

**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 Tetra Tech

For

West Penn Power Company

July 16, 2012

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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 West Penn Power Company in the 4th quarter of Program Year 3 (PY3), defined as June 1, 2011 through May 31, 2012, as well as the cumulative accomplishments of the programs since inception.

Tetra Tech and ADM Associates are evaluating the programs, which included 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.

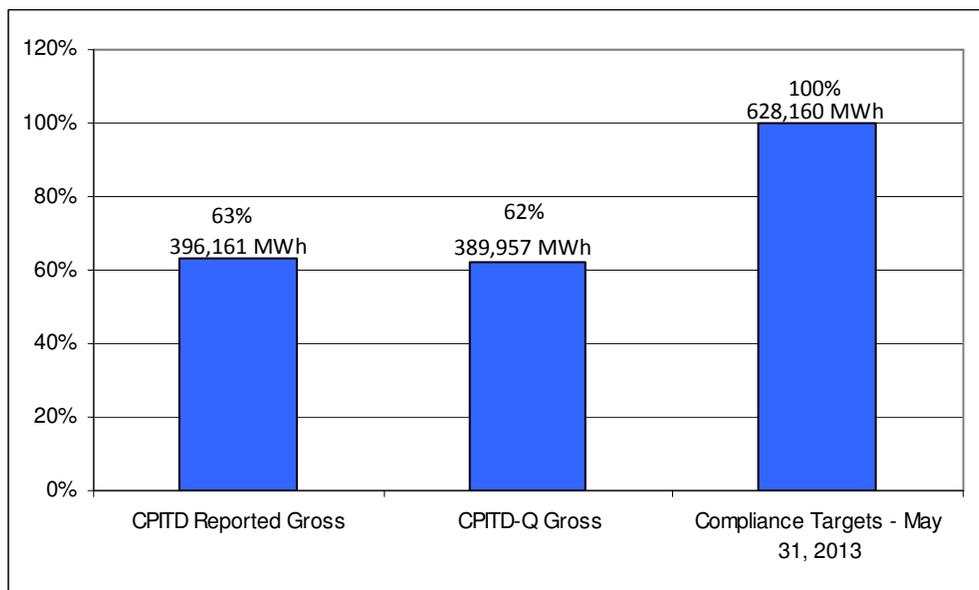
The Company has ongoing concerns about its ability to achieve the May 31, 2013 3 percent energy efficiency and 4½ percent demand reduction targets. With respect to the 3 percent energy efficiency target, the concern primarily relates to budget constraints and a slow ramp-up in savings prior to portfolio plan changes implemented following the FirstEnergy merger. With respect to the 4½ percent demand reduction target, the concern is 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 companies ability to overcome forecasting and participation risks. Further concerns revolve around the differing amount of funding available for compliance purposes – something noted by the Commission in its May 10, 2012 draft implementation Order for Phase II of Act 129 in Docket No. M-2012-2289411. WPP has the smallest Phase I compliance budget among any of the Pennsylvania EDCs. This when coupled with the fact that WPP has the lowest electric rates in the Commonwealth, creates several obstacles not faced by other EDCs and makes goal attainment very challenging

Notwithstanding these difficulties, the Company is diligently working with its implementation team and implementation and evaluation Conservation Service Providers (“CSPs”) to evaluate current programs and identify the most effective and most economic approach for achieving potential Act 129 targets. The empirically-based results from these evaluations form the basis for program design decisions with a goal to cost effectively improve the delivery of energy efficiency and conservation measures to customers.

1.1 Summary of Achievements

West Penn Power has achieved 63 percent of the May 31, 2013 energy savings compliance target, based on cumulative program inception to date (CPITD) reported gross energy savings¹, and 62 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**.

Figure 1-1 Cumulative Portfolio Inception to Date (CPITD) Energy Impacts

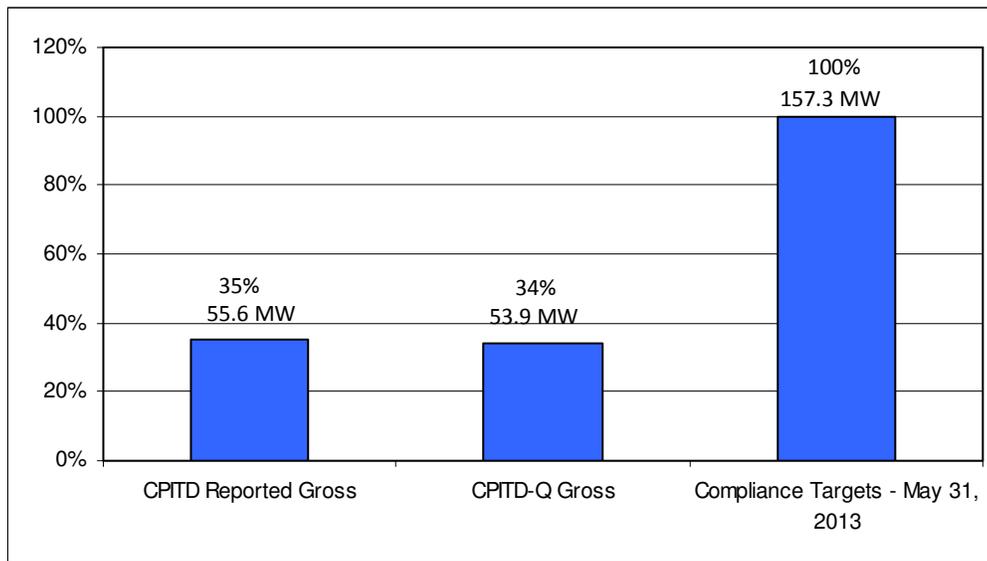


¹ CPITD Reported Gross Savings = CPITD Reported Gross Savings through PY2 + PYTD Reported Gross Savings. All savings reported as CPITD reported gross savings are computed this way.

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.

