UNS Electric 2006 Customer Count
Kingman – 34,589
Lake Havasu – 38,939
Santa Cruz – 19,784
Total Customer Count – 93,311

5-Year Average Growth Projections
Kingman – 9%
Lake Havasu – 4.1%
Santa Cruz – 3.2%

*All numbers are estimations
Growth and Development

210,000 units in various phases of development

- Single family dwellings – stick built
- Mobile homes
- Multi-family
- Commercial
<table>
<thead>
<tr>
<th>Developer</th>
<th>Project</th>
<th>Land Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rhodes Homes</td>
<td>Golden Valley South</td>
<td>32,800</td>
</tr>
<tr>
<td></td>
<td>Peacock Highlands</td>
<td>32,000</td>
</tr>
<tr>
<td></td>
<td>Village at White Hills</td>
<td>20,000</td>
</tr>
<tr>
<td></td>
<td>Retreat at Temple Bar</td>
<td>19,000</td>
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<tr>
<td></td>
<td><strong>Total for Rhodes Homes</strong></td>
<td><strong>103,800</strong></td>
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<tr>
<td>Mardian</td>
<td>White Hills Central</td>
<td>14,300</td>
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<tr>
<td></td>
<td>Ranch at Red Lake</td>
<td>5,600</td>
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<tr>
<td></td>
<td>Ranch at Temple Bar</td>
<td>5,200</td>
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<td></td>
<td><strong>Total for Mardian</strong></td>
<td><strong>25,100</strong></td>
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<tr>
<td></td>
<td>Laughlin Ranch</td>
<td>30,000</td>
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<td></td>
<td><strong>Total</strong></td>
<td><strong>158,900</strong></td>
</tr>
</tbody>
</table>
Utility Opportunities and Responsibilities

- Promote energy efficiency in new home construction
- Local Builders vs. Production Builders
- Creative approaches with limited budget
- Revitalize AZ Corporation Commission approved Residential New New Construction Program
- Lay the groundwork for a new homes program that can grow with anticipated funding level increases
Additional Challenges

- Lack of energy code
- Diversity
  - Geographics
  - Climates
  - Culture
- Resources
- Limited budget = limited incentives
Residential New Construction Program

- Market assessment to determine baseline
- Evaluations to include gas savings
- Energy Star vs. homegrown program
- Developed UES Energy Smart Homes
- How much will it cost?
- Benefits to builders
  - Market differentiation
  - Program evolution
UES Energy Smart Homes

- Key Elements
  - 14 SEER
  - Low-e windows
    - U-Value ≤0.50
    - SHGC ≤ 0.40
  - R-17, R-30
  - R-6 Duct
  - 7% Duct Leakage

- Savings
  - Kingman – 2555 kWh, 1.65 kW
  - Lake Havasu – 3323 kWh, 1.61 kW
Creative Approaches with Developers

- Reduction in infrastructure costs
- Language in CCR’s
Thank You!

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