



**NORTH CAROLINA
PUBLIC STAFF
UTILITIES COMMISSION**

July 2, 2009

Ms. Renné C. Vance, Chief Clerk
North Carolina Utilities Commission
4325 Mail Service Center
Raleigh, North Carolina 27699-4325

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JUL 02 2009
Clerk's Office
N.C. Utilities Commission
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Re: Docket No. E-7, Sub 831

Dear Ms. Vance:

In connection with the above-captioned docket, I transmit herewith for filing on behalf of the Public Staff, twenty-one (21) copies of the testimony and exhibits of Michael C. Maness, Assistant Director, Accounting Division.

By copy of this letter, I am forwarding a copy of the above to all parties of record.

Sincerely yours,

Kendrick C. Fentress
Staff Attorney

KCF/bll

Enclosures

cc: Parties of Record

Executive Director
733-2435

Communications
733-2810

Economic Research
733-2902

Legal
733-6110

Transportation
733-7766

Accounting
733-4279

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**DUKE ENERGY CAROLINAS, LLC
DOCKET NO. E-7, SUB 831**

**SUPPLEMENTAL TESTIMONY OF MICHAEL C. MANESS
ON BEHALF OF THE PUBLIC STAFF
NORTH CAROLINA UTILITIES COMMISSION**

July 2, 2009

1 Q. MR. MANESS, HAVE YOU PREVIOUSLY PRESENTED TESTIMONY IN THIS
2 PROCEEDING?

3 A. Yes. On June 26, 2008, the Public Staff filed my initial direct testimony in this
4 proceeding, which I presented at the hearing that began on July 28, 2008.
5 Additionally, on August 25, 2008, the Public Staff filed my affidavit addressing a
6 portion of the supplemental testimony and exhibits of Duke Energy Carolinas, LLC
7 (Duke or the Company) witness Theodore E. Schultz.
8

9 Q. WHAT IS THE PURPOSE OF YOUR SUPPLEMENTAL TESTIMONY?

10 A. The purpose of my supplemental testimony is to satisfy the requirements of the
11 Commission's *Order Scheduling Hearing to Consider "Agreement and Joint*
12 *Stipulation of Settlement"* (Settlement Hearing Order), issued on June 18, 2009. In
13 the Settlement Hearing Order, the Commission required both Duke and the Public
14 Staff to file (a) Modified Internal Rate of Return (MIRR) analyses consistent with the
15 terms of the *Agreement and Joint Stipulation of Settlement* (Agreement) filed on

1 June 12, 2009,¹ given their respective positions on the appropriate inputs to the
2 MIRR calculations, and (b) testimony regarding the outstanding issue between
3 Duke, the Public Staff, and the Environmental Intervenors (the Stipulating Parties)
4 of the appropriate jurisdictional allocation method to use in determining the North
5 Carolina retail Demand-Side Management / Energy Efficiency Rider (DSM/EE
6 Rider). My supplemental testimony addresses both of these requirements, and also
7 sets forth the Public Staff's recommended DSM/EE rider.

8
9 ALLOCATION OF SYSTEM AMOUNTS TO NORTH CAROLINA RETAIL OPERATIONS

10 Q. HOW DOES THE AGREEMENT PROVIDE FOR THE ISSUE OF
11 JURISDICTIONAL ALLOCATIONS TO BE RESOLVED?

12 A. Paragraph H.8 of Exhibit B (the Settlement Terms) of the Agreement reads as
13 follows:

14 The North Carolina retail revenue requirement applicable to demand-
15 side management, energy efficiency programs, and net lost revenues
16 will be determined by allocating the various inputs to the revenue
17 calculation (avoided costs, program costs, net lost revenues, etc.) to
18 the North Carolina retail jurisdiction and then applying the
19 percentages and other revenue requirement determinants set forth in
20 this agreement.

21
22 The Stipulating Parties will present the issue of the appropriate
23 jurisdictional allocation method to the Commission through testimony
24 in this matter. For purposes of determining the North Carolina retail
25 revenue requirement, Duke Energy Carolinas and the Environmental
26 Intervenors agree that (1) for demand-side management programs,
27 inputs will be allocated between the North Carolina and South
28 Carolina retail jurisdictions based on contributions to system retail
29 peak demand by all system retail customers based on the cost of
30 service study, and (2) for energy efficiency programs and net lost

¹ The Agreement was filed by the Public Staff and Duke, along with the Southern Alliance for Clean Energy, the Environmental Defense Fund, the Natural Resources Defense Council, and the Southern Environmental Law Center (collectively, the Environmental Intervenors).

1 revenues, inputs will be assigned to the North Carolina and South
2 Carolina retail jurisdictions based on kWh sales to system retail
3 customers from the cost of service study. The program costs
4 allocated under this methodology will be used to calculate the
5 earnings cap.
6

7 The Public Staff does not agree with the allocation methodology
8 proposed by Duke and the Environmental Intervenors and instead
9 proposes that (1) for demand-side management programs, inputs will
10 be allocated to the North Carolina retail jurisdiction based on
11 contributions to total system peak demand by all system customers,
12 retail and wholesale, and (2) for energy efficiency programs, inputs
13 should be allocated to the North Carolina retail jurisdiction based on
14 kWh sales to all system customers, retail and wholesale.
15

16 Q. HAS THE COMPANY PRESENTED TESTIMONY ON THIS MATTER?

17 A. Yes. On June 19, 2009, the Company filed the *Settlement Testimony of Stephen M.*
18 *Farmer* (Settlement Testimony), setting forth its discussion of this issue. Mr. Farmer
19 indicates that the Company believes that because its proposed DSM and EE
20 programs are directed specifically at its retail customers, it is appropriate to recover
21 the costs of those programs only from those customers. Mr. Farmer testifies that
22 this approach is more consistent than that of the Public Staff with G.S. 62-133.9(e),
23 which reads as follows:

24 The Commission shall determine the appropriate assignment of costs of new
25 demand-side management and energy efficiency measures for electric public
26 utilities and shall assign the costs of the programs only to the class or classes of
27 customers that directly benefit from the programs.
28

1 However, Mr. Farmer does not dispute the fact that all customers likely will receive
2 benefits (which he describes as "indirect") from the Company's programs.

3
4 Q. WHY DOES THE PUBLIC STAFF DISAGREE WITH THE COMPANY'S
5 POSITION?

6 A. The Company relies on the language of G.S. 62-133.9(e) to guide its position. In
7 other words, the Company seems to indicate that because that subsection requires
8 the assignment of new DSM and EE program costs only to customer *classes* that
9 directly benefit from the programs (i.e., under the Company's position, participate in
10 the programs), the statute would also logically require the allocation or assignment
11 of those costs only to the *jurisdictions* that benefit (participate) in the same manner.
12 However, there is no language anywhere in the statute that refers to the methods to
13 be used to allocate costs between jurisdictions for North Carolina retail ratemaking
14 purposes. Furthermore, it is a long-standing regulatory practice in this State that
15 jurisdictional allocations and customer class allocations are separate (albeit related)
16 ratemaking procedures for electric public utilities. In this process, jurisdictional
17 allocation methods, formulas, and factors are first applied to system revenues and
18 costs to determine the appropriate change to total North Carolina retail revenues
19 necessary to attain the total North Carolina retail revenue requirement. Only then is
20 the North Carolina retail revenue requirement assigned or allocated to specific
21 customer classes. Therefore, it is not clear that G.S. 62-133.9(e) was intended to
22 address jurisdictional cost allocations at all.

1 When adopting the rules required to implement Senate Bill 3, the Commission
2 appeared to interpret G.S. 62-133.9(e) consistently with this long-standing
3 regulatory practice. Commission Rule R8-69 - Cost Recovery for Demand-Side
4 Management and Energy Efficiency Measures of Electric Public Utilities - reads as
5 follows, in pertinent part:

6 Those expenses approved for recovery shall be allocated to the North
7 Carolina retail jurisdiction consistent with the system benefits provided
8 by the new demand-side management and energy efficiency
9 measures and shall be assigned to customer classes in accordance
10 with G.S. 62-133.9(e) and (f).
11

12 In its *Order Adopting Final Rules*, (Rules Order) issued in Docket No. E-100, Sub
13 113, on February 29, 2008, the Commission stated as follows regarding the issue of
14 cost allocation and paragraph R8-69(b)(1) when addressing a Progress Energy
15 Carolinas, Inc., proposal to in part allocate DSM and EE costs only to retail
16 customers:

17 As explained elsewhere herein, issues involving cost allocation are
18 complex. Additionally, the manner in which such issues are ultimately
19 resolved has important consequences. The appropriate resolution of
20 cost allocation issues almost always requires evidentiary proceedings.
21 The present issue is no exception to that general rule. Indeed, the
22 Commission is of the opinion that the record in this rulemaking
23 proceeding is plainly inadequate to allow the Commission to make an
24 informed decision.
25

26 Therefore, based upon the foregoing logic and the entire record of
27 this proceeding, the Commission finds and concludes that it should
28 not include a requirement in the provisions of this Rule that would
29 mandate the use of a particular cost allocation methodology and/or
30 require that the costs at issue here be recovered solely from retail
31 customers.
32

33 (Rules Order, pp. 114-15).

1 If the Commission had believed that the language of G.S. 62-133.9(e)
2 required DSM and EE costs to be allocated to only the retail
3 jurisdictions, it could have simply said so and written its rule
4 accordingly; however, it chose not to do so. Furthermore, the portion
5 of Rule R8-69(b)(1) that both refers to jurisdictional allocation
6 separately from class allocation and states that jurisdictional
7 allocation shall be consistent with "system benefits" remained intact.
8

9 Based on all of the factors cited above, therefore, the Public Staff believes that G.S.
10 62-133.9(e) does not control the jurisdictional allocation of system DSM and EE
11 costs and revenues to North Carolina retail operations. In reaching this conclusion,
12 I note that if the General Assembly's purpose in creating this statutory provision
13 within Senate Bill 3 was to protect certain customer classes from having DSM and
14 EE costs unreasonably allocated to them, it is also evident that the allocation of
15 costs to the wholesale jurisdiction does not advantage or disadvantage any North
16 Carolina retail customer class relative to any other.
17

18 Since the Public Staff does not believe that G.S. 62-133.9(e) controls jurisdictional
19 cost allocation, the question is then what system benefits in particular are
20 appropriate for determining jurisdictional cost allocation pursuant to Rule R8-
21 69(b)(1). The Public Staff believes that allocating costs only to the retail
22 jurisdictions, as the Company proposes, does not reflect the system benefits that
23 will arise from implementation of DSM and EE programs. The benefit of a DSM or
24 EE program to the utility system is the long-term reduction in cost of service
25 achieved by the utility as a result of it acquiring DSM and EE resources to serve

1 load growth at a lower cost than would have been incurred had the utility instead
2 been required to serve that load growth through acquisition of supply-side
3 resources. This reduction in cost can typically be expected to accrue to the benefit
4 of all system customers (although perhaps in varying amounts). This benefit should
5 be the basis for determining the jurisdictional allocation of program costs and
6 incentives.

