

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

**For the Period  
December 1, 2013 through February 28, 2014  
Program Year 5, Quarter 3**

For Pennsylvania Act 129 of 2008  
Energy Efficiency and Conservation Plan

Prepared by Pennsylvania Power Company and ADM Associates, Inc

For

Pennsylvania Power Company

Docket No. M-2012-2334395

April 15, 2014

## 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.....	10
<b>2 SUMMARY OF ENERGY IMPACTS BY PROGRAM .....</b>	<b>11</b>
<b>3 SUMMARY OF DEMAND IMPACTS BY PROGRAM .....</b>	<b>13</b>
<b>4 SUMMARY OF FINANCES .....</b>	<b>15</b>
4.1 PORTFOLIO LEVEL EXPENDITURES .....	15
4.2 PROGRAM LEVEL EXPENDITURES .....	16

## 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	Conservation Service Provider or Curtailment 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
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, 2010 to May 31, 2015
PY7	Program Year 2015, from June 1, 2011 to May 31, 2016
PY8	Program Year 2016, from June 1, 2012 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. Each EDC filed new EE&C plans with the PA PUC in late 2012 for Phase II (June 2013 through May 2016) of the Act 129 programs. These plans were subsequently approved by the PUC in early 2013.

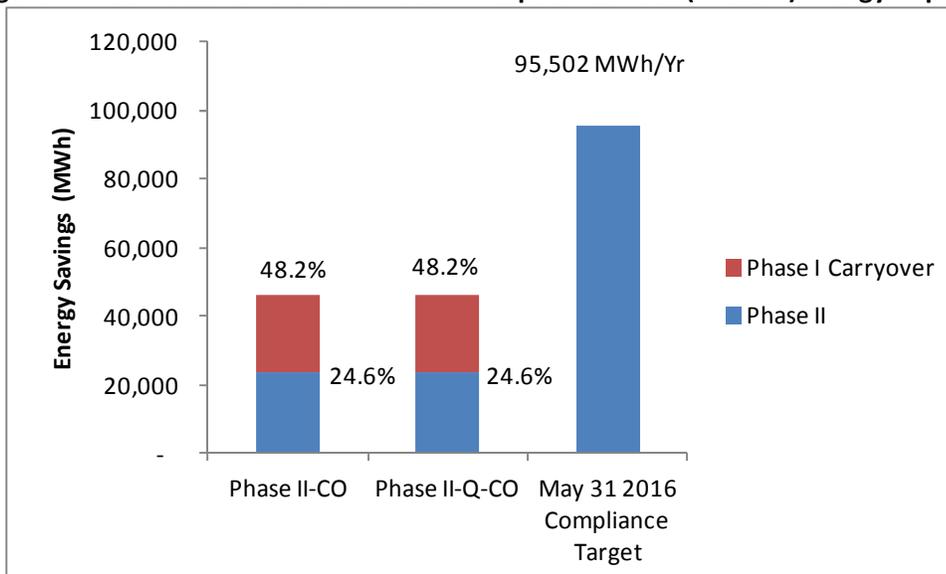
Implementation of Phase II of the Act 129 programs began on June 1, 2013. This report documents the progress and effectiveness of the Phase II EE&C accomplishments for Pennsylvania Power Company (Penn Power or Company) in the 3rd quarter of Program Year 5 (PY5), defined as December 1, 2013 through February 28, 2014, as well as the cumulative accomplishments of the programs since inception of Phase II. This report documents 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 the savings. The verified savings for PY5 will be reported in the annual report, to be filed November 15, 2014.

## 1.1 Summary of Achievements

Penn Power has achieved 24.6 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 48.2 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 PY5) gross energy savings achieved through PY5Q3, 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**



