

**Quarterly Report to the
Pennsylvania Public Utility Commission
(Preliminary Annual Report)**

**For the Period
June 1, 2011 through May 31, 2012
Program Year 3, Quarter 4**

For Pennsylvania Act 129 of 2008
Energy Efficiency and Conservation Plan

Prepared by ADM Associates, Inc.

For

Pennsylvania Electric Company

July 16, 2012

Table of Contents

TABLE OF CONTENTS	I
ACRONYMS	II
1 OVERVIEW OF PORTFOLIO	3
1.1 SUMMARY OF ACHIEVEMENTS	4
1.2 PROGRAM UPDATES AND FINDINGS	7
1.3 EVALUATION UPDATES AND FINDINGS.....	8
2 SUMMARY OF ENERGY IMPACTS BY PROGRAM	16
3 SUMMARY OF DEMAND IMPACTS BY PROGRAM	19
4 SUMMARY OF FINANCES	22
4.1 PORTFOLIO LEVEL EXPENDITURES	22
4.2 PROGRAM LEVEL EXPENDITURES	23

Acronyms

C & I	Commercial and Industrial
CATI	Computer-Aided Telephone Interview
CFL	Compact Fluorescent Lamp
CPITD	Cumulative Program/Portfolio Inception to Date
CPITD-Q	Cumulative Program/Portfolio Inception through Current Quarter
CVR	Conservation Voltage Reduction
CVRf	Conservation Voltage Reduction factor
DLC	Direct Load Control
EDC	Electric Distribution Company
EE&C	Energy Efficiency and Conservation
EM&V	Evaluation, Measurement, and Verification
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
PUC	Public Utility Commission
PY1	Program Year 2009
PY2	Program Year 2010
PY3	Program Year 2011
PY3TD	Program/Portfolio Year Three 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. Each EDC submitted energy efficiency and conservation (EE&C) plans—which were approved by the Pennsylvania Public Utility Commission (PUC)—pursuant to these goals. This report documents the progress and effectiveness of the EE&C accomplishments for Pennsylvania Electric Company (“Penelec” or “Company”) in the fourth quarter of Program Year Three (PY3) defined as June 1, 2011 through May 31, 2012, as well as the cumulative accomplishments of the programs since inception.

ADM Associates, Inc. is evaluating the programs, which includes measurement and verification of the savings. The verified savings for PY3 will be reported in the final annual report, to be filed November, 15, 2012.

Other Observations and Risks That May Affect Portfolio Success

Given the dynamic nature of the economy and customer participation rates, there is a clear need for implementation flexibility and prompt approval of plan changes to ensure adequate time to attain the May 31, 2013 goals. Prompt approval minimizes the potential of having funds that could be applied to successful programs stranded on unsuccessful programs.

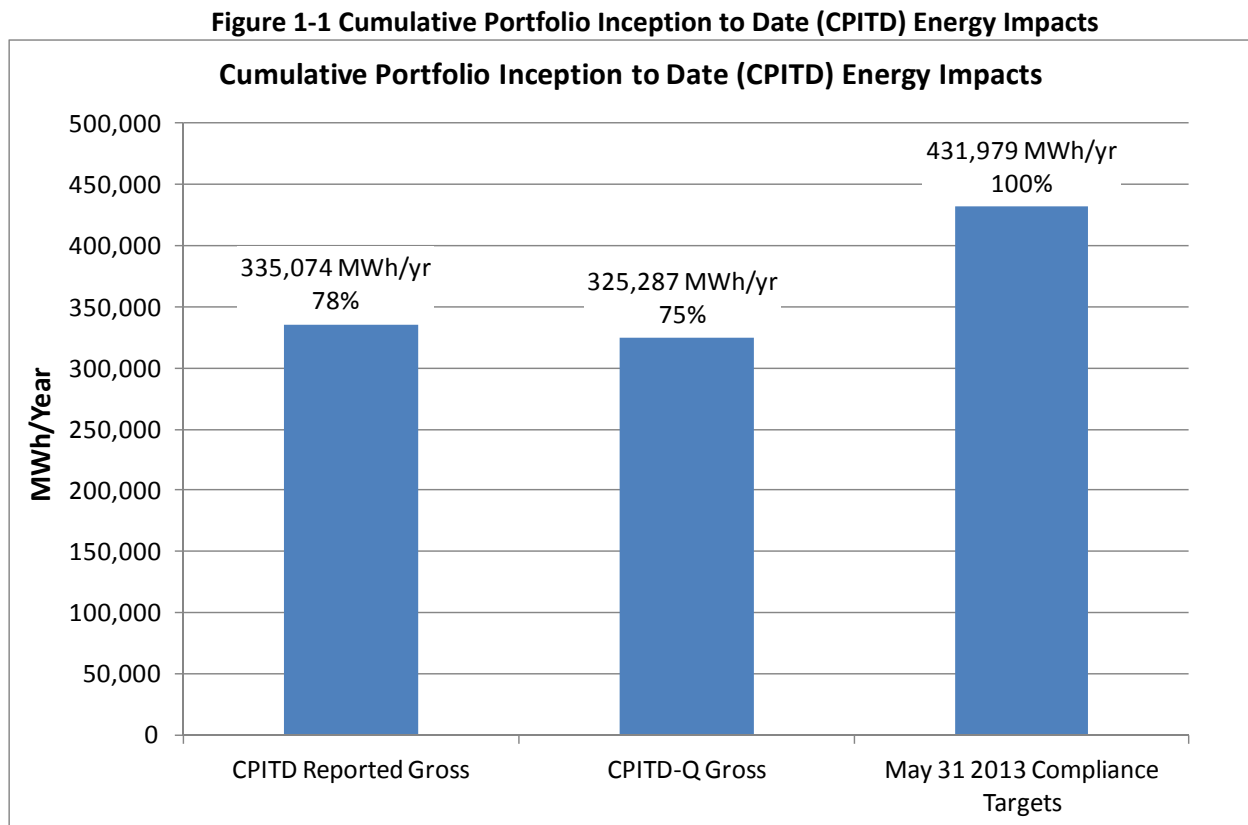
The Company has ongoing concerns about its ability to achieve the 4½ percent demand reduction target based on: (i) the magnitude of the MW goal; (ii) customers’ ability and willingness to curtail sufficient load for approximately 20 days within a four month window specific to the top 100 hours; (iii) the Company’s ability to accurately forecast when the top 100 hours will occur; and (iv) budget constraints which limit the Company’s ability to overcome forecasting and participation risks. Regarding the budget constraint, in the draft implementation order for Phase II of Act 129, the Commission has recognized the imbalance among EDCs regarding the amount of funding available to meet the Phase I goals.

