

# **Quarterly Report to the Pennsylvania Public Utility Commission**

**For the Period  
March 1, 2016 through May 31, 2016  
Program Year 7, Quarter 4**

For Pennsylvania Act 129 of 2008  
Energy Efficiency and Conservation Plan

Prepared by Pennsylvania Electric Company and ADM Associates, Inc.

For

Pennsylvania Electric Company

Docket No. M-2012-2334392

July 15, 2016

## Table of Contents

|   |           |
|---|-----------|
| <b>TABLE OF CONTENTS</b> .....                      | <b>I</b>  |
| <b>ACRONYMS</b> .....                               | <b>II</b> |
| <b>1 OVERVIEW OF PORTFOLIO</b> .....                | <b>4</b>  |
| 1.1 SUMMARY OF ACHIEVEMENTS .....                   | 5         |
| 1.2 PROGRAM UPDATES AND FINDINGS.....               | 7         |
| 1.3 EVALUATION UPDATES AND FINDINGS.....            | 12        |
| <b>2 SUMMARY OF ENERGY IMPACTS BY PROGRAM</b> ..... | <b>13</b> |
| <b>3 SUMMARY OF DEMAND IMPACTS BY PROGRAM</b> ..... | <b>15</b> |
| <b>4 SUMMARY OF FINANCES</b> .....                  | <b>17</b> |
| 4.1 PORTFOLIO LEVEL EXPENDITURES .....              | 17        |
| 4.2 PROGRAM LEVEL EXPENDITURES .....                | 18        |

## Acronyms

|               |   |
|---------------|---|
| C&I           | Commercial and Industrial   |
| CATI          | Computer-Aided Telephone Interview  |
| CFL           | Compact Fluorescent Lamp  |
| Phase II      | Cumulative Program/Portfolio Phase II Inception to Date (Phase II Savings)  |
| Phase II-CO   | Cumulative Program/Portfolio Phase II Inception to Date including Carry Over Savings from Phase I                                       |
| Phase II-Q    | Phase II verified gross savings from the beginning of Phase II + PYTD reported gross savings.   |
| Phase II-Q-CO | Phase II verified gross savings from the beginning of Phase II + verified Carry Over Savings from Phase I + PYTD reported gross savings |
|               |   |
| CSP           | Curtailed Service Provider  |
| CVR           | Conservation Voltage Reduction  |
| CVRf          | Conservation Voltage Reduction factor   |
| DLC           | Direct Load Control   |
| DR            | Demand Response   |
| EDC           | Electric Distribution Company   |
| EE&C          | Energy Efficiency and Conservation  |
| EM&V          | Evaluation, Measurement, and Verification   |
| GNI           | Government, Non-Profit, Institutional   |
| HVAC          | Heating, Ventilating, and Air Conditioning  |
| ICSP          | Implementation Conservation Service Provider  |
| IQ            | Incremental Quarter   |
| kW            | Kilowatt  |
| kWh           | Kilowatt-hour   |
| LED           | Light Emitting Diode  |
| LEEP          | Low-Income Energy Efficiency Program  |
| LIURP         | Low-Income Usage Reduction Program  |
| M&V           | Measurement and Verification  |
| MW            | Megawatt  |
| MWh           | Megawatt-hour   |
| NTG           | Net-to-Gross  |
| PA PUC        | Pennsylvania Public Utility Commission  |
| PY5           | Program Year 2013, from June 1, 2013 to May 31, 2014  |
| PY6           | Program Year 2014, from June 1, 2014 to May 31, 2015  |
| PY7           | Program Year 2015, from June 1, 2015 to May 31, 2016  |

|        |  |
|--------|--|
| PY8    | Program Year 2016, from June 1, 2016 to May 31, 2017 |
| PYX QX | Program Year X, Quarter X                            |
| PYTD   | Program Year to Date                                 |
| SEER   | Seasonal Energy Efficiency Rating                    |
| SWE    | Statewide Evaluator                                  |
| TRC    | Total Resource Cost                                  |
| TRM    | Technical Reference Manual                           |

## **1 Overview of Portfolio**

Pennsylvania Act 129 of 2008 signed on October 15, 2008, mandated energy savings and demand reduction goals for the largest electric distribution companies (EDCs) in Pennsylvania for Phase I (2008 through 2013). In 2009, each EDC submitted energy efficiency and conservation (EE&C) plans—which were approved by the Pennsylvania Public Utility Commission (PUC)—pursuant to these goals. The PUC established energy savings and demand reduction goals for Phase II (June 2013 through May 2016) of the Act 129 programs. Each EDC filed new EE&C plans with the PA PUC in late 2012 for Phase II. These plans were subsequently approved by the PUC in early 2013.

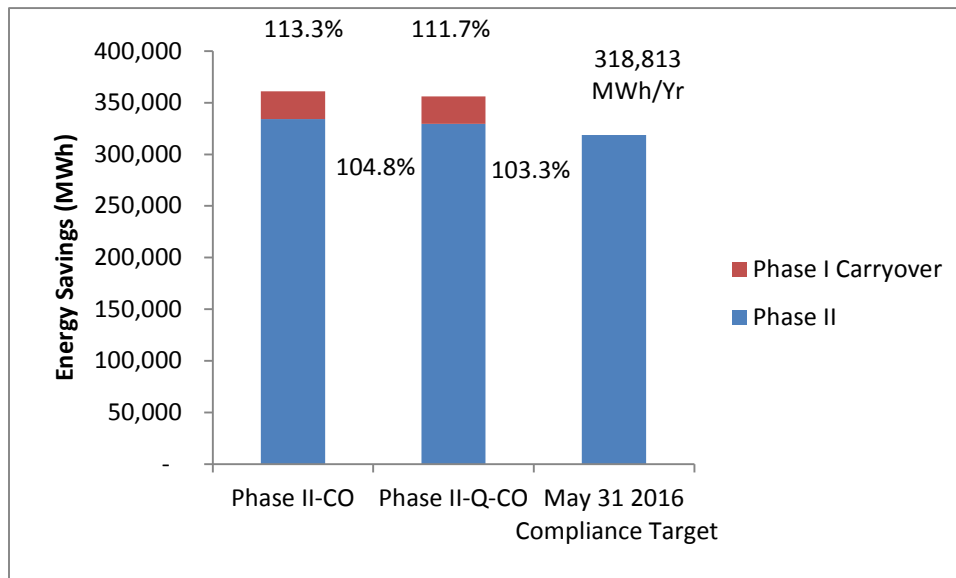
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for Pennsylvania Electric Company (Penelec or Company) in the 4th quarter of Program Year 7 (PY7), defined as March 1, 2016 through May 31, 2016, as well as the cumulative accomplishments of the programs since inception of Phase II. This report also includes the energy savings carried over from Phase I that will be applied towards the Company's savings compliance targets for Phase II. The Phase I carryover values as listed in this quarterly report are based on the Company's Final Phase I report to the Commission.