West Penn Power has achieved 35 percent of the May 31, 2013 demand reduction compliance target, based on CPITD reported gross demand reduction and 34 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

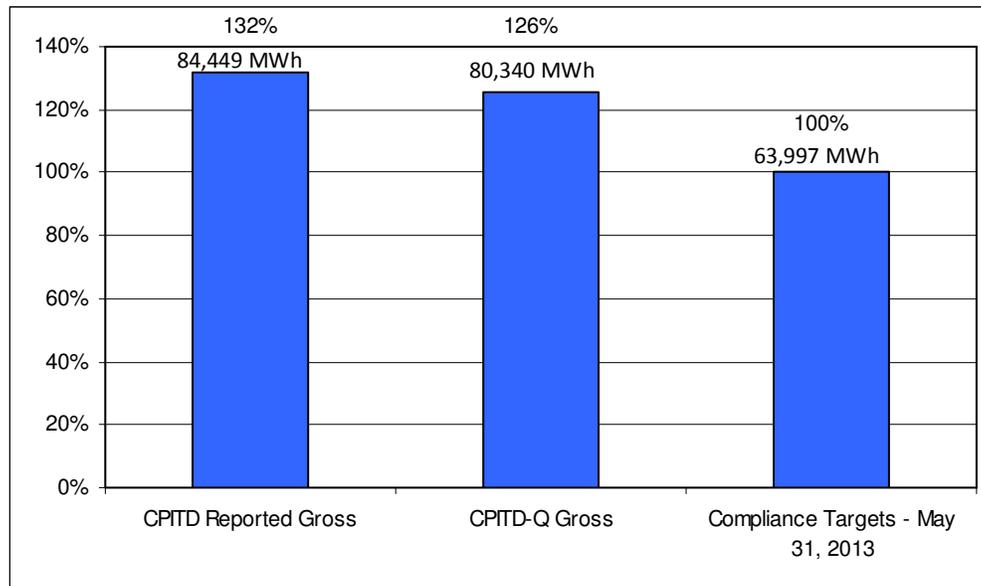


There are 10 measures available to the low-income sector. The measures offered to the low-income sector therefore comprise 24 percent of the total measures offered. As required by Act 129, this exceeds the fraction of the electric consumption of the utility’s low-income households divided by the total electricity consumption in the West Penn Power territory. (10 percent).³ The CPITD reported gross energy savings achieved in the low-income sector is 64,065 MWh/yr; this is 16 percent of the CPITD total portfolio reported gross energy savings.

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.

West Penn Power achieved 132 percent of the May 31, 2013, energy reduction compliance target for government, nonprofit and institutional sector, based on CPITD reported gross energy savings, and 126 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



1.2 Program Updates and Findings

On October 28, 2011, the Commission approved WPP’s interim Amended Plan filed in Docket No. M-2009-2093218. The Amended Plan aligned WPP’s Energy Efficiency and Conservation (“EE&C”) Plan with the other FirstEnergy Pennsylvania Utilities.

- **Residential Appliance Turn-In Program:** There were no changes to this program during PY3 Q4.
- **Residential Energy Efficient Products Program:** New rebate forms and website have been implemented as a result of outsourcing this program to a CSP.
- **Residential Energy Efficiency HVAC Equipment Program:** New rebate forms and website have been implemented as a result of outsourcing this program to a CSP.

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.

- **Residential Home Performance Program:** Over 18,000 kits shipped in PY3 Q4 for the CFL Opt-in measure and over 5,000 kits shipped for the Energy Savers Reward measure.
- **Critical Peak Rebate (CPR) Rate:** 23,974 participants have enrolled in the program. Events are scheduled to begin in June, 2012.
- **Limited Income Energy Efficient Program (LIEEP):** Implemented changes that were approved by the Commission regarding 2012 program design related to savings and budget. 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 FirstEnergy 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.
- **Joint Utility Usage Management Program:** There were no changes to this program during PY3 Q4.
- **Commercial & Industrial Equipment Program – Small:** No changes, or upgrades were made to the program during the SAIC administered PY3 period.
- **Time of Use (TOU) with Critical Peak Pricing (CPP) Rate:** There were no changes to this program during PY3 Q4.
- **Commercial & Industrial Equipment Program – Large:** No changes, or upgrades were made to the program during the SAIC administered PY3 period.
- **Customer Load Response:** Marketing and enrollment activities were implemented during PY3 Q4 with Demand Response events schedule to begin June 1, 2012.
- **Customer Resources Demand Response Program:** Marketing and enrollment activities were implemented by 3rd Party Curtailment Service Providers during PY3 Q4 with Demand Response events scheduled to begin June 1, 2012.
- **Distributed Generation:** There were no changes to this program during PY3 Q4.
- **Conservation Voltage Reduction Program:** Planning engineers in the WPP territory have completed the analysis of each circuit and identified circuits that are most likely to handle reduced voltage.
- **Governmental & Institutional Program:** No changes, or upgrades were made to the program during the SAIC administered PY3 period. However, several projects closed during this reporting period resulting in 53,000 MWh of incremental savings, the majority coming from Pennsylvania State University.

1.3 Evaluation Updates and Findings

WPP has contracted with Tetra Tech and ADM Associates to provide evaluation of its PA Act 129 Energy Efficiency and Demand Response portfolio. The WPP PY3 evaluation activities are in progress and will conclude after the close of the program year in order to complete evaluation activities for participation through the end of the plan year. Process evaluations have been completed for the Residential Energy Efficient Products, Residential Appliance Turn-In, and Residential Home Performance programs.

Preliminary realization rates are also available for these three programs. Tetra Tech also assessed indicators of free-ridership for these programs to provide initial free-ridership feedback. More robust free-ridership assessments will be completed in PY4 as WPP transitions its implementation model to that of the other FirstEnergy Utilities in Pennsylvania.

- **Residential Appliance Turn-In Program**

The Residential Appliance Turn-In Program offers rebates to customers and disposal of older, inefficient, appliances. All appliances must be in working condition and meet size requirements. During PY3 quarters one and two, the qualifying appliances, rebate amounts, and requirements were as follows:

- Room air conditioners (\$25 each, working condition, up to three)
- Refrigerator (\$50, working condition, limit one)
- Freezer (\$25, working condition, limit one)

Through PY3 quarter two, over 1,400 working appliances had been recycled by the program’s implementer, JACO Environmental. Table 1.3.1 summarizes the status of evaluation activities.

Table 1.3.1 Residential Appliance Turn-In Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Refrigerator	<ul style="list-style-type: none"> • Survey representative sample of participants 	<ul style="list-style-type: none"> • 75 Completed Web surveys for the program

Key Findings

- Most recycled appliances are replaced with high efficiency equipment. About 80 percent of recycled refrigerators and room air conditioners are replaced with a new, high efficiency appliance.
- The free-ridership indicators are comparable to other recycling programs in Pennsylvania (study conducted by Tetra Tech in 2011) and Massachusetts (study conducted by NMR in 2011). Over one-half of the recycled appliances would have been removed from the grid, even in the absence of the program or program’s incentives.
- Satisfaction with the program and with the implementation contractor is very high. Almost 90 percent of participants assign the program scores of eight or higher on a 10-point scale.

