Public Benefits Program Proposal for FY 2013 to 2018

Silicon Valley Power

City of Santa Clara

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The City is required to collect and spend 2.85% of its electric sales revenues on cost effective energy efficiency, new renewable generation, low-income energy programs, and new electric technologies research and development. Assembly Bill 2021 (AB 2021), which passed in 2006, required the City Council to adopt energy efficiency goals for the next ten years and to report its energy efficiency savings to the California Energy Commission (CEC). Based on a feasibility study performed by Rocky Mountain Institute (RMI), goals were adopted by the City Council in June 2007. These goals are updated through a potential study every three years. The most recent study was conducted by Navigant Consulting in 2012 and the goals were adopted by City Council in 2013 at the following rate:

Cumulative Savings	Utility Specified Feasible Goal in MWh
2013-2014	24,076
2014-2015	24,387
2015-2016	23,079
2016-2017	22,848
2017-2018	22,407
2018-2019	21,274
2019-2020	20,961
2020-2021	20,174
2021-2022	18,923
2022-2023	18,282

Goals & Objectives

1. Implement cost-effective energy efficiency programs to lower energy use. The cost to implement energy efficiency programs should be lower than the capital cost to build new generation and benefits of the total programs should exceed costs under the Total Resource Cost (TRC) test under the methodology reviewed and approved by the Northern California Public Agency (NCPA) Public Benefits Committee, of which Silicon Valley Power's PBC program manager is a member.

2. Provide the PBC programs in a manner that creates value to the community and meets all applicable legal requirements.

3. Assist Divisions and City Departments in achieving optimal energy efficiency at City facilities and assist in implementing new energy related technologies for the benefit of the City and community.

4. Implement programs to support renewable power generation that increase resource diversity and minimize adverse environmental impacts from electric generation and operation of the electric system.

5. Support emerging technologies to speed up market acceptance therefore, allowing energy efficiency services and products to compete in the open market.

6. Assist low-income residents in helping them to pay their electric bills and in installing energy efficient appliances and other measures.

7. Determine the best energy programs to offer Santa Clara customers by collecting input from community organizations, businesses and other City departments.

Program Summaries

Proposed New and Modified Programs for FY 2013 to 2018

- *LED Lighting Rebate* – We will reduce the rebate amount from $15 to $10 per bulb for residential LED rebates due to the decline in costs of LED bulbs.
- *Commercial Lighting Rebates* – For all lighting retrofits, we will implement a lighting rebate calculator that will determine the rebate amount based on energy savings exceeding Title 24. This will be available online so that customers and contractors can easily enter information about the project, facility, and operating hours in order to determine the amount of the rebate.
- *Commercial Uninterruptible Power Supply (UPS) Rebate Program* – The rebate amounts will be adjusted from a flat $70 per horsepower to a sliding scale of $20-$70 per horsepower, depending on the size of the UPS. The adjustment is based in lower costs for Energy Star UPS, resulting in a need for a lower rebate in order to incentivize only the marginal additional cost of installing a more efficient UPS.
- *Data Center Efficiency Program* – This program targets data centers with IT server load greater than 350 kW or cooling load greater than 100 tons. The results of our FY 2012-2013 program Evaluation, Measurement & Verification Study shows that data centers are not achieving the energy savings anticipated during the first year in which the project is implemented due to lack of load in the facilities. Energy savings are anticipated to increase as the space is leased out, but SVP has been incentivizing and claiming these energy savings in the first year. In order to resolve this issue and pay for the savings when they are achieved, SVP will move the program to a performance incentive, where the customer will receive five annual payments based on actual measured energy savings, with the first payment made three months after project completion. The incentive payment will be $0.03 per kWh in energy savings.
- *LEED Rebate*: This rebate provides reimbursement to businesses for the cost of registering their LEED building project with the U.S. Green Building Council. Upon completion, if they meet the requirements to obtain LEED certification and achieve the energy requirements, SVP pays a rebate based on the square footage of the facility and the level of certification achieved. The overall incentive levels will decline by 20% for the upcoming program year, as LEED is becoming more commonly implemented and less incentive is needed in order to encourage customers to pursue LEED certification.
- *Advanced Lighting Rebate Program:* The program will provide a $0.20/kWh rebate for advanced lighting controls projects that have such capabilities as real time monitoring and control via remote access and automatic dimming based on occupancy and/or daylighting control strategies, and where the system reduces lighting energy consumption by at least 50%.
- *Apartment Lighting Rebate Program*: This is planned as a one-year initiative to retrofit common area and exterior lighting at apartment complexes of ten or more units throughout Santa Clara. The initiative may be extended to a second year, if there is sufficient market potential remaining. Prescriptive rebates will be offered for specified