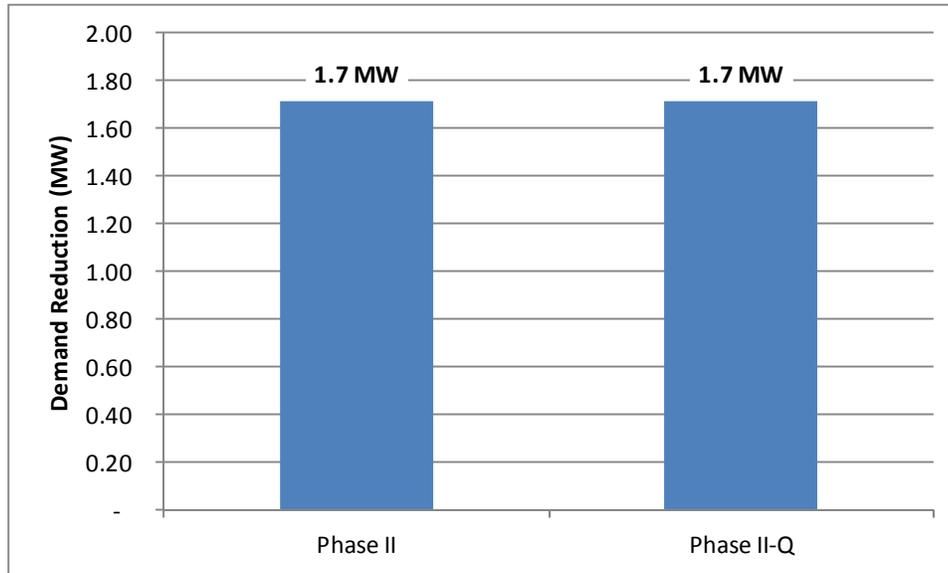
<sup>1</sup> Phase II Reported Gross Savings = Phase II Reported Gross Savings from the beginning of Phase II through the end of the current quarter. All savings reported as Phase II reported gross savings are computed this way.

<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 program year of Phase II (Program Year 5), Phase II-Q Savings and CPP2ITD Savings will be the same as no savings will be verified for Phase II until November, after the end of Program Year 5.

Penn Power has achieved 1.7 MW of demand reduction through PY5Q3<sup>4</sup>.

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



There are five broad groups of measures available to the low-income sector at no cost to the customer. These groups of measures offered to the low-income sector therefore comprise 12.8% 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 Penn Power territory which is 10.6%.<sup>5</sup> The Phase II reported gross energy savings achieved in the low-income sector is 3,911 MWh/yr<sup>6</sup>; this is 16.6 % of the Phase II total portfolio reported gross energy savings. This exceeds the goal of 4.5% of the Phase II savings.

Penn Power achieved 0.2% of the May 31, 2016, energy reduction compliance target for government, nonprofit and institutional sector, based on Phase II reported gross energy savings, and 2.9% of the target

---

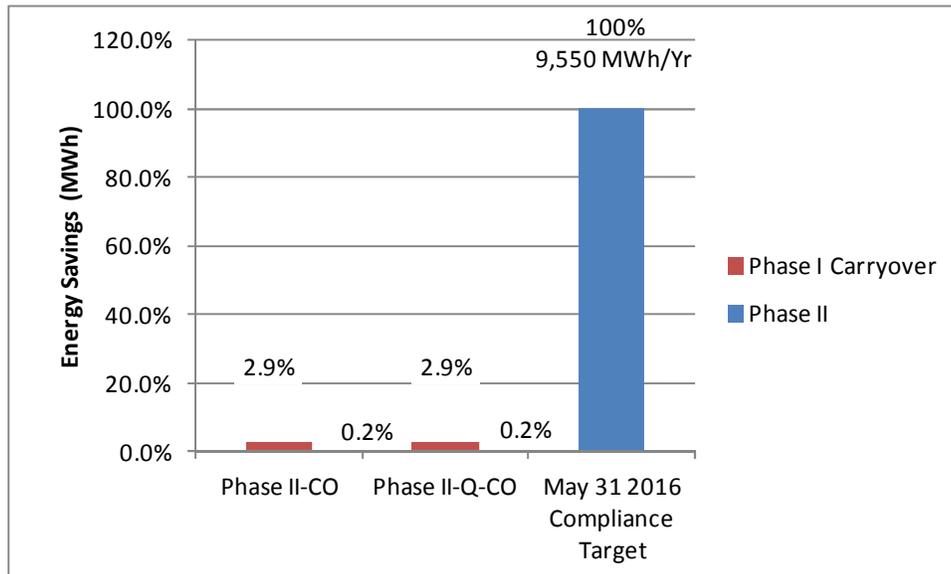
<sup>4</sup> There is no compliance target for demand reduction in Phase II.

<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 126 archetypal measures and 39 broad measure categories. For low-income reporting purposes, five of these 39 broad measure categories are offered at no cost to the Company’s low-income residential customers.