Additionally, given the current economic conditions and their impact on government and institutional budgets, achieving 10% of Act 129 target savings from Federal/State/local/municipal governments, school districts, institutions of higher education, and nonprofit entities may prove challenging.

Notwithstanding these difficulties, the Company is diligently working with its implementation and evaluation Conservation Service Providers (“CSPs”) to evaluate current programs and identify the most effective and economic approach for achieving Act 129 targets.

1.1 Summary of Achievements

Penelec has achieved 78 percent of the May 31, 2013 energy savings compliance target, based on cumulative program inception to date (CPITD) reported gross energy savings¹, and 75 percent of the energy savings compliance target, based on CPITD gross energy savings achieved through Quarter 4 (CPITD-Q)², as shown in **Figure 1-1**.

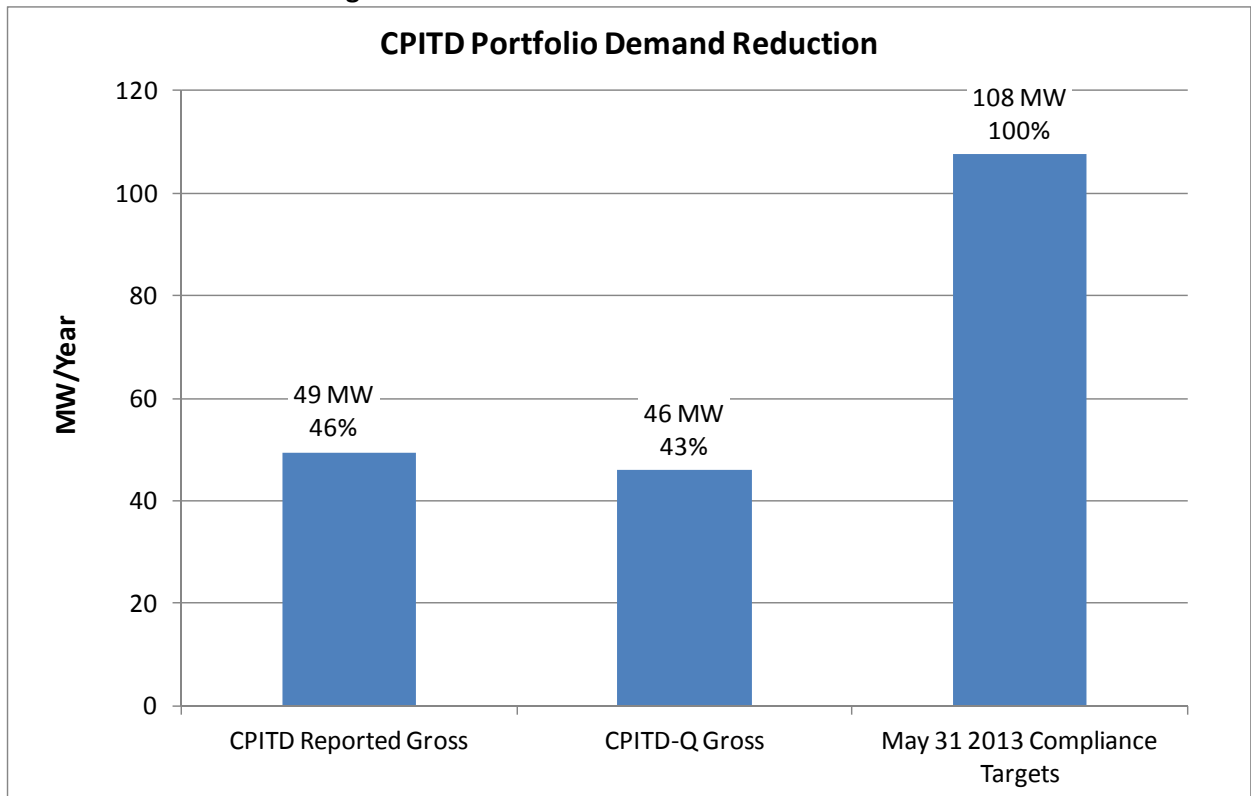


¹ CPITD Reported Gross Savings = CPITD Reported Gross Savings through PY2 + PYTD Reported Gross Savings. All savings reported as CPITD reported gross savings are computed this way.

² CPITD-Q Gross Savings = CPITD Verified Gross Savings through PY2 + PYTD Reported Gross Savings. All savings reported as CPITD-Q gross savings are computed this way. CPITD-Q savings provide the best available estimate of savings achieved through the current quarter. CPITD Verified Gross Savings will be reported in the annual report.

Penelec has achieved 46 percent of the May 31, 2013 demand reduction compliance target, based on CPITD reported gross demand reduction and 43 percent of the demand reduction compliance target based on CPITD gross demand reduction achieved through Quarter 4 (CPITD-Q), as shown in **Figure 1-2**.

Figure 1-2. CPITD Portfolio Demand Reduction



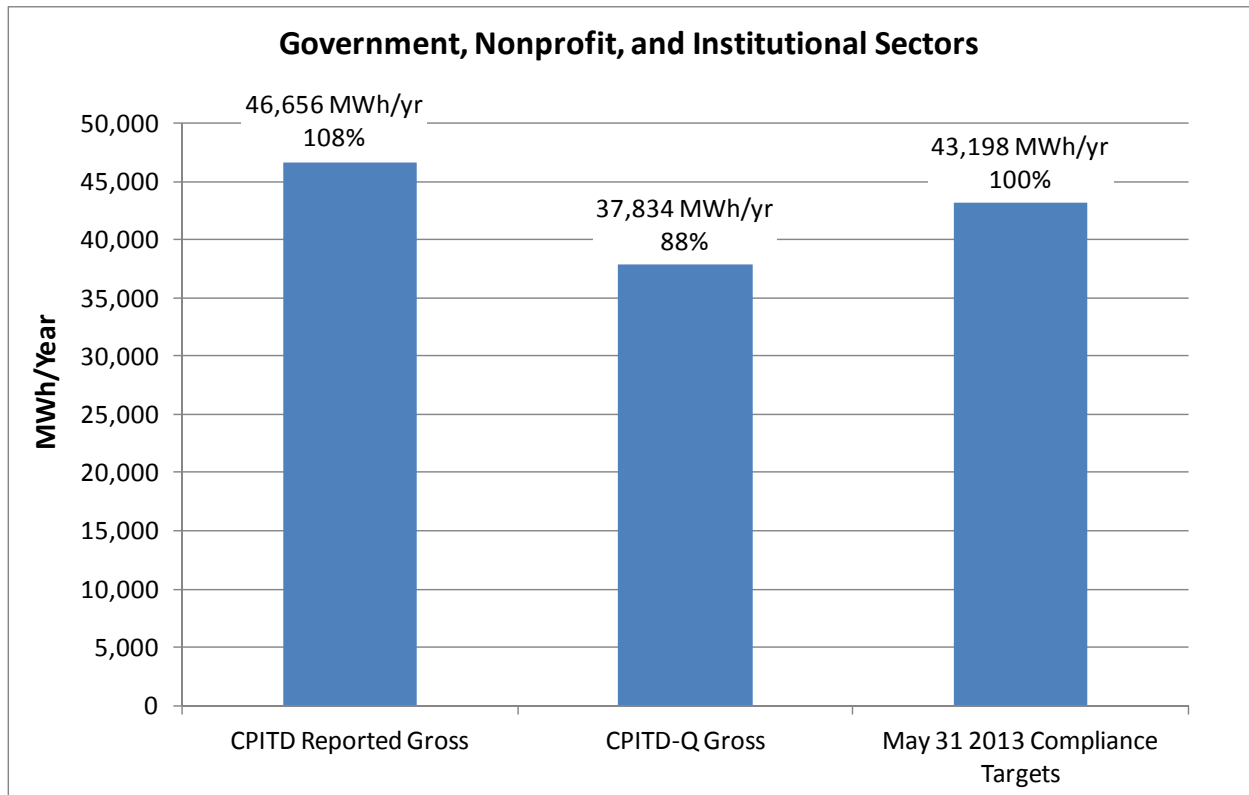
There are 7 measures available to the low-income sector. The measures offered to the low-income sector therefore comprise 17 percent of the total measures offered. As required by Act 129, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total electricity consumption in the Penelec territory. (10 percent).³ The CPITD reported gross energy