Data Collection Methods

Tetra Tech conducted a Residential Participant Survey with a representative sample of customers who recycled qualified appliances and received a rebate in PY3 quarters one and two. The survey population was comprised of 1,434 “recycle only” customers, or customers that only received a rebate for recycling their appliance and did not receive a rebate for purchasing a qualified new appliance. A random sample of 203 records was selected from the population. Customers were sent a mail invitation to complete the on-line survey with email and telephone follow-up to maximize response.

• **Residential Energy Efficient Products Program**

The Residential Energy Efficient Products Program offers rebates to customers for purchasing qualified high-efficiency appliances. During PY3 quarters one and two, the qualifying appliances, rebate amounts, and requirements were as follows:

- Room air conditioners (\$25 each, limit three)
- Refrigerator (\$50, required recycling old working refrigerator through West Penn Power program)
- Freezer (\$25, required recycling old working freezer through West Penn Power program)
- Clothes washer (\$75)
- Clothes Dryer (\$25, electric with drum moisture sensor)
- Dishwasher (\$25)
- Programmable thermostat (\$25)

Through PY3 quarter two, over 10,000 appliances were rebated through the Program. Table 1.3.2 summarizes the status of evaluation activities.

Table 1.3.2 Residential Energy Efficient Products Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Appliances	Survey representative sample of participants	Completed 265 Web surveys

Key Findings

- Verified savings attributable to the program are very high. Over 98 percent of surveyed participants confirm the purchase and installation of qualified appliances.
- The program’s marketing efforts and use of multiple channels have been successful. Retail stores, contractors, newspapers, and bill inserts are most often cited as a primary source of information by appliance participants. One in ten participants learned of the program from the utility’s website.
- Free-ridership is high. Almost one-third of appliance participants purchased the appliance before they were aware of the program rebate. Slightly less than two-thirds of participants who knew about the program before a purchase would have purchased the same EE appliance in the absence of the program. An unlimited eligibility period for claiming a rebate contributes to a high rate of free-ridership.
- Satisfaction with the program is high but expectations of EE appliances are not always met. Almost 90 percent of participants give the program very high marks (eight or higher on a 10-point scale). However, only two-thirds of participants express similar levels of satisfaction with the newly-installed EE appliance.

Survey Sampling and Data Collection

Tetra Tech conducted a Residential Participant Survey with a representative sample of customers who participated in the EE Products Program. This included customers who, in PY3 quarters one or two, received a rebate for purchasing a qualified appliance. The survey population was comprised of 11,067 customers who purchased qualified appliances. A random sample of 635 records was selected from the population.

Data were collected on-line with self-administered Web survey. Customers were sent a postcard that explained the goals of the study and asked them to complete the on-line survey. Email and telephone follow-up with non-responding households were used when possible to maximize response. A total of 265 customers completed the surveys, yielding a 42 percent response rate.

• **Residential Energy Efficient HVAC Equipment Program**

The Residential HVAC Equipment Program offers rebates to customers for purchasing qualified high efficiency heat pumps and central air conditioners. Qualifying equipment must have a SEER rating of 14.5 or greater, be installed by a certified contractor, and include the installation of a programmable thermostat. The SEER level requirements and rebate amounts, which are the same for central air conditioners and heat pumps, are as follows:

Rebate Levels: High Efficiency Central Air Conditioners/High Efficiency Heat Pump

- SEER 14.5 - \$100
- SEER 15 - \$150
- SEER 16 and above - \$200

Customers could also receive \$25 rebates for HVAC tune-ups.

Through PY3 quarter two, over 500 central air conditioners and heat pumps were rebated through the HVAC Equipment Program. An additional 448 HVAC tune-ups were rebated. Table 1.3.3 summarizes the status of evaluation activities.

Table 1.3.3 Residential Energy Efficient HVAC Equipment Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities C Status
Heat Pump • SEER 14.5 • SEER 15 • SEER 16 & above	Survey representative sample of participants	168 Completed Web surveys for the program
Central Air Conditioning • SEER 14.5 • SEER 15 • SEER 16 & above		
HVAC tune-ups		

Key Findings

- Surveys of participants confirm that all equipment purchases remain installed. Given the cost and complexity of installing (or removing) heat pumps and air conditioners, the 1.00 realization is expected. Further evaluation of the tune-up component is required in order to provide an overall program realization rate for the final PY3 report.
- Free-ridership is high. Over one-third of participants purchased qualifying HVAC equipment before they were aware of the program rebate. This indicator of free-

ridership represents a 75 percent increase over the previous program year when 20 percent of surveyed participants purchased qualifying equipment before learning about the program. Most participants (75 percent) who knew about the program when deciding on HVAC equipment would have purchased the same equipment at the same time anyway. An unlimited eligibility period for claiming a rebate contributes to a high rate of free-ridership.

- Widespread adoption of regular maintenance plans negates the influence of tune-up rebates. Over 80 percent of participants receive regular maintenance of their HVAC equipment and over 90 percent of those without a plan would have arranged for a tune-up in the absence of the program rebate.
- Satisfaction with the program is high but expected energy savings are not always met. Upwards of 90 percent of participants give the program very high marks (eight or higher on a 10-point scale). Fewer participants (60 to 65 percent) are highly satisfied with the rebate amount or the energy savings that resulted from the installation. The energy benefits of central air conditioning are more often recognized than those deriving from a high efficiency heat pump.

Survey Sampling and Data Collection Methods

Tetra Tech conducted a Residential Participant Survey with a representative sample of customers who received rebates from the HVAC Equipment Program during PY3 quarters one or two. The survey population was comprised of 1,025 customers who purchased qualifying heat pumps, central air conditioning, or an HVAC tune-up. A random sample of 426 records was selected from the population and included equal numbers of participants from each of the three program components.

Data were collected on-line with a self-administered Web survey. Customers were sent a postcard that explained the goals of the study and asked them to complete the on-line survey. Email and telephone follow-up with non-responding households were used when possible to maximize response. A total of 168 customers completed the surveys (61 heat pumps, 66 central air conditioners, and 41 tune-ups), yielding an overall response rate of 39 percent. Completion rates were higher among sampled customers who purchased equipment (43 and 46 percent for heat pump and air conditioning, respectively) than those receiving a tune-up (29 percent).

• **Residential Home Performance Program**

The Residential Home Performance Program assists households in identifying energy savings opportunities through self-administered and professional walk-through home audits and providing customers with CFLs and other low cost energy savings measures. The program promotes CFL giveaways through several CFL promotional channels, including Opt-in, Smart Meter and School Kits. The program also includes a behavioral modification and education component designed to provide customers with information about their energy usage and low cost ways they can reduce usage. Through PY3, only the online audit and multifamily CFL giveaway components have been implemented and over 250,000 CFLs were given to residential customers. In PY3, the giveaway component was evaluated – specifically, the CFL opt-in and smart meter efforts.

