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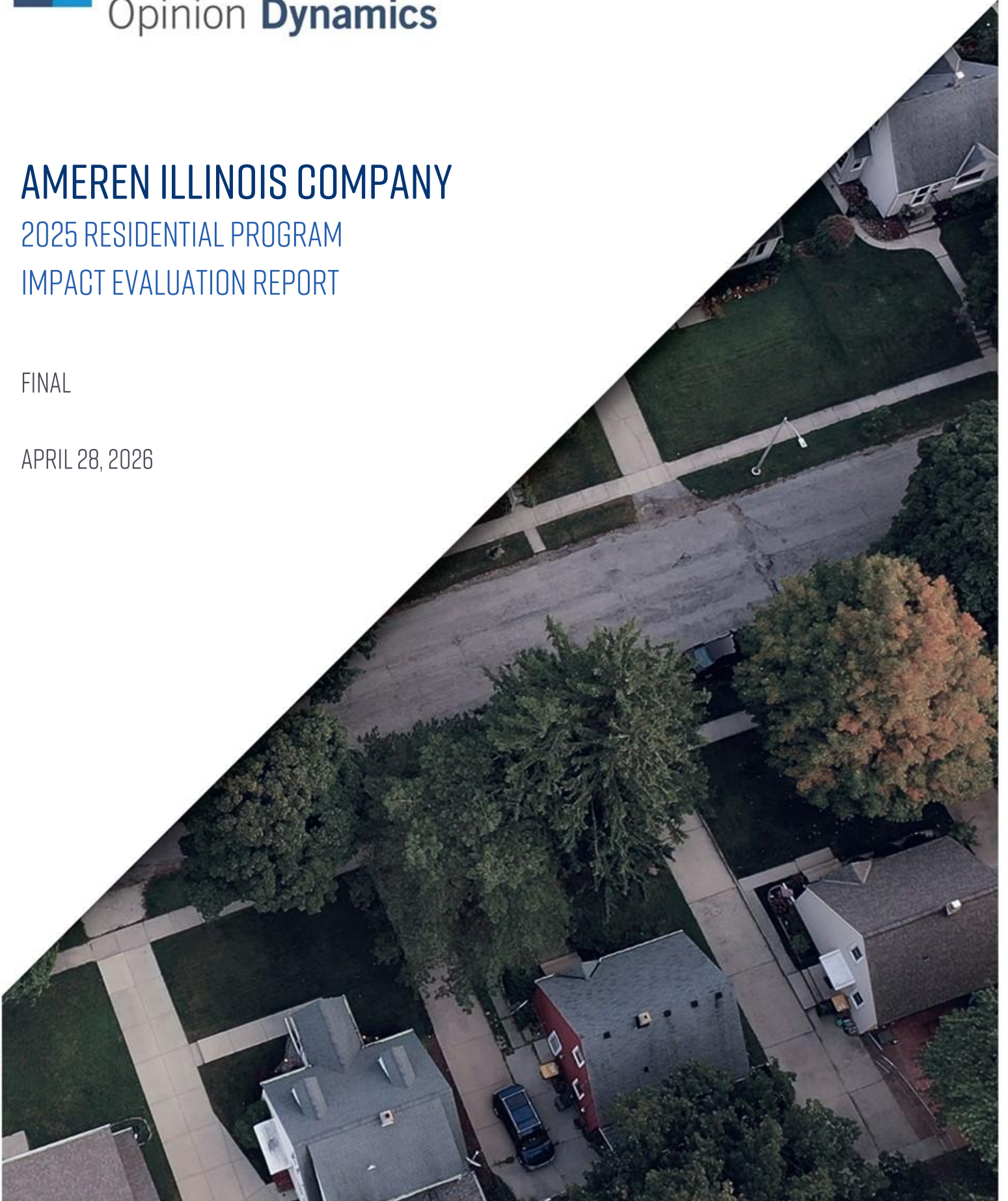
AMEREN ILLINOIS COMPANY

2025 RESIDENTIAL PROGRAM

IMPACT EVALUATION REPORT

FINAL

APRIL 28, 2026



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I. EXECUTIVE SUMMARY

This report presents impact evaluation results from Ameren Illinois Company's (AIC) 2025 Residential Program. The Residential Program is part of AIC's overall portfolio of residential and nonresidential energy efficiency programs implemented during 2025. The overarching objective of the 2025 Residential Program impact evaluation is to determine gross and net electric energy, electric demand, and fossil fuel impacts associated with the Program.

I.1 PROGRAM OVERVIEW

The Residential Program is formally made up of six initiatives, most of which are further broken down into channels:

- Retail Products Initiative
 - Point-of-Sale (POS) Channel
 - Downstream Rebate Channel
 - Online Marketplace Channel
- Income Qualified (IQ) Initiative
 - Single Family Channel¹
 - Community Action Agency (CAA) Channel
 - Joint Utility Channel
 - Smart Savers Channel
 - Mobile Homes and Air Sealing (MHAS) Channel²
 - Accessibility Offering
 - Healthier Homes Channel
 - Electrification Channel
 - Multifamily Channel
 - Community Kits Channel
- Public Housing Initiative
- Market Rate Multifamily Initiative
- Market Rate Single Family Initiative
 - Midstream HVAC Channel
 - Home Efficiency Channel
- Direct Distribution Efficient Products (Direct Distribution) Initiative
 - School Kits Channel
 - High School Innovation Channel

¹ Includes distribution of Home Energy Income Qualified (HEIQ) Community Engagement Kits, reported separately.

² Includes distribution of Mobile Home Kits, reported separately.

The Program's Initiatives are designed to achieve energy savings in accordance with AIC's plan filing and to provide energy efficiency services and assistance to customers through a wide range of channels. The Retail Products Initiative, which includes both upstream and downstream delivery channels across dozens of individual measure categories, accounts for approximately two-thirds of total Program energy savings and more than one-third of total Program gas savings. The IQ Initiative, which provides whole-home retrofit services and energy efficiency measures through a variety of channels, is the largest component of the Program from a program cost perspective and accounts for nearly half of total gas savings.

To best serve AIC and stakeholders, we have considered the delivery strategy and unique characteristics for each AIC offering at the initiative and channel level and have organized our evaluation activities to optimize the use of evaluation resources, minimize customer touchpoints, and strengthen research insights. As a result, evaluation efforts are not always organized in a way that perfectly aligns with formal portfolio organization. Our report makes the following organizational reporting choices:

- The portion of the Retail Products Initiative delivered to IQ customers is grouped with the portion delivered to Market Rate customers, as program delivery is generally not differentiated.
- The IQ Initiative's channels that focus on delivering measures directly to single family customer homes (i.e., excluding retail, multifamily, and kit-based offerings) are grouped together as the IQ Initiative – Single Family Offerings.
- The three separate AIC efforts that deliver services to multifamily customers (the Multifamily channel of the IQ Initiative, the Market Rate Multifamily Initiative, and the Public Housing Initiative) are grouped together as program delivery is coordinated across these channels.
- All AIC efforts that deliver efficiency measures to residential customers through kits or similar delivery formats are grouped together, given similarities in associated evaluation efforts.

1.2 POLICY BACKGROUND

This report covers the fourth and final calendar year of AIC's sixth Electric and Gas Energy Efficiency and Demand Response Plan, covering calendar years 2022–2025 (Plan 6). AIC's Plan 6 portfolio is governed by components of Illinois state law (220 ILCS 5/8-103B [Section 8-103B] and 220 ILCS 5/8-104 [Section 8-104]) that direct large, regulated utilities to offer electric and gas energy efficiency programs. Section 8-103B and Section 8-104 were most recently substantively revised through the passage of Illinois Public Act 102-0662 (the Climate and Equitable Jobs Act, or CEJA) in September 2021.

Section 8-103B and Section 8-104 define key policy points relevant to the evaluation of the 2025 AIC Residential Program. These are summarized below as context for this evaluation report.

- **Cumulative Persisting Annual Savings (CPAS):** Since 2018, electric energy savings goals for Illinois utilities have been primarily defined based on persisting savings as a percentage of sales. As such, annual evaluations of AIC's electric energy efficiency programs must present both annual and persisting savings over the life of delivered measures. As a result, AIC and its program implementer have sought to deliver programs that achieve savings that persist for longer periods of time.

- **Weighted Average Measure Life (WAML):** Section 8-103B allows AIC to create a regulatory asset from all of its 8-103B expenditures, and amortize and recover the total expenditures of that regulatory asset “over a period that is equal to the weighted average of the measure lives implemented for that year that are reflected in the regulatory asset.”³ Therefore, annual evaluations of AIC’s electric energy efficiency programs must present a WAML in accordance with the guidelines for calculation presented in the Illinois Stakeholder Advisory Group’s (SAG) WAML Report and the Illinois Energy Efficiency Policy Manual.
- **Applicable Annual Incremental Goal (AAIG):** Section 8-103B allows AIC to earn a rate of return on its electric energy efficiency spending if it creates a regulatory asset, as discussed above. The rate of return that is earned can be adjusted either up or down as a function of AIC’s performance relative to its AAIG. The AAIG is defined as the difference between the cumulative persisting electric savings goal for the year being evaluated and the cumulative persisting electric savings goal for the previous year. AIC must achieve sufficient savings through its programs to replace savings from measures at the end of their measure life before progress can be counted toward the AAIG. Therefore, annual evaluations of AIC’s electric energy efficiency programs must assess AIC’s performance against its AAIG.
- **(b-25) Savings Conversion:** Subsection (b-25) of Section 8-103B allows electric utilities to “convert” savings achieved for other fuels, including natural gas, to electric savings for the purposes of goal attainment in certain cases. The total amount of savings allowed to be converted is capped at a maximum of 10% of the utility’s applicable annual total savings requirement.⁴ Savings AIC claimed in 2025 via (b-25) conversions are presented in the *AIC 2025 Integrated Impact Evaluation Report*. This report presents actual savings achieved for all fuels with the exception of electrification savings, as discussed below.
- **Electrification:** CEJA added statutory language in subsection (b-27) of Section 8-103B that enables electric utilities to use their energy efficiency programs to offer and promote measures that electrify end uses, such as space and water heating, that would otherwise be served by fossil fuels. Utilities are instructed to claim those savings as the kWh equivalent of the change in site energy consumption due to electrification. As a result, AIC conducted limited electrification activities, which focused primarily on electrifying propane-fueled end uses for low-income customers with delivered fuels, such as propane. We report on AIC’s 2025 residential electrification efforts in Section 3.2.10 of this report. Statutorily required reporting around these efforts is presented in the *AIC 2025 Integrated Impact Evaluation Report*.

1.3 PROGRAM SAVINGS

In the following sections, the evaluation team presents annual savings (annualized 2025 energy savings) and CPAS for AIC’s Residential Program. As discussed in greater detail in the *AIC 2025 Integrated Impact Evaluation Report*, AIC’s performance compared to its AAIG is determined based on both types of savings.

³ Illinois Energy Efficiency Stakeholder Advisory Group. *Weighted Average Measure Life Report*. 2018. Accessed at https://www.ilsag.info/wp-content/uploads/SAG_files/SAG_Reports/SAG_WAML_Report_Final_2-20-18.pdf.

⁴ The annual total savings requirement is the AAIG plus the additional savings that need to be acquired on an annual basis to replace any savings from measures at the end of their measure life before progress can be counted toward AAIG. Prior to the passage of CEJA, the (b-25) savings conversion was capped at 10% of AAIG, rather than the annual total savings requirement.

1.3.1 ANNUAL SAVINGS

The 2025 Residential Program achieved 127,201 MWh, 16.75 MW, and 1,659,496 therms in verified net savings.⁵ These savings include a nonparticipant spillover (NPSO) adder to net savings.⁶ These savings also include (b-25) conversions of fuels not provided by AIC, which are detailed further in the *AIC 2025 Integrated Impact Evaluation Report*. Table 1, Table 2, and Table 3 present ex ante gross, verified gross, and verified net electric energy, electric demand, and gas savings by initiative and channel for the 2025 Residential Program.

Table 1. 2025 Residential Program Electric Energy Annual Savings Summary

Initiative/Channel	Ex Ante Gross MWh	Gross Realization Rate	Verified Gross MWh	Net-to-Gross Ratio (NTGR)	Verified Net MWh
Retail Products – Income Qualified	83,994	101%	84,669	0.955	80,855
Retail Products – Market Rate	8,056	95%	7,670	0.771	5,914
Income Qualified – Single Family	3,758	101%	3,803	1.000	3,803
Income Qualified – CAA	1,335	101%	1,346	1.000	1,346
Income Qualified – Joint Utility	114	100%	114	1.000	114
Income Qualified – Smart Savers	550	99%	546	1.000	546
Income Qualified – MHAS	271	100%	271	1.000	271
Income Qualified – Accessibility	292	100%	291	1.000	291
Income Qualified – Healthier Homes	49	115%	56	1.000	56
Income Qualified – Electrification	760	100%	762	1.000	762
Multifamily – Income Qualified	8,609	100%	8,589	1.000	8,589
Multifamily – Market Rate	2,256	99%	2,227	0.941	2,097
Multifamily – Public Housing	382	100%	382	1.000	382
Market Rate Single Family – Midstream HVAC	9,266	101%	9,387	0.541	5,081
Market Rate Single Family – Home Efficiency	228	99%	226	0.856	194
Kits – Full School Kits	8,293	100%	8,293	1.000	8,293
Kits – Joint Utility School Kits	778	100%	778	1.000	778
Kits – High School Innovation Kits	1,454	100%	1,454	1.000	1,454
Kits – Joint Utility High School Innovation Kits	237	100%	237	1.000	237
Kits – Income Qualified Community Kits	2,296	100%	2,296	1.000	2,296
Kits – HEIQ Community Engagement Kits	2,295	100%	2,295	1.000	2,295
Kits – Mobile Home Kits	97	100%	97	1.000	97
<i>Residential Program Subtotal</i>	<i>135,371</i>	<i>100%</i>	<i>135,788</i>	<i>0.926</i>	<i>125,749</i>
Market Rate Single Family – Market Effects					619
Residential NPSO Adder					412
Residential (b-25) Conversions					422
Residential Program Total					127,201

⁵ Opinion Dynamics. *Ameren Illinois 2025 Evaluator NTG Recommendations*. Accessed at: <https://www.ilsag.info/evaluator-ntg-recommendations-for-2024/https://www.ilsag.info/policy/net-to-gross-framework/evaluator-ntg-recommendations-for-2025/>.

⁶ The process of computing savings from the residential NPSO adder is complex. See Section 2.3.2 for more details.

Table 2. 2025 Residential Program Electric Demand Annual Savings Summary

Initiative/Channel	Ex Ante Gross MW	Gross Realization Rate	Verified Gross MW	NTGR	Verified Net MW
Retail Products – Income Qualified	10.41	101%	10.49	0.956	10.03
Retail Products – Market Rate	1.80	95%	1.70	0.795	1.35
Income Qualified – Single Family	1.06	98%	1.05	1.000	1.05
Income Qualified – CAA	0.17	100%	0.17	1.000	0.17
Income Qualified – Joint Utility	0.06	101%	0.06	1.000	0.06
Income Qualified – Smart Savers	0.23	100%	0.23	1.000	0.23
Income Qualified – MHAS	0.06	102%	0.06	1.000	0.06
Income Qualified – Accessibility	0.05	98%	0.05	1.000	0.05
Income Qualified – Healthier Homes	0.02	89%	0.02	1.000	0.02
Income Qualified – Electrification	0.03	109%	0.03	1.000	0.03
Multifamily – Income Qualified	0.39	100%	0.39	1.000	0.39
Multifamily – Market Rate	0.30	100%	0.30	0.968	0.29
Multifamily – Public Housing	-0.01	100%	-0.01	1.000	-0.01
Market Rate Single Family – Midstream HVAC	1.26	100%	1.25	0.543	0.68
Market Rate Single Family – Home Efficiency	0.08	99%	0.08	0.862	0.07
Kits – Full School Kits	1.19	100%	1.19	1.000	1.19
Kits – Joint Utility School Kits	0.11	100%	0.11	1.000	0.11
Kits – High School Innovation	0.20	100%	0.20	1.000	0.20
Kits – Joint Utility High School Innovation	0.03	100%	0.03	1.000	0.03
Kits – Income Qualified Community Kits	0.30	100%	0.30	1.000	0.30
Kits – HEIQ Community Engagement Kits	0.28	100%	0.28	1.000	0.28
Kits – Mobile Home Kits	0.01	96%	0.01	1.000	0.01
<i>Residential Program Subtotal</i>	<i>18.04</i>	<i>100%</i>	<i>18.00</i>	<i>0.922</i>	<i>16.60</i>
Market Rate Single Family – Market Effects					0.08
Residential NPSO Adder					0.07
Residential Program Total					16.75

Table 3. 2025 Residential Program Gas Annual Savings Summary

Initiative/Channel	Ex Ante Gross Therms	Gross Realization Rate	Verified Gross Therms	NTGR	Verified Net Therms
Retail Products – Income Qualified	199,934	113%	226,642	1.000	226,642
Retail Products – Market Rate	385,396	100%	386,552	0.938	362,610
Income Qualified – Single Family	390,865	99%	388,881	1.000	388,881
Income Qualified – CAA	70,777	99%	70,630	1.000	70,630
Income Qualified – Smart Savers	86,549	100%	86,678	1.000	86,678
Income Qualified – MHAS	36,993	101%	37,268	1.000	37,268
Income Qualified – Accessibility	6,360	95%	6,047	1.000	6,047
Income Qualified – Healthier Homes	7,869	98%	7,745	1.000	7,745
Multifamily – Income Qualified	61,503	101%	62,316	1.000	62,316
Multifamily – Market Rate	17,320	100%	17,311	0.995	17,215
Multifamily – Public Housing	5,186	100%	5,186	1.000	5,186
Market Rate Single Family – Midstream HVAC	29,442	98%	28,835	0.774	22,333
Market Rate Single Family – Home Efficiency	34,379	98%	33,665	0.842	28,337
Kits – Full School Kits	213,578	100%	213,587	1.000	213,587
Kits – High School Innovation	30,150	100%	30,146	1.000	30,146
Kits – Income Qualified Community Kits	69,316	99%	68,635	1.000	68,635
Kits – Mobile Home Kits	1,358	100%	1,358	1.000	1,358
<i>Residential Program Subtotal</i>	<i>1,646,974</i>	<i>101%</i>	<i>1,671,482</i>	<i>0.979</i>	<i>1,635,615</i>
Market Rate Single Family – Market Effects					4,939
Residential NPSO Adder					18,942
Residential Program Total					1,659,496

1.3.2 CUMULATIVE PERSISTING ANNUAL SAVINGS

Table 4 summarizes CPAS and WAML for the 2025 Residential Program. For additional detail related to CPAS and measure life, please see the individual subsections in Section 3 and Appendix C, which present CPAS achieved in each future year. The overall WAML for the 2025 Residential Program is 10.1 years.

Table 4. 2025 Residential Program CPAS and WAML

Initiative/Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Retail Products – Income Qualified	8.5	84,669	0.955	80,855	80,855	80,855	80,855	...	80,855	...	689,984
Retail Products – Market Rate	11.0	7,670	0.771	5,914	5,914	5,914	5,914	...	5,914	...	64,534
Income Qualified – Single Family	16.4	3,803	1.000	3,803	3,803	3,803	3,803	...	3,803	...	53,609
Income Qualified – CAA	13.7	1,346	1.000	1,346	1,346	1,346	1,342	...	1,342	...	17,705
Income Qualified – Joint Utility	18.0	114	1.000	114	114	114	114	...	114	...	1,641
Income Qualified – Smart Savers	11.0	546	1.000	546	546	546	546	...	546	...	6,003
Income Qualified – MHAS	16.7	271	1.000	271	271	271	271	...	271	...	4,261
Income Qualified – Accessibility	9.3	291	1.000	291	291	291	291	...	291	...	2,715
Income Qualified – Healthier Homes	17.0	56	1.000	56	56	56	56	...	56	...	843
Income Qualified – Electrification	17.8	762	1.000	762	762	762	762	...	762	...	12,404
Multifamily – Income Qualified	14.3	8,589	1.000	8,589	8,589	8,589	8,589	...	8,589	...	119,913
Multifamily – Market Rate	12.2	2,227	0.941	2,097	2,097	2,097	2,097	...	2,097	...	24,755
Multifamily – Public Housing	13.7	382	1.000	382	382	382	382	...	382	...	5,251
Market Rate Single Family – Midstream HVAC	15.9	9,387	0.541	5,081	5,081	5,081	5,081	...	5,081	...	80,793
Market Rate Single Family – Home Efficiency	25.7	226	0.856	194	194	194	194	...	194	...	4,549
Kits – School Kits	9.7	8,293	1.000	8,293	8,293	7,426	7,426	...	7,426	...	80,663
Kits – Joint Utility School Kits	9.5	778	1.000	778	778	704	704	...	704	...	7,410
Kits – High School Innovation	10.8	1,454	1.000	1,454	1,454	1,454	1,454	...	1,454	...	15,656
Kits – Joint Utility High School Innovation	9.8	237	0.000	237	237	212	212	...	212	...	2,326
Kits – Income Qualified Community Kits	9.3	2,296	1.000	2,296	2,296	2,296	2,296	...	2,296	...	21,260
Kits – HEIQ Community Engagement Kits	7.9	2,295	1.000	2,295	2,295	2,295	2,295	...	2,295	...	18,174
Kits – Mobile Home Kits	8.2	97	1.000	97	97	97	97	...	97	...	795
Market Rate Single Family – Market Effects	15.4	619	N/A	619	619	619	619	...	619	...	9,557
Residential NPSO Adder	13.7	412	N/A	412	412	412	412	...	412	...	5,414
Residential (b-25) Conversions	11.9	423	0.996	422	422	422	422	...	422	...	4,981
2025 CPAS		137,242	0.927	127,201	127,201	126,235	126,232	...	126,232	...	1,255,195
Expiring 2025 CPAS				0	0	966	4	...	0	...	
Expired 2025 CPAS				0	0	966	969	...	969	...	
WAML	10.1										

2. EVALUATION APPROACH

The following section of the report describes the evaluation approach taken for the 2025 Residential Program impact evaluation. As part of the evaluation process, the evaluation team applied versions of the Illinois Energy Efficiency Policy Manual and the Illinois Technical Reference Manual (IL-TRM) applicable to the 2025 program year (Version 3.0 [V3.0] and Version 13.0 [V13.0], respectively) wherever relevant.⁷ Appendix A of this report provides detailed, initiative-specific methodology where appropriate.

2.1 RESEARCH OBJECTIVES AND EVALUATION APPROACH

The overarching research objectives for the impact evaluation of Ameren Illinois Company's (AIC's) 2025 Residential Program are as follows:

- Estimate the gross energy and demand impacts from the Residential Program
- Estimate the net energy and demand impacts from the Residential Program

The evaluation team met these objectives by conducting the impact evaluation activities listed in Table 5. As shown, the impact evaluation for each initiative primarily consisted of applying savings algorithms from the IL-TRM V13.0 to final initiative tracking databases to estimate verified gross savings and applying SAG-approved net-to-gross ratios (NTGRs) to these verified gross savings to derive verified net savings. In addition, we reviewed initiative materials and interviewed initiative managers.

Table 5. 2025 Residential Program Impact Evaluation Activities

Initiative	Gross Impacts				Net Impacts
	IL-TRM Application Review	Engineering Desk Reviews	On-Site Measurement and Verification	Consumption Analysis	Application of SAG-Approved NTGRs
Retail Products Initiative	✓				✓
Income Qualified Initiative	✓				✓
Multifamily Initiatives	✓				✓
Market Rate Single Family Initiative ^a	✓				✓
Kits Initiatives	✓				✓

^a The Market Rate Single Family Initiative's Midstream HVAC channel includes net savings associated with market effects resulting from channel influences on sales of non-incentivized energy-efficient equipment. In addition to IL-TRM assumptions, market effects savings rely on supplementary distributor sales data and primary research with distributors and contractors, as detailed in Appendix A.

The following sections provide further detail on the approaches to estimating verified gross and net savings.

2.2 VERIFIED GROSS IMPACT ANALYSIS APPROACH

To determine verified gross impacts associated with the measures delivered through the Residential Program, we reviewed the content of program tracking data to identify any database errors, gaps, or duplicative records and ensure appropriate application of savings algorithms and assumptions recommended by the IL-TRM V13.0 and the IL-TRM V13.0 errata document. We also reviewed supporting project documentation as needed to clarify or confirm project

⁷ In future years, the evaluation team will apply updated versions of these manuals to the evaluation of this Program as required by law, Illinois Commerce Commission orders, and changes to the manuals themselves.

specifics recorded in tracking data. Ultimately, we applied the algorithms and assumptions provided in the IL-TRM V13.0 and, where possible, relied on project-specific information to inform their application. Appendix A provides detailed information on the IL-TRM V13.0 measures used in this evaluation.

As part of this analysis, we also identified and explained any substantive discrepancies between ex ante and verified savings, which are detailed for each offering in Section 3 of this report.

In accordance with Illinois policy, the evaluation team omitted gas penalties and non-AIC fossil fuel savings from savings reported in the body of this report. Appendix B presents details on these additional impacts for cost-effectiveness purposes.

2.3 VERIFIED NET IMPACT ANALYSIS APPROACH

To determine verified net savings for the 2025 Residential Program, we generally applied SAG-approved NTGRs to verified gross savings. Details on SAG-approved NTGRs are presented in Appendix A. For the Market Rate Single Family Initiative's Midstream HVAC channel, we estimated net savings associated with market effects resulting from channel influences on sales of non-incentivized energy-efficient equipment, which relied on supplementary distributor sales data and primary research with distributors and contractors, as detailed in Appendix A. Two other items affected net savings in 2025, as detailed below.

2.3.1 NTGR FOR DISADVANTAGED AREAS POLICY

Section 7.4 of the Illinois Policy Manual Version 3.0 outlines the NTGR for Disadvantaged Areas policy.⁸ The policy recognizes that free-ridership among certain types of customers in economically disadvantaged areas is likely very low; therefore, it directs the application of a NTGR of 1.000 for eligible customers, superseding the SAG-approved NTGRs that would otherwise be applied.

For AIC's Residential Program, the policy applies to program activity in disadvantaged neighborhoods. The policy defines disadvantaged neighborhoods as areas identified as "income-eligible households" by Illinois Solar for All. A large portion of the Residential Program focuses on serving low-income customers and therefore already uses a NTGR of 1.000 in accordance with Policy Manual Section 7.3 (NTGR for Income Eligible Programs).⁹ Therefore, the NTGR for Disadvantaged Areas policy does not affect the majority of the channels analyzed in this report. Furthermore, we do not apply the policy to the Retail Products Initiative because the approach used to establish the portion of Retail Products measures delivered to income qualified (IQ) customers overlaps significantly with the policy.

Therefore, this policy only affects NTGRs for the Market Rate Multifamily and Market Rate Single Family Initiatives in this report. For these initiatives, the reported NTGRs at the initiative- and measure-level vary from the SAG-approved NTGRs as a result of the policy. Further details on our approach to applying the policy and lists of disadvantaged neighborhoods and disadvantaged municipalities are available in Opinion Dynamics' July 17, 2024, presentation to the Illinois SAG.¹⁰

⁸ Illinois Energy Efficiency Policy Manual V3.0, Section 7.4. Accessed at https://www.ilsag.info/wp-content/uploads/IL_EE_Policy_Manual_Version_3.0_Final_11-3-2023.pdf.

⁹ Ibid.

¹⁰ Opinion Dynamics. "Overview of Disadvantaged Areas Net-to-Gross Tracking for Ameren Illinois." July 17, 2024. Accessed at: https://www.ilsag.info/wp-content/uploads/SAG-NTGR-for-Disadvantaged-Areas-Presentation_ODC_2024-07-17.pdf.

2.3.2 NONPARTICIPANT SPILLOVER

Net impact evaluation of AIC’s Residential Program includes an NPSO adder to net savings achieved by non-IQ efforts. This NPSO adder is 3.1% for non-IQ electric savings (energy and demand) and 4.4% for non-IQ gas savings.¹¹ Table 6 summarizes verified, non-IQ net savings for AIC’s Residential Program by initiative and computes the NPSO adder as defined above.

Table 6. 2025 Residential Program Verified Net Savings Summary for Non-IQ Initiatives

Initiative/Channel	Verified Net MWh	Verified Net MW	Verified Net Therms
Retail Products – Market Rate	5,914	1.35	362,610
Multifamily – Market Rate	2,097	0.29	17,215
Market Rate Single Family – Midstream HVAC	5,081	0.68	22,333
Market Rate Single Family – Home Efficiency	194	0.07	28,337
<i>Non-IQ Residential Program Subtotal</i>	13,285	2.40	430,495
Residential NPSO Adder	412	0.07	18,942

2.4 SOURCES AND MITIGATION OF ERROR

The evaluation team took steps to mitigate potential sources of error throughout the planning and implementation of the 2025 evaluation. In particular, we considered the following types of error:

- Analysis Error
 - Gross Impact Calculations: To calculate prescriptive gross impacts, we applied IL-TRM V13.0 calculations to the participant data in the tracking database. To minimize data analysis error, a separate team member reviewed all calculations to verify their accuracy.
 - Net Impact Calculations: For net impact calculations, we applied SAG-approved NTGRs to estimated gross impacts to derive net impacts.¹² To minimize analytical errors, all calculations were reviewed by a separate team member to verify their accuracy.
- Measurement Error
 - The validity and reliability of survey and interview data used to estimate market effects associated with the Market Rate Single Family Initiative’s Midstream HVAC channel were addressed through multiple strategies. First, we relied on our experience to establish survey and interview questions well-aligned with the target construct they were intended to measure (i.e., face value validity). We reviewed the questions to ensure that we did not ask double-barreled questions (i.e., questions that ask about two subjects but allow only one response) or loaded questions (i.e., questions that are slanted one way or the other). We also checked the overall logical flow of the questions to avoid confusing respondents, which would decrease reliability. All data collection instruments were reviewed by key members of the evaluation team and were provided to AIC and ICC Staff for review.

¹¹ Opinion Dynamics. *Ameren Illinois 2025 Evaluator NTG Recommendations*. Accessed at: <https://www.ilsag.info/evaluator-ntg-recommendations-for-2024/https://www.ilsag.info/policy/net-to-gross-framework/evaluator-ntg-recommendations-for-2025/>.

¹² For the Market Rate Single Family Initiative’s Midstream HVAC channel, we also estimated net savings associated with market effects resulting from channel influences on sales of non-incentivized energy-efficient equipment, which relied on supplementary distributor sales data and primary research with distributors and contractors.

- Nonresponse and Self-Selection Bias
 - Survey and interview efforts, such as those used to estimate market effects associated with the Market Rate Single Family Initiative’s Midstream HVAC channel, have the potential for nonresponse bias due to possible differences between those who self-select to respond to surveys and those who do not. We attempted to mitigate this potential bias by sending multiple reminder emails at different times of day and week and following up via phone call where possible.
- Rounding Differences
 - Some values presented in this report (e.g., table totals) cannot be exactly replicated as shown due to rounding.

3. INITIATIVE-LEVEL RESULTS

3.1 RETAIL PRODUCTS INITIATIVE

3.1.1 INITIATIVE DESCRIPTION

The AIC Retail Products Initiative includes several channels that offer discounts on a wide range of qualifying energy-efficient products, including LED lighting, advanced power strips, advanced thermostats, and over a dozen other household appliances and miscellaneous equipment. The Initiative prioritizes reach to IQ customers by engaging retail channels disproportionately serving IQ customers and store locations in ZIP codes with higher incidences of IQ customers. The AIC Retail Products Initiative offers incentives in various forms on a wide range of qualifying ENERGY STAR® products through three primary delivery channels:

- Point-of-Sale (POS) Channel: By partnering with retailers and manufacturers, the POS Channel provides instant in-store discounts that reduce the purchase price of select products.¹³
- Downstream Rebate Channel: Allows AIC customers to apply for a post-purchase reimbursement to cover a portion of qualifying product purchases.¹⁴
- Online Marketplace Channel: Allows AIC customers to purchase select products at discounted prices on AIC's own online store.

These delivery channels are designed to incentivize customers to purchase energy-efficient versions of select products instead of less efficient (and typically cheaper) alternatives by offsetting the price difference, helping customers reduce their energy usage, utility bills, and carbon footprints. The types of products incentivized through the Retail Products Initiative in 2025 included the following:

- LED lighting, including a variety of bulb shapes and fixtures.¹⁵
- Consumer electronics, including advanced thermostats, tier 1 and tier 2 advanced power strips, and smart sockets.
- Appliances, including dehumidifiers, air purifiers, clothes washers, clothes dryers, combination washer-dryers, dishwashers, refrigerators, freezers, water dispensers, room air conditioners (ACs), gas storage water heaters, gas tankless water heaters, and heat pump water heaters.
- Miscellaneous other equipment, including variable-speed pool pumps, bathroom exhaust fans, ceiling fans, showerheads, faucet aerators, showerhead kits, pipe insulation, door sweeps, wall plate gaskets, weatherstripping, and electric vehicle (EV) chargers.

Leidos implements the Retail Products Initiative with support from two subcontractors: Walker-Miller Energy Services provides field services, including store visits and promotional events; and AM Conservation Group operates the Online Marketplace.

¹³ For reporting purposes, advanced thermostat special promotional events are included within POS Channel participation.

¹⁴ For reporting purposes, coupons for advanced thermostats and heat pump water heaters allowing customers to submit a rebate application in advance and redeem the discount in-store at the time of purchase are included within Downstream Rebate Channel participation.

¹⁵ For analysis and reporting purposes, we distinguish between bulb types and wattages that were exempted from the Energy Independence and Security Act (EISA) regulations based on IL-TRM V13.0 definitions.

Summary of Key Implementation Changes

We summarize key changes to the Retail Products Initiative’s design and implementation in 2025 below:

- The Retail Products Initiative expanded its measure offerings to include dishwashers, ceiling fans, and combination washer-dryers via downstream rebates, as well as EV chargers via the Online Marketplace.
- In the second half of 2025, implementation staff scaled back lighting sales through the Initiative. Vendors were given 90 days beginning in September 2025 to finish selling lighting measures.
- In the first half of 2025, implementation staff assigned advanced thermostat incentives such that customers consistently paid at least \$5 out of pocket to help avoid distributing free thermostats to customers who may not need or be less likely to install them. In the second half of the year, the Initiative began offering select promotions with 100% discounts for thermostats during events and via the Online Marketplace.

3.1.2 INITIATIVE ANNUAL SAVINGS SUMMARY

Table 7 presents Retail Products Initiative annual savings achieved in 2025. The Initiative achieved 86,768MWh, 11.38MW, and 589,252therms in verified net savings. Subsequent sections provide breakouts of savings associated with Market Rate and IQ participants. The Initiative also produced 44,750 therms in verified net propane savings in 2025, which are not included in this section but are detailed further in Appendix B.

Table 7. 2025 Retail Products Initiative Annual Savings

Metric	Electric Energy Savings (MWh)	Electric Demand Savings (MW)	Gas Savings (Therms)
Ex Ante Gross Savings	92,050	12.21	585,330
Gross Realization Rate	100%	100%	105%
Verified Gross Savings	92,339	12.19	613,194
NTGR	0.940	0.934	0.961
Verified Net Savings	86,768	11.38	589,252

PARTICIPATION SUMMARY

LED lighting remained the top-selling end use for the Retail Products Initiative in 2025, accounting for 87% of all incentivized units, with standard LEDs alone representing half (50%) of all incentivized product sales. The Initiative also discounted over 83,000 advanced power strips, 51,000 smart sockets, and 21,000 air purifiers, which collectively make up another 9% of total sales and 77% of all non-lighting sales.¹⁶ The vast majority of these sales, including all standard and specialty LEDs, were attributable to IQ participants, as detailed later in this section.

¹⁶ Percentage values in table may not sum exactly due to rounding.

Table 8 summarizes participation in the Initiative during 2025 by measure.

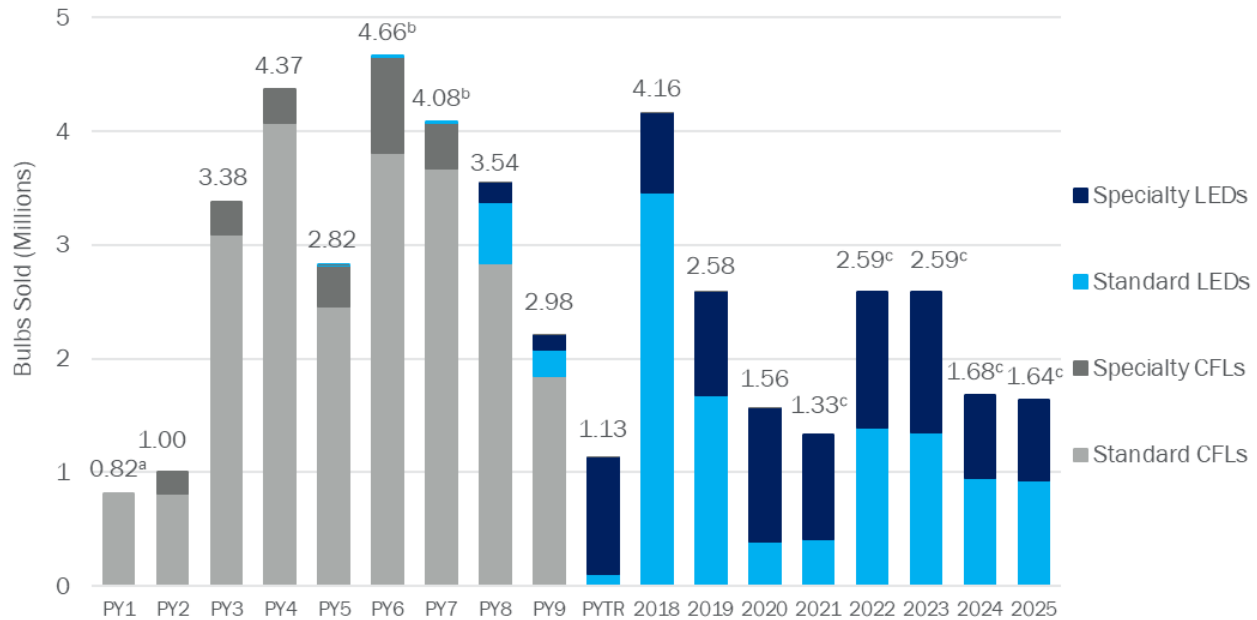
Table 8. 2025 Retail Products Initiative Participation Summary

Measure Category	Units	Sales Quantity	% of Sales
Standard LED	Bulbs	923,197	50%
Specialty LED	Bulbs	324,647	18%
Air Purifier	Air purifiers	21,406	1%
Advanced Power Strip (Tier 1)	Power strips	83,791	5%
Smart Socket	Sockets	51,429	3%
Advanced Thermostat	Thermostats	10,725	1%
LED Fixture	Fixtures	54,464	3%
LED Nightlight	Nightlights	137,888	7%
LED Fixture (EISA-Exempt)	Fixtures	163,454	9%
Dehumidifier	Dehumidifiers	6,751	<1%
Specialty LED (EISA-Exempt)	Bulbs	34,462	2%
Heat Pump Water Heater	Water heaters	216	<1%
Standard LED (EISA-Exempt)	Bulbs	1,083	<1%
Refrigerator	Refrigerators	2,999	<1%
Door Sweep	Door sweeps	12,531	1%
Electric Clothes Dryer	Clothes dryers	1,266	<1%
Clothes Washer	Clothes washers	2,133	<1%
Bathroom Exhaust Fan	Fans	6,408	<1%
Combination Washer-Dryer	Combination washer-dryers	191	<1%
Room AC	AC units	238	<1%
Showerhead Kit	Kits	325	<1%
Water Dispenser	Water dispensers	592	<1%
Connected LED	Bulbs	620	<1%
Dishwasher	Dishwashers	557	<1%
Freezer	Freezers	351	<1%
Pool Pump	Pool pumps	66	<1%
Pipe Insulation	Packages (12 linear ft. each)	130	<1%
Showerhead	Showerheads	51	<1%
Faucet Aerator	Faucet aerators	55	<1%
Weatherstripping	Packages (17 linear ft. each)	17	<1%
Advanced Power Strip (Tier 2)	Power strips	4	<1%
Ceiling Fan	Fans	14	<1%
Wall Plate Gasket	Packages (20 gaskets each)	4	<1%
Thermostatic Shower Valve	Shower valves	4	<1%
Level 2 EV Charger	EV chargers	1	<1%
Gas Water Heater	Water heaters	86	<1%
Total		1,842,156	100%

Historical Sales

Since 2009, AIC has discounted 46.1 million energy-efficient lighting products through the Retail Products Initiative (and its predecessors), beginning with compact fluorescent lamp (CFL) products and shifting toward LEDs as the lighting market transformed. The Retail Products Initiative discounted 1.64 million LED bulbs and fixtures during 2025, reflecting a 2% decrease from 2024 lighting sales. Figure 1 shows efficient lighting sales from PY1 through 2025.

Figure 1. Retail Products Initiative Historical Lighting Sales (PY1–2025)



^a We do not have a record of the number of CFLs sold by shape for PY1.

^b LEDs were sold, but the quantity is too small for the bar to be clearly visible.

^c Connected LEDs, LED nightlights, and LED fixtures are included as Specialty LEDs.

