.11	0.45	\$2.62	0.77	0.45	\$0.59	1.19	0.31	\$0.13						
<b>Xcel Energy (Minnesota)</b>															
2007	1.48	2.51	\$2.20	7.41	5.76	\$0.34	8.88	0.65	\$0.07						
<b>Great Plains Natural Gas Co. (Minnesota)</b>															
2006	0.21	0.03	\$5.02	0.07	0.04	\$0.45	0.14	0.24	\$1.74						
2007	0.20	0.04	\$3.75	0.04	0.18	\$0.36	0.24	0.18	\$0.14						
2008	0.26	0.00	\$2.77	0.00	0.00	\$0.54	0.09	0.26	\$0.28						
<b>CenterPoint Energy (Minnesota)</b>															
2006	1.60	3.65	\$2.15	7.59	7.08	\$0.48	9.19	0.77	\$0.08						
2007	1.65	3.42	\$2.31	6.60	7.23	\$0.52	8.25	0.88	\$0.09						
2008	1.74	3.63	\$2.44	6.54	7.87	\$0.56	8.27	0.95	\$0.10						
<b>Interstate Power and Lighting (Minnesota)</b>															
2005	0.22	0.29	\$2.26	0.16	0.45	\$1.44	0.26	0.45	\$1.74						
2006	0.19	0.08	\$2.38	0.16	0.48	\$1.83	0.24	0.48	\$2.01						
2007	0.18	0.08	\$2.25	0.10	0.07	\$2.25	0.15	0.28	\$0.19						
2008	0.19	0.07	\$2.61	0.11	0.11	\$1.51	0.18	0.36	\$0.20						
<b>AVERAGE OF ACTUAL EXPENDITURES AND SAVINGS</b>															
	\$ 6.94	2.11	\$ 503.33	0.55%	\$ 4.64	2.26	2.88	\$ 633.07	0.39%	\$ 2.78	9.09	4.65	\$ 1,040.76	0.53%	\$ 2.93

Residential				Non-Residential				Total							
Cost (Nominal \$M)	Savings (Million Therms)	Sales (Million Therms)	Savings % of Sales	Cost (Nominal \$M)	Savings (Million Therms)	Sales (Million Therms)	Savings % of Sales	Cost (Nominal \$M)	Savings (Million Therms)	Sales (Million Therms)	Savings % of Sales	Spending per Annual Therm Saved	Spending per Lifetime Therm Saved		
<b>TERASON (Canada)</b>															
2009	7.46	0.93	771	0.12%	\$7.99	0.83	1.69	0.16%	\$4.92	15.79	2.63	1.844	0.16%	\$0.61	
2010	7.59	1.18	771	0.15%	\$4.42	10.04	2.49	0.23%	\$4.03	17.63	3.67	1.844	0.20%	\$0.49	
2011	6.85	0.95	771	0.12%	\$4.98	12.84	3.47	0.32%	\$5.70	19.43	4.42	1.844	0.24%	\$0.45	
<b>Southern California Gas (California)</b>															
2009									\$62.00	23.30	6.340	0.37%	\$2.66	\$0.27	
2010									73.20	27.20	6.340	0.43%	\$2.69	\$0.27	
2011									76.80	28.30	6.340	0.45%	\$2.71	\$0.28	
2012									82.20	29.90	6.340	0.47%	\$2.75	\$0.28	
2013									89.60	32.30	6.340	0.51%	\$2.77	\$0.28	
									100.30	35.80	6.340	0.56%	\$2.80	\$0.29	
<b>Mid-American (Iowa)</b>															
2009	15.43					3.55			18.98	3.56	672	0.64%	\$4.79	\$0.49	
2010	16.95					5.25			22.20	4.74	624	0.76%	\$4.68	\$0.48	
2011	17.95					5.48			23.43	4.97	626	0.79%	\$4.71	\$0.48	
2012	19.14					6.37			25.51	5.25	629	0.84%	\$4.86	\$0.49	
2013	19.92					6.48			26.41	5.35	631	0.85%	\$4.93	\$0.50	
<b>Keyspan Long Island (New York)</b>															
2009	1.78	0.22	407	0.05%	\$4.01	0.05	0.01		0.17	0.03	56.43				
2010	2.29	0.30	407	0.07%	\$7.71	0.17	0.03		0.17	0.03	56.43				
2011	3.46	0.37	407	0.09%	\$9.47	0.37	0.04		0.37	0.04	58.13				
<b>Keyspan New York (New York)</b>															
2009	1.99	0.19	1,003	0.02%	\$10.30	1.99	0.19		4.17	0.80	\$3.22				
2010	3.40	0.35	1,003	0.04%	\$9.64	3.40	0.35		6.05	1.14	\$5.30				
2011	5.76	0.66	1,003	0.07%	\$8.79	5.76	0.66								
<b>Central Hudson Gas &amp; Electric (New York)</b>															
2009															
2010															
2011															
<b>Consolidated Edison of New York (New York)</b>															
2009															
2010															
2011															
<b>NYSEDA FlexTech (New York)</b>															
2010															
2011															
2012															
2013															
<b>National Grid NY and National Grid Commercial (New York)</b>															
2009	0.76	1.78			\$0.43	3.76	0.83		\$4.54	4.52	2.61		\$1.73	\$0.18	
2010	2.69	0.65			\$4.12	12.30	2.45		\$4.95	14.79	3.10		\$4.77	\$0.48	
2011	2.69	0.65			\$4.12	12.08	2.45		\$4.94	14.77	3.10		\$4.77	\$0.48	
<b>AVERAGE OF PROJECTED EXPENDITURES AND SAVINGS</b>															
	\$ 8.16	\$ 0.57	\$ 705.11	0.08%	\$ 6.95	\$ 4.72	0.86	\$ 1,073.53	0.24%	\$ 6.06	\$ 35.50	12.08	\$ 3,742.66	0.61%	\$ 2.89
<b>AVERAGE OF ACTUAL AND PROJECTED EXPENDITURES AND SAVINGS</b>															
	\$ 7.00	\$ 1.75	\$ 577.04	0.43%	\$ 5.32	\$ 3.39	2.70	\$ 786.25	0.39%	\$ 3.45	\$ 16.85	6.68	\$ 1,850.55	0.53%	\$ 3.00