The Company's EM&V contractor, ADM Associates, is evaluating the programs, which includes measurement and verification of program savings.

## 1.1 Summary of Achievements

Penelec has achieved 104.8 percent of the May 31, 2016 energy savings compliance target, based on cumulative program inception to date (Phase II) reported gross energy savings<sup>1</sup>, and 111.7 percent of the energy savings compliance target, based on Phase II-Q-CO<sup>2</sup> (or Phase II-CO until verified savings are available for PY7) gross energy savings achieved through PY7Q4, as shown in Figure 1-1. (Phase II-Q)<sup>3</sup> is also shown in Figure 1-1.

**Figure 1-1: Cumulative Portfolio Phase 2 Inception to Date (Phase II) Energy Impacts**

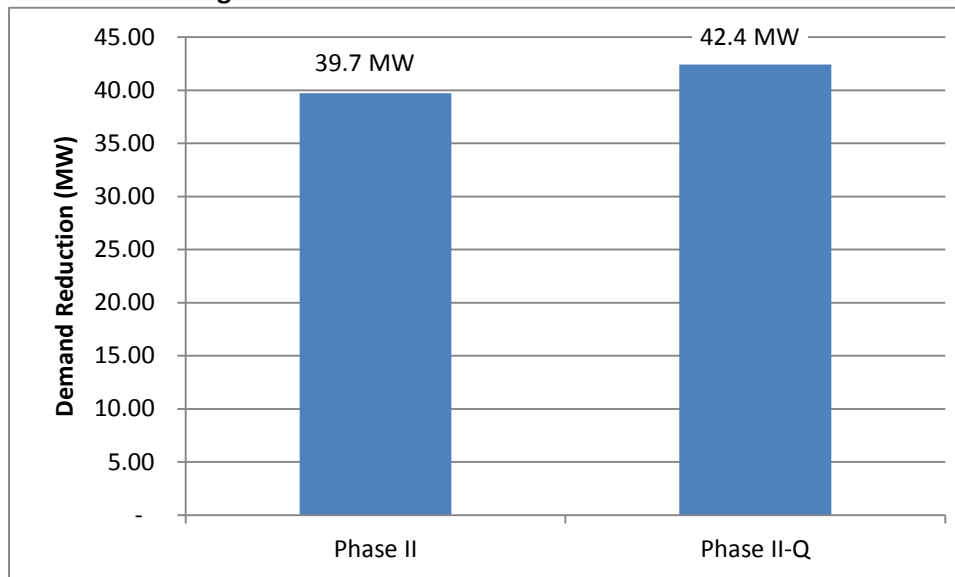


<sup>1</sup> Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

<sup>2</sup> Phase II-Q-CO Gross Savings = Phase II verified gross savings from the beginning of Phase II including verified Carry Over Savings from Phase I + PYTD reported gross savings. The carryover portion of the Phase II-Q-CO Gross Savings listed herein is based on verified impacts reported in the Company's Final Phase I report to the Commission.

<sup>3</sup> Phase II-Q Gross Savings = CPITD Verified Gross Savings from the beginning of Phase II + PYTD Reported Gross Savings. This excludes Phase I carry over savings. All savings reported as Phase II-Q gross savings are computed this way. Phase II Verified Gross Savings will be reported in the annual report. For the first quarter of each program year, the Company reports Phase II-Q Gross Savings as Phase II Savings as verified savings will not be reported until November 15.

**Figure 1-2: Phase II Portfolio Demand Reduction**



Penelec has achieved 42.4 MW of demand reduction through PY7Q4<sup>4</sup>.

There are six broad groups of measures available to the low-income sector at no cost to the customer, compared to a total of 40 broad measure categories included in the Company’s EE&C Plan. These groups of measures offered to the low-income sector therefore comprise 15.0% of the total measures offered. As required by the Phase II goal, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total electricity consumption in the Penelec territory which is 10.2%.<sup>5</sup> The Phase II reported gross energy savings achieved in the low-income sector is 49,300 MWh/yr<sup>6</sup>; this is 14.7% percent of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

Penelec has also achieved 97.1% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and