³ 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 legislation contains no provisions regarding targets for participation, or energy or demand savings.

savings achieved in the low-income sector is 47,485 MWh/yr; this is 14 percent of the CPITD total portfolio reported gross energy savings.

Penelec achieved 108 percent of the May 31, 2013, energy reduction compliance target for government, nonprofit and institutional sector, based on CPITD reported gross energy savings, and 88 percent of the target based on CPITD gross energy savings achieved through Quarter 4⁴, as shown in **Figure 1-3**.

Figure 1-3 Government, Nonprofit, and Institutional Sectors



⁴ CPITD-Q Gross Savings = CPITD Verified Gross Savings through PY2 + PYTD Reported Gross Savings. All savings reported as CPITD-Q gross savings are computed this way. CPITD-Q savings provide the best available estimate of savings achieved through the current quarter. CPITD Verified Gross Savings will be reported in the annual report.

1.2 Program Updates and Findings

- **Residential Demand Reduction Program:** There were no changes to this program during PY3Q4.
- **Residential Home Energy Audits and Outreach Program:** There were no changes to this program during PY3Q4.
- **Residential Appliance Turn-In Program:** There were no changes to this program during PY3Q4.
- **Residential Energy Efficiency HVAC Program:** There were no changes to this program during PY3Q4.
- **Residential Energy Efficient Products Program:** There were no changes to this program during PY3Q4.
- **Residential New Construction Program:** The incentive structure was modified due to changes in IEEC code requirements. Penelec also added an ENERGY STAR® V3 requirement to participate.
- **Residential Behavioral Modification and Education Program:** Program launch is underway.
- **Residential Multiple Family Program:** There were no changes to this program during PY3Q4.
- **Residential Low-Income (WARM) Programs:** The Statewide Evaluator (“SWE”), along with low-income program administrators, conducted site visits during August, September and October of 2011 to verify that appropriate energy conservation measures were installed. In March 2012, program administrators created an inspection checklist, at the request of the SWE, in order to eliminate the need for additional SWE and program administrator site visits. The approved checklist will be completed by third-party Inspectors when they assess work performed by contractors. This improvement provides the SWE with the ability to review the checklist and pertinent customer information upon request.
- **Commercial / Industrial Small Sector Equipment Program:** There were no changes to this program during PY3Q4.
- **Commercial / Industrial Large Sector Performance Contracting / Equipment Program:** There were no changes to this program during PY3Q4.
- **Commercial / Industrial Large Sector Demand Response Program – CSP Mandatory and Voluntary Curtailment Program (“PJM Demand Response”):** There were no changes to this program during PY3Q4.
- **Governmental / Non-Profit Street Lighting Program:** There were no changes to this program during PY3Q4.
- **Governmental / Non-Profit Program:** There were no changes to this program during PY3Q4.
- **Governmental / Remaining Non-Profit Program:** There were no changes to this program during PY3Q4.

1.3 Evaluation Updates and Findings

- **Residential Demand Reduction Program**

The program is operational and will generate demand reductions in PY4Q1 and PY4Q2. No impacts are reported for PY3.

- **Residential Home Energy Audits and Outreach Program**

This program has three distinct components: (i) conservation kits sent to customers that complete online or telephone home energy audits; (ii) direct installation of low cost measures, and (iii), comprehensive walk through audits with direct installation of low-cost measures coupled with incentives on capital cost improvements. The conservation kits have accounted for nearly all of the program impacts in PY3.

Table 1.3.1 Residential Home Energy Audits and Outreach Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Conservation Kits	Conduct up to 23 on-site visits and several hundred online surveys.	On-site visits about 50% complete. Online survey ready to be launched.
Direct Install of Low-Cost Measures	Sample once for entire PY3, conduct engineering review and verification surveys.	Evaluation activities in-progress and will conclude after close of PY3
Whole House Comprehensive Audits with Capital Cost Measures Installed	Sample once for entire PY3, conduct engineering review and verification surveys.	Evaluation activities in-progress and will conclude after close of PY3

- **Residential Appliance Turn-In Program**

A tracking system review has found that some rebates in early PY3 have been entered in the tracking system with the PY2 TRM savings. A minor adjustment is expected as the “gross verified” savings will be recalculated with the PY3 TRM in the PY3 annual report.

Table 1.3.2 Residential Home Energy Audits and Outreach Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Refrigerator	Tracking System/TRM Review Verification Surveys	Evaluation activities in-progress and will conclude after close of PY3
Freezer		
Room air conditioner		

- **Residential Energy Efficiency HVAC Program**

The sampling scheme for this program includes four qualitative strata. Evaluation activities for the strata are listed below.

Table 1.3.3 Residential Energy Efficiency HVAC Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Air Source Heat Pump	Invoice + calculation review (large sample) On-Site inspection (smaller sample)	Invoice + TRM review nearly complete. On-sites will occur this summer.
Ground Source Heat Pump	Invoice + calculation review (large sample) On-Site inspection (smaller sample)	
Central Air Conditioning	Invoice + calculation review (large sample) On-Site inspection (smaller sample)	
HVAC tune-ups	Invoice + calculation review (large sample) Telephone Verification Survey (smaller sample)	

- **Residential Energy Efficient Products Program**

The sampling scheme for this program includes several qualitative strata for lighting and appliances. Evaluation activities for the strata are listed below.