PLANNED

**Exhibit JJP-3: PHILADELPHIA GAS WORKS  
Five Year Gas Demand-Side Management Plan  
PROGRAM SUMMARIES**

PROGRAM	Target Market	Efficiency Technologies Targeted			Market Actors Targeted	Financial Strategies	Delivery Mechanism	PGW Role
		Gas	Electric	Water				
Comprehensive Residential Heating Retrofit	High-use heating customers (customers ranked in the highest 40% in terms of annual consumption)	Instrumented air-sealing; attic/wall insulation; high-efficiency windows; high-efficiency furnace early replacement	High-efficiency lighting;	High-efficiency showerheads and aerators; high-efficiency clothes washers	HPWES-certified contractors; material and equipment suppliers	Financial incentives to buy down projects to a 2-year payback period	Private contractors	Lead program administrator for Philadelphia; explore coordination with other programs
	CRP and senior citizen customers				ECA, Honeywell, other providers to be selected through competitive solicitation	Free installation	Implementation contractor(s)	
Premium efficiency gas appliances and heating equipment	Buyers, sellers, and installers of gas space and water heating equipment to residential and small business customers	High-efficiency clothes washers, space- and water-heating equipment	Not applicable		Equipment manufacturers, distributors, retailers/vendors, engineers, contractors, customer buyers	Financial incentives covering 80% of the incremental cost of premium-efficiency equipment	Supply chain	Program administrator; explore coordination with other programs
	Buyers and sellers of commercial/industrial gas heating and nonheating equipment	High-efficiency heating and process equipment						
Municipal facilities comprehensive efficiency retrofit	City-owned and -operated public buildings and facilities	High-efficiency boilers and furnaces for space and water heating; high-efficiency building controls; high-efficiency shell improvements	High-efficiency lighting, HVAC, refrigeration	Low-water toilets; high-efficiency clothes washers	Facility managers, department heads, financial officers	Advice on project financing for cost-effective gas-saving measures	Private energy-service contractors selected through competitive bids	Assistance with engineering and economic assessment of retrofit efficiency options, explore coordination with other programs
	New construction, remodeling, and renovation efficiency improvements for residential and commercial buildings				Property developers, managers, owners, real estate agents, architects, engineers, builders, contractors	Financial incentives covering 80% of the incremental cost of premium-efficiency equipment and technologies	Supply chain	Either sole program administrator or explore partnership in coordination with other program(s)
Commercial and Industrial retrofit	Supplemental measures (e.g., boiler controls), early retirement of inefficient equipment; investments planned in coordination with other program(s)					Customized incentives calculated based on payback buydown, including electric and other resource savings.	TBD	