7
8 Q. PLEASE ELABORATE.

9 A. The primary benefits sought by a utility implementing DSM and EE programs are
10 the utility cost reductions that will accrue in some amount to the entire system,
11 including wholesale operations, through the freeing up of existing system capacity
12 and energy resources to serve growth in system demand and energy requirements.
13 The utility is thereby relieved of the burden of serving that growth through the
14 construction or purchase of additional supply-side resources at marginal cost.
15 These are the benefits measured in the Utility Cost Test (UCT) and the Total
16 Resource Cost (TRC) Test – the marginal supply-side resource acquisition and
17 operation costs avoided as a result of implementing a DSM or EE program. Since
18 achieving those system benefits is the essential purpose of the DSM and EE
19 programs, those benefits should be the basis for determining which DSM and EE
20 program costs and incentives are assigned or allocated to the North Carolina retail
21 jurisdiction. Those benefits include benefits accruing to the wholesale jurisdiction.

1 Q. WHY DO YOU SAY THAT THE COST REDUCTIONS RESULTING FROM UTILITY
2 IMPLEMENTATION OF DSM AND EE PROGRAMS WILL ACCRUE IN SOME
3 AMOUNT TO ALL SYSTEM CUSTOMERS?

4 A. The costs that are avoided through the operation of cost-effective DSM and EE
5 programs are for the most part demand- and energy-driven generation and
6 transmission costs (both capitalized and expensed). The Company operates its
7 generation and transmission system on a total system basis. Accordingly, for
8 ratemaking purposes, the Commission has traditionally not directly assigned
9 system-level generation and transmission costs to particular jurisdictions, but
10 instead has allocated those costs to jurisdictions on the basis of demand at the
11 system peak and annual energy usage as percentages of total system peak
12 demand and annual energy usage, respectively. Thus, the costs avoided by
13 utilization of DSM and EE, if incurred instead, would likely have been handled for
14 ratemaking purposes by aggregating them with other generation and production
15 costs on a total system basis and then allocating the total to all jurisdictions. This
16 treatment would allocate the costs incurred at the margin to all jurisdictions, not just
17 the jurisdictions in which demand and energy growth had occurred. Therefore, if
18 demand and energy growth at the North Carolina retail level is avoided through the
19 use of DSM and EE programs, the benefits of thereby avoiding supply-side costs at
20 the margin are also spread among all of the jurisdictions.

1 Q. BASED ON ALL OF THESE FACTORS, WHAT IS THE PUBLIC STAFF'S
2 CONCLUSION REGARDING JURISDICTIONAL COST ALLOCATION?

3 A. The Public Staff believes that the appropriate and reasonable manner of allocating
4 the costs and incentives reflected in the DSM/EE Rider is to treat those costs and
5 incentives as total system costs, and allocate them across the total system,
6 including the wholesale jurisdiction.

7
8 Q. HAS THE PUBLIC STAFF MAINTAINED THIS POSITION THROUGHOUT THIS
9 PROCEEDING?

10 A. Yes. In my direct testimony filed on June 26, 2008, I stated that in the Public Staff's
11 opinion, the DSM and EE programs proposed by the Company directly benefit both
12 the retail and system wholesale customers and should be allocated accordingly for
13 purposes of a DSM/EE Rider.²

14
15 Q. HOW DID THE COMPANY RESPOND TO YOUR TESTIMONY?

16 A. In his rebuttal testimony filed on July 21, 2008, Company witness Farmer stated that
17 the Company did not "oppose or object to" the Public Staff's recommendation
18 regarding jurisdictional cost allocation, and that it was based on "standard cost of
19 service principles ... rooted in sound economic theory." However, Mr. Farmer also
20 noted the language of G.S. 62-133.9(e), and stated that it made the Public Staff's
21 recommendation "problematic."³

² Tr. Vol. 9, pp. 19-20.

³ Tr. Vol. 5, p. 88.

1 Q. DO YOU HAVE ANY OTHER COMMENTS REGARDING COST ALLOCATION?

2 A. Yes. With regard to the allocation of North Carolina retail revenue requirements to
3 customer groups, Paragraph H.9 of the Settlement Terms of the Agreement reads
4 as follows:

5 Within the North Carolina retail jurisdiction, customer group revenue
6 requirements applicable to demand-side management and energy
7 efficiency programs will be determined by assigning or allocating the
8 North Carolina retail revenue requirement to the various customer
9 groups. The appropriate allocation or assignment method to be used
10 for these purposes will be determined by the Commission in this
11 proceeding.

12
13 On page 11 of his Settlement Testimony, Company witness Farmer states that "[t]he
14 only remaining item of contention [excepting jurisdictional allocation] is that the
15 Public Staff believes it would be more appropriate to allocate revenue requirement
16 on a class-by-class basis rather than on a 'residential' and 'non-residential' basis
17" With this language, Mr. Farmer appears to refer to the topic of whether Duke
18 should be allowed to implement just one non-residential rate, rather than separate
19 rates for each of the individual non-residential customer classes. As shown by
20 Paragraph H.9, the Public Staff is not contesting that Company proposal; instead,
21 the method of allocation to customer groups is the disputed issue. Pursuant to
22 discussions with Duke personnel, the Public Staff understands that Duke plans to
23 clarify this matter prior to the reconvened hearing.

1 Q. WHAT IS THE PUBLIC STAFF'S POSITION ON THE ISSUE OF ALLOCATION OF
2 NORTH CAROLINA RETAIL REVENUE REQUIREMENTS TO CUSTOMER
3 CLASSES?

4 A. The Public Staff believes that allocation of North Carolina retail DSM and EE
5 revenue requirements to customer classes is, unlike jurisdictional allocation
6 discussed above, controlled by G.S. 62-133.9(e). Based on the Public Staff's
7 interpretation of that statute, allocation of North Carolina retail DSM and EE revenue
8 requirements to customer classes should be based on the same contribution to
9 system peak load and system energy requirements methodology that it believes is
10 appropriate for jurisdictional cost allocations.

11
12 The Public Staff acknowledges that the Commission has recently disagreed with it
13 on this issue, in Docket No. E-2, Sub 931; however, the Public Staff still believes in
14 the correctness of its position, and respectfully requests the Commission to reach a
15 different conclusion in this proceeding.

16
17 Q. HAVE YOU PREPARED ANY SCHEDULES SETTING FORTH THE NORTH
18 CAROLINA RETAIL REVENUE REQUIREMENTS CALCULATED IN
19 ACCORDANCE WITH THE PUBLIC STAFF'S POSITION ON COST
20 ALLOCATION?

1 A. Yes. Maness Exhibit 2, attached to my supplemental testimony, sets forth the
2 estimated North Carolina retail residential and non-residential revenue requirements
3 and DSM/EE riders for each of the four years of the settlement term.
4

5 MIRR CALCULATIONS

6 Q. PLEASE PROVIDE A BRIEF SUMMARY OF THE MIRR CALCULATIONS THAT
7 HAVE PREVIOUSLY BEEN FILED IN THIS PROCEEDING.

8 A. During the initial hearing held in this proceeding, the Commission asked the
9 Company to provide the internal rate of return it expected to achieve with respect to
10 each DSM and EE program proposed in its application in this subdocket. In
11 response, Company witness Schultz filed, as Confidential Schultz Supplemental
12 Exhibit No. 1, MIRR calculations for each program, as well as for aggregate
13 groupings of residential, non-residential, and total programs.
14

15 On February 26, 2009, the Commission issued its *Order Resolving Certain Issues,*
16 *Requesting Information on Unsettled Matters, and Allowing Proposed Rider to*
17 *Become Effective Subject to Refund* (Initial Order). As part of the Initial Order, the
18 Commission required Duke to file MIRR calculations for several scenarios.
19 Accordingly, on March 31, 2009, Duke filed its *Response to Order Requesting*
20 *Information on Unsettled Matters* (Response to Initial Order), in which it presented a
21 modified MIRR calculation for the case set forth in Confidential Schultz
22 Supplemental Exhibit No. 1, as well as MIRR calculations for nine separate

1 scenarios. These MIRR calculations reflected three significant departures from
2 those presented on Confidential Schultz Supplemental Exhibit No. 1: first, existing
3 Interruptible Service (IS) and Standby Generation (SG) customers were excluded
4 from the analysis, consistent with the provisions of the Initial Order; second, a single
5 time period of 18 years was used as the investment period for each program and
6 grouping of programs presented for each scenario; and third, the benefit and cost
7 impacts of the Company's two DSM programs, Power Manager and Power Share,
8 were truncated to four years.

9
10 Finally, as noted previously, in the Settlement Hearing Order the Commission has
11 required both Duke and the Public Staff to file MIRR calculations to reflect the terms
12 of the Agreement and their respective positions on how the MIRR calculations
13 should be performed. On June 26, 2009, the Company filed the *MIRR Supporting*
14 *Testimony of Raiford L. Smith*, along with Smith Exhibit No. 1, which sets forth the
15 Company's calculation of MIRRs consistent with the terms of the Agreement.
16 These calculations continued to reflect the above-described modifications to the
17 calculations introduced in the Company's Response to Initial Order.

18
19 Q. HAVE YOU REVIEWED COMPANY WITNESS SMITH'S TESTIMONY AND
20 EXHIBIT?

21 A. Yes.

1 Q. DO YOU HAVE ANY COMMENTS REGARDING YOUR REVIEW OF HIS
2 TESTIMONY AND EXHIBIT?

3 A. Yes. Before I specifically discuss his testimony and exhibit, I would reiterate the
4 comments I made in my affidavit, filed on August 25, 2008. During the Public Staff's
5 investigation of this case, I made a significant effort to generate a rate-of-return-type
6 measurement by which the cost recovery and incentive mechanisms proposed by
7 the Company and the Public Staff could be evaluated from a financial basis. For
8 various reasons, this did not prove possible. A portion of this effort included
9 consideration of the MIRR approach. However, I found that the MIRR calculations
10 for the programs proposed by Duke were too heavily influenced by the overall rate
11 of return used in the formula (7.46%) to provide accurate and reasonably
12 differentiating results. Therefore, because of the difficulty of isolating and
13 quantifying specific internal rates of return for each program, and because of heavy
14 bias toward the overall cost of capital implicit in the MIRR calculation, the Public
15 Staff concluded, and still believes, that a net present value (NPV) margin approach
16 is the most appropriate method by which to estimate the potential profitability of
17 Duke's proposal. I note that Company witness Smith expresses similar concerns
18 regarding the MIRR in his testimony.

19
20 Q. WHAT OTHER CONCLUSIONS HAVE YOU DRAWN FROM YOUR REVIEW OF
21 MR. SMITH'S TESTIMONY AND CALCULATIONS?

1 A. First, Mr. Smith has filed MIRR calculations for the Company's DSM and EE
2 programs at both a system level and a North Carolina retail level of operations.
3 Because of the consistency of the North Carolina retail allocation factors applied to
4 each program's MIRR calculation inputs, the MIRRs calculated on a North Carolina
5 retail basis are virtually equal to those calculated on a system basis.