The Retail Products Initiative offered 28 non-lighting measure categories in 2025 and sold over 200,000 individual products. The Initiative sold over fifty thousand smart socket units (nearly four times the number sold in 2024), while selling somewhat lower volumes of most other non-lighting measure categories than in the year prior. Table 9 outlines these historical trends in non-lighting measure mix for the Retail Products Initiative.¹⁷

Table 9. Retail Products Initiative Historical Non-Lighting Sales

Measure Category	2018	2019	2020	2021	2022	2023	2024	2025
Air Purifier	0	0	1,237	3,316	3,733	9,705	21,784	21,406
Advanced Power Strip (Tier 1)	25,803	55,275	66,438	54,881	52,026	75,966	88,144	83,791
Smart Socket	0	0	0	0	0	3	13,295	51,429
Advanced Thermostat	14,403	16,044	33,073	28,289	36,402	29,180	30,088	10,725
Dehumidifier	0	0	5,768	7,735	7,747	8,352	6,688	6,751
Heat Pump Water Heater	0	0	0	55	96	125	238	216
Refrigerator	0	82	1,388	2,915	2,206	2,841	3,195	2,999
Door Sweep	0	0	0	0	0	23,652	16,908	12,531
Electric Dryer	0	79	1,357	1,714	1,399	1,452	1,491	1,266

¹⁷ Note that historical sales quantities do not include sales associated with the discontinued Efficient Choice Tool Channel.

Measure Category	2018	2019	2020	2021	2022	2023	2024	2025
Clothes Washer	0	177	2,587	3,299	2,562	2,535	2,693	2,133
Bathroom Exhaust Fan	0	0	1,675	1,315	4,364	4,857	5,309	6,408
Combination Washer-Dryer	0	0	0	0	0	0	0	191
Room AC	0	0	0	422	290	176	95	238
Showerhead Kit	0	0	0	0	915	10,756	4,386	325
Water Dispenser	0	0	611	1,110	548	364	771	592
Dishwasher	0	0	0	0	0	0	0	557
Freezer	0	6	83	230	189	277	472	351
Pool Pump	206	8	59	124	89	109	82	66
Pipe Insulation	0	0	0	0	0	1,372	5,141	130
Showerhead	0	0	0	0	0	56	89	51
Faucet Aerator	0	0	0	0	0	101	128	55
Weatherstripping	0	0	0	0	0	7	42	17
Advanced Power Strip (Tier 2)	0	0	0	0	0	0	0	4
Ceiling Fan	0	0	0	0	3	0	0	14
Wall Plate Gasket	0	0	0	0	0	8	11	4
Thermostatic Shower Valve	0	0	0	0	0	0	0	4
Level 2 EV Charger	0	0	0	0	0	0	0	1
Gas Water Heater	0	0	0	0	24	84	92	86
Total	40,412	71,671	114,276	105,405	112,593	171,978	201,142	202,341

Sales by Delivery Channel

The POS Channel accounted for the majority of sales, including all LED sales and nearly all air purifier and advanced power strip sales. Online Marketplace sales were largely comprised of advanced thermostats and smart sockets, along with a few hundred units of other products. Larger appliances, including refrigerators, clothes washers, and electric dryers, were sold exclusively through the Downstream Rebate Channel. Table 10 provides a breakdown of 2025 sales of each measure by delivery channel.

Table 10. 2025 Retail Products Initiative Sales by Delivery Channel and Measure

Measure Category	Online Marketplace	POS	Downstream Rebate
Specialty LED	0	324,647	0
Standard LED	0	923,197	0
Air Purifier	78	20,732	596
Advanced Power Strip (Tier 1)	292	83,499	0
Smart Socket	5,897	45,532	0
Advanced Thermostat	9,142	1,016	567
LED Fixture	0	54,464	0
LED Nightlight	0	137,888	0
LED Fixture (EISA-Exempt)	0	163,454	0
Dehumidifier	4	5,426	1,321
Specialty LED (EISA-Exempt)	0	34,462	0
Heat Pump Water Heater	0	0	216

Measure Category	Online Marketplace	POS	Downstream Rebate
Standard LED (EISA-Exempt)	0	1,083	0
Refrigerator	0	0	2,999
Door Sweep	9	12,522	0
Electric Dryer	0	0	1,266
Clothes Washer	0	0	2,133
Bathroom Exhaust Fan	0	6,251	157
Combination Washer-Dryer	0	0	191
Room AC	0	151	87
Showerhead Kit	0	325	0
Water Dispenser	0	564	28
Connected LED	0	620	0
Dishwasher	0	0	557
Freezer	0	0	351
Pool Pump	0	0	66
Pipe Insulation	0	130	0
Showerhead	51	0	0
Faucet Aerator	55	0	0
Weatherstripping	17	0	0
Advanced Power Strip (Tier 2)	4	0	0
Ceiling Fan	0	0	14
Wall Plate Gasket	4	0	0
Thermostatic Shower Valve	4	0	0
Level 2 EV Charger	1	0	0
Gas Water Heater	0	0	86
Total	15,558	1,815,963	10,635

Sales to Income Qualified Customers

The Retail Products Initiative implementation team makes a concerted effort to maximize reach to IQ customers by engaging thrift stores, dollar stores, and retailers in ZIP codes with higher incidences of IQ customers. Over the course of 2025, 95% of all sales distributed by the Retail Products Initiative were delivered to IQ participants based on census data associated with participant ZIP codes and store locations where products were sold, as detailed in Appendix A.

Table 11 summarizes the share of sales for each measure category assumed to reach IQ versus market rate customers.

Table 11. 2025 Retail Products Initiative Income Qualified Allocations by Measure

Measure Category	IQ Allocation	Total Sales Quantity	IQ Sales Quantity	Market Rate Sales Quantity
Standard LED	100%	923,197	923,197	0
Specialty LED	100%	324,647	324,647	0
Air Purifier	80%	21,406	17,141	4,265
Advanced Power Strip (Tier 1)	93%	83,791	77,997	5,794
Smart Socket	78%	51,429	39,920	11,509
Advanced Thermostat	35%	10,725	3,727	6,998
LED Fixture	100%	54,464	54,464	0
LED Nightlight	93%	137,888	127,742	10,146
LED Fixture (EISA-Exempt)	85%	163,454	139,328	24,126
Dehumidifier	31%	6,751	2,122	4,629
Specialty LED (EISA-Exempt)	77%	34,462	26,450	8,012
Heat Pump Water Heater	29%	216	62	154
Standard LED (EISA-Exempt)	100%	1,083	1,083	0
Refrigerator	28%	2,999	828	2,170
Door Sweep	98%	12,531	12,226	305
Electric Dryer	28%	1,266	350	916
Clothes Washer	27%	2,133	579	1,554
Bathroom Exhaust Fan	32%	6,408	2,079	4,329
Combination Washer-Dryer	29%	191	56	135
Room AC	34%	238	82	156
Showerhead Kit	42%	325	138	187
Water Dispenser	32%	592	188	404
Connected LED	100%	620	620	0
Dishwasher	27%	557	153	404
Freezer	28%	351	97	254
Pool Pump	26%	66	17	49
Pipe Insulation	33%	130	42	88
Showerhead	30%	51	15	36
Faucet Aerator	31%	55	17	38
Weatherstripping	33%	17	6	11
Advanced Power Strip (Tier 2)	20%	4	1	3
Ceiling Fan	30%	14	4	10
Wall Plate Gasket	32%	4	1	3
Thermostatic Shower Valve	33%	4	1	3
Level 2 EV Charger	28%	1	<1	1
Gas Water Heater	25%	86	21	65
Total	95%	1,842,156	1,755,401	86,755

SAVINGS DETAIL

This section summarizes Retail Products Initiative measure-level savings separately for portions of sales associated with income qualified and market rate participation. To avoid redundancy, explanations of discrepancies between ex ante and verified savings are discussed for each measure category overall (i.e., inclusive of both income qualified and market rate savings), unless the distinction is necessary to explain individual discrepancies.

Income Qualified

Table 12 presents the ex ante, verified gross, and verified net electric energy savings achieved through the income qualified portion of the Initiative in 2025.

Table 12. 2025 Retail Products Initiative (Income Qualified) Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Standard LED	40,571	100%	40,571	0.934	37,900
Specialty LED	15,965	100%	15,902	0.935	14,868
Air Purifier	5,760	103%	5,905	1.000	5,905
Advanced Power Strip (Tier 1)	4,927	100%	4,927	1.000	4,927
Smart Socket	3,193	100%	3,193	1.000	3,193
Advanced Thermostat	1,238	97%	1,206	1.000	1,206
LED Fixture	3,796	100%	3,796	1.000	3,796
LED Nightlight	3,264	100%	3,261	1.000	3,261
LED Fixture (EISA-Exempt)	2,965	107%	3,185	0.998	3,178
Dehumidifier	387	142%	548	1.000	548
Specialty LED (EISA-Exempt)	901	99%	888	0.899	798
Heat Pump Water Heater	157	97%	153	1.000	153
Standard LED (EISA-Exempt)	299	106%	316	1.000	316
Refrigerator	64	111%	71	1.000	71
Door Sweep	210	200%	420	1.000	420
Electric Dryer	55	110%	61	1.000	61
Clothes Washer	50	106%	53	1.000	53
Bathroom Exhaust Fan	47	100%	47	1.000	47
Combination Washer-Dryer	30	82%	24	1.000	24
Room AC	23	204%	47	1.000	47
Showerhead Kit	18	80%	14	1.000	14
Water Dispenser	13	101%	13	1.000	13
Connected LED	36	102%	36	0.690	25
Dishwasher	6	103%	7	1.000	7
Freezer	7	167%	11	1.000	11
Pool Pump	5	100%	5	1.000	5
Pipe Insulation	6	100%	6	1.000	6
Showerhead	1	100%	1	1.000	1
Faucet Aerator	<1	100%	<1	1.000	<1
Weatherstripping	<1	100%	<1	1.000	<1

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Advanced Power Strip (Tier 2)	<1	100%	<1	1.000	<1
Ceiling Fan	<1	100%	<1	1.000	<1
Wall Plate Gasket	<1	100%	<1	1.000	<1
Thermostatic Shower Valve	<1	100%	<1	1.000	<1
Level 2 EV Charger	<1	100%	<1	1.000	<1
Total	83,994	101%	84,669	0.955	80,855

Table 13 presents the ex ante, verified gross, and verified net electric demand savings achieved through the income qualified portion of the Initiative in 2025.

Table 13. 2025 Retail Products Initiative (Income Qualified) Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Standard LED	4.90	100%	4.90	0.934	4.58
Specialty LED	1.90	100%	1.89	0.935	1.77
Air Purifier	0.66	103%	0.67	1.000	0.67
Advanced Power Strip (Tier 1)	0.55	100%	0.55	1.000	0.55
Smart Socket	0.44	100%	0.44	1.000	0.44
Advanced Thermostat	0.49	97%	0.48	1.000	0.48
LED Fixture	0.54	100%	0.54	1.000	0.54
LED Fixture (EISA-Exempt)	0.59	102%	0.60	0.998	0.60
Dehumidifier	0.09	142%	0.12	1.000	0.12
Specialty LED (EISA-Exempt)	0.12	97%	0.11	0.899	0.10
Heat Pump Water Heater	0.01	98%	0.01	1.000	0.01
Standard LED (EISA-Exempt)	0.04	115%	0.04	1.000	0.04
Refrigerator	0.01	111%	0.01	1.000	0.01
Door Sweep	0.02	199%	0.04	1.000	0.04
Electric Dryer	0.01	111%	0.01	1.000	0.01
Clothes Washer	0.01	113%	0.01	1.000	0.01
Bathroom Exhaust Fan	0.01	100%	0.01	1.000	0.01
Combination Washer-Dryer	0.01	91%	<0.01	1.000	<0.01
Room AC	0.02	209%	0.04	1.000	0.04
Showerhead Kit	<0.01	82%	<0.01	1.000	<0.01
Water Dispenser	<0.01	101%	<0.01	1.000	<0.01
Connected LED	<0.01	102%	<0.01	0.690	<0.01
Dishwasher	<0.01	10%	<0.01	1.000	<0.01
Freezer	<0.01	167%	<0.01	1.000	<0.01
Pool Pump	<0.01	100%	<0.01	1.000	<0.01
Pipe Insulation	<0.01	100%	<0.01	1.000	<0.01
Showerhead	<0.01	98%	<0.01	1.000	<0.01
Faucet Aerator	<0.01	106%	<0.01	1.000	<0.01
Weatherstripping	<0.01	100%	<0.01	1.000	<0.01
Advanced Power Strip (Tier 2)	<0.01	100%	<0.01	1.000	<0.01

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Ceiling Fan	<0.01	100%	<0.01	1.000	<0.01
Wall Plate Gasket	<0.01	100%	<0.01	1.000	<0.01
Thermostatic Shower Valve	<0.01	98%	<0.01	1.000	<0.01
Level 2 EV Charger	<0.01	100%	<0.01	1.000	<0.01
Total	10.41	101%	10.49	0.956	10.03

Table 14 presents the ex ante, verified gross, and verified net gas savings achieved through the income qualified portion of the Initiative in 2025. The Initiative also achieved propane savings, which cannot be claimed against AIC's natural gas savings goals, but are presented in Appendix B.

Table 14. 2025 Retail Products Initiative (Income Qualified) Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	168,435	100%	168,880	1.000	168,880
Door Sweep	26,410	200%	52,834	1.000	52,834
Clothes Washer	835	120%	999	1.000	999
Combination Washer-Dryer	58	126%	74	1.000	74
Showerhead Kit	1,742	81%	1,419	1.000	1,419
Dishwasher	122	103%	126	1.000	126
Pipe Insulation	658	100%	657	1.000	657
Showerhead	80	101%	81	1.000	81
Faucet Aerator	18	109%	20	1.000	20
Weatherstripping	28	100%	28	1.000	28
Wall Plate Gasket	3	181%	6	1.000	6
Thermostatic Shower Valve	3	100%	3	1.000	3
Gas Water Heater	1,541	98%	1,515	1.000	1,515
Total	199,934	113%	226,642	1.000	226,642

Market Rate

Table 15 presents the ex ante, verified gross, and verified net electric energy savings achieved through the market rate portion of the Initiative in 2025.

Table 15. 2025 Retail Products Initiative (Market Rate) Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Air Purifier	1,074	87%	929	0.592	550
Advanced Power Strip (Tier 1)	362	100%	362	0.795	288
Smart Socket	853	100%	854	0.800	684
Advanced Thermostat	2,719	99%	2,693	0.911	2,452
LED Nightlight	259	100%	259	0.690	179
LED Fixture (EISA-Exempt)	532	107%	572	0.690	394
Dehumidifier	836	80%	672	0.690	464
Specialty LED (EISA-Exempt)	259	99%	256	0.690	177
Heat Pump Water Heater	391	98%	383	0.800	307
Refrigerator	164	82%	135	0.498	67
Door Sweep	5	196%	10	0.800	8
Electric Dryer	144	96%	137	0.541	74
Clothes Washer	132	98%	129	0.518	67
Bathroom Exhaust Fan	98	100%	98	0.645	63
Combination Washer-Dryer	70	78%	55	0.800	44
Room AC	41	38%	16	0.705	11
Showerhead Kit	24	80%	19	1.025	20
Water Dispenser	28	101%	28	0.655	18
Dishwasher	17	99%	17	0.800	13
Freezer	16	75%	12	0.566	7
Pool Pump	15	100%	15	0.785	11
Pipe Insulation	12	100%	12	0.800	10
Showerhead	3	100%	3	1.025	3
Faucet Aerator	1	100%	1	1.025	1
Weatherstripping	<1	100%	<1	0.800	<1
Advanced Power Strip (Tier 2)	<1	100%	<1	0.800	<1
Ceiling Fan	<1	100%	<1	0.800	<1
Wall Plate Gasket	<1	100%	<1	0.800	<1
Thermostatic Shower Valve	<1	100%	<1	1.025	<1
Level 2 EV Charger	<1	100%	<1	0.800	<1
Total	8,056	95%	7,670	0.771	5,914

Table 16 presents the ex ante, verified gross, and verified net electric demand savings achieved through the market rate portion of the Initiative in 2025.

Table 16. 2025 Retail Products Initiative (Market Rate) Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Air Purifier	0.12	87%	0.11	0.592	0.06
Advanced Power Strip (Tier 1)	0.04	100%	0.04	0.795	0.03
Smart Socket	0.12	100%	0.12	0.800	0.09
Advanced Thermostat	1.02	100%	1.01	0.865	0.88
LED Fixture (EISA-Exempt)	0.11	102%	0.11	0.690	0.07
Dehumidifier	0.19	80%	0.15	0.690	0.11
Specialty LED (EISA-Exempt)	0.03	98%	0.03	0.690	0.02
Heat Pump Water Heater	0.02	98%	0.02	0.800	0.01
Refrigerator	0.02	82%	0.02	0.498	0.01
Door Sweep	<0.01	195%	<0.01	0.800	<0.01
Electric Dryer	0.02	97%	0.02	0.541	0.01
Clothes Washer	0.02	98%	0.02	0.518	0.01
Bathroom Exhaust Fan	0.01	100%	0.01	0.645	0.01
Combination Washer-Dryer	0.01	35%	<0.01	0.800	<0.01
Room AC	0.03	40%	0.01	0.705	0.01
Showerhead Kit	<0.01	82%	<0.01	1.025	<0.01
Water Dispenser	<0.01	102%	<0.01	0.655	<0.01
Dishwasher	0.01	10%	<0.01	0.800	<0.01
Freezer	<0.01	75%	<0.01	0.566	<0.01
Pool Pump	0.01	100%	0.01	0.785	0.01
Pipe Insulation	<0.01	100%	<0.01	0.800	<0.01
Showerhead	<0.01	98%	<0.01	1.025	<0.01
Faucet Aerator	<0.01	106%	<0.01	1.025	<0.01
Weatherstripping	<0.01	100%	<0.01	0.800	<0.01
Advanced Power Strip (Tier 2)	<0.01	100%	<0.01	0.800	<0.01
Ceiling Fan	<0.01	100%	<0.01	0.800	<0.01
Wall Plate Gasket	<0.01	100%	<0.01	0.800	<0.01
Thermostatic Shower Valve	<0.01	98%	<0.01	1.025	<0.01
Level 2 EV Charger	<0.01	100%	<0.01	0.800	<0.01
Total	1.80	95%	1.70	0.795	1.35

Table 17 presents the ex ante, verified gross, and verified net gas savings achieved through the market rate portion of the Initiative in 2025. The Initiative also achieved propane savings, which cannot be claimed against AIC’s natural gas savings goals, but are presented in Appendix B.

Table 17. 2025 Retail Products Initiative (Market Rate) Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	373,326	100%	374,027	0.945	353,455
Door Sweep	659	200%	1,316	0.800	1,053
Clothes Washer	2,250	113%	2,543	0.518	1,317
Combination Washer-Dryer	128	128%	164	0.800	131
Showerhead Kit	2,363	81%	1,925	1.025	1,973
Dishwasher	321	99%	318	0.800	254
Pipe Insulation	1,355	100%	1,353	0.800	1,083
Showerhead	162	107%	173	1.025	177
Faucet Aerator	39	118%	46	1.025	47
Weatherstripping	56	100%	56	0.800	44
Wall Plate Gasket	10	119%	12	0.800	10
Thermostatic Shower Valve	6	100%	6	1.025	6
Gas Water Heater	4,722	98%	4,613	0.663	3,058
Total	385,396	100%	386,552	0.938	362,610

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Initiative savings or measures with particularly high or low realization rates. To avoid redundancy, we discuss discrepancies for each measure category overall (i.e., inclusive of both income qualified and market rate savings), unless the distinction is necessary to explain individual discrepancies.

- EISA-Exempt LED Fixtures (4% of ex ante energy savings and 6% of demand savings): The gross realization rate for EISA-Exempt LED Fixtures is 107% for kWh and 102% for kW.
- In 100% of cases (n=163,454), the evaluation team applied leakage, in-service rate (ISR), and coincident factor (CF) values recommended by the IL-TRM V13.0 for LED fixtures (Section 5.5.9), whereas the implementation team applied leakage, ISR, and CF parameters recommended by the IL-TRM V13.0 for LED bulbs (Section 5.5.13), resulting in higher verified electric energy and demand savings.
- EISA-Exempt Standard LEDs (4% of ex ante energy savings and 6% of demand savings): The gross realization rate for EISA-Exempt Standard LEDs is 106% for kWh and 115% for kW.
- In 100% of cases (n=1,083), the evaluation team applied IL-TRM V13.0 algorithms and assumptions for EISA-exempt standard LEDs, whereas the implementation team applied algorithms and assumptions for EISA non-exempt standard LEDs, resulting in higher verified electric energy and demand savings (note, tracking data for these records includes reference to both EISA and EISA non-exempt versions of each formula, but ex ante savings values reflect the EISA non-exempt version).

- Refrigerators (<1% of ex ante energy savings and <1% of demand savings): The gross realization rate for Refrigerators is 90% for kWh and 90% for kW.
 - In 24% of cases (n=726), the evaluation team applied baseline and energy-efficient unit energy consumption (UEC) values specified by the IL-TRM V13.0 based on the refrigerator type and size specified in tracking data, whereas the implementation team applied baseline and efficient UEC values utilizing methods that the evaluation team was unable to recreate, resulting in lower verified electric energy and demand savings overall. Note, these differences also resulted in higher verified savings for some records.¹⁸
- Clothes Washers (<1% of ex ante energy savings, <1% of demand savings, and 1% of gas savings): The gross realization rate for Clothes Washers is 106% for kWh, 107% for kW, and 122% for therms.
 - In 9% of cases (n=187), the evaluation team calculated savings using IL-TRM V13.0-recommended parameters for ENERGY STAR Most Efficient equipment based on the equipment efficiency level indicated in the tracking data, whereas the implementation team applied deemed savings values for ENERGY STAR equipment from IL-TRM V13.0, resulting in higher verified electric energy, demand, and gas savings.
- Combination Washer-Dryers (<1% of ex ante energy savings, <1% of demand savings, and 1% of gas savings): The gross realization rate for Combination Washer-Dryers is 79% for kWh, 52% for kW, and 128% for therms.
 - In 100% of cases (n=191), the evaluation team calculated savings based on IL-TRM V13.0 recommendations for all-in-one clothes washer-dryers (TRM Section 5.1.17), whereas the implementation team relied on a combination of IL-TRM V13.0 recommendations for standalone clothes washers and clothes dryers (TRM Section 5.1.2 and 5.1.10), resulting in lower verified energy and demand savings and higher natural gas savings.
- Showerhead Kits (<1% of ex ante energy savings, <1% of demand savings, and 1% of gas savings): The gross realization rate for Showerhead Kits is 80% for kWh, 82% for kW, and 81% for therms.
 - For 100% of cases (n=325), the evaluation team applied efficiency kit ISRs of 65% for showerheads and 60% for aerators recommended by the IL-TRM V13.0, whereas the implementation team applied self-install ISRs of 80.3% for showerheads and 77% for aerators, resulting in lower verified energy, demand, and gas savings.
- Dishwashers (<1% of ex ante energy savings, <1% of demand savings, and 1% of gas savings): The gross realization rate for Dishwashers is 100% for kWh and 10% for kW.
 - In 100% of cases (n=557), the evaluation team applied a CF value of 2.6% in line with IL-TRM V13.0 recommendations, whereas the implementation team applied a 26% value, resulting in lower verified demand savings.
- Faucet Aerators (<1% of ex ante energy savings, <1% of demand savings, and 1% of gas savings): The gross realization rate for Faucet Aerators is 100% for kWh, 106% for kW, and 115% for therms.
 - In 100% of cases (n=55), the evaluation team applied an Hours value of 61 based on the IL-TRM V13.0-recommended Hours formula using inputs associated with unknown household type and faucet type, whereas the implementation team applied an Hours value of 64.4 utilizing methods that the evaluation team was unable to recreate, resulting in higher verified demand savings.
 - In 4% of cases (n=2), the evaluation team included natural gas savings as the tracking data showed that the customers received AIC gas service, whereas the implementation team did not include gas impacts for these projects, resulting in higher verified gas savings.

¹⁸ This discrepancy only impacted records identified in tracking data as units with top-mounted freezers, automatic defrost, and without a through-the-door ice maker.

3.1.3 CUMULATIVE PERSISTING ANNUAL SAVINGS

Table 18 summarizes cumulative persisting annual savings (CPAS) and weighted average measure life (WAML) for the 2025 Retail Products Initiative by channel. The WAML for the Initiative is 8.7 years. CPAS and WAML for each channel at the measure level are presented in Table 19 and Table 20.

Table 18. 2025 Retail Products Initiative CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Income Qualified	8.5	84,669	0.955	80,855	80,855	80,855	80,855	...	80,855	...	689,984
Market Rate	11.0	7,670	0.771	5,914	5,914	5,914	5,914	...	5,914	...	64,534
2025 CPAS		92,339	0.940	86,768	86,768	86,768	86,768	...	86,768	...	754,518
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	8.7										

Table 19. 2025 Retail Products Initiative – Income Qualified CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Standard LED	8.0	40,571	0.934	37,900	37,900	37,900	37,900	...	37,900	...	303,203
Specialty LED	8.0	15,902	0.935	14,868	14,868	14,868	14,868	...	14,868	...	118,940
Air Purifier	9.0	5,905	1.000	5,905	5,905	5,905	5,905	...	5,905	...	53,144
Advanced Power Strip (Tier 1)	7.0	4,927	1.000	4,927	4,927	4,927	4,927	...	4,927	...	34,490
Smart Socket	7.0	3,193	1.000	3,193	3,193	3,193	3,193	...	3,193	...	22,352
Advanced Thermostat	11.0	1,206	1.000	1,206	1,206	1,206	1,206	...	1,206	...	13,266
LED Fixture	8.0	3,796	1.000	3,796	3,796	3,796	3,796	...	3,796	...	30,367
LED Nightlight	10.0	3,261	1.000	3,261	3,261	3,261	3,261	...	3,261	...	32,607
LED Fixture (EISA-Exempt)	15.0	3,185	0.998	3,178	3,178	3,178	3,178	...	3,178	...	47,664
Dehumidifier	12.0	548	1.000	548	548	548	548	...	548	...	6,576
Specialty LED (EISA-Exempt)	10.0	888	0.899	798	798	798	798	...	798	...	7,983
Heat Pump Water Heater	15.0	153	1.000	153	153	153	153	...	153	...	2,295
Standard LED (EISA-Exempt)	10.0	316	1.000	316	316	316	316	...	316	...	3,159

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Refrigerator	15.0	71	1.000	71	71	71	71	...	71	...	1,068
Door Sweep	20.0	420	1.000	420	420	420	420	...	420	...	8,401
Electric Dryer	16.0	61	1.000	61	61	61	61	...	61	...	971
Clothes Washer	14.0	53	1.000	53	53	53	53	...	53	...	740
Bathroom Exhaust Fan	19.0	47	1.000	47	47	47	47	...	47	...	891
Combination Washer-Dryer	14.0	24	1.000	24	24	24	24	...	24	...	341
Wall Conditioner	12.0	47	1.000	47	47	47	47	...	47	...	568
Showerhead Kit	10.0	14	1.000	14	14	14	14	...	14	...	142
Water Dispenser	10.0	13	1.000	13	13	13	13	...	13	...	130
Connected LED	10.0	36	0.690	25	25	25	25	...	25	...	251
Dishwasher	11.0	7	1.000	7	7	7	7	...	7	...	73
Freezer	21.0	11	1.000	11	11	11	11	...	11	...	233
Pool Pump	7.0	5	1.000	5	5	5	5	...	5	...	35
Pipe Insulation	12.0	6	1.000	6	6	6	6	...	6	...	72
Showerhead	10.0	1	1.000	1	1	1	1	...	1	...	11
Faucet Aerator	10.0	<1	1.000	<1	<1	<1	<1	...	<1	...	5
Weatherstripping	20.0	<1	1.000	<1	<1	<1	<1	...	<1	...	4
Advanced Power Strip (Tier 2)	7.0	<1	1.000	<1	<1	<1	<1	...	<1	...	1
Ceiling Fan	10.0	<1	1.000	<1	<1	<1	<1	...	<1	...	1
Wall Plate Gasket	20.0	<1	1.000	<1	<1	<1	<1	...	<1	...	1
Thermostatic Shower Valve	10.0	<1	1.000	<1	<1	<1	<1	...	<1	...	<1
Level 2 EV Charger	10.0	<1	1.000	<1	<1	<1	<1	...	<1	...	<1
2025 CPAS		84,669	0.955	80,855	80,855	80,855	80,855	...	80,855	...	689,984
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	8.5										

Table 20. 2025 Retail Products Initiative – Market Rate CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Air Purifier	9.0	929	0.592	550	550	550	550	...	550	...	4,951
Advanced Power Strip (Tier 1)	7.0	362	0.795	288	288	288	288	...	288	...	2,016
Smart Socket	7.0	854	0.800	684	684	684	684	...	684	...	4,785
Advanced Thermostat	11.0	2,693	0.911	2,452	2,452	2,452	2,238	...	2,452	...	26,977
LED Nightlight	10.0	259	0.690	179	179	179	179	...	179	...	1,787
LED Fixture (EISA-Exempt)	15.0	572	0.690	394	394	394	394	...	394	...	5,915
Dehumidifier	12.0	672	0.690	464	464	464	464	...	464	...	5,567
Specialty LED (EISA-Exempt)	10.0	256	0.690	177	177	177	177	...	177	...	1,769
Heat Pump Water Heater	15.0	383	0.800	307	307	307	307	...	307	...	4,599
Refrigerator	15.0	135	0.498	67	67	67	67	...	67	...	1,008
Door Sweep	20.0	10	0.800	8	8	8	8	...	8	...	167
Electric Dryer	16.0	137	0.541	74	74	74	74	...	74	...	1,190
Clothes Washer	14.0	129	0.518	67	67	67	67	...	67	...	934
Bathroom Exhaust Fan	19.0	98	0.645	63	63	63	63	...	63	...	1,200
Combination Washer-Dryer	14.0	55	0.800	44	44	44	44	...	44	...	614
Room AC	12.0	16	0.705	11	11	11	11	...	11	...	133
Showerhead Kit	10.0	19	1.025	20	20	20	20	...	20	...	198
Water Dispenser	10.0	28	0.655	18	18	18	18	...	18	...	183
Dishwasher	11.0	17	0.800	13	13	13	13	...	13	...	147
Freezer	21.0	12	0.566	7	7	7	7	...	7	...	145
Pool Pump	7.0	15	0.785	11	11	11	11	...	11	...	80
Pipe Insulation	12.0	12	0.800	10	10	10	10	...	10	...	118
Showerhead	10.0	3	1.025	3	3	3	3	...	3	...	26
Faucet Aerator	10.0	1	1.025	1	1	1	1	...	1	...	11
Weatherstripping	20.0	<1	0.800	<1	<1	<1	<1	...	<1	...	7
Advanced Power Strip (Tier 2)	7.0	<1	0.800	<1	<1	<1	<1	...	<1	...	2

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Ceiling Fan	10.0	<1	0.800	<1	<1	<1	<1	...	<1	...	2
Wall Plate Gasket	20.0	<1	0.800	<1	<1	<1	<1	...	<1	...	2
Thermostatic Shower Valve	10.0	<1	1.025	<1	<1	<1	<1	...	<1	...	1
Level 2 EV Charger	10.0	<1	0.800	<1	<1	<1	<1	...	<1	...	<1
2025 CPAS		7,670	0.771	5,914	5,914	5,914	5,914	...	5,9145	...	64,534
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	11.0										

3.1.4 CONCLUSIONS AND RECOMMENDATIONS

- **Key Finding 1:** The implementation team delivered clear and comprehensive data that were generally free of errors and inconsistencies and included the necessary measure-level detail to inform defensible verified savings calculations in accordance with the IL-TRM V13.0. Ex ante savings included in tracking data also aligned well with IL-TRM V13.0 recommendations in the vast majority of cases, resulting in overall gross realization rates of 100% for each savings metric and most individual measure categories.
- Recommendation: Continue to track detailed measure specifications and ex ante savings assumptions for all records, relying on assumptions from the applicable version of the IL-TRM.
- **Key Finding 2:** The Retail Products Initiative effectively targeted retailers and retail channels that disproportionately serve lower-income customers, successfully delivering incentives to large numbers of IQ customers across a wide variety of product categories. Over the course of 2025, the vast majority (95%) of sales distributed by the Retail Products Initiative went to IQ participants (as determined by policy-based geographic assumptions detailed in Appendix A).
- Recommendation: Continue to target retail locations and customers in proximity to ZIP codes with high incidences of IQ customers to maximize Initiative reach to IQ AIC customers.

3.2 INCOME QUALIFIED INITIATIVE – SINGLE FAMILY OFFERINGS

3.2.1 INITIATIVE DESCRIPTION

The IQ Initiative encompasses nearly all of AIC’s energy efficiency offerings targeting low- and moderate-income customers, including efforts supporting both single and multifamily customers. This section of the report provides results for seven single family-focused offerings included in the IQ Initiative:

- Single Family Channel
- Community Action Agency (CAA) Channel
- Joint Utility Channel
- Smart Savers Channel
- Mobile Homes and Air Sealing (MHAS) Channel
- Accessibility Offering
- Healthier Homes Channel
- Electrification Channel

This section of the report does not include the IQ Initiative’s Multifamily Channel (see Section 3.3) or IQ-targeted kits (see Section 3.5).

3.2.2 INITIATIVE ANNUAL SAVINGS SUMMARY

Table 21 presents the IQ Initiative Single Family Offerings annual savings achieved in 2025. The IQ Initiative Single Family Offerings achieved 7,188 MWh, 1.66 MW, and 597,249 therms in verified net savings. The Initiative also produced 1,414 therms in verified net propane savings and 994 therms in verified net non-AIC gas savings, which are not included in this section but are further detailed in Appendix B.¹⁹

Table 21. 2025 Income Qualified Initiative Single Family Offerings Annual Savings

Metric	Electric Energy Savings (MWh)	Electric Demand Savings (MW)	Gas Savings (Therms)
Ex Ante Gross Savings	7,130	1.68	599,412
Gross Realization Rate	101%	99%	100%
Verified Gross Savings	7,188	1.66	597,249
NTGR	1.000	1.000	1.000
Verified Net Savings	7,188	1.66	597,249

¹⁹ These values do not include fossil fuel impacts associated with IQ Electrification projects.

3.2.3 SINGLE FAMILY CHANNEL

CHANNEL DESCRIPTION

The Single Family Channel is AIC's fully utility-funded, whole-home weatherization program for low- and moderate-income customers. The Channel provides Building Performance Institute (BPI) energy audits that identify building envelope and HVAC retrofit opportunities for low-income customers. During the audit, implementation staff install direct install (DI) measures such as LEDs, showerheads, faucet aerators, advanced power strips and smart sockets, pipe insulation, and advanced thermostats at no cost. Following the audit, customers may receive additional HVAC and building envelope retrofits, such as air sealing and insulation improvements, central AC replacements (for customers approved as high needs), air source heat pump (ASHP) replacements, and brushless permanent magnet (BPM) motor replacements. Low-income customers receive all retrofits at no cost (termed Tier 1), while moderate-income customers typically receive incentives for 90% of retrofit costs and are expected to cover the remaining 10% out of pocket (termed Tier 2).

Leidos oversees the implementation of the Single Family Channel in coordination with Walker-Miller Energy Services and AIC Program Allies (PAs). The Energy Assistance Foundation also offers a supplemental program called Warm Neighbors Cool Friends™, which provides grant funding to help offset the out-of-pocket costs for Tier 2 customers within AIC territory. The grant funding is offered on a first-come, first-served basis and can be applied to energy efficiency measures, as well as costs related to building envelope and HVAC upgrades (excluding AC units). The Channel also provides health and safety assistance to enable measure installations and improve the living conditions of AIC customers. Common health and safety measures implemented include venting exhaust fans outside, repairing or replacing vapor barriers, and installing or replacing carbon monoxide alarms.

Summary of Key Implementation Changes

We summarize key changes to the Single Family Channel's design and implementation in 2025 below:

- Implementation staff pointed to increasing HVAC equipment costs over the course of the year, which they attributed to both tariff changes and new federal Environmental Protection Agency (EPA) guidelines on refrigerants for residential HVAC systems.²⁰ In response, the Channel increased incentive amounts and stipends for impacted HVAC measures by 10%.
- Channel implementation staff prioritized completion of all 2025 projects by the end of November, which allowed PAs and implementation staff to close out the year early, streamline year-end closeout, and begin building a pipeline of projects for 2026 before the start of the new year.
- Implementation staff made improvements to the Single Family Channel's online tool that handles customer applications, allowing customers to apply for multiple channels at once and directing them to the most appropriate options rather than requiring them to submit separate applications for each.

²⁰ The new EPA guidelines took effect on January 1, 2025, and require residential heat pump and AC systems to utilize refrigerants with lower Global Warming Potential (GWP). "2025 New Refrigerant Changes in HVAC: What You Should Know." *Select Home Warranty*. Accessed February 12, 2026. <https://www.selecthomewarranty.com/blog/new-refrigerant-changes/>. The guidelines also require new equipment to have refrigerant detection systems (RDS) and updated safety sensors. The cost of residential HVAC systems is expected to increase by up to 30% due to new refrigerant guidelines. "New EPA Regulations Will Increase HVAC Prices—Act Now to Lock in Savings and Ensure Your Home Has the Latest Technology." *Precision Today*. Accessed February 12, 2026. <https://precisiontoday.com/government-hvac-refrigerant-mandate/>.

PARTICIPATION SUMMARY

The Single Family Channel provided energy efficiency services to 2,813 homes in 2025. Slightly over half (55%) of participants received DI measures only (e.g., LEDs, showerheads, thermostats, power strips), while the remaining 45% received larger retrofits in combination with DI measures. Nearly three-quarters (73%) of participants received advanced power strips, while around one-third received air sealing (34%), attic insulation (34%), standard LED bulbs (30%), and bathroom exhaust fans (30%). Measure categories offered include both early replacement (ER) and time-of-sale (TOS) scenarios. Table 22 summarizes the number of homes served by measure.

Table 22. 2025 Single Family Channel Participation Summary

Measure Category	Units	Measure Quantity	% of Quantity	Participants	% of Participants
Central ASHP (ER)	Systems	63	<1%	63	2%
Central AC (ER)	Systems	234	<1%	233	8%
Air Sealing	CFM reduction	982,801	41%	964	34%
BPM Motor	Bulbs	574	<1%	568	20%
Attic Insulation	Square ft.	1,073,938	45%	959	34%
Advanced Power Strip	Strips	3,925	<1%	2,060	73%
Ductless Heat Pump (TOS)	Systems	11	<1%	11	<1%
Ductless Heat Pump (ER)	Systems	16	<1%	13	<1%
Standard LED	Bulbs	4,370	<1%	842	30%
Bathroom Exhaust Fan	Fans	833	<1%	833	30%
Heat Pump Water Heater	Systems	80	<1%	79	3%
Advanced Thermostat	Thermostats	516	<1%	516	18%
Crawlspace Insulation	Square ft.	42,994	2%	380	14%
Specialty LED	Bulbs	2,777	<1%	509	18%
Pipe Insulation	Linear ft.	7,039	<1%	858	31%
Wall Insulation	Square ft.	173,803	7%	197	7%
Rim Joist Insulation	Linear ft.	79,387	3%	674	24%
Faucet Aerator	Faucet aerators	485	<1%	391	14%
Room AC (ER)	Systems	25	<1%	14	<1%
Central ASHP (TOS)	Systems	9	<1%	9	<1%
Low Flow Showerhead	Showerheads	213	<1%	188	7%
Duct Sealing	Homes	37	<1%	37	1%
Tree Planting	Trees planted	100	<1%	1	<1%
Knee Wall Insulation	Square ft.	25,612	1%	112	4%
Door Sweep	Door sweeps	117	<1%	62	2%
Central AC (TOS)	Systems	6	<1%	6	<1%
Gas High Efficiency Boiler (TOS)	Systems	2	<1%	2	<1%
Gas Water Heater	Systems	103	<1%	103	4%
High Efficiency Gas Furnace (TOS)	Systems	151	<1%	151	5%
Gas High Efficiency Boiler (ER)	Systems	16	<1%	16	1%
High Efficiency Gas Furnace (ER)	Systems	590	<1%	584	21%
Total		2,400,827	100%	2,813	100%

Note: Excludes records from tracking data not associated with any ex ante savings, including those associated with 24 advanced thermostats ineligible for savings, administrative costs, health and safety, and program support.

SAVINGS DETAIL

Table 23 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Single Family Channel in 2025.

Table 23. 2025 Single Family Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Central ASHP (ER)	746	100%	746	1.000	746
Central AC (ER)	490	100%	490	1.000	490
Air Sealing	422	100%	421	1.000	421
BPM Motor	285	100%	285	1.000	285
Attic Insulation	282	100%	281	1.000	281
Advanced Power Strip	231	100%	231	1.000	231
Ductless Heat Pump (TOS)	15	237%	36	1.000	36
Ductless Heat Pump (ER)	170	100%	170	1.000	170
Standard LED	185	98%	181	1.000	181
Bathroom Exhaust Fan	184	100%	184	1.000	184
Heat Pump Water Heater	176	121%	213	1.000	213
Advanced Thermostat	154	95%	146	1.000	146
Crawlspace Insulation	111	98%	108	1.000	108
Specialty LED	78	102%	80	1.000	80
Pipe Insulation	57	99%	57	1.000	57
Wall Insulation	50	100%	50	1.000	50
Rim Joist Insulation	23	99%	23	1.000	23
Faucet Aerator	20	100%	20	1.000	20
Room AC (ER)	15	100%	15	1.000	15
Central ASHP (TOS)	16	122%	20	1.000	20
Low Flow Showerhead	14	100%	14	1.000	14
Duct Sealing	13	103%	13	1.000	13
Tree Planting	9	58%	5	1.000	5
Knee Wall Insulation	8	99%	8	1.000	8
Door Sweep	2	27%	1	1.000	1
Central AC (TOS)	2	100%	2	1.000	2
Total	3,758	101%	3,803	1.000	3,803

Table 24 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Single Family Channel in 2025.