Table 1.3.4 Residential Home Performance Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
CFL Giveaways	Survey representative sample of participants	Completed 117 Web surveys

Key Findings

- Verified savings attributable to the program are very high – 100 percent of CFL Giveaway participants verify receipt of six CFLs each equating to a 1.00 realization rate (Table 2).
- The distribution of CFLs in the home is consistent with the 2011 Residential Survey findings. Over half (63 percent) of installed CFLs are located in four rooms: the living room, kitchen, master bedroom, and the family room/den. The remaining 37 percent are dispersed throughout the home and outside. Few CFLs are located in typical low-use areas, such as closets, storage areas, and utility rooms.
- Survey results indicate a high level of free-riders – 63 percent of CFL Giveaway participants reported that they would have purchased CFLs within one year had the promotion not been available; although, they would have purchased four CFLs on average, compared to the six they received through the giveaway.

Survey Sampling and Data Collection Methods

Tetra Tech conducted a Residential Participant Survey with a representative sample of customers who received six CFLs through the two largest promotional channels (Opt-In and Smart Meter). The survey population was comprised of 272,083 records of CFL Giveaways. A random sample of 284 records was selected from the population.

Data were collected on-line with self-administered Web survey. Customers were sent a postcard that explained the goals of the study and asked them to complete the on-line survey. Email and telephone follow-up with non-responding households were used when possible to maximize response. A total of 117 customers completed the surveys, yielding a 41 percent response rate.

• **Critical Peak Rebate (CPR) Rate**

This demand response program encourages residential customers to lower their demand during peak load hours by offering a rebate based on actual demand reduction compared to a customer baseline. This program will be implemented in PY4; therefore, no evaluation activities will occur for PY3.

• **Limited Income Energy Efficient Program (LIEEP)**

This program is an expansion of the Low-Income Usage Reduction Program and provides additional energy savings measures and services to income eligible customers. Energy savings kits are offered to those customers not accepting in-home services and when electric usage is below 600 kWh per month or the customer is otherwise not eligible. Due to the likeness of this program with the Joint

Utility Usage Management Program, the evaluation activities will be combined and are summarize in the Joint Utility Usage Management Program section below.

- **Joint Utility Usage Management Program**

This program is an expansion of the Low-Income Usage Reduction Program and provides additional energy savings measures and services to income eligible customers. Energy savings kits are offered to those customers not accepting in-home services and when electric usage is below 600 kWh per month or the customer is otherwise not eligible.

Table 1.3.5 Joint Utility Usage Management Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Appliance only	<ul style="list-style-type: none"> • 105 completed phone surveys (35 per component type) • 10 (5 Home Check-up & 5 JUUMP) 	Evaluation activities occurring after close of PY3

- **Commercial & Industrial Equipment Program – Small**

This program provides prescriptive and performance based incentives for the installation of energy efficient lighting, motors, variable speed drives, food service, HVAC, custom measures, and other energy efficient technologies along with the delivery of energy efficiency kits requested by small C/I customers and master metered multi-family customers.

Table 1.3.6 Commercial & Industrial Equipment Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Lighting	Sample for first 3 quarters, conduct on-sites for Q1 - Q2	Evaluation activities in-progress and will conclude after close of PY3
HVAC	No PY3 evaluation activities	n/a
VFD	Sample for first 3 quarters and conduct 5 on-sites across Q1-Q2	Evaluation activities in-progress and will conclude after close of PY3
Custom	Sample for first 3 quarters and conduct 5 on-sites across Q1-Q2	Evaluation activities in-progress and will conclude after close of PY3

- **Time of Use (TOU) with Critical Peak Pricing (CPP) Rate**

This demand response program encourages small commercial and industrial and government/non-profit customers to lower their demand during peak load hours charging a higher price that reflects the higher cost of serving customer during peak load hours and charging a lower price during off-peak periods. This program will be implemented in PY4; therefore, no evaluation activities will occur for PY3.

- **Commercial & Industrial Equipment Program – Large**

This program provides prescriptive and performance based incentives for the installation of energy efficient lighting, motors, variable speed drives, food service, HVAC, custom measures, and other energy efficient technologies along with the delivery of energy efficiency kits requested by large C/I customers and master metered multi-family customers.

Table 1.3.7 Commercial & Industrial Equipment Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Custom	Sample for first 3 quarters and conduct 5 on-sites across Q1-Q2	Evaluation activities in-progress and will conclude after close of PY3

- **Customer Load Response**

This demand response program encourages C/I and government/non-profit customers with demand of at least 300 kW to lower their demand during peak load hours by offering load management services and providing incentives for demand reduction during the top 100 hours. This program will be implemented in PY4; therefore, no evaluation activities will occur for PY3.

- **Customer Resources Demand Response Program**

This demand response program encourages small and large C/I and government/non-profit customers to lower their demand during peak load hours by deploying customer load resources from load curtailment strategies provided by PJM Curtailment Service Providers. This program will be implemented in PY4; therefore, no evaluation activities will occur for PY3.

- **Distributed Generation**

This demand response program encourages C/I and government/non-profit customers with demand and generators rated larger than 300 kW to lower their demand during peak load hours by offering operation and maintenance services and providing incentives for demand reduction during the top 100 hours through usage of their generators. This program will be implemented in PY4; therefore, no evaluation activities will occur for PY3.

- **Conservation Voltage Reduction Program**

The CVR program incorporates voltage regulation techniques on select distribution circuits that result in lower service voltage levels and, thus, lower the energy consumption and demand of customers. This program will be implemented in PY4; therefore, no evaluation activities will occur for PY3.

- **Governmental & Institutional Program**

This program provides prescriptive and performance based incentives for the installation of cost effective energy efficient non-standard equipment through an authorized contractor network and traditional channels.