Table 1.3.4 Residential Energy Efficiency HVAC Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
CFL Buydowns	Invoice + calculation review	Invoice + TRM review nearly complete. On-sites will continue through this summer.
CFL Giveaways	Invoice + calculation review	
Appliances	Invoice + calculation review (large sample, stratified by appliance type) On-Site inspection (smaller sample, focus on clothes washers)	

- **Residential New Construction Program:**

This program accounts for less than 1% of the PYTD portfolio impacts.

Table 1.3.5 Residential Energy Efficiency HVAC Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
New Homes	Stratified Sample REM/Rate modeling and calculation review (largest sample) Implementer QC Inspection review (smaller sample) On-Site inspection (smallest sample)	REM/Rate reviews ~50% complete. On-Sites started and will continue through Fall 2012.

- **Residential Behavioral Modification and Education Program**

Program launch is underway. No impacts are reported for PY3.

- **Residential Multiple Family Program**

This program accounts for less than 1% of the PYTD portfolio impacts. This program accounts for less than 1% of the PYTD portfolio impacts. The program recruits multifamily housing management or maintenance staff to distribute or install conservation kits that contain CFLs and LED night lights. The evaluation sample is stratified with multifamily housing complexes as the sampling units.

Table 1.3.6 Residential Multiple Family Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Conservation Kits	Stratified Sample Invoice + calculation review (large sample, stratified by appliance type) Telephone Verification Surveys	Evaluation activities occurring after close of PY3

- **Residential Low-Income (WARM) Programs**

For the PY3 evaluation, ADM will conduct billing analysis of all WAM Plus participants from PY2. The results of the billing analysis will be averaged with the 2009 and 2008 LIURP evaluation report findings to develop deemed savings for the PY3 installations.

Table 1.3.7 Residential Low-Income Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
WARM Plus	Billing analysis planned on PY2 participants.	
WARM Extra Measures	Invoice + calculation review	Tracking system calculation review underway

- **Commercial / Industrial Small Sector Equipment Program**

This program offers energy efficiency measures to small commercial/industrial customers. The impact evaluation utilizes stratified sampling. First, the population is stratified into qualitative strata that consist of standardized measure groups as listed below. Each qualitative stratum may contain

several quantitative strata based on the expected magnitude of the impacts. The sample sizes are based on past program experience regarding the variability of the realization rates for sampled projects.

Table 1.3.8 Commercial / Industrial Small Sector Equipment Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Custom Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September

- **Commercial / Industrial Large Sector Performance Contracting / Equipment Program**

This program offers similar measures as the Small C/I and Government Equipment programs. The evaluation approach for this program is similar to the one employed for the Small C/I program.

Table 1.3.9 Commercial / Industrial Large Sector Equipment Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Custom Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September

- **Commercial / Industrial Large Sector Demand Response Program – CSP Mandatory and Voluntary Curtailment Program (“PJM Demand Response”)**

The program is operational and will generate demand reductions in PY4Q1 and PY4Q2. No impacts are reported for PY3.

- **Governmental / Non-Profit Street Lighting Program**

This program accounts for less than 1% of the PYTD portfolio impacts.

Table 1.3.10 Governmental / Non-Profit Street Lighting Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Street and Area Lights” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September

- **Governmental / Non-Profit Program:**

This program accounts for less than 1% of the PYTD portfolio impacts.

Table 1.3.11 Governmental / Non-Profit Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Custom Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September

- **Governmental / Remaining Non-Profit Program:**

This program offers similar measures as the Large and Small C/I Equipment programs. The evaluation approach for this program is similar to the one employed for the Small C/I program.

Table 1.3.11 Governmental / Remaining Non-Profit Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
“Non-Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
“Standard Lighting for Business” Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Prescriptive HVAC, Motor, and Refrigeration Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September
Custom Applications	Stratified sampling and on-site visits	Sample nearly finalized based on projects added in Q4. On-Site visits to continue through September