Table 24. 2025 Single Family Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Central ASHP (ER)	0.04	100%	0.04	1.000	0.04
Central AC (ER)	0.35	100%	0.35	1.000	0.35
Air Sealing	0.23	100%	0.23	1.000	0.23
BPM Motor	0.07	101%	0.07	1.000	0.07
Attic Insulation	0.12	100%	0.12	1.000	0.12
Advanced Power Strip	0.03	100%	0.03	1.000	0.03
Ductless Heat Pump (TOS)	0.00	-179%	-0.005	1.000	0.00
Ductless Heat Pump (ER)	(0.02)	100%	-0.02	1.000	-0.02
Standard LED	0.02	97%	0.02	1.000	0.02
Bathroom Exhaust Fan	0.02	100%	0.02	1.000	0.02
Heat Pump Water Heater	0.01	125%	0.01	1.000	0.01
Advanced Thermostat	0.07	93%	0.07	1.000	0.07
Crawlspace Insulation	0.03	96%	0.03	1.000	0.03
Specialty LED	0.01	101%	0.01	1.000	0.01
Pipe Insulation	0.01	99%	0.01	1.000	0.01
Wall Insulation	0.02	100%	0.02	1.000	0.02
Rim Joist Insulation	0.01	98%	0.01	1.000	0.01
Faucet Aerator	<0.01	100%	<0.01	1.000	<0.01
Room AC (ER)	0.01	100%	0.01	1.000	0.01
Central ASHP (TOS)	<0.01	N/A	>-0.01	1.000	>-0.01
Low Flow Showerhead	<0.01	100%	<0.01	1.000	<0.01
Duct Sealing	<0.01	103%	<0.01	1.000	<0.01
Tree Planting	0.01	47%	<0.01	1.000	<0.01
Knee Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Door Sweep	<0.01	0%	0	1.000	0
Central AC (TOS)	<0.01	100%	<0.01	1.000	<0.01
Total	1.06	98%	1.05	1.000	1.05

Table 25 presents the ex ante, verified gross, and verified net gas savings achieved through the Single Family Channel in 2025. The Channel also achieved propane savings, which cannot be claimed against AIC's natural gas savings goals, but are presented in Appendix B.

Table 25. 2025 Single Family Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Air Sealing	52,121	100%	52,080	1.000	52,080
Attic Insulation	59,319	100%	59,312	1.000	59,312
Advanced Thermostat	34,720	99%	34,490	1.000	34,490
Crawlspace Insulation	26,130	97%	25,413	1.000	25,413
Pipe Insulation	11,614	100%	11,594	1.000	11,594
Wall Insulation	16,890	100%	16,881	1.000	16,881
Rim Joist Insulation	5,864	99%	5,780	1.000	5,780
Faucet Aerator	2,651	100%	2,642	1.000	2,642
Low Flow Showerhead	1,593	96%	1,525	1.000	1,525
Duct Sealing	4,280	106%	4,531	1.000	4,531
Tree Planting	0	N/A	38	1.000	38
Knee Wall Insulation	2,549	100%	2,549	1.000	2,549
Door Sweep	373	90%	336	1.000	336
Gas High Efficiency Boiler (TOS)	277	100%	277	1.000	277
Gas Water Heater	10,005	100%	10,005	1.000	10,005
High Efficiency Gas Furnace (TOS)	16,254	100%	16,254	1.000	16,254
Gas High Efficiency Boiler (ER)	7,988	87%	6,936	1.000	6,936
High Efficiency Gas Furnace (ER)	138,237	100%	138,240	1.000	138,240
Total	390,865	99%	388,881	1.000	388,881

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Channel savings or measures with particularly high or low realization rates.

- Ductless Heat Pumps (TOS) (<1% of ex ante energy savings and negative demand savings): The gross realization rate for Ductless Heat Pumps is 237% for kWh and not applicable for kW.
- In 100% of cases (n=11), the evaluation team applied IL-TRM V13.0 baseline heating system recommendations associated with displacement of electric resistance heating, whereas the implementation team applied baseline heating assumptions for an air source heat pump, resulting in higher verified energy savings.
- In 64% of cases (n=7), the evaluation team applied IL-TRM V13.0 baseline cooling system recommendations associated with no central cooling, whereas the implementation team applied baseline cooling assumptions associated for central cooling, resulting in lower verified energy and demand savings.²¹

²¹ This discrepancy applied to projects in homes for which tracking data indicated no existing central cooling system and for all projects involving ductless heat pumps below the 18,000 BTU/h threshold (typically installed for secondary zones of the home).

- Heat Pump Water Heaters (5% of ex ante energy and 1% of demand savings): The gross realization rate for Heat Pump Water Heaters is 121% for kWh and 125% for kW.
 - In 25% of cases (n=20), the evaluation team applied the baseline uniform energy factor (UEF) recommended by the IL-TRM V13.0 for cases where the previous equipment is unknown and the efficient equipment is a >55 gallon unit (i.e., baseline UEF of a 50 gallon resistance tank with high draw) based on equipment capacity included in tracking data, whereas the implementation team applied federal minimum efficiency standards for a resistance tank with volume equivalent to the efficient unit, resulting in higher verified energy and demand savings.
- Advanced Thermostats (4% of ex ante energy savings, 4% of demand savings, and 8% of gas savings): The gross realization rate for Advanced Thermostats is 95% for kWh, 93% for kW, and 99% for therms.
 - In 9% of cases (n=45), the evaluation team applied capacity and efficiency parameters for the new HVAC systems indicated in the tracking data, whereas the implementation team applied parameters based on the existing system, resulting in lower verified energy, demand, and gas savings.
- Central ASHPs (TOS) (<1% of ex ante energy and <1% of demand savings): The gross realization rate for Central ASHPs (TOS) is 140% for kWh and not applicable for kW.
 - In 33% of cases (n=3), the evaluation team applied IL-TRM V13.0 recommendations associated with displacement of zonal electric resistance heating and no central cooling (including supplemental heating and cooling full load hours and partial displacement of heating consumption) for projects involving ductless mini-split systems used for supplemental heating in homes that primarily rely on natural gas furnaces, whereas the implementation team applied assumptions reflective of a heat pump heating baseline and central AC cooling baseline (including non-supplemental heating and cooling hours), resulting in higher verified energy savings and lower demand savings.
- Duct Sealing (<1% of ex ante energy, <1% of demand savings, and 1% of gas savings): The gross realization rate for Duct Sealing is 103% for kWh, 103% for kW, and 106% for therms.
 - In 8% of cases (n=1), the evaluation team assigned non-zero gas savings because tracking data indicated the participants were AIC gas customers, whereas the implementation team assigned zero gas savings, resulting in higher verified gas savings.
- Tree Planting (<1% of ex ante energy and <1% of demand savings): The gross realization rate for Tree Planting is 58% for kWh and 47% for kW.
 - In 100% of cases (n=1), the evaluation team applied IL-TRM V13.0-recommended assumptions associated with unknown heating and cooling equipment because tracking data did not specify primary heating and cooling systems, whereas the implementation team applied values associated with the presence of central air conditioning and no heating equipment, resulting in lower verified energy and demand savings and higher verified gas savings.
- Door Sweeps (<1% of ex ante energy, demand, and gas savings): The gross realization rate for Door Sweeps is 27% for kWh, 0% for kW, and 90% for therms.
 - In 100% of cases (n=62), the evaluation team applied IL-TRM V13.0-recommended assumptions for prescriptive air sealing measures (e.g. door sweeps) directly installed in single family homes relying on heating weights for single family low income and excluding cooling savings since the tracking data indicated no cooling present, whereas the implementation team applied heating weights for single family (non-low income) and included cooling savings, resulting in lower verified energy, demand, and gas savings.

- Gas High Efficiency Boilers (ER) (2% of ex ante gas savings): The gross realization rate for Gas High Efficiency Boilers (ER) is 87% for therms.
- In 19% of cases (n=3), the evaluation team applied a baseline boiler annual fuel utilization efficiency (AFUE) rating of 84% based on IL-TRM V13.0 recommendations for gas high efficiency combination boilers (Section 5.3.17) because tracking data identified the units as combination boilers, whereas the implementation team applied a value of 61.6% recommended for high efficiency boilers (Section 5.3.6), resulting in lower verified gas savings.

3.2.4 COMMUNITY ACTION AGENCY CHANNEL

CHANNEL DESCRIPTION

The CAA Channel provides comprehensive energy efficiency and health and safety improvements to low-income customers in AIC service territory who are eligible for the Illinois Home Weatherization Assistance Program (IHWAP). The CAA Channel functions similarly to the Single Family Channel, except it relies on a combination of AIC and IHWAP funding, and AIC claims all savings from all co-funded measures. The AIC components of the CAA Channel are implemented primarily by Walker-Miller Energy Services. Walker-Miller engages with CAAs to ensure those agencies have sufficient funds, resources, support, and training to complete AIC projects. CAAs are responsible for recruiting AIC IQ customers and executing projects. CAAs first provide a BPI energy assessment that identifies energy savings opportunities and produces a retrofit scope of work. During the assessment, these agencies also install energy-efficient DI measures such as LEDs, showerheads, faucet aerators, advanced power strips, pipe insulation, and advanced thermostats at no cost to qualifying customers. Following the assessment, customers typically receive additional building envelope and HVAC retrofits based on the scope of work. Additionally, AIC pays 50% of the costs of any health and safety services provided through the CAA Channel.

Summary of Key Implementation Changes

We summarize key changes to the CAA Channel’s design and implementation in 2025 below:

- To help participating CAAs with ongoing staffing shortages and support them in working through their project backlog, implementation staff supported CAAs with capacity-building activities, including contractor recruitment, job seeker recruitment and training, application entry and assistance, equipment grants, and sharing of best practice documents. Implementation staff also helped connect CAA staff with PAs who could help complete CAA Channel projects. In addition, the implementation team helped connect CAA staff with Market Development Initiative contacts to explore further training and workforce development opportunities.

PARTICIPATION SUMMARY

In 2025, the CAA Channel completed projects in 228 homes (including one multifamily tenant unit). More than three-quarters (78%) of participants received at least one DI measure (e.g., LEDs, showerheads, thermostats, power strips) along with a larger retrofit, while the remaining participants typically received only a retrofit. At least three-quarters of participants received air sealing measures (83%), bathroom exhaust fans (76%), and attic insulation (75%). Other commonly distributed measures included standard LED bulbs (71%), rim joist insulation (57%), and crawlspace insulation (48%).

Table 26 summarizes the number of homes served per measure.

Table 26. 2025 CAA Channel Participation Summary

Measure Category	Units	Measure Quantity	% of Quantity	Participants	% of Participants
Packaged Terminal Heat Pump	Systems	112	<1%	1	<1%
Air Sealing	CFM reduction	317,439	52%	189	83%
Standard LED	Bulbs	4,239	1%	163	71%
Central ASHP (ER)	Systems	12	<1%	11	5%
Pipe Insulation	Linear ft.	2,941	<1%	136	60%
Attic Insulation	Square ft.	171,698	28%	174	76%
BPM Motor	Bulbs	97	<1%	97	43%
Caulking	Linear ft.	6,629	1%	1	<1%
Bathroom Exhaust Fan	Fans	178	<1%	171	75%
Crawlspace Insulation	Square ft.	13,831	2%	110	48%
Low Flow Showerhead	Showerheads	163	<1%	62	27%
Faucet Aerator	Faucet aerators	318	<1%	81	36%
Floor Insulation	Square ft.	29,013	5%	26	11%
Heat Pump Water Heater	Systems	10	<1%	7	3%
Door Sweep	Door sweeps	100	<1%	1	<1%
Ductless Heat Pump (ER)	Systems	1	<1%	1	<1%
Ductless Heat Pump (TOS)	Systems	1	<1%	1	<1%
Wall Insulation	Square ft.	40,081	7%	44	19%
Specialty LED	Bulbs	441	<1%	53	23%
Rim Joist Insulation	Linear ft.	16,805	3%	131	57%
Advanced Thermostat	Thermostats	15	<1%	15	7%
Room AC (ER)	Systems	3	<1%	3	1%
Knee Wall Insulation	Square ft.	5,583	1%	15	7%
Gas High Efficiency Boiler (ER)	Systems	4	<1%	3	1%
High Efficiency Gas Furnace (TOS)	Systems	6	<1%	6	3%
High Efficiency Gas Furnace (ER)	Systems	101	<1%	101	44%
Gas Water Heater	Systems	11	<1%	11	5%
Total		609,832	100%	228	100%

Note: Excludes records from tracking data not associated with any ex ante savings, including those associated with seven advanced thermostats ineligible for savings, administrative costs, health and safety, and program support.

SAVINGS DETAIL

Table 27 presents the ex ante, verified gross, and verified net electric energy savings achieved through the CAA Channel in 2025.

Table 27. 2025 CAA Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Packaged Terminal Heat Pump	457	100%	457	1.000	457
Air Sealing	128	100%	128	1.000	128
Standard LED	122	100%	121	1.000	121
Central ASHP (ER)	106	100%	106	1.000	106
Pipe Insulation	99	100%	99	1.000	99
Attic Insulation	71	100%	71	1.000	71
BPM Motor	54	102%	55	1.000	55
Caulking	51	100%	51	1.000	51
Bathroom Exhaust Fan	39	100%	39	1.000	39
Crawlspace Insulation	39	100%	39	1.000	39
Low Flow Showerhead	37	101%	38	1.000	38
Faucet Aerator	28	100%	28	1.000	28
Floor Insulation	24	100%	24	1.000	24
Heat Pump Water Heater	18	131%	24	1.000	24
Door Sweep	14	100%	14	1.000	14
Ductless Heat Pump (TOS)	1	577%	5	1.000	5
Ductless Heat Pump (ER)	12	100%	12	1.000	12
Wall Insulation	12	100%	12	1.000	12
Specialty LED	9	100%	9	1.000	9
Rim Joist Insulation	5	100%	5	1.000	5
Advanced Thermostat	5	100%	5	1.000	5
Room AC (ER)	2	100%	2	1.000	2
Knee Wall Insulation	2	100%	2	1.000	2
Total	1,335	101%	1,346	1.000	1,346

Table 28 presents the ex ante, verified gross, and verified net electric demand savings achieved through the CAA Channel in 2025.

Table 28. 2025 CAA Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Packaged Terminal Heat Pump	0.01	100%	0.01	1.000	0.01
Air Sealing	0.06	100%	0.06	1.000	0.06
Standard LED	0.02	100%	0.02	1.000	0.02
Central ASHP (ER)	>-0.01	100%	>-0.01	1.000	>-0.01
Pipe Insulation	0.01	100%	0.01	1.000	0.01
Attic Insulation	0.03	100%	0.03	1.000	0.03
BPM Motor	0.02	102%	0.02	1.000	0.02
Bathroom Exhaust Fan	<0.01	100%	<0.01	1.000	<0.01
Crawlspace Insulation	0.01	100%	0.01	1.000	0.01
Low Flow Showerhead	<0.01	101%	<0.01	1.000	<0.01
Faucet Aerator	0.01	100%	0.01	1.000	0.01
Floor Insulation	<0.01	100%	<0.01	1.000	<0.01
Heat Pump Water Heater	<0.01	137%	<0.01	1.000	<0.01
Ductless Heat Pump (TOS)	>-0.01	100%	0.000	1.000	0.000
Ductless Heat Pump (ER)	>-0.01	100%	-0.003	1.000	-0.003
Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Specialty LED	<0.01	100%	<0.01	2.000	<0.01
Rim Joist Insulation	<0.01	100%	<0.01	3.000	<0.01
Advanced Thermostat	<0.01	100%	<0.01	4.000	<0.01
Room AC (ER)	<0.01	100%	<0.01	5.000	<0.01
Knee Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Total	100%	0.17	1.000	0.17	100%

Table 29 presents the ex ante, verified gross, and verified net gas savings achieved through the CAA Channel in 2025. The CAA Channel also achieved propane savings, which cannot be claimed against AIC’s natural gas savings goals, but are presented in Appendix B.

Table 29. 2025 CAA Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Air Sealing	14,212	100%	14,213	1.000	14,213
Pipe Insulation	2,209	99%	2,176	1.000	2,176
Attic Insulation	12,602	100%	12,602	1.000	12,602
Crawlspace Insulation	8,303	100%	8,304	1.000	8,304
Low Flow Showerhead	357	94%	334	1.000	334
Faucet Aerator	282	99%	278	1.000	278
Floor Insulation	1,547	100%	1,547	1.000	1,547
Wall Insulation	3,085	100%	3,085	1.000	3,085
Rim Joist Insulation	999	100%	999	1.000	999
Advanced Thermostat	847	100%	847	1.000	847
Knee Wall Insulation	478	100%	478	1.000	478
Gas High Efficiency Boiler (ER)	1,222	93%	1,131	1.000	1,131
High Efficiency Gas Furnace (TOS)	601	100%	601	1.000	601
High Efficiency Gas Furnace (ER)	22,985	100%	22,985	1.000	22,985
Gas Water Heater	1,049	100%	1,049	1.000	1,049
Total	70,777	100%	70,630	1.000	70,630

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Channel savings or measures with particularly high or low realization rates.

- Low Flow Showerheads (3% of ex ante energy, 2% of demand savings, and 1% of natural gas savings): The gross realization rate for Low Flow Showerheads is 101% for kWh, 101% for kW, and 94% for therms.
- In 2% of cases (n=1), the evaluation team applied IL-TRM V13.0-recommended assumptions associated with electric water heating based on water heater fuel type indicated in tracking data, whereas the implementation team applied assumptions associated with gas water heating, resulting in higher verified energy and demand savings and lower verified gas savings.
- Heat Pump Water Heaters (1% of ex ante energy and <1% of demand savings): The gross realization rate for Heat Pump Water Heaters is 131% for kWh and 137% for kW.
- In 43% of cases (n=3), the evaluation team applied the baseline UEF recommended by the IL-TRM V13.0 for cases where the previous equipment is unknown and the efficient equipment is a >55 gallon unit (i.e., baseline UEF of a 50 gallon resistance tank with high draw) based on equipment capacity included in tracking data, whereas the implementation team applied federal minimum efficiency standards for a resistance tank with volume equivalent to the efficient unit, resulting in higher verified energy and demand savings.
- Ductless Heat Pumps (TOS) (<1% of ex ante energy savings and negative demand savings): The gross realization rate for Ductless Heat Pumps (TOS) is 577% for kWh and is 100% for kW.

- In 100% of cases (n=1), the evaluation team applied IL-TRM V13.0 baseline heating system recommendations associated with displacement of electric resistance heating, whereas the implementation team applied baseline heating assumptions for an air source heat pump system, resulting in higher verified energy savings.
-
- Gas High Efficiency Boilers (ER) (2% of ex ante gas savings): The gross realization rate for Gas High Efficiency Boilers (ER) is 93% for therms.
- In 25% of cases (n=1), the evaluation team applied a baseline boiler AFUE rating of 84% based on IL-TRM V13.0 recommendations for gas high efficiency combination boilers (Section 5.3.17) because tracking data identified the units as combination boilers, whereas the implementation team applied a value of 61.6% recommended for high efficiency boilers (Section 5.3.6), resulting in lower verified gas savings.

3.2.5 JOINT UTILITY CHANNEL

CHANNEL DESCRIPTION

Similar to the Single Family Channel, the Joint Utility Channel provides DI, HVAC, and building envelope retrofits to qualifying customers residing in single family homes. The Joint Utility Channel is operated as a partnership between AIC and Nicor Gas to serve IQ customers in their shared utility territory (primarily in and around the Bloomington-Normal area). The Joint Utility Channel offers a range of measures similar to those distributed by the Single Family Channel and similarly relies on a network of PAs to conduct assessments and installations. For the Joint Utility Channel, AIC typically pays for and claims savings from only electric efficiency measures provided through the Channel, given that any gas savings are claimable by Nicor Gas. Resource Innovations implements the Channel on behalf of AIC and Nicor Gas.

Summary of Key Implementation Changes

The Joint Utility Channel did not make any substantive changes to its design or implementation in 2025.

PARTICIPATION SUMMARY

In 2025, the Joint Utility Channel served a total of 47 homes. More than three-quarters (83%) of participants received a combination of DI measures (e.g., LEDs, showerheads, thermostats, power strips) and larger retrofits, while the rest (17%) received DI measures only. Nearly all participants received advanced power strips (94%), and more than three-quarters received LED fixtures (89%), air sealing measures (83%), and ducting sealing (79%). Over half of participants (53%) also received advanced thermostats and smart sockets. This summary does not fully capture customers' participation experience, as customers may have also received gas-only measures funded by Nicor Gas. Table 30 summarizes 2025 participation in the Joint Utility Channel.

Table 30. 2025 Joint Utility Channel Participation Summary (AIC-Funded Measures)

Measure Category	Units	Measure Quantity	% of Quantity	Participants	% of Participants
Duct Sealing	Homes	37	<1%	37	79%
Air Sealing	CFM reduction	86,493	75%	39	83%
Advanced Power Strip	Strips	86	<1%	44	94%
Advanced Thermostat	Thermostats	25	<1%	25	53%
Attic Insulation	Square ft.	20,115	18%	17	36%
Standard LED	Bulbs	72	<1%	13	28%
LED Fixtures	Fixtures	84	<1%	42	89%
Smart Socket	Sockets	50	<1%	25	53%
Low Flow Showerhead	Showerheads	20	<1%	12	26%
Central AC (ER)	Systems	2	<1%	2	4%
Pipe Insulation	Linear ft.	27	<1%	3	6%
Rim Joist Insulation	Linear ft.	5,140	4%	15	32%
Bathroom Exhaust Fan	Fans	5	<1%	5	11%
Faucet Aerator	Faucet aerators	46	<1%	22	47%
Floor Insulation	Square ft.	1,700	1%	2	4%
Wall Insulation	Square ft.	1,000	1%	2	4%
Specialty LED	Bulbs	5	<1%	1	2%
Door Sweep	Door sweeps	19	<1%	10	21%
Total		114,926	100%	47	100%

Note: Excludes records from tracking data not associated with any ex ante savings, including those identified as administrative costs, health and safety, and program support.

SAVINGS DETAIL

Table 31 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Joint Utility Channel in 2025.

Table 31. 2025 Joint Utility Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Duct Sealing	44	102%	45	1.000	45
Air Sealing	32	99%	31	1.000	31
Advanced Power Strip	8	100%	8	1.000	8
Advanced Thermostat	6	100%	6	1.000	6
Attic Insulation	6	101%	6	1.000	6
Standard LED	3	100%	3	1.000	3
LED Fixtures	3	98%	3	1.000	3
Smart Socket	2	100%	2	1.000	2
Low Flow Showerhead	2	91%	2	1.000	2
Central AC (ER)	2	100%	2	1.000	2
Pipe Insulation	1	100%	1	1.000	1
Rim Joist Insulation	1	99%	1	1.000	1
Bathroom Exhaust Fan	1	68%	1	1.000	1
Faucet Aerator	1	98%	1	1.000	1
Floor Insulation	<1	100%	<1	1.000	<1
Wall Insulation	<1	100%	<1	1.000	<1
Specialty LED	<1	100%	<1	1.000	<1
Door Sweep	<1	100%	<1	1.000	<1
Total	114	100%	114	1.000	114

Table 32 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Joint Utility Channel in 2025. The Joint Utility Channel also achieved non-AIC natural gas savings, which cannot be claimed against AIC’s natural gas savings goals, but are presented in Appendix B.

Table 32. 2025 Joint Utility Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Duct Sealing	0.03	100%	0.03	1.000	0.03
Air Sealing	0.02	99%	0.02	1.000	0.02
Advanced Power Strip	<0.01	100%	<0.01	1.000	<0.01
Advanced Thermostat	<0.01	100%	<0.01	1.000	<0.01
Attic Insulation	<0.01	142%	<0.01	1.000	<0.01
Standard LED	<0.01	100%	<0.01	1.000	<0.01
LED Fixtures	<0.01	100%	<0.01	1.000	<0.01
Smart Socket	<0.01	100%	<0.01	1.000	<0.01
Low Flow Showerhead	<0.01	90%	<0.01	1.000	<0.01
Central AC (ER)	<0.01	100%	<0.01	1.000	<0.01
Pipe Insulation	<0.01	100%	<0.01	1.000	<0.01
Rim Joist Insulation	<0.01	101%	<0.01	1.000	<0.01
Bathroom Exhaust Fan	<0.01	67%	<0.01	1.000	<0.01
Faucet Aerator	<0.01	93%	<0.01	1.000	<0.01
Floor Insulation	<0.01	100%	<0.01	1.000	<0.01
Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Specialty LED	<0.01	100%	<0.01	1.000	<0.01
Door Sweep	<0.01	100%	<0.01	1.000	<0.01
Total	0.06	101%	0.06	1.000	0.06

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Channel savings or measures with particularly high or low realization rates.

- Duct Sealing (39% of ex ante energy and 42% of demand savings): The gross realization rate for Duct Sealing is 102% for kWh and 100% for kW.
- In 16% of cases (n=6), the evaluation team calculated Pre Duct Sealing Heating System Efficiency (n_{system}), based on the IL-TRM V13.0 algorithm and project information in the tracking data, whereas the implementation team applied the default value from the IL-TRM V13.0, resulting in higher verified energy savings.
- Attic Insulation (6% of ex ante energy and 5% of demand savings): The gross realization rate for Attic Insulation is 101% for kWh and 142% for kW.
- In 100% of cases (n=17), the evaluation team applied full load hour values from the IL-TRM V13.0 based on climate zones specified in tracking data, whereas the implementation team applied values recommended for Belleville, Illinois, resulting in higher verified demand savings.

- Low Flow Showerheads (2% of ex ante energy and <1% of demand savings): The gross realization rate for Low Flow Showerheads is 91% for kWh and 90% for kW.
- In 8% of cases (n=1), the evaluation team applied IL-TRM V13.0-recommended assumptions for single family homes, whereas the implementation team applied recommended values for mobile homes, resulting in lower verified electric energy and demand savings.
- Bathroom Exhaust Fans (1% of ex ante energy and <1% of demand savings): The gross realization rate for Bathroom Exhaust Fans is 68% for kWh and 67% for kW.
- In 40% of cases (n=2), the evaluation team applied IL-TRM V13.0 recommendations for kitchen exhaust fans (Section 5.3.22) because tracking data product specifications identified the units as kitchen exhaust fans, whereas the implementation team applied assumptions recommended for bathroom exhaust fans (Section 5.3.9), resulting in lower verified energy and demand savings.
- Faucet Aerators (1% of ex ante energy and 1% of demand savings): The gross realization rate for Faucet Aerators is 98% for kWh and 93% for kW.
- In 3% of cases (n=1), the evaluation team applied IL-TRM V13.0-recommended assumptions for single family homes, whereas the implementation team applied recommended values for mobile homes, resulting in lower verified electric energy and demand savings.

3.2.6 SMART SAVERS CHANNEL

CHANNEL DESCRIPTION

The Smart Savers Channel focuses on providing advanced thermostat technology and installation at no cost to AIC customers in lower-income areas. Implementation staff coordinate with a group of qualified installers known as PAs to facilitate thermostat installation. The Channel's overarching objectives include achieving energy savings through advanced thermostat installation, reaching customers who have not previously benefited from AIC's Residential Program, and serving as an entry point to other AIC energy efficiency offerings for both customers and contractors.

The Smart Savers Channel targets single family and multifamily customers in ZIP codes where at least 30% of residents fall at or below 200% of the Federal Poverty Level (FPL) based on available census data. Implementation staff promote the Channel to customers in these ZIP codes using AIC bill inserts, email and direct mail campaigns, and PA-driven outreach. Customers can apply online or by phone and select their preferred PA during the process. PAs then schedule and conduct the thermostat installation at the customer's home, providing education on how to use their new device's energy-saving features.

The Smart Savers Channel's implementers, Leidos and i3 Energy, play distinct roles in the Channel's execution. Leidos is responsible for hosting the online portal, distributing project leads, and ensuring leads are contacted and served in a timely manner. I3 Energy acts as a liaison between Leidos staff and PAs, identifying and recruiting new PAs, onboarding them, providing as-needed support, and providing ongoing training on various topics, including online portal navigation, marketing practices, and customer education.

Summary of Key Implementation Changes

We summarize key changes made in 2025 to the Smart Savers Channel design and implementation below:

- Channel implementation staff began hosting weekly meetings with PAs, primarily to encourage and assist them in developing new leads, which staff credited with helping to engage PAs across all qualified ZIP codes and effectively support outreach to eligible customers in all target areas.
- The Channel updated eligibility requirements to include AIC electric customers with gas heating and gas service provided by a utility other than AIC or Nicor Gas (Nicor Gas customers are instead eligible for the Joint Utility Channel and other Nicor Gas offerings).²²
- Channel staff increased their focus on multifamily properties and built on their existing partnership with the Multifamily Initiative to verify the eligibility of multifamily properties and encourage parallel participation in both offerings. Once a multifamily lead is identified and Multifamily Initiative implementation staff confirm that the customer did not already participate in the Multifamily Initiative, PAs conduct smart thermostat installation and help the customer enroll in the Multifamily Initiative to receive additional measures.
- The Channel began allowing customers residing in two- to three-flat rental units to self-verify as part of the application process that they received permission from their landlord to participate.

PARTICIPATION SUMMARY

The Smart Savers Channel distributed more than 1,400 advanced thermostats to over 1,200 participants over the course of 2025. In early 2025, the Channel completed several large multifamily projects, which helped drive overall participation well above initial expectations. As a result, AIC increased the 2025 annual participation target in May of 2025 from 1,800 thermostats to 3,000. Channel staff indicated they did not complete any additional multifamily projects after early 2025 and that the limited multifamily lead generation contributed to the Channel not reaching its participation target. Even so, 2025 participation reflected a 61% increase in participants and a 38% increase in total units distributed relative to 2024 levels.²³ Participants in single family homes received 87% of the total units distributed, while the five participating multifamily properties received the other 179 thermostats (13% of total units). Table 33 summarizes Smart Saver Channel participation by home type.

Table 33. 2025 Smart Savers Channel Participation Summary

Home Type	Participant Count	Measure Quantity
Single Family	1,247	1,247
Multifamily ^a	5	179
Total	1,252	1,426

^a The multifamily participant count reflects the number of participating properties, not individual units.

Note: Excludes five advanced thermostat records not eligible for ex ante savings.

²² Smart Savers Channel staff coordinated with Nicor Gas staff involved with implementation of the Joint Utility Channel to identify this as an opportunity to help both teams better focus their efforts.

²³ In 2024, the Smart Savers Channel distributed 904 thermostats to 883 participants.

The Smart Savers Channel served customers across 87 qualifying ZIP codes within the AIC service territory, roughly in line with the total number of ZIP codes serviced the year prior (90 in 2024). Table 34 summarizes the number of unique ZIP codes served by housing type.

Table 34. 2025 Smart Saver Channel Number of ZIP Codes Served

Home Type	Number of ZIP Codes
Single family	87
Multifamily	3
Total	87

SAVINGS DETAIL

Table 35 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Smart Savers Channel in 2025.

Table 35. 2025 Smart Savers Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Advanced Thermostat	550	99%	546	1.000	546
Total	550	99%	546	1.000	546

Table 36 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Smart Savers Channel in 2025.

Table 36. 2025 Smart Savers Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Advanced Thermostat	0.23	100%	0.23	1.000	0.23
Total	0.23	100%	0.23	1.000	0.23

Table 37 presents the ex ante, verified gross, and verified net gas savings achieved through the Smart Savers Channel in 2025. The Channel also achieved non-AIC natural gas and propane savings, which cannot be claimed against AIC's natural gas savings goals, but are presented in Appendix B.

Table 37. 2025 Smart Savers Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	86,549	100%	86,678	1.000	86,678
Total	86,549	100%	86,678	1.000	86,678

The evaluation team did not identify substantive discrepancies between ex ante and verified savings for the Smart Savers Channel.

3.2.7 MOBILE HOMES AND AIR SEALING CHANNEL

CHANNEL DESCRIPTION

The IQ Initiative's MHAS Channel delivers a combination of weatherization and HVAC upgrades to IQ customers living in mobile homes. Future Energy Enterprises (FUTEE) implements the Channel in collaboration with Leidos staff, providing participants with energy-saving kits, energy literacy education, and advanced thermostats in addition to larger building envelope measures and HVAC retrofits, and the Channel specifically offers some mobile home-specific measures like "belly board" (i.e., subfloor) insulation. Customers also receive select health and safety measures, including carbon monoxide and smoke detectors, as well as fire extinguishers. Implementation staff actively recruit and train PAs to work on mobile home projects, and develop partnerships with community-based organizations (CBOs) for Channel delivery and community engagement.²⁴ Implementation staff also continued to offer mobile home-specific training opportunities for new and existing PAs through the Building Performance Center. Lastly, the Channel includes limited electrification efforts to encourage propane customers to convert to electric appliances.

Summary of Key Implementation Changes

Key changes to Channel design and implementation in 2025 are described below:

- Implementation staff expanded coverage of mobile home-specific training opportunities for PAs offered through the Building Performance Center, hosting mobile home trainings across four different regions in the AIC territory with the goal of recruiting additional PAs to support Channel implementation. Over the course of the year, the Channel successfully added 15 new PAs helping to expand coverage across AIC's service territory.
- Over the course of 2025, AIC gradually scaled back email outreach to help minimize burden on customers and avoid them unsubscribing. To compensate for reduced email outreach, implementation staff began direct mail outreach including postcards and letters paired with physical applications or QR codes linking customers to the online application. To support this effort, implementation staff developed a list of leads and a geographic targeting tool to help identify mobile home residents that may qualify.
- The Channel began engaging customers with propane fuel to support electrification efforts, initiating several such projects over the course of the year, and ultimately completing one electrification project in 2025, which is included in Section 3.2.10.

²⁴ CBOs include CAAs and other nonprofit community organizations. Historically, AIC has established the majority of channel partnerships through existing industry relationships.

PARTICIPATION SUMMARY

The MHAS Channel provided energy efficiency services to a total of 317 customers in 2025. One-third (33%) of participants received air sealing measures, and at least one-fourth (25%) received floor insulation, BPM motors, advanced thermostats, and high efficiency gas furnaces. Nearly half of these customers (47%) also received a mobile home kit, which are presented separately in Section 3.5. Table 38 summarizes participation in the MHAS Channel during 2025.

Table 38. 2025 MHAS Channel Participation Summary

Measure Category	Units	Measure Quantity	% of Quantity	Participants	% of Participants
Central ASHP (ER)	Systems	11	<1%	11	3%
BPM Motor	Motors	80	<1%	80	25%
Floor Insulation	Square ft.	86,058	53%	78	25%
Air Sealing	CFM reduction	74,685	47%	105	33%
Advanced Thermostat ^a	Thermostats	79	<1%	79	25%
Bathroom Exhaust Fan	Fans	61	<1%	61	19%
Crawlspace Insulation	Square ft.	334	<1%	2	1%
High Efficiency Gas Furnace (ER)	Systems	84	<1%	84	26%
High Efficiency Gas Furnace (TOS)	Systems	1	<1%	1	<1%
Total		161,393	100%	317	100%

^a Excludes five advanced thermostat records not eligible for ex ante savings.

Note: We identified unique homes by account number. Participation counts are not mutually exclusive and thus sum to more than the total number of customers served.

The MHAS Channel served customers across 32 counties within the AIC service territory, 22 of which were new additions in 2025. Nearly one-fifth (18%) of participants were located in Champaign County, where AIC has historically focused MHAS Channel efforts. Customers in Macon, Douglas, and Madison counties also each accounted for over 10% of Channel participation. This demonstrates significant territorial growth for the Channel and signals potential for continued scalability of efforts in newly targeted counties. Table 39 presents MHAS Channel participation over the course of 2025 by county.

Table 39. 2025 MHAS Channel Participation by County

County	Count of Customers	Percent of Customers
Champaign	58	18%
Macon	54	17%
Douglas	37	12%
Madison	34	11%
St. Clair	27	9%
Shelby	25	8%
Christian	15	5%
Other ^a	67	21%
Total	317	100%

^a 'Other' includes 25 additional counties each accounting for less than 5% of participation.

SAVINGS DETAIL

Table 40 presents the ex ante, verified gross, and verified net electric energy savings achieved through the MHAS Channel in 2025.

Table 40. 2025 MHAS Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Central ASHP (ER)	119	100%	119	1.000	119
BPM Motor	45	101%	46	1.000	46
Floor Insulation	42	100%	42	1.000	42
Air Sealing	29	99%	29	1.000	29
Advanced Thermostat	22	101%	22	1.000	22
Bathroom Exhaust Fan	13	100%	13	1.000	13
Crawlspace Insulation	<1	100%	<1	1.000	<1
Total	271	100%	271	1.000	271

Table 41 presents the ex ante, verified gross, and verified net electric demand savings achieved through the MHAS Channel in 2025.

Table 41. 2025 MHAS Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Central ASHP (ER)	0.01	100%	0.01	1.000	0.01
BPM Motor	0.02	106%	0.02	1.000	0.02
Floor Insulation	0.01	100%	0.01	1.000	0.01
Air Sealing	0.01	99%	0.01	1.000	0.01
Advanced Thermostat	0.01	101%	0.01	1.000	0.01
Bathroom Exhaust Fan	<0.01	100%	<0.01	1.000	<0.01
Crawlspace Insulation	<0.01	100%	<0.01	1.000	<0.01
Total	0.06	102%	0.06	1.000	0.06

Table 42 presents the ex ante, verified gross, and verified net gas savings achieved through the MHAS Channel in 2025.

Table 42. 2025 MHAS Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Floor Insulation	7,674	100%	7,703	1.000	7,703
Air Sealing	3,977	100%	3,983	1.000	3,983
Advanced Thermostat	4,306	99%	4,276	1.000	4,276
Crawlspace Insulation	227	100%	227	1.000	227
High Efficiency Gas Furnace (ER)	20,691	101%	20,960	1.000	20,960
High Efficiency Gas Furnace (TOS)	117	100%	117	1.000	117
Total	36,993	100%	37,268	1.000	37,268

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Channel savings or measures with particularly high or low realization rates.

- BPM Motors (17% of ex ante energy savings and 26% of demand savings): The gross realization rate for BPM Motors is 101% for kWh and 106% for kW.
- In 8% of cases (n=6), the evaluation team applied kWh savings per ton values recommended by the IL-TRM V13.0 for cases where cooling equipment is unknown because the cooling system was not specified in tracking data, whereas the implementation team applied the value recommended for cases where no cooling equipment is present, resulting in higher verified energy and demand savings.
- Early Replacement High Efficiency Gas Furnaces (56% of gas savings): The gross realization rate for Early Replacement High Efficiency Gas Furnaces is 101% for therms.
- In 1% of cases (n=1), the evaluation team derated the AFUE values for existing equipment by the age of the equipment, whereas the implementation team did not derate AFUE values for existing equipment, resulting in higher verified gas savings.

3.2.8 ACCESSIBILITY OFFERING

CHANNEL DESCRIPTION

The Accessibility Offering provides various energy-efficient products and smart home devices to single family IQ electric customers with mobility or accessibility challenges. The Accessibility Offering is designed to foster customer independence and safety related to accessibility limitations while simultaneously improving the energy efficiency of their homes. The Offering installs measures as-needed on an individualized basis, providing advanced thermostats, smart speakers, video doorbells, LED lighting, smart sockets, and water-saving measures at no cost to participating customers, as well as customer education on the general functionality and features of the installed products. Solutions for Energy Efficient Logistics (SEEL) implements the Offering in coordination with two delivery partners—Senior Services Plus and Veterans Maintenance Solutions—who facilitate outreach through their existing networks and involvement in community events. Notably, the Accessibility Offering also functions as a gateway to other energy efficiency offerings, including the IQ Initiative’s Single Family Channel, encouraging participants to pursue additional energy savings opportunities.

Summary of Key Implementation Changes

We summarize key changes to the Accessibility Offering’s design and implementation in 2025 below:

- Beginning in 2025, the Accessibility Offering launched as a fully fledged offering within the broader IQ Initiative following a successful 2024 pilot year.
- The Offering added Senior Services Plus as a second delivery partner to expand its reach and help scale the number of customers served.
- In 2025, the Offering began providing some participants with a secondary internet Wi-Fi router to help ensure a strong and reliable internet connection and access to smart features of newly installed devices.

PARTICIPATION SUMMARY

In 2025, the Accessibility Offering served 248 individual participants, at least 90% of whom received connected LEDs and advanced power strips, and nearly as many of whom received air purifiers. Connected LEDs accounted for more than three-quarters (79%) of total measures delivered through the offering, with each home receiving an average of sixteen bulbs. Table 43 summarizes participation in the Accessibility Offering during 2025.

Table 43. 2025 Accessibility Offering Participation Summary

Measure Category	Units	Measure Quantity	% of Quantity	Participants	% of Participants
Connected LED	Bulbs	3,907	79%	240	97%
Air Purifier	Air purifiers	218	4%	218	88%
Advanced Power Strip (Tier 1)	Strips	430	9%	224	90%
Advanced Thermostat	Thermostats	80	2%	80	32%
Standard LED	Bulbs	232	5%	34	14%
Low Flow Showerhead	Showerheads	80	2%	80	32%
Smart Socket	Sockets	4	0%	3	1%
Total		4,951	100%	248	100%

Note: Excludes records from tracking data not associated with any ex-ante savings, including those associated with 22 advanced thermostats ineligible for savings, administrative costs, health and safety, and program support.

SAVINGS DETAIL

Table 44 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Accessibility Offering in 2025.

Table 44. 2025 Accessibility Offering Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Connected LED	152	100%	152	1.000	152
Air Purifier	66	100%	66	1.000	66
Advanced Power Strip (Tier 1)	44	100%	44	1.000	44
Advanced Thermostat	21	94%	20	1.000	20
Standard LED	7	100%	7	1.000	7
Low Flow Showerhead	2	97%	2	1.000	2
Smart Socket	<1	100%	<1	1.000	<1
Total	292	100%	291	1.000	291

Table 45 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Accessibility Offering in 2025.

Table 45. 2025 Accessibility Offering Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Connected LED	0.02	99%	0.02	1.000	0.02
Air Purifier	0.01	100%	0.01	1.000	0.01
Advanced Power Strip (Tier 1)	<0.01	100%	<0.01	1.000	<0.01
Advanced Thermostat	0.01	95%	0.01	1.000	0.01
Standard LED	<0.01	99%	<0.01	1.000	<0.01
Low Flow Showerhead	<0.01	96%	<0.01	1.000	<0.01
Smart Socket	<0.01	100%	<0.01	1.000	<0.01
Total	0.05	98%	0.05	1.000	0.05

Table 46 presents the ex ante, verified gross, and verified net gas savings achieved through the Accessibility Offering in 2025.