---

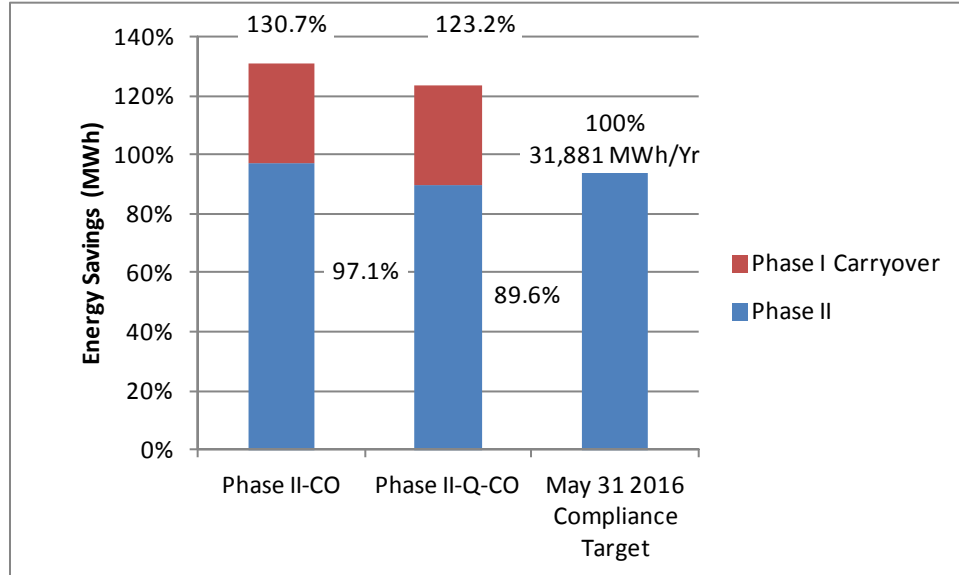
<sup>4</sup> There is no compliance target for demand reduction in Phase II.

<sup>5</sup> Act 129 includes a provision requiring electric distribution companies to offer a number of energy efficiency measures to low-income households that are “proportionate to those households’ share of the total energy usage in the service territory.” 66 Pa.C.S. §2806.1(b)(i)(G). The Company’s Act 129 EE&C Plan includes hundreds of distinct measures that are consolidated into 128 archetypal measures and 40 broad measure categories. For low-income reporting purposes, six of these 40 broad measure categories are offered at no cost to the Company’s low-income residential customers.

<sup>6</sup> These estimates are extrapolated from official PY5 & PY6 verified results, which were calculated through participant surveys.

123.2% of the target based on Phase II-Q-CO (or Phase II-CO until verified savings are available for PY7) gross energy savings achieved through PY7Q4, as shown in Figure 1-3.

**Figure 1-3: Government, Nonprofit, and Institutional Sectors**



## 1.2 Program Updates and Findings

- **Appliance Turn-in:**

On November 23, 2015, JACO Environmental unexpectedly ceased appliance recycling operations. KEY Recycling was contracted to pick up appliances that customers had scheduled to be picked up with JACO prior to the closure. They picked up and recycled appliances from 109 customers during PY7Q4 and rebates were paid to these customers.

- **Energy Efficient Products:**

Program continues to track ahead of goal primarily due to POS lighting and the consumer electronics program.

- **Home Performance:**

**New Construction:** During the quarter, 12 homes were completed under the program. We continued to promote and recruit program participants with a focus in the Penelec territory.

**Online Audit:** Penelec continues to send Energy Conservation Kits to customers as a result of completing an Online Audit. During PY7Q4, over 800 kits were delivered to Penelec customers.

**Comprehensive Audit:** The Company continues to market the program to customers. Bi-monthly program webinars are also hosted with contractors to go over best practices and program updates.



**Behavior Modification:** Approximately 250,000 customers across Penelec’s service territory receive Home Energy Reports. These reports show a customer’s energy usage, highlight PA Act 129 approved programs, and provide tips to help save energy.

**Opt-in Kits:** During PY7Q4 over 1,400 Opt-In Kits were delivered to customers in Penelec upon enrollment into the program.

**Schools Education and Kits:** Final performances of the “Energized Guyz” for Phase II were completed in November 2014 and requested kits were shipped through January 2015. Over 13,900 students participated in the School Education program from inception to date.

- **Low Income/WARM:**

Held a WARM Advisory Panel meeting in March that included a state quality control inspection standard work specification subcommittee update, mobile home procedure/priority list subcommittee approval, final approval of the Barriers to Installation procedure, and ductless mini-splits.

Worked with the Dollar Energy Fund to create a process aimed at increasing applications for WARM Programs.

Met with Garrison Hughes Advertising in May and received their proposal for marketing the WARM Programs. The EC group is finalizing plans and aspires to begin the campaign in August 2016.

Worked with the Housing Alliance of Pennsylvania to add FirstEnergy’s WARM Program information and website link to their website.

- **Low Income/WARM Extra Measures/WARM Plus:**

Three heat pump water heater installations were completed in the Penelec area during PY7Q4.

Program Managers reviewed numerous contractor bid proposals that resulted from the January Requests for Proposals (RFP) process, awarded implementation contracts, and trained new contractors.

APPRISE Inc. provided WARM Plus and Extra Measures Program recommendations, and EC staff will implement as appropriate.

- **Low Income/Multi-Family:**

Program Managers reviewed numerous contractor bid proposals that resulted from the January Requests for Proposals (RFP) process, awarded implementation contracts, and trained new contractors.

- **C/I Small Energy Efficient Equipment:**

Penelec received and processed applications under Phase II for this program. This quarter, the Company continued with the mailing of two communications that were initiated in the last quarter as follows:

- 1) The End of Phase II Communication
- 2) Farewell to T12 Fluorescent Lighting

These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website
- ii. Customers and Program Allies received these communications via an e-campaign

Main focus for the ICSP in this quarter:

- i. Process new applications received in this quarter via the Company's On-line Portal;
- ii. Close out open projects;
- iii. Work with customers and program allies to collect project documents;
- iv. Conduct site inspections;
- v. Work with the Company's evaluation contractor to analyze data and finalize savings on Custom projects.

The ICSP focused its outreach activities to bring in harvestable projects through traditional marketing channels plus direct one-on-one outreach by the program staff.