2 Summary of Energy Impacts by Program

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

Figure 2-1. CPITD Reported Gross Energy Savings by Program

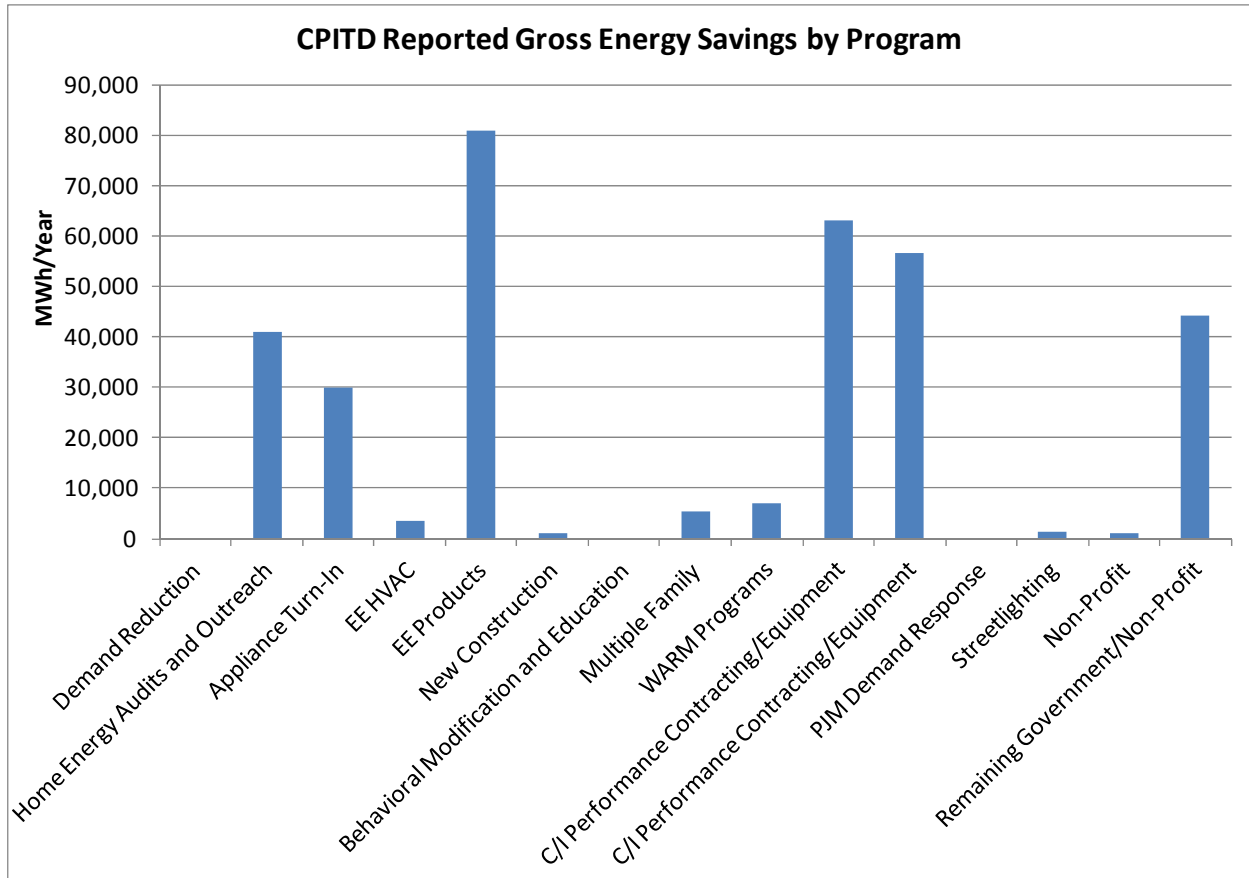
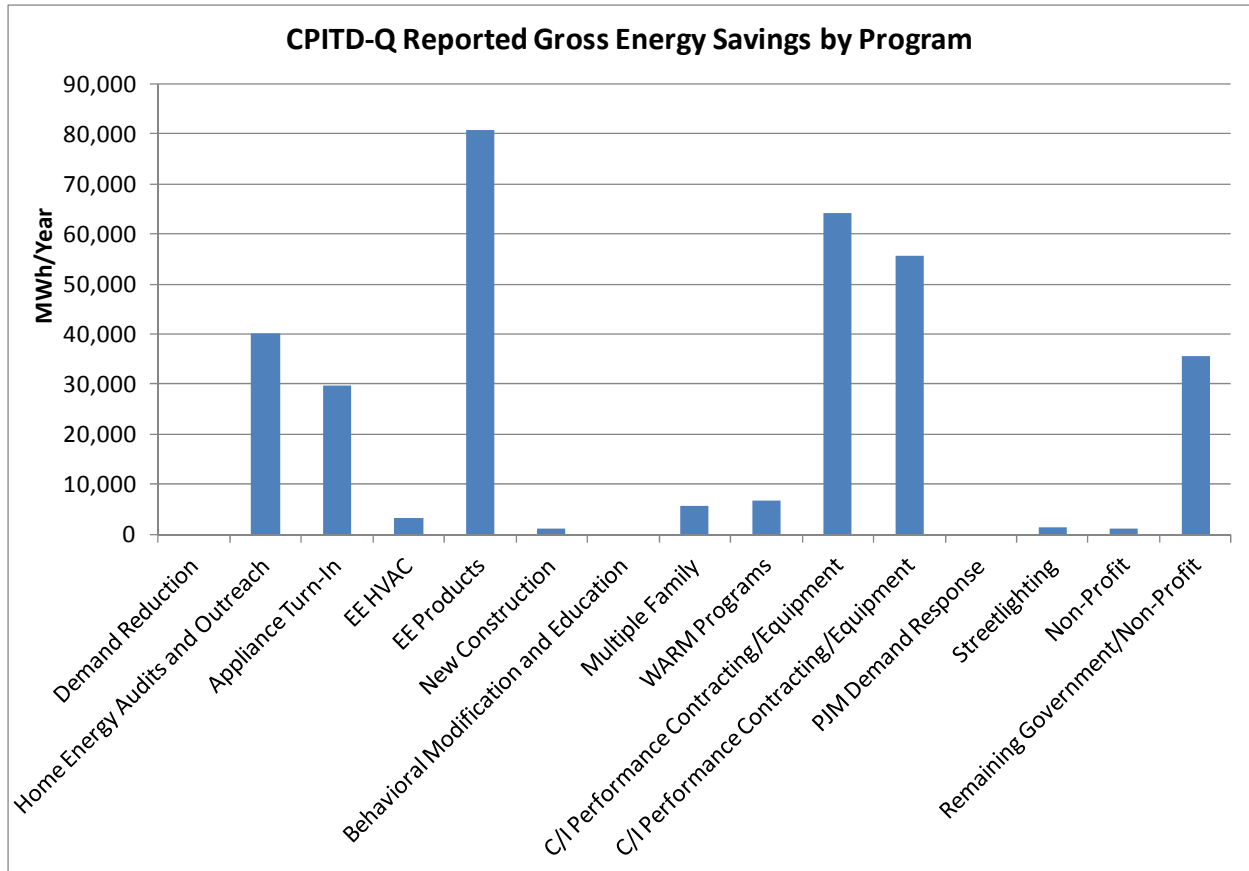


Figure 2-2. CPITD-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through PY3Q4 is presented in **Table 2-1**.

Table 2-1. EDC Reported Participation and Gross Energy Savings by Program

Program	Participants			Reported Gross Impact (MWh/Year)				Preliminary Realization Rate ¹
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
Demand Reduction	2,632	11,270	11,296	n/a	n/a	n/a	n/a	n/a
Home Energy Audits and Outreach	5,828	22,724	72,738	3,650	14,263	40,990	40,102	n/a
Appliance Turn-In	1,434	8,061	16,525	2,538	14,433	29,804	29,780	n/a
EE HVAC	313	3,317	5,133	336	2,200	3,410	3,362	n/a
EE Products	56,283	250,658	474,948	9,644	41,346	80,963	80,838	n/a
New Construction	32	253	289	124	996	1,213	1,153	n/a
Behavioral Modification and Education	0	0	0	0	0	0	0	n/a
Multiple Family	31	31	15,247	474	474	5,526	5,615	n/a
WARM Programs	695	2,530	18,041	569	1,959	6,979	6,653	n/a
Small C/I Equipment	72	464	1,192	12,074	28,065	63,014	64,164	n/a
Large C/I Equipment	31	59	185	10,951	18,224	56,519	55,785	n/a
PJM Demand Response	0	0	0	0	0	0	0	n/a
Street lighting	13	58	241	71	423	1,399	1,367	n/a
Non-Profit	7	26	61	363	643	1,172	977	n/a
Remaining Government/Non-Profit	54	340	655	6,119	18,000	44,084	35,490	n/a
TOTAL PORTFOLIO	67,425	299,791	616,551	46,913	141,027	335,074	325,287	N/A
NOTES:								
1. Preliminary Realization Rates are based on evaluation activities and findings conducted on a partial sample set. These realization rates are not based on a statistically significant sample and are subject to change until the full evaluation is complete at the end of the program year.								

3 Summary of Demand Impacts by Program

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

Figure 3-1. CPITD Reported Demand Reduction by Program.