Table 1.3.8 Governmental & Institutional Program Evaluation Summary

Program Component	Evaluation Activities Planned	Evaluation Activities Status
Lighting	Sample for first 3 quarters, conduct on-sites for Q1 - Q2,	Evaluation activities in-progress and will conclude after close of PY3
Street Lighting	Sample for first 3 quarters, conduct on-sites for Q1 - Q2,	Evaluation activities in-progress and will conclude after close of PY3
Traffic Signals	Sample for first 3 quarters, conduct on-sites for Q1 - Q2,	Evaluation activities in-progress and will conclude after close of PY3
Audits	Not implemented in PY3.	n/a

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

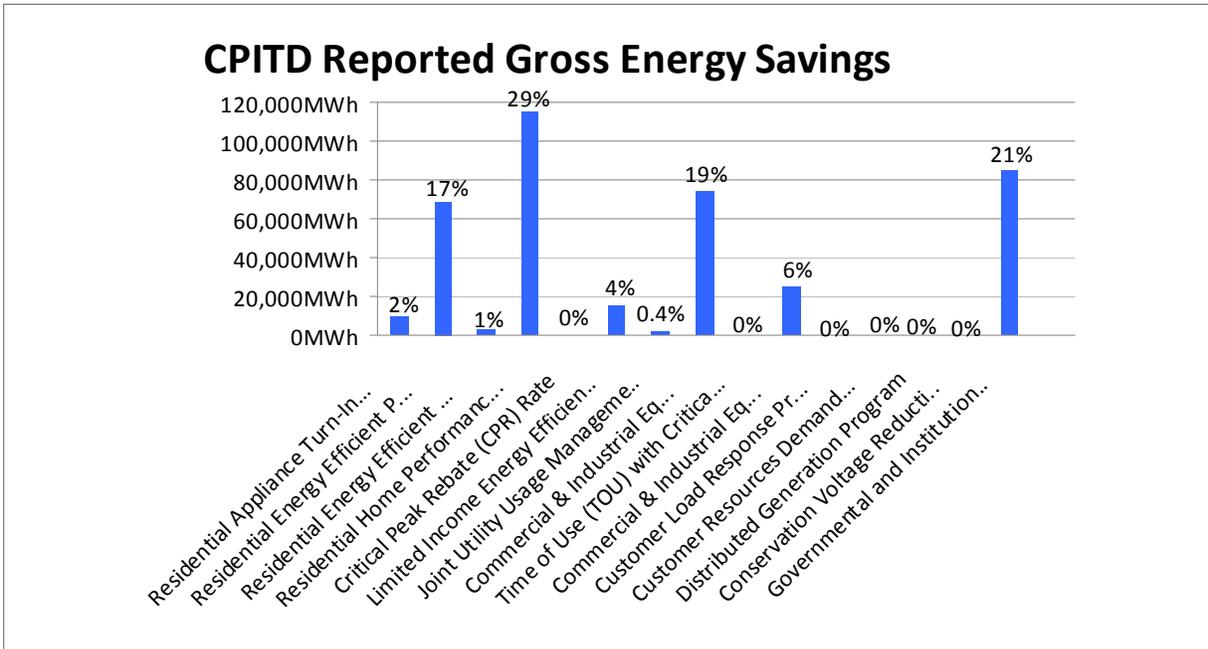
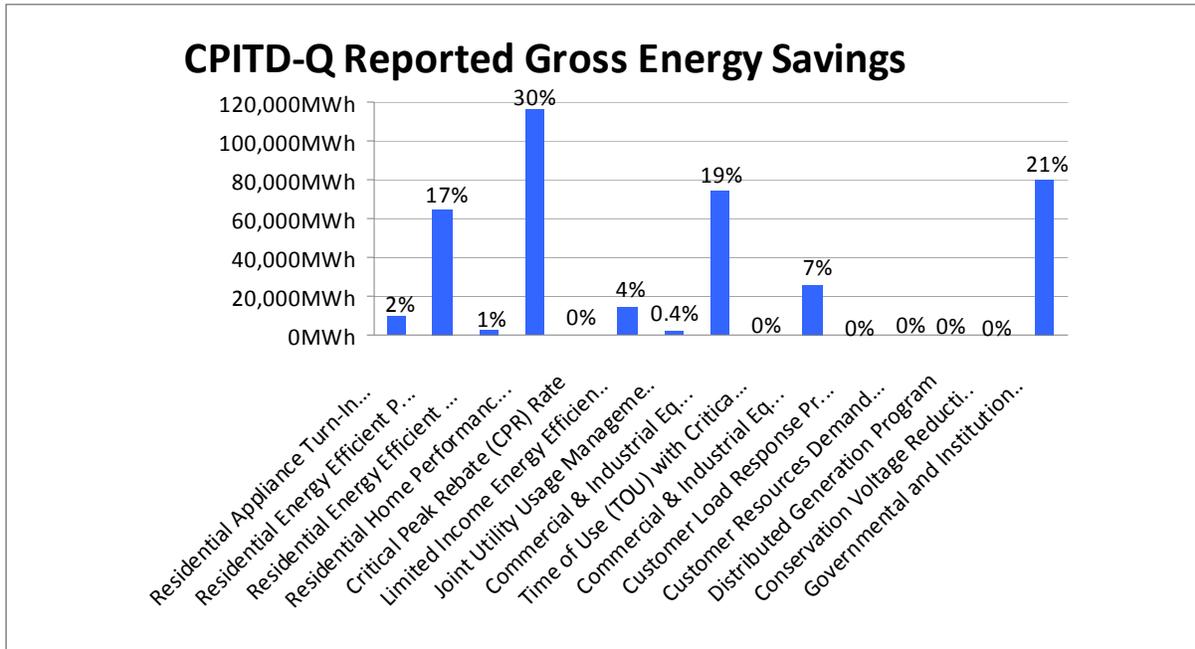


Figure 2-2. CPITD-Q Reported Gross Energy Savings by Program



A summary of energy impacts by program through the PY3 Q4 is presented in Table 2-1.

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

Program	Participants			Reported Gross Impact (MWh)				Preliminary Realization Rate ¹
	IQ	PYTD	CPITD	IQ	PYTD	CPITD	CPITD-Q	PYTD
Residential Appliance Turn-In Program	1,640	3,753	6,021	2,924	6,233	9,406	9,405	1.00
Residential Energy Efficient Products Program	25,012	126,213	325,821	4,707	27,872	68,958	65,107	0.98
Residential Energy Efficient HVAC Equipment Program	244	1,485	3,468	106	1,133	3,235	3,242	
Residential Home Performance Program	31,634	335,612	372,415	9,852	104,045	115,279	116,513	1.00
Critical Peak Rebate (CPR) Rate								
Limited Income Energy Efficiency Program (LIEEP)	1,428	5,652	11,276	1,352	8,118	14,865	14,021	
Joint Utility Usage Management Program	3,152	3,246	3,366	1,405	1,480	1,564	1,556	
Commercial & Industrial Equipment Program - Small	26,097	26,236	26,384	47,552	61,577	73,862	74,294	
Time of Use (TOU) with Critical Peak Pricing (CPP) Rate								
Commercial & Industrial Equipment Program - Large	7	37	47	1,262	20,065	24,544	25,480	
Customer Load Response Program								
Customer Resources Demand Response Program								
Distributed Generation Program								
Conservation Voltage Reduction (CVR) Program								
Governmental and Institutional Program	35	228	1,016	56,977	69,472	84,449	80,340	
TOTAL PORTFOLIO	89,249	502,462	749,814	126,137	299,995	396,161	389,957	
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