- **C/I Small Energy Efficient Buildings:**

Penelec has shipped out 860 kits to customers in this program. This quarter, the Company continued with the mailing of "End of Phase II Communication" that was initiated in the last quarter; this communication was targeted at both, customers and program allies:

- i. Company posted this communication on the program website;
- ii. Customers and Program Allies received this communication via an e-campaign

Main focus for the ICSP in this quarter:

- i. Process new applications received in this quarter via the Company's On-line Portal
- ii. Close out open projects
- iii. Work with customers and program allies to collect project documents
- iv. Conduct site inspections
- v. Work with the Company's evaluation contractor to analyze data and finalize savings on Custom projects

The ICSP focused its outreach activities to bring in harvestable projects through traditional marketing channels plus direct one-on-one outreach by the program staff.

- **C/I Large Energy Efficient Equipment:**

Penelec received and processed applications under Phase II in this program. This quarter, the Company continued with the mailing of two communications that were initiated in the last quarter as follows:

- 1) The End of Phase II Communication
- 2) Farewell to T12 Fluorescent Lighting

These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website
- ii. Customers and Program Allies received these communications via an e-campaign

The Company also utilized Customer Support Account Managers and Area Managers to get both communications out to assigned accounts.

Main focus for the ICSP in this quarter:

- i. Process new applications received in this quarter via the Company's On-line Portal
- ii. Close out open projects
- iii. Work with customers and program allies to collect project documents
- iv. Conduct site inspections
- v. Work with the Company's evaluation contractor to analyze data and finalize savings on large Custom projects

The ICSP focused its outreach activities to bring in harvestable projects through traditional marketing channels plus direct one-on-one outreach by the program staff.

- **C/I Large Energy Efficient Buildings:**

Penelec did not ship out any kits to customers in this program. Also, in this quarter, the Company continued with the mailing of "End of Phase II Communication" that was initiated in the last quarter; this communication is targeted at both, customers and program allies:

- i. Company posted this communication on the program website
- ii. Customers and Program Allies received this communication via an e-campaign

The Company also utilized Customer Support Account Managers and Area Managers to get this communication out to assigned accounts.

Main focus for the ICSP in this quarter:

- i. Process new applications received in this quarter via the Company's On-line Portal
- ii. Close out open projects
- iii. Work with customers and program allies to collect project documents
- iv. Conduct site inspection
- v. Work with the Company's evaluation contractor to analyze data and finalize savings on large Custom projects

The ICSP focused its outreach activities to bring in harvestable projects through traditional marketing channels plus direct one-on-one outreach by the program staff.

**Government and Institutional:**

Penelec received and processed applications under Phase II for this program. This quarter, the Company continued with the mailing of two communications that were initiated in the last quarter as follows:

- 1) The End of Phase II Communication
- 2) Farewell to T12 Fluorescent Lighting

These communications are targeted at both, customers and program allies:

- i. Company posted both communications on the program website
- ii. Customers and Program Allies received these communications via an e-campaign

The Company also utilized Customer Support Account Managers and Area Managers to get these communications out to GNI customers.

Main focus for the ICSP in this quarter:

- i. Process new applications received in this quarter via the Company's On-line Portal  
Close out open projects
- ii. Work with customers and program allies to collect project documents
- iii. Conduct site inspection
- iv. Work with the Company's evaluation contractor to analyze data and finalize savings on large Custom projects

The ICSP focused its outreach activities to bring in harvestable projects through traditional marketing channels plus direct one-on-one outreach by the program staff.

### **1.3 Evaluation Updates and Findings**

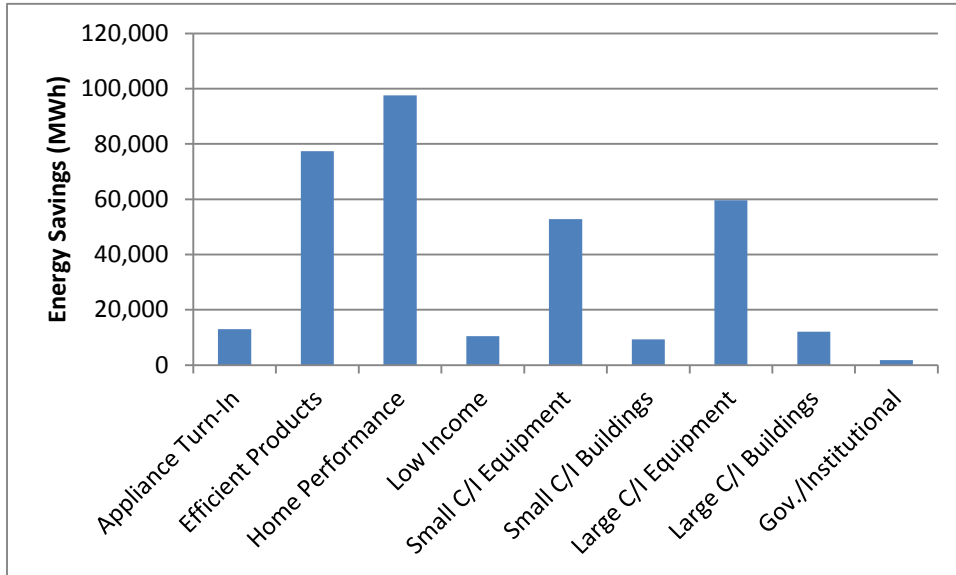
- **Appliance Turn-in**
- **Energy Efficient Products**
- **Home Performance**
- **Low Income / WARM**
- **C/I Small Energy Efficient Equipment**
- **C/I Small Energy Efficient Buildings**
- **C/I Large Energy Efficient Equipment**
- **C/I Large Energy Efficient Buildings**
- **Government & Institutional**

ADM has communicated to the Company's implementation staff the data collection requirements and calculation procedures outlined in the 2015 PA TRM for measures offered under each program. Nonresidential lighting projects with ex ante savings above 800 MWh and other nonresidential projects with ex ante savings above 400 MWh are sampled with certainty and evaluated on an ongoing basis by ADM. Nonresidential lighting projects with ex ante savings above 500 MWh and other nonresidential projects with ex ante savings above 250 MWh are reviewed for evaluability on an ongoing basis by ADM, and data acquisition requirements for these projects are communicated to the ICSP. ADM has pulled samples for all programs and has conducted on-site verifications for C/I programs and surveys for online programs.