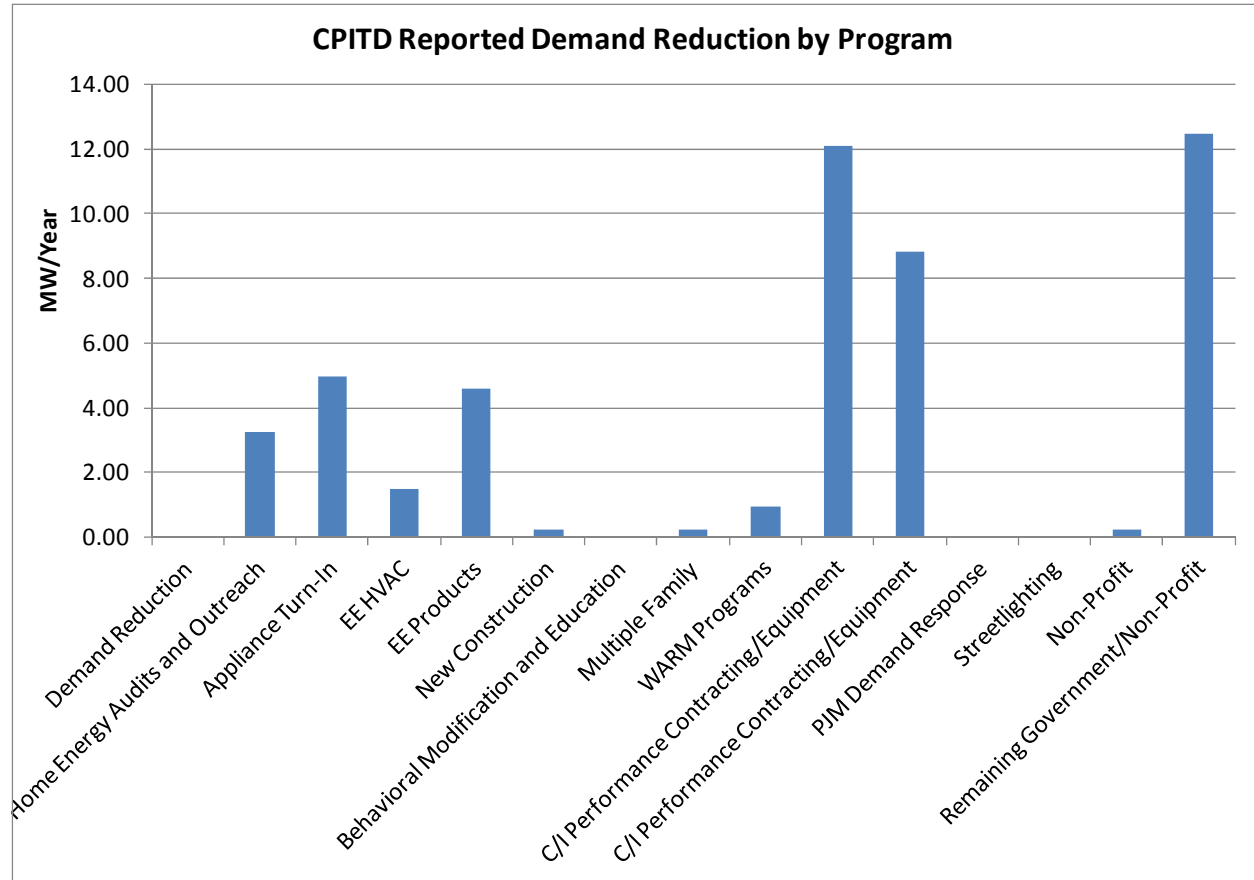
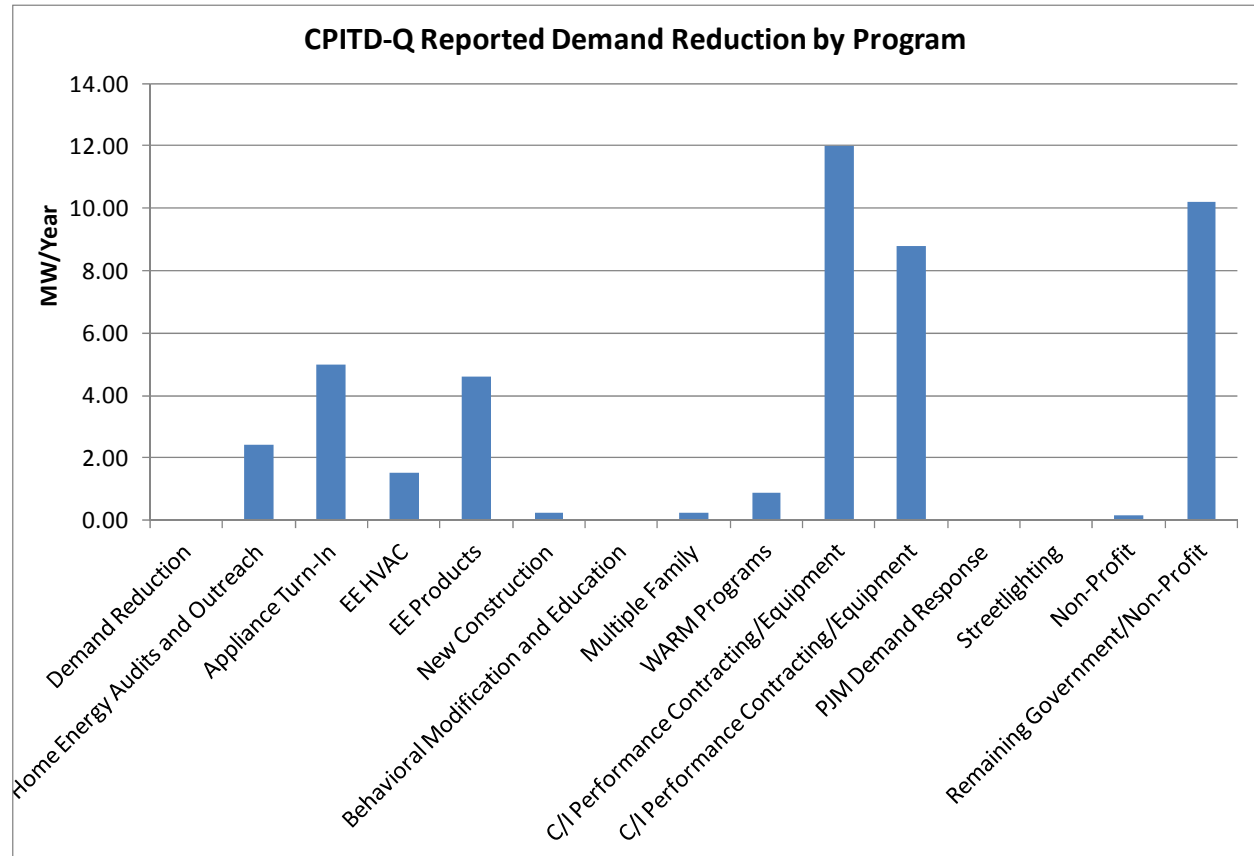


Figure 3-2. CPITD-Q Reported Demand Reduction by Program



A summary of demand reduction impacts by program through PY3Q4 is presented in **Table 3-1**.