<sup>6</sup> These are preliminary estimates and are subject to change. Official results will be calculated through participant surveys. The survey instrument will be made available to SWE and other stakeholders for review.

based on Phase II-Q-CO (or Phase II-CO until verified savings are available for PY5) gross energy savings achieved through PY5Q3, as shown in Figure 1-3.

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



## 1.2 Program Updates and Findings

- Appliance Turn-in:**  
 Residential participation is tracking at forecast through Q3. The company continues to market the program through bill inserts, television commercials, newspapers, and internet advertisements. Media events are being reviewed for spring 2014.
- Energy Efficient Products:**  
 There are no changes to the Energy Efficient products program for Q3. The program is tracking ahead of goal in all 4 PA OPCOs primarily due to POS lighting sales.
- Home Performance:**  
 New Construction: Program participation is on pace to meet goals as of Q3.  
 Online Audit: The Online Audit's Aclara software application was modified to allow customer to create an energy saving plan based on information entered about their home. The Company continues to send Energy Conservation Kits to those customers that complete an Online Audit.  
 Comprehensive Audit: There are no changes to the Comprehensive Audit program for Q3. The program is tracking below goal primarily due to lack of participating contractors and customer participation in those territories. In Q3, the program was marketed to customers by targeted direct mail and community outreach events. New contractors continue to be recruited and added to the program.

**Behavior Modification:** During January, 10,000 customers were added to the Home Energy Report program in Penn Power. 2,000 of the additional customers are low income customers that will be receiving reports with no or low cost tips to save energy.

**Opt-in Kits:** During Q3, approximately 6,900 Penn Power customers received an Opt-In Kits.

**Schools Kits:** During PY5Q3 our program vendor enrolled schools in our territory to receive a 25 minute performance about energy conservation and receive corresponding curriculum on the topic. . In February, a performance of the “Energized Guyz” and corresponding curriculum were delivered to students in grades K-5 in 1 school in Penn Power territory. Additional schools are scheduled for March 2014.

- **Low Income / WARM:**

**WARM Extra Measures/WARM Plus:** Three heat pump water heater installations were completed in FE’s operating company’s territories, and two installations are in progress. Two heat pump water heater webinars for all WARM (LIURP) and WARM Plus contractors were held March 25 and 27, 2014. WARM Plus applications were included in school education kits.

**Multi Family:** The program continues to identify and assign Multi Family units/customers.

**Low Income Low Use:** The program continues distributing energy savings measures such as CFLs at low income events.

**Targeted low income Behavioral Modification Program:** Approximately 23,000 Low-Income customers throughout all four PA companies began receiving customized reports in January containing “low cost” or “no cost” savings tips.

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

This program has been in operation since June 1, 2013. The Company continues to receive and process applications under Phase II. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP has also developed new marketing materials and have conducted outreach to both customers & trade allies. As a part of the outreach strategies, the CSP has hosted customer seminars, lunch-&-learn sessions for trade allies and have participated in trade shows and other industry related events.

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

This program has been in operation since June 1, 2013. However, to date, we have no approved projects in this program. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP is in the process of developing marketing materials focused on the Buildings Program plus is targeting upstream market actors like design engineers.

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

This program has been in operation since June 1, 2013. The Company continues to receive and process applications under Phase II. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP has also developed new marketing materials and have conducted outreach to both customers & trade allies. As a part of the outreach strategies, the CSP has hosted customer seminars, lunch-&-learn sessions for trade allies and have participated in trade shows and other industry related events. Based on market intelligence gathered from trade allies, Company is working with the CSP to develop outreach strategies to customer and trade allies. The CSP's trade ally team has already reached out to many of the trade allies that were active under Phase I.

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

This program has been in operation since June 1, 2013. However, to date, we have no approved projects in this program. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP is in the process of developing marketing materials focused on the Buildings Program plus is targeting upstream market actors like design engineers.

- **Government & Institutional:**

This program has been in operation since June 1, 2013; Company continues to receive and process applications under Phase II. The new CSP has updated the program website, including the on-line application forms, and has incorporated new measures that were approved under Phase II. The CSP has also developed new marketing materials and has conducted outreach to government & institutional (GNI) customers, including targeting trade allies that work with GNI customers.

### 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**

The PY5 EM&V plan for each program was completed in early September. ADM has communicated to the Company's implementation staff the data collection requirements and calculation procedures outlined in the 2013 PA TRM for measures offered under each program. Nonresidential lighting projects with ex ante savings above 1,000 MWh and other nonresidential projects with ex ante savings above 500 MWh are sampled with certainty and evaluated on an ongoing basis by ADM. In January 2014 ADM made the first formal data request for C/I project documentation. The projects are currently undergoing desk review in preparation of on-site visits that are scheduled to begin in late April 2014.