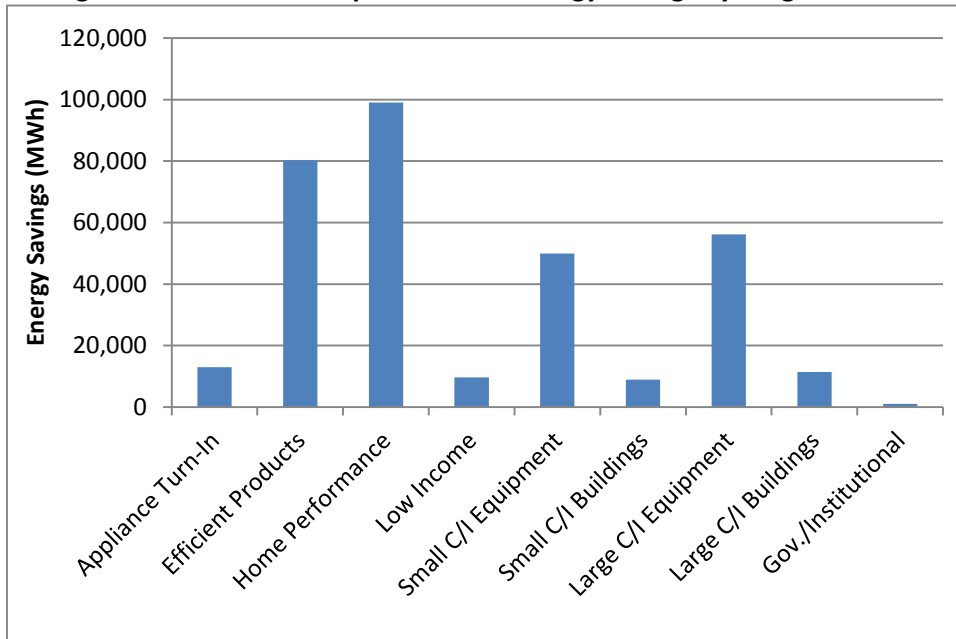
## 2 Summary of Energy Impacts by Program

A summary of the reported energy savings by program is presented in Figure 2-1 and Figure 2-2.

**Figure 2-1: Phase II Reported Gross Energy Savings by Program**



**Figure 2-2: Phase II-Q Reported Gross Energy Savings by Program**



A summary of energy impacts by program through PY7Q4 is presented in Table 2-1.

**Table 2-1: EDC Reported Participation and Gross Energy Savings by Program (MWh/Year)**

| Program                                      | Participants |         |          | Reported Gross Impact<br>(MWh/Year) |         |          |                             |
|--|--------------|---------|----------|-------------------------------------|---------|----------|-----------------------------|
|  | IQ           | PYTD    | Phase II | IQ                                  | PYTD    | Phase II | Phase II-<br>Q <sup>7</sup> |
| Appliance Turn-In                            | 70           | 3,494   | 15,165   | 131                                 | 3,990   | 13,062   | 12,966                      |
| Energy Efficient Products                    | 71,524       | 297,330 | 719,513  | 5,633                               | 23,545  | 77,397   | 80,222                      |
| Home Performance                             | 2,363        | 44,440  | 157,059  | 8,232                               | 52,898  | 97,630   | 99,044                      |
| Low Income / WARM                            | 719          | 4,160   | 24,305   | 418                                 | 1,868   | 10,440   | 9,674                       |
| C/I Small Energy Efficient Equipment         | 163          | 634     | 1,503    | 6,441                               | 19,103  | 52,860   | 49,965                      |
| C/I Small Energy Efficient Buildings         | 370          | 3,948   | 9,805    | 800                                 | 3,416   | 9,317    | 8,953                       |
| C/I Large Energy Efficient Equipment         | 40           | 117     | 327      | 7,020                               | 17,584  | 59,664   | 56,162                      |
| C/I Large Energy Efficient Buildings         | 1            | 6       | 73       | 0                                   | 2,572   | 12,103   | 11,411                      |
| Government, & Institutional                  | 1            | 12      | 38       | 13                                  | 289     | 1,789    | 976                         |
| <b>TOTAL PORTFOLIO</b>                       | 75,251       | 354,141 | 927,788  | 28,687                              | 125,264 | 334,262  | 329,373                     |
| Carry Over Savings from Phase I <sup>8</sup> |              |         |          |                                     |         |          | 26,805                      |
| <b>Total Phase II-Q-CO</b>                   |              |         |          |                                     |         |          | 356,178                     |

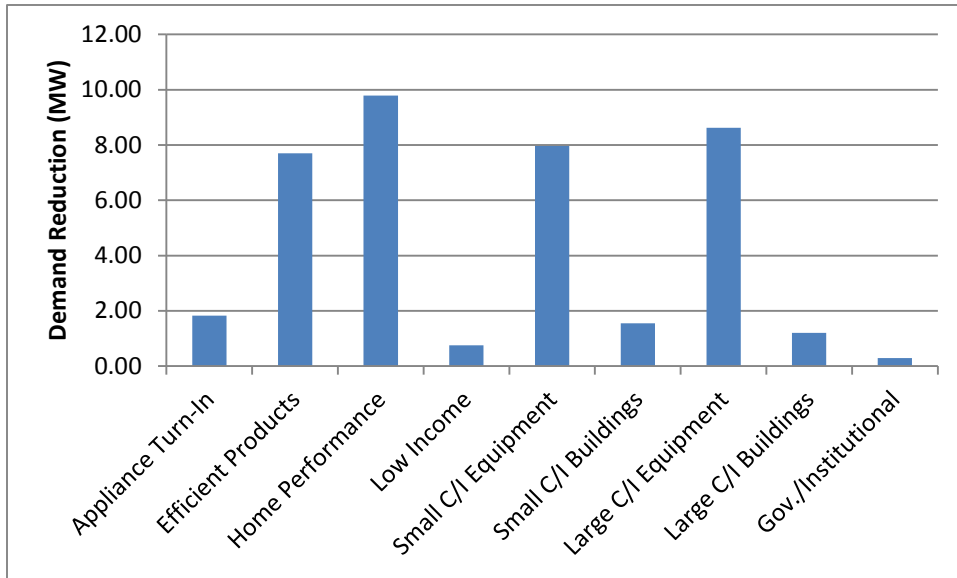
<sup>7</sup> Phase II cumulative savings reflect PY5 and PY6 verified savings and reported savings for PY7.