light fixture types, which are most commonly found at apartment complexes. All eligible fixtures must be retrofitted at one time to ensure cost effectiveness of the package of measures, rather than piecemeal measures. Rebate levels are set based on the lighting calculator (dependent on wattage and number of hours of operation), as well as the Small Business Efficiency Services bonus incentive.

- *Residential Heat Pump Clothes Dryer Rebate Program:* Electric heat pump clothes dryers have been available oversees for a number of years and are widely adopted in Europe, but have yet to become available in the united States. However, the first models are anticipated in late 2013 or early 2014 and promise significant energy savings over conventional electric clothes dryers and the Energy Star Emerging Technology Award requirements. Therefore, SVP will offer a $300 rebate for electric heat pump clothes dryers once they are available on the market.
- *Residential Energy Star Emerging Technology Award Dryer Rebate Program:* The first electric dryer to meet the Energy Star Emerging Technology Award requirements is now available at major retail outlets and saves an estimated 30% of energy over a conventional clothes dryer. Additional models are anticipated to be available in the near future. SVP will offer a $100 rebate to encourage customers to purchase the most efficient model(s) that meet the Energy Star Emerging Technology Award requirements.
- *Financial Rate Assistance Program (FRAP)* – This program provides a 25% discount on the electric portion of utility bills for income-qualified residential customers. In the past 4 years, we have seen the number of FRAP program participants more than double, which coincides with both the downturn in the economy and the elimination of 100% income verification for program participants. When the State stopped contracting to provide the verification service, no other agency was willing to take over and we are only able to allocate enough time to verify approximately 15%. We are now up to 2,397 participants. In analyzing our customer energy consumption, we found that our average resident uses 475kWh/month (excluding those who use 100 kWh/month or less from the analysis). Our FRAP customers average 454 kWh/month. We currently have 229 FRAP customers who average over 800 kWh/month, which is the average consumption for utilities in more extreme climates. Some utilities in such climates have adopted caps to the amount of usage that is eligible for a low income discount, ranging from 800-850 kWh/month, in line with their average customer consumption. We are proposing to implement such a cap as well, which will help to incentivize energy efficiency improvements (free to the customer under separate programs) and behavior modification, resulting in lower utility bills and improved comfort. However, we are proposing a cap of 800 kWh, which is almost twice the average consumption for our customers. All customers currently on FRAP who have a qualifying medical device would be moved to the Medical Rate Assistance Program where there would be no cap to the consumption eligible for a discount. In order to help our FRAP customers lower their utility bills and reduce energy consumption, we will partner with Sacred Heart Community Services, a non-denominational nonprofit that serves Santa Clara County's low income population in a variety of areas, including certain energy efficiency measures. Their funding is from the Federal government and flows through the State, and they have enough funds and staff availability to serve our customers. For those who are not eligible for the Sacred Heart programs, we are proposing to contract for a third party low income direct install program (see below for more information). If adopted, we would begin an extensive

marketing campaign to inform FRAP customers of the upcoming cap and the free assistance available to them. We would have a contract for the direct install program in place by September 1st (RFP will be issued May 8th) so that we can install the measures before the high bill winter season. We propose that the new cap be effective January 1st, giving customers 6 months of advance notice and 4 months to implement the energy efficiency measures and behavior change. This would also allow Municipal Services to make the programming changes in the billing system along with the electric rate increase proposed for January 1. We believe that a combination of the cap and the free assistance will be much more of an incentive to our FRAP customers to make these energy efficiency changes than our current program design. We will also coordinate with Housing & Community Services so that customers who can benefit from their low interest loan program (with payments deferred for 20 years) will be provided assistance for areas not covered under our program or Sacred Heart's programs.