ADM has completed a desk review of CFL wattage equivalency for the upstream CFL program. ADM found general agreement between reported and verified impacts, and some minor differences between reported and verified parameters for certain lamps have been communicated with the Company's implementation team.

The IQ, PYTD, and CPITD MW reductions for the Home Performance Program have been updated in this report. The Q1 and Q2 reports did not include any demand reductions for the Behavioral Modification program component. This report includes an estimated demand reduction of 0.1 kW per each MWh of annual energy savings as a conservative estimate of demand reduction<sup>7</sup>.

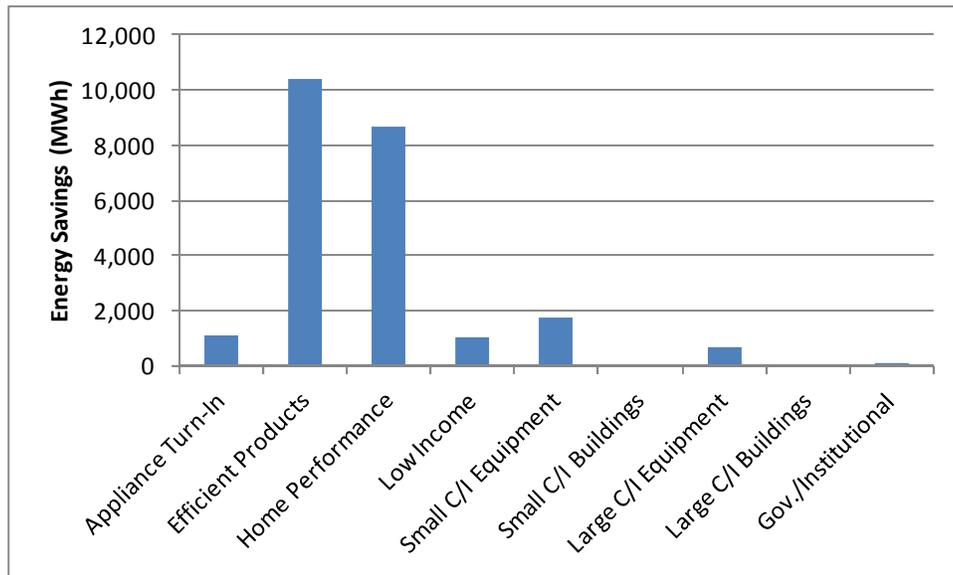
---

<sup>7</sup> This program component has a one-year measure life, so the current reported impacts will not count toward Act 129 target compliance. Verified energy savings and demand reductions for this program will be included in the PY7 annual report.

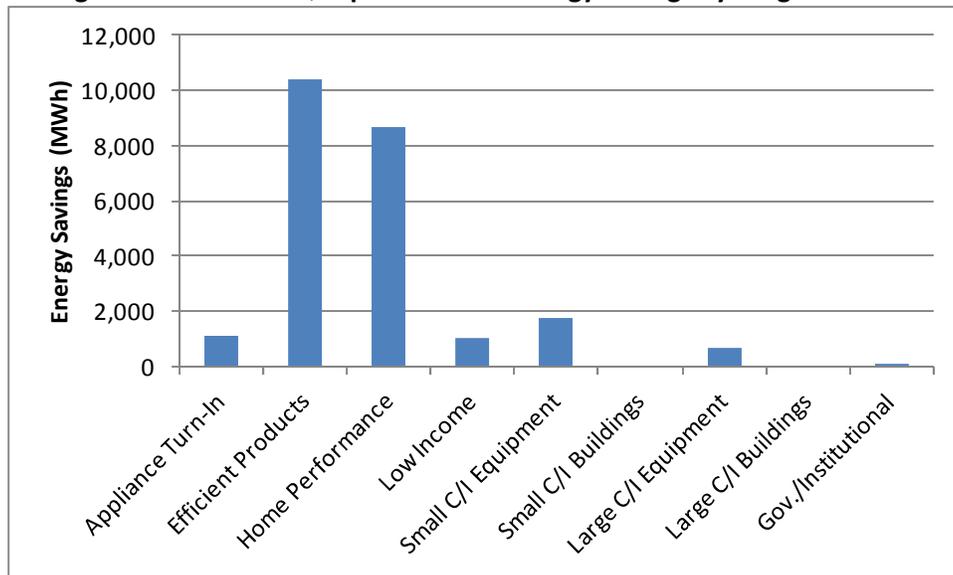
## 2 Summary of Energy Impacts by Program

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 PY5Q3 is presented in Table 2-1.

