

## Appendix B: Net-to-Gross Ratios

The table below shows program net-to-gross (NTG) assumptions used in each scenario. The reference case ratios were developed using averages from the sources noted below and based upon ICF expert judgment (e.g., a 0.80 default where data was insufficient for the low and high cases).

Sector	Program	NTG Low Case	NTG Refer- ence Case	NTG High Case
Residential	Residential Lighting & Appliances	0.58	0.65	0.71
Residential	Residential Home Audit & Retrofit	0.75	0.83	0.92
Residential	ENERGY STAR Air Conditioning	0.72	0.80	0.88
Residential	Home Energy Use Benchmarking	1.00	1.00	1.00
Residential	Low-Income Weatherization	1.00	1.00	1.00
Residential	Efficient New Homes	0.81	0.90	0.99
Residential	Multifamily	0.86	0.95	1.00
Residential	Water Heating	0.75	0.83	0.92
Residential	Pool Pump	0.75	0.83	0.92
Residential	Solar Hot Water	0.80	0.80	0.80
Residential	Direct Load Control	1.00	1.00	1.00
Residential	Dynamic Pricing	1.00	1.00	1.00
Commercial	Commercial Prescriptive & Custom	0.68	0.76	0.84
Commercial	Small Business Solutions	0.86	0.95	0.95
Commercial	Non-Residential Dynamic Pricing	1.00	1.00	1.00
Commercial	RetroCommissioning	0.83	0.92	0.95
Commercial	Commercial New Construction	0.68	0.76	0.84
Commercial	Data Center	0.72	0.80	0.88
Industrial	Machine Drive	0.60	0.80	0.80
Industrial	Process Heating	0.60	0.80	0.80
Industrial	Process Cooling and Refrigeration	0.60	0.80	0.80
Industrial	Facility HVAC (Electric)	0.60	0.80	0.80
Industrial	Facility Lighting	0.60	0.80	0.80
Industrial	Other Process/Non-Process Use	0.60	0.80	0.80
Industrial	Boilers	0.60	0.80	0.80
Industrial	HVAC (Gas)	0.60	0.80	0.80
Industrial	All End Uses	0.60	0.80	0.80

**Sources:**

Fagan J. (Itron); Messenger, M. (Itron); Rufo, M. (Itron); Lai, P. (CPUC). A Meta-Analysis of Net to Gross Estimates in California. April 2009.

Illinois Stakeholder Advisory Group (ilsag.org). ComEd NTG Recommendations, PY7. February 2014.

Northeast Energy Efficiency Partnerships (NEEP). Regional Energy Efficiency Database (REED). Data acquired by ICF in March 2014.

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