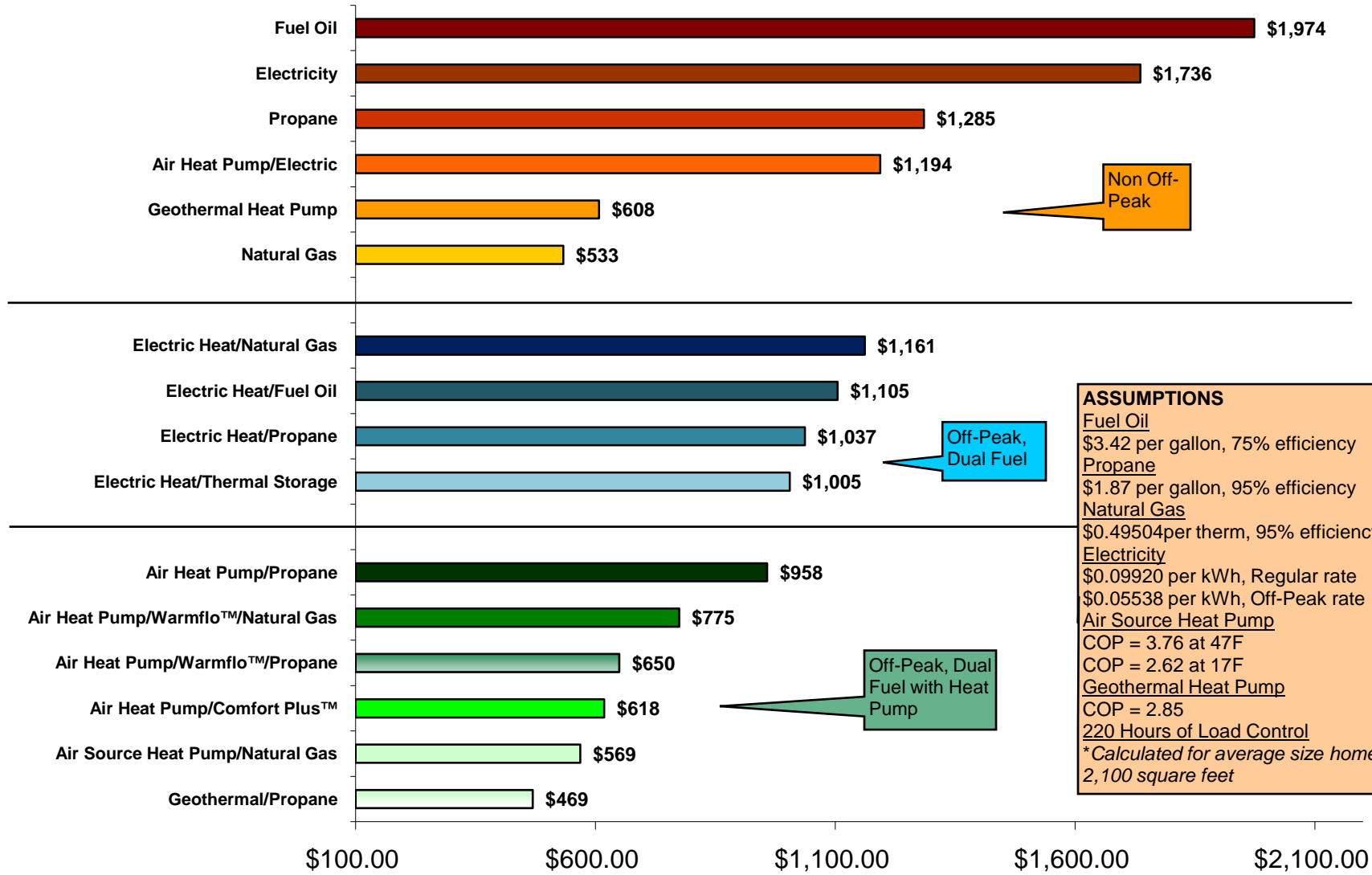


Annual Heating Cost Estimate

With Various Heat Sources
Average Size Home - February 2012



ASSUMPTIONS

Fuel Oil
\$3.42 per gallon, 75% efficiency

Propane
\$1.87 per gallon, 95% efficiency

Natural Gas
\$0.49504 per therm, 95% efficiency

Electricity
\$0.09920 per kWh, Regular rate
\$0.05538 per kWh, Off-Peak rate

Air Source Heat Pump
COP = 3.76 at 47F
COP = 2.62 at 17F

Geothermal Heat Pump
COP = 2.85

220 Hours of Load Control
*Calculated for average size home of 2,100 square feet