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

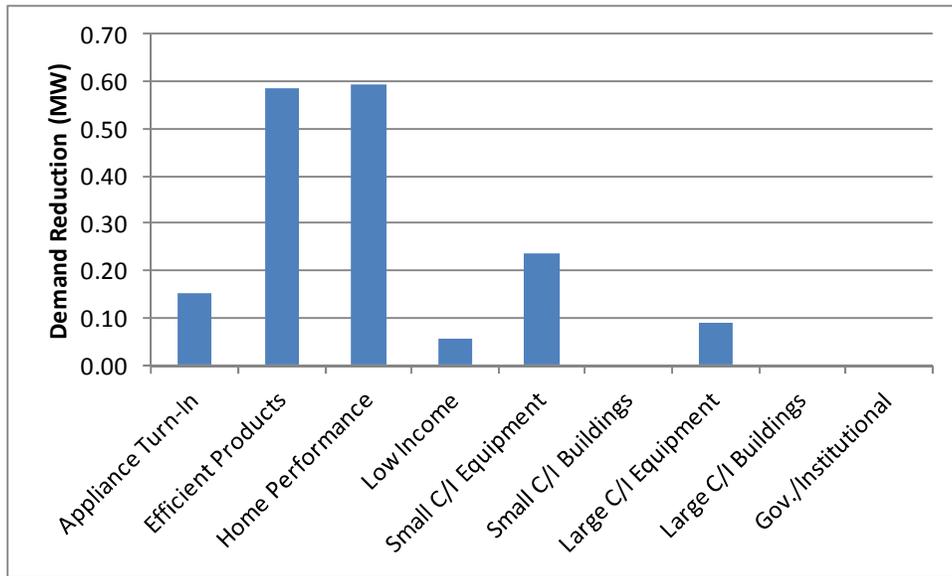
Program	Participants			Reported Gross Impact (MWh/Year)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II-Q
Appliance Turn-In	276	1,363	1,363	212	1,063	1,063	1,063
Energy Efficient Products	52,042	83,502	83,502	6,014	10,365	10,365	10,365
Home Performance	7,328	13,294	13,294	4,611	8,636	8,636	8,636
Low Income / WARM	1,085	3,052	3,052	265	1,022	1,022	1,022
C/I Small Energy Efficient Equipment	25	50	50	1,548	1,720	1,720	1,720
C/I Small Energy Efficient Buildings	0	0	0	0	0	0	0
C/I Large Energy Efficient Equipment	1	3	3	323	647	647	647
C/I Large Energy Efficient Buildings	0	0	0	0	0	0	0
Government, & Institutional	0	1	1	0	23	23	23
<b>TOTAL PORTFOLIO</b>	60,757	101,265	101,265	12,975	23,476	23,476	23,476
<b>Carry Over Savings from Phase I<sup>8</sup></b>							22,580
<b>Total Phase II-Q-CO</b>							46,056

<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.

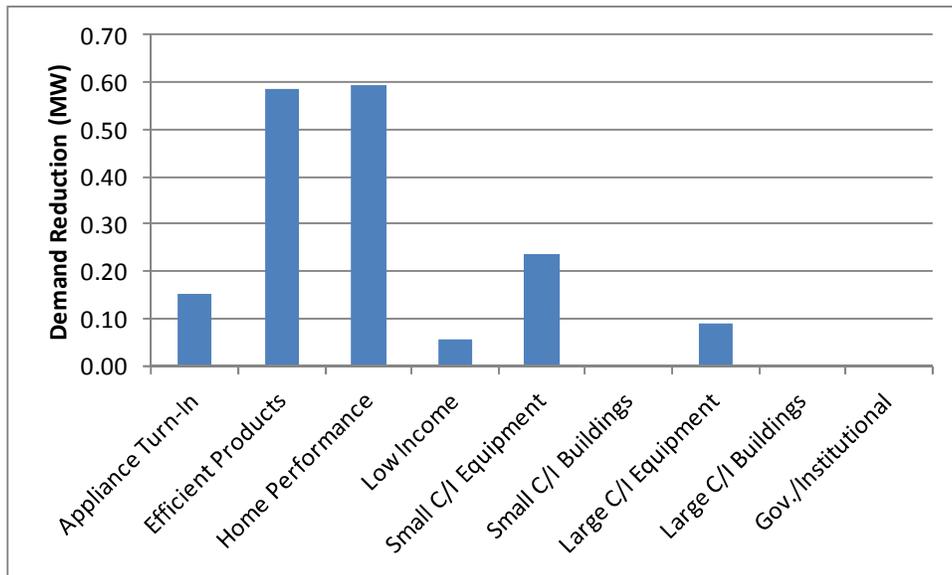
### 3 Summary of Demand Impacts by Program