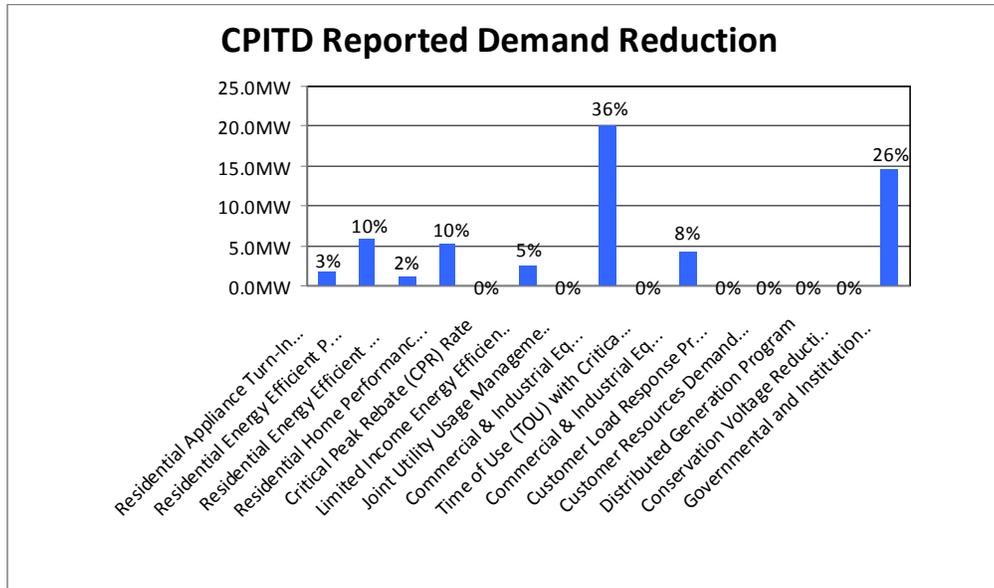
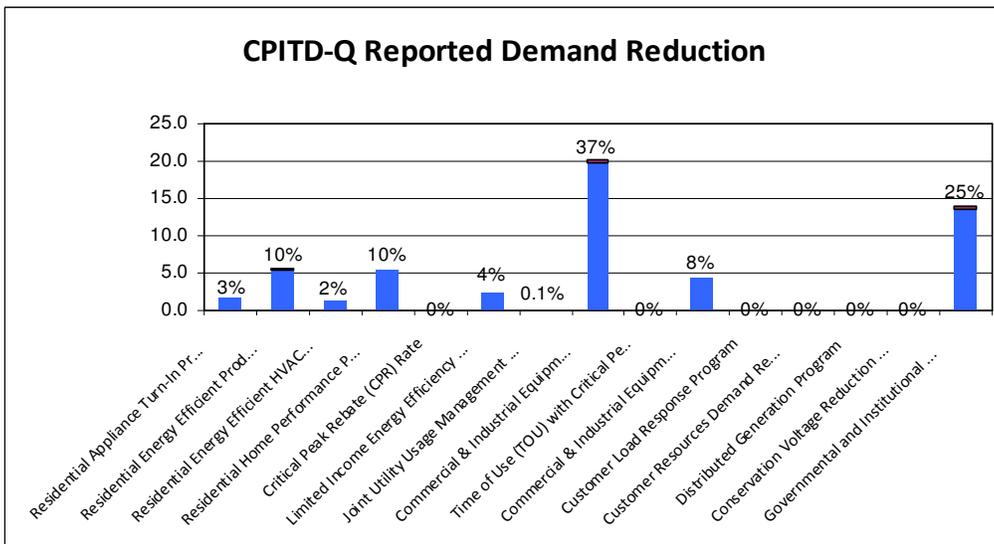


Figure 3-2. CPITD-Q Reported Demand Reduction by Program



A summary of demand reduction impacts by program through the 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-Q	CPITD-Q	PYTD
Residential Appliance Turn-In Program	1,640	3,753	6,021	0.4	1.0	1.7	1.7	1.00
Residential Energy Efficient Products Program	25,012	126,213	325,821	0.2	2.3	5.8	5.5	0.98
Residential Energy Efficient HVAC Equipment Program	244	1,485	3,468	0.1	0.5	1.2	1.2	
Residential Home Performance Program	31,634	335,612	372,415	0.4	4.8	5.4	5.4	1.00
Critical Peak Rebate (CPR) Rate								
Limited Income Energy Efficiency Program (LIEEP)	1,428	5,652	11,276	0.2	1.4	2.6	2.3	
Joint Utility Usage Management Program	3,152	3,246	3,366	0.1	0.1	0.1	0.1	
Commercial & Industrial Equipment Program - Small	26,097	26,236	26,384	15.5	17.8	20.1	19.9	
Time of Use (TOU) with Critical Peak Pricing (CPP) Rate								
Commercial & Industrial Equipment Program - Large	7	37	47	0.1	3.4	4.2	4.3	
Customer Load Response Program								
Customer Resources Demand Response Program								
Distributed Generation Program								
Conservation Voltage Reduction (CVR) Program								
Governmental and Institutional Program	35	228	1,016	7.1	10.2	14.5	13.6	
TOTAL PORTFOLIO	89,249	502,462	749,814	24.2	41.3	55.6	53.9	
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 4-1.

Table 4-1. Summary of Portfolio Finances

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 4,211	\$ 16,813	\$ 24,121
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 4,211	\$ 16,813	\$ 24,121
Design & Development		\$ 79	\$ 1,787
Administration	\$ 196	\$ 1,117	\$ 3,551
Management ^[2]			
Marketing	\$ 693	\$ 1,886	\$ 5,085
Technical Assistance ^[1]	\$ 3,093	\$ 7,354	\$ 10,245
Subtotal EDC Implementation Costs	\$ 3,982	\$ 10,436	\$ 20,667
EDC Evaluation Costs	\$ 79	\$ 552	\$ 1,515
SWE Audit Costs	\$ 350	\$ 950	\$ 1,994
Total EDC Costs^[3]	\$ 8,622	\$ 28,750	\$ 48,298
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
<i>Per PUC direction, TRC inputs and calculations are required in the Annual Report only and should comply with the 2011 Total Resource Cost Test Order approved July 28, 2011.</i>			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

4.2 Program Level Expenditures

Program-specific finances are shown in the following tables.