<sup>8</sup> The Phase I carryover values as listed in this quarterly report are based on verified impacts reported in the Company's Final Phase I report to the Commission all remaining values for all periods are shown ex-ante.

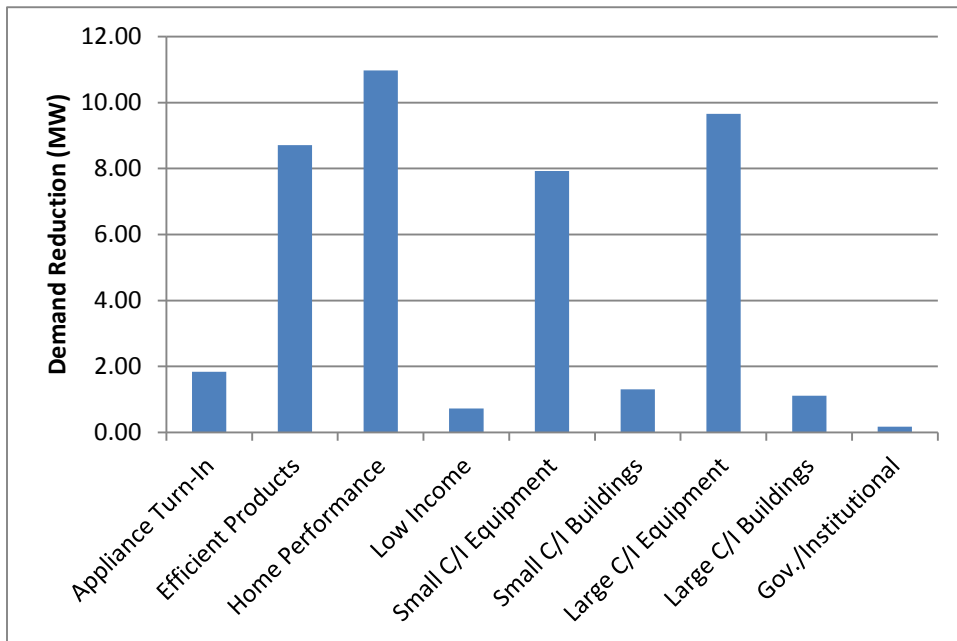
### 3 Summary of Demand Impacts by Program

A summary of the reported demand reduction by program is presented in Figure 3-1 and Figure 3-2.

**Figure 3-1: Phase II Demand Reduction by Program**



**Figure 3-2: Phase II-Q Demand Reduction by Program**





A summary of total demand reduction impacts by program through PY7Q4 is presented in Table 3-1.

**Table 3-1: Participation and Reported Gross Demand Reduction by Program**

| Program                              | Participants |         |          | Reported Gross Impact<br>(MW) |       |          |                         |
|--------------------------------------|--------------|---------|----------|-------------------------------|-------|----------|-------------------------|
|                                      | IQ           | PYTD    | Phase II | IQ                            | PYTD  | Phase II | Phase II-Q <sup>9</sup> |
| Appliance Turn-In                    | 70           | 3,494   | 15,165   | 0.02                          | 0.50  | 1.83     | 1.84                    |
| Energy Efficient Products            | 71,524       | 297,330 | 719,513  | 0.68                          | 3.31  | 7.70     | 8.71                    |
| Home Performance                     | 2,363        | 44,440  | 157,059  | 5.22                          | 6.80  | 9.79     | 10.98                   |
| Low Income / WARM                    | 719          | 4,160   | 24,305   | 0.04                          | 0.18  | 0.76     | 0.73                    |
| C/I Small Energy Efficient Equipment | 163          | 634     | 1,503    | 0.99                          | 2.73  | 7.97     | 7.92                    |
| C/I Small Energy Efficient Buildings | 370          | 3,948   | 9,805    | 0.10                          | 0.56  | 1.55     | 1.31                    |
| C/I Large Energy Efficient Equipment | 40           | 117     | 327      | 1.11                          | 3.38  | 8.63     | 9.66                    |
| C/I Large Energy Efficient Buildings | 1            | 6       | 73       | 0.00                          | 0.20  | 1.21     | 1.11                    |
| Government, & Institutional          | 1            | 12      | 38       | 0.01                          | 0.06  | 0.29     | 0.17                    |
| <b>TOTAL PORTFOLIO</b>               | 75,251       | 354,141 | 927,788  | 8.17                          | 17.71 | 39.71    | 42.42                   |

<sup>9</sup> Phase II cumulative demand impacts reflect PY5 and PY6 verified savings and reported savings for PY7.

## 4 Summary of Finances

### 4.1 Portfolio Level Expenditures

A breakdown of the portfolio finances is presented in Table 4-1.