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 PY5Q3 is presented in Table 3-1.

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

Program	Participants			Reported Gross Impact (MW)			
	IQ	PYTD	Phase II	IQ	PYTD	Phase II	Phase II-Q
Appliance Turn-In	276	1,363	1,363	0.03	0.15	0.15	0.15
Energy Efficient Products	52,042	83,502	83,502	0.34	0.59	0.59	0.59
Home Performance	7,328	13,294	13,294	0.31	0.60	0.60	0.60
Low Income / WARM	1,085	3,052	3,052	0.02	0.06	0.06	0.06
C/I Small Energy Efficient Equipment	25	50	50	0.21	0.24	0.24	0.24
C/I Small Energy Efficient Buildings	0	0	0	0.00	0.00	0.00	0.00
C/I Large Energy Efficient Equipment	1	3	3	0.05	0.09	0.09	0.09
C/I Large Energy Efficient Buildings	0	0	0	0.00	0.00	0.00	0.00
Government, & Institutional	0	1	1	0.00	0.00	0.00	0.00
<b>TOTAL PORTFOLIO</b>	60,757	101,265	101,265	0.96	1.72	1.72	1.72

## 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 3 (\$000)	PYTD (\$000)	Phase II (\$000)
EDC Incentives to Participants	\$606	\$1,412	\$1,412
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$606</b>	<b>\$1,412</b>	<b>\$1,412</b>
Design & Development	\$2	\$24	\$24
Administration, Management and Technical Assistance <sup>[1]</sup>	\$815	\$2,084	\$2,084
Marketing	\$67	\$181	\$181
<b>Subtotal EDC Implementation Costs</b>	<b>\$883</b>	<b>\$2,289</b>	<b>\$2,289</b>
<b>EDC Evaluation Costs</b>	<b>\$18</b>	<b>\$18</b>	<b>\$18</b>
<b>SWE Audit Costs</b>	<b>\$250</b>	<b>\$500</b>	<b>\$500</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$1,758</b>	<b>\$4,219</b>	<b>\$4,219</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
EDC Incentives to Participants	\$14	\$73	\$73
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$14</b>	<b>\$73</b>	<b>\$73</b>
Design & Development	\$0	\$2	\$2
Administration, Management and Technical Assistance <sup>[1]</sup>	\$25	\$144	\$144
Marketing	\$7	\$36	\$36
<b>Subtotal EDC Implementation Costs</b>	<b>\$32</b>	<b>\$183</b>	<b>\$183</b>
EDC Evaluation Costs	\$1	\$1	\$1
SWE Audit Costs	\$20	\$40	\$40
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$67</b>	<b>\$297</b>	<b>\$297</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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**