6
7 Second, the system level revenues, program costs, and net lost revenues used by
8 Mr. Smith in his calculations are consistent with the system amounts the Public Staff
9 believes are appropriate under the terms of the Agreement, subject to certain
10 adjustments that I will discuss later in this testimony and some immaterial
11 mathematical differences. However, the North Carolina retail amounts that Mr.
12 Smith has used differ from those the Public Staff believes are appropriate, due to
13 our disagreement regarding the appropriate North Carolina retail allocation factors.

14
15 Third, the Public Staff disagrees with some of the inputs and methods that Mr.
16 Smith has used in the calculations of the MIRRs. The inputs and methods were
17 also used by the Company in its scenario MIRR calculations filed in the Response
18 to Initial Order, and have been previously addressed by the Public Staff in its
19 Comments filed on June 12, 2009. Because of the disagreement with the Company
20 on these inputs and methods, the Public Staff's MIRR calculations differ from those
21 of the Company.

1 Q. WOULD YOU ELABORATE ON THIS THIRD POINT?

2 A. Yes. I specifically disagree with the following two characteristics of the Company's
3 June 26 MIRR calculations:

4 (1) The inclusion of net lost revenues as a reduction in cash flows after the end
5 of the 36-month limitation set forth in the Agreement on recovery of such net
6 lost revenues.

7 (2) The use of an 18-year investment period for every individual program and
8 grouping of programs for purposes of calculating the MIRR.
9

10 I am also concerned about the Company's classification of net lost revenues as a
11 cash outflow, rather than a reduction in cash inflows. I will discuss each of these
12 disagreements and concerns below.
13

14 First, with regard to the Company's inclusion of net lost revenues in the MIRR
15 calculations, although per the Agreement net lost revenue recovery for measures
16 installed in each vintage year is limited to the first 36 months of net lost revenues
17 experienced, Duke has assumed that net lost revenues are incurred throughout the
18 life of each program. For the reasons set forth in my direct testimony⁴ and further
19 explained its June 12, 2009 comments, the Public Staff believes that this
20 assumption is inconsistent with the premise underlying the limitation of net lost
21 revenue recovery to 36 months, namely that net revenues lost as a result of EE or
22 DSM programs or, to be more specific, the impacts on the Company's earnings due
23 to such net lost revenues, do not continue in perpetuity. Thus, the Public Staff
24 believes that for the purpose of the MIRR calculations, net lost revenues reflected

⁴ Tr. Vol. 9, pp. 14-17.

1 as a reduction in cash flows should be limited to the 36-month limitation on net lost
2 revenue recovery agreed to by the Stipulating Parties.

3
4 Second, with regard to the Company's use of an 18-year investment period for each
5 program for purposes of the MIRR calculations, the Public Staff agrees that an 18-
6 year period is appropriate for calculating the MIRR for the aggregate of all of the
7 programs set forth by the Company, because such a period reasonably represents
8 the overall length of the life of the first bundle of the Company's aggregate portfolio.

9 In measuring the MIRR for any individual program or group of programs with a
10 shorter life, however, the Public Staff believes that the life of the first bundle for that
11 particular program or group of programs should be used as the investment period,
12 to more accurately set forth the MIRR for that particular program or grouping of
13 programs. By life, I mean the period over which that first bundle is estimated to
14 produce avoided cost benefits, subject to the four-year limitation placed on DSM
15 avoided cost benefits under the terms of the Agreement.

16
17 Finally, with regard to whether net lost revenues should be treated as a cash
18 outflow, as the Company has done, or as a reduction in cash inflows, I believe that
19 credible arguments can be made for either perspective, depending on specific
20 circumstances. However, one particular factor, in this proceeding at least, favors
21 the reduction-in-cash-inflow treatment: the Agreement provides for dollar-for-dollar
22 recovery of net lost revenues. This dollar-for-dollar recovery is consistent with using

1 the UCT and the TRC Test as the primary tests to determine whether DSM or EE
2 programs should be implemented. Neither of those tests recognizes net lost
3 revenues as a cost; they are, instead, essentially a "side effect" of implementing
4 certain programs that must be addressed to ensure that the utility is not unduly
5 harmed by the implementation of a particular program. Since the "cure" for the
6 "side effect", the dollar-for-dollar recovery of reasonable net lost revenues,
7 essentially eliminates net lost revenues from the measurement of cash flows, the
8 Public Staff believes that treating net lost revenues as a reduction in cash inflows is
9 more reasonable, thus essentially eliminating them from the MIRR calculation.

10
11 Q. THE COMMENTS FILED BY THE PUBLIC STAFF ON JUNE 12 ALSO STATE
12 THAT TRUNCATING THE MIRR CALCULATION FOR DSM PROGRAMS TO
13 FOUR YEARS, AS DONE BY THE COMPANY, ARTIFICIALLY LOWERS THE
14 MIRR PERCENTAGES FOR THOSE PROGRAMS. WHY HAVE YOU NOT
15 RAISED THIS ISSUE WITH REGARD TO THE CALCULATIONS PERFORMED BY
16 MR. SMITH?

17 A. The Public Staff's June 12, 2009 Comments specifically address the MIRR
18 calculations presented by the Company in its March 31, 2009 Response to Initial
19 Order. As of March 31, the Public Staff considered the Company's position to be
20 the same as it had initially filed in this proceeding: a Save-a-Watt cost revenue
21 calculation mechanism that would be put into place for an indefinite period.
22 However, the Agreement subsequently reached by the Stipulating Parties is for a

1 pilot program with a definite term of only four years; at the end of that term, the
2 parties will essentially be back to square one with regard to the appropriate cost
3 recovery and incentive mechanism. Therefore, the Public Staff does not consider
4 limiting the MIRR calculation for the Company's proposed DSM programs to the
5 term of the Agreement to be unreasonable.⁵

6
7 Q. HAVE YOU PERFORMED MIRR CALCULATIONS THAT REFLECT THE PUBLIC
8 STAFF'S POSITIONS?

9 A. Yes. Maness Exhibit 3 sets forth the MIRRs calculated in accordance with the
10 Public Staff position regarding the amount of net lost revenues to be included and
11 the appropriate investment periods for each program, but with net lost revenues still
12 treated as a cash outflow. Maness Exhibit 4 sets forth MIRRs calculated in the
13 same manner, but with net lost revenues treated as a reduction in cash inflows, as
14 preferred by the Public Staff.

15
16 Q. WHAT ARE THE RESULTS OF YOUR CALCULATIONS, AS COMPARED TO
17 THOSE OF THE COMPANY?

18 A. The table below sets forth the MIRRs calculated by both the Company and the
19 Public Staff:

⁵ If the term of the Agreement were longer, the Public Staff would likely recommend that the investment period for DSM programs be longer as well.

PROGRAM/GROUP	SMITH EXHIBIT 1	MANESS EXHIBIT 3	MANESS EXHIBIT 4
Residential Energy Assessments	5.6%	7.8%	8.3%
Residential Smart Saver – AC	2.5%	5.4%	4.7%
Residential Smart Saver – Energy Star	6.6%	10.6%	17.7%
LIEE / Weatherization Assistance	4.8%	6.6%	5.7%
EE Education Program for Schools	5.8%	8.6%	10.2%
Power Manager	12.1%	29.8%	29.8%
Total Residential	6.2%	8.2%	9.0%
Non-Residential Smart Saver - Lighting	6.0%	9.5%	11.1%
Non-Residential Smart Saver - Motors	6.0%	11.5%	14.3%
Non-Residential Smart Saver – Other Prescriptive	6.2%	9.6%	10.6%
Non-Residential Smart Saver – Food Service	5.7%	9.8%	11.3%
Non-Residential Smart Saver – HVAC	3.1%	5.7%	5.2%
Non-Residential Smart Saver – Custom Rebate	3.3%	5.3%	4.6%
Power Share	8.5%	12.2%	12.2%
Total Non-Residential	6.0%	8.3%	8.5%
Total Residential and Non-Residential	6.1%	8.2%	8.7%
Total EE	5.4%	7.9%	8.3%
Total DSM	10.0%	19.5%	19.5%

2

3 Q. DOES THIS COMPLETE YOUR SUPPLEMENTAL TESTIMONY?

4 A. Yes.

DUKE ENERGY CAROLINAS, LLC
Docket No. E-7, Sub 831
PUBLIC STAFF CALCULATION OF ESTIMATED ANNUAL DSM/EE RIDERS
APPLICABLE TO SETTLEMENT BETWEEN THE COMPANY, THE PUBLIC STAFF, AND THE ENVIRONMENTAL INTERVENORS -
UTILIZING PUBLIC STAFF RECOMMENDED JURISDICTIONAL AND CUSTOMER GROUP ALLOCATION METHODOLOGIES
(000s Omitted)

Line No.	Item	Year 1 (a)	Year 2 (b)	Year 3 (c)	Year 4 (d)
1.	RESIDENTIAL CUSTOMERS				
2.	System level energy-related avoided cost revenue requirement - 100% level	\$ 31,262 [1]	\$ 35,515 [1]	\$ 63,088 [1]	\$ 101,009 [1]
3.	System level net lost revenue requirement - 100% level	12,150 [1]	26,043 [1]	47,189 [1]	66,706 [1]
4.	Total system-level energy-related revenue requirement - 100% level (L2+L3)	43,412	61,558	110,277	167,715
5.	N.C. retail kWh sales as a %age of total system kWh sales	0.6838736 [1]	0.6838736 [1]	0.6838736 [1]	0.6838736 [1]
6.	N.C. retail energy-related revenue requirement - 100% level (L4xL5)	29,688	42,098	75,416	114,696
7.	Residential kWh sales as a %age of N.C. retail kWh sales	0.3872194 [1]	0.3868957 [1]	0.3869225 [1]	0.3872872 [1]
8.	N.C. retail residential energy-related revenue requirement - 100% level (L6xL7)	11,496	16,288	29,180	44,420
9.	N.C. retail residential energy-related revenue requirement - 85% level (L8x85%)	9,772	13,845	24,803	37,757
10.	System level demand-related avoided cost revenue requirement - 100% level	17,720 [1]	25,671 [1]	32,954 [1]	33,778 [1]
11.	N.C. retail contribution to peak as a %age of total system peak	0.6992775 [1]	0.6992775 [1]	0.6992775 [1]	0.6992775 [1]
12.	N.C. retail demand-related revenue requirement - 100% level (L10xL11)	12,391	17,951	23,044	23,620
13.	Residential contribution to peak as a %age of N.C. retail contribution to peak	0.4237293 [1]	0.4237293 [1]	0.4237293 [1]	0.4237293 [1]
14.	N.C. retail residential demand-related revenue requirement - 100% level (L12xL13)	5,250	7,606	9,764	10,008
15.	N.C. retail residential energy-related revenue requirement - 85% level (L14x85%)	4,463	6,465	8,299	8,507
16.	Total N.C. retail residential revenue requirement at 85% level (L9+L15)	14,235	20,310	33,102	46,264
17.	Forecasted N.C. retail residential energy MWH sales	20,745,461 [1]	20,920,652 [1]	21,157,792 [1]	20,902,972 [1]
18.	Estimated residential DSM/EE rider, excluding GRT and regulatory fee - \$/kWh (L16/L17)	\$ 0.000686	\$ 0.000971	\$ 0.001565	\$ 0.002213
19.	Estimated residential DSM/EE rider, including GRT and regulatory fee - \$/kWh (L18/.9666)	\$ 0.000710	\$ 0.001005	\$ 0.001619	\$ 0.002289