Table 46. 2025 Accessibility Offering Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	5,608	95%	5,353	1.000	5,353
Low Flow Showerhead	752	92%	694	1.000	694
Total	6,360	95%	6,047	1.000	6,047

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Accessibility Offering savings or measures with particularly high or low realization rates.

- Advanced Thermostat (7% of ex ante energy, 29% of demand savings, and 88% of gas savings): The gross realization rate for Advanced Thermostats is 94% for kWh, 95% for kW, and 95% for therms.
- For 5% of measures (n=4), the evaluation team did not assign electric or gas savings because tracking data identified the existing thermostat as an advanced thermostat, whereas the implementation team included non-zero savings, resulting in lower verified energy, demand, and gas savings.
- Low Flow Showerhead (1% of ex ante energy, <1% of demand savings, and 12% of gas savings): The gross realization rate for Low Flow Showerheads is 97% for kWh, 96% for kW, and 92% for therms.
- For 6% of measures (n=5), the evaluation team did not assign gas savings because tracking data indicated the participants were not AIC gas customers, whereas the implementation team included non-zero gas savings, resulting in lower verified gas savings.

3.2.9 HEALTHIER HOMES CHANNEL

CHANNEL DESCRIPTION

The Healthier Homes Channel partners with healthcare providers and local community organizations to identify and serve low-income or underserved households with a history of asthma or other respiratory ailments. The Channel provides qualifying customers with energy efficiency and health and safety services intended to provide both energy bill savings and preventative care. Projects include an in-home health and energy assessment, DI measures like LEDs and faucet aerators, weatherization and HVAC upgrades, and a range of indoor air quality (IAQ) improvement measures such as hypoallergenic bedding, mold remediation, IAQ monitors, and carbon monoxide detectors.

Summary of Key Implementation Changes

We summarize key changes to the Healthier Homes Channel's design and implementation in 2025 below:

- As of 2025, the Healthier Homes Channel completed its transition from a pilot offering to a fully fledged channel within AIC's IQ Initiative.
- Implementation staff worked with PAs throughout the year to more proactively scope projects prior to their submission and solidify plans upfront for how to best serve individual customers.
- The Healthier Homes Channel removed previously offered scent-based products to avoid the possibility of Channel offerings contributing to poor indoor air quality.
- Implementation staff introduced a new recruitment tactic, enlisting delivery partners to circulate flyers at community events with QR codes directing customers to the online application. Implementation staff also tailored the application for 2025 to ask customers about their indoor air quality needs and bypass the need for a physician referral to determine eligibility.

PARTICIPATION SUMMARY

In 2025, the Healthier Homes Channel served 20 individual customers, most of whom received building envelope and HVAC retrofits. At least three-quarters of participants received air sealing measures (85%), attic insulation (80%), bathroom exhaust fans (75%), and rim joist insulation (75%). A majority of participants also received BPM motors (60%) and wall insulation (60%). Table 47 summarizes 2025 participation in the Healthier Homes Channel.

Table 47. 2025 Healthier Homes Channel Participation Summary

Measure Category	Quantity Unit Description	Measure Quantity	% of Quantity	Participants	% of Participants
Air Sealing	CFM reduction	17,154	41%	17	85%
BPM Motor	Motors	14	<1%	12	60%
Central AC (ER)	Systems	4	<1%	1	5%
Heat Pump Water Heater	Water heaters	2	<1%	2	10%
Attic Insulation	Square Ft.	13,540	33%	16	80%
Ductless Heat Pump (TOS)	Systems	1	<1%	1	5%
Bathroom Exhaust Fan	Fans	15	<1%	15	75%
Advanced Thermostat	Thermostat	11	<1%	11	55%
Central ASHP (TOS)	Systems	1	<1%	1	5%
Crawlspace Insulation	Square ft.	830	2%	7	35%
Wall Insulation	Square ft.	6,325	15%	12	60%
Standard LED	Bulbs	34	<1%	3	15%
Central AC (TOS)	Systems	3	<1%	1	5%
Duct Sealing	Homes	2	<1%	2	10%
Rim Joist Insulation	Linear ft.	1,856	4%	15	75%
Knee Wall Insulation	Square ft.	1,708	4%	1	5%
Dehumidifier	Dehumidifiers	1	<1%	1	5%
Specialty LED	Bulbs	6	<1%	2	10%
Faucet Aerator	Aerators	5	<1%	3	15%
Low Flow Showerhead	Showerheads	1	<1%	1	5%
Gas Furnace (ER)	Systems	13	<1%	1	5%
Gas Water Heater	Systems	11	<1%	1	5%
Gas Furnace (TOS)	Systems	1	<1%	1	5%
Total		41,538	100%	20	100%

Note: Excludes records from tracking data not associated with any ex ante savings, including those associated with two advanced thermostats ineligible for savings, administrative costs, health and safety, and program support.

SAVINGS DETAIL

Table 48 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Healthier Homes Channel in 2025.

Table 48. 2025 Healthier Homes Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Air Sealing	7	100%	7	1.000	7
BPM Motor	7	100%	7	1.000	7
Central AC (ER)	6	100%	6	1.000	6
Heat Pump Water Heater	5	100%	5	1.000	5
Attic Insulation	4	100%	4	1.000	4
Ductless Heat Pump (TOS)	4	273%	12	1.000	12
Bathroom Exhaust Fan	3	100%	3	1.000	3
Advanced Thermostat	3	100%	3	1.000	3
Central ASHP (TOS)	2	100%	2	1.000	2
Crawlspace Insulation	1	73%	1	1.000	1
Wall Insulation	1	100%	1	1.000	1
Standard LED	1	100%	1	1.000	1
Central AC (TOS)	1	100%	1	1.000	1
Duct Sealing	1	100%	1	1.000	1
Rim Joist Insulation	<1	87%	<1	1.000	<1
Knee Wall Insulation	<1	100%	<1	1.000	<1
Dehumidifier	<1	161%	<1	1.000	<1
Specialty LED	<1	100%	<1	1.000	<1
Faucet Aerator	<1	100%	<1	1.000	<1
Low Flow Showerhead	<1	100%	<1	1.000	<1
Total	49	115%	56	1.000	56

Table 49 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Healthier Homes Channel in 2025.

Table 49. 2025 Healthier Homes Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Air Sealing	<0.01	100%	<0.01	1.000	<0.01
BPM Motor	<0.01	100%	<0.01	1.000	<0.01
Central AC (ER)	0.01	100%	<0.01	1.000	0.01
Heat Pump Water Heater	<0.01	100%	<0.01	1.000	<0.01
Attic Insulation	<0.01	100%	<0.01	1.000	<0.01
Ductless Heat Pump (TOS)	<0.01	N/A	>-0.01	1.000	>-0.01
Bathroom Exhaust Fan	<0.01	100%	<0.01	1.000	<0.01
Advanced Thermostat	<0.01	100%	<0.01	1.000	<0.01
Central ASHP (TOS)	<0.01	100%	<0.01	1.000	<0.01
Crawlspace Insulation	<0.01	65%	<0.01	1.000	<0.01
Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Standard LED	<0.01	100%	<0.01	1.000	<0.01
Central AC (TOS)	<0.01	100%	<0.01	1.000	<0.01
Duct Sealing	<0.01	100%	<0.01	1.000	<0.01
Rim Joist Insulation	<0.01	83%	<0.01	1.000	<0.01
Knee Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Dehumidifier	<0.01	161%	<0.01	1.000	<0.01
Specialty LED	<0.01	100%	<0.01	1.000	<0.01
Total	0.02	89%	0.02	1.000	0.02

Table 50 presents the ex ante, verified gross, and verified net gas savings achieved through the Healthier Homes Channel in 2025.

Table 50. 2025 Healthier Homes Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Air Sealing	941	100%	941	1.000	941
Attic Insulation	764	100%	764	1.000	764
Advanced Thermostat	830	100%	830	1.000	830
Crawlspace Insulation	671	83%	558	1.000	558
Wall Insulation	624	100%	623	1.000	623
Duct Sealing	369	100%	369	1.000	369
Rim Joist Insulation	163	93%	152	1.000	152
Knee Wall Insulation	157	100%	157	1.000	157
Faucet Aerator	32	100%	32	1.000	32
Low Flow Showerhead	10	100%	10	1.000	10
Gas Furnace (ER)	2,185	100%	2,185	1.000	2,185
Water Heater	1,051	100%	1,051	1.000	1,051
Gas Furnace (TOS)	71	100%	71	1.000	71
Total	7,869	98%	7,745	1.000	7,745

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Channel savings or measures with particularly high or low realization rates.

- Ductless Heat Pumps (TOS) (9% of ex ante energy and 2% of demand savings): The gross realization rate for Ductless Heat Pumps is 273% for kWh and not applicable for demand.
- In 100% of cases (n=1), the evaluation team applied IL-TRM V13.0 recommendations associated with displacement of zonal electric resistance heating and no central cooling (i.e., baseline heating and cooling equipment), whereas the implementation team applied assumptions associated with displacement of air source heat pump heating and central AC cooling systems, resulting in higher verified energy savings and lower verified demand savings.
- In 100% of cases (n=1), the evaluation team applied the IL-TRM V13.0-recommended efficient cooling derating value of 0% because tracking data indicated that a quality installation was performed, whereas the implementation team assigned an efficient cooling derating value of 10% recommended for cases where a quality installation was not performed, resulting in higher (less negative) verified demand savings.
- Crawlspace Insulation (3% of ex ante energy, 2% of demand, and 9% of gas savings): The gross realization rate for Crawlspace Insulation is 73% for kWh, 65% for kW, and 83% for therms.
- In 62% of cases (n=512), the evaluation team applied IL-TRM V13.0-recommended heating degree day (HDD) and cooling degree day (CDD) values associated with unconditioned basements based on information included in tracking data, whereas the implementation team applied an average of values recommended for conditioned and unconditioned basements, resulting in lower verified energy, demand, and gas savings.
- Rim Joist Insulation (1% of ex ante energy, 1% of demand, and 2% of gas savings): The gross realization rate for Rim Joist Insulation is 87% for kWh, 83% for kW, and 93% for therms.
- In 28% of cases (n=512), the evaluation team applied IL-TRM V13.0-recommended HDD and CDD values associated with unconditioned basements based on information included in tracking data, whereas the implementation team applied an average of values recommended for conditioned and unconditioned basements, resulting in lower verified energy, demand, and gas savings.
- Dehumidifiers (<1% of ex ante energy and demand savings): The gross realization rate for Dehumidifiers is 161% for both kWh and kW.
- In 100% of cases (n=1), the evaluation team applied IL-TRM V13.0-recommended assumptions for a portable dehumidifier based on product information included in tracking data, whereas the implementation team assigned savings assumptions recommended for whole-home dehumidifiers, resulting in higher verified energy and demand savings.

3.2.10 ELECTRIFICATION CHANNEL

CHANNEL DESCRIPTION

In 2025, AIC offered electrification services to a select set of low-income customers through the IQ Initiative via the Electrification Channel as well as the Single Family and MHAS channels. We group the results of these efforts together in this section for reporting simplicity, given the complexity of reporting on these unique projects.

The Electrification Channel operates with the primary goal of encouraging low-income AIC residential customers who use propane for space heat, water heat, or cooking to replace these propane-fueled appliances with energy-efficient electric alternatives. In concert with appliances delivered through the Electrification Channel, customers may also receive weatherization services through the Single Family Channel. In 2025, the IQ Single Family Channel also continued its past limited electrification practice of replacing back-drafting natural gas water heaters identified through initial home assessments with heat pump water heaters to promote customer safety as well as energy savings. Lastly, the MHAS Channel also supported one electrification project in 2025, delivering air sealing to a customer who also replaced a propane-fueled heating system with a central ASHP.

PARTICIPATION SUMMARY

The IQ Electrification Channel completed a limited number of projects in its second year of operation. Thirty-eight customers received some combination of electrification and energy efficiency services. Table 51 provides a summary of AIC customers receiving electrification services in 2025.

Table 51. 2025 Electrification Channel Delivery Overview

Channel	Measures Delivered	Participants
Single Family and Electrification	Comprehensive Improvements ^a	16
MHAS and Electrification	Comprehensive Improvements ^a	1
Electrification Only	HVAC and Other Non-Weatherization Improvements ^b	9
Single Family Only	Heat Pump Water Heater Only	12
Total		38

Source: We determined unique customers served based on electric account numbers.

^a Includes both HVAC and weatherization; may also include other appliances, water heating, thermostats, and/or duct sealing.

^b Includes HVAC along with some combination of other appliances, water heating, thermostats, and/or duct sealing.

The most common electrification measures were central ASHPs and heat pump water heaters, each of which was installed in over 60% of participating homes (and accounting for nearly three-quarters of ex ante energy savings). Twelve customers (32%) received electrification of water heating only, replacing natural gas-fired systems, completed through the Single Family Channel, accounting for an additional 7% of ex ante energy savings.

Table 52 summarizes 2025 participation in the Electrification Channel by measure category.

Table 52. 2025 Electrification Channel Participation Summary

Measure Category	Units	Measure Quantity	% of Quantity	Participants	% of Participants
Central ASHP (ER)	Systems	24	<1%	23	61%
Heat Pump Water Heater (ER)	Systems	24	<1%	24	63%
Ductless Heat Pump (ER)	Systems	4	<1%	4	11%
Attic Insulation	Square ft.	19,980	38%	16	42%
Air Sealing	CFM reduction	22,358	43%	17	45%
Crawlspace Insulation	Square ft.	1,002	2%	11	29%
Wall Insulation	Square ft.	5,470	10%	4	11%
Advanced Thermostat	Thermostats	9	<1%	9	24%
Knee Wall Insulation	Square ft.	1,286	2%	5	13%
Basement Sidewall Insulation	Square ft.	219	<1%	2	5%
Rim Joist Insulation	Linear ft.	1,914	4%	15	39%
Duct Sealing	Homes	3	<1%	3	8%
Induction Range	Cooktops	10	<1%	10	26%
Heat Pump Dryer	Dryers	2	<1%	2	5%
Total		52,305	100%	38	100%

Note: Excludes records from tracking data not associated with any ex ante savings, including those associated with four advanced thermostats ineligible for savings, administrative costs, health and safety, and program support.

SAVINGS DETAIL

Reporting savings for electrification measures is complex. Illinois state law, the Illinois Energy Efficiency Policy Manual, and the IL-TRM V13.0 prescribe several rules around how to calculate savings to be claimed against AIC's goals for these measures, and this section presents savings calculated in that manner.²⁵ There are two specific differences around how savings presented in this section are calculated as compared to other sections of this report:

1. Savings from the electrification of fossil fuel-fired end uses (e.g., replacement of a propane furnace with an ASHP) presented in this chapter are reported in MWh equivalents representing the net fuel-agnostic change in site energy usage.²⁶
2. Savings from weatherization activities conducted at a site receiving electrification of space heat presented in this chapter are calculated as fossil fuel savings consistent with the weatherized site's pre-existing condition but converted to MWh equivalents for the purpose of goal attainment.²⁷

For a full accounting of at-the-meter impacts from these measures that will be used in cost-effectiveness testing, please see Appendix B.

²⁵ Illinois Statewide Technical Reference Manual, Version 13.0. September 20, 2024. Accessed at <https://www.ilsag.info/technical-reference-manual/illinois-statewide-technical-reference-manual-version-13-0/>.

²⁶ See 220 ILCS 5/8-103B(b-27).

²⁷ Illinois Energy Efficiency Stakeholder Advisory Group. Illinois Energy Efficiency Policy Manual Version 3.0, Section 12.3. 2023. Accessed at https://www.ilsag.info/wp-content/uploads/IL_EE_Policy_Manual_Version_3.0_Final_11-3-2023.pdf.

Table 53 presents the ex ante, verified gross, and verified net energy savings in MWh equivalents achieved through the Electrification Channel in 2025 that can be claimed against AIC’s electric energy savings goals.

Table 53. 2025 Income Qualified Electrification Channel Energy Savings by Measure (MWh Equivalents)

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Central ASHP (ER)	431	99%	428	1.000	428
Heat Pump Water Heater (ER)	107	103%	110	1.000	110
Ductless Heat Pump (ER)	65	101%	66	1.000	66
Attic Insulation	44	100%	44	1.000	44
Air Sealing	45	100%	45	1.000	45
Crawlspace Insulation	22	100%	22	1.000	22
Wall Insulation	16	100%	16	1.000	16
Advanced Thermostat	10	100%	10	1.000	10
Knee Wall Insulation	5	100%	5	1.000	5
Basement Sidewall Insulation	4	100%	4	1.000	4
Rim Joist Insulation	4	100%	4	1.000	4
Duct Sealing	4	100%	4	1.000	4
Induction Range	3	116%	4	1.000	4
Heat Pump Dryer	1	100%	1	1.000	1
Total	760	100%	762	1.000	762

Table 54 presents the ex ante, verified gross, and verified net demand savings resulting from the Electrification Channel in 2025.

Table 54. 2025 Income Qualified Electrification Channel Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Central ASHP (ER)	0.02	100%	0.02	1.000	0.02
Heat Pump Water Heater (ER)	>-0.01	100%	>-0.01	1.000	>-0.01
Ductless Heat Pump (ER)	<0.01	128%	<0.01	1.000	<0.01
Attic Insulation	<0.01	100%	<0.01	1.000	<0.01
Air Sealing	<0.01	100%	<0.01	1.000	<0.01
Crawlspace Insulation	<0.01	100%	<0.01	1.000	<0.01
Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Advanced Thermostat	<0.01	100%	<0.01	1.000	<0.01
Knee Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Basement Sidewall Insulation	<0.01	100%	<0.01	1.000	<0.01
Rim Joist Insulation	<0.01	100%	<0.01	1.000	<0.01
Duct Sealing	<0.01	100%	<0.01	1.000	<0.01
Induction Range	>-0.01	N/A	<0.01	1.000	<0.01
Heat Pump Dryer	>-0.01	120%	>-0.01	1.000	>-0.01
Total	0.03	109%	0.03	1.000	0.03

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis more comprehensively identified and characterized discrepancies, we only report those with significant impacts on channel savings or measures with particularly high or low realization rates.

- Central ASHPs (ER) (57% of ex ante energy and 57% of demand savings): The gross realization rate for Central ASHPs (ER) is 99% for MWh and 100%.
 - In 8% of cases (n=2), the evaluation team included energy consumption associated with added cooling load because tracking data indicated installation in an area with no previous cooling equipment, whereas the implementation team did not include added cooling load, resulting in lower verified energy savings.²⁸
- Heat Pump Water Heaters (ER) (14% of ex ante energy and negative demand savings): The gross realization rate for Heat Pump Water Heaters (ER) is 103% for MWh and 100% for MW.
 - In 46% of cases (n=11), the evaluation team excluded electric heating penalties from electric energy savings, whereas the implementation team included electric heating penalties in electric energy savings, resulting in higher verified energy savings.
- Ductless Heat Pumps (ER) (9% of ex ante energy and 11% of demand savings): The gross realization rate for Ductless Heat Pumps (ER) 101% for MWh and 128% for MW.
 - In 100% of cases (n=4), the evaluation team applied the DuctlessSave factor to baseline cooling load to calculate cooling impacts in accordance with the algorithm recommended by the IL-TRM V13.0, whereas the implementation team applied the DuctlessSave factor as a multiplier to both baseline and efficient cooling loads, resulting in higher verified energy and demand savings.
 - In 100% of cases (n=4), the evaluation team applied the IL-TRM V13.0-recommended DuctlessSave factor to calculate furnace fan energy savings,, whereas the implementation team did not apply the DuctlessSave factor when calculating furnace fan energy savings, resulting in higher verified energy savings.
- Induction Ranges (<1% of ex ante energy and negative demand savings): The gross realization rate for Induction Ranges is 116% for MWh and not applicable for MW.
 - In 100% of cases (n=10), the evaluation team included IL-TRM V13.0-recommended non-fuel switch savings associated with cooking savings (i.e., electric energy consumption from baseline gas appliance standby and ignition), whereas the implementation team excluded non-fuel switch savings associated with cooking savings, resulting in higher verified energy savings.
 - In 100% of cases (n=10), the evaluation team applied the fuel switch demand savings algorithm recommended by the IL-TRM V13.0 for fuel switch measures, whereas the implementation team applied the non-fuel switch demand savings algorithm, resulting in lower verified demand savings.
- Heat Pump Clothes Dryers (<1% of ex ante energy and demand savings): The gross realization rate for Heat Pump Clothes Dryers is 100% for MWh and 120% for MW.
 - In 100% of cases (n=2), the evaluation team applied the efficient gas efficiency when calculating demand savings as recommended by the IL-TRM V13.0, whereas the implementation team applied the baseline gas efficiency in place of the efficient gas efficiency when calculating demand savings, resulting in higher verified demand savings.

²⁸ Tracking data included separate calculation of added cooling load, but the associated value was not captured in claimed ex ante energy savings for the associated record.

3.2.11 CUMULATIVE PERSISTING ANNUAL SAVINGS

Table 55 summarizes CPAS and WAML for the 2025 Single Family Initiative by channel. The WAML for the Initiative is 15.4 years. CPAS and WAML for each channel at a measure level are presented in Table 56 through Table 63.

Table 55. 2025 Income Qualified Initiative – Single Family Offerings CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Single Family	16.4	3,803	1.000	3,803	3,803	3,803	3,803	...	3,803	...	53,609
CAA	13.7	1,346	1.000	1,346	1,346	1,346	1,342	...	1,342	...	17,705
Joint Utility	18.0	114	1.000	114	114	114	114	...	114	...	1,641
Accessibility Offering	9.3	291	1.000	291	291	291	291	...	291	...	2,715
Smart Savers	11.0	546	1.000	546	546	546	546	...	546	...	6,003
MHAS	16.7	271	1.000	271	271	271	271	...	271	...	4,261
Healthier Homes	17.0	56	1.000	56	56	56	56	...	56	...	843
Electrification	17.8	762	1.000	762	762	762	762	...	762	...	12,404
2025 CPAS		7,188	1.000	7,188	7,188	7,188	7,185	...	7,185	...	99,181
Expiring 2025 CPAS				0	0	0	4	...	0	...	
Expired 2025 CPAS				0	0	0	4	...	4	...	
WAML	15.4										

Table 56. 2025 Income Qualified Initiative – Single Family Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Central ASHP (ER)	16.0	746	1.000	746	746	746	746	...	746	...	10,982
Central AC (ER)	18.0	490	1.000	490	490	490	490	...	490	...	3,911
Air Sealing	20.0	421	1.000	421	421	421	421	...	421	...	7,386
BPM Motor	6.0	285	1.000	285	285	285	285	...	285	...	1,712
Attic Insulation	30.0	281	1.000	281	281	281	281	...	281	...	7,309
Advanced Power Strip	7.0	231	1.000	231	231	231	231	...	231	...	1,620
Ductless Heat Pump (ER)	16.0	170	1.000	170	170	170	170	...	170	...	2,690
Ductless Heat Pump (TOS)	16.0	36	1.000	36	36	36	36	...	36	...	583
Standard LED	8.0	181	1.000	181	181	181	181	...	181	...	1,449
Bathroom Exhaust Fan	19.0	184	1.000	184	184	184	184	...	184	...	3,494
Heat Pump Water Heater	15.0	213	1.000	213	213	213	213	...	213	...	3,193
Advanced Thermostat	11.0	146	1.000	146	146	146	146	...	146	...	1,605
Crawlspace Insulation	30.0	108	1.000	108	108	108	108	...	108	...	2,977
Specialty LED	8.0	80	1.000	80	80	80	80	...	80	...	637
Pipe Insulation	12.0	57	1.000	57	57	57	57	...	57	...	683
Wall Insulation	30.0	50	1.000	50	50	50	50	...	50	...	1,293
Rim Joist Insulation	30.0	23	1.000	23	23	23	23	...	23	...	605
Faucet Aerator	10.0	20	1.000	20	20	20	20	...	20	...	197
Room AC (ER)	12.0	15	1.000	15	15	15	15	...	15	...	176
Central ASHP (TOS)	16.0	22	1.000	22	22	22	22	...	22	...	360
Low Flow Showerhead	10.0	14	1.000	14	14	14	14	...	14	...	138
Duct Sealing	20.0	13	1.000	13	13	13	13	...	13	...	222
Tree Planting	25.0	5	1.000	5	5	5	5	...	5	...	137
Knee Wall Insulation	30.0	8	1.000	8	8	8	8	...	8	...	209
Door Sweep	20.0	1	1.000	1	1	1	1	...	1	...	13
Central AC (TOS)	18.0	2	1.000	2	2	2	2	...	2	...	32
2025 CPAS		3,803	1.000	3,803	3,803	3,803	3,803	...	3,803	...	53,609
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	16.4										

Table 57. 2025 Income Qualified Initiative – CAA Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Packaged Terminal Heat Pump	8.0	457	1.000	457	457	457	453	...	453	...	3,637
Air Sealing	20.0	128	1.000	128	128	128	128	...	128	...	2,305
Standard LED	8.0	121	1.000	121	121	121	121	...	121	...	972
Central ASHP (ER)	16.0	106	1.000	106	106	106	106	...	106	...	1,621
Pipe Insulation	12.0	99	1.000	99	99	99	99	...	99	...	1,186
Attic Insulation	30.0	71	1.000	71	71	71	71	...	71	...	1,869
BPM Motor	6.0	55	1.000	55	55	55	55	...	55	...	329
Caulking	20.0	51	1.000	51	51	51	51	...	51	...	1,029
Bathroom Exhaust Fan	19.0	39	1.000	39	39	39	39	...	39	...	746
Crawlspace Insulation	30.0	39	1.000	39	39	39	39	...	39	...	1,078
Low Flow Showerhead	10.0	38	1.000	38	38	38	38	...	38	...	375
Faucet Aerator	10.0	28	1.000	28	28	28	28	...	28	...	284
Floor Insulation	30.0	24	1.000	24	24	24	24	...	24	...	705
Heat Pump Water Heater	15.0	24	1.000	24	24	24	24	...	24	...	359
Door Sweep	20.0	14	1.000	14	14	14	14	...	14	...	271
Ductless Heat Pump (ER)	16.0	12	1.000	12	12	12	12	...	12	...	193
Ductless Heat Pump (TOS)	16.0	5	1.000	5	5	5	5	...	5	...	80
Wall Insulation	30.0	12	1.000	12	12	12	12	...	12	...	335
Specialty LED	8.0	9	1.000	9	9	9	9	...	9	...	72
Rim Joist Insulation	30.0	5	1.000	5	5	5	5	...	5	...	139
Advanced Thermostat	11.0	5	1.000	5	5	5	5	...	5	...	53
Room AC (ER)	12.0	2	1.000	2	2	2	2	...	2	...	26
Knee Wall Insulation	30.0	2	1.000	2	2	2	2	...	2	...	41
2025 CPAS		1,346	1.000	1,346	1,346	1,346	1,342	...	1,342	...	17,705
Expiring 2025 CPAS				0	0	0	4	...	0	...	
Expired 2025 CPAS				0	0	0	4	...	4	...	
WAML	13.7										

Table 58. 2025 Income Qualified Initiative – Joint Utility Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Duct Sealing	20.0	45	1.000	45	45	45	45	...	45	...	650
Air Sealing	20.0	31	1.000	31	31	31	31	...	31	...	526
Advanced Power Strip	7.0	8	1.000	8	8	8	8	...	8	...	56
Advanced Thermostat	11.0	6	1.000	6	6	6	6	...	6	...	70
Attic Insulation	30.0	6	1.000	6	6	6	6	...	6	...	154
Standard LED	8.0	3	1.000	3	3	3	3	...	3	...	23
LED Fixtures	8.0	3	1.000	3	3	3	3	...	3	...	21
Smart Socket	7.0	2	1.000	2	2	2	2	...	2	...	17
Low Flow Showerhead	10.0	2	1.000	2	2	2	2	...	2	...	19
Central AC (ER)	18.0	2	1.000	2	2	2	2	...	2	...	18
Pipe Insulation	12.0	1	1.000	1	1	1	1	...	1	...	17
Rim Joist Insulation	30.0	1	1.000	1	1	1	1	...	1	...	28
Bathroom Exhaust Fan	19.0	1	1.000	1	1	1	1	...	1	...	13
Faucet Aerator	10.0	1	1.000	1	1	1	1	...	1	...	9
Floor Insulation	30.0	<1	1.000	<1	<1	<1	<1	...	<1	...	12
Wall Insulation	30.0	<1	1.000	<1	<1	<1	<1	...	<1	...	5
Specialty LED	8.0	<1	1.000	<1	<1	<1	<1	...	<1	...	1
Door Sweep	20.0	<1	1.000	<1	<1	<1	<1	...	<1	...	2
2025 CPAS		114	1.000	114	114	114	114	...	114	...	1,164
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	18.0										

Table 59. 2025 Income Qualified Initiative – Smart Savers Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Advanced Thermostat	11.0	546	1.000	546	546	546	546	...	546	...	6,003
2023 CPAS		546	1.000	546	546	546	546	...	546	...	6,003
Expiring 2023 CPAS				0	0	0	0	...	0	...	
Expired 2023 CPAS				0	0	0	0	...	0	...	
WAML	11.0										

Table 60. 2025 Income Qualified Initiative – MHAS Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Central ASHP (ER)	16.0	119	1.000	119	119	119	119	...	119	...	1,754
BPM Motor	6.0	46	1.000	46	46	46	46	...	46	...	274
Floor Insulation	30.0	42	1.000	42	42	42	42	...	42	...	1,195
Air Sealing	20.0	29	1.000	29	29	29	29	...	29	...	534
Advanced Thermostat	11.0	22	1.000	22	22	22	22	...	22	...	246
Bathroom Exhaust Fan	19.0	13	1.000	13	13	13	13	...	13	...	247
Crawlspace Insulation	30.0	<1	1.000	<1	<1	<1	<1	...	<1	...	11
2025 CPAS		271	1.000	271	271	271	271	...	271	...	4,261
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	16.7										

Table 61. 2025 Income Qualified Initiative – Accessibility Offering CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Connected LED	10.0	152	1.000	152	152	152	152	...	152	...	1,517
Air Purifier	9.0	66	1.000	66	66	66	66	...	66	...	590
Advanced Power Strip (Tier 1)	7.0	44	1.000	44	44	44	44	...	44	...	310
Advanced Thermostat	11.0	20	1.000	20	20	20	20	...	20	...	216
Standard LED	8.0	7	1.000	7	7	7	7	...	7	...	59
Low Flow Showerhead	10.0	2	1.000	2	2	2	2	...	2	...	21
Smart Socket	7.0	0	1.000	<1	<1	<1	<1	...	0	...	1
2025 CPAS		291	1.000	291	291	291	291	...	291	...	2,715
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	9.3										

Table 62. 2025 Income Qualified Initiative – Healthier Homes Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Air Sealing	20.0	7	1.000	7	7	7	7	...	7	...	118
BPM Motor	6.0	7	1.000	7	7	7	7	...	7	...	40
Central AC (ER)	18.0	6	1.000	6	6	6	6	...	6	...	52
Heat Pump Water Heater	15.0	5	1.000	5	5	5	5	...	5	...	82
Attic Insulation	30.0	4	1.000	4	4	4	4	...	4	...	110
Ductless Heat Pump (TOS)	16.0	12	1.000	12	12	12	12	...	12	...	189
Bathroom Exhaust Fan	19.0	3	1.000	3	3	3	3	...	3	...	64
Advanced Thermostat	11.0	3	1.000	3	3	3	3	...	3	...	35
Central ASHP (TOS)	16.0	2	1.000	2	2	2	2	...	2	...	34
Crawlspace Insulation	30.0	1	1.000	1	1	1	1	...	1	...	27
Wall Insulation	30.0	1	1.000	1	1	1	1	...	1	...	35
Standard LED	8.0	1	1.000	1	1	1	1	...	1	...	10
Central AC (TOS)	18.0	1	1.000	1	1	1	1	...	1	...	15
Duct Sealing	20.0	1	1.000	1	1	1	1	...	1	...	10
Rim Joist Insulation	30.0	<1	1.000	<1	<1	<1	<1	...	<1	...	8
Knee Wall Insulation	30.0	<1	1.000	<1	<1	<1	<1	...	<1	...	9
Dehumidifier	12.0	<1	1.000	<1	<1	<1	<1	...	<1	...	4
Specialty LED	8.0	<1	1.000	<1	<1	<1	<1	...	<1	...	1
Faucet Aerator	10.0	<1	1.000	<1	<1	<1	<1	...	<1	...	<1
Low Flow Showerhead	10.0	<1	1.000	<1	<1	<1	<1	...	<1	...	<1
2025 CPAS		56	1.000	56	56	56	56	...	56	...	843
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	17.0										

Table 63. 2025 Income Qualified Initiative – Electrification Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Central ASHP (ER)	16.0	428	1.000	428	428	428	428	...	428	...	5,897
Heat Pump Water Heater (ER)	15.0	110	1.000	110	110	110	110	...	110	...	1,647
Ductless Heat Pump (ER)	16.0	66	1.000	66	66	66	66	...	66	...	870
Attic Insulation	30.0	44	1.000	44	44	44	44	...	44	...	1,310
Air Sealing	20.0	45	1.000	45	45	45	45	...	45	...	900
Crawlspace Insulation	30.0	22	1.000	22	22	22	22	...	22	...	645
Wall Insulation	30.0	16	1.000	16	16	16	16	...	16	...	469
Advanced Thermostat	11.0	10	1.000	10	10	10	10	...	10	...	107
Knee Wall Insulation	30.0	5	1.000	5	5	5	5	...	5	...	140
Basement Sidewall Insulation	30.0	4	1.000	4	4	4	4	...	4	...	133
Rim Joist Insulation	30.0	4	1.000	4	4	4	4	...	4	...	133
Duct Sealing	20.0	4	1.000	4	4	4	4	...	4	...	75
Induction Range	16.0	4	1.000	4	4	4	4	...	4	...	61
Heat Pump Dryer	16.0	1	1.000	1	1	1	1	...	1	...	18
2025 CPAS		762	1.000	762	762	762	762	...	762	...	12,404
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	17.8										

3.2.12 CONCLUSIONS AND RECOMMENDATIONS

Based on the results of this evaluation, the evaluation team offers the following key findings and recommendations for the IQ Initiative moving forward.

- **Key Finding 1:** For some projects, tracking data did not indicate the primary cooling system type, and ex ante savings inconsistently applied cooling assumptions. In most of these cases, the implementation team assigned zero ex ante savings associated with cooling. For door sweeps specifically, the implementation team applied unknown cooling assumptions when the primary cooling type was unspecified in tracking data.
 - Recommendation: Consistently collect and track primary cooling system information to the degree possible. To improve the clarity and reliability of tracking data for the purpose of assigning accurate savings, the primary cooling system field should explicitly differentiate between unknown cooling systems and no cooling system being present.
- **Key Finding 2:** Ductless heat pumps incentivized through the IQ Initiative are typically installed in areas of the home that are unserved or underserved by the primary HVAC system because extending the existing system is not feasible, often due to a lack of or insufficient ductwork.
 - Recommendation: Consistently track whether a ductless heat pump is installed as a primary or secondary HVAC system. The implementation team should aim to collect information on the HVAC system(s) being displaced, including efficiency ratings (SEER, EER, HSPF) and the age of existing equipment.
- **Key Finding 3:** In isolated cases, the implementation team claimed non-zero ex ante savings for advanced thermostats when replacing a previously installed (i.e., existing) advanced thermostat. In these cases, the baseline condition is an advanced thermostat, and savings should not be claimed. Although this only affected a small portion of 2025 participants, the prevalence of previously installed advanced thermostats may increase in future years.
 - Recommendation: Avoid installing advanced thermostats in place of existing advanced thermostats to the degree possible, and ensure tracking data does not include ex ante savings for such cases.
- **Key Finding 4:** One CAA Channel project involved the installation of packaged terminal heat pumps in a residential multifamily building, a scenario that is not fully accounted for in the residential volume of the IL-TRM V13.0.
 - Recommendation: If AIC plans to continue installing packaged terminal heat pumps in multifamily buildings, consider working with the IL-TRM Technical Advisory Committee (TAC) to develop a packaged terminal heat pump measure for inclusion in the next version of the residential IL-TRM.
- **Key Finding 5:** The Smart Savers Channel engaged one large multifamily complex and distributed nearly four hundred advanced thermostats via the property manager, accounting for a sizeable portion of Smart Saver Channel savings. For the project in question, tracking data and backup documentation did not clearly distinguish heating and cooling equipment information needed to inform application IL-TRM V13.0-recommended savings assumptions.
 - Recommendation: Ensure tracking data and project documentation explicitly indicate heating and cooling equipment information needed to inform application of TRM-recommended savings assumptions, particularly for projects involving large measure quantities. Where possible, this should include some degree of on-site documentation of heating and cooling equipment to support defensible savings claims.

- **Key Finding 6:** For Healthier Homes Channel crawlspace and rim joist insulation measures, the evaluation team identified misalignments between ex ante savings assumptions and tracking data fields indicating whether installation took place in a conditioned or unconditioned basement.
 - Recommendation: Ensure that ex ante savings for crawlspace and rim joist insulation consistently identify and account for whether the basement space is conditioned, partially conditioned, or unconditioned to inform accurate savings application.
- **Key Finding 7:** For Healthier Homes Channel central ASHPs, the evaluation team identified misalignment between ex ante savings assumptions and tracking data fields indicating whether a quality installation was performed.
 - Recommendation: Ensure that ex ante savings for central ASHPs appropriately account for whether a quality installation was performed to help improve the accuracy of ex ante savings.
- **Key Finding 8:** For Electrification Channel conversions of fossil fuel savings to kWh equivalents, the implementation team sometimes applied a rounded conversion factor of 29.3 to convert fossil savings to kWh equivalents, rather than the unrounded output of the stepwise conversion (100,000 Btus per therm/3,412 Btus per kWh) outlined by the IL-TRM V13.0.²⁹ The evaluation team consistently applied the unrounded conversion factor, resulting in small differences between ex ante and verified savings.
 - Recommendation: While the actual impact of these variations in conversion factors is very small, we recommend the implementation team consistently apply the IL-TRM V13.0 stepwise conversion approach for full precision (i.e., 100,000/3,412) rather than the rounded 29.3 conversion factor.

²⁹ Illinois Energy Efficiency Stakeholder Advisory Group. *Illinois Energy Efficiency Policy Manual Version 3.0*, Section 11.3 Counting Fossil Fuel Savings Toward Electric Savings Goals. 2023. Accessed at https://www.ilsag.info/wp-content/uploads/IL_EE_Policy_Manual_Version_3.0_Final_11-3-2023.pdf.

3.3 MULTIFAMILY INITIATIVES

3.3.1 INITIATIVE DESCRIPTION

Multifamily Initiatives include the Multifamily channel of the IQ Initiative (IQ Multifamily channel), the Market Rate Multifamily Initiative, and the Public Housing Initiative. Together, these Initiatives serve property managers and owners of subsidized or low-income housing, non-subsidized (market rate) multifamily and mixed-use buildings, and publicly owned housing. While there are some differences in qualifying measures, the Multifamily Initiatives all provide comprehensive property assessments, health and safety evaluations (and remediation where necessary), tenant unit and common area DI measures (e.g., LEDs, water-savings measures, advanced thermostats), and more comprehensive building envelope and HVAC retrofits. The Initiatives are implemented by CMC Energy Services as a subcontractor to Leidos.

While this chapter focuses specifically on the measures provided through the Multifamily Initiatives, it is important to note that the Initiatives are implemented with a “one-stop shop” (OSS) delivery model. The goal of the OSS model is to seamlessly connect customers to offerings available to them across the Residential and Business Programs using an Energy Advisor who serves as a single point of contact. In cases where participants choose to pursue additional upgrades beyond the Multifamily Initiatives, the Energy Advisor continues to help the participant navigate the process (e.g., assisting with applications, deciding on project scopes, selecting PAs). This delivery model ensures that properties have access to the full range of offerings available to them and creates an opportunity to develop a trusted, longer-term relationship with the property, enabling AIC to continuously serve their energy efficiency needs.

Summary of Key Implementation Changes

We summarize key changes to the Multifamily Initiatives’ design and implementation in 2025 below:

- To simplify the criteria for health and safety remediation and minimize confusion among PAs, implementation staff removed the \$300 cap on the allowable amount for health and safety remediation work required prior to installation of building envelope measures for the IQ Multifamily Channel and Public Housing Initiative.³⁰ Instead, PAs can spend up to 50% of the total insulation/air sealing project cost, which simplifies the criteria while generally enabling additional health and safety remediation.
- The IQ Multifamily Channel began offering portable heat pumps to participants as a pilot with the intention of incorporating the measure into the Market Rate Multifamily and Public Housing initiatives in subsequent years. Multifamily Initiative staff noted that they opted to focus on portable heat pumps rather than ducted heat pumps, primarily based on ease of installation.

³⁰ Prior to 2025, health and safety remediation needed before installing insulation and/or air-sealing measures qualified for incentives up to \$300 or 50% of the total insulation/air sealing project cost (whichever amount was lower).

3.3.2 INITIATIVE ANNUAL SAVINGS SUMMARY

The 2025 Multifamily Initiatives achieved 11,002 MWh, 0.69 MW, and 84,718 therms in verified net savings. The IQ Multifamily Channel accounted for more than three-quarters (77%) of Initiative overall savings, while the Market Rate Multifamily Initiative contributed 19%, and the Public Housing Initiative represented the remaining 3% of Initiative overall electric energy savings. Table 64 summarizes the Multifamily Initiatives annual savings achieved in 2025.