- *Low Income Direct Install Program* – This program would have a first year budget of $200,000 for a direct install program that would include an energy audit, behavior education, and energy efficiency measures at no cost to qualifying customers. In the first year, we would target this program at those customers who average over 800 kWh/month and do not qualify for Sacred Heart's programs. Currently, of the 229 customers with usage above this level, only 69 do not qualify for Sacred Heart's programs. With a budget of $200,000 and an estimated cost of $3,000 per household on average for the SVP direct install program, we could serve all 69 customers in the first year and bring their consumption below 800 kWh. Customers who are income-eligible for the Sacred Heart Community Services energy efficiency programs will be required to utilize those programs first in order to extend the budget of SVP's program.
- *Deep Energy Retrofit Pilot Program* – This pilot would be open to a maximum of three customers who are interested in deep energy retrofits and able to make a commitment to a multi-year effort in reaching an energy savings of at least 30%. Incentives would match the levels offered for the same measures incentivized under SVP's other programs, with a range from $0.02-$0.20 per kWh in first year savings.
- *Neighborhood Solar Program:* Customers pay into a special fund to support the installation of solar electric systems at community buildings. Funds are matched through a portion of the money collected through the Santa Clara Green Power program (also a voluntary participation program) and SVP's Public Benefits Charge. Once there are enough funds to install a PV system, participants in the Neighborhood Solar Program are asked to nominate a non-profit located in the City of Santa Clara. Eligible non-profits are then placed on a ballot and Neighborhood Solar Program participants are asked to vote in order to select the PV system recipient. Previously, the program required that the non-profit own its own building, but due to the fact that there are very few non-profits in Santa Clara who own their own building, other than religious organizations, SVP proposes to expand the program to those non-profits who have five or more years remaining on their lease and is the customer of record on the utility bill. This will open the program up to additional potential recipients, and still maintain the intention that the benefit of the PV system go to a non-profit and not a landlord. Because not all roof space is idea for a PV system, SVP also proposes to allow PV systems on structures located on the property and tied to the electric meter, such as a parking lot shade structure. SVP also proposes to open the program up to installing solar on City facilities, if selected by the Neighborhood Solar Program

participants.

- *Residential & Business Solar Photovoltaic Rebates (PV):* A rebate for installation of solar systems will be continued under the current funding levels for residential and business systems in accordance with Senate Bill 1 (SB1) legislation. Current funding levels are as follows:

Residential Customer %		
3 MW goal	**10%**	
Rebate Program 2007-2017		
Residential Installed Capacity MW	Rebate $/Watt	Rebate Expenditures per Step
0.2	$4.50	$900,000
0.4	$3.75	$750,000
0.6	$3.00	$600,000
0.8	$2.50	$500,000
1.0	$2.00	$400,000
1.2	$1.75	$350,000
1.5	$1.50	$450,000
2.0	$1.25	$625,000
2.5	$1.00	$500,000
3.0	$0.75	$375,000

Commercial/Industrial Customer %		
27 MW goal	**90%**	
Rebate Program 2007-2017		
Commercial Installed Capacity MW	Rebate $/Watt	Rebate Expenditures per Step
2	$3.00	$6,000,000
4	$2.25	$4,500,000
6	$1.50	$3,000,000
8	$1.30	$2,600,000
10	$1.10	$2,200,000
12	$0.90	$1,800,000
15	$0.65	$1,950,000
18	$0.45	$1,350,000
22	$0.35	$1,400,000
27	$0.25	$1,250,000

- Installations over 50 kW receive payment on a performance basis. Previously, performance incentives were paid on installations over 100 kW. This change will align more closely with the threshold utilized by other PV rebate programs in California and allow SVP to manage payments over multiple program budget cycles. Performance incentives are paid in place of the upfront rebate and net

meter revenues that smaller systems receive. These incentives pay the customer based on the measured electricity output in kilowatt-hours of their solar system over a five-year period. Pay under this incentive model is for expected system performance, not simple capacity

Commercial/Industrial Customer %	
27 MW	**90%**
Rebate Program 2007-2017	
Commercial Installed Capacity MW	$ per kWh PBI Incentive Payment
2	$0.40
4	$0.30
6	$0.20
8	$0.17
10	$0.15
12	$0.12
15	$0.09
18	$0.06
22	$0.04
27	$0.03

- Performance based incentive payments are distributed monthly.
- Funding for all PV rebates will come out of the Public Benefit Program up to a total of $500,000 per fiscal year. Any rebate amounts above that level in a fiscal year will come from the utility's revenue.