**Table 4-1: Summary of Portfolio Finances**

|  | Quarter 4<br>(\$000) | PYTD<br>(\$000) | Phase II<br>(\$000) |
|--|----------------------|-----------------|---------------------|
| EDC Incentives to Participants   | \$1,211              | \$6,234         | \$19,488            |
| EDC Incentives to Trade Allies   | \$0                  | \$0             | \$0                 |
| <b>Subtotal EDC Incentive Costs</b>  | <b>\$1,211</b>       | <b>\$6,234</b>  | <b>\$6,234</b>      |
| Design & Development   | \$8                  | \$127           | \$307               |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | \$1,351              | \$6,025         | \$23,659            |
| Marketing  | \$85                 | \$705           | \$2,462             |
| <b>Subtotal EDC Implementation Costs</b>   | <b>\$1,444</b>       | <b>\$6,856</b>  | <b>\$26,427</b>     |
| EDC Evaluation Costs   | \$198                | \$766           | \$1,642             |
| SWE Audit Costs  | \$0                  | \$65            | \$1,022             |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>\$2,852</b>       | <b>\$13,922</b> | <b>\$48,579</b>     |
| <b>Participant Costs<sup>[3]</sup></b>   |                      |                 |                     |
| <b>Total TRC Costs<sup>[4]</sup></b>   |                      |                 |                     |
| <b>NOTES</b>   |                      |                 |                     |
| Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.   |                      |                 |                     |
| Costs shown above include startup expenses prior to June 1, 2013.  |                      |                 |                     |
| Negative values are the result of prior period adjustments in the current quarter and are reflected throughout the program level tables.   |                      |                 |                     |
| <sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance |                      |                 |                     |
| <sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.  |                      |                 |                     |
| <sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.   |                      |                 |                     |
| <sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs   |                      |                 |                     |

## 4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

**Table 4-2: Summary of Program Finances – Res Appliance Turn-In**

|  | Quarter 4<br>(\$1,000) | PYTD<br>(\$1,000) | Phase II<br>(\$1,000) |
|--|------------------------|-------------------|-----------------------|
| EDC Incentives to Participants   | \$5                    | \$244             | \$870                 |
| EDC Incentives to Trade Allies   | \$0                    | \$0               | \$0                   |
| <b>Subtotal EDC Incentive Costs</b>  | <b>\$5</b>             | <b>\$244</b>      | <b>\$870</b>          |
| Design & Development   | \$1                    | \$9               | \$22                  |
| Administration, Management and Technical Assistance <sup>[1]</sup>   | \$16                   | \$317             | \$1,441               |
| Marketing  | \$0                    | \$86              | \$395                 |
| <b>Subtotal EDC Implementation Costs</b>   | <b>\$16</b>            | <b>\$412</b>      | <b>\$1,858</b>        |
| EDC Evaluation Costs   | \$5                    | \$22              | \$46                  |
| SWE Audit Costs  | \$0                    | \$5               | \$72                  |
| <b>Total EDC Costs<sup>[2]</sup></b>   | <b>\$26</b>            | <b>\$682</b>      | <b>\$2,845</b>        |
| <b>Participant Costs<sup>[3]</sup></b>   |                        |                   |                       |
| <b>Total TRC Costs<sup>[4]</sup></b>   |                        |                   |                       |
| <b>NOTES</b>   |                        |                   |                       |
| <i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.</i>  |                        |                   |                       |
| <i>Costs shown above include startup expenses prior to June 1, 2013.</i>   |                        |                   |                       |
| <sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance |                        |                   |                       |
| <sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.  |                        |                   |                       |
| <sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.   |                        |                   |                       |
| <sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs   |                        |                   |                       |

**Table 4-3: Summary of Program Finances – Res Energy Efficient Products**

|  | Quarter 4<br>(\$1,000) | PYTD<br>(\$1,000) | Phase II<br>(\$1,000) |
|--|------------------------|-------------------|-----------------------|
| EDC Incentives to Participants                                     | \$302                  | \$1,334           | \$3,709               |
| EDC Incentives to Trade Allies                                     | \$0                    | \$0               | \$0                   |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$302</b>           | <b>\$1,334</b>    | <b>\$3,709</b>        |
| Design & Development   | \$1                    | \$12              | \$29                  |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$208                  | \$838             | \$2,900               |
| Marketing  | \$5                    | \$82              | \$323                 |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$214</b>           | <b>\$931</b>      | <b>\$3,252</b>        |
| EDC Evaluation Costs   | \$15                   | \$127             | \$249                 |
| SWE Audit Costs  | \$0                    | \$6               | \$98                  |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$531</b>           | <b>\$2,398</b>    | <b>\$7,308</b>        |
| <b>Participant Costs<sup>[3]</sup></b>                             |                        |                   |                       |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                        |                   |                       |

**NOTES**

Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.

Costs shown above include startup expenses prior to June 1, 2013.

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

**Table 4-4: Summary of Program Finances – Res Home Performance**

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$125                          | \$2,197                   | \$7,348                       |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$125</b>                   | <b>\$2,197</b>            | <b>\$7,348</b>                |
| Design & Development   | \$2                            | \$38                      | \$91                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$154                          | \$1,252                   | \$8,034                       |
| Marketing  | \$8                            | \$223                     | \$901                         |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$164</b>                   | <b>\$1,513</b>            | <b>\$9,026</b>                |
| EDC Evaluation Costs   | \$23                           | \$111                     | \$204                         |
| SWE Audit Costs  | \$0                            | \$19                      | \$304                         |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$313</b>                   | <b>\$3,840</b>            | <b>\$16,882</b>               |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**NOTES**

*Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.*

*Costs shown above include startup expenses prior to June 1, 2013.*

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

**Table 4-5: Summary of Program Finances – Res Low Income**

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$0                            | \$0                       | \$0                           |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$0</b>                     | <b>\$0</b>                | <b>\$0</b>                    |
| Design & Development   | \$2                            | \$34                      | \$82                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$552                          | \$1,946                   | \$6,092                       |
| Marketing  | \$0                            | \$1                       | \$18                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$555</b>                   | <b>\$1,982</b>            | <b>\$6,191</b>                |
| EDC Evaluation Costs   | \$27                           | \$101                     | \$262                         |
| SWE Audit Costs  | \$0                            | \$18                      | \$272                         |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$582</b>                   | <b>\$2,101</b>            | <b>\$6,725</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**NOTES**

*Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.*

*Costs shown above include startup expenses prior to June 1, 2013.*

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

<sup>5</sup> Negative values represent accounting adjustments from prior periods.