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

Program	Participants			Reported Gross Impact (MW)				Preliminary Realization Rate ¹
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
Demand Reduction	2,632	11,270	11,296	n/a	n/a	n/a	n/a	n/a
Home Energy Audits and Outreach	5,828	22,724	72,738	0.30	1.15	3.26	2.42	n/a
Appliance Turn-In	1,434	8,061	16,525	0.35	2.32	4.97	4.97	n/a
EE HVAC	313	3,317	5,133	0.09	0.95	1.47	1.53	n/a
EE Products	56,283	250,658	474,948	0.53	2.35	4.58	4.62	n/a
New Construction	32	253	289	0.03	0.18	0.23	0.22	n/a
Behavioral Modification and Education	0	0	0	0.00	0.00	0.00	0.00	n/a
Multiple Family	31	31	15,247	0.02	0.02	0.24	0.24	n/a
WARM Programs	695	2,530	18,041	0.12	0.40	0.95	0.90	n/a
Small C/I Equipment	72	464	1,192	2.32	5.28	12.10	11.98	n/a
Large C/I Equipment	31	59	185	1.66	3.79	8.80	8.79	n/a
PJM Demand Response	0	0	0	0.00	0.00	0.00	0.00	n/a
Street lighting	13	58	241	0.00	0.00	0.00	0.00	n/a
Non-Profit	7	26	61	0.05	0.11	0.23	0.17	n/a
Remaining Government/Non-Profit	54	340	655	4.59	7.45	12.48	10.21	n/a
TOTAL PORTFOLIO	67,425	299,791	616,551	10.05	24.00	49.31	46.06	N/A

NOTES:

1. Preliminary Realization Rates are based on evaluation activities and findings conducted on a partial sample set. These realization rates are not based on a statistically significant sample and are subject to change until the full evaluation is complete at the end of the program year.

4 Summary of Finances

4.1 Portfolio Level Expenditures

A breakdown of the portfolio finances is presented in **Table 4-2**.

Table 4-2. Summary of Portfolio Finances

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$3,043	\$11,213	\$29,550
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$3,043	\$11,213	\$29,550
Design & Development ¹	\$1	\$12	\$462
Administration ²	\$2,980	\$11,195	\$17,867
Management ³	\$283	\$933	\$2,029
Marketing ⁴	\$393	\$438	\$918
Technical Assistance ⁵	\$63	\$195	\$476
Subtotal EDC Implementation Costs	\$3,719	\$12,773	\$21,752
EDC Evaluation Costs	\$162	\$770	\$1,353
SWE Audit Costs	\$237	\$452	\$794
Total EDC Costs	\$7,161	\$25,207	\$53,449
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

Table 4-2. Summary of Program Finances – Residential Demand Reduction

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$93	\$470	\$472
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$93	\$470	\$472
Design & Development ¹	\$0	\$2	\$49
Administration ²	\$966	\$6,010	\$7,488
Management ³	\$50	\$177	\$349
Marketing ⁴	\$10	\$62	\$101
Technical Assistance ⁵	\$3	\$19	\$58
Subtotal EDC Implementation Costs	\$1,028	\$6,270	\$8,045
EDC Evaluation Costs	\$14	\$58	\$93
SWE Audit Costs	\$40	\$83	\$142
Total EDC Costs	\$1,175	\$6,881	\$8,751
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-3. Summary of Program Finances – Residential Home Energy Audits and Outreach

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$429	\$1,650	\$5,560
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$429	\$1,650	\$5,560
Design & Development ¹	\$0	\$1	\$83
Administration ²	\$429	\$725	\$1,140
Management ³	\$40	\$122	\$260
Marketing ⁴	\$22	\$47	\$199
Technical Assistance ⁵	\$49	\$101	\$200
Subtotal EDC Implementation Costs	\$541	\$996	\$1,882
EDC Evaluation Costs	\$11	\$71	\$146
SWE Audit Costs	\$29	\$50	\$96
Total EDC Costs	\$1,009	\$2,767	\$7,684
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-4. Summary of Program Finances – Residential Appliance Turn-In

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$87	\$433	\$858
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$87	\$433	\$858
Design & Development ¹	\$0	\$1	\$44
Administration ²	\$199	\$939	\$1,948
Management ³	\$12	\$50	\$118
Marketing ⁴	\$2	\$19	\$31
Technical Assistance ⁵	\$1	\$6	\$19
Subtotal EDC Implementation Costs	\$213	\$1,014	\$2,160
EDC Evaluation Costs	\$11	\$45	\$86
SWE Audit Costs	\$9	\$24	\$51
Total EDC Costs	\$320	\$1,516	\$3,154
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-5. Summary of Program Finances – Residential Energy Efficient HVAC

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$93	\$486	\$793
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$93	\$486	\$793
Design & Development ¹	\$0	\$0	\$12
Administration ²	\$72	\$278	\$689
Management ³	\$5	\$29	\$80
Marketing ⁴	\$20	\$21	\$97
Technical Assistance ⁵	\$0	\$3	\$7
Subtotal EDC Implementation Costs	\$97	\$332	\$885
EDC Evaluation Costs	\$1	\$40	\$61
SWE Audit Costs	\$4	\$10	\$19
Total EDC Costs	\$195	\$867	\$1,758
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-6. Summary of Program Finances – Residential Energy Efficient Products

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$316	\$1,450	\$3,018
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$316	\$1,450	\$3,018
Design & Development ¹	\$0	\$1	\$41
Administration ²	\$201	\$1,062	\$2,394
Management ³	\$30	\$111	\$202
Marketing ⁴	\$338	\$268	\$452
Technical Assistance ⁵	\$1	\$10	\$29
Subtotal EDC Implementation Costs	\$570	\$1,453	\$3,117
EDC Evaluation Costs	\$11	\$46	\$96
SWE Audit Costs	\$20	\$43	\$76
Total EDC Costs	\$918	\$2,993	\$6,307
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-7. Summary of Program Finances – Residential New Construction