Programs Ending or On Hold

- *Whole House Fan Rebate:* This program will be discontinued due to lack of energy savings that can be claimed for the installation of a whole house fan in our climate zone, as well as lack of participation from customers. Funds allocated to this program will be redirected to other residential rebate programs.
- *Room Air Conditioner Rebate:* This program will be discontinued due to lack of energy savings that can be claimed for the installation of a residential room air conditioner in our climate zone, as well as lack of participation from customers. The recycling portion of this program will also be discontinued, as there is virtually no secondary market for old room air conditioners, so no energy savings can be claimed for removing them from the electric grid. Funds allocated to this program will be redirected to other residential rebate programs.
- *Solar Attic Fan:* This program will be discontinued due to lack of energy savings that can be claimed for the installation of a solar attic fan in our climate zone, as well as lack of participation from customers in recent years. Funds allocated to this program will be redirected to other residential rebate programs.
- *Low-Income Refrigerator Replacements:* This program will be discontinued, as SVP has reached market saturation in this program and the remaining older refrigerators were built under more strict energy codes, resulting in smaller energy savings from the replacement of the refrigerator. Funds from this program will be redirected to a Low Income Direct

Install Program that will include a variety of energy efficiency measures.

- *Solar Electric Project:* A capital project to install a photovoltaic generation system located in the undeveloped portion of Jenny Strand Park at 250 Howard Drive. This project constructed a location to support the progress of PV technologies developed in Santa Clara and Silicon Valley, as well as provide interconnection and net-metering benefits to Silicon Valley Power's own operations. The initial solar panels have been gifted by MiaSolé. The project was complete in FY12-13.
- *Low Income LED Holiday Light Exchange* – This program will be discontinued and funds will be redirected into the Low Income Direct Install program for measures that will save energy throughout the year.
- *Residential Attic Insulation* – this program will be placed on hold for the time being, as Silicon Valley Power is only able to claim energy savings from homes that have either electric heat or central air conditioning, and these savings are not significant in our climate zone. All other energy savings come from gas furnaces and cannot be claimed by the electric utility. If offered again, the program would be redesigned to require either electric heat or central air-conditioning in order for the home to be eligible for the rebate. At this time, PG&E has also cancelled its attic insulation rebate.

Ongoing Programs

- *Program Measurement and Verification:* We have combined efforts with other NCPA utilities to develop a joint measurement and verification effort and report on the energy savings from all programs. This will provide third party review of our deemed and measured savings in accordance with AB 2021 requirements.
- *Residential Appliance Rebates:* The program encourages residents to purchase and install ENERGY STAR® labeled refrigerators. Customers receive $50 rebates for new refrigerators if they also participate in the refrigerator-recycling program. Under the recycling program, residents receive $35 for working refrigerators.
- *Energy Star Ceiling Fan:* Residents who purchase Energy Star qualified ceiling fans (limit 3 per household) will be able to receive a $35 rebate per ceiling fan. The program will encourage customers ceiling fans to help cool their homes instead of using air conditioning. Installations are verified in order to receive the rebate.
- *ENERGY STAR Residential Heat Pump Electric Water Heater Rebate* – These units became commercially available in the Spring of 2010 and are still considered an emerging technology. Due to the cost differential between a standard electric water heater and the Energy Star heat pump, as well as the fact that SVP wants to encourage adoption of this emerging technology, a rebate of up to $1,000 per household is offered for the purchase of an ENERGY STAR-qualified electric heat pump water heater.
- *Residential In-Home Energy Audits, Education, and Hot Line:* The program encourages residents to become more energy efficient and reduce their energy bills. Staff members visit homes and provide information and energy saving items. Also, the *Solar Explorer* and the SVP information booth will continue to be displayed at several City events, providing education on energy efficiency and solar electric generation systems to residents.
- *Medical Rate Assistance Program:* Customers receive a 25% discount on their electric bill if they qualify due to high electric use for medical reasons. The programs are managed

in-house.