**Exhibit JJP-4: PHILADELPHIA GAS WORKS  
DSM PROGRAM PLAN  
ANNUAL PROGRAM BUDGETS AND SAVINGS**

Program	2010	2011	2012	2013	2014
<i>Annual Budgets (2009\$)</i>					
Comprehensive Residential Heating Retrofit	\$ 100,000	\$ 2,079,620	\$ 3,031,268	\$ 3,974,140	\$ 3,956,590
Enhanced Low-income retrofit	\$ 50,000	\$ 6,783,440	\$ 6,708,440	\$ 6,783,440	\$ 6,708,440
Premium Efficiency Gas Appliances and Heating Equipment	\$ 100,000	\$ 659,271	\$ 1,702,814	\$ 1,627,814	\$ 1,702,814
Commercial and Industrial Equipment Efficiency Upgrades	\$ -	\$ 125,000	\$ 274,740	\$ 505,666	\$ 524,221
Municipal Facilities Comprehensive Efficiency Retrofit	\$ -	\$ 50,000	\$ 667,139	\$ 667,139	\$ 667,139
High-efficiency Construction	\$ -	\$ 125,000	\$ 342,000	\$ 667,501	\$ 1,210,002
Commercial and Industrial Retrofit	\$ -	\$ 75,000	\$ 236,361	\$ 375,562	\$ 459,083
<b>Portfolio Wide Costs</b>	<b>\$ 100,000</b>	<b>\$ 200,000</b>	<b>\$ 200,000</b>	<b>\$ 200,000</b>	<b>\$ 275,000</b>
<b>Total Portfolio</b>	<b>\$ 350,000</b>	<b>\$ 10,097,332</b>	<b>\$ 13,237,763</b>	<b>\$ 14,876,262</b>	<b>\$ 15,653,289</b>
<i>Annual Incremental Energy Saved (BBtu)</i>					
Comprehensive Residential Heating Retrofit	0	57	85	114	114
Enhanced Low-income retrofit	0	101	101	101	101
Premium Efficiency Gas Appliances and Heating Equipment	0	38	115	115	115
Commercial and Industrial Equipment Efficiency Upgrades	0	0	4	9	12
Municipal Facilities Comprehensive Efficiency Retrofit	0	0	16	16	16
High-efficiency Construction	0	0	5	13	26
Commercial and Industrial Retrofit	0	0	8	18	24
<b>Total Portfolio</b>	<b>0</b>	<b>196</b>	<b>334</b>	<b>385</b>	<b>406</b>

**Exhibit JJP-5: PHILADELPHIA GAS WORKS  
Five Year Gas Demand-Side Management Plan  
Program Cost-Effectiveness Summary**

<b>PROGRAM</b>	<b>Total Resource PV Benefits</b>	<b>Total Resource PV Costs</b>	<b>PGW PV Costs</b>	<b>Total Resource PV Net Benefits</b>	<b>Total Resource B/C Ratio</b>
Comprehensive Residential Heating Retrofit	\$ 37,679,103	\$ 21,617,885	\$ 10,950,799	\$ 16,061,218	1.74
Enhanced Low-income retrofit	\$ 37,044,268	\$ 21,972,192	\$ 22,316,612	\$ 15,072,076	1.69
Premium Efficiency Gas Appliances and Heating Equipment	\$ 26,519,663	\$ 4,740,331	\$ 4,740,331	\$ 21,779,332	5.59
Commercial and Industrial Equipment Efficiency Upgrades	\$ 1,656,514	\$ 1,366,816	\$ 1,170,821	\$ 289,698	1.21
Municipal Facilities Comprehensive Efficiency Retrofit	\$ 3,676,093	\$ 3,290,862	\$ 1,734,161	\$ 385,230	1.12
High-efficiency Construction	\$ 3,268,894	\$ 1,925,587	\$ 1,925,587	\$ 1,343,307	1.70
Commercial and Industrial Retrofit	\$ 3,313,027	\$ 2,040,365	\$ 995,061	\$ 1,272,662	1.62
Portfolio Wide Costs		\$ 854,207	\$ 854,207	\$ (854,207)	
<b>TOTAL PORTFOLIO</b>	<b>\$ 113,157,561</b>	<b>\$ 57,808,244</b>	<b>\$ 44,687,579</b>	<b>\$ 55,349,317</b>	<b>1.96</b>