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UTILIZING PUBLIC STAFF RECOMMENDED JURISDICTIONAL AND CUSTOMER GROUP ALLOCATION METHODOLOGIES
(000s Omitted)

Line No.	Item	Year 1 (a)	Year 2 (b)	Year 3 (c)	Year 4 (d)
20.	<u>NON-RESIDENTIAL CUSTOMERS</u>				
21.	System level energy-related avoided cost revenue requirement - 100% level	\$ 31,262 [1]	\$ 35,515 [1]	\$ 63,088 [1]	\$ 101,009 [1]
22.	System level net lost revenue requirement - 100% level	12,150 [1]	26,043 [1]	47,189 [1]	66,706 [1]
23.	Total system-level energy-related revenue requirement - 100% level (L21+L22)	43,412	61,558	110,277	167,715
24.	N.C. retail kWh sales as a %age of total system kWh sales	0.6838736 [1]	0.6838736 [1]	0.6838736 [1]	0.6838736 [1]
25.	N.C. retail energy-related revenue requirement - 100% level (L23xL24)	29,688	42,098	75,416	114,696
26.	Non-Residential kWh sales as a %age of N.C. retail kWh sales	0.6127807 [1]	0.6131043 [1]	0.6130775 [1]	0.6127128 [1]
27.	N.C. retail non-residential energy-related revenue requirement - 100% level (L25xL26)	18,192	25,810	46,236	70,276
28.	N.C. retail non-residential energy-related revenue requirement - 85% level (L27x85%)	15,463	21,939	39,301	59,735
29.	System level demand-related avoided cost revenue requirement - 100% level	17,720 [1]	25,671 [1]	32,954 [1]	33,778 [1]
30.	N.C. retail contribution to peak as a %age of total system peak	0.6992775 [1]	0.6992775 [1]	0.6992775 [1]	0.6992775 [1]
31.	N.C. retail demand-related revenue requirement - 100% level (L29xL30)	12,391	17,951	23,044	23,620
32.	Non-Residential contribution to peak as a %age of N.C. retail contribution to peak	0.5762707 [1]	0.5762707 [1]	0.5762707 [1]	0.5762707 [1]
33.	N.C. retail non-residential demand-related revenue requirement - 100% level (L31xL32)	7,141	10,345	13,280	13,612
34.	N.C. retail non-residential energy-related revenue requirement - 85% level (L33x85%)	6,070	8,793	11,288	11,570
35.	Total N.C. retail non-residential revenue requirement at 85% level (L28+L34)	21,533	30,732	50,589	71,305
36.	Forecasted N.C. retail non-residential energy MWh sales	32,830,016 [1]	33,152,448 [1]	33,524,460 [1]	33,069,815 [1]
37.	Estimated non-residential DSM/EE rider, excluding GRT and regulatory fee - \$/kWh (L35/L36)	\$ 0.000656	\$ 0.000927	\$ 0.001509	\$ 0.002156
38.	Estimated non-residential DSM/EE rider, including GRT and regulatory fee - \$/kWh (L37/.9666)	\$ 0.000679	\$ 0.000959	\$ 0.001561	\$ 0.002230

[1] Provided by the Company at the Public Staff's request or calculated from information provided by the Company at the Public Staff's request.

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APPLICABLE TO SETTLEMENT BETWEEN THE COMPANY, THE PUBLIC STAFF, AND THE ENVIRONMENTAL INTERVENORS -
NET LOST REVENUES TREATED AS INCREASE IN CASH OUTFLOWS
SYSTEM LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Outflows	Cash Flows per Settlement Year												
				1	2	3	4	5	6							
		(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)							
1.	RESIDENTIAL PROGRAMS															
2.	Residential Energy Assessments:															
3.	Revenues	[1]	\$	4,213	\$	6,073	\$	12,855	\$	20,329	\$	8,270	\$	5,075		
4.	Program costs	[1]		2,810		3,083		6,231		9,315		-		-		
5.	Net lost revenues	[2]		1,359		2,920		6,150		9,683		8,270		5,075		
6.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			43		69		474		1,332		-		-		
7.	Split cash inflows and PV of cash outflows, with MIRR	[3]	7.8%	\$ (42,371)	\$	4,213	\$	6,073	\$	12,855	\$	20,329	\$	8,270	\$	5,075
8.	Smart Saver for Residential Customers - AC:															
9.	Revenues	[1]	\$	1,222	\$	1,880	\$	3,820	\$	6,499	\$	1,373	\$	872		
10.	Program costs	[1]		1,866		2,179		4,880		7,519		-		-		
11.	Net lost revenues	[2]		180		405		912		1,573		1,373		872		
12.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(824)		(804)		(1,781)		(2,593)		-		-		
13.	Split cash inflows and PV of cash outflows, with MIRR	[3]	5.4%	\$ (18,997)	\$	1,222	\$	1,880	\$	3,820	\$	6,499	\$	1,373	\$	872
14.	Smart Saver for Residential Customers - Energy Star:															
15.	Revenues	[1]	\$	12,003	\$	17,278	\$	17,402	\$	19,903	\$	7,250	\$	4,316		
16.	Program costs	[1]		3,900		4,200		2,573		3,577		-		-		
17.	Net lost revenues	[2]		4,192		8,910		12,014		11,823		7,250		4,316		
18.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			3,911		4,168		2,815		4,402		-		-		
19.	Split cash inflows and PV of cash outflows, with MIRR	[3]	10.8%	\$ (50,125)	\$	12,003	\$	17,278	\$	17,402	\$	19,903	\$	7,250	\$	4,316
20.	Low Income Energy Efficiency and Weatherization Assistance:															
21.	Revenues	[1]	\$	5,867	\$	7,882	\$	13,771	\$	20,140	\$	7,889	\$	4,723		
22.	Program costs	[1]		2,708		3,900		9,292		18,078		-		-		
23.	Net lost revenues	[2]		1,939		4,000		7,220		9,820		7,889		4,723		
24.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			1,023		(7)		(2,741)		(7,757)		-		-		
25.	Split cash inflows and PV of cash outflows, with MIRR	[3]	6.8%	\$ (53,981)	\$	5,867	\$	7,882	\$	13,771	\$	20,140	\$	7,889	\$	4,723
26.	Energy Efficiency Education Program for Schools:															
27.	Revenues	[1]	\$	8,620	\$	13,575	\$	30,731	\$	51,062	\$	18,743	\$	11,600		
28.	Program costs	[1]		3,950		5,880		13,711		23,333		-		-		
29.	Net lost revenues	[2]		2,775		8,142		13,359		21,774		18,743		11,600		
30.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			1,898		1,773		3,682		5,955		-		-		
31.	Split cash inflows and PV of cash outflows, with MIRR	[3]	6.6%	\$ (92,732)	\$	8,620	\$	13,575	\$	30,731	\$	51,062	\$	18,743	\$	11,600
32.	Power Manager:															
33.	Revenues	[1]	\$	13,105	\$	13,432	\$	13,768	\$	14,112	\$	-	\$	-		
34.	Program costs	[1]		6,367		6,367		6,367		6,367		-		-		
35.	Net lost revenues	[2]		-		-		-		-		-		-		
36.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			6,737		7,065		7,401		7,745		-		-		
37.	Split cash inflows and PV of cash outflows, with MIRR	[3]	20.8%	\$ (21,345)	\$	13,105	\$	13,432	\$	13,768	\$	14,112	\$	-	\$	-
38.	Total residential programs:															
39.	Revenues	[1]	\$	44,830	\$	59,928	\$	92,348	\$	132,044	\$	43,526	\$	26,585		
40.	Program costs	[1]		21,900		25,389		42,884		68,187		-		-		
41.	Net lost revenues	[2]		10,444		22,377		39,855		54,773		43,526		26,585		
42.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			12,788		12,162		8,829		9,084		-		-		
43.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.2%	\$ (277,531)	\$	44,830	\$	59,928	\$	92,348	\$	132,044	\$	43,526	\$	26,585

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NET LOST REVENUES TREATED AS INCREASE IN CASH OUTFLOWS
SYSTEM LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Outflows (b)	Cash Flows per Settlement Year					
				1 (c)	2 (d)	3 (e)	4 (f)	5 (g)	6 (h)
44.	NON-RESIDENTIAL PROGRAMS								
45.	Smart Saver for Non-Residential Customers - Lighting:								
46.	Revenues	[1]	\$ 4,891	\$ 6,332	\$ 13,035	\$ 20,413	\$ 4,772	\$ 2,827	
47.	Program costs	[1]	2,401	2,566	5,180	7,749	-	-	
48.	Net lost revenues	[2]	848	1,821	3,581	5,748	4,772	2,827	
49.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		1,642	1,914	4,264	6,917	-	-	
50.	Split cash inflows and PV of cash outflows, with MIRR	[3] 9.5%	\$ (29,204)	\$ 4,891	\$ 6,332	\$ 13,035	\$ 20,413	\$ 4,772	\$ 2,827
51.	Smart Saver for Non-Residential Customers - Motors:								
52.	Revenues	[1]	\$ 217	\$ 284	\$ 566	\$ 878	\$ 155	\$ 87	
53.	Program costs	[1]	87	77	148	219	-	-	
54.	Net lost revenues	[2]	26	57	120	187	155	87	
55.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		124	150	288	471	-	-	
56.	Split cash inflows and PV of cash outflows, with MIRR	[3] 11.5%	\$ (887)	\$ 217	\$ 284	\$ 566	\$ 878	\$ 155	\$ 87
57.	Smart Saver for Non-Residential Customers - Other Prescriptive:								
58.	Revenues	[1]	\$ 2,974	\$ 3,851	\$ 8,320	\$ 13,170	\$ 2,061	\$ 1,144	
59.	Program costs	[1]	1,535	1,864	4,048	6,422	-	-	
60.	Net lost revenues	[2]	359	782	1,811	2,475	2,061	1,144	
61.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		1,080	1,228	2,661	4,272	-	-	
62.	Split cash inflows and PV of cash outflows, with MIRR	[3] 9.6%	\$ (17,450)	\$ 2,974	\$ 3,851	\$ 8,320	\$ 13,170	\$ 2,061	\$ 1,144
63.	Smart Saver for Non-Residential Customers - Energy Star Food Service Products:								
64.	Revenues	[1]	\$ 100	\$ 179	\$ 470	\$ 837	\$ 175	\$ 104	
65.	Program costs	[1]	58	87	218	383	-	-	
66.	Net lost revenues	[2]	15	39	105	201	175	104	
67.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		26	52	149	273	-	-	
68.	Split cash inflows and PV of cash outflows, with MIRR	[3] 9.8%	\$ (1,047)	\$ 100	\$ 179	\$ 470	\$ 837	\$ 175	\$ 104
69.	Smart Saver for Non-Residential Customers - HVAC:								
70.	Revenues	[1]	\$ 231	\$ 287	\$ 609	\$ 946	\$ 165	\$ 93	
71.	Program costs	[1]	325	351	709	1,058	-	-	
72.	Net lost revenues	[2]	27	58	125	197	165	93	
73.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		(121)	(122)	(228)	(310)	-	-	
74.	Split cash inflows and PV of cash outflows, with MIRR	[3] 5.7%	\$ (2,471)	\$ 231	\$ 287	\$ 609	\$ 946	\$ 165	\$ 93
75.	Smart Saver for Non-Residential Customers - Custome Rebate:								
76.	Revenues	[1]	\$ 3,275	\$ 4,129	\$ 8,898	\$ 13,540	\$ 2,615	\$ 1,483	
77.	Program costs	[1]	4,667	5,032	10,021	14,887	-	-	
78.	Net lost revenues	[2]	432	928	1,893	3,125	2,615	1,483	
79.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		(1,825)	(1,832)	(3,315)	(4,472)	-	-	
80.	Split cash inflows and PV of cash outflows, with MIRR	[3] 5.3%	\$ (35,871)	\$ 3,275	\$ 4,129	\$ 8,898	\$ 13,540	\$ 2,615	\$ 1,483
81.	Power Share:								
82.	Revenues	[1]	\$ 4,616	\$ 12,239	\$ 19,186	\$ 19,666	\$ -	\$ -	
83.	Program costs	[1]	4,729	10,422	15,783	15,786	-	-	
84.	Net lost revenues	[2]	-	-	-	-	-	-	
85.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		(114)	1,817	3,403	3,889	-	-	
86.	Split cash inflows and PV of cash outflows, with MIRR	[3] 12.2%	\$ (37,969)	\$ 4,616	\$ 12,239	\$ 19,186	\$ 19,666	\$ -	\$ -