- *Business Energy Audits:* Provides free energy efficiency audits to business customers. Energy & Resource Solutions administers this and other business PBC programs.
- *Business Energy Information:* Management Information and education on energy usage through 15-minute interval meters, Itron's EEM Suite software (to be replaced with Energy Engage when the SVP MeterConnect advanced meters are installed), training, and other sources.
- *Business Rebates:* Encourages businesses to install energy efficient lighting, air conditioners, motion sensors, programmable thermostats, and customized energy-efficiency/peak load reduction installations. The programs are occasionally changed to match statewide programs. Energy & Resource Solutions (ERS), administers all of these except for the washing machine rebates, which are administered by the Santa Clara Valley Water District.
- *Customer Directed Rebate* – This program provides incentives based on actual energy saved for energy efficiency measures that do not fall into SVP's standard business rebate programs.
- *Small Business Efficiency Services Program* – This program is targeted at small business customers, and provides assistance in identifying energy efficiency projects, selecting and managing contractors, and help with filling out rebate application paperwork. The program also provides a 35% incentive for lighting and HVAC rebates, provided that customers to install the lighting measures within 6 months of program enrollment and HVAC measures within 12 months of enrollment in order to receive the additional incentive.
- *Controls Program* – This program is available for projects where at least 80% of the savings come from the control strategies. Incentives are paid on a performance basis with 6 payments made over 5 years at a rate of $0.02/kWh saved annually, capped at 65% of total project cost. The first payment is made upon project completion and each additional annual payment will be subject to commissioning of the controls system and validation of persistent energy savings.
- *Energy Innovator Grant:* The program provides grants to encourage businesses to develop new energy-related technologies.
- *Public Facilities' Energy Efficiency Program:* SVP provides technical assistance and financial incentives for the expansion, remodel, and new construction of City of Santa Clara buildings. Included in this program are higher levels of rebates for qualifying equipment and energy management assistance.
- *City Revolving Energy Efficiency Loan Program* – Established a revolving loan fund for qualifying energy efficiency measures at City owned and occupied facilities. Funds will be repaid on utility bills through the energy savings achieved by the project. Total available funding would be $250,000, but individual projects are capped at a lower level in order to ensure multiple projects could be implemented. Project paybacks must be under 5 years to qualify.

Third Party Programs for Business Customers

As one of the ways to enhance energy savings through the PBC programs and meet our kilowatt hour and kilowatt demand reduction goals, SVP periodically embarks on an RFP process to add

third party energy efficiency programs to its Public Benefit Program offering. The RFP is sent out to over 100 potential providers of third party energy efficiency programs. Of the responses received each cycle, a review team selects responses that are both cost-effective and the most likely to help our customers without overlapping with programs already being provided. Current third party programs include:

- *Data Center Airflow Management Program* – This program is targeted at small data centers under 15,000 square feet that are located within an office building or other type of facility. The program provides technical assistance in identifying and correcting airflow management issues, which make up a significant portion of wasted energy in these facilities.

Past programs have included:

- *Compressed Air Management Program*, which focused on energy efficiency improvements to compressed air systems in commercial and industrial facilities.
- *Keep Your Cool*, which focused on replacement of refrigeration gaskets and use of strip curtains in commercial refrigeration facilities.
- *Express Refrigeration*, which provided control systems and LED lighting for refrigerated cases, as well as ECM motors.
- *Vending Miser Installation Program*, which installed cold beverage machine occupancy sensors on vending machines at commercial and industrial facilities.
- *EnergySmart Program* – This program delivered energy efficiency measures such as refrigeration controls, motors, gaskets, strip curtains and LED lights to customers with commercial refrigeration equipment. The program was designed to provide free energy audits and savings recommendations targeted at refrigeration and provide incentives ranging from $0.06 - $0.18 per kilowatt hour to offset up to 90% of the costs of the equipment. This program rolled up the energy efficiency measures offered under several different refrigeration programs in the past so that they were presented to customers as a package that may be more cost effective than implementing individually.
- *Data Center Optimization Program (DCOP)* - This program targets small data centers less than 10,000 square feet within existing office or other buildings.
- *Enhanced Automation Initiative* – This program promoted investments in enhanced automation and control technologies targeted at HVAC systems controls in facilities over 100,000 square feet or with a demand of at least 500 kilowatts. The program provided free technical assistance to qualifying customers, as well as incentives for energy saved.
- *Sustainable Preschools Program* – This program delivered energy efficiency measures such as lighting, programmable thermostats, HVAC tune ups, LED exit signs, and occupancy sensors to preschools located in the City of Santa Clara. The program was designed to provide technical assistance, contractor management and up to 100% incentives to offset the costs of the equipment.
- *Sustainable Schools Program* – This program expanded on the Sustainable Preschools Program and delivers energy efficiency measures such as lighting, programmable thermostats, HVAC tune ups, LED exit signs, and occupancy sensors to schools located in the City of Santa Clara. The program was designed to provide technical assistance, contractor management and up to 100% incentives to offset the costs of the equipment.
- *Laboratory Energy Management Program* – This program delivers design of energy efficient lab space and custom energy efficiency measures to customers with laboratory space within their facilities. Technical assistance is provided free of charge to the