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$7	\$479	\$606
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$7	\$479	\$606
Design & Development ¹	\$0	\$1	\$33
Administration ²	\$32	\$168	\$466
Management ³	\$3	\$41	\$116
Marketing ⁴	\$1	\$20	\$34
Technical Assistance ⁵	\$0	\$7	\$22
Subtotal EDC Implementation Costs	\$36	\$237	\$671
EDC Evaluation Costs	\$1	\$19	\$42
SWE Audit Costs	\$2	\$22	\$49
Total EDC Costs	\$46	\$756	\$1,368
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-8. Summary of Program Finances – Residential Behavioral Modification and Education

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$0	\$0	\$0
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$0	\$0	\$0
Design & Development ¹	\$0	\$0	\$0
Administration ²	\$783	\$783	\$783
Management ³	\$0	\$0	\$0
Marketing ⁴	\$0	\$0	\$0
Technical Assistance ⁵	\$0	\$0	\$0
Subtotal EDC Implementation Costs	\$783	\$783	\$783
EDC Evaluation Costs	\$0	\$0	\$0
SWE Audit Costs	\$0	\$0	\$0
Total EDC Costs	\$783	\$783	\$783
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-9. Summary of Program Finances – Residential Multiple Family

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$32	\$38	\$410
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$32	\$38	\$410
Design & Development ¹	\$0	\$0	\$3
Administration ²	\$0	\$9	\$123
Management ³	\$1	\$3	\$8
Marketing ⁴	\$0	\$1	\$2
Technical Assistance ⁵	\$0	\$0	\$1
Subtotal EDC Implementation Costs	\$1	\$14	\$138
EDC Evaluation Costs	\$0	\$11	\$23
SWE Audit Costs	\$1	\$2	\$4
Total EDC Costs	\$33	\$66	\$575
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-9. Summary of Program Finances – Residential Low-Income (WARM)

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$435	\$1,405	\$2,892
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$435	\$1,405	\$2,892
Design & Development ¹	\$0	\$1	\$38
Administration ²	\$14	\$89	\$149
Management ³	\$32	\$104	\$242
Marketing ⁴	\$0	\$0	\$2
Technical Assistance ⁵	\$1	\$9	\$36
Subtotal EDC Implementation Costs	\$47	\$202	\$468
EDC Evaluation Costs	\$13	\$68	\$121
SWE Audit Costs	\$11	\$23	\$45
Total EDC Costs	\$506	\$1,697	\$3,526
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-10. Summary of Program Finances – Commercial / Industrial Small Sector Equipment

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$423	\$2,012	\$6,366
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$423	\$2,012	\$6,366
Design & Development ¹	\$0	\$2	\$73
Administration ²	\$170	\$673	\$1,277
Management ³	\$38	\$98	\$238
Marketing ⁴	\$0	\$0	\$0
Technical Assistance ⁵	\$2	\$15	\$39
Subtotal EDC Implementation Costs	\$211	\$787	\$1,627
EDC Evaluation Costs	\$26	\$98	\$140
SWE Audit Costs	\$37	\$66	\$115
Total EDC Costs	\$697	\$2,963	\$8,249
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-11. Summary of Program Finances – Commercial / Industrial Large Sector Equipment

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$615	\$1,108	\$4,162
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$615	\$1,108	\$4,162
Design & Development ¹	\$0	\$1	\$49
Administration ²	\$48	\$196	\$669
Management ³	\$22	\$57	\$176
Marketing ⁴	\$0	\$0	\$0
Technical Assistance ⁵	\$1	\$7	\$20
Subtotal EDC Implementation Costs	\$71	\$261	\$914
EDC Evaluation Costs	\$59	\$261	\$454
SWE Audit Costs	\$19	\$33	\$61
Total EDC Costs	\$765	\$1,663	\$5,590
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-12. Summary of Program Finances – Commercial / Industrial PJM Demand Response

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$76	\$152	\$152
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$76	\$152	\$152
Design & Development ¹	\$0	\$1	\$5
Administration ²	\$0	\$0	\$0
Management ³	\$35	\$85	\$109
Marketing ⁴	\$0	\$0	\$0
Technical Assistance ⁵	\$3	\$10	\$19
Subtotal EDC Implementation Costs	\$37	\$95	\$132
EDC Evaluation Costs	\$11	\$21	\$32
SWE Audit Costs	\$43	\$55	\$67
Total EDC Costs	\$167	\$324	\$384
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-13. Summary of Program Finances – Governmental / Non-Profit Street Lighting

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$66	\$400	\$1,281
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$66	\$400	\$1,281
Design & Development ¹	\$0	\$0	\$17
Administration ²	\$3	\$12	\$91
Management ³	\$5	\$19	\$52
Marketing ⁴	\$0	\$0	\$0
Technical Assistance ⁵	\$0	\$3	\$9
Subtotal EDC Implementation Costs	\$9	\$34	\$169
EDC Evaluation Costs	\$1	\$20	\$33
SWE Audit Costs	\$7	\$14	\$25
Total EDC Costs	\$83	\$467	\$1,508
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-14. Summary of Program Finances – Governmental / Non-Profit

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$6	\$8	\$61
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$6	\$8	\$61
Design & Development ¹	\$0	\$0	\$1
Administration ²	\$6	\$22	\$84
Management ³	\$1	\$2	\$5
Marketing ⁴	\$0	\$0	\$0
Technical Assistance ⁵	\$0	\$0	\$1
Subtotal EDC Implementation Costs	\$6	\$25	\$92
EDC Evaluation Costs	\$0	\$1	\$1
SWE Audit Costs	\$1	\$2	\$3
Total EDC Costs	\$14	\$35	\$157
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			

Table 4-15. Summary of Program Finances – Governmental / Remaining Non-Profit

	IQ (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$363	\$1,121	\$2,920
EDC Incentives to Trade Allies	\$0	\$0	\$0
Subtotal EDC Incentive Costs	\$363	\$1,121	\$2,920
Design & Development ¹	\$0	\$1	\$15
Administration ²	\$56	\$228	\$566
Management ³	\$11	\$35	\$74
Marketing ⁴	\$0	\$0	\$0
Technical Assistance ⁵	\$1	\$6	\$14
Subtotal EDC Implementation Costs	\$69	\$269	\$670
EDC Evaluation Costs	\$3	\$12	\$26
SWE Audit Costs	\$14	\$26	\$40
Total EDC Costs	\$450	\$1,427	\$3,655
Participant Costs	\$0	\$0	\$0
Total TRC Costs			
Notes:			
¹ Includes cost of EE Expert			
² Costs paid to Conservation Service Providers (CSPs) for program implementation. To define in the TRC Technical Working Group.			
³ Costs incurred to manage the CSPs and programs. To define in the TRC Technical Working Group.			
⁴ Includes umbrella marketing costs for programs. Marketing completed by the CSPs are included in Administration.			
⁵ Includes costs for Tracking and Reporting System			