Table 64. 2025 Multifamily Initiatives Annual Savings

Metric	Electric Energy Savings (MWh)	Electric Demand Savings (MW)	Gas Savings (Therms)
Ex Ante Gross Savings	11,248	0.68	84,008
Gross Realization Rate	100%	100%	101%
Verified Gross Savings	11,198	0.68	84,813
NTGR	0.988	0.986	0.999
Verified Net Savings	11,068	0.67	84,718

3.3.3 IQ MULTIFAMILY CHANNEL

CHANNEL DESCRIPTION

Multifamily properties are eligible to participate in the IQ Multifamily Channel offerings if they participate in government-sponsored programs or if at least 50% of tenants are at or below 300% of the FPL or below 80% of the area median income levels.³¹ The Channel works to minimize costs for participating properties; all DI measures are provided at no cost to the property, incentives of \$7,500 per system are offered for HVAC upgrades, and building envelope measures (such as attic insulation and air sealing upgrades) are provided at no cost up to a cap of \$5,000 per property. Lastly, any eligible health and safety needs for properties are addressed alongside retrofits.

³¹ Eligibility is defined in greater detail in the Illinois Energy Efficiency Policy Manual V3.0, Section 4.3. Accessed at https://www.ilsag.info/wp-content/uploads/IL_EE_Policy_Manual_Version_3.0_Final_11-3-2023.pdf.

PARTICIPATION SUMMARY

In 2025, the IQ Multifamily Channel served 198 participants and offered a total of 22 measure categories.³² More than 60% of participants received advanced power strips (69%), low flow showerheads (65%), kitchen faucet aerators (62%), and standard LEDs (61%). At least half of participants also received wall plate gaskets (57%), restrictor shower valves (55%), and/or bathroom faucet aerators (52%). Table 65 summarizes 2025 participation for the IQ Multifamily Channel.

Table 65. 2025 IQ Multifamily Channel Participation Summary

Measure Category	Quantity Unit	Measure Quantity	% of Quantity	Participants	% of Participants
Central ASHP	Systems	404	<1%	15	8%
Ductless Heat Pump	Systems	298	<1%	16	8%
Advanced Thermostat	Thermostats	1,373	<1%	61	31%
Showerhead	Showerheads	2,886	1%	129	65%
Kitchen Faucet Aerator	Faucet aerators	2,773	1%	122	62%
Standard LED	Bulbs	12,132	4%	121	61%
Advanced Power Strip (Tier 1)	Power strips	3,751	1%	136	69%
Standard LED (Common Area)	Bulbs	597	<1%	7	4%
Pipe Insulation	Linear ft.	2,546	1%	64	32%
Restrictor Shower Valve	Shower valves	2,496	1%	109	55%
Attic Insulation	Square ft.	193,449	63%	27	14%
Crawlspace Insulation	Square ft.	5,066	2%	14	7%
Bathroom Faucet Aerator	Faucet aerators	2,110	1%	103	52%
Door Sweep	Door sweeps	520	<1%	15	8%
Low Energy Storm Window	Windows	296	<1%	1	1%
Air Sealing	CFM reduction	56,799	18%	31	16%
Specialty LED (Common Area)	Bulbs	217	<1%	1	1%
Wall Plate Gasket	Gaskets	7,341	2%	113	57%
Specialty LED	Bulbs	1,834	1%	29	15%
Portable Heat Pump	Systems	24	<1%	4	2%
Rim Joist Insulation	Linear ft.	5,843	2%	19	10%
Wall Insulation	Square ft.	5,059	2%	4	2%
Total		307,814	100%	198	100%

Additional participation summaries containing the IQ multifamily metrics agreed upon by the Illinois Program Administrators and non-financially interested stakeholders are reported in Appendix D.

³² Multifamily participant counts reflect the number of unique properties participating. The IQ Multifamily Channel achieved 98% of its participation goal (198 participants relative to a target of 203).

SAVINGS DETAIL

Table 66 presents the ex ante, verified gross, and verified net electric energy savings achieved through the IQ Multifamily Channel in 2025.

Table 66. 2025 IQ Multifamily Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Central ASHP	3,311	100%	3,296	1.000	3,296
Ductless Heat Pump	2,006	99%	1,994	1.000	1,994
Advanced Thermostat	973	100%	975	1.000	975
Showerhead	543	100%	545	1.000	545
Kitchen Faucet Aerator	404	100%	406	1.000	406
Standard LED	287	102%	293	1.000	293
Advanced Power Strip (Tier 1)	186	100%	186	1.000	186
Standard LED (Common Area)	130	98%	128	1.000	128
Pipe Insulation	121	100%	121	1.000	121
Restrictor Shower Valve	108	100%	108	1.000	108
Attic Insulation	85	99%	84	1.000	84
Crawlspace Insulation	70	100%	70	1.000	70
Bathroom Faucet Aerator	58	100%	58	1.000	58
Door Sweep	58	100%	58	1.000	58
Low Energy Storm Window	57	100%	57	1.000	57
Air Sealing	56	100%	56	1.000	56
Specialty LED (Common Area)	51	98%	50	1.000	50
Wall Plate Gasket	39	100%	39	1.000	39
Specialty LED	30	106%	32	1.000	32
Portable Heat Pump	29	89%	26	1.000	26
Rim Joist Insulation	7	100%	7	1.000	7
Wall Insulation	<1	100%	<1	1.000	<1
Total	8,609	100%	8,589	1.000	8,589

Table 67 presents the ex ante, verified gross, and verified net electric demand savings achieved through the IQ Multifamily Channel in 2025.

Table 67. 2025 IQ Multifamily Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Central ASHP	0.29	100%	0.29	1.000	0.29
Ductless Heat Pump	-0.43	100%	-0.43	1.000	-0.43
Advanced Thermostat	0.18	100%	0.18	1.000	0.18
Showerhead	0.06	100%	0.06	1.000	0.06
Kitchen Faucet Aerator	0.08	100%	0.08	1.000	0.08
Standard LED	0.05	101%	0.06	1.000	0.06
Advanced Power Strip (Tier 1)	0.02	100%	0.02	1.000	0.02
Standard LED (Common Area)	0.02	98%	0.01	1.000	0.01
Pipe Insulation	0.01	101%	0.01	1.000	0.01
Restrictor Shower Valve	0.01	100%	0.01	1.000	0.01
Attic Insulation	0.01	100%	0.01	1.000	0.01
Crawlspace Insulation	<0.01	100%	<0.01	1.000	<0.01
Bathroom Faucet Aerator	0.04	100%	0.04	1.000	0.04
Door Sweep	<0.01	98%	<0.01	1.000	<0.01
Low Energy Storm Window	<0.01	100%	<0.01	1.000	<0.01
Air Sealing	0.01	100%	0.01	1.000	0.01
Specialty LED (Common Area)	0.01	98%	0.01	1.000	0.01
Wall Plate Gasket	<0.01	99%	<0.01	1.000	<0.01
Specialty LED	0.01	101%	0.01	1.000	0.01
Portable Heat Pump	-0.01	111%	-0.01	1.000	-0.01
Rim Joist Insulation	<0.01	100%	<0.01	1.000	<0.01
Wall Insulation	<0.01	100%	<0.01	1.000	<0.01
Total	0.39	100%	0.39	1.000	0.39

Table 68 presents the ex ante, verified gross, and verified net gas savings achieved through the IQ Multifamily Channel in 2025.

Table 68. 2025 IQ Multifamily Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	23,962	106%	25,379	1.000	25,379
Showerhead	13,279	100%	13,279	1.000	13,279
Kitchen Faucet Aerator	8,308	100%	8,308	1.000	8,308
Pipe Insulation	512	100%	512	1.000	512
Restrictor Shower Valve	2,584	100%	2,584	1.000	2,584
Attic Insulation	7,165	92%	6,578	1.000	6,578
Crawlspace Insulation	909	100%	909	1.000	909
Bathroom Faucet Aerator	1,554	100%	1,554	1.000	1,554
Door Sweep	215	100%	215	1.000	215
Air Sealing	1,794	99%	1,784	1.000	1,784
Wall Plate Gasket	559	100%	559	1.000	559
Rim Joist Insulation	162	100%	161	1.000	161
Wall Insulation	502	99%	495	1.000	495
Total	61,503	101%	62,316	1.000	62,316

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on IQ Multifamily Channel savings or measures with particularly high or low realization rates.

- Advanced Thermostats (11% of ex ante energy savings, 46% of demand savings, and 39% of gas savings): The gross realization rate for advanced thermostats is 100% for kWh, 100% for kW, and 106% for therms.
 - In 11% of cases (n=148), the evaluation team applied the heating reduction value recommended by the IL-TRM V13.0 for cases where the existing thermostat type is unknown, whereas the implementation team applied the value for an existing programmable thermostat, resulting in higher verified gas savings.
- Attic Insulation (1% of ex ante energy savings, 4% of demand savings, and 12% of gas savings): The gross realization rate for attic insulation is 99% for kWh, 100% for kW, and 92% for therms.
 - In 1% of cases (n=1), the evaluation team applied an existing insulation R-value of 12 and a SEER2 value of zero based on information included in tracking data, whereas the implementation team applied an existing insulation R-value of 0 and a SEER value of 10, resulting in lower verified energy and gas savings.
- Portable Heat Pumps (<1% of ex ante energy savings and negative demand savings): The gross realization rate for portable heat pumps is 89% for kWh and 111% for kW.
 - In 100% of cases (n=24), the evaluation team applied the savings algorithm recommended for air source heat pumps by the IL-TRM V13.0 (Section 5.3.1) to calculate both heating and cooling savings, whereas the implementation team applied the savings algorithm recommended for room ACs (Section 5.1.7) to calculate cooling savings (based on the formula structure and associated parameters referenced in tracking data), resulting in lower verified energy savings and higher demand savings.

3.3.4 MARKET RATE MULTIFAMILY INITIATIVE

INITIATIVE DESCRIPTION

AIC recruits properties into the Market Rate Multifamily Initiative if the property does not meet IQ Multifamily Channel or Public Housing eligibility (as outlined in Sections 3.3.3 and 3.3.5). The Market Rate Multifamily Initiative provides incentives at a lower level of reimbursement than the IQ Multifamily Channel. The Initiative provides all DI measures at no cost to the property, along with incentives of up to \$5,000 per system for HVAC upgrades. The Initiative also offers building envelope upgrades to market rate properties, but does not provide an incentive (i.e., properties pay 100% of the cost).

PARTICIPATION SUMMARY

In 2025, the Market Rate Multifamily Initiative served 50 participants and offered 10 distinct measure categories.³³ The vast majority of participants (92%) received advanced power strips, and nearly two-thirds (64%) received advanced thermostats, low flow showerheads, and wall plate gaskets. More than half of participants also received faucet aerators (58%) and restrictor shower valves (54%). Table 69 summarizes 2025 participation for the Market Rate Multifamily Initiative.

Table 69. 2025 Market Rate Multifamily Initiative Participation Summary

Measure Category	Quantity Unit Description	Measure Quantity	% of Quantity	Participants	% of Participants
Advanced Thermostat	Thermostats	1,116	9%	32	64%
Central ASHP	Systems	66	1%	4	8%
Showerhead	Showerheads	1,390	12%	32	64%
Advanced Power Strip (Tier 1)	Power strips	2,001	17%	46	92%
Kitchen Faucet Aerator	Faucet aerators	661	5%	29	58%
Restrictor Shower Valve	Shower valves	1,033	9%	27	54%
Pipe Insulation	Linear ft.	714	6%	23	46%
Wall Plate Gasket	Gaskets	3,973	33%	32	64%
Bathroom Faucet Aerator	Faucet aerators	941	8%	27	54%
Door Sweep	Door sweeps	172	1%	4	8%
Total		12,067	100%	50	100%

Additional participation summaries containing the IQ multifamily metrics agreed upon by the Illinois Program Administrators and non-financially interested stakeholders are reported in Appendix D. These metrics are included for the Market Rate Multifamily Initiative for consistency with the other two IQ-focused multifamily offerings.

SAVINGS DETAIL

Table 70 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Market Rate Multifamily Initiative in 2025.

³³ Multifamily participant counts reflect the number of unique properties participating. The Market Rate Multifamily Channel achieved 74% of its participation goal (50 participants relative to a target of 68).

Table 70. 2025 Market Rate Multifamily Initiative Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Advanced Thermostat	1,085	98%	1,059	1.000	1,059
Central ASHP	596	100%	596	0.800	477
Showerhead	267	99%	265	1.004	266
Advanced Power Strip (Tier 1)	97	100%	97	0.988	96
Kitchen Faucet Aerator	58	99%	57	1.004	58
Restrictor Shower Valve	49	99%	49	0.914	45
Pipe Insulation	30	100%	30	0.944	28
Wall Plate Gasket	27	100%	27	0.904	24
Bathroom Faucet Aerator	27	99%	26	1.004	26
Door Sweep	21	100%	21	0.862	18
Total	2,256	99%	2,227	0.941	2,097

Table 71 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Market Rate Multifamily Initiative in 2025.

Table 71. 2025 Market Rate Multifamily Initiative Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Advanced Thermostat	0.17	100%	0.17	1.000	0.17
Central ASHP	0.05	100%	0.05	0.800	0.04
Showerhead	0.03	99%	0.03	1.004	0.03
Advanced Power Strip (Tier 1)	0.01	100%	0.01	0.988	0.01
Kitchen Faucet Aerator	0.01	101%	0.01	1.004	0.01
Restrictor Shower Valve	<0.01	99%	<0.01	0.915	<0.01
Pipe Insulation	<0.01	101%	<0.01	0.944	<0.01
Wall Plate Gasket	<0.01	100%	<0.01	0.913	<0.01
Bathroom Faucet Aerator	0.02	100%	0.02	1.004	0.02
Door Sweep	<0.01	100%	<0.01	0.879	<0.01
Total	0.30	100%	0.30	0.968	0.29

Table 72 presents the ex ante, verified gross, and verified net gas savings achieved through the Market Rate Multifamily Initiative in 2025.

Table 72. 2025 Market Rate Multifamily Initiative Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	7,717	100%	7,708	1.000	7,708
Showerhead	4,525	100%	4,525	1.000	4,525
Kitchen Faucet Aerator	3,347	100%	3,347	1.000	3,347
Restrictor Shower Valve	557	100%	557	0.829	462
Pipe Insulation	316	100%	316	1.000	316
Wall Plate Gasket	228	100%	228	1.000	228

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Bathroom Faucet Aerator	491	100%	491	1.000	491
Door Sweep	139	100%	139	1.000	139
Total	17,320	100%	17,311	0.995	17,215

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Market Rate Multifamily Channel savings or measures with particularly high or low realization rates.

- Advanced Thermostats (48% of ex ante energy savings, 56% of demand savings, and 45% of gas savings): The gross realization rate for Advanced Thermostats is 98% for kWh, 100% for kW, and 100% for therms.
- In 10% of cases (n=117), the evaluation team applied the heating reduction value recommended by the IL-TRM V13.0 for cases where the existing thermostat type is unknown, whereas the implementation team applied the value recommended for an existing manual thermostat, resulting in lower verified energy savings and very slightly lower gas savings.

3.3.5 PUBLIC HOUSING INITIATIVE

INITIATIVE DESCRIPTION

The Public Housing Initiative serves public sector housing managed or owned by government entities, including properties operated by federal, state, county, and municipal housing authorities. The Public Housing Initiative delivers incentives consistent with those of the IQ Multifamily Channel; all DI measures are provided at no cost to the property, HVAC incentives are offered at \$7,500 per system, and building envelope measures (e.g., attic insulation and air sealing upgrades) are provided at no cost up to a cap of \$5,000 per property. Any eligible health and safety needs for properties are addressed in parallel with insulation and HVAC upgrades. If a PA visits a site and determines the property does not qualify for building envelope or HVAC measures, the PA is eligible for a non-project stipend of \$100 per unit, not to exceed \$300.

PARTICIPATION SUMMARY

In 2025, the Public Housing Initiative served 11 participants and offered a total of 12 distinct measure categories.³⁴ Nearly two-thirds (64%) of participants received standard LEDs, low flow showerheads, and advanced power strips, and just over half (55%) of participants received faucet aerators and restrictor shower valves. The Public Housing Initiative also installed 54 ductless heat pump units across two participating properties, representing a large portion of total electric savings. Table 73 summarizes 2025 participation for the Public Housing Initiative.

Table 73. 2025 Public Housing Initiative Participation Summary

Measure Category	Quantity Unit Description	Measure Quantity	% of Quantity	Participants	% of Participants
Ductless Heat Pump	Heat pump units	54	<1%	2	18%
Standard LED	Bulbs	1,374	2%	7	64%
Showerhead	Showerheads	250	<1%	7	64%

³⁴ Multifamily participant counts reflect the number of unique properties participating.

Measure Category	Quantity Unit Description	Measure Quantity	% of Quantity	Participants	% of Participants
Kitchen Faucet Aerator	Faucet aerators	110	<1%	6	55%
Advanced Power Strip (Tier 1)	Power strips	250	<1%	7	64%
Advanced Thermostat	Thermostats	12	<1%	1	9%
Pipe Insulation	Linear ft.	186	<1%	2	18%
Restrictor Shower Valve	Restrictor valves	76	<1%	6	55%
Bathroom Faucet Aerator	Faucet aerators	110	<1%	6	55%
Attic Insulation	Square ft.	58,304	71%	2	18%
Wall Plate Gasket	Gaskets	388	<1%	5	45%
Air Sealing	CFM reduction	20,651	25%	2	18%
Total		81,765	100%	11	100%

Additional participation summaries containing the IQ multifamily metrics agreed upon by the Illinois Program Administrators and non-financially interested stakeholders are reported in Appendix D.

SAVINGS DETAIL

Table 74 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Public Housing Initiative in 2025.

Table 74. 2025 Public Housing Initiative Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Ductless Heat Pump	239	100%	239	1.000	239
Standard LED	39	100%	39	1.000	39
Showerhead	32	100%	32	1.000	32
Kitchen Faucet Aerator	23	100%	23	1.000	23
Advanced Power Strip (Tier 1)	12	100%	12	1.000	12
Advanced Thermostat	11	100%	11	1.000	11
Pipe Insulation	10	100%	10	1.000	10
Restrictor Shower Valve	5	100%	5	1.000	5
Bathroom Faucet Aerator	5	100%	5	1.000	5
Attic Insulation	2	100%	2	1.000	2
Wall Plate Gasket	2	100%	2	1.000	2
Air Sealing	1	100%	1	1.000	1
Total	382	100%	382	1.000	382

Table 75 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Public Housing Initiative in 2025.

Table 75. 2025 Public Housing Initiative Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Ductless Heat Pump	-0.04	100%	-0.04	1.000	-0.04
Standard LED	0.01	100%	0.01	1.000	0.01
Showerhead	<0.01	100%	<0.01	1.000	<0.01
Kitchen Faucet Aerator	<0.01	100%	<0.01	1.000	<0.01
Advanced Power Strip (Tier 1)	<0.01	100%	<0.01	1.000	<0.01
Advanced Thermostat	<0.01	100%	<0.01	1.000	<0.01
Pipe Insulation	<0.01	101%	<0.01	1.000	<0.01
Restrictor Shower Valve	<0.01	100%	<0.01	1.000	<0.01
Bathroom Faucet Aerator	<0.01	100%	<0.01	1.000	<0.01
Wall Plate Gasket	<0.01	100%	<0.01	1.000	<0.01
Total	-0.01	100%	-0.01	1.000	-0.01

Table 76 presents the ex ante, verified gross, and verified net gas savings achieved through the Public Housing Initiative in 2025.

Table 76. 2025 Public Housing Initiative Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Showerhead	1,905	100%	1,905	1.000	1,905
Attic Insulation	2,336	100%	2,336	1.000	2,336
Air Sealing	945	100%	945	1.000	945
Total	5,186	100%	5,186	1.000	5,186

The evaluation team did not identify substantive discrepancies between ex ante and verified savings for the Public Housing Initiative.

3.3.6 CUMULATIVE PERSISTING ANNUAL SAVINGS

Table 77 summarizes CPAS and WAML for the 2025 Multifamily Initiatives by initiative and channel. The WAML for the Initiative is 13.9 years. CPAS and WAML for each channel at a measure level are presented in Table 78, Table 79, and Table 80.

Table 77. 2025 Multifamily Initiatives by Channel CPAS and WAML

Channel/Initiative	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
IQ Multifamily Channel	14.3	8,589	1.000	8,589	8,589	8,589	8,589	...	8,589	...	119,913
Market Rate Multifamily Initiative	12.2	2,227	0.941	2,097	2,097	2,097	2,097	...	2,097	...	24,755
Public Housing Initiative	13.7	382	1.000	382	382	382	382	...	382	...	5,251
2025 CPAS		11,198	0.971	11,068	11,068	11,068	11,068	...	11,068	...	149,919
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	13.9										

Table 78. 2025 Multifamily Initiatives – IQ Multifamily Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Central ASHP	16.0	3,296	1.000	3,296	3,296	3,296	3,296	...	3,296	...	50,117
Ductless Heat Pump	16.0	1,994	1.000	1,994	1,994	1,994	1,994	...	1,994	...	31,908
Advanced Thermostat	11.0	975	1.000	975	975	975	975	...	975	...	10,727
Showerhead	10.0	545	1.000	545	545	545	545	...	545	...	5,452
Kitchen Faucet Aerator	10.0	406	1.000	406	406	406	406	...	406	...	4,056
Standard LED	8.0	293	1.000	293	293	293	293	...	293	...	2,340
Advanced Power Strip (Tier 1)	7.0	186	1.000	186	186	186	186	...	186	...	1,300
Standard LED (Common Area)	8.0	128	1.000	128	128	128	128	...	128	...	1,021
Pipe Insulation	12.0	121	1.000	121	121	121	121	...	121	...	1,451
Restrictor Shower Valve	10.0	108	1.000	108	108	108	108	...	108	...	1,079
Attic Insulation	30.0	84	1.000	84	84	84	84	...	84	...	2,411
Crawlspace Insulation	30.0	70	1.000	70	70	70	70	...	70	...	2,071
Bathroom Faucet Aerator	10.0	58	1.000	58	58	58	58	...	58	...	578
Door Sweep	20.0	58	1.000	58	58	58	58	...	58	...	1,154
Low Energy Storm Window	20.0	57	1.000	57	57	57	57	...	57	...	1,131
Air Sealing	20.0	56	1.000	56	56	56	56	...	56	...	1,089
Specialty LED (Common Area)	8.0	50	1.000	50	50	50	50	...	50	...	398
Wall Plate Gasket	20.0	39	1.000	39	39	39	39	...	39	...	782
Specialty LED	8.0	32	1.000	32	32	32	32	...	32	...	258
Portable Heat Pump	16.0	26	1.000	26	26	26	26	...	26	...	357
Rim Joist Insulation	30.0	7	1.000	7	7	7	7	...	7	...	209
Wall Insulation	30.0	1	1.000	1	1	1	1	...	1	...	22
2025 CPAS		8,589	1.000	8,589	8,589	8,589	8,589	...	8,589	...	119,913
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	14.3										

Table 79. 2025 Multifamily Initiatives – Market Rate Multifamily Initiative CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Advanced Thermostat	11.0	1,059	1.000	1,059	1,059	1,059	1,059	...	1,059	...	11,648
Central ASHP	16.0	596	0.800	477	477	477	477	...	477	...	7,306
Showerhead	10.0	265	1.004	266	266	266	266	...	266	...	2,659
Advanced Power Strip (Tier 1)	7.0	97	0.988	96	96	96	96	...	96	...	670
Kitchen Faucet Aerator	10.0	57	1.004	58	58	58	58	...	58	...	576
Restrictor Shower Valve	10.0	49	0.914	45	45	45	45	...	45	...	448
Pipe Insulation	12.0	30	0.944	28	28	28	28	...	28	...	338
Wall Plate Gasket	20.0	27	0.904	24	24	24	24	...	24	...	482
Bathroom Faucet Aerator	10.0	26	1.004	26	26	26	26	...	26	...	264
Door Sweep	20.0	21	0.862	18	18	18	18	...	18	...	364
2025 CPAS		2,227	0.941	2,097	2,097	2,097	2,097	...	2,097	...	24,755
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	12.2										

Table 80. 2025 Multifamily Initiatives – Public Housing Initiative CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Ductless Heat Pump	16.0	239	1.000	239	239	239	239	...	239	...	3,830
Standard LED	8.0	39	1.000	39	39	39	39	...	39	...	314
Showerhead	10.0	32	1.000	32	32	32	32	...	32	...	324
Kitchen Faucet Aerator	10.0	23	1.000	23	23	23	23	...	23	...	227
Advanced Power Strip (Tier 1)	7.0	12	1.000	12	12	12	12	...	12	...	85
Advanced Thermostat	11.0	11	1.000	11	11	11	11	...	11	...	126
Pipe Insulation	12.0	10	1.000	10	10	10	10	...	10	...	117
Restrictor Shower Valve	10.0	5	1.000	5	5	5	5	...	5	...	49
Bathroom Faucet Aerator	10.0	5	1.000	5	5	5	5	...	5	...	46
Attic Insulation	30.0	2	1.000	2	2	2	2	...	2	...	70
Wall Plate Gasket	20.0	2	1.000	2	2	2	2	...	2	...	45
Air Sealing	20.0	1	1.000	1	1	1	1	...	1	...	19
2025 CPAS		382	1.000	382	382	382	382	...	382	...	5,251
Expiring 2025 CPAS					0	0	0	...	0	...	
Expired 2025 CPAS					0	0	0	...	0	...	
WAML	13.7										

3.3.7 CONCLUSIONS AND RECOMMENDATIONS

Based on the results of this evaluation, the evaluation team offers the following key findings and recommendations for the Multifamily Initiatives moving forward.

- **Key Finding 1:** In calculating savings for advanced thermostats, the evaluation team found that for a few cases across the IQ Multifamily and Market Rate Multifamily channels, the implementation team applied heating reduction values for specific types of thermostats (either manual or programmable), rather than the IL-TRM V13.0-recommended value for when the existing thermostat is unknown.
 - Recommendation: The evaluation team suggests collecting the thermostat type for all projects completed in order to apply heating reduction values specific to the type of thermostat installed.
- **Key Finding 2:** The IQ Multifamily Channel introduced portable heat pumps in 2025, the same year in which the measure was newly added to the Illinois TRM (added to Section 5.3.1 covering air source heat pump as of IL-TRM V13.0). As part of the 2025 impact analysis, the evaluation team found that claimed ex ante savings for the measure relied on recommendations from the section of the IL-TRM V13.0 covering room ACs (Section 5.1.7).
 - Recommendation: As the Multifamily Initiative looks to scale its offering of portable heat pumps across multiple channels, it will be increasingly important to ensure ex ante savings rely on the latest applicable IL-TRM recommendations specific to portable heat pump equipment.

3.4 MARKET RATE SINGLE FAMILY INITIATIVE

3.4.1 INITIATIVE DESCRIPTION

As part of the 2025 Residential Program, AIC operated the Market Rate Single Family Initiative, which delivered services to market rate residential customers through two distinct channels: the Midstream HVAC Channel and the Home Efficiency Channel. Each channel is described in more detail below.

3.4.2 INITIATIVE ANNUAL SAVINGS SUMMARY

Table 81 presents the Market Rate Single Family Initiative annual savings achieved in 2025. The 2025 Market Rate Single Family Initiative achieved 5,893 MWh, 0.83 MW, and 55,609 therms in verified net savings.³⁵

Table 81. 2025 Market Rate Single Family Initiative Annual Savings

Metric	Electric Energy Savings (MWh)	Electric Demand Savings (MW)	Gas Savings (Therms)
Ex Ante Gross Savings	9,494	1.34	63,821
Gross Realization Rate	101%	100%	98%
Verified Gross Savings	9,614	1.34	62,500
NTGR	0.613	0.621	0.890
Verified Net Savings	5,893	0.83	55,609

3.4.3 MIDSTREAM HVAC CHANNEL

CHANNEL DESCRIPTION

The Midstream HVAC Channel encourages market actors (namely, distributors and contractors) in AIC territory to promote and install a range of energy-efficient equipment, including central ASHPs, ductless heat pumps, heat pump water heaters, and advanced thermostats. The Channel offers incentives to distributors for approved sales of efficient equipment that will, in turn, lower the cost of efficient equipment for contractors, thus encouraging them to (1) pass those savings onto their customers and (2) install more efficient HVAC and water heating equipment than they would otherwise. The midstream model alleviates the need for customers to seek out the offering themselves or submit applications, instead relying on distributors and contractors to inform and market to customers.

The Midstream HVAC Channel also provides training and marketing support to distributors and contractors. Channel staff engages a network of distributors, providing co-branded marketing and educational materials along with training on participation processes and eligibility requirements. Account managers from CMC Energy Services recruit and maintain relationships with individual distributors, enabling them to communicate programmatic changes, share information on data request processes and due dates, circulate promotional materials, and assist with issues as they arise. Midstream HVAC Channel staff also coordinate with distributors around showcases, events, and training sessions to increase contractor awareness and engagement and collect market feedback. Any contractors servicing residential

³⁵ Verified net savings are inclusive of Midstream HVAC channel market effects savings of 619 MWh, 0.08 MW, and 4,939 therms. Initiative-level NTGR values are therefore inflated by the inclusion of market effect savings.

customers in AIC service territory can participate in the Channel, but only those with ICC certification can enroll as PAs, entitling them to be listed on the Channel website and receive additional marketing materials and informational updates.

Distributors receive incentives for qualifying sales after submitting equipment and customer information via an online portal managed by Leidos. Distributors are then required to pass a portion of the incentives to contractors, who can, in turn, pass on discounts to customers. In addition to the incentive, the Channel offers end-use customers an on-bill financing option that they can apply for through their contractor.

In addition to encouraging the adoption of the directly incentivized equipment, the Midstream HVAC Channel aims to shift the broader HVAC and water heating market within AIC service territory. The Channel's midstream model should theoretically help encourage increased sales of energy-efficient, eligible equipment that does not receive incentives through the Channel and, therefore, is not tracked in Channel tracking data. To help quantify these "market effects," Midstream HVAC Channel staff collect sales data from participating distributors that allows them to quantify the total amount of Channel-eligible equipment sold in AIC service territory, both incentivized and non-incentivized.

Summary of Key Implementation Changes

We summarize key changes to the Midstream HVAC Channel's design and implementation in 2025 below:

- In January 2025, the Midstream HVAC Channel discontinued incentives for central ACs and lower-efficiency central ASHPs. Later in Q1, the Channel increased the available ASHP incentive from \$750 to \$1,000, and in Q3, the Channel incorporated incentives for ground source heat pumps and energy recovery ventilators with varying incentive amounts dependent on unit size and relative efficiency levels.
- In Q3 2025, Leidos took on the process of assembling and cleaning distributor sales data, inclusive of non-incentivized products, to inform market effects analysis (i.e., estimates of Channel-attributable savings associated with non-incentivized sales from participating distributors).
- In December 2025, the Midstream HVAC Channel launched a data-assistance service called "Real Time Incentive," connecting distributor representatives more directly with implementation staff to resolve eligibility requirements and data tracking issues on an as-needed basis.

PARTICIPATION SUMMARY

The Midstream HVAC Channel distributed more than 3,400 measures in 2025. Central ASHPs and ductless heat pumps collectively accounted for nearly three-quarters (72%) of total sales. The Channel offered central AC incentives for the first few weeks of 2025 before discontinuing them; only 164 units were sold compared to the over 3,000 units sold in 2024. The Channel also sold substantially fewer advanced thermostats and heat pump water heaters than the year prior (sales decreased from 2024 by 25% and 42%, respectively). The Channel introduced ground source heat pumps and energy recovery ventilators in the final weeks of 2025, selling five or fewer units of each. Table 82 summarizes 2025 Midstream HVAC Channel participation.

Table 82. 2025 Midstream HVAC Channel Participation Summary

Measure Category	Measure Quantity	Percent of Measures	Participants	Percent of Participants
Central ASHP	1,544	45%	1,537	45%
Ductless Heat Pump	939	27%	845	25%
Heat Pump Water Heater	130	4%	124	4%
Advanced Thermostat	660	19%	660	19%
Central AC	164	5%	164	5%
Ground Source Heat Pump	5	<1%	5	<1%
Energy Recovery Ventilator	1	<1%	1	<1%
Total	3,443	100%	3,422	100%

The Midstream HVAC Channel engaged 39 distributors in 2025. Distributor participation varied widely, with the top six contributors to total Channel sales accounting for just over half (56%) of all Channel-incented sales. Conversely, just over half (54%) of participating distributors sold fewer than 50 units through the Channel. Most distributors tended to focus on either HVAC equipment (including thermostats) or water heating measures. Of the 39 distributors who sold equipment through the Channel, 54% exclusively sold HVAC measures, 18% exclusively sold water heating measures, and 26% sold both.

SAVINGS DETAIL

Table 83 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Midstream HVAC Channel in 2025.

Table 83. 2025 Midstream HVAC Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Central ASHP	6,281	100%	6,281	0.539	3,383
Ductless Heat Pump	2,364	105%	2,486	0.548	1,362
Heat Pump Water Heater	342	100%	342	0.544	186
Advanced Thermostat	186	100%	185	0.558	104
Central AC	60	100%	60	0.511	30
Ground Source Heat Pump	34	100%	34	0.457	16
Energy Recovery Ventilator	<1	100%	<1	0.800	<1
Total	9,266	101%	9,387	0.541	5,081

Table 84 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Midstream HVAC Channel in 2025.

Table 84. 2025 Midstream HVAC Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Central ASHP	0.60	100%	0.60	0.538	<1
Ductless Heat Pump	<1	99%	<1	0.553	<1
Heat Pump Water Heater	<1	100%	<1	0.544	<1
Advanced Thermostat	<1	100%	<1	0.545	<1
Central AC	<1	100%	<1	0.506	<1
Ground Source Heat Pump	<1	100%	<1	0.457	<1
Energy Recovery Ventilator	<1	34%	<1	0.800	<1
Total	1.26	100%	1.25	0.543	0.68

Table 85 presents the ex ante, verified gross, and verified net gas savings achieved through the Midstream HVAC Channel in 2025.

Table 85. 2025 Midstream HVAC Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	29,329	98%	28,723	0.774	22,243
Energy Recovery Ventilator	113	100%	113	0.800	90
Total	29,442	98%	28,835	0.774	22,333

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis more comprehensively identified and characterized discrepancies, we only report those with significant impacts on Channel savings or measures with particularly high or low realization rates.

- Ductless Heat Pumps (26% of ex ante energy savings and 37% of demand savings): The gross realization rate for Ductless Heat Pumps is 105% for kWh and 99% for kW.
 - In 87% of cases, (n=740), the evaluation team applied IL-TRM V13.0-recommended assumptions associated with full displacement for units with cooling capacities smaller than 18 kBtu and the average of savings associated with full and partial heating displacement for units with cooling capacities greater than 18 kBtu, whereas the implementation team applied adjustment factors to HSPF2 and HeatLoadFactor values, resulting in higher verified energy savings overall. Note, these differences also resulted in lower verified savings for some records.
 - For 1% of measures (n=7), the evaluation team applied the coincidence factor recommended by the IL-TRM V13.0 for multifamily application in all cases where tracking data indicated measures were delivered to multifamily properties, whereas the implementation team applied the coincidence factor recommended for single family application, resulting in lower demand savings.

- Advanced Thermostats (2% of ex ante energy savings, 8% of demand savings, and 100% of gas savings): The gross realization rate for Advanced Thermostats is 100% for kWh, 100% for kW, and 98% for therms.
- For 2% of measures (n=10), the evaluation team did not assign gas savings because tracking data indicated the fuel type as electric-only, whereas the implementation team assigned non-zero gas savings, resulting in lower verified gas savings.
- Energy Recovery Ventilators (<1% of ex ante energy savings, <1% of demand savings, and <1% of gas savings): The gross realization rate for Energy Recovery Ventilators is 100% for kWh, 34% for kW, and 100% for therms.
- For 100% of measures (n=1), the evaluation team included the %ElectricHeat and %ElectricCool terms when calculating demand savings, whereas the implementation team did not include these terms, resulting in lower verified demand savings.

MARKET EFFECTS SAVINGS

AIC aims to broadly affect the HVAC and water heater market within its service territory by addressing market barriers to installing high efficiency HVAC and water heating equipment through the Midstream HVAC Channel. The Channel’s program theory logic model hypothesizes that its various forms of marketing, education, and training should also increase sales of efficient equipment beyond those products directly incentivized by the Channel. While some of these market changes are expected to occur over a long time horizon, AIC intends for the Midstream HVAC Channel to lead directly or indirectly to some shorter-term increases in sales of efficient, eligible units that do not receive Channel incentives. As part of the 2025 evaluation of the Midstream HVAC Channel, Opinion Dynamics reviewed supplementary distributor sales data, inclusive of non-incentivized products, to determine market effects-eligible sales. We then applied adjustment factors based on primary research conducted with contractors and distributors in 2023 and 2024 to estimate savings attributable to market effects of the Midstream HVAC Channel.

Analysis of market effects identified net savings of 619 MWh, 0.08 MW, and 4,939 therms. These savings amount to 7% of total net electric energy savings, 6% of demand savings, and 17% of gas savings achieved by the Midstream HVAC Channel. Table 86 summarizes net savings associated with market effects from non-incentivized, energy-efficient sales attributable to Midstream HVAC Channel efforts. Market effects methods and detailed results are included in Appendix A.

Table 86. 2025 Midstream HVAC Channel Market Effects Net Savings Summary

Measure	Electric Energy Net Savings (MWh)	Electric Demand Net Savings (MW)	Gas Net Savings (Therms)
Central ASHP	294	0.03	0
Ductless Heat Pump	92	0.02	0
Heat Pump Water Heater	194	0.01	0
Advanced Thermostat	32	0.02	4,939
Central AC	6	0.01	0
Total	619	0.08	4,939

3.4.4 HOME EFFICIENCY CHANNEL

CHANNEL DESCRIPTION

The Home Efficiency Channel serves market rate residential customers occupying single family homes (i.e., households with annual incomes over 300% of the FPL who do not qualify for the IQ Initiative). The Channel offers home energy assessments conducted by registered PAs to identify opportunities for building shell retrofits, including air sealing, bathroom exhaust fans, and various types of insulation. The Channel aims to increase residential customer awareness of home energy usage and improve the efficiency of existing, occupied single family homes through building envelope improvements.

There is no customer-facing application for the Home Efficiency Channel. PAs generate leads for the Channel, and customer outreach directs interested customers to contact a registered PA. The Channel's primary implementer, Leidos, employs Energy Field Specialists to recruit prospective PAs and encourage them to market the Channel, providing cobranded outreach materials and assistance with developing marketing campaigns. Implementation staff also conduct direct outreach through direct mail campaigns and in-person home shows.

Participation in the Home Efficiency Channel begins with a Home Energy Assessment conducted by a registered PA to identify opportunities for larger building-shell retrofits. As part of the assessment, PAs provide participants with educational materials on indoor air quality and American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) ventilation guidelines and create a customized project report. The customized project report details the home's current energy efficiency state, presents basic health and safety test results, identifies options for building shell retrofits, summarizes relevant available incentives, and estimates the total out-of-pocket costs for the proposed upgrades. Following this report, participants can choose whether to move forward with some or all of the recommendations.

Home Efficiency Channel participants are responsible for a portion of project costs, which may include expenses associated with the assessment itself; however, AIC offers on-bill financing to help defray upfront project costs. Channel outreach and PAs also encourage participants to take advantage of the tax credits available for insulation and air sealing projects through the Inflation Reduction Act (IRA).

Summary of Key Implementation Changes

We summarize key changes to the Home Efficiency Channel's design and implementation in 2025 below:

- In the first half of 2025, implementation staff introduced an optional participant survey to collect feedback from customers following the completion of a project. To date, only two customers have completed the survey, but both reported positive experiences with the Channel and their projects.
- Implementation staff engaged several new PAs, ultimately relying on 18 contributing PAs to drive Channel enrollment and installations over the course of 2025.

PARTICIPATION SUMMARY

The Home Efficiency Channel completed projects with 253 participants in 2025, representing a 38% increase from 158 participants in 2024. Implementation staff attributed this success to an exceptionally active, engaged, and growing pool of PAs, including one PA responsible for over 100 projects. The level of PA engagement and lead generation, supported by one marketing campaign in early 2025, allowed the Channel to increase its budget and savings targets twice over the course of 2025.³⁶ Table 87 summarizes 2025 Market Rate Home Efficiency Channel participation.

Table 87. 2025 Home Efficiency Channel Participation Summary

Measure Category	Units	Participants	Measure Quantity
Air Sealing	CFM reduction	252	252
Attic Insulation	Square ft.	226	245
Crawlspace Insulation	Square ft.	99	99
Bathroom Exhaust Fan	Fans	88	88
Exterior Wall Insulation	Square ft.	57	61
Rim Joist Insulation	Square ft.	165	165
Duct Sealing	Homes	1	1
Total		253	911

SAVINGS DETAIL

Table 88 presents the ex ante, verified gross, and verified net electric energy savings achieved through the Home Efficiency Channel in 2025.

Table 88. 2025 Home Efficiency Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Air Sealing	75	100%	75	0.911	69
Attic Insulation	73	100%	73	0.834	61
Crawlspace Insulation	37	97%	36	0.834	30
Bathroom Exhaust Fan	20	100%	20	0.811	16
Exterior Wall Insulation	14	100%	14	0.817	11
Rim Joist Insulation	9	99%	9	0.820	7
Total	228	99%	226	0.856	194

³⁶ The Home Efficiency Channel began 2025 with a savings target of 76 MWh and 14,394 therms, ultimately achieving 226 MWh and 33,665 therms in verified gross savings.

Table 89 presents the ex ante, verified gross, and verified net electric demand savings achieved through the Home Efficiency Channel in 2025.

Table 89. 2025 Home Efficiency Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Air Sealing	0.04	100%	0.04	0.913	0.03
Attic Insulation	0.03	100%	0.03	0.827	0.03
Crawlspace Insulation	0.01	94%	0.01	0.820	0.01
Bathroom Exhaust Fan	<0.01	100%	<0.01	0.811	<0.01
Exterior Wall Insulation	<0.01	100%	<0.01	0.822	<0.01
Rim Joist Insulation	<0.01	97%	<0.01	0.817	<0.01
Total	0.08	99%	0.08	0.862	0.07

Table 90 presents the ex ante, verified gross, and verified net gas savings achieved through the Home Efficiency Channel in 2025.