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NET LOST REVENUES TREATED AS INCREASE IN CASH OUTFLOWS
SYSTEM LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Outflows (b)	Cash Flows per Settlement Year					
				1 (c)	2 (d)	3 (e)	4 (f)	5 (g)	6 (h)
87.	Total Non-Residential Programs:								
88.	Revenues	[1]		\$ 10,303	\$ 27,301	\$ 50,884	\$ 69,449	\$ 9,944	\$ 5,718
89.	Program costs	[1]		13,780	20,431	36,115	46,465	-	-
90.	Net lost revenues	[2]		1,708	3,666	7,535	11,933	9,844	5,718
91.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			817	3,204	7,235	11,051	-	-
92.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.3%	\$ (124,899)	\$ 10,303	\$ 27,301	\$ 50,884	\$ 69,449	\$ 9,944
93.	Total Residential and Non-Residential Programs:								
94.	Revenues	[1]		\$ 61,133	\$ 87,229	\$ 143,232	\$ 201,493	\$ 53,469	\$ 32,303
95.	Revenue credit in year 5 due to cap							(1,956)	
96.	Program costs	[1]		35,380	45,819	78,978	114,852	-	-
97.	Net lost revenues	[2]		12,150	26,043	47,189	66,706	53,469	32,303
98.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			13,802	15,366	17,064	20,135	(1,956)	-
99.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.2%	\$ (402,430)	\$ 61,133	\$ 87,229	\$ 143,232	\$ 201,493	\$ 51,513
100.	Total EE Programs:								
101.	Revenues	[1]		\$ 43,412	\$ 61,558	\$ 110,277	\$ 167,715	\$ 53,469	\$ 32,303
102.	Program costs	[1]		24,284	29,030	56,828	92,518	-	-
103.	Net lost revenues	[2]		12,150	26,043	47,189	66,706	53,469	32,303
104.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			6,878	6,485	6,280	8,451	-	-
105.	Split cash inflows and PV of cash outflows, with MIRR	[3]	7.9%	\$ (343,117)	\$ 43,412	\$ 61,558	\$ 110,277	\$ 167,715	\$ 53,469
106.	Total DSM Programs								
107.	Revenues	[1]		\$ 17,720	\$ 25,671	\$ 32,954	\$ 33,778	\$ -	\$ -
108.	Program costs	[1]		11,098	16,789	22,150	22,134	-	-
109.	Net lost revenues	[2]		-	-	-	-	-	-
110.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			6,624	8,882	10,804	11,644	-	-
111.	Split cash inflows and PV of cash outflows, with MIRR	[3]	18.5%	\$ (58,314)	\$ 17,720	\$ 25,671	\$ 32,954	\$ 33,778	\$ -

[1] Revenues and program costs determined per terms of Settlement.

[2] Net lost revenues estimated to impact Company for 36 months, consistent with treatment adopted per Settlement.

[3] (a) Net lost revenues treated as increase in cash outflow.

(b) MIRR for individual programs calculated using applicable program lives (ranging from 4 to 18 years);

MIRRs for aggregated programs calculated using aggregate program life of 4 years (DSM) and 18 years (EE, Residential, Non-Residential, and Total).

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NET LOST REVENUES TREATED AS INCREASE IN CASH OUTFLOWS
N.C. RETAIL LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Flows per Settlement Year						
			1	2	3	4	5	6	
		(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
1.	RESIDENTIAL PROGRAMS								
2.	Residential Energy Assessments:								
3.	Revenues	[1]	\$ 2,881	\$ 4,153	\$ 8,792	\$ 13,903	\$ 5,856	\$ 3,471	
4.	Program costs	[1]	1,922	2,106	4,261	6,370	-	-	
5.	Net lost revenues	[2]	930	1,997	4,206	6,622	5,856	3,471	
6.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		30	48	324	911	-	-	
7.	Split cash inflows and PV of cash outflows, with MIRR	[3] 7.6%	\$ (28,978)	\$ 2,881	\$ 4,153	\$ 8,792	\$ 13,903	\$ 5,856	\$ 3,471
8.	Smart Saver for Residential Customers - AC:								
9.	Revenues	[1]	\$ 836	\$ 1,149	\$ 2,613	\$ 4,444	\$ 939	\$ 596	
10.	Program costs	[1]	1,276	1,490	3,207	5,142	-	-	
11.	Net lost revenues	[2]	123	277	623	1,075	839	596	
12.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		(564)	(618)	(1,218)	(1,773)	-	-	
13.	Split cash inflows and PV of cash outflows, with MIRR	[3] 5.4%	\$ (11,624)	\$ 836	\$ 1,149	\$ 2,613	\$ 4,444	\$ 939	\$ 596
14.	Smart Saver for Residential Customers - Energy Star:								
15.	Revenues	[1]	\$ 8,208	\$ 11,815	\$ 11,901	\$ 13,611	\$ 4,958	\$ 2,952	
16.	Program costs	[1]	2,667	2,872	1,759	2,446	-	-	
17.	Net lost revenues	[2]	2,667	6,094	8,216	8,154	4,958	2,952	
18.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		2,674	2,849	1,925	3,010	-	-	
19.	Split cash inflows and PV of cash outflows, with MIRR	[3] 10.6%	\$ (34,279)	\$ 8,208	\$ 11,815	\$ 11,901	\$ 13,611	\$ 4,958	\$ 2,952
20.	Low Income Energy Efficiency and Weatherization Assistance:								
21.	Revenues	[1]	\$ 3,876	\$ 5,397	\$ 9,417	\$ 13,773	\$ 5,395	\$ 3,230	
22.	Program costs	[1]	\$ 1,851	\$ 2,667	\$ 6,354	\$ 12,362	\$ -	\$ -	
23.	Net lost revenues	[2]	\$ 1,328	\$ 2,735	\$ 4,837	\$ 6,716	\$ 5,395	\$ 3,230	
24.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		699	(6)	(1,875)	(5,305)	-	-	
25.	Split cash inflows and PV of cash outflows, with MIRR	[3] 6.6%	\$ (36,903)	\$ 3,876	\$ 5,397	\$ 9,417	\$ 13,773	\$ 5,395	\$ 3,230
26.	Energy Efficiency Education Program for Schools:								
27.	Revenues	[1]	\$ 5,895	\$ 9,283	\$ 21,016	\$ 34,920	\$ 12,818	\$ 7,933	
28.	Program costs	[1]	\$ 2,701	\$ 3,871	\$ 9,378	\$ 15,957	\$ -	\$ -	
29.	Net lost revenues	[2]	\$ 1,897	\$ 4,200	\$ 9,136	\$ 14,891	\$ 12,818	\$ 7,933	
30.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		1,297	1,212	2,504	4,072	-	-	
31.	Split cash inflows and PV of cash outflows, with MIRR	[3] 8.6%	\$ (63,417)	\$ 5,895	\$ 9,283	\$ 21,016	\$ 34,920	\$ 12,818	\$ 7,933
32.	Power Manager:								
33.	Revenues	[1]	\$ 9,164	\$ 9,393	\$ 9,628	\$ 9,868	\$ -	\$ -	
34.	Program costs	[1]	\$ 4,452	\$ 4,452	\$ 4,452	\$ 4,452	\$ -	\$ -	
35.	Net lost revenues	[2]	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
36.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		4,711	4,940	5,175	5,416	-	-	
37.	Split cash inflows and PV of cash outflows, with MIRR	[3] 29.8%	\$ (14,828)	\$ 9,164	\$ 9,393	\$ 9,628	\$ 9,868	\$ -	\$ -
38.	Total residential programs:								
39.	Revenues	[1]	\$ 30,860	\$ 41,190	\$ 63,366	\$ 90,519	\$ 29,766	\$ 18,181	
40.	Program costs	[1]	14,870	17,481	29,411	46,729	-	-	
41.	Net lost revenues	[2]	7,143	15,303	27,119	37,458	29,766	18,181	
42.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		8,848	8,428	6,836	6,332	-	-	
43.	Split cash inflows and PV of cash outflows, with MIRR	[3] 8.2%	\$ (190,125)	\$ 30,860	\$ 41,190	\$ 63,366	\$ 90,519	\$ 29,766	\$ 18,181

