

Measure Description	Annual Energy Savings Per Unit (kWh) ¹	Estimated Useful Life of Measure	Annual Energy Cost Savings Per Unit ²	Gross Cost Per Unit Over Price of Standard Model	Payback Years
BUILDING ENVELOPE					
Cool Roof	0.33	15	\$0.05	\$0.21	4.6
Reflective Window Film	14.31	10	\$1.97	\$3.12	1.6
LIGHTING					
Delamping					
Removal of 2-foot Lamps, Lamp Holders, and Ballasts	159.46	16	\$22.01	\$19.00	0.9
Removal of 8-foot Lamps, Lamp Holders, and Ballasts	393.67	16	\$54.33	\$33.00	0.6
Exit Sign					
Exit Sign-High Efficiency	351.36	16	\$48.49	\$49.96	1
CFLs					
Replacement of Incandescent Lamps with Screw-in CFLs - 14-26 watts	284.04	8	\$39.20	\$26.72	0.7
Screw-in CFLs - >=27 watts	343.84	8	\$47.45	\$43.84	0.9
T8s					
Premium 3-foot T-8 Lamp & Electronic Ballast (from T-12 lamps) (based on 2 lamps)	64.78	16	\$8.94	\$21.00	2.3
High Performance 4-foot T-8 & Electronic Ballast (from T-12) (based on two lamps)	59.80	16	\$8.25	\$4.49	0.5
HID Fixtures					
HID Interior Compact Fixtures (from Incandescent 71-100 watt lamp)	852.13	16	\$117.59	\$287.00	2.4
HID Interior Compact Fixtures (from Mercury Vapor 71-100 watt lamp)	353.81	16	\$48.83	\$287.00	5.9
HID Interior Pulse Start Fixtures (from Incandescent 176-250 watt lamp)	2267.36	16	\$312.90	\$287.00	0.9
HID Interior Pulse Start Fixtures (from Mercury Vapor 176-250 watt lamp)	792.33	16	\$109.34	\$287.00	2.6
Exterior HID Fixtures (from Incandescent 101-175 watts)	1353.00	16	\$186.71	\$144.00	0.8
Exterior HID Fixtures (from Mercury Vapor 101-175 watts)	471.50	16	\$65.07	\$144.00	2.2
Lighting Sensor					
Wall or Ceiling-Mounted Lighting Occupancy Sensor	788.64	8	\$108.83	\$141.00	1.3
OFFICE EQUIPMENT					
Plug Load Sensor	289.58	8	\$39.96	\$20.00	0.5
HVAC					

Unit					
Package Terminal Air Conditioning Unit	161.65	15	\$22.31	\$65.00	2.9
A/C Units 65-135 MBtu/hr (5.4-11.3 tons) Tier 2	109.44	15	\$15.10	\$79.00	5.2
A/C Units 135-240 MBtu/hr (11.3-20 tons) Tier 2	118.37	15	\$16.33	\$79.00	4.8
A/C Units 240-756 MBtu/hr (20-63 tons) Tier 2	130.53	15	\$18.01	\$79.00	4.4
VSD					
VSDs for HVAC Fans 100 hp	753.00	15	\$103.91	\$202.00	1.9
APPLIANCES					
Commercial Horizontal Axis Clothes Washers	21.90	10	*\$12.08	\$168.00	13.9

1 - Based on average climate zone and building type in PG&E service territory and current standard product as b

2 - Based on 13.8 cents/ kWh, PG&E's retail electricity price for medium commercial customers in 2003. Figure

* (Figure only represents electricity costs; with gas or water utility costs factored in, savings would be 2-3x high

Source: PG&E's 2003 Program Filing, EXPRESS EFFIC Activities 2003 PIP WKBK.xls, tab Program Activitie

baseline. For older equipment, annual savings will be greater.
e from CEC, "California Investor-Owned Utilities Retail Electricity Price Outlook 2003-2013, February 11, 2003, p.8.
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