Table 4-2. Summary of Program Finances – Residential Appliance Turn-In Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 102	\$ 221	\$ 417
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 102	\$ 221	\$ 417
Design & Development		\$ 0	\$ 0
Administration	\$ (18)	\$ 28	\$ 128
Management ^[2]			
Marketing	\$ 67	\$ 276	\$ 831
Technical Assistance ^[1]	\$ 165	\$ 492	\$ 943
Subtotal EDC Implementation Costs	\$ 213	\$ 796	\$ 1,902
EDC Evaluation Costs	\$ 5	\$ 23	\$ 84
SWE Audit Costs			
Total EDC Costs^[3]	\$ 321	\$ 1,040	\$ 2,403
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
Appliance Turn-In Program costs includes PYTD and CPITD costs for appliance recycling previously reported under Residential Energy Star & High Efficiency Appliance Program (currently called Residential Energy Efficient Products Program)			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-3. Summary of Program Finances – Residential Energy Efficient Products Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 388	\$ 1,528	\$ 3,368
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 388	\$ 1,528	\$ 3,368
Design & Development		\$ 10	\$ 265
Administration	\$ 21	\$ 159	\$ 372
Management ^[2]			
Marketing	\$ 104	\$ 579	\$ 2,144
Technical Assistance ^[1]	\$ 99	\$ 512	\$ 856
Subtotal EDC Implementation Costs	\$ 224	\$ 1,259	\$ 3,638
EDC Evaluation Costs	\$ 13	\$ 86	\$ 292
SWE Audit Costs			
Total EDC Costs^[3]	\$ 625	\$ 2,874	\$ 7,298
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
Residential Energy Efficient Products Program was previously called Residential Energy Star & High Efficiency Appliance Program. This program includes PYTD and CPITD costs for all of the previously reported appliances, the former CFL Rewards Program and the Hot Water Heater Measure from the Residential Whole Home Appliance Efficiency Program (currently called Residential Energy Efficient HVAC Equipment Program)			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

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

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 126	\$ 277	\$ 631
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 126	\$ 277	\$ 631
Design & Development		\$ 4	\$ 123
Administration	\$ 3	\$ 22	\$ 133
Management ^[2]			
Marketing	\$ 32	\$ 49	\$ 200
Technical Assistance ^[1]	\$ 67	\$ 123	\$ 258
Subtotal EDC Implementation Costs	\$ 103	\$ 198	\$ 715
EDC Evaluation Costs	\$ (4)	\$ 31	\$ 99
SWE Audit Costs			
Total EDC Costs^[3]	\$ 225	\$ 506	\$ 1,444
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
Residential Energy Efficient HVAC Equipment Program was previously called Residential Whole Home Appliance Efficiency Program. This program includes PYTD and CPITD costs for all of the previously reported HVAC appliances with the exception of the Hot Water Heater Measure which is currently being reported under the Residential Energy Efficient Products Program.			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-5. Summary of Program Finances – Residential Home Performance Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 365	\$ 5,198	\$ 5,744
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 365	\$ 5,198	\$ 5,744
Design & Development		\$ 8	\$ 135
Administration	\$ 31	\$ 112	\$ 229
Management ^[2]			
Marketing	\$ 121	\$ 125	\$ 847
Technical Assistance ^[1]	\$ 2,010	\$ 3,773	\$ 3,979
Subtotal EDC Implementation Costs	\$ 2,162	\$ 4,019	\$ 5,191
EDC Evaluation Costs	\$ 11	\$ 72	\$ 155
SWE Audit Costs			
Total EDC Costs^[3]	\$ 2,538	\$ 9,290	\$ 11,089
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
The Residential Home Performance Program includes all measures previously reported under this program except for certain measures under Consumer Efficiency measure which are currently being reported under the Residential Energy Efficient Products Program.			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-6. Summary of Program Finances – Critical Peak Rebate (CPR) Rate

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants			
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs			
Design & Development		\$ 4	\$ 6
Administration	\$ 8	\$ 43	\$ 72
Management ^[2]			
Marketing	\$ 12	\$ 126	\$ 179
Technical Assistance ^[1]	\$ 4	\$ 11	\$ 32
Subtotal EDC Implementation Costs	\$ 24	\$ 184	\$ 289
EDC Evaluation Costs	\$ 2	\$ 10	\$ 17
SWE Audit Costs			
Total EDC Costs^[3]	\$ 26	\$ 195	\$ 306
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-7. Summary of Program Finances – Limited Income Energy Efficiency Program (LIEEP)

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 829	\$ 4,152	\$ 7,021
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 829	\$ 4,152	\$ 7,021
Design & Development		\$ 5	\$ 40
Administration	\$ 26	\$ 89	\$ 306
Management ^[2]			
Marketing	\$ 2	\$ 6	\$ 17
Technical Assistance ^[1]	\$ 76	\$ 349	\$ 692
Subtotal EDC Implementation Costs	\$ 104	\$ 449	\$ 1,056
EDC Evaluation Costs	\$ 5	\$ 17	\$ 52
SWE Audit Costs			
Total EDC Costs^[3]	\$ 938	\$ 4,618	\$ 8,128
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
Limited Income Energy Efficiency (LIEEP) Program was previously called Residential Low Income Home Performance Check-Up Audit & Appliance Replacement Program. This program includes PYTD and CPITD costs for all previously reported costs for this program, as well as, the CPITD costs from the former Residential Low Income Room Air Conditioner Replacement Program.			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-8. Summary of Program Finances – Joint Utility Usage Management Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 145	\$ 348	\$ 524
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 145	\$ 348	\$ 524
Design & Development		\$ 5	\$ 25
Administration	\$ 13	\$ 59	\$ 173
Management ^[2]			
Marketing	\$ 1	\$ 6	\$ 14
Technical Assistance ^[1]	\$ 16	\$ 177	\$ 283
Subtotal EDC Implementation Costs	\$ 31	\$ 247	\$ 496
EDC Evaluation Costs	\$ 2	\$ 17	\$ 50
SWE Audit Costs			
Total EDC Costs^[3]	\$ 178	\$ 612	\$ 1,069
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-9. Summary of Program Finances – Commercial & Industrial Equipment Program - Small