**Table 4-6: Summary of Program Finances – Small CI Efficient Equipment**

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$347                          | \$1,128                   | \$3,070                       |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$347</b>                   | <b>\$1,128</b>            | <b>\$3,070</b>                |
| Design & Development   | \$1                            | \$16                      | \$38                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$194                          | \$753                     | \$2,276                       |
| Marketing  | \$32                           | \$128                     | \$338                         |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$227</b>                   | <b>\$897</b>              | <b>\$2,652</b>                |
| EDC Evaluation Costs   | \$44                           | \$139                     | \$294                         |
| SWE Audit Costs  | \$0                            | \$8                       | \$127                         |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$618</b>                   | <b>\$2,172</b>            | <b>\$6,143</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**NOTES**

*Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.*

*Costs shown above include startup expenses prior to June 1, 2013.*

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

**Table 4-7: Summary of Program Finances – Small C/I Efficient Buildings**

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$28                           | \$170                     | \$510                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$28</b>                    | <b>\$170</b>              | <b>\$510</b>                  |
| Design & Development   | \$0                            | \$7                       | \$16                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$79                           | \$330                     | \$1,021                       |
| Marketing  | \$17                           | \$90                      | \$238                         |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$96</b>                    | <b>\$427</b>              | <b>\$1,276</b>                |
| EDC Evaluation Costs   | \$4                            | \$13                      | \$35                          |
| SWE Audit Costs  | \$0                            | \$3                       | \$54                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$128</b>                   | <b>\$614</b>              | <b>\$1,875</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**NOTES**

*Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.*

*Costs shown above include startup expenses prior to June 1, 2013.*

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs



**Table 4-8: Summary of Program Finances – Large C/I Efficient Equipment**

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$362                          | \$943                     | \$3,141                       |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$362</b>                   | <b>\$943</b>              | <b>\$3,141</b>                |
| Design & Development   | \$0                            | \$5                       | \$12                          |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$79                           | \$278                     | \$892                         |
| Marketing  | \$10                           | \$41                      | \$109                         |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$90</b>                    | <b>\$323</b>              | <b>\$1,014</b>                |
| EDC Evaluation Costs   | \$74                           | \$232                     | \$488                         |
| SWE Audit Costs  | \$0                            | \$3                       | \$41                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$525</b>                   | <b>\$1,500</b>            | <b>\$4,683</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**NOTES**

*Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.*

*Costs shown above include startup expenses prior to June 1, 2013.*

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

**Table 4-9: Summary of Program Finances – Large C/I Efficient Buildings**

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$42                           | \$202                     | \$770                         |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$42</b>                    | <b>\$202</b>              | <b>\$770</b>                  |
| Design & Development   | \$0                            | \$4                       | \$9                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$42                           | \$187                     | \$568                         |
| Marketing  | \$8                            | \$31                      | \$80                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$50</b>                    | <b>\$222</b>              | <b>\$658</b>                  |
| EDC Evaluation Costs   | \$4                            | \$15                      | \$49                          |
| SWE Audit Costs  | \$0                            | \$2                       | \$31                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$96</b>                    | <b>\$440</b>              | <b>\$1,507</b>                |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**NOTES**

*Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.*

*Costs shown above include startup expenses prior to June 1, 2013.*

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs

**Table 4-10: Summary of Program Finances – Government and Institutional**

|  | <b>Quarter 4<br/>(\$1,000)</b> | <b>PYTD<br/>(\$1,000)</b> | <b>Phase II<br/>(\$1,000)</b> |
|--|--------------------------------|---------------------------|-------------------------------|
| EDC Incentives to Participants                                     | \$1                            | \$17                      | \$71                          |
| EDC Incentives to Trade Allies                                     | \$0                            | \$0                       | \$0                           |
| <b>Subtotal EDC Incentive Costs</b>                                | <b>\$1</b>                     | <b>\$17</b>               | <b>\$71</b>                   |
| Design & Development   | \$0                            | \$3                       | \$7                           |
| Administration, Management and Technical Assistance <sup>[1]</sup> | \$25                           | \$123                     | \$434                         |
| Marketing  | \$6                            | \$24                      | \$59                          |
| <b>Subtotal EDC Implementation Costs</b>                           | <b>\$31</b>                    | <b>\$150</b>              | <b>\$500</b>                  |
| EDC Evaluation Costs   | \$1                            | \$7                       | \$16                          |
| SWE Audit Costs  | \$0                            | \$1                       | \$23                          |
| <b>Total EDC Costs<sup>[2]</sup></b>                               | <b>\$33</b>                    | <b>\$175</b>              | <b>\$610</b>                  |
| <b>Participant Costs<sup>[3]</sup></b>                             |                                |                           |                               |
| <b>Total TRC Costs<sup>[4]</sup></b>                               |                                |                           |                               |

**NOTES**

Negative values represent accrual reversals that are greater than the current period expense.

*Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2013 Total Resource Cost Test Order approved August 30, 2012.*

*Costs shown above include startup expenses prior to June 1, 2013.*

<sup>1</sup> Includes the administrative ICSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, ICSP program management, general management oversight major accounts and technical assistance

<sup>2</sup> Per the 2013 Total Resource Cost Test Order – Total EDC Costs, here, refer to EDC incurred expenses only. Total EDC Costs = Subtotal EDC Incentive Costs + Subtotal EDC Implementation Costs + EDC Evaluation Costs + SWE Audit Costs.

<sup>3</sup> Per the 2013 Total Resource Cost Test Order –Net participant costs; in PA, the costs of the end-use customer.

<sup>4</sup> Total TRC Costs = Total EDC Costs + Participant Costs