customer in order to encourage implementation of the energy efficiency measures and rebates are paid based on the actual energy savings achieved.

- *Retrocommissioning:* This program is an innovative cost-effective program to generate substantial energy savings by providing commissioning and retro commissioning services for businesses, commercial buildings, educational facilities, and hotels. The program includes sub-metering and demand responsive strategies. Commissioning services identify measures that improve the energy performance of existing building systems and equipment, often at very low cost. They are typically the most cost-effective method for achieving energy savings. Including program incentives, customer investment typically would have a payback of less than one year.

Budgeted Program Costs for Fiscal Year 2013-2014 (Operating & Capital)

Program	#	kWh Saved	kW Saved	Rebates to Customer	Total Budgeted
REVENUE					
PBC Charges					**$9,161,048.00**
Transfer From Unallocated PBC Funds from Prior Fiscal Years					**$0.00**
Subtotal Revenue					**$9,161,048.00**
EXPENDITURES					
Energy Efficiency					
Residential					
Audits	200				$50,000.00
Refrigerator Rebate	250	21,750	3.75	$12,500.00	$35,000.00
Ceiling Fan Rebates	150	27,000	25.5	$5,250.00	$15,000.00
Low Income Direct Install Program	65	150,000		$200,000.00	$240,000.00
Refrigerator Recycle	500	973,000	4	$17,500.00	$80,000.00
Heat Pump Water Heaters	20	55,700		$20,000.00	$27,500.00
LED Lighting Rebates	600	30,000		$6,000.00	$31,000.00
LED Lighting Rebates - HOA Exteriors	500	25,000		$5,000.00	$8,000.00
Heat Pump Clothes Dryer Rebate	10	3,000		$3,000.00	$8,000.00
Energy Star Emerging Technology Award Clothes Dryer Rebate	20	2,000		$2,000.00	$7,000.00
Energy Info & Web					$220,000.00
Business					
All Audits	100				$700,000.00
Lighting Rebate	185	4,193,210	489	$450,000.00	$700,000.00
Apartment Lighting Initiative	100	750,000		$200,000.00	$300,000.00
HVAC Rebate	25	500,000	81.54	$200,000.00	$400,000.00
New Cons. Rebate	2	550,000	89.69	$200,000.00	$275,000.00
Food Service	7	334,999	80	$25,000.00	$75,000.00

VFD Rebate	10	1,000,000	50	$100,000.00	$150,000.00
Washer Rebate	75	95,025	54	$7,500.00	$12,500.00
Customer Directed/Data Center Rebates	20	12,000,000	1,200.00	$2,000,000.00	$2,500,000.00
Advanced Lighting Controls	10	1,000,000		$200,000.00	$240,000.00
Building Controls	5	750,000		$15,000.00	$40,000.00
Third Party Energy Efficiency	5	1,250,000	500	$400,000.00	$740,000.00
Energy Innovator Grant	3	1,500,000	100	$500,000.00	$540,000.00
Energy Info & Web		-	-	$ -	$300,000.00
City Programs	5	300,000	40.77	$100,000.00	$125,000.00
City Loan Program	5	400,000	25	$250,000.00	$250,000.00
Renewable					
Green Power (most paid by member fees)			-	$ -	$60,000.00
Solar Rebate--Residential	50			$100,000.00	$175,000.00
Solar Rebate--Business	6			$400,000.00	$475,000.00
Low Income					
RAP (discount provided outside PBC funding)	2,400		-		$60,269.00
EM&V					$150,000.00
Community Education				$ -	$175,000.00
Total Expenditures		**25,910,684**	**2,743**	**$5,418,750.00**	**$9,164,269.00**