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NET LOST REVENUES TREATED AS INCREASE IN CASH OUTFLOWS
N.C. RETAIL LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR		Cash Flows per Settlement Year													
				1	2	3	4	5	6								
		(a)		(b)	(c)	(d)	(e)	(f)	(g)	(h)							
44.	NON-RESIDENTIAL PROGRAMS																
45.	Smart Saver for Non-Residential Customers - Lighting:																
46.	Revenues	[1]		\$	3,345	\$	4,330	\$	8,914	\$	13,960	\$	3,264	\$	1,933		
47.	Program costs	[1]		\$	1,642	\$	1,776	\$	3,549	\$	5,299	\$	-	\$	-		
48.	Net lost revenues	[2]		\$	580	\$	1,246	\$	2,449	\$	3,931	\$	3,264	\$	1,933		
49.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)				1,123	1,309	2,916	4,730	-	-	-	-	-	-	-		
50.	Split cash inflows and PV of cash outflows, with MIRR	[3]	9.5%	\$	(19,972)	\$	3,345	\$	4,330	\$	8,914	\$	13,960	\$	3,264	\$	1,933
51.	Smart Saver for Non-Residential Customers - Motors:																
52.	Revenues	[1]		\$	148	\$	194	\$	387	\$	600	\$	106	\$	59		
53.	Program costs	[1]		\$	48	\$	53	\$	101	\$	150	\$	-	\$	-		
54.	Net lost revenues	[2]		\$	18	\$	39	\$	82	\$	128	\$	106	\$	59		
55.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)				85	103	204	322	-	-	-	-	-	-	-		
56.	Split cash inflows and PV of cash outflows, with MIRR	[3]	11.5%	\$	(607)	\$	148	\$	194	\$	387	\$	600	\$	106	\$	59
57.	Smart Saver for Non-Residential Customers - Other Prescriptive:																
58.	Revenues	[1]		\$	2,034	\$	2,634	\$	5,690	\$	9,006	\$	1,410	\$	782		
59.	Program costs	[1]		\$	1,050	\$	1,275	\$	2,768	\$	4,392	\$	-	\$	-		
60.	Net lost revenues	[2]		\$	245	\$	521	\$	1,102	\$	1,693	\$	1,410	\$	782		
61.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)				739	836	1,820	2,922	-	-	-	-	-	-	-		
62.	Split cash inflows and PV of cash outflows, with MIRR	[3]	9.8%	\$	(11,934)	\$	2,034	\$	2,634	\$	5,690	\$	9,006	\$	1,410	\$	782
63.	Smart Saver for Non-Residential Customers - Energy Star Food Service Products:																
64.	Revenues	[1]		\$	68	\$	122	\$	322	\$	572	\$	120	\$	71		
65.	Program costs	[1]		\$	38	\$	60	\$	148	\$	248	\$	-	\$	-		
66.	Net lost revenues	[2]		\$	10	\$	27	\$	72	\$	137	\$	120	\$	71		
67.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)				20	36	102	187	-	-	-	-	-	-	-		
68.	Split cash inflows and PV of cash outflows, with MIRR	[3]	9.8%	\$	(716)	\$	68	\$	122	\$	322	\$	572	\$	120	\$	71
69.	Smart Saver for Non-Residential Customers - HVAC:																
70.	Revenues	[1]		\$	158	\$	198	\$	417	\$	647	\$	113	\$	63		
71.	Program costs	[1]		\$	222	\$	240	\$	485	\$	724	\$	-	\$	-		
72.	Net lost revenues	[2]		\$	18	\$	40	\$	86	\$	135	\$	113	\$	63		
73.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)				(83)	(84)	(154)	(212)	-	-	-	-	-	-	-		
74.	Split cash inflows and PV of cash outflows, with MIRR	[3]	5.7%	\$	(1,890)	\$	158	\$	198	\$	417	\$	647	\$	113	\$	63
75.	Smart Saver for Non-Residential Customers - Custome Rebate:																
76.	Revenues	[1]		\$	2,239	\$	2,824	\$	5,948	\$	9,259	\$	1,788	\$	1,001		
77.	Program costs	[1]		\$	3,192	\$	3,442	\$	6,853	\$	10,181	\$	-	\$	-		
78.	Net lost revenues	[2]		\$	295	\$	635	\$	1,363	\$	2,137	\$	1,788	\$	1,001		
79.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)				(1,248)	(1,253)	(2,267)	(3,058)	-	-	-	-	-	-	-		
80.	Split cash inflows and PV of cash outflows, with MIRR	[3]	5.3%	\$	(24,531)	\$	2,239	\$	2,824	\$	5,948	\$	9,259	\$	1,788	\$	1,001
81.	Power Share:																
82.	Revenues	[1]		\$	3,228	\$	8,558	\$	13,418	\$	13,752	\$	-	\$	-		
83.	Program costs	[1]		\$	3,307	\$	7,288	\$	11,037	\$	11,025	\$	-	\$	-		
84.	Net lost revenues	[2]		\$	-	\$	-	\$	-	\$	-	\$	-	\$	-		
85.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)				(79)	1,270	2,380	2,727	-	-	-	-	-	-	-		
86.	Split cash inflows and PV of cash outflows, with MIRR	[3]	12.2%	\$	(28,551)	\$	3,228	\$	8,558	\$	13,418	\$	13,752	\$	-	\$	-

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NET LOST REVENUES TREATED AS INCREASE IN CASH OUTFLOWS
N.C. RETAIL LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Outflows (b)	Cash Flows per Settlement Year					
				1 (c)	2 (d)	3 (e)	4 (f)	5 (g)	6 (h)
87.	Total Non-Residential Programs:								
88.	Revenues	[1]		\$ 11,220	\$ 18,859	\$ 35,094	\$ 47,797	\$ 6,800	\$ 3,910
89.	Program costs	[1]		9,497	14,132	24,941	32,019	-	-
90.	Net lost revenues	[2]		1,166	2,507	5,153	8,161	6,800	3,910
91.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			557	2,219	5,000	7,617	-	-
92.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.3%	\$ (88,000)	\$ 11,220	\$ 18,859	\$ 35,094	\$ 47,797	\$ 6,800
93.	Total Residential and Non-Residential Programs:								
94.	Revenues	[1]		\$ 42,080	\$ 60,049	\$ 98,460	\$ 138,316	\$ 36,566	\$ 22,091
95.	Revenue credit in year 5 due to cap							(1,956)	
96.	Program costs	[1]		24,366	31,593	54,352	78,748	-	-
97.	Net lost revenues	[2]		8,309	17,810	32,272	45,619	36,566	22,091
98.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			9,404	10,645	11,836	13,949	(1,956)	-
99.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.2%	\$ (276,125)	\$ 42,080	\$ 60,049	\$ 98,460	\$ 138,316	\$ 34,610
100.	Total EE Programs:								
101.	Revenues	[1]		\$ 29,689	\$ 42,098	\$ 75,416	\$ 114,696	\$ 36,566	\$ 22,091
102.	Program costs	[1]		16,607	19,853	38,863	63,271	-	-
103.	Net lost revenues	[2]		8,309	17,810	32,272	45,619	36,566	22,091
104.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			4,773	4,435	4,281	5,806	-	-
105.	Split cash inflows and PV of cash outflows, with MIRR	[3]	7.9%	\$ (234,848)	\$ 29,689	\$ 42,098	\$ 75,416	\$ 114,696	\$ 36,566
106.	Total DSM Programs								
107.	Revenues	[1]		\$ 12,391	\$ 17,951	\$ 23,044	\$ 23,620	\$ -	\$ -
108.	Program costs	[1]		7,759	11,740	15,489	15,477	-	-
109.	Net lost revenues	[2]		-	-	-	-	-	-
110.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			4,632	6,211	7,555	8,143	-	-
111.	Split cash inflows and PV of cash outflows, with MIRR	[3]	19.5%	\$ (41,477)	\$ 12,391	\$ 17,951	\$ 23,044	\$ 23,620	\$ -

[1] Revenues and program costs determined per terms of Settlement.

[2] Net lost revenues estimated to impact Company for 36 months, consistent with treatment adopted per Settlement.

[3] (a) Net lost revenues treated as increase in cash outflow.

(b) MIRR for individual programs calculated using applicable program lives (ranging from 4 to 18 years);

MIRRs for aggregated programs calculated using aggregate program life of 4 years (DSM) and 18 years (EE, Residential, Non-Residential, and Total).

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NET LOST REVENUES TREATED AS REDUCTION IN CASH INFLOWS
SYSTEM LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Outflows (b)	Cash Flows per Settlement Year					
				1 (c)	2 (d)	3 (e)	4 (f)	5 (g)	6 (h)
1.	RESIDENTIAL PROGRAMS								
2.	Residential Energy Assessments:								
3.	Revenues	(1)	\$ 4,213	\$ 6,073	\$ 12,655	\$ 20,328	\$ 8,270	\$ 5,075	
4.	Program costs	(1)	2,810	3,083	6,231	9,315	-	-	
5.	Net lost revenues	(2)	1,359	2,920	6,150	9,663	8,270	5,075	
6.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		43	89	474	1,332	-	-	
7.	Split cash inflows and PV of cash outflows, with MIRR	(3) 8.3%	\$ (17,291)	\$ 2,854	\$ 3,152	\$ 6,705	\$ 10,846	\$ -	\$ -
8.	Smart Saver for Residential Customers - AC:								
9.	Revenues	(1)	\$ 1,222	\$ 1,680	\$ 3,820	\$ 6,499	\$ 1,373	\$ 872	
10.	Program costs	(1)	1,866	2,179	4,690	7,519	-	-	
11.	Net lost revenues	(2)	180	405	912	1,573	1,373	872	
12.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		(824)	(804)	(1,781)	(2,593)	-	-	
13.	Split cash inflows and PV of cash outflows, with MIRR	(3) 4.7%	\$ (13,042)	\$ 1,042	\$ 1,278	\$ 2,909	\$ 4,828	\$ -	\$ -
14.	Smart Saver for Residential Customers - Energy Star:								
15.	Revenues	(1)	\$ 12,003	\$ 17,276	\$ 17,402	\$ 19,803	\$ 7,250	\$ 4,318	
16.	Program costs	(1)	3,900	4,200	2,573	3,577	-	-	
17.	Net lost revenues	(2)	4,192	8,910	12,014	11,823	7,250	4,318	
18.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		3,911	4,166	2,815	4,402	-	-	
19.	Split cash inflows and PV of cash outflows, with MIRR	(3) 17.7%	\$ (12,022)	\$ 7,811	\$ 8,368	\$ 5,388	\$ 7,979	\$ -	\$ -
20.	Low Income Energy Efficiency and Weatherization Assistance:								
21.	Revenues	(1)	\$ 5,687	\$ 7,892	\$ 13,771	\$ 20,140	\$ 7,889	\$ 4,723	
22.	Program costs	(1)	2,708	3,900	9,292	18,076	-	-	
23.	Net lost revenues	(2)	1,839	4,000	7,220	9,820	7,889	4,723	
24.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		1,023	(7)	(2,741)	(7,757)	-	-	
25.	Split cash inflows and PV of cash outflows, with MIRR	(3) 5.7%	\$ (26,939)	\$ 3,729	\$ 3,882	\$ 6,551	\$ 10,319	\$ -	\$ -
26.	Energy Efficiency Education Program for Schools:								
27.	Revenues	(1)	\$ 8,820	\$ 13,575	\$ 30,731	\$ 51,082	\$ 18,743	\$ 11,800	
28.	Program costs	(1)	3,950	5,860	13,711	23,333	-	-	
29.	Net lost revenues	(2)	2,775	6,142	13,359	21,774	18,743	11,800	
30.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		1,898	1,773	3,662	5,955	-	-	
31.	Split cash inflows and PV of cash outflows, with MIRR	(3) 10.2%	\$ (37,124)	\$ 5,848	\$ 7,433	\$ 17,372	\$ 28,288	\$ -	\$ -
32.	Power Manager:								
33.	Revenues	(1)	\$ 13,105	\$ 13,432	\$ 13,768	\$ 14,112	\$ -	\$ -	
34.	Program costs	(1)	6,367	6,367	6,367	6,367	-	-	
35.	Net lost revenues	(2)	-	-	-	-	-	-	
36.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		6,737	7,065	7,401	7,745	-	-	
37.	Split cash inflows and PV of cash outflows, with MIRR	(3) 29.8%	\$ (21,345)	\$ 13,105	\$ 13,432	\$ 13,768	\$ 14,112	\$ -	\$ -
38.	Total residential programs:								
39.	Revenues	(1)	\$ 44,830	\$ 58,928	\$ 92,348	\$ 132,044	\$ 43,528	\$ 26,585	
40.	Program costs	(1)	21,600	25,389	42,884	68,187	-	-	
41.	Net lost revenues	(2)	10,444	22,377	39,655	54,773	43,528	26,585	
42.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		12,786	12,162	9,809	9,084	-	-	
43.	Split cash inflows and PV of cash outflows, with MIRR	(3) 9.0%	\$ (127,783)	\$ 34,388	\$ 37,551	\$ 52,693	\$ 77,271	\$ -	\$ -