	<b>Quarter 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$368	\$542	\$542
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$368</b>	<b>\$542</b>	<b>\$542</b>
Design & Development	\$0	\$2	\$2
Administration, Management and Technical Assistance <sup>[1]</sup>	\$122	\$387	\$387
Marketing	\$5	\$12	\$12
<b>Subtotal EDC Implementation Costs</b>	<b>\$127</b>	<b>\$400</b>	<b>\$400</b>
EDC Evaluation Costs	\$2	\$3	\$3
SWE Audit Costs	\$19	\$39	\$39
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$517</b>	<b>\$984</b>	<b>\$984</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$383	\$680	\$680
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$383</b>	<b>\$680</b>	<b>\$680</b>
Design & Development	\$0	\$6	\$6
Administration, Management and Technical Assistance <sup>[1]</sup>	\$176	\$707	\$707
Marketing	\$31	\$99	\$99
<b>Subtotal EDC Implementation Costs</b>	<b>\$207</b>	<b>\$811</b>	<b>\$811</b>
EDC Evaluation Costs	\$3	\$3	\$3
SWE Audit Costs	\$58	\$117	\$117
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$652</b>	<b>\$1,611</b>	<b>\$1,611</b>
Participant Costs <sup>[3]</sup>	\$0	\$0	\$0
<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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	-\$267 <sup>5</sup>	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>-\$267</b>	<b>\$0</b>	<b>\$0</b>
Design & Development	\$1	\$8	\$8
Administration, Management and Technical Assistance <sup>[1]</sup>	\$316	\$388	\$388
Marketing	\$0	\$1	\$1
<b>Subtotal EDC Implementation Costs</b>	<b>\$317</b>	<b>\$398</b>	<b>\$398</b>
EDC Evaluation Costs	\$5	\$5	\$5
SWE Audit Costs	\$87	\$175	\$175
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$143</b>	<b>\$578</b>	<b>\$578</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$91	\$98	\$98
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$91</b>	<b>\$98</b>	<b>\$98</b>
Design & Development	\$0	\$3	\$3
Administration, Management and Technical Assistance <sup>[1]</sup>	\$89	\$259	\$259
Marketing	\$13	\$18	\$18
<b>Subtotal EDC Implementation Costs</b>	<b>\$103</b>	<b>\$281</b>	<b>\$281</b>
EDC Evaluation Costs	\$3	\$3	\$3
SWE Audit Costs	\$34	\$67	\$67
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$230</b>	<b>\$449</b>	<b>\$449</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$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	\$0	\$1	\$1
Administration, Management and Technical Assistance <sup>[1]</sup>	\$23	\$41	\$41
Marketing	\$3	\$3	\$3
<b>Subtotal EDC Implementation Costs</b>	<b>\$26</b>	<b>\$45</b>	<b>\$45</b>
EDC Evaluation Costs	\$1	\$1	\$1
<b>SWE Audit Costs</b>	<b>\$11</b>	<b>\$21</b>	<b>\$21</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$37</b>	<b>\$67</b>	<b>\$67</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$1,000)</b>
EDC Incentives to Participants	\$16	\$19	\$19
EDC Incentives to Trade Allies	\$0	\$0	\$0
<b>Subtotal EDC Incentive Costs</b>	<b>\$16</b>	<b>\$19</b>	<b>\$19</b>
Design & Development	\$0	\$1	\$1
Administration, Management and Technical Assistance <sup>[1]</sup>	\$42	\$111	\$111
Marketing	\$6	\$9	\$9
<b>Subtotal EDC Implementation Costs</b>	<b>\$49</b>	<b>\$121</b>	<b>\$121</b>
EDC Evaluation Costs	\$2	\$2	\$2
<b>SWE Audit Costs</b>	<b>\$8</b>	<b>\$16</b>	<b>\$16</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$75</b>	<b>\$158</b>	<b>\$158</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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 3 (\$1,000)</b>	<b>PYTD (\$1,000)</b>	<b>Phase II (\$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	\$0	\$1	\$1
Administration, Management and Technical Assistance <sup>[1]</sup>	\$15	\$34	\$34
Marketing	\$2	\$2	\$2
<b>Subtotal EDC Implementation Costs</b>	<b>\$17</b>	<b>\$37</b>	<b>\$37</b>
EDC Evaluation Costs	\$0	\$0	\$0
<b>SWE Audit Costs</b>	<b>\$7</b>	<b>\$14</b>	<b>\$14</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$24</b>	<b>\$51</b>	<b>\$51</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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**

	Quarter 3 (\$1,000)	PYTD (\$1,000)	Phase II (\$1,000)
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	\$0	\$1	\$1
Administration, Management and Technical Assistance <sup>[1]</sup>	\$5	\$12	\$12
Marketing	\$0	\$0	\$0
<b>Subtotal EDC Implementation Costs</b>	<b>\$6</b>	<b>\$13</b>	<b>\$13</b>
EDC Evaluation Costs	\$0	\$0	\$0
<b>SWE Audit Costs</b>	<b>\$5</b>	<b>\$11</b>	<b>\$11</b>
<b>Total EDC Costs<sup>[2]</sup></b>	<b>\$11</b>	<b>\$24</b>	<b>\$24</b>
<b>Participant Costs<sup>[3]</sup></b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</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 CSP (rebate processing), tracking system, general administration and clerical costs, EDC program management, CSP 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