

**OPA Province-Wide Business Program Comparison Table for THESL OEB Hearing**

27-Apr-11

	<b>THESL Business Outreach and Education Program</b>	<b>THESL Greening Greater Toronto, Commercial Building Energy Initiative</b>	<b>OPA Tier One Business Programs*</b>
<b>Objective</b>	Improve customer knowledge to encourage and enhance energy efficiency initiatives	Improve energy efficiency dialogue between landlords of large office buildings and their tenants	Recruiting participants in CDM programs
<b>Characterizing Feature</b>	Not performance based	Voluntary membership with collective goals	Project application/submission focused
<b>Eligibility / Target Market</b>	All business customers	Large office building landlords and tenants	Key account focused
<b>Relative Educational Potential</b>	Inclusive of a wider participant base Holistic, enabling knowledge	Focused on office building solutions	Project transaction based
<b>Incentive</b>	None	None	Project incentives based on savings
<b>Limitations</b>	Does not provide a direct link to CDM targets, which the basis of PAB funding	Non binding voluntary energy reduction commitments	Sales efforts are performance driven

\*Summarizes the following programs:  
Retrofit; HPNC; Demand Response (DR1, DR3); Process & Systems