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NET LOST REVENUES TREATED AS REDUCTION IN CASH INFLOWS
SYSTEM LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Flows per Settlement Year					
			(a)	(b)	(c)	(d)	(e)	(f)
44.	NON-RESIDENTIAL PROGRAMS							
45.	Smart Saver for Non-Residential Customers - Lighting:							
46.	Revenues	[1]		\$ 4,891	\$ 6,332	\$ 13,035	\$ 20,413	\$ 4,772
47.	Program costs	[1]		2,401	2,596	5,190	7,749	-
48.	Net lost revenues	[2]		848	1,821	3,581	5,748	4,772
49.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			1,842	1,814	4,284	8,917	-
50.	Split cash inflows and PV of cash outflows, with MIRR	[3]	11.1%	\$ (14,475)	\$ 4,043	\$ 4,510	\$ 8,454	\$ 14,666
51.	Smart Saver for Non-Residential Customers - Motors:							
52.	Revenues	[1]		\$ 217	\$ 284	\$ 566	\$ 878	\$ 155
53.	Program costs	[1]		67	77	148	219	-
54.	Net lost revenues	[2]		26	57	120	187	87
55.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			124	150	298	471	-
56.	Split cash inflows and PV of cash outflows, with MIRR	[3]	14.3%	\$ (412)	\$ 191	\$ 227	\$ 445	\$ 681
57.	Smart Saver for Non-Residential Customers - Other Prescriptive:							
58.	Revenues	[1]		\$ 2,974	\$ 3,851	\$ 8,320	\$ 13,170	\$ 2,061
59.	Program costs	[1]		1,535	1,884	4,048	8,422	-
60.	Net lost revenues	[2]		359	762	1,611	2,475	2,061
61.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			1,080	1,226	2,661	4,272	-
62.	Split cash inflows and PV of cash outflows, with MIRR	[3]	10.8%	\$ (11,121)	\$ 2,818	\$ 3,090	\$ 6,709	\$ 10,684
63.	Smart Saver for Non-Residential Customers - Energy Star Food Service Products:							
64.	Revenues	[1]		\$ 100	\$ 178	\$ 470	\$ 837	\$ 175
65.	Program costs	[1]		56	87	218	363	-
66.	Net lost revenues	[2]		15	39	105	201	175
67.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			29	52	149	273	-
68.	Split cash inflows and PV of cash outflows, with MIRR	[3]	11.3%	\$ (574)	\$ 85	\$ 139	\$ 368	\$ 636
69.	Smart Saver for Non-Residential Customers - HVAC:							
70.	Revenues	[1]		\$ 231	\$ 287	\$ 609	\$ 946	\$ 165
71.	Program costs	[1]		325	351	709	1,058	-
72.	Net lost revenues	[2]		27	58	125	197	83
73.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(121)	(122)	(228)	(310)	-
74.	Split cash inflows and PV of cash outflows, with MIRR	[3]	5.2%	\$ (1,971)	\$ 204	\$ 229	\$ 484	\$ 748
75.	Smart Saver for Non-Residential Customers - Customer Rebate:							
76.	Revenues	[1]		\$ 3,275	\$ 4,129	\$ 8,698	\$ 13,540	\$ 2,615
77.	Program costs	[1]		4,667	5,032	10,021	14,887	-
78.	Net lost revenues	[2]		432	928	1,993	3,125	2,615
79.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(1,825)	(1,832)	(3,315)	(4,472)	-
80.	Split cash inflows and PV of cash outflows, with MIRR	[3]	4.6%	\$ (27,941)	\$ 2,843	\$ 3,201	\$ 6,705	\$ 10,415
81.	Power Share:							
82.	Revenues	[1]		\$ 4,816	\$ 12,239	\$ 19,186	\$ 19,666	\$ -
83.	Program costs	[1]		4,729	10,422	15,783	15,768	-
84.	Net lost revenues	[2]		-	-	-	-	-
85.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(114)	1,817	3,403	3,899	-
86.	Split cash inflows and PV of cash outflows, with MIRR	[3]	12.2%	\$ (37,969)	\$ 4,616	\$ 12,239	\$ 19,186	\$ 19,666

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NET LOST REVENUES TREATED AS REDUCTION IN CASH INFLOWS
SYSTEM LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR (a)	Present Value of Cash Outflows (b)	Cash Flows per Settlement Year					
				1 (c)	2 (d)	3 (e)	4 (f)	5 (g)	6 (h)
87.	Total Non-Residential Programs:								
88.	Revenues	[1]		\$ 18,303	\$ 27,301	\$ 50,884	\$ 89,449	\$ 9,944	\$ 5,718
89.	Program costs	[1]		13,780	20,431	36,115	46,465	-	-
90.	Net lost revenues	[2]		1,705	3,868	7,535	11,833	9,944	5,718
91.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			817	3,204	7,235	11,051	-	-
92.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.5%	\$ (84,484)	\$ 14,597	\$ 23,635	\$ 43,349	\$ 57,516	\$ -
93.	Total Residential and Non-Residential Programs:								
94.	Revenues	[1]		\$ 81,133	\$ 87,229	\$ 143,232	\$ 201,493	\$ 53,468	\$ 32,303
95.	Revenue credit in year 5 due to cap							(1,958)	
96.	Program costs	[1]		35,380	45,819	78,978	114,852	-	-
97.	Net lost revenues	[2]		12,150	28,043	47,189	66,708	53,469	32,303
98.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			13,602	15,368	17,064	20,135	(1,958)	-
99.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.7%	\$ (222,227)	\$ 48,963	\$ 61,186	\$ 98,042	\$ 134,787	\$ (1,958)
100.	Total EE Programs:								
101.	Revenues	[1]		\$ 43,412	\$ 61,558	\$ 110,277	\$ 187,715	\$ 53,468	\$ 32,303
102.	Program costs	[1]		24,284	29,030	58,828	82,518	-	-
103.	Net lost revenues	[2]		12,150	28,043	47,189	66,708	53,469	32,303
104.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			8,979	8,485	8,260	8,491	-	-
105.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.3%	\$ (182,914)	\$ 31,262	\$ 35,515	\$ 63,088	\$ 101,009	\$ -
106.	Total DSM Programs								
107.	Revenues	[1]		\$ 17,720	\$ 25,671	\$ 32,954	\$ 33,778	\$ -	\$ -
108.	Program costs	[1]		11,086	16,789	22,150	22,134	-	-
109.	Net lost revenues	[2]		-	-	-	-	-	-
110.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			6,634	8,882	10,804	11,644	-	-
111.	Split cash inflows and PV of cash outflows, with MIRR	[3]	19.5%	\$ (59,314)	\$ 17,720	\$ 25,671	\$ 32,954	\$ 33,778	\$ -

[1] Revenues and program costs determined per terms of Settlement.

[2] Net lost revenues estimated to impact Company for 36 months, consistent with treatment adopted per Settlement.

[3] (a) Net lost revenues treated as reductions in cash inflow.

(b) MIRR for individual programs calculated using applicable program lives (ranging from 4 to 18 years);

MIRRs for aggregated programs calculated using aggregate program life of 4 years (DSM) and 18 years (EE, Residential, Non-Residential, and Total).

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NET LOST REVENUES TREATED AS REDUCTION IN CASH INFLOWS
N.C RETAIL LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Outflows	Cash Flows per Settlement Year										
				1	2	3	4	5	6					
		(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)					
1.	RESIDENTIAL PROGRAMS													
2.	Residential Energy Assessments:													
3.	Revenues	[1]	\$	2,881	\$	4,153	\$	8,792	\$	13,903	\$	5,658	\$	3,471
4.	Program costs	[1]	\$	1,922	\$	2,108	\$	4,281	\$	6,370	\$	-	\$	-
5.	Net lost revenues	[2]	\$	930	\$	1,997	\$	4,208	\$	6,622	\$	5,658	\$	3,471
6.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			30	48	324	811	-	-	-	-	-	-	
7.	Split cash inflows and PV of cash outflows, with MIRR	[3]	8.3%	\$ (11,825)	\$	1,952	\$	2,158	\$	4,586	\$	7,281	\$	-
8.	Smart Saver for Residential Customers - AC:													
9.	Revenues	[1]	\$	838	\$	1,149	\$	2,613	\$	4,444	\$	939	\$	598
10.	Program costs	[1]	\$	1,278	\$	1,490	\$	3,207	\$	5,142	\$	-	\$	-
11.	Net lost revenues	[2]	\$	123	\$	277	\$	623	\$	1,075	\$	939	\$	598
12.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(584)	(618)	(1,218)	(1,773)	-	-	-	-	-	-	
13.	Split cash inflows and PV of cash outflows, with MIRR	[3]	4.7%	\$ (8,919)	\$	713	\$	872	\$	1,989	\$	3,369	\$	-
14.	Smart Saver for Residential Customers - Energy Star:													
15.	Revenues	[1]	\$	8,208	\$	11,815	\$	11,901	\$	13,611	\$	4,958	\$	2,952
16.	Program costs	[1]	\$	2,687	\$	2,872	\$	1,758	\$	2,448	\$	-	\$	-
17.	Net lost revenues	[2]	\$	2,967	\$	8,084	\$	8,216	\$	8,154	\$	4,958	\$	2,952
18.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			2,674	2,849	1,925	3,010	-	-	-	-	-	-	
19.	Split cash inflows and PV of cash outflows, with MIRR	[3]	17.7%	\$ (6,222)	\$	5,341	\$	5,721	\$	3,685	\$	5,457	\$	-
20.	Low Income Energy Efficiency and Weatherization Assistance:													
21.	Revenues	[1]	\$	3,876	\$	5,397	\$	9,417	\$	13,773	\$	5,395	\$	3,230
22.	Program costs	[1]	\$	1,851	\$	2,687	\$	6,354	\$	12,382	\$	-	\$	-
23.	Net lost revenues	[2]	\$	1,328	\$	2,735	\$	4,937	\$	8,716	\$	5,395	\$	3,230
24.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			669	(5)	(1,875)	(5,305)	-	-	-	-	-	-	
25.	Split cash inflows and PV of cash outflows, with MIRR	[3]	5.7%	\$ (18,423)	\$	2,550	\$	2,682	\$	4,480	\$	7,057	\$	-
26.	Energy Efficiency Education Program for Schools:													
27.	Revenues	[1]	\$	5,895	\$	9,283	\$	21,016	\$	34,820	\$	12,818	\$	7,933
28.	Program costs	[1]	\$	2,701	\$	3,871	\$	9,378	\$	15,957	\$	-	\$	-
29.	Net lost revenues	[2]	\$	1,897	\$	4,200	\$	9,138	\$	14,891	\$	12,818	\$	7,933
30.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			1,297	1,212	2,504	4,072	-	-	-	-	-	-	
31.	Split cash inflows and PV of cash outflows, with MIRR	[3]	10.2%	\$ (25,388)	\$	3,998	\$	5,083	\$	11,880	\$	20,029	\$	-
32.	Power Manager:													
33.	Revenues	[1]	\$	9,164	\$	9,393	\$	9,628	\$	9,868	\$	-	\$	-
34.	Program costs	[1]	\$	4,452	\$	4,452	\$	4,452	\$	4,452	\$	-	\$	-
35.	Net lost revenues	[2]	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
36.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			4,711	4,940	5,175	5,416	-	-	-	-	-	-	
37.	Split cash inflows and PV of cash outflows, with MIRR	[3]	29.8%	\$ (14,826)	\$	9,164	\$	9,393	\$	9,628	\$	9,868	\$	-
38.	Total residential programs:													
39.	Revenues	[1]	\$	30,860	\$	41,190	\$	63,366	\$	90,518	\$	29,766	\$	18,181
40.	Program costs	[1]	\$	14,870	\$	17,481	\$	28,411	\$	48,729	\$	-	\$	-
41.	Net lost revenues	[2]	\$	7,143	\$	15,303	\$	27,119	\$	37,458	\$	29,766	\$	18,181
42.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			8,848	8,428	6,836	6,332	-	-	-	-	-	-	
43.	Split cash inflows and PV of cash outflows, with MIRR	[3]	9.0%	\$ (87,702)	\$	23,717	\$	25,887	\$	36,247	\$	53,081	\$	-