Table 90. 2025 Home Efficiency Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Air Sealing	8,182	99%	8,093	0.909	7,358
Attic Insulation	14,675	98%	14,425	0.826	11,909
Crawlspace Insulation	7,799	96%	7,491	0.812	6,083
Exterior Wall Insulation	1,935	99%	1,920	0.822	1,578
Rim Joist Insulation	1,645	97%	1,592	0.813	1,295
Duct Sealing	144	100%	144	0.800	115
Total	34,379	98%	33,665	0.842	28,337

Discrepancy Explanations

We discuss substantive discrepancies between ex ante claims and the verified analysis below. While the analysis comprehensively identified and characterized discrepancies, we only report those with significant impacts on Channel savings or measures with particularly high or low realization rates.

- Air Sealing (33% of ex ante energy savings, 43% of demand savings, and 24% of therm savings): The gross realization rate for Air Sealing is 100% for kWh, 100% for kW, and 99% for therms.
 - In 1% of cases (n=2), the evaluation team assigned zero gas savings because tracking data indicated the participant was not an AIC gas customer, whereas the implementation team assigned non-zero gas savings, resulting in lower verified gas savings.
- Attic Insulation (32% of ex ante energy savings, 37% of demand savings, and 43% of therm savings): The gross realization rate for Attic Insulation is 100% for kWh, 100% for kW, and 98% for therms.
 - In 1% of cases (n=2), the evaluation team assigned zero gas savings because tracking data indicated the participant was not an AIC gas customer, whereas the implementation team assigned non-zero gas savings, resulting in lower verified gas savings.

- Wall Insulation (6% of ex ante energy savings, 5% of demand savings, and 6% of therm savings): The gross realization rate for Wall Insulation is 100% for kWh, 100% for kW, and 99% for therms.
 - In 2% of cases (n=1), the evaluation team assigned zero gas savings because tracking data indicated the participant was not an AIC gas customer, whereas the implementation team assigned non-zero gas savings, resulting in lower verified gas savings.
- Crawlspace Insulation (16% of ex ante energy savings, 10% of demand savings, and 23% of therm savings): The gross realization rate for Crawlspace Insulation is 97% for kWh, 94% for kW, and 96% for therms.
 - In 10% of cases (n=10), the evaluation team applied IL-TRM V13.0-recommended cooling and heating degree day values associated with unconditioned spaces based on information included in tracking data, whereas the implementation team applied IL-TRM V13.0-recommended CDD and HDD values associated with semi-conditioned spaces, resulting in lower verified energy, demand, and gas savings.
- Rim Joist Insulation (4% of ex ante energy savings, 3% of demand savings, and 5% of therm savings): The gross realization rate for Rim Joist Insulation is 99% for kWh, 97% for kW, and 97% for therms.
 - In 6% of cases (n=10), the evaluation team applied IL-TRM V13.0-recommended CDD and HDD values associated with unconditioned spaces based on information included in tracking data, whereas the implementation team applied IL-TRM V13.0-recommended CDD and HDD values associated with semi-conditioned spaces, resulting in lower verified energy, demand, and gas savings.

3.4.5 CUMULATIVE PERSISTING ANNUAL SAVINGS

Table 91 summarizes CPAS and WAML for the 2025 Market Rate Single Family Initiative by Channel. The WAML for the Initiative is 16.0 years. CPAS and WAML for each Channel at a measure level are presented in Table 92, Table 93, and Table 94.

Table 91. 2025 Market Rate Single Family Initiative CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Midstream HVAC	15.9	9,387	0.541	5,081	5,081	5,081	5,081	...	5,081	...	80,793
Midstream HVAC Market Effects	15.4	1,733	0.357	619	619	619	619	...	619	...	9,557
Home Efficiency	25.7	226	0.856	194	194	194	194	...	194	...	4,549
2025 CPAS		11,347	0.519	5,893	5,893	5,893	5,893	...	5,893	...	94,899
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	16.0										

Table 92. 2025 Market Rate Midstream HVAC Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Central ASHP	16.0	6,281	0.539	3,383	3,383	3,383	3,383	...	3,383	...	54,133
Ductless Heat Pump	16.0	2,486	0.548	1,362	1,362	1,362	1,362	...	1,362	...	21,795
Heat Pump Water Heater	15.0	342	0.544	186	186	186	186	...	186	...	2,785
Advanced Thermostat	11.0	185	0.558	104	104	104	104	...	104	...	1,139
Central AC	18.0	60	0.511	30	30	30	30	...	30	...	548
Ground Source Heat Pump	25.0	34	0.457	16	16	16	16	...	16	...	391
Energy Recovery Ventilator	15.0	0.3	0.800	0.3	0.3	0.3	0.3	...	0.3	...	4
2025 CPAS		9,387	0.541	5,081	5,081	5,081	5,081	...	5,081	...	80,793
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	15.9										

Table 93. 2025 Market Rate Midstream HVAC Channel Market Effects CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Central ASHP	16.0	824	0.357	294	294	294	294	...	294	...	4,705
Heat Pump Water Heater	15.0	545	0.357	194	194	194	194	...	194	...	2,916
Ductless Heat Pump	16.0	259	0.357	92	92	92	92	...	92	...	1,480
Advanced Thermostat	11.0	89	0.357	32	32	32	32	...	32	...	351
Central AC	18.0	16	0.357	6	6	6	6	...	6	...	106
2025 CPAS		1,733	0.357	619	619	619	619	...	619	...	9,557
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	15.4										

Table 94. 2025 Market Rate Home Efficiency Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Air Sealing	20.0	75	0.911	69	69	69	69	...	69	...	1,267
Attic Insulation	30.0	73	0.834	61	61	61	61	...	61	...	1,639
Crawlspace Insulation	30.0	36	0.834	30	30	30	30	...	30	...	819
Bathroom Exhaust Fan	19.0	20	0.811	16	16	16	16	...	16	...	312
Wall Insulation	30.0	14	0.817	11	11	11	11	...	11	...	313
Rim Joist Insulation	30.0	9	0.820	7	7	7	7	...	7	...	199
2025 CPAS		226	0.856	194	194	194	194	...	194	...	4,549
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	25.7										

3.4.6 CONCLUSIONS AND RECOMMENDATIONS

Based on the results of this evaluation, the evaluation team offers the following key findings and recommendations for the Market Rate Single Family Initiative.

- **Key Finding 1:** Midstream HVAC Channel market effects reflect a substantive impact of Channel activities beyond directly incentivized measures, and the availability of distributor-reported sales data in a standardized and relatively well-populated template effectively enables the continued estimation of market effects savings.
- **Recommendation:** The implementation team should continue to collect distributor data from participating distributors with an emphasis on gathering regular quarterly data from as many participating distributors as possible and ensuring data reliably indicates sale locations and equipment information to inform market effects analysis.

3.5 KITS INITIATIVES

This chapter presents the impact evaluation of AIC-distributed kits in 2025, including both dedicated kit distribution channels and those offered as components of other channels.

3.5.1 INITIATIVE DESCRIPTION

AIC formally operates three kit distribution channels as part of its portfolio: the School Kits and High School Innovation channels of the Direct Distribution Efficient Products (Direct Distribution) Initiative and the Community Kits Channel of the IQ Initiative. In addition, AIC offers the Home Energy Income Qualified (HEIQ) Community Engagement Kits, which was newly incorporated in 2025 for distribution at IQ Single Family Channel community events, as well as Mobile Home Kits distributed through the IQ Initiative’s MHAS Channel. The objectives of AIC’s Residential Kits Initiatives are to reach underserved communities, as well as low- to moderate-income customers with free energy-saving measures and educational materials designed to engage them in energy efficiency and give them immediate tools they can use to improve their quality of life.

3.5.2 INITIATIVE ANNUAL SAVINGS SUMMARY

Table 95 presents the Kits Initiatives’ annual savings achieved in 2025. The 2025 Kits Initiatives achieved 15,449 MWh, 2.12 MW, and 313,726 therms in verified net savings.

Table 95. 2025 Kits Initiative Annual Savings

Metric	Electric Energy Savings (MWh)	Electric Demand Savings (MW)	Gas Savings (Therms)
Ex Ante Gross Savings	15,449	2.12	314,403
Gross Realization Rate	100%	100%	100%
Verified Gross Savings	15,449	2.12	313,726
NTGR	1.000	1.000	1.000
Verified Net Savings	15,449	2.12	313,726

The implementation team calculates all per-kit savings outside of the tracking database and then transfers those values into tracking data, where they are multiplied by associated kit quantities to produce ex ante gross savings. This sometimes results in minor rounding differences between the implementation team’s measure-level calculations, per-kit savings, and ex ante values recorded in tracking data. For internal and historical consistency, the evaluation team calculates all verified kit savings using measure-level savings calculations at full precision (i.e., unrounded) and multiplies the results by the number of kits recorded in the tracking data.

3.5.3 SCHOOL KITS CHANNEL

CHANNEL DESCRIPTION

The Direct Distribution Initiative’s School Kits Channel provides school presentations, curriculum, in-class activities, and energy-saving kits to students in participating fifth-grade classrooms with a focus on underserved communities in AIC service territory. Specifically, the Channel serves schools where 50% or more of the student body is participating in free or reduced-price lunch programs, or that are in IQ-designated ZIP codes. By providing the kits in conjunction with energy conservation education in the classroom, AIC seeks to establish an interest in energy efficiency among participating

students and reduce energy use in their homes. The School Kits Channel is primarily implemented by the National Energy Foundation (NEF) as a subcontractor to Leidos. The NEF also partners with a team of Illinois-based educators to deliver school presentations. The School Kits Channel includes both Full School Kits delivered to schools in AIC’s dual-fuel (gas and electric) service territory as well as Joint Utility School Kits delivered to schools in the AIC and Nicor Gas shared service territory.

PARTICIPATION SUMMARY

In 2025, the School Kits Channel distributed 9,522 Full School Kits and conducted energy efficiency education with students at 153 individual schools in AIC’s dual-fuel (gas and electric) service territory. Channel implementation staff engaged a total of 386 teachers in the process of delivering Full School Kits. The Channel also distributed 1,112 Joint Utility School Kits and conducted energy efficiency education with students at 13 schools in AIC and Nicor’s shared service territory, engaging a total of 43 teachers in the process.

Table 96 summarizes 2025 School Kit Channel participation.

Table 96. 2025 School Kits Channel Participation

Measure Category	Unit Description	Per-Kit Quantity	Total Quantity
Full School Kits			
Specialty LED	Bulbs	4	38,088
Showerhead	Showerheads	1	9,522
Kitchen Faucet Aerator	Faucet aerators	1	9,522
Shower Timer	Shower timers	1	9,522
Pipe Insulation	Linear ft.	6	57,132
Advanced Power Strip (Tier 1)	Power strips	1	9,522
Weatherstripping	Linear ft.	17	161,874
Door Sweep	Door sweeps	1	9,522
Outlet Gaskets	Gaskets	10	95,220
Bathroom Faucet Aerator	Faucet aerators	1	9,522
Total Full School Kits	Kits	N/A	9,522
Joint Utility School Kits			
Specialty LED	Lamps	4	4,448
Showerhead	Showerheads	1	1,112
Kitchen Faucet Aerator	Faucet aerators	1	1,112
Shower Timer	Shower timers	1	1,112
Advanced Power Strip (Tier 1)	Power strips	6	1,112
Pipe Insulation	Linear ft.	1	6,672
Weatherstripping	Linear ft.	17	18,904
Door Sweep	Door sweeps	1	1,112
Outlet Gaskets	Gaskets	10	11,120
Bathroom Faucet Aerator	Faucet aerators	1	1,112
Total Joint Utility School Kits	Kits	N/A	1,112

SAVINGS DETAIL

Table 97 presents the ex ante, verified gross, and verified net electric energy savings achieved through the School Kits Channel in 2025.

Table 97. 2025 School Kits Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Full School Kits					
Specialty LED	N/A	N/A	1,959	1.000	1,959
Showerhead	N/A	N/A	1,916	1.000	1,916
Kitchen Faucet Aerator	N/A	N/A	1,416	1.000	1,416
Shower Timer	N/A	N/A	867	1.000	867
Pipe Insulation	N/A	N/A	532	1.000	532
Advanced Power Strip (Tier 1)	N/A	N/A	522	1.000	522
Weatherstripping	N/A	N/A	365	1.000	365
Door Sweep	N/A	N/A	333	1.000	333
Outlet Gaskets	N/A	N/A	210	1.000	210
Bathroom Faucet Aerator	N/A	N/A	173	1.000	173
Full School Kits Total	8,293	100%	8,293	1.000	8,293
Joint Utility School Kits					
Specialty LED	N/A	N/A	229	1.000	229
Showerhead	N/A	N/A	158	1.000	158
Kitchen Faucet Aerator	N/A	N/A	121	1.000	121
Shower Timer	N/A	N/A	74	1.000	74
Advanced Power Strip (Tier 1)	N/A	N/A	62	1.000	62
Pipe Insulation	N/A	N/A	43	1.000	43
Weatherstripping	N/A	N/A	31	1.000	31
Door Sweep	N/A	N/A	28	1.000	28
Outlet Gaskets	N/A	N/A	19	1.000	19
Bathroom Faucet Aerator	N/A	N/A	14	1.000	14
Joint Utility School Kits Total	778	100%	778	1.000	778

Note: The implementation team's measure-level calculations do not align with per-kit savings reflected in tracking data. As such, we cannot draw measure-specific comparisons between ex ante and verified savings.

Table 98 presents the ex ante, verified gross, and verified net electric demand savings achieved through the School Kits Channel in 2025.

Table 98. 2025 School Kits Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Full School Kits					
Specialty LED	N/A	N/A	0.23	1.000	0.23
Showerhead	N/A	N/A	0.18	1.000	0.18
Kitchen Faucet Aerator	N/A	N/A	0.25	1.000	0.25
Shower Timer	N/A	N/A	0.17	1.000	0.17
Pipe Insulation	N/A	N/A	0.06	1.000	0.06
Advanced Power Strip (Tier 1)	N/A	N/A	0.06	1.000	0.06
Weatherstripping	N/A	N/A	0.01	1.000	0.01
Door Sweep	N/A	N/A	0.02	1.000	0.02
Outlet Gaskets	N/A	N/A	0.04	1.000	0.04
Bathroom Faucet Aerator	N/A	N/A	0.18	1.000	0.18
Full School Kits Total	1.19	100%	1.19	1.000	1.19
Joint Utility School Kits					
Specialty LED	N/A	N/A	0.03	1.000	0.03
Showerhead	N/A	N/A	0.01	1.000	0.01
Kitchen Faucet Aerator	N/A	N/A	0.02	1.000	0.02
Shower Timer	N/A	N/A	0.01	1.000	0.01
Advanced Power Strip (Tier 1)	N/A	N/A	0.01	1.000	0.01
Pipe Insulation	N/A	N/A	0.01	1.000	0.01
Weatherstripping	N/A	N/A	<0.01	1.000	<0.01
Door Sweep	N/A	N/A	<0.01	1.000	<0.01
Outlet Gaskets	N/A	N/A	<0.01	1.000	<0.01
Bathroom Faucet Aerator	N/A	N/A	0.01	1.000	0.01
Joint Utility School Kits Total	0.11	100%	0.11	1.000	0.11

Note: The implementation team’s measure-level calculations do not align with per-kit savings reflected in tracking data. As such, we cannot draw measure-specific comparisons between ex ante and verified savings.

Table 99 presents the ex ante, verified gross, and verified net gas savings achieved through the School Kits Channel in 2025. AIC claims no gas savings for Joint Utility School Kits as they are claimable by Nicor Gas.

Table 99. 2025 School Kits Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Full School Kits					
Showerhead	N/A	N/A	68,136	1.000	68,136
Kitchen Faucet Aerator	N/A	N/A	49,235	1.000	49,235
Shower Timer	N/A	N/A	30,636	1.000	30,636
Pipe Insulation	N/A	N/A	19,452	1.000	19,452
Weatherstripping	N/A	N/A	17,183	1.000	17,183
Door Sweep	N/A	N/A	15,132	1.000	15,132
Outlet Gaskets	N/A	N/A	7,844	1.000	7,844
Bathroom Faucet Aerator	N/A	N/A	5,970	1.000	5,970
Full School Kits Total	213,578	100%	213,587	1.000	213,587

Note: The implementation team’s measure-level calculations do not align with per-kit savings reflected in tracking data. As such, we cannot draw measure-specific comparisons between ex ante and verified savings.

The evaluation team did not identify any discrepancies between overall ex ante and verified savings.

3.5.4 HIGH SCHOOL INNOVATION CHANNEL

CHANNEL DESCRIPTION

The Direct Distribution Initiative’s High School Innovation Channel aims to introduce high school students to advanced energy literacy education through curriculum contributions, in-class activities, and the distribution of energy-saving kits. The Channel serves schools where 50% or more of the student body participates in free or reduced-price lunch programs or that are in IQ-designated ZIP codes. Delivery of the Channel includes presentations targeting topics relating to science and math, including economics, chemistry, and biology classes. After each presentation, students receive take-home energy-saving kits. The High School Innovation Channel is primarily implemented by the NEF as a subcontractor to Leidos. The NEF also partners with a team of Illinois-based educators to deliver the school presentations. The High School Innovation Channel includes both standard High School Innovation Kits delivered to schools in AIC’s dual-fuel (gas and electric) service territory and Joint Utility High School Innovation Kits (newly introduced for 2025) delivered to schools in AIC and Nicor Gas shared service territory.

PARTICIPATION SUMMARY

In 2025, the High School Innovation Channel conducted energy efficiency education and distributed 3,009 energy-saving kits to students across 39 unique schools in AIC service territory. Channel implementation staff engaged a total of 58 teachers in the process of delivering High School Innovation Kits. The Channel also conducted energy efficiency education and distributed 380 energy-saving kits to students across six unique schools in AIC and Nicor Gas shared service territory (Joint Utility High School Innovation Kits), engaging a total of eight teachers in the process. In addition to the contents of the High School Innovation Kits, the corresponding Joint Utility High School Innovation Kits included door sweeps, shower timers, and kitchen faucet aerators. Table 100 summarizes 2025 High School Innovation Kits Channel participation.

Table 100. 2025 High School Innovation Kits Channel Participation

Measure Category	Unit Description	Per-Kit Quantity	Total Quantity
High School Innovation Kits			
Showerhead	Showerheads	1	3,009
Specialty LED	Bulbs	3	9,027
Pipe Insulation	Linear ft.	6	18,054
LED Desk Lamp	Desk lamps	1	3,009
Bathroom Faucet Aerator	Faucet aerators	1	3,009
Weatherstripping	Linear ft.	17	51,153
Outlet Gaskets	Gaskets	10	30,090
Total High School Innovation Kits	Kits	N/A	3,009
Joint Utility High School Innovation Kits			
Specialty LED	Bulbs	3	1,140
Showerhead	Showerheads	1	380
Kitchen Faucet Aerator	Faucet aerators	1	380
Shower Timer	Shower timers	1	380
LED Desk Lamp	Desk lamps	1	380
Pipe Insulation	Linear ft.	6	2,280
Weatherstripping	Linear ft.	17	6,460
Door Sweep	Door sweeps	1	380
Outlet Gaskets	Gaskets	10	3,800
Bathroom Faucet Aerator	Faucet aerators	1	380
Total Joint Utility High School Innovation Kits	Kits	N/A	380

SAVINGS DETAIL

Table 101 presents the ex ante, verified gross, and verified net electric energy savings achieved through the High School Innovation Channel in 2025.

Table 101. 2025 High School Innovation Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
High School Innovation Kits					
Showerhead	N/A	N/A	484	1.000	484
Specialty LED	N/A	N/A	465	1.000	465
Pipe Insulation	N/A	N/A	176	1.000	176
Weatherstripping	N/A	N/A	120	1.000	120
LED Desk Lamp	N/A	N/A	97	1.000	97
Outlet Gaskets	N/A	N/A	69	1.000	69
Bathroom Faucet Aerator	N/A	N/A	43	1.000	43
High School Innovation Kits Total	1,454	100%	1,454	1.000	1,454
Joint Utility High School Innovation Kits					
Specialty LED	N/A	N/A	59	1.000	59
Showerhead	N/A	N/A	54	1.000	54
Kitchen Faucet Aerator	N/A	N/A	41	1.000	41
Shower Timer	N/A	N/A	25	1.000	25
Pipe Insulation	N/A	N/A	15	1.000	15
LED Desk Lamp	N/A	N/A	12	1.000	12
Weatherstripping	N/A	N/A	10	1.000	10
Door Sweep	N/A	N/A	10	1.000	10
Outlet Gaskets	N/A	N/A	6	1.000	6
Bathroom Faucet Aerator	N/A	N/A	5	1.000	5
Joint Utility High School Innovation Kits Total	237	100%	237	1.000	237

Note: The implementation team's measure-level calculations do not align with per-kit savings reflected in tracking data. As such, we cannot draw measure-specific comparisons between ex ante and verified savings.

Table 102 presents the ex ante, verified gross, and verified net electric demand savings achieved through the High School Innovation Channel in 2025.

Table 102. 2025 High School Innovation Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
High School Innovation Kits					
Showerhead	N/A	N/A	0.05	1.000	0.05
Specialty LED	N/A	N/A	0.06	1.000	0.06
Pipe Insulation	N/A	N/A	0.02	1.000	0.02
Weatherstripping	N/A	N/A	<0.01	1.000	<0.01
LED Desk Lamp	N/A	N/A	0.02	1.000	0.02
Outlet Gaskets	N/A	N/A	0.01	1.000	0.01
Bathroom Faucet Aerator	N/A	N/A	0.05	1.000	0.05
High School Innovation Kits Total	0.20	100%	0.20	1.000	0.20
Joint Utility High School Innovation Kits					
Specialty LED	N/A	N/A	0.01	1.000	0.01
Showerhead	N/A	N/A	0.01	1.000	0.01
Kitchen Faucet Aerator	N/A	N/A	0.01	1.000	0.01
Shower Timer	N/A	N/A	0.01	1.000	0.01
Pipe Insulation	N/A	N/A	<0.01	1.000	<0.01
LED Desk Lamp	N/A	N/A	<0.01	1.000	<0.01
Weatherstripping	N/A	N/A	<0.01	1.000	<0.01
Door Sweep	N/A	N/A	<0.01	1.000	<0.01
Outlet Gaskets	N/A	N/A	<0.01	1.000	<0.01
Bathroom Faucet Aerator	N/A	N/A	0.01	1.000	0.01
Joint Utility High School Innovation Kits Total	0.03	100%	0.03	1.000	0.03

Note: The implementation team's measure-level calculations do not align with per-kit savings reflected in tracking data. As such, we cannot draw measure-specific comparisons between ex ante and verified savings.

Table 103 presents the ex ante, verified gross, and verified net gas savings achieved through the High School Innovation Channel in 2025. AIC claims no gas savings for Joint Utility High School Innovation Kits, as they are claimable by Nicor Gas.

Table 103. 2025 High School Innovation Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
High School Innovation Kits					
Showerhead	N/A	N/A	15,486	1.000	15,486
Pipe Insulation	N/A	N/A	5,810	1.000	5,810
Weatherstripping	N/A	N/A	5,154	1.000	5,154
Outlet Gaskets	N/A	N/A	2,353	1.000	2,353
Bathroom Faucet Aerator	N/A	N/A	1,343	1.000	1,343
High School Innovation Kits Total	30,150	100%	30,150	1.000	30,150

Note: The implementation team's measure-level calculations do not align with per-kit savings reflected in tracking data. As such, we cannot draw measure-specific comparisons between ex ante and verified savings.

The evaluation team did not identify any discrepancies between overall ex ante and verified savings.

3.5.5 IQ COMMUNITY KITS CHANNEL

CHANNEL DESCRIPTION

The IQ Initiative’s Community Kits Channel provides energy-saving kits and educational materials to AIC low-income customers at community events or following home visits conducted as part of the IQ Initiative.³⁷ The objective of the Channel is to deliver do-it-yourself, no-cost energy-saving measures to help improve the quality of life for customers and spark their interest in additional AIC energy efficiency offerings. The Channel is implemented by Resource Innovations and partners with CBOs to facilitate kit distribution.

PARTICIPATION SUMMARY

In 2025, the IQ Community Kits Channel distributed 4,500 energy-saving kits to AIC IQ customers. Table 104 summarizes the measures distributed through the Community Kits Channel in 2025.

Table 104. 2025 IQ Community Kits Channel Participation

Measure Category	Unit Description	Per-Kit Quantity	Total Quantity
Standard LED	Bulbs	6	27,000
Advanced Power Strip (Tier 1)	Power strips	1	4,500
Showerhead	Showerheads	2	9,000
Pipe Insulation	Linear ft.	12	54,000
Kitchen Faucet Aerator	Faucet aerators	1	4,500
Door Sweep	Door sweeps	1	4,500
Bathroom Faucet Aerator	Faucet aerators	2	9,000
Total	Kits	N/A	4,500

³⁷ Eligible low-income customers include those meeting any of the following requirements: household income 300% or less of the FPL, participation in the Low-Income Home Energy Assistance Program (LIHEAP), enrollment in bill-pay assistance, or application via designated community partners.

SAVINGS DETAIL

Table 105 presents the ex ante, verified gross, and verified net electric energy savings achieved through the IQ Community Kits Channel in 2025.

Table 105. 2025 IQ Community Kits Channel Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Standard LED	979	100%	979	1.000	979
Advanced Power Strip (Tier 1)	389	100%	389	1.000	389
Showerhead	374	100%	374	1.000	374
Pipe Insulation	276	100%	276	1.000	276
Kitchen Faucet Aerator	153	100%	153	1.000	153
Door Sweep	88	100%	88	1.000	88
Bathroom Faucet Aerator	37	100%	37	1.000	37
Total	2,296	100%	2,296	1.000	2,296

Table 106 presents the ex ante, verified gross, and verified net electric demand savings achieved through the IQ Community Kits Channel in 2025.

Table 106. 2025 IQ Community Kits Channel Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Standard LED	0.12	100%	0.12	1.000	0.12
Advanced Power Strip (Tier 1)	0.04	100%	0.04	1.000	0.04
Showerhead	0.03	100%	0.03	1.000	0.03
Pipe Insulation	0.03	100%	0.03	1.000	0.03
Kitchen Faucet Aerator	0.02	100%	0.02	1.000	0.02
Door Sweep	0.01	100%	0.01	1.000	0.01
Bathroom Faucet Aerator	0.04	100%	0.04	1.000	0.04
Total	0.30	100%	0.30	1.000	0.30

Table 107 presents the ex ante, verified gross, and verified net gas savings achieved through the IQ Community Kits Channel in 2025.

Table 107. 2025 IQ Community Kits Channel Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Showerhead	26,318	99%	26,059	1.000	26,059
Pipe Insulation	22,014	99%	21,802	1.000	21,802
Kitchen Faucet Aerator	10,406	99%	10,300	1.000	10,300
Door Sweep	8,074	99%	7,996	1.000	7,996
Bathroom Faucet Aerator	2,504	99%	2,479	1.000	2,479
Total	69,316	99%	68,635	1.000	68,635

Discrepancy Explanations

We discuss discrepancies between ex ante claims and the verified analysis below.

- The total (kit-level) gross realization rate is 99% for gas savings. Because ex ante savings are assigned at the kit level in tracking data, this discrepancy applies uniformly across all measure categories with gas savings.
- In 1% of cases (n=29), the evaluation team assigned zero gas savings where the tracking data indicated the participant was not an AIC gas customer, whereas the implementation team assigned non-zero gas savings, resulting in lower verified gas savings.

3.5.6 HEIQ COMMUNITY ENGAGEMENT KITS

CHANNEL DESCRIPTION

As part of the IQ Single Family Channel, AIC distributed HEIQ Community Engagement Kits to AIC IQ customers during AIC-sponsored community events. AIC introduced HEIQ Community Engagement Kits as a new offering for 2025.

PARTICIPATION SUMMARY

In 2025, the IQ Single Family Channel distributed 4,000 HEIQ Community Engagement Kits during AIC-sponsored community events. Table 108 summarizes the measures included in each kit.

Table 108. 2025 HEIQ Community Engagement Kits Channel Participation

Measure Category	Unit Description	Per-Kit Quantity	Total Quantity
Standard LED	Bulbs	10	40,000
Specialty LED	Bulbs	4	16,000
Smart Sockets	Smart Sockets	1	4,000
Total HEIQ Community Kits	Kits	N/A	4,000

SAVINGS DETAIL

Table 109 presents the ex ante, verified gross, and verified net electric energy savings achieved through HEIQ Community Engagement Kits in 2025.

Table 109. 2025 HEIQ Community Engagement Kits Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Standard LED	1,540	100%	1,540	1.000	1,540
Specialty LED	571	100%	571	1.000	571
Smart Socket	183	100%	183	1.000	183
Total	2,295	100%	2,295	1.000	2,295

Table 110 presents the ex ante, verified gross, and verified net electric demand savings achieved through HEIQ Community Engagement Kits in 2025.

Table 110. 2025 HEIQ Community Engagement Kits Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Standard LED	0.19	100%	0.19	1.000	0.19
Specialty LED	0.07	100%	0.07	1.000	0.07
Smart Socket	0.03	100%	0.03	1.000	0.03
Total	0.28	100%	0.28	1.000	0.28

The evaluation team did not identify any discrepancies between ex ante and verified savings.

3.5.7 MOBILE HOME KITS

CHANNEL DESCRIPTION

The IQ Initiative’s MHAS Channel delivers various weatherization and HVAC upgrades to IQ customers living in mobile homes. As part of the MHAS Channel, participants receive energy-saving kits, as detailed in Section 3.2.7.

PARTICIPATION SUMMARY

In 2025, the MHAS Channel distributed 151 mobile home kits. Each kit included 12 standard LED bulbs, an advanced power strip, and several water-saving measures. Table 111 summarizes the contents of each kit distributed as part of the MHAS Channel.

Table 111. 2025 Mobile Home Kits Participation

Measure Category	Unit Description	Per-Kit Quantity	Total Quantity
Standard LED	Bulbs	12	1,812
Advanced Power Strip (Tier 1)	Power strips	1	151
Showerhead	Showerheads	1	151
Kitchen Faucet Aerator	Faucet aerators	1	151
Thermostatic Shower Valve	Shower valves	1	151
Bathroom Faucet Aerator	Faucet aerators	1	151
Total Mobile Home Kits	Kits	N/A	151

SAVINGS DETAIL

Table 112 presents the ex ante, verified gross, and verified net electric energy savings achieved through mobile home kits in 2025.

Table 112. 2025 Mobile Home Kits Electric Energy Savings by Measure

Measure Category	Ex Ante Gross Savings (MWh)	Gross Realization Rate	Verified Gross Savings (MWh)	NTGR	Verified Net Savings (MWh)
Standard LED	67	100%	67	1.000	67
Advanced Power Strip (Tier 1)	13	100%	13	1.000	13
Showerhead	8	100%	8	1.000	8
Kitchen Faucet Aerator	5	100%	5	1.000	5
Thermostatic Shower Valve	2	100%	2	1.000	2
Bathroom Faucet Aerator	1	100%	1	1.000	1
Total	97	100%	97	1.000	97

Table 113 presents the ex ante, verified gross, and verified net electric demand savings achieved through mobile home kits in 2025.

Table 113. 2025 Mobile Home Kits Electric Demand Savings by Measure

Measure Category	Ex Ante Gross Savings (MW)	Gross Realization Rate	Verified Gross Savings (MW)	NTGR	Verified Net Savings (MW)
Standard LED	0.01	100%	0.01	1.000	0.01
Advanced Power Strip (Tier 1)	<0.01	100%	<0.01	1.000	<0.01
Showerhead	<0.01	100%	<0.01	1.000	<0.01
Kitchen Faucet Aerator	<0.01	100%	<0.01	1.000	<0.01
Thermostatic Shower Valve	<0.01	96%	<0.01	1.000	<0.01
Bathroom Faucet Aerator	<0.01	59%	<0.01	1.000	<0.01
Total	0.01	96%	0.01	1.000	0.01

Table 114 presents the ex ante, verified gross, and verified net gas savings achieved through mobile home kits in 2025.

Table 114. 2025 Mobile Home Kits Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Showerhead	702	100%	702	1.000	702
Kitchen Faucet Aerator	427	100%	427	1.000	427
Thermostatic Shower Valve	141	100%	141	1.000	141
Bathroom Faucet Aerator	88	100%	88	1.000	88
Total	1,358	100%	1,358	1.000	1,358

Discrepancy Explanations

We discuss discrepancies between ex ante claims and the verified analysis below.

- Thermostatic Shower Valve (2% of energy savings, 1% of demand savings, and 10% of gas savings): The gross realization rate for Thermostatic Shower Valves was 100% for kWh, 96% for kW, and 100% for therms.
- In 100% of cases (n=151), the evaluation team applied Hours recommended by the IL-TRM V13.0 for single family application (in the absence of recommendations specific to mobile homes), whereas the implementation team applied the full load cooling hours recommended by the IL-TRM V13.0 when home type is unknown (reflecting a blended average of values for single family and multifamily applications), resulting in lower verified demand savings.
- Bathroom Faucet Aerator (1% of energy savings, 9% of demand savings, and 7% of gas savings): The gross realization rate for Bathroom Faucet Aerators was 100% for kWh, 59% for kW, and 100% for therms.
- In 100% of cases (n=151), the evaluation team calculated Hours using the faucets per household (FPH) value recommended by the IL-TRM V13.0 for mobile home application, whereas the implementation team calculated hours using the FPH value recommended for single family homes, resulting in lower verified demand savings.

3.5.8 CUMULATIVE PERSISTING ANNUAL SAVINGS

Table 115 summarizes CPAS and WAML for the 2025 Kits Initiatives by channel or kit. The WAML for the Initiative is 9.5 years. CPAS and WAML for each channel or kit at a measure level are presented in Table 116 through Table 122 below.

Table 115. 2025 Kits Initiatives CPAS and WAML

Channel/Kits	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2031	...	
Full School Kit	9.7	8,293	1.000	8,293	8,293	7,426	7,426	...	7,426	...	80,663
Joint Utility School Kit	9.5	778	1.000	778	778	704	704	...	704	...	7,410
High School Innovation Kit	10.8	1,454	1.000	1,454	1,454	1,454	1,454	...	1,454	...	15,656
Joint Utility High School Innovation Kit	9.8	237	1.000	237	237	212	212	...	212	...	2,326
IQ Community Kit	9.3	2,296	1.000	2,296	2,296	2,296	2,296	...	2,296	...	21,260
HEIQ Community Engagement Kit	7.9	2,295	1.000	2,295	2,295	2,295	2,295	...	2,295	...	18,174
Mobile Home Kit	8.2	97	1.000	97	97	97	97	...	97	...	795
2025 CPAS		15,449	1.000	15,449	15,449	14,484	14,484	...	14,484	...	146,284
Expiring 2025 CPAS				0	0	966	0	...	0	...	
Expired 2025 CPAS				0	0	966	966	...	966	...	
WAML	9.5										

Table 116. 2025 Kits Initiatives – Full School Kits Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Specialty LED	8.0	1,959	1.000	1,959	1,959	1,959	1,959	...	1,959	...	15,669
Showerhead	10.0	1,916	1.000	1,916	1,916	1,916	1,916	...	1,916	...	19,162
Kitchen Faucet Aerator	10.0	1,416	1.000	1,416	1,416	1,416	1,416	...	1,416	...	14,156
Shower Timer	2.0	867	1.000	867	867	0	0	...	0	...	1,734
Pipe Insulation	12.0	532	1.000	532	532	532	532	...	532	...	6,385
Advanced Power Strip (Tier 1)	7.0	522	1.000	522	522	522	522	...	522	...	3,652
Weatherstripping	20.0	365	1.000	365	365	365	365	...	165	...	7,303
Door Sweep	20.0	333	1.000	333	333	333	333	...	333	...	6,666
Outlet Gaskets	20.0	210	1.000	210	210	210	210	...	210	...	4,206
Bathroom Faucet Aerator	10.0	173	1.000	173	173	173	173	...	173	...	1,730
2025 CPAS		8,293	1.000	8,293	8,293	7,426	7,426	...	7,426	...	80,663
Expiring 2025 CPAS				0	0	867	0	...	0	...	
Expired 2025 CPAS				0	0	867	867	...	867	...	
WAML	9.7										

Table 117. 2025 Kits Initiatives – Joint Utility School Kits Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Specialty LED	8.0	229	1.000	229	229	229	229	...	229	...	1,833
Showerhead	10.0	158	1.000	158	158	158	158	...	158	...	1,580
Kitchen Faucet Aerator	10.0	121	1.000	121	121	121	121	...	121	...	1,208
Shower Timer	2.0	74	1.000	74	74	0	0	...	0	...	147
Advanced Power Strip (Tier 1)	7.0	62	1.000	62	62	62	62	...	62	...	433
Pipe Insulation	12.0	43	1.000	43	43	43	43	...	43	...	514
Weatherstripping	20.0	31	1.000	31	31	31	31	...	31	...	613
Door Sweep	20.0	28	1.000	28	28	28	28	...	28	...	565
Outlet Gaskets	20.0	19	1.000	19	19	19	19	...	19	...	376
Bathroom Faucet Aerator	10.0	14	1.000	14	14	14	14	...	14	...	141
2025 CPAS		778	1.000	778	778	704	704	...	704	...	7,410
Expiring 2025 CPAS				0	0	74	0	...	0	...	
Expired 2025 CPAS				0	0	74	74	...	74	...	
WAML	9.5										

Table 118. 2025 Kits Initiatives – High School Innovation Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Showerhead	10.0	484	1.000	484	484	484	484	...	484	...	4,842
Specialty LED	8.0	465	1.000	465	465	465	465	...	465	...	3,717
Pipe Insulation	12.0	176	1.000	176	176	176	176	...	176	...	2,112
Weatherstripping	20.0	120	1.000	120	120	120	120	...	120	...	2,405
LED Desk Lamp	8.0	97	1.000	97	97	97	97	...	97	...	774
Outlet Gaskets	20.0	69	1.000	69	69	69	69	...	69	...	1,374
Bathroom Faucet Aerator	10.0	43	1.000	43	43	43	43	...	43	...	432
2025 CPAS		1,454	1.000	1,454	1,454	1,454	1,454	...	1,454	...	15,656
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	10.8										

Table 119. 2025 Kits Initiatives – Joint Utility High School Innovation Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Specialty LED	8.0	59	1.000	59	59	59	59	...	59	...	470
Showerhead	10.0	54	1.000	54	54	54	54	...	54	...	540
Kitchen Faucet Aerator	10.0	41	1.000	41	41	41	41	...	41	...	413
Shower Timer	2.0	25	1.000	25	25	0	0	...	0	...	50
Pipe Insulation	12.0	15	1.000	14.6	14.6	14.6	14.6	...	14.6	...	176
LED Desk Lamp	8.0	12	1.000	12.2	12.2	12.2	12.2	...	12.2	...	98
Weatherstripping	20.0	10	1.000	10.5	10.5	10.5	10.5	...	10.5	...	209
Door Sweep	20.0	10	1.000	9.7	9.7	9.7	9.7	...	9.7	...	193
Outlet Gaskets	20.0	6	1.000	6.4	6.4	6.4	6.4	...	6.4	...	128
Bathroom Faucet Aerator	10.0	5	1.000	4.8	4.8	4.8	4.8	...	4.8	...	48
2025 CPAS		237	1.000	237	237	212	212	...	212	...	2,326
Expiring 2025 CPAS				0	0	25	0	...	0	...	
Expired 2025 CPAS				0	0	25	25	...	25	...	
WAML	9.8										

Table 120. 2025 Kits Initiatives – IQ Community Kits Channel CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Standard LED	8.0	979	1.000	979	979	979	979	...	979	...	7,832
Advanced Power Strip (Tier 1)	7.0	389	1.000	389	389	389	389	...	389	...	2,721
Showerhead	10.0	374	1.000	374	374	374	374	...	374	...	3,743
Pipe Insulation	12.0	276	1.000	276	276	276	276	...	276	...	3,311
Kitchen Faucet Aerator	10.0	153	1.000	153	153	153	153	...	153	...	1,527
Door Sweep	20.0	88	1.000	88	88	88	88	...	88	...	1,752
Bathroom Faucet Aerator	10.0	37	1.000	37	37	37	37	...	37	...	375
2025 CPAS		2,296	1.000	2,296	2,296	2,296	2,296	...	2,296	...	21,260
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	9.3										

Table 121. 2025 Kits Initiatives – HEIQ Community Engagement Kits CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2030	...	
Standard LED	8.0	1,540	1.000	1,540	1,540	1,540	1,540	...	1,540	...	12,320
Specialty LED	8.0	571	1.000	571	571	571	571	...	571	...	4,570
Smart Socket	7.0	183	1.000	183	183	183	183	...	183	...	1,284
2025 CPAS		2,295	1.000	2,295	2,295	2,295	2,295	...	2,295	...	18,174
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	7.9										

Table 122. 2025 Kits Initiatives – Mobile Home Kits CPAS and WAML

Measure	Measure Life	Annual Verified Gross Savings (MWh)	NTGR	CPAS – Verified Net Savings (MWh)							Lifetime Savings (MWh)
				2025	2026	2027	2028	...	2031	...	
Standard LED	8.0	67	1.000	67	67	67	67	...	67	...	536
Advanced Power Strip (Tier 1)	7.0	13	1.000	13	13	13	13	...	13	...	93
Showerhead	10.0	8	1.000	8	8	8	8	...	8	...	84
Kitchen Faucet Aerator	10.0	5	1.000	5	5	5	5	...	5	...	53
Thermostatic Shower Valve	10.0	2	1.000	2	2	2	2	...	2	...	17
Bathroom Faucet Aerator	10.0	1	1.000	1	1	1	1	...	1	...	11
2025 CPAS		97	1.000	97	97	97	97	...	97	...	795
Expiring 2025 CPAS				0	0	0	0	...	0	...	
Expired 2025 CPAS				0	0	0	0	...	0	...	
WAML	8.2										

3.5.9 CONCLUSIONS AND RECOMMENDATIONS

Based on the results of this evaluation, the evaluation team offers the following key findings and recommendations for the Kits Initiatives moving forward.