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 1,915	\$ 2,797	\$ 3,285
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 1,915	\$ 2,797	\$ 3,285
Design & Development		\$ 16	\$ 308
Administration	\$ 7	\$ 203	\$ 861
Management ^[2]			
Marketing	\$ 227	\$ 376	\$ 444
Technical Assistance ^[1]	\$ 370	\$ 791	\$ 1,141
Subtotal EDC Implementation Costs	\$ 605	\$ 1,386	\$ 2,754
EDC Evaluation Costs	\$ 18	\$ 153	\$ 388
SWE Audit Costs			
Total EDC Costs^[3]	\$ 2,538	\$ 4,336	\$ 6,427
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
Commercial & Industrial Equipment - Small Program includes PYTD and CPITD costs which were previously reported under the Commercial HVAC Efficiency Program, Commercial Products Efficiency Program and Custom Technology Applications Program.			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-10. Summary of Program Finances – Time of Use (TOU) with Critical Peak Pricing (CPP) Rate

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants			
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs			
Design & Development		\$ 3	\$ 6
Administration	\$ 8	\$ 17	\$ 45
Management ^[2]			
Marketing	\$ 0	\$ 3	\$ 17
Technical Assistance ^[1]	\$ 2	\$ 6	\$ 28
Subtotal EDC Implementation Costs	\$ 10	\$ 30	\$ 96
EDC Evaluation Costs	\$ (0)	\$ 7	\$ 12
SWE Audit Costs			
Total EDC Costs^[3]	\$ 10	\$ 37	\$ 108
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

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

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 21	\$ 1,495	\$ 1,898
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 21	\$ 1,495	\$ 1,898
Design & Development		\$ 6	\$ 667
Administration	\$ 2	\$ 122	\$ 567
Management ^[2]			
Marketing	\$ 64	\$ 155	\$ 184
Technical Assistance ^[1]	\$ 190	\$ 533	\$ 1,258
Subtotal EDC Implementation Costs	\$ 255	\$ 815	\$ 2,676
EDC Evaluation Costs	\$ 9	\$ 49	\$ 88
SWE Audit Costs			
Total EDC Costs^[3]	\$ 285	\$ 2,359	\$ 4,661
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
Commercial & Industrial Equipment - Large Program includes PYTD and CPITD costs which were previously reported under the Custom Applications Program and CPITD costs which were previously reported under the former Commercial & Industrial Drives Program.			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-12. Summary of Program Finances – Customer Load Response Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants		\$ 15	\$ 15
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs		\$ 15	\$ 15
Design & Development		\$ 4	\$ 88
Administration	\$ 6	\$ 41	\$ 78
Management ^[2]			
Marketing	\$ 0	\$ 1	\$ 2
Technical Assistance ^[1]	\$ 5	\$ 18	\$ 41
Subtotal EDC Implementation Costs	\$ 11	\$ 63	\$ 209
EDC Evaluation Costs	\$ 2	\$ 5	\$ 14
SWE Audit Costs			
Total EDC Costs^[3]	\$ 13	\$ 83	\$ 238
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-13. Summary of Program Finances – Customer Resources Demand Response Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants			
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs			
Design & Development		\$ 4	\$ 7
Administration	\$ 13	\$ 51	\$ 83
Management ^[2]			
Marketing	\$ 0	\$ 47	\$ 49
Technical Assistance ^[1]	\$ 3	\$ 352	\$ 374
Subtotal EDC Implementation Costs	\$ 17	\$ 454	\$ 512
EDC Evaluation Costs	\$ 4	\$ 8	\$ 20
SWE Audit Costs			
Total EDC Costs^[3]	\$ 22	\$ 462	\$ 533
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-14. Summary of Program Finances – Distributed Generation Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants			
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs			
Design & Development		\$ 3	\$ 5
Administration	\$ 2	\$ 6	\$ 39
Management ^[2]			
Marketing	\$ 2	\$ 2	\$ 3
Technical Assistance ^[1]	\$ 2	\$ 5	\$ 27
Subtotal EDC Implementation Costs	\$ 5	\$ 17	\$ 75
EDC Evaluation Costs	\$ 1	\$ 1	\$ 1
SWE Audit Costs			
Total EDC Costs^[3]	\$ 6	\$ 17	\$ 76
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-15. Summary of Program Finances – Conservation Voltage Reduction (CVR) Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants			
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs			
Design & Development		\$ 0	\$ 0
Administration	\$ 89	\$ 91	\$ 91
Management ^[2]			
Marketing	\$ 0	\$ 0	\$ 0
Technical Assistance ^[1]	\$ 4	\$ 5	\$ 5
Subtotal EDC Implementation Costs	\$ 93	\$ 96	\$ 96
EDC Evaluation Costs	\$ 2	\$ 2	\$ 2
SWE Audit Costs			
Total EDC Costs^[3]	\$ 95	\$ 99	\$ 99
Participant Costs^[4]			
Total TRC Costs			
NOTES:			
^[1] Implementation Contractor Costs			
^[2] EDC costs other than those identified explicitly.			
^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.			
^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.			

Table 4-16. Summary of Program Finances – Governmental and Institutional Program

Category	Quarter 4 (\$000)	PYTD (\$000)	CPITD (\$000)
EDC Incentives to Participants	\$ 320	\$ 782	\$ 1,218
EDC Incentives to Trade Allies			
Subtotal EDC Incentive Costs	\$ 320	\$ 782	\$ 1,218
Design & Development		\$ 5	\$ 111
Administration	\$ (16)	\$ 73	\$ 373
Management ^[2]			
Marketing	\$ 61	\$ 134	\$ 152
Technical Assistance ^[1]	\$ 79	\$ 208	\$ 328
Subtotal EDC Implementation Costs	\$ 124	\$ 421	\$ 963
EDC Evaluation Costs	\$ 7	\$ 71	\$ 243
SWE Audit Costs			
Total EDC Costs^[3]	\$ 452	\$ 1,274	\$ 2,425
Participant Costs^[4]			
Total TRC Costs			

NOTES: Governmental and Institutional Program was previously called Governmental/Non-Profit Lighting Efficiency Program. The program includes the PYTD and CPITD costs previously reported under this program, as well as, costs related to government entities which were formerly reported under the Custom Technology Applications Program, Custom Applications Program and Commercial Products Efficiency Program.

^[1] Implementation Contractor Costs

^[2] EDC costs other than those identified explicitly.

^[3] Per the 2011 Total Resource Cost Test Order - Total EDC Costs, here, refer to EDC incurred expenses only.

^[4] Per the 2011 Total Resource Cost Test Order - Net participant costs; in PA, the costs of the end-use customer.