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NET LOST REVENUES TREATED AS REDUCTION IN CASH INFLOWS
N.C RETAIL LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR	Present Value of Cash Outflows (b)	Cash Flows per Settlement Year					
				1 (c)	2 (d)	3 (e)	4 (f)	5 (g)	6 (h)
44.	NON-RESIDENTIAL PROGRAMS								
45.	Smart Saver for Non-Residential Customers - Lighting:								
46.	Revenues	(1)	\$	3,345	\$ 4,330	\$ 8,914	\$ 13,980	\$ 3,284	\$ 1,933
47.	Program costs	(1)	\$	1,642	\$ 1,776	\$ 3,549	\$ 5,289	\$ -	\$ -
48.	Net lost revenues	(2)	\$	560	\$ 1,246	\$ 2,449	\$ 3,931	\$ 3,284	\$ 1,933
49.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			1,123	1,308	2,916	4,730	-	-
50.	Split cash inflows and PV of cash outflows, with MIRR	(3) 11.1%	\$ (9,899)	\$ 2,765	\$ 3,084	\$ 6,485	\$ 10,029	\$ -	\$ -
51.	Smart Saver for Non-Residential Customers - Motors:								
52.	Revenues	(1)	\$	148	\$ 194	\$ 387	\$ 600	\$ 106	\$ 59
53.	Program costs	(1)	\$	46	\$ 53	\$ 101	\$ 150	\$ -	\$ -
54.	Net lost revenues	(2)	\$	18	\$ 39	\$ 82	\$ 128	\$ 106	\$ 59
55.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			85	103	204	322	-	-
56.	Split cash inflows and PV of cash outflows, with MIRR	(3) 14.3%	\$ (282)	\$ 131	\$ 155	\$ 305	\$ 472	\$ -	\$ -
57.	Smart Saver for Non-Residential Customers - Other Prescriptive:								
58.	Revenues	(1)	\$	2,034	\$ 2,634	\$ 5,890	\$ 9,006	\$ 1,410	\$ 782
59.	Program costs	(1)	\$	1,050	\$ 1,275	\$ 2,768	\$ 4,392	\$ -	\$ -
60.	Net lost revenues	(2)	\$	245	\$ 521	\$ 1,102	\$ 1,693	\$ 1,410	\$ 782
61.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			739	838	1,820	2,922	-	-
62.	Split cash inflows and PV of cash outflows, with MIRR	(3) 10.6%	\$ (7,606)	\$ 1,789	\$ 2,113	\$ 4,588	\$ 7,314	\$ -	\$ -
63.	Smart Saver for Non-Residential Customers - Energy Star Food Service Products:								
64.	Revenues	(1)	\$	68	\$ 122	\$ 322	\$ 572	\$ 120	\$ 71
65.	Program costs	(1)	\$	28	\$ 80	\$ 148	\$ 248	\$ -	\$ -
66.	Net lost revenues	(2)	\$	10	\$ 27	\$ 72	\$ 137	\$ 120	\$ 71
67.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			20	36	102	187	-	-
68.	Split cash inflows and PV of cash outflows, with MIRR	(3) 11.3%	\$ (393)	\$ 58	\$ 95	\$ 250	\$ 435	\$ -	\$ -
69.	Smart Saver for Non-Residential Customers - HVAC:								
70.	Revenues	(1)	\$	158	\$ 198	\$ 417	\$ 647	\$ 113	\$ 63
71.	Program costs	(1)	\$	222	\$ 240	\$ 485	\$ 724	\$ -	\$ -
72.	Net lost revenues	(2)	\$	18	\$ 40	\$ 86	\$ 135	\$ 113	\$ 63
73.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(83)	(84)	(154)	(212)	-	-
74.	Split cash inflows and PV of cash outflows, with MIRR	(3) 5.2%	\$ (1,348)	\$ 139	\$ 156	\$ 331	\$ 512	\$ -	\$ -
75.	Smart Saver for Non-Residential Customers - Customer Rebate:								
76.	Revenues	(1)	\$	2,239	\$ 2,824	\$ 5,949	\$ 9,259	\$ 1,788	\$ 1,001
77.	Program costs	(1)	\$	3,192	\$ 3,442	\$ 6,853	\$ 10,181	\$ -	\$ -
78.	Net lost revenues	(2)	\$	295	\$ 835	\$ 1,383	\$ 2,137	\$ 1,788	\$ 1,001
79.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(1,248)	(1,253)	(2,287)	(3,058)	-	-
80.	Split cash inflows and PV of cash outflows, with MIRR	(3) 4.6%	\$ (19,108)	\$ 1,944	\$ 2,189	\$ 4,586	\$ 7,123	\$ -	\$ -
81.	Power Share:								
82.	Revenues	(1)	\$	3,228	\$ 8,558	\$ 13,416	\$ 13,752	\$ -	\$ -
83.	Program costs	(1)	\$	3,307	\$ 7,288	\$ 11,037	\$ 11,025	\$ -	\$ -
84.	Net lost revenues	(2)	\$	-	\$ -	\$ -	\$ -	\$ -	\$ -
85.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)			(79)	1,270	2,380	2,727	-	-
86.	Split cash inflows and PV of cash outflows, with MIRR	(3) 12.2%	\$ (26,551)	\$ 3,228	\$ 8,558	\$ 13,416	\$ 13,752	\$ -	\$ -

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NET LOST REVENUES TREATED AS REDUCTION IN CASH INFLOWS
N.C RETAIL LEVEL
(000s Omitted from Dollar Amounts)

Line No.	Program / Cash Item	MIRR (a)	Present Value of Cash Outflows						
			Cash Flows per Settlement Year						
			1 (c)	2 (d)	3 (e)	4 (f)	5 (g)	6 (h)	
97.	Total Non-Residential Programs:								
98.	Revenues	[1]	\$ 11,220	\$ 18,859	\$ 35,094	\$ 47,797	\$ 6,800	\$ 3,910	
99.	Program costs	[1]	9,497	14,132	24,941	32,019	-	-	
100.	Net lost revenues	[2]	1,166	2,507	5,153	8,161	6,800	3,910	
101.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		557	2,219	5,000	7,617	-	-	
102.	Split cash inflows and PV of cash outflows, with MIRR	[3] 8.5%	\$ (85,187)	\$ 10,054	\$ 16,352	\$ 29,941	\$ 39,636	\$ -	\$ -
103.	Total Residential and Non-Residential Programs:								
104.	Revenues	[1]	\$ 42,080	\$ 60,049	\$ 98,460	\$ 138,316	\$ 36,566	\$ 22,091	
105.	Revenue credit in year 5 due to cap						(1,956)	-	
106.	Program costs	[1]	24,366	31,583	54,352	78,748	-	-	
107.	Net lost revenues	[2]	8,309	17,810	32,272	45,619	36,566	22,091	
108.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		9,404	10,645	11,836	13,949	(1,956)	-	
109.	Split cash inflows and PV of cash outflows, with MIRR	[3] 8.7%	\$ (152,889)	\$ 33,771	\$ 42,239	\$ 66,168	\$ 62,696	\$ (1,956)	\$ -
110.	Total EE Programs:								
111.	Revenues	[1]	\$ 29,689	\$ 42,088	\$ 75,416	\$ 114,896	\$ 36,566	\$ 22,091	
112.	Program costs	[1]	16,607	19,853	36,863	63,271	-	-	
113.	Net lost revenues	[2]	8,309	17,810	32,272	45,619	36,566	22,091	
114.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		4,773	4,435	4,281	5,806	-	-	
115.	Split cash inflows and PV of cash outflows, with MIRR	[3] 8.3%	\$ (111,412)	\$ 21,380	\$ 24,288	\$ 43,144	\$ 69,077	\$ -	\$ -
116.	Total DSM Programs								
117.	Revenues	[1]	\$ 12,391	\$ 17,951	\$ 23,044	\$ 23,820	\$ -	\$ -	
118.	Program costs	[1]	7,759	11,740	15,489	15,477	-	-	
119.	Net lost revenues	[2]	-	-	-	-	-	-	
120.	Net annual cash flows (Revenues - Program costs - Net Lost Revenues)		4,632	6,211	7,555	8,143	-	-	
121.	Split cash inflows and PV of cash outflows, with MIRR	[3] 19.5%	\$ (41,477)	\$ 12,391	\$ 17,951	\$ 23,044	\$ 23,820	\$ -	\$ -

[1] Revenues and program costs determined per terms of Settlement.

[2] Net lost revenues estimated to impact Company for 36 months, consistent with treatment adopted per Settlement.

[3] (a) Net lost revenues treated as reductions in cash inflow.

(b) MIRR for individual programs calculated using applicable program lives (ranging from 4 to 18 years);

MIRRs for aggregated programs calculated using aggregate program life of 4 years (DSM) and 18 years (EE, Residential, Non-Residential, and Total).