- **Key Finding 1:** For the School Kits Channel and High School Innovation Channel, the implementation team's supplemental measure-level calculations meant to inform per-kit savings values did not align with per-kit savings reflected in tracking data, which prevented the evaluation team from making meaningful measure-specific comparisons between ex ante and verified savings. Thankfully, per-kit savings included in tracking data generally aligned with verified savings, making measure-specific comparisons less critical.
 - Recommendation: Ensure alignment between supplemental measure-level ex ante calculations and per-kit ex ante savings included in tracking data to allow for detailed feedback regarding any discrepancies between ex ante and verified savings.
- **Key Finding 2:** For IQ Community Kits, the implementation team included ex ante per-kit gas savings for a small number of records (1%, n=29) where tracking data indicated the participant was not an AIC gas customer.
 - Recommendation: The evaluation team recommends ensuring tracking data consistently excludes gas savings for participants who do not receive gas service from AIC (and conversely, ensure tracking data accurately identifies whether participants receive AIC electric and/or gas service gas to support accurate assignment of both ex ante and verified savings.
- **Key Finding 3:** For Mobile Home Kit bathroom faucet aerators and thermostatic shower valves, the implementation team applied Hours assumptions reflective of IL-TRM V13.0 recommendations for home types not best suited for mobile home applications.
 - Recommendation: The evaluation team recommends applying IL-TRM-recommended mobile home assumptions where available for products distributed to customers residing in mobile homes. For thermostatic shower valves (and other measures where mobile home assumptions are not explicitly provided by the IL-TRM), single family values should serve as the standardized alternative, given mobile home characteristics align better with single family homes than multifamily buildings.

APPENDIX A. IMPACT ANALYSIS METHODOLOGY

RETAIL PRODUCTS INITIATIVE

GROSS IMPACT METHODOLOGY

The evaluation team calculated verified savings for the Retail Products Initiative by applying savings algorithms from the IL-TRM V13.0 to known information from tracking data. We leveraged the wide range of measure specifications and participant information (e.g., LED wattage, bulb type, heating and cooling equipment type) from tracking data to inform savings assumptions. For parameters not informed by information from tracking data, the evaluation team relied on default recommendations from the IL-TRM V13.0. Table 123 lists the measures in the Retail Products Initiative, their corresponding IL-TRM entry, and whether or not TRM errata applied to the measure in the 2025 evaluation.

Table 123. 2025 Retail Products Initiative Measures Evaluated

IL-TRM Measure Name	IL-TRM Measure	Errata Applied?
ENERGY STAR Air Purifier/Cleaner	5.1.1	No
ENERGY STAR Clothes Washers	5.1.2	No
ENERGY STAR Dehumidifier	5.1.3	No
ENERGY STAR Dishwasher	5.1.4	No
ENERGY STAR Freezer	5.1.5	No
ENERGY STAR and CEE Tier 2 Refrigerator	5.1.6	No
ENERGY STAR Room AC	5.1.7	No
ENERGY STAR Clothes Dryer	5.1.10	No
ENERGY STAR Water Coolers	5.1.11	No
Advanced Power Strip (Tier 1)	5.2.1	No
Smart Sockets	5.2.4	No
ENERGY STAR Ceiling Fan	5.3.15	No
Advanced Thermostats	5.3.16	No
High Efficiency Bathroom Exhaust Fan	5.3.9	No
Domestic Hot Water Pipe Insulation	5.4.1	No
Gas Water Heater	5.4.2	No
Heat Pump Water Heaters	5.4.3	No
Low Flow Faucet Aerators	5.4.4	No
Low Flow Showerheads	5.4.5	No
LED Specialty Lamps	5.5.6 & 4.5.4	No
LED Screw Based Omnidirectional Bulbs	5.5.8 & 4.5.4	No
LED Fixtures	5.5.9 & 4.5.4	No
LED Nightlights	5.5.11	No
Connected LED Lamps	5.5.12 & 5.5.6 & 5.5.8	No
EISA Exempt LED Lighting	5.5.13	No
Air Sealing	5.6.1	No
High Efficiency Pool Pumps	5.7.1	No
Level 2 EV Charger	5.7.3	No

MEASURE LIVES AND CUMULATIVE PERSISTING ANNUAL SAVINGS

The evaluation team calculated CPAS by applying measure lives, baseline shifts, and mid-life adjustments from the IL-TRM V13.0.

NET IMPACT METHODOLOGY

The evaluation team applied SAG-approved NTGRs to verified gross savings to calculate verified net savings. NTGRs vary depending on whether sales are assumed to reach market rate or IQ customers. Because the Retail Products Initiative does not verify customer income, we estimate the IQ allocation using a consistent methodology and apply NTGRs accordingly.

- For POS Channel EISA non-exempt LED lighting, IQ allocations are deemed 100% by the IL-TRM V13.0 for retail stores included on the SAG-approved IQ Store List of store locations nearest to a community with a zip code where at least 65% of family households have an income equal to or less than 299% of the FPL for their household size.
- For POS Channel non-lighting (and EISA-exempt lighting), IQ allocations are based on United States Census Bureau American Community Survey data for all census tracts within a 10-mile radius of each store location. Each participating store location has an assigned percentage representing its expected incidence of IQ customers and, by extension, the expected portion of sales going to IQ customers. This approach does not apply to sales from thrift stores, for which IQ allocation is deemed at 100% in the absence of adequate research, but with the understanding that these types of retailers tend to attract a higher proportion of IQ customers than other retail channels.
- For Downstream Rebate and Online Marketplace offerings, tracking data included customer addresses from rebate applications, allowing for assignment of IQ allocations based on individual participant ZIP codes. These IQ allocations use household-level American Community Survey data to calculate the incidence of IQ customers in each ZIP code in AIC's service territory. The evaluation team used these ZIP code-based IQ allocations to estimate the portion of purchases made by IQ participants based on the incidence of IQ customers in each ZIP code.

Table 124 outlines the SAG-approved NTGR values applied to verified gross savings to calculate verified net savings.

Table 124. 2025 SAG-Approved Retail Products Initiative NTGRs

Measure Category	IQ NTGR	Market Rate NTGR
Advanced Thermostat (Cooling)	1.000	0.865
Advanced Thermostat (Heating)	1.000	0.945
Air Purifiers (Downstream and In-Store)	1.000	0.590
Air Purifiers (Online Marketplace)	1.000	0.800
Bathroom Vent Fans	1.000	0.645
Clothes Washers	1.000	0.518
Dehumidifiers	1.000	0.690
ENERGY STAR Clothes Dryer	1.000	0.541
ENERGY STAR Dishwasher	1.000	0.800
ENERGY STAR Room AC	1.000	0.705
Faucet Aerator	1.000	1.025
Freezers	1.000	0.566
Heat Pump Water Heater	1.000	0.800
LED Lighting ^a	1.000	0.690
Pipe Insulation	1.000	0.800
Pool Pumps	1.000	0.785
Refrigerators	1.000	0.498
Showerhead	1.000	1.025
Showerhead Kits	1.000	1.025
Smart Sockets	1.000	0.800
Advanced Power Strips (Tier 1)	1.000	0.795
Advanced Power Strips (Tier 2)	1.000	0.800
Wall Plate Gasket	1.000	0.800
Water Dispensers	1.000	0.655
Weatherstripping	1.000	0.800

^a For LED lighting, the market rate NTGR is applied for all sales occurring at Big Box, DIY, or Warehouse retailers, regardless of IQ designation.

INCOME QUALIFIED INITIATIVE – SINGLE FAMILY OFFERINGS

GROSS IMPACT METHODOLOGY

The evaluation team calculated verified savings for the IQ Initiative Single Family Offerings by applying savings algorithms from the IL-TRM V13.0. The team leveraged initiative tracking data such as primary heating and cooling type, the delivery mechanism (e.g., DI, leave-behind), LED wattage, LED lamp type, project location (e.g., for weather-dependent variables), and installed measure location (e.g., for faucet aerators) to inform savings assumptions. For variables outside these parameters, the evaluation team typically relied on defaults from the IL-TRM V13.0.

Table 125 lists the measures in the IQ Initiative Single Family Offerings, their corresponding IL-TRM entry, and whether TRM errata were applied to the measure in the 2025 evaluation.

Table 125. 2025 Income Qualified Initiative – Single Family Offerings Measures Evaluated

IL-TRM Measure Name	IL-TRM Measure	Errata Applied?
Package Terminal Air Conditioner (PTAC) and Package Terminal Heat Pump (PTHP)	4.4.13	No errata present
ENERGY STAR Air Purifier/Cleaner	5.1.1	No errata present
ENERGY STAR Room AC	5.1.7	No errata present
Advanced Power Strip (Tier 1)	5.2.1	No errata present
Smart Sockets	5.2.4	No errata present
ASHP (Central and Ductless)	5.3.1	No errata present
Central AC	5.3.3	No errata present
Duct Insulation and Sealing	5.3.4	No errata present
Furnace Blower Motor	5.3.5	No errata present
Gas High Efficiency Boiler	5.3.6	No errata present
Gas High Efficiency Furnace	5.3.7	No errata present
High Efficiency Bathroom Exhaust Fan	5.3.9	No errata present
Advanced Thermostats	5.3.16	No errata present
Gas High Efficiency Combination Boiler	5.3.17	No errata present
High Efficiency Kitchen Exhaust Fans	5.3.22	No errata present
Domestic Hot Water Pipe Insulation	5.4.1	No errata present
Gas Water Heater	5.4.2	No errata present
Heat Pump Water Heaters	5.4.3	No errata present
Low Flow Faucet Aerators	5.4.4	No errata present
Low Flow Showerheads	5.4.5	No errata present
LED Specialty Lamps	5.5.6	No errata present
LED Screw Based Omnidirectional Bulbs	5.5.8	No errata present
LED Fixtures	5.5.9	No errata present
Connected LEDs	5.5.11	Yes
Air Sealing	5.6.1	No errata present
Basement Sidewall Insulation	5.6.2	No errata present
Floor Insulation Above Crawlspace	5.6.3	Yes
Wall Insulation	5.6.4	No errata present
Ceiling/Attic Insulation	5.6.5	No errata present
Rim/Band Joist Insulation	5.6.6	No errata present
Tree Planting	5.7.5	No errata present

(B-27) ELECTRIFICATION

As detailed in Section 3.2.10, AIC claimed savings for a limited number of electrification measures in 2025. These savings were calculated in accordance with the IL-TRM V13.0, Illinois statute (specifically 220 ILCS 5/8-103B subsection b-27), and the Policy Manual (Sections 11.3, 12.1, and 12.3). The savings presented in the body of this report are those AIC will claim against its goals. Actual energy impacts from electrification measures for use in cost-effectiveness testing are presented in Appendix B. Additional details around electrification project impacts, including average “at-the-meter” fossil fuel savings and electric consumption increases, are provided in the *AIC 2025 Integrated Impact Evaluation Report*.

MEASURE LIVES AND CUMULATIVE PERSISTING ANNUAL SAVINGS

The evaluation team calculated CPAS by applying measure lives, baseline shifts, and mid-life adjustments from the IL-TRM V13.0.

NET IMPACT METHODOLOGY

The evaluation team applied SAG-approved 2025 NTGRs of 1.000 to verified gross savings to calculate verified net savings for IQ-targeted offerings.

MULTIFAMILY INITIATIVES

GROSS IMPACT METHODOLOGY

The evaluation team calculated verified savings for the Multifamily Initiatives by applying savings algorithms from the IL-TRM V13.0. The team leveraged initiative tracking data, including primary heating and cooling type, the delivery mechanism (e.g., DI, leave-behind), LED wattage, LED lamp type, project location (e.g., for weather-dependent variables), and installed measure location (e.g., for faucet aerators) to inform savings assumptions. For variables outside these parameters, the evaluation team typically relied on defaults from the IL-TRM V13.0.

Table 126 lists the measures in the Multifamily Initiatives, their corresponding IL-TRM entry, and whether TRM errata applied to the measure in the 2025 evaluation.

Table 126. 2025 Multifamily Initiative Measures Evaluated

Channel	IL-TRM Measure Name	IL-TRM Measure	Errata Applied?
IQ Multifamily	LED Bulbs and Fixtures	4.5.4	No
	Advanced Power Strip (Tier 1)	5.2.1	No
	ASHP (Central and Ductless)	5.3.1	No
	Advanced Thermostats	5.3.16	No
	Domestic Hot Water Pipe Insulation	5.4.1	No
	Low Flow Faucet Aerators	5.4.4	No
	Low Flow Showerheads	5.4.5	No
	Thermostatic Restrictor Shower Valve	5.4.8	No
	LED Specialty Lamps	5.5.6	No
	LED Screw Based Omnidirectional Bulbs	5.5.8	No
	Air Sealing	5.6.1	No
	Basement Sidewall Insulation	5.6.2	No
	Wall Insulation	5.6.4	No
	Ceiling/Attic Insulation	5.6.5	No
	Rim/Band Joist Insulation	5.6.6	No
	Low-E Storm Window	5.6.7	No
Market Rate Multifamily	Advanced Power Strip (Tier 1)	5.2.1	No
	ASHP (Central and Ductless)	5.3.1	No
	Advanced Thermostats	5.3.16	No
	Domestic Hot Water Pipe Insulation	5.4.1	No
	Low Flow Faucet Aerators	5.4.4	No
	Low Flow Showerheads	5.4.5	No
	Thermostatic Restrictor Shower Valve	5.4.8	No
	Air Sealing	5.6.1	No
Public Housing	Advanced Power Strip (Tier 1)	5.2.1	No
	ASHP (Central and Ductless)	5.3.1	No
	Advanced Thermostats	5.3.16	No
	Domestic Hot Water Pipe Insulation	5.4.1	No
	Low Flow Faucet Aerators	5.4.4	No
	Low Flow Showerheads	5.4.5	No
	Thermostatic Restrictor Shower Valve	5.4.8	No
	LED Screw Based Omnidirectional Bulbs	5.5.8	No
	Air Sealing	5.6.1	No
	Ceiling/Attic Insulation	5.6.5	No

MEASURE LIVES AND CUMULATIVE PERSISTING ANNUAL SAVINGS

The evaluation team applied measure lives, baseline shifts, and mid-life adjustments from the IL-TRM V13.0 to calculate CPAS.

NET IMPACT METHODOLOGY

The evaluation team applied SAG-approved 2025 NTGRs to the verified gross savings to calculate verified net savings. For customers in ZIP codes identified as Disadvantaged Areas, the evaluation team applied electric and gas NTGRs of 1.000, per Illinois Policy Manual guidance detailed in Section 2.3.1. Table 127 outlines the SAG-approved NTGR values applied to verified gross savings to calculate verified net savings.

Table 127. 2025 SAG-Approved Multifamily Initiatives NTGRs

Channel	Measure Category	Electric NTGR	Gas NTGR
IQ Multifamily	All Measures	1.000	1.000
Public Housing	All Measures	1.000	1.000
Market Rate Multifamily	Advanced Power Strip (Tier 1)	0.980	N/A
	Central ASHP	0.800	0.800
	Advanced Thermostat	1.000	1.000
	Pipe Insulation	0.794	1.000
	Bathroom Faucet Aerator	1.004	1.000
	Kitchen Faucet Aerator	1.004	1.000
	Showerhead	1.004	1.000
	Restrictor Shower Valve	0.800	0.800
	Wall Plate Gasket	0.861	1.000
	Door Sweep	0.861	1.000

MARKET RATE SINGLE FAMILY INITIATIVE

GROSS IMPACT METHODOLOGY

The evaluation team calculated verified savings for the Market Rate Single Family Initiative by applying savings algorithms from the IL-TRM V13.0. The team relied on tracking data where possible to inform home characteristics, existing equipment, and measure specifications. For details not informed by tracking data, the evaluation team applied values recommended by the IL-TRM V13.0. Table 128 lists the measure categories delivered by the Market Rate Single Family Initiative, their corresponding IL-TRM entry, and whether TRM errata were applied to the measure in the 2025 evaluation.

Table 128. 2025 Market Rate Single Family Initiative Measures Evaluated

Channel	IL-TRM Measure Name	IL-TRM Measure	Errata Applied?
Midstream HVAC	Central ASHP	5.3.1	No
	Ductless Heat Pumps	5.3.1	No
	Central AC	5.3.3	No
	Heat Pump Water Heaters	5.4.3	No
	Advanced Thermostats	5.3.16	No
	Gas High Efficiency Furnace	5.3.7	No
Home Efficiency	Duct Sealing	5.3.4	No
	High Efficiency Bathroom Exhaust Fan	5.3.9	No
	Air Sealing	5.6.1	No
	Basement Sidewall Insulation	5.6.2	No
	Wall Insulation	5.6.4	No
	Ceiling/Attic Insulation	5.6.5	No
	Rim/Band Joist Insulation	5.6.6	No

MEASURE LIVES AND CUMULATIVE PERSISTING ANNUAL SAVINGS

The evaluation team applied measure lives, baseline shifts, and mid-life adjustments from the IL-TRM V13.0 to calculate CPAS.

NET IMPACT METHODOLOGY

The evaluation team applied SAG-approved 2025 NTGRs to the verified gross savings to calculate verified net savings. For customers in ZIP codes identified as Disadvantaged Areas, the evaluation team applied electric and gas NTGRs of 1.000, per Illinois Policy Manual guidance detailed in Section 2.3.1. Table 129 outlines the SAG-approved NTGR values applied to verified gross savings to calculate verified net savings.

Table 129. 2025 SAG-Approved Market Rate Single Family Initiative NTGRs

Channel	Measure Category	Electric NTGR	Gas NTGR
Midstream HVAC	Air Conditioners and Heat Pumps	0.475	N/A
	Heat Pump Water Heaters	0.475	N/A
	Advanced Thermostats - Cooling	0.475	N/A
	Advanced Thermostats - Heating	0.738	0.738
	Energy Recovery Ventilator	0.800	0.800
Home Efficiency	Air Sealing (when insulation is also installed)	0.900	0.900
	Air Sealing (when insulation is not also installed)	0.800	0.800
	Attic Insulation	0.800	0.800
	Bathroom Exhaust Fan	0.800	0.800
	Wall Insulation	0.800	0.800
	Crawlspace Insulation	0.800	0.800
	Rim Joist Insulation	0.800	0.800
	Duct Sealing	0.800	0.800

MIDSTREAM HVAC CHANNEL MARKET EFFECTS

Opinion Dynamics developed market effects savings estimates for 2025 based on supplemental distributor sales data provided by the implementation team and primary research with distributors and contractors, as outlined in a July 2024 presentation to the Illinois SAG.³⁸ This methodology relies on distributor-reported sales data to identify total non-incentivized Channel-eligible equipment sales and then applies two multiplicative factors (In-Region Factor and Attribution Factor) to estimate the portion of non-incentivized energy-efficient sales attributable to the Channel. Details on the development of the In-Region Factor and Attribution Factor are provided in a December 2024 memorandum delivered to the Illinois SAG.³⁹

³⁸ Opinion Dynamics. *Ameren Illinois (AIC) Residential Market Effects Evaluation Approach*. Presented at SAG Evaluation Working Group Meeting. Accessed at https://www.ilsag.info/wp-content/uploads/AIC-Midstream-HVAC-Market-Effects-Evaluation-Approach_2024-07-16.pdf.

³⁹ Opinion Dynamics. *AIC 2024 Midstream HVAC Channel Market Effects and Process Research Findings Memorandum*. December 16, 2024. Accessed at https://www.ilsag.info/wp-content/uploads/AIC-2024-Res-Midstream-HVAC-Market-Effects-and-Process-Memo_FINAL_2024-12-16.pdf.

DISTRIBUTOR SALES DATA REVIEW

The implementation team gathered and processed quarterly extracts of distributor sales data throughout 2025, requesting that participating distributors report total sales of HVAC systems, heat pump water heaters, and advanced thermostats occurring in Illinois (i.e., inclusive of non-incentivized sales) with the necessary information to determine equipment eligibility for market effects analysis. The template used by the implementation team aims to standardize the necessary fields for identifying Channel-eligible sales based on timing, location, and efficiency level (i.e., date of sale, distributor branch location, and equipment model including efficiency specification).

The evaluation team conducted a comprehensive review of 2025 distributor sales data (available through Q3 2025) provided by the implementation team to identify non-incentivized Channel-qualifying sales (i.e., total sales by distributor and measure category that occurred in or adjacent to AIC service territory and met Channel efficiency thresholds):

- We reviewed records of total sales by distributor and measure category, excluding 63 records (54% of total) for which a distributor's total sales of a given measure category did not align with incentivized sales from tracking data. These included instances of zero or near-zero total sales, cases where total sales were reportedly inclusive of the full year but did not exceed incentivized sales, and cases where the given distributor did not appear in 2025 tracking data.
- Among the remaining records, we reviewed available location information (distributor name, branch location, buyer location) and excluded 9,627 sales (89% of the remaining total) for which sales occurred outside of the geographically eligible area or did not include adequate information to confirm sales took place in or adjacent to AIC's service territory.
- Among remaining records, we reviewed model-specific product efficiency information included in distributor sales data and excluded another 2,557 sales (61% of remaining total) for which equipment did not meet minimum efficiency thresholds for the Midstream HVAC Channel.
- The evaluation team then subtracted total incentivized sales reflected in Midstream HVAC Channel tracking data from the total Channel-eligible sales established based on review of supplemental distributor sales data to estimate the number of non-incentivized Channel-eligible sales for each equipment type. For each distributor and equipment category, we only subtracted incentivized sales occurring in quarters for which supplemental distributor sales data had been populated to avoid underrepresenting market effects savings.

APPLICATION OF IN-REGION FACTOR AND ATTRIBUTION FACTOR

The **In-Region Factor** reflects the share of non-incentivized Channel-eligible sales installed in AIC service territory based on contractor research conducted in 2023 and 2024 that asked contractors to estimate the percentage of their total HVAC, thermostat, and water heating projects in Illinois over the past year that served customers in AIC service territory. The evaluation team averaged respondent-level input to calculate the In-Region Factor.

The **Attribution Factor** accounts for the share of non-incentivized Channel-eligible sales that can be attributed to Midstream HVAC Channel interventions. Contractor research conducted in 2023 and 2024 asked contractors who sold high efficiency equipment not incentivized by the Midstream HVAC Channel how influential their experience with the Channel (including related materials, marketing, and training) was in helping them persuade customers to install high efficiency equipment without the incentive. The evaluation averaged respondent-level input from 2023 and 2024 research to calculate the Attribution Factor.

The evaluation team developed In-Region and Attribution Factors as the average of respondent-level contractor research conducted in 2023 and 2024. We estimated an In-Region Factor of 0.675 and an Attribution Factor of 0.357, as shown in Table 130.

Table 130. 2024 Midstream HVAC Channel Market Effects In-Region And Attribution Factors

Factor	Value
In-Region Factor (n=18)	0.675
Attribution Factor (n=7)	0.357

The evaluation team estimated total *market effects sales* for each measure category by multiplying non-incentivized Channel-eligible sales from distributor sales data by the In-Region Factor and the Attribution Factor. We then calculated the estimated market effects savings by applying measure-level average per-unit verified gross savings achieved through the 2025 Midstream HVAC Channel for each measure category, as established in Section 3.4.3, by applying recommendations from the IL-TRM V13.0 to Midstream HVAC Channel tracking data.

Table 131 summarizes the measure-level per-unit gross verified savings established by the 2025 evaluation of the Midstream HVAC Channel. These per-unit savings are applied to market effects sales quantities to calculate total savings attributable to market effects.

Table 131. 2025 Midstream HVAC Channel Market Effects Per-Unit Savings

Measure	Per-Unit Electric Energy Savings (MWh)	Per-Unit Electric Demand Savings (MW)	Per-Unit Gas Savings (Therms)
Central ASHP	4.07	0.0004	0.00
Ductless Heat Pump	2.65	0.0005	0.00
Heat Pump Water Heater	2.63	0.0001	0.00
Advanced Thermostat	0.28	0.0002	43.52
Central AC	0.36	0.0004	0.00

Table 132 summarizes the measure-level non-incentivized offering-eligible sales reported by distributors in 2025, the number of market effects sales (non-incentivized offering-eligible sales multiplied by In-Region Factor and Attribution Factor), and the claimable market effects savings (market effects sales multiplied by per-unit gross savings).

Table 132. 2025 Midstream HVAC Channel Market Effects Sales and Savings

Measure	Non-Incentivized Energy-Efficient Sales	Market Effects Sales	Electric Energy Net Savings (MWh)	Electric Demand Net Savings (MW)	Gas Net Savings (Therms)
Central ASHP	300	72	294	0.03	0
Central AC	145	35	92	0.02	0
Advanced Thermostats	307	74	194	0.01	0
Ductless Heat Pump	471	113	32	0.02	4,939
Heat Pump Water Heater	67	16	6	0.01	0
Total	1,290	311	619	0.08	4,939

KITS INITIATIVES

GROSS IMPACT METHODOLOGY

The evaluation team calculated verified savings for the Kits Initiatives by applying savings algorithms and default assumptions from the IL-TRM V13.0. Table 133 lists the measures in the Kits Initiatives, their corresponding IL-TRM entry, and whether TRM errata applied to the measure in the 2025 evaluation.

Table 133. 2025 Kits Initiatives Measures Evaluated

IL-TRM Measure Name	IL-TRM Measure	Errata Applied?
Advanced Power Strip (Tier 1)	5.2.1	No errata present
Smart Sockets	5.2.4	No errata present
Domestic Hot Water Pipe Insulation	5.4.1	No errata present
Low Flow Faucet Aerators	5.4.4	No errata present
Low Flow Showerheads	5.4.5	No errata present
Thermostatic Restrictor Shower Valve	5.4.8	No errata present
Shower Timer	5.4.9	No errata present
LED Specialty Lamps	5.5.6	No errata present
LED Screw Based Omnidirectional Bulbs	5.5.8	No errata present
LED Fixtures	5.5.9	No errata present
Air Sealing	5.6.1	No errata present

MEASURE LIVES AND CUMULATIVE PERSISTING ANNUAL SAVINGS

The evaluation team applied measure lives, baseline shifts, and mid-life adjustments, where applicable, from the IL-TRM V13.0 to calculate CPAS.

NET IMPACT METHODOLOGY

The evaluation team applied SAG-approved 2025 NTGRs of 1.000 to verified gross savings to calculate verified net savings given that all Kits Initiatives targeted IQ customers.

APPENDIX B. ADDITIONAL IMPACTS

INTRODUCTION

In this appendix, we provide additional quantified impacts from AIC's Residential Program that are not presented in the body of the report. Three specific types of additional inputs are provided:

- Summaries of fossil fuel impacts achieved by the Residential Program that cannot be directly claimed against AIC's goals but can be used in cost-effectiveness testing and support savings conversions under Illinois law;
- Summaries of gas penalties that are not counted toward goal attainment but are required for cost-effectiveness analysis; and,
- Summaries of water savings and secondary electric energy savings from water supply and wastewater treatment required for cost-effectiveness analysis; and
- Summaries of at-the-meter verified electric energy, natural gas, and propane impacts associated with electrification efforts required for cost-effectiveness testing.

ADDITIONAL FOSSIL FUEL IMPACTS

Some AIC customers receive natural gas service from other energy providers or use unregulated fuels such as propane to meet their energy needs. Measures that AIC provides to these customers through its existing programs may save units of these fuels in addition to energy sources provided by AIC. While these savings cannot be directly claimed against AIC's energy savings goals, where possible, we quantify these impacts in this appendix to support both cost-effectiveness testing and savings conversions under Illinois state law.

The Retail Products Initiative, IQ Initiative (Single Family Channel, CAA Channel, Accessibility Offering, Smart Savers Channel, and MHAS Channel), and Market Rate Single Family Initiative (Home Efficiency Channel) produced quantifiable propane and/or non-AIC natural gas impacts in 2025.

GAS HEATING PENALTIES

Per the Policy Manual, AIC is not required to account for gas heating penalties resulting from the installation of energy efficiency measures designed to save electricity when considering savings for goal attainment purposes.^{40,41} Therefore, we exclude those effects from all savings reported throughout the body of this report. However, these effects must be evaluated and considered as part of cost-effectiveness testing and are therefore presented in this appendix.

In the following sections, the evaluation team focuses specifically on gas heating penalties as follows:

- **Lighting Heating Penalties.** The inclusion of waste heat factors for lighting is based on the concept that heating loads are increased to supplement the reduction in waste heat that was once provided by the existing, less-efficient lamp type. The evaluation team applied the IL-TRM waste heat factors to lamps, based on heating fuel types provided in the tracking database, to arrive at gross heating penalties. For the cases where tracking data did not provide the heating type, the team assumed natural gas heating, per the IL-TRM.

⁴⁰ *Illinois Energy Efficiency Policy Manual V3.0*, Section 7.7. Accessed at https://www.ilsag.info/wp-content/uploads/IL_EE_Policy_Manual_Version_3.0_Final_11-3-2023.pdf.

⁴¹ AIC is, however, required to account for *electric* heating penalties resulting from the installation of energy efficiency measures designed to save electricity, and those effects are accounted for throughout this report.

- **Furnace Blower Motor Heating Penalties.** High efficiency fan motors operate at lower temperatures than traditional furnace blower motors. The amount of heat that is released decreases due to cooler operating conditions. Heating equipment must compensate for this heat loss during the heating season, resulting in an increase in HVAC heating loads. The team applied IL-TRM algorithms to calculate the associated heating penalty.
- **Heat Pump Water Heater Heating Penalties.** When heat pump water heaters are installed in a conditioned space, they move heat from the ambient air into water stored in a tank. During the heating season, this can increase HVAC heating loads. The team applied IL-TRM algorithms to calculate the associated heating penalty.

All gas heating penalties were calculated using algorithms from the IL-TRM V13.0 (with applicable errata applied).

SECONDARY ELECTRIC SAVINGS FOR WATER SUPPLY AND WASTEWATER TREATMENT

Some measures delivered through the Residential Program produce water savings as well as energy savings. For applicable measures, the IL-TRM V13.0 includes an algorithm to calculate the secondary electric impacts of these water savings resulting from decreased electricity usage for water supply and wastewater treatment (including a prescribed conversion factor of 5,010 kWh/million gal). According to the IL-TRM, these savings may be included toward goal attainment but must be removed for the purpose of cost-effectiveness calculations. This is because secondary electric savings occur due to the displaced energy usage needed to power the water supply and wastewater treatment systems, but water savings are also included in the Illinois Total Resource Cost (TRC) test as gallons of water saved, and avoided water costs include the effects of this displaced energy usage. As such, secondary electric savings are excluded from the Illinois TRC to avoid double-counting.

Therefore, we present these savings separately in this appendix to provide transparency on the reduced savings used for cost-effectiveness testing. All secondary electric savings were calculated using algorithms from the IL-TRM V13.0.

ELECTRIFICATION IMPACTS

Some measures delivered through the Residential Program are subject to rules on counting electrification savings outlined by Illinois statute⁴² and Policy Manual.⁴³ Energy savings for these measures included in the body of this report are expressed in kWh equivalents for goal attainment purposes and are not appropriate for cost-effectiveness testing. Therefore, we present the actual at-the-meter energy impacts of these measures separately in this appendix to provide transparency on the impacts used for cost-effectiveness testing. Note, the electric demand savings presented in the body of this report are accurate for use in cost-effectiveness testing; therefore, no revised values are presented here.

⁴² 220 ILCS 5/8-103B(b-27).

⁴³ Illinois Energy Efficiency Stakeholder Advisory Group. *Illinois Energy Efficiency Policy Manual Version 3.0*, Section 12.3. 2023. Accessed at https://www.ilsag.info/wp-content/uploads/IL_EE_Policy_Manual_Version_3.0_Final_11-3-2023.pdf

RETAIL PRODUCTS INITIATIVE

ADDITIONAL FOSSIL FUEL IMPACTS

A portion of the advanced thermostats rebated through the Retail Products Initiative went to participants with propane heating. Propane savings associated with 656 thermostats distributed to customers with propane heating are presented in Table 134.

Table 134. 2025 Retail Products Initiative Propane Savings by Measure

Channel	Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Income Qualified	Advanced Thermostat	11,538	101%	11,671	1.000	11,671
Market Rate	Advanced Thermostat	34,696	101%	35,004	0.945	33,079
Total		46,234	101%	46,675	0.959	44,750

GAS HEATING PENALTIES

Table 135 presents gas heating penalties not reported in the body of the report for the Retail Products Initiative.

Table 135. 2025 Retail Products Initiative Gas Heating Penalties by Measure

Channel	Measure Category	Therms
Income Qualified	Standard LED	-880,103
	Specialty LED	-358,139
	LED Fixtures	-79,165
	EISA-Exempt LED Fixtures	-58,646
	EISA-Exempt Standard LED	-6,897
	EISA-Exempt Specialty LED	-19,419
	LED Nightlight	-85,038
	Connected LED Lighting	-748
	Heat Pump Water Heater	-386
Market Rate	EISA-Exempt LED Fixtures	-10,524
	EISA-Exempt Specialty LED	-5,602
	LED Nightlight	-6,754
	Heat Pump Water Heater	-968
Total		-1,512,390

SECONDARY ELECTRIC SAVINGS FOR WATER SUPPLY AND WASTEWATER TREATMENT

Table 136 presents water savings and secondary electric savings for the Retail Products Initiative.

Table 136. 2025 Retail Products Initiative Secondary Electric and Water Savings by Measure

Channel	Measure Category	Verified Gross Water Savings (Gallons)	Conversion Factor	Verified Gross Secondary Electric Savings (kWh)
Income Qualified	Clothes Washer	967,985	5,010 kWh/million gal	4,850
	Showerhead Kit	388,189		1,945
	Dishwasher	46,027		231
	Combination Washer-Dryer	195,909		982
	Faucet Aerator	14,920		75
	Showerhead	27,785		139
	Thermostatic Shower Valve	737		4
Market Rate	Clothes Washer	2,431,477		12,182
	Showerhead Kit	526,704		2,639
	Dishwasher	121,587		609
	Combination Washer-Dryer	452,330		2,266
	Faucet Aerator	33,213		166
	Showerhead	63,647		319
	Thermostatic Shower Valve	1,525		8
Total		5,272,034		26,413

TOTAL IMPACTS FOR COST-EFFECTIVENESS

Table 137 presents a summary of the 2025 Retail Products Initiative verified gross impacts adjusted for the above effects.

Table 137. 2025 Retail Products Initiative Verified Gross Impacts for Cost-Effectiveness

Metric	Electric Energy (kWh)	Gas (Therms)	Non-AIC Gas (Therms)	Propane (Therms)	Water (Gallons)
Verified Gross Impacts for Goal Attainment	92,338,711	613,194	N/A	N/A	N/A
Gas Penalties	N/A	-1,512,390	N/A	N/A	N/A
Water Savings	N/A	N/A	N/A	N/A	5,272,034
Secondary Electric Savings	-26,413	N/A	N/A	N/A	N/A
Additional Fossil Fuel Impacts	N/A	N/A	0	46,675	N/A
Final Verified Gross Impacts for Cost-Effectiveness	92,312,298	-899,196	0	46,675	5,272,034

Note: All electric demand savings used in cost-effectiveness testing align with those presented in Section 3.

INCOME QUALIFIED INITIATIVE – SINGLE FAMILY OFFERINGS

ADDITIONAL FOSSIL FUEL IMPACTS

The Single Family Channel, CAA Channel, Accessibility Offering, Smart Savers Channel, and MHAS Channel each produced additional fossil fuel impacts (the Joint Utility and Healthier Home channels did not). AIC converted these savings to CPAS for the purposes of goal attainment. Those conversion-related savings are presented separately and detailed for each channel below.

In 2025, AIC completed building envelope upgrades for one electric customer who used propane for heating as part of the Single Family channel. As allowed under 220 ILCS 5/8-103B(b-25), we verified propane savings associated with these measures and present them in Table 138.

Table 138. 2025 Single Family Channel Propane Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Air Sealing	96	100%	96	1.000	96
Attic Insulation	23	100%	23	1.000	23
Rim Joist Insulation	9	100%	9	1.000	9
Knee Wall Insulation	43	100%	43	1.000	43
Crawlspace Insulation	134	91%	123	1.000	123
Total	306	96%	294	1.000	294

In 2025, AIC completed building envelope upgrades for one AIC electric customer who used propane for heating as part of the CAA Channel. As allowed under 220 ILCS 5/8-103B(b-25), we verified propane savings associated with these measures and present them in Table 139.

Table 139. 2025 CAA Channel Propane Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Air Sealing	12	100%	12	1.000	12
Total	12	100%	12	1.000	12

In 2025, AIC paid for gas measures included in three Accessibility Offering channel projects as allowed under 220 ILCS 5/8-103B(b-25). Non-AIC gas savings associated with the Accessibility Offering channel are presented in Table 140.

Table 140. 2025 Accessibility Offering Channel Non-AIC Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	210	100%	210	1.000	210
Total	210	100%	210	1.000	210

In 2025, AIC provided advanced thermostats to ten AIC electric customers who received gas service from other utilities as part of the Smart Savers Channel. As allowed under 220 ILCS 5/8-103B(b-25), we verified non-AIC gas savings associated with these measures and present them in Table 141.

Table 141. 2025 Smart Savers Channel Non-AIC Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Advanced Thermostat	784	100%	784	1.000	784
Total	784	100%	784	1.000	784

AIC also provided advanced thermostats to twelve AIC electric customers who use propane for heating as part of the Smart Savers Channel. As allowed under 220 ILCS 5/8-103B(b-25), we verified propane savings associated with these measures and present them in Table 142.

Table 142. 2025 Smart Savers Channel Propane Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Terms)
Advanced Thermostat	917	91%	831	1.000	831
Total	917	91%	831	1.000	831

We discuss discrepancies between ex ante claims and the verified analysis for Smart Savers Channel propane savings below:

- Advanced Thermostats (100% of ex ante propane gas savings): The gross realization rate for Advanced Thermostats was 91%.
 - In 8% of cases (n=1), the evaluation team calculated propane savings associated with a single thermostat recipient based on IL-TRM V13.0 recommendations, whereas the implementation team assigned propane savings reflective of two thermostat recipients (i.e., double-counted heating savings), resulting in lower verified propane savings.

As part of the MHAS Channel, AIC provided floor insulation and air sealing to two AIC electric customers who use propane for heating. As allowed under 220 ILCS 5/8-103B(b-25), we verified propane savings associated with these measures and present them in Table 143.

Table 143. 2025 MHAS Propane Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Terms)
Floor Insulation	126	100%	126	1.000	126
Air Sealing	66	100%	66	1.000	66
Total	191	100%	191	1.000	191

GAS HEATING PENALTIES

Table 144 presents gas penalties not reported in the body of the report for the Income Qualified Initiative – Single Family Offerings. The Smart Savers Channel did not produce gas penalties.

Table 144. 2025 Income Qualified Initiative – Single Family Gas Heating Penalties by Measure

Channel	Measure Category	Therms
Single Family	Standard LED	-3,850
	Specialty LED	-1,646
	Furnace Blower Motor	-2,310
	Heat Pump Water Heater	-46
	Tree Planting	-226
CAA	Standard LED	-1,336
	Furnace Blower Motor	-402
	Heat Pump Water Heater	-7
	Specialty LED	-154
Joint Utility	Standard LED	-56
	Specialty LED	-3
	LED Fixtures	-60
Accessibility Offering	Connected LED	-3,111
	Standard LED	-135
MHAS	Furnace Blower Motor	-338
Healthier Homes	Standard LED	-28
	Specialty LED	-4
	Heat Pump Water Heater	-10
	Furnace Blower Motor	-58
Electrification	Heat Pump Water Heater	-110
Total		-13,887

SECONDARY ELECTRIC SAVINGS FOR WATER SUPPLY AND WASTEWATER TREATMENT

Table 145 presents water savings and secondary electric savings for the IQ Initiative Single Family Offerings. The Smart Savers, MHAS, and Electrification channels did not produce secondary electric savings for water supply and wastewater treatment in 2025.

Table 145. 2025 Income Qualified Initiative – Single Family Secondary Electric and Water Savings by Measure

Channel	Measure Category	Verified Gross Water Savings (Gallons)	Conversion Factor	Verified Gross Secondary Electric Savings (kWh)
Single Family	Low Flow Showerhead	400,895	5,010 kWh/million gal	2,008
	Faucet Aerator	788,547		3,951
CAA	Low Flow Showerhead	348,203		1,744
	Faucet Aerator	328,427		1,645
Joint Utility	Low Flow Showerhead	39,771		199
	Faucet Aerator	51,169		256
Accessibility Offering	Low Flow Showerhead	150,571		754
Healthier Homes	Low Flow Showerhead	1,882		9
	Faucet Aerator	7,304		37
Total		2,116,769		

ELECTRIFICATION IMPACTS

Table 146, Table 147, and Table 148 provide a summary of at-the-meter verified electric energy, natural gas, and propane impacts for the 2025 IQ Electrification Channel to be used in cost-effectiveness testing.

Table 146. Electrification Channel Electric Energy Impacts by Measure

Measure Category	Ex Ante Gross Impacts (kWh)	Gross Realization Rate	Verified Gross Impacts (kWh)	NTGR	Verified Net Impacts (kWh)
Central ASHP (ER)	-110,130	103%	-113,569	1.000	-113,569
Heat Pump Water Heater (ER)	-19,039	100%	-19,039	1.000	-19,039
Ductless Heat Pump (ER)	-10,036	91%	-9,135	1.000	-9,135
Attic Insulation	4,533	100%	4,533	1.000	4,533
Air Sealing	7,756	100%	7,756	1.000	7,756
Crawlspace Insulation	1,425	100%	1,425	1.000	1,425
Wall Insulation	1,102	100%	1,102	1.000	1,102
Advanced Thermostat	9,754	100%	9,754	1.000	9,754
Knee Wall Insulation	392	100%	392	1.000	392
Basement Sidewall Insulation	273	100%	273	1.000	273
Rim Joist Insulation	387	100%	387	1.000	387
Duct Sealing	3,746	100%	3,746	1.000	3,746
Induction Range	-2,977	83%	-2,457	1.000	-2,457
Heat Pump Dryer	-229	100%	-229	1.000	-229
Total	-113,043	102%	-115,061	1.000	-115,061

Table 147. Electrification Channel Gas Impacts by Measure

Measure Category	Ex Ante Gross Impacts (Therms)	Gross Realization Rate	Verified Gross Impacts (Therms)	NTGR	Verified Net Impacts (Therms)
Heat Pump Water Heater (ER)	2,038	93%	1,898	1.000	1,898
Total	2,038	93%	1,898	1.000	1,898

Table 148. Electrification Channel Propane Impacts by Measure

Measure Category	Ex Ante Gross Impacts (Therms)	Gross Realization Rate	Verified Gross Impacts (Therms)	NTGR	Verified Net Impacts (Therms)
Central ASHP (ER)	18,484	100%	18,484	1.000	18,484
Heat Pump Water Heater (ER)	2,250	106%	2,389	1.000	2,389
Ductless Heat Pump (ER)	2,561	100%	2,561	1.000	2,561
Attic Insulation	1,336	100%	1,336	1.000	1,336
Air Sealing	1,271	100%	1,271	1.000	1,271
Crawlspace Insulation	686	100%	686	1.000	686
Wall Insulation	496	100%	496	1.000	496
Knee Wall Insulation	145	100%	145	1.000	145
Basement Sidewall Insulation	142	100%	142	1.000	142
Rim Joist Insulation	138	100%	138	1.000	138
Induction Range	213	100%	213	1.000	213
Heat Pump Dryer	46	100%	46	1.000	46
Total	27,767	101%	27,907	1.000	27,907

TOTAL IMPACTS FOR COST-EFFECTIVENESS

Table 149 presents a summary of the 2025 Income Qualified Initiative Single Family Offerings verified gross impacts adjusted for the above effects.

Table 149. 2025 Income Qualified Initiative – Single Family Verified Gross Impacts for Cost-Effectiveness

Metric	Electric Energy (kWh)	Gas (Therms)	Non-AIC Gas (Therms)	Propane (Therms)	Water (Gallons)
Verified Gross Impacts for Goal Attainment	7,189,455	597,249	N/A	N/A	N/A
Gas Penalties	N/A	-13,887	N/A	N/A	N/A
Water Savings	N/A	N/A	N/A	N/A	2,116,769
Secondary Electric Savings	-10,605	N/A	N/A	N/A	N/A
Additional Fossil Fuel Impacts	N/A	N/A	994	1,414	N/A
Electrification Conversions ^a	-876,695	2,007	0	27,907	0
Final Verified Gross Impacts for Cost-Effectiveness	6,302,154	585,370	994	29,321	2,116,769

Note: All electric demand savings used in cost-effectiveness testing align with those presented in Section 3.

^a Inclusive of both subsection (b-27) conversions as well as Policy Manual Section 12.3 conversions.

MULTIFAMILY INITIATIVES

ADDITIONAL FOSSIL FUEL IMPACTS

Four projects completed as part of the IQ Multifamily Channel in 2025 included measures for which AIC claimed additional fossil fuel impacts converted to electric savings for the purposes of goal attainment. The four participants in question are AIC electric customers who receive gas service from other utilities. As allowed under 220 ILCS 5/8-103B(b-25), we verified non-AIC gas savings associated with these measures and present them in Table 150.

Table 150. 2025 IQ Multifamily Channel Non-AIC Gas Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Showerhead	82	100%	82	1.000	82
Kitchen Faucet Aerator	59	100%	59	1.000	59
Restrictor Shower Valve	19	100%	19	1.000	19
Total	160	100%	160	1.000	160

GAS HEATING PENALTIES

Table 151 presents gas penalties not reported in the body of the report for the Multifamily Initiatives.

Table 151. 2025 Multifamily Initiatives Gas Heating Penalties by Measure

Initiative/Channel	Measure Category	Therms
IQ Multifamily	Standard LED (Common Area)	-2,231
	Standard LED	-2,008
	Specialty LED	-193
	Specialty LED (Common Area)	-942
Public Housing	Standard LED	-452
Total		-5,826

SECONDARY ELECTRIC SAVINGS FOR WATER SUPPLY AND WASTEWATER TREATMENT

Table 152 presents water savings and secondary electric savings for the Multifamily Initiatives.

Table 152. 2025 Multifamily Initiatives Secondary Electric and Water Savings by Measure

Initiative/Channel	Measure Category	Verified Gross Water Savings (Gallons)	Conversion Factor	Verified Gross Secondary Electric Savings (kWh)
IQ Multifamily	Showerhead	6,232,696	5,010 kWh/million gal	31,226
	Kitchen Faucet Aerator	5,180,768		25,956
	Restrictor Shower Valve	1,227,370		6,149
	Bathroom Faucet Aerator	958,798		4,804
Market Rate Multifamily	Showerhead	2,727,802		13,666
	Kitchen Faucet Aerator	1,122,184		5,622
	Bathroom Faucet Aerator	388,555		1,947
	Restrictor Shower Valve	461,583		2,313
Public Housing	Kitchen Faucet Aerator	205,512		1,030
	Showerhead	539,908		2,705
	Bathroom Faucet Aerator	49,985		250
	Restrictor Shower Valve	37,372		187
Total		19,132,532		95,854

TOTAL IMPACTS FOR COST-EFFECTIVENESS

Table 153 presents a summary of the 2025 Multifamily Initiatives verified gross impacts adjusted for the above effects.

Table 153. 2025 Multifamily Initiatives Verified Gross Impacts for Cost-Effectiveness

Metric	Electric Energy (kWh)	Gas (Therms)	Non-AIC Gas (Therms)	Propane (Therms)	Water (Gallons)
Verified Gross Impacts for Goal Attainment	11,198,337	84,813	N/A	N/A	N/A
Gas Penalties	N/A	-5,826	N/A	N/A	N/A
Water Savings	N/A	N/A	N/A	N/A	19,132,532
Secondary Electric Savings	-95,854	N/A	N/A	N/A	N/A
Additional Fossil Fuel Impacts	N/A	N/A	172	0	N/A
Final Verified Gross Impacts for Cost-Effectiveness	11,102,483	78,987	172	0	19,132,532

Note: All electric demand savings used in cost-effectiveness testing align with those presented in Section 3.

MARKET RATE SINGLE FAMILY INITIATIVE

ADDITIONAL FOSSIL FUEL IMPACTS

The Home Efficiency Channel delivered measures to several AIC electric customers with propane heating. As allowed under 220 ILCS 5/8-103B(b-25), we verified non-AIC gas savings associated with these measures and present them in Table 154.

Table 154. 2025 Market Rate Home Efficiency Propane Savings by Measure

Measure Category	Ex Ante Gross Savings (Therms)	Gross Realization Rate	Verified Gross Savings (Therms)	NTGR	Verified Net Savings (Therms)
Air Sealing	63	100%	63	0.900	57
Attic Insulation	25	100%	25	0.800	20
Crawlspace Insulation	190	100%	190	0.800	152
Rim Joist Insulation	19	100%	19	0.800	15
Total	297	100%	297	0.821	244

GAS HEATING PENALTIES

Table 155 presents gas heating penalties not reported in the body of the report for the Midstream HVAC Channel.

Table 155. 2025 Market Rate Single Family Initiative Gas Heating Penalties by Measure

Channel	Measure Category	Gas (Therms)
Midstream HVAC	Heat Pump Water Heater	-987
Total		-987

SECONDARY ELECTRIC SAVINGS FOR WATER SUPPLY AND WASTEWATER TREATMENT

There were no water savings or secondary electric savings for the Market Rate Single Family Initiative.

TOTAL IMPACTS FOR COST-EFFECTIVENESS

Table 156 presents a summary of the 2025 Market Rate Single Family Initiative verified gross impacts adjusted for the above effects.

Table 156. 2025 Market Rate Single Family Initiative Verified Gross Impacts for Cost-Effectiveness

Metric	Electric Energy (kWh)	Gas (Therms)	Non-AIC Gas (Therms)	Propane (Therms)	Water (Gallons)
Verified Gross Impacts for Goal Attainment	9,613,575	62,500	N/A	N/A	N/A
Gas Penalties	N/A	-987	N/A	N/A	N/A
Water Savings	N/A	N/A	N/A	N/A	0
Secondary Electric Savings	0	N/A	N/A	N/A	N/A
Additional Fossil Fuel Impacts	N/A	N/A	0	297	N/A
Final Verified Gross Impacts for Cost-Effectiveness	9,613,575	61,513	0	297	0

Note: All electric demand savings used in cost-effectiveness testing align with those presented in Section 3.

KITS INITIATIVES

ADDITIONAL FOSSIL FUEL IMPACTS

There were no additional fossil fuel impacts for the Kits Initiatives.

GAS HEATING PENALTIES

Table 157 presents gas penalties not reported in the body of the report for the Kits Initiatives.

Table 157. 2025 Kits Initiatives Gas Heating Penalties by Measure

Channel/Kit	Measure Category	Therms
Full School Kits	Specialty LED	-37,990
Joint Utility School Kits	Specialty LED	-4,437
High School Innovation Kits	Specialty LED	9,004
	LED Desk Lamp	-1,875
Joint Utility High School Innovation Kits	Specialty LED	-1,137
	LED Desk Lamp	-237
IQ Community Kits	Standard LED	-3,671
HEIQ Community Engagement Kits	Standard LED	-23,451
	Specialty LED	-8,741
Mobile Homes Kits	Standard LED	-1,122
Total		-101,664

SECONDARY ELECTRIC SAVINGS FOR WATER SUPPLY AND WASTEWATER TREATMENT

Table 158 presents water savings and secondary electric savings for the Kits Initiatives.

Table 158. 2025 Kits Initiatives Secondary Electric and Water Savings by Measure

Channel/Kit	Measure Category	Verified Gross Water Savings (Gallons)	Conversion Factor	Verified Gross Secondary Electric Savings (kWh)
Full School Kits	Showerhead	26,430,958	5,010 kWh/million gal	132,419
	Kitchen Faucet Aerator	22,863,592		114,547
	Shower Timer	11,957,701		59,908
	Bathroom Faucet Aerator	3,296,974		16,518
Joint Utility School Kits	Showerhead	3,067,436		15,368
	Kitchen Faucet Aerator	2,732,155		13,688
	Shower Timer	1,428,922		7,159
	Bathroom Faucet Aerator	373,324		1,870
High School Innovation Kits	Showerhead	6,401,148		32,070
	Bathroom Faucet Aerator	790,148		3,959
Joint Utility High School Innovation Kits	Showerhead	1,048,225		5,252
	Kitchen Faucet Aerator	933,650		4,678
	Shower Timer	488,301		2,446
	Bathroom Faucet Aerator	127,575		639
IQ Community Kits	Showerhead	9,909,102		49,645
	Kitchen Faucet Aerator	4,689,428		23,494
	Bathroom Faucet Aerator	1,341,842	6,723	
Mobile Home Kits	Showerhead	223,583	1,120	
	Kitchen Faucet Aerator	163,064	817	
	Thermostatic Shower Valve	45,020	226	
	Bathroom Faucet Aerator	39,660	199	
Total		98,351,806		492,743

TOTAL IMPACTS FOR COST-EFFECTIVENESS

Table 159 presents a summary of the 2025 Kits Initiatives verified gross impacts adjusted for the above effects.

Table 159. 2025 Kits Initiatives Verified Gross Impacts for Cost-Effectiveness

Metric	Electric Energy (kWh)	Gas (Therms)	Non-AIC Gas (Therms)	Propane (Therms)	Water (Gallons)
Verified Gross Impacts for Goal Attainment	15,449,308	313,726	N/A	N/A	N/A
Gas Penalties	N/A	-101,664	N/A	N/A	N/A
Water Savings	N/A	N/A	N/A	N/A	98,351,806
Secondary Electric Savings	-492,743	N/A	N/A	N/A	N/A
Additional Fossil Fuel Impacts	N/A	N/A	0	0	N/A
Final Verified Gross Impacts for Cost-Effectiveness	14,956,565	212,062	0	0	98,351,806

Note: All electric demand savings used in cost-effectiveness testing align with those presented in Section 3.

APPENDIX C. CUMULATIVE PERSISTING ANNUAL SAVINGS

This appendix presents detailed CPAS for the Residential Program initiatives and channels. Due to many years of CPAS, tables are challenging to read; please reference the separately provided CPAS spreadsheet for additional detail as needed.

RESIDENTIAL PROGRAM

Table 160 provides CPAS in full detail for the 2025 Residential Program. Lifetime savings for the 2025 Residential Program are 1,255,195 MWh.

Table 160. 2025 Residential Program CPAS and WAML

Initiative	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)																
				2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	
Retail Products	8.7	92,339	0.940	86,768	86,768	86,768	86,768	86,768	86,768	86,768	77,660	21,096	14,641	9,815	6,136	5,050	5,050	4,862	692	
Income Qualified - Single Family Offerings	15.4	7,188	1.000	7,188	7,188	7,188	7,185	7,185	7,185	6,231	5,847	4,988	4,922	4,376	3,619	3,445	3,445	3,445	3,092	
Multifamily	13.9	11,198	0.988	11,068	11,068	11,068	11,068	11,068	11,068	10,767	10,473	9,932	9,932	8,345	6,299	6,140	6,140	6,140	6,140	
Market Rate Single Family	16.1	9,614	0.549	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,250	5,146	5,146	5,146	5,146	4,960	
Kits	9.5	15,449	1.000	15,449	15,449	14,484	14,484	14,484	14,484	14,484	13,315	7,337	7,337	2,331	2,331	1,290	1,290	1,290	1,290	
Market Rate Single Family - Market Effects	15.4	619	N/A	619	619	619	619	619	619	619	619	619	619	619	587	587	587	587	392	
Res NPSO	13.7	412	N/A	412	412	412	412	412	412	411	377	377	360	335	223	207	207	203	174	
Residential (b-25) Conversions	11.9	423	0.996	422	422	422	422	422	422	422	422	422	422	417	22	22	22	22	22	
2025 Portfolio CPAS		137,242	0.927	127,201	127,201	126,235	126,232	126,232	126,232	124,976	113,987	50,045	43,508	31,487	24,362	21,886	21,886	21,695	16,762	
Expiring 2025 Portfolio CPAS				0	0	966	4	0	0	1,256	10,989	63,942	6,538	12,021	7,125	2,476	0	191	4,932	
Expired 2025 Portfolio CPAS				0	0	966	969	969	969	2,225	13,214	77,156	83,693	95,714	102,839	105,315	105,315	105,506	110,439	

Initiative	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)																
				2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	
Retail Products	8.7	92,339	0.940	557	557	557	447	18	0	0	0	0	0	0	0	0	0	0	0	
Income Qualified - Single Family Offerings	15.4	7,188	1.000	1,607	1,607	1,521	1,281	667	667	667	667	661	661	661	661	661	661	0	0	
Multifamily	13.9	11,198	0.988	408	408	408	408	157	157	157	157	157	157	157	157	157	157	157	0	
Market Rate Single Family	16.1	9,614	0.549	215	215	184	168	110	110	110	110	110	94	94	94	94	94	0	0	
Kits	9.5	15,449	1.000	1,290	1,290	1,290	1,290	0	0	0	0	0	0	0	0	0	0	0	0	
Market Rate Single Family - Market Effects	15.4	619	N/A	6	6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Res NPSO	13.7	412	N/A	10	10	9	7	4	3	3	3	3	3	3	3	3	3	0	0	
Residential (b-25) Conversions	11.9	423	0.996	22	22	22	22	15	15	15	15	15	15	15	15	15	15	0	0	
2025 Portfolio CPAS		137,242	0.927	4,114	4,114	3,992	3,623	970	952	952	952	930	930	930	930	930	930	930	0	
Expiring 2025 Portfolio CPAS				12,648	0	122	369	2,653	18	0	0	0	22	0	0	0	0	930	0	
Expired 2025 Portfolio CPAS				123,087	123,087	123,209	123,578	126,231	126,249	126,249	126,249	126,249	126,271	126,271	126,271	126,271	126,271	127,201	127,201	
WAML	10.1																			

RETAIL PRODUCTS INITIATIVE

Table 161 provides CPAS in full detail for the 2025 Retail Products Initiative. Lifetime savings for the Initiative are 754,518 MWh.

Table 161. 2025 Retail Products Initiative CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)											
				2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036
Income Qualified	8.5	84,669	0.955	80,855	80,855	80,855	80,855	80,855	80,855	80,855	72,729	16,166	10,261	5,832	4,619
Market Rate	11.0	7,670	0.771	5,914	5,914	5,914	5,914	5,914	5,914	5,914	4,930	4,930	4,380	3,983	1,517
2025 CPAS		92,339	0.940	86,768	86,768	86,768	86,768	86,768	86,768	86,768	77,660	21,096	14,641	9,815	6,136
Expiring 2025 CPAS				0	0	0	0	0	0	0	9,109	56,564	6,455	4,826	3,678
Expired 2025 CPAS				0	0	0	0	0	0	0	9,109	65,672	72,127	76,954	80,632
WAML	8.7														

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)											
				2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048
Income Qualified	8.5	84,669	0.955	4,018	4,018	3,941	539	478	478	478	431	11	0	0	0
Market Rate	11.0	7,670	0.771	1,032	1,032	921	153	79	79	79	16	7	0	0	0
2025 CPAS		92,339	0.940	5,050	5,050	4,862	692	557	557	557	447	18	0	0	0
Expiring 2025 CPAS				1,086	0	188	4,170	135	0	0	110	429	18	0	0
Expired 2025 CPAS				81,718	81,718	81,906	86,076	86,211	86,211	86,211	86,321	86,750	86,768	86,768	86,768
WAML	8.7														

INCOME QUALIFIED INITIATIVE – SINGLE FAMILY OFFERINGS

Table 162 provides CPAS in full detail for the 2025 Income Qualified Initiative – Single Family Offerings. Lifetime savings for the Initiative are 99,181 MWh.

Table 162. 2025 Income Qualified Initiative – Single Family Offerings CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)															
				2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
Single Family	16.4	3,803	1.000	3,803	3,803	3,803	3,803	3,803	3,803	3,010	2,778	2,518	2,518	2,290	2,144	2,073	2,073	2,073	1,860
CAA	13.7	1,346	1.000	1,346	1,346	1,346	1,342	1,342	1,342	1,281	1,281	697	697	584	579	478	478	478	454
Joint Utility	18.0	114	1.000	114	114	114	114	114	114	112	102	96	96	56	50	49	49	49	49
Smart Savers	11.0	546	1.000	546	546	546	546	546	546	546	546	546	546	546	0	0	0	0	0
MHAS	16.7	271	1.000	271	271	271	271	271	271	211	211	211	211	203	181	181	181	181	181
Accessibility	9.3	291	1.000	291	291	291	291	291	291	291	246	239	173	20	0	0	0	0	0
Healthier Homes	17.0	56	1.000	56	56	56	56	56	56	45	45	43	43	39	36	36	36	36	30
Electrification	17.8	762	1.000	762	762	762	762	762	762	736	638	638	638	638	628	628	628	628	518
2025 CPAS		7,188	1.000	7,188	7,188	7,188	7,185	7,185	7,185	6,231	5,847	4,988	4,922	4,376	3,619	3,445	3,445	3,445	3,092
Expiring 2025 CPAS				0	0	0	4	0	0	954	384	859	66	546	758	174	0	0	353
Expired 2025 CPAS				0	0	0	4	4	4	957	1,342	2,200	2,266	2,812	3,569	3,743	3,743	3,743	4,096

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)															
				2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056
Single Family	16.4	3,803	1.000	984	984	901	717	390	390	390	390	390	390	384	384	384	384	384	0
CAA	13.7	1,346	1.000	338	338	338	299	132	132	132	132	132	132	132	132	132	132	132	0
Joint Utility	18.0	114	1.000	49	49	48	47	6	6	6	6	6	6	6	6	6	6	6	0
Smart Savers	11.0	546	1.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
MHAS	16.7	271	1.000	77	77	77	64	39	39	39	39	39	39	39	39	39	39	39	0
Accessibility	9.3	291	1.000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Healthier Homes	17.0	56	1.000	16	16	14	11	6	6	6	6	6	6	6	6	6	6	6	0
Electrification	17.8	762	1.000	143	143	143	143	94	94	94	94	94	94	94	94	94	94	94	0
2025 CPAS		7,188	1.000	1,607	1,607	1,521	1,281	667	667	667	667	667	667	661	661	661	661	661	0
Expiring 2025 CPAS				1,486	0	85	240	615	0	0	0	0	5	0	0	0	0	0	661
Expired 2025 CPAS				5,582	5,582	5,667	5,907	6,521	6,521	6,521	6,521	6,521	6,521	6,527	6,527	6,527	6,527	6,527	7,188
WAML	15.4																		

MULTIFAMILY INITIATIVES

Table 163 provides CPAS in full detail for the 2025 Multifamily Initiatives. Lifetime savings for the Initiatives are 149,919 MWh.

Table 163. 2025 Multifamily Initiatives CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)															
				2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
Income Qualified - Multifamily	14.3	8,589	1.000	8,589	8,589	8,589	8,589	8,589	8,589	8,589	8,320	8,135	7,633	7,633	6,505	5,530	5,409	5,409	5,409
Multifamily Market Rate	12.2	2,227	0.941	2,097	2,097	2,097	2,097	2,097	2,097	2,097	2,064	1,968	1,968	1,968	1,574	515	487	487	487
Public Housing	13.7	382	1.000	382	382	382	382	382	382	382	382	370	331	331	266	255	245	245	245
2025 CPAS		11,198	0.988	11,068	11,068	11,068	11,068	11,068	11,068	11,068	10,767	10,473	9,932	9,932	8,345	6,299	6,140	6,140	6,140
Expiring 2025 CPAS				0	0	0	0	0	0	0	301	294	541	0	1,587	2,046	159	0	0
Expired 2025 CPAS				0	0	0	0	0	0	0	301	595	1,136	1,136	2,723	4,769	4,928	4,928	4,928
WAML	13.9																		

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS (Verified Net MWh)															
				2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056
Income Qualified - Multifamily	14.3	8,589	1.000	361	361	361	361	155	155	155	155	155	155	155	155	155	155	155	0
Multifamily Market Rate	12.2	2,227	0.941	42	42	42	42	0	0	0	0	0	0	0	0	0	0	0	0
Public Housing	13.7	382	1.000	5	5	5	5	2	2	2	2	2	2	2	2	2	2	2	0
2025 CPAS		11,198	0.988	408	408	408	408	157	157	157	157	157	157	157	157	157	157	157	0
Expiring 2025 CPAS				5,732	0	0	0	0	251	0	0	0	0	0	0	0	0	0	157
Expired 2025 CPAS				10,660	10,660	10,660	10,660	10,911	10,911	10,911	10,911	10,911	10,911	10,911	10,911	10,911	10,911	10,911	11,068
WAML	13.9																		

MARKET RATE SINGLE FAMILY INITIATIVE

Table 164 provides CPAS in full detail for the 2025 Market Rate Single Family Initiative. Lifetime savings for the Initiative are 85,342 MWh.

Table 164. 2025 Market Rate Single Family Initiative CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)															
				2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040
Midstream HVAC	15.9	9,387	0.541	5,081	5,081	5,081	5,081	5,081	5,081	5,081	5,081	5,081	5,081	5,081	4,977	4,977	4,977	4,977	4,791
Home Efficiency	25.7	226	0.856	194	194	194	194	194	194	194	194	194	194	169	169	169	169	169	169
2025 CPAS		9,614	0.549	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,275	5,250	5,146	5,146	5,146	5,146	4,960
Expiring 2025 CPAS				0	0	0	0	0	0	0	0	0	0	25	104	0	0	0	186
Expired 2025 CPAS				0	0	0	0	0	0	0	0	0	0	25	129	129	129	129	315

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)															
				2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056
Midstream HVAC	15.9	9,387	0.541	46	46	16	16	16	16	16	16	16	16	0	0	0	0	0	0
Home Efficiency	25.7	226	0.856	169	169	169	152	94	94	94	94	94	94	94	94	94	94	94	0
2025 CPAS		9,614	0.549	215	215	184	168	110	110	110	110	110	94	94	94	94	94	0	0
Expiring 2025 CPAS				4,745	0	30	16	58	0	0	0	0	16	0	0	0	0	94	0
Expired 2025 CPAS				5,060	5,060	5,091	5,107	5,165	5,165	5,165	5,165	5,165	5,181	5,181	5,181	5,181	5,181	5,275	5,275
WAML	16.1																		

KITS INITIATIVES

Table 165 provides CPAS in full detail for the 2025 Kits Initiatives. Lifetime savings for the Initiatives are 146,284 MWh.

Table 165. 2025 Kits Initiatives CPAS and WAML

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)										
				2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035
School Kits	9.7	8,293	1.000	8,293	8,293	7,426	7,426	7,426	7,426	7,426	6,904	4,946	4,946	1,441
Joint Utility School Kits	9.5	778	1.000	778	778	704	704	704	704	704	643	413	413	121
High School Innovation	10.8	1,454	1.000	1,454	1,454	1,454	1,454	1,454	1,454	1,454	1,454	892	892	365
Joint Utility High School Innovation	9.8	237	1.000	237	237	212	212	212	212	212	212	141	141	41
IQ Community Kits	9.3	2,296	1.000	2,296	2,296	2,296	2,296	2,296	2,296	2,296	1,907	928	928	363
HEIQ Community Engagement Kits	7.9	2,295	1.000	2,295	2,295	2,295	2,295	2,295	2,295	2,295	2,111	0	0	0
Mobile Home Kits	8.2	97	1.000	97	97	97	97	97	97	97	84	17	17	0
2025 CPAS		15,449	1.000	15,449	15,449	14,484	14,484	14,484	14,484	14,484	13,315	7,337	7,337	2,331
Expiring 2025 CPAS				0	0	966	0	0	0	0	1,169	5,977	0	5,006
Expired 2025 CPAS				0	0	966	966	966	966	966	2,135	8,112	8,112	13,118

Channel	WAML	Annual Verified Gross Savings (MWh)	NTGR	CPAS - Verified Net Savings (MWh)											
				2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	
School Kits	9.7	8,293	1.000	1,441	909	909	909	909	909	909	909	909	909	0	0
Joint Utility School Kits	9.5	778	1.000	121	78	78	78	78	78	78	78	78	78	0	0
High School Innovation	10.8	1,454	1.000	365	189	189	189	189	189	189	189	189	189	0	0
Joint Utility High School Innovation	9.8	237	1.000	41	27	27	27	27	27	27	27	27	27	0	0
IQ Community Kits	9.3	2,296	1.000	363	88	88	88	88	88	88	88	88	88	0	0
HEIQ Community Engagement Kits	7.9	2,295	1.000	0	0	0	0	0	0	0	0	0	0	0	0
Mobile Home Kits	8.2	97	1.000	0	0	0	0	0	0	0	0	0	0	0	0
2025 CPAS		15,449	1.000	2,331	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	1,290	0	0
Expiring 2025 CPAS				0	1,041	0	0	0	0	0	0	0	0	1,290	0
Expired 2025 CPAS				13,118	14,160	14,160	14,160	14,160	14,160	14,160	14,160	14,160	14,160	15,449	15,449
WAML	9.5														

APPENDIX D. MULTIFAMILY INITIATIVES PARTICIPATION SUMMARIES

In 2025, the Illinois Program Administrators and non-financially interested stakeholders established an updated agreement regarding IQ Multifamily metrics for each Illinois utility to report on annually.⁴⁴ The evaluation team therefore conducted additional participation analyses based on 2025 tracking data to characterize the agreed-upon metrics, presented in this appendix.

IQ MULTIFAMILY CHANNEL

Among the 198 properties served by the IQ Multifamily Channel in 2025, 80% (159) include buildings with fewer than 20 tenant units, while 24 have buildings with between 20 and 49 tenant units, and 15 have buildings with 50 or more tenant units.⁴⁵ Table 166 presents IQ Multifamily Channel participation by building size and type.

Table 166. 2025 IQ Multifamily Channel Building Types Treated

Building Size	Housing Type	Number of Properties	Number of Buildings	Number of Tenant Units
Buildings <20 Units	Total Buildings <20 Units	159	568	3,739
	<i>Subsidized</i>	66	392	2,333
	<i>Unsubsidized</i>	93	176	1,406
Buildings 20–49 Units	Total Buildings 20–49 Units	24	114	933
	<i>Subsidized</i>	11	53	343
	<i>Unsubsidized</i>	13	61	590
Buildings ≥50 Units	Total Buildings ≥50 Units	15	637	4,120
	<i>Subsidized</i>	11	564	3,575
	<i>Unsubsidized</i>	4	73	545

Note: 2025 tracking data does not consistently identify primary heating systems serving individual properties, buildings, and tenant units. As such, this table reflects total counts of properties, buildings, and tenant units.

⁴⁴ Illinois Energy Efficiency Stakeholder Advisory Group. *Illinois Energy Efficiency Policy Manual Version 3.0*. “Income Qualified Multi-Family Reporting Principles Policy.” June 20, 2025. Accessed at https://www.ilsag.info/wp-content/uploads/IQ-Multi-Family-Reporting-Metrics_FINAL-Clean-6-20-2025_v2.pdf.

⁴⁵ The IQ CAA Channel also engaged one multifamily property in 2025, which is not reported in this section given limited alignment of associated tracking data.

Most buildings participating in the IQ Multifamily Channel received DI in-unit measures and air sealing, as shown in Table 167.

Table 167. 2025 IQ Multifamily Channel Participating Buildings and Tenant Units by Measure

Measure Category	Number of Buildings ^a	Number of Tenant Units ^a
Total Participants	1,319	8,792
Total Participants w/ Electric Heat	966	5,799
Air Purifier	0	0
Direct Install In-Unit	1,103	7,477
Common Area Lighting	54	N/A
Heat Pumps ^b	94	726
Air Sealing	1,048	6,381
Attic Insulation	95	433
Other (Storm Windows)	38	102
Gas Heating System Replacements	0	0
Heat Pump Water Heaters	0	0
Other HVAC Equipment Measures	0	0
Other Insulation	0	0

^a Measure-specific counts do not sum to total counts because each building and tenant unit could receive multiple measures.

^b Heat pumps include ductless heat pumps, central ASHPs, and portable heat pumps.

In 2025, 1,053 buildings consisting of 6,417 tenant units received building envelope (i.e., air sealing and insulation) measures, as shown in Table 168. Less than one-fifth (20%, n=266) of the total buildings assessed did not install building envelope measures in 2025.

Table 168. Reasons Building Envelope Measures Not Installed in IQ Multifamily Channel Properties

	Number of Buildings	Number of Tenant Units
Total Buildings/Units Served ^a	2,869	19,095
Total Buildings/Units Assessed ^b	1,319	8,792
<i>Note: The following data are associated with buildings served with a Multifamily Energy Savings assessment.</i>		
Installed Building Envelope Measures	1,053	6,417
Did Not Install Building Envelope Measures	266	2,375
A. Not qualified for measures	136	1,275
1. Measure already there/already upgraded	45	257
2. Not cost-effective	0	0
3. Cannot access attic or other space	9	55
4. Not applicable (e.g., no attic)	82	963
5. Health and safety cost too high or extensive	0	0
B. Qualified and offered measure, but didn't install	130	1,100
1. Building owner not willing to make co-pay	0	0
2. Building owner sees no benefit	1	4
3. Building owner will not accept disruption	0	0
4. Deferring to a future year	129	1,096
5. Building owner dislikes aesthetics	0	0
6. Building owner non-responsive	0	0
7. Building owner not willing/able to address health & safety work or deferrable conditions	0	0
C. Unknown	0	0

^a Total Buildings/Units Served includes all those that engaged with the Initiative in 2025, including those who initiated engagement prior to 2025.

^b Total Buildings/Units Assessed those that received an audit or subsequent measure installation in 2025, including those who initiated engagement prior to 2025.

Among the buildings assessed as part of the IQ Multifamily Channel, 10% (94 out of 966) of those with electric heating received heat pumps, as shown in Table 169. Among the 819 buildings assessed and qualified for heat pumps, 99% (817 out of 819) were deferred to a future year.

Table 169. Reasons Heat Pump Not Installed in IQ Multifamily Channel Properties

	Number of Buildings	Number of Tenant Units
Total Buildings/Units Served ^a	2,869	19,095
Total Electrically Heated Buildings/Units Assessed ^b	966	5,799
<i>Note: The following data are associated with buildings served with a Multifamily Energy Savings assessment.</i>		
Installed Heat Pumps	94	726
Did Not Install Heat Pumps	872	5,073
A. Not qualified for measures	52	601
1. Measure already there/already upgraded	46	414
2. Not cost-effective	6	187
3. No good location or space	0	0
B. Qualified and offered measures but didn't install	819	4,460
1. Building owner not willing to make co-pay	0	0
2. Building owner sees no benefit	0	0
3. Building owner will not accept disruption	0	0
4. Deferring to a future year	817	4,454
5. Building owner dislikes aesthetics	0	0
6. Building owner non-responsive	2	6
7. Building owner not willing/able to address health & safety work or deferrable conditions	0	0
8. Desired heat pump does not meet program specification requirements	0	0
Unknown^e	1	12

^a Total Buildings/Units Served includes all those that engaged with the Initiative in 2025, including those who initiated engagement prior to 2025.

^b Total Buildings/Units Assessed those that received an audit or subsequent measure installation in 2025, including those who initiated engagement prior to 2025.

MARKET RATE MULTIFAMILY INITIATIVE

Among the 50 properties served by the Market Rate Multifamily Initiative in 2025, almost all (49) include buildings with fewer than 20 tenant units, while one has buildings with 50 or more tenant units. Table 170 presents Market Rate Multifamily Initiative participation by building size and type.

Table 170. 2025 Market Rate Multifamily Initiative Building Types Treated

Building Size	Number of Properties	Number of Buildings	Number of Tenant Units
Buildings < 20 Units	49	250	3,098
Buildings 20–49 Units	0	0	0
Buildings ≥ 50 Units	1	4	120

Note: 2025 tracking data does not consistently identify primary heating systems serving individual properties, buildings, and tenant units. As such, this table reflects total counts of properties, buildings, and tenant units.

Most buildings participating in the Market Rate Multifamily Initiative received DI in-unit measures, as shown in Table 171. Four properties with a total of 32 buildings and 66 tenant units received heat pumps.

Table 171. 2025 Market Rate Multifamily Initiative Participating Buildings and Tenant Units by Measure

Measure Category	Number of Buildings ^a	Number of Tenant Units ^b
Total Participants	254	3,218
Total Participants w/ Electric Heat	199	2,598
Air Purifier	0	0
Direct Install In-Unit	222	3,152
Common Area Lighting	0	N/A
Heat Pumps	32	66
Air Sealing	161	2,011
Attic Insulation	N/A	N/A
Other (Storm Windows)	0	0
Gas Heating System Replacements	0	0
Heat Pump Water Heaters	0	0
Other HVAC Equipment Measures	0	0
Other Insulation	N/A	N/A

^a Measure-specific counts do not sum to total counts because each building and tenant unit could receive multiple measures.

In 2025, 161 buildings consisting of 2,011 tenant units received building envelope measures as shown in Table 172. The Market Rate Multifamily Initiative does not install insulation measures, so building envelope participation is limited to air sealing measures, including wall plate gaskets and door sweeps.

Table 172. Reasons Building Envelope Measures Not Installed in Market Rate Multifamily Initiative Properties

	Number of Buildings	Number of Tenant Units
Total Buildings/Units Served ^a	291	3,201 ^c
Total Buildings/Units Assessed ^b	254	3,218
<i>Note: The following data are associated with buildings served with a Multifamily Energy Savings assessment.</i>		
Installed Building Envelope Measures	161	2,011
Did Not Building Envelope Measures	93	1,207
A. Not qualified for measures	93	1,207
1. Measure already there/already upgraded	N/A	N/A
2. Not cost-effective	93	1,207
3. Cannot access attic or other space	N/A	N/A
4. Not applicable (e.g., no attic)	N/A	N/A
5. Health and safety cost too high or extensive	N/A	N/A
B. Qualified and offered measure, but didn't install	N/A	N/A
1. Building owner not willing to make co-pay	N/A	N/A
2. Building owner sees no benefit	N/A	N/A
3. Building owner will not accept disruption	N/A	N/A
4. Deferring to a future year	N/A	N/A
5. Building owner dislikes aesthetics	N/A	N/A
6. Building owner non-responsive	N/A	N/A
7. Building owner not willing/able to address health & safety work or deferrable conditions	N/A	N/A
C. Unknown	N/A	N/A

^a Total Buildings/Units Served includes all those that engaged with the Initiative in 2025, including those who initiated engagement prior to 2025.
^b Total Buildings/Units Assessed those that received an audit or subsequent measure installation in 2025, including those who initiated engagement prior to 2025.
^c Note: Counts associated with total buildings and units served are underrepresented because the necessary fields representing building counts, tenant unit counts, and engaged channels are not fully populated in property-level tracking data.

Among the properties assessed as part of the Market Rate Multifamily Initiative, 32 buildings consisting of 66 tenant units received heat pump measures, as shown in Table 173. Most market rate properties that qualified for heat pumps were deferred to a future year.

Table 173. Reasons Heat Pump Not Installed in Market Rate Multifamily Initiative Properties

	Number of Buildings	Number of Tenant Units
Total Buildings/Units Served ^a	2,869	19,095
Total Electrically Heated Buildings/Units Assessed ^b	199	2,598
<i>Note: The following data are associated with buildings served with a Multifamily Energy Savings assessment.</i>		
Installed Heat Pumps	32	66
Did Not Install Heat Pumps	167	2,532
A. Not qualified for measures	22	434
1. Measure already there/already upgraded	21	428
2. Not cost-effective	1	6
3. No good location or space	0	0
B. Qualified and offered measures but didn't install	145	2,098
1. Building owner not willing to make co-pay	0	0
2. Building owner sees no benefit	0	0
3. Building owner will not accept disruption	0	0
4. Deferring to a future year	145	2,098
5. Building owner dislikes aesthetics	0	0
6. Building owner non-responsive	0	0
7. Building owner not willing/able to address health & safety work or deferrable conditions	0	0
8. Desired heat pump does not meet program specification requirements	0	0
Unknown	0	0

^a Total Buildings/Units Served includes all those that engaged with the Initiative in 2025, including those who initiated engagement prior to 2025.

^b Total Buildings/Units Assessed those that received an audit or subsequent measure installation in 2025, including those who initiated engagement prior to 2025.

PUBLIC HOUSING INITIATIVE

Among the 11 properties served by the Public Housing Initiative in 2025, nine include buildings with fewer than 20 tenant units, one has a building with between 20 and 49 tenant units, and one has buildings with 50 or more tenant units. Table 174 presents IQ Multifamily Channel participation by building size and type.

Table 174. 2025 Public Housing Initiative Building Types Treated

Building Size	Number of Properties	Number of Buildings	Number of Tenant Units
Buildings < 20 Units	9	171	543
Buildings 20–49 Units	1	1	38
Buildings ≥ 50 Units	1	15	48

Note: 2025 tracking data does not consistently identify primary heating systems serving individual properties, buildings, and tenant units. As such, this table reflects total counts of properties, buildings, and tenant units.

Most buildings and tenant units participating in the Public Housing Initiative received direct install in-unit measures, air sealing, and/or heat pumps, as shown in Table 175).

Table 175. 2025 Public Housing Initiative Participating Buildings and Tenant Units by Measure

Measure Category	Number of Buildings ^a	Number of Tenant Units ^b
Total Participants	187	629
Total Participants w/ Electric Heat	47	150
Air Purifier	0	0
Direct Install In-Unit	68	390
Common Area Lighting	0	N/A
Heat Pumps	23	54
Air Sealing	120	281
Attic Insulation	96	185
Other (Window Inserts)	0	0
Gas Heating System Replacements	0	0
Heat Pump Water Heaters	0	0
Other HVAC Equipment Measures	0	0
Other Insulation	0	0

^a Measure-specific counts do not sum to total counts because each building and tenant unit could receive multiple measures.

Of the 187 buildings assessed as part of the Public Housing Initiative, 120 received building envelope measures, as shown in Table 176. Twenty-three buildings did not qualify for building envelope measures as the measures were already installed or upgraded. Other reasons for the lack of installation of building envelope measures include property owners' perception that building envelope measures do not have any benefit and deferment of installation to a future year.

Table 176. Reasons Building Envelope Measures Not Installed in Public Housing Initiative Properties

	Number of Buildings	Number of Tenant Units
Total Buildings/Units Served ^a	1,145	6,427
Total Buildings/Units Assessed ^b	187	629
<i>Note: The following data are associated with buildings served with a Multifamily Energy Savings assessment.</i>		
Installed Building Envelope Measures	120	281
Did Not Install Building Envelope Measures	67	348
A. Not qualified for measures	23	54
1. Measure already there/already upgraded	23	54
2. Not cost-effective	0	0
3. Cannot access attic or other space	0	0
4. Not applicable (e.g., no attic)	0	0
5. Health and safety cost too high or extensive	0	0
B. Qualified and offered measure, but didn't install	44	294
1. Building owner not willing to make co-pay	0	0
2. Building owner sees no benefit	42	280
3. Building owner will not accept disruption	0	0
4. Deferring to a future year	2	14
5. Building owner dislikes aesthetics	0	0
6. Building owner non-responsive	0	0
7. Building owner not willing/able to address health & safety work or deferrable conditions	0	0
C. Unknown	0	0

^a Total Buildings/Units Served includes all those that engaged with the Initiative in 2025, including those who initiated engagement prior to 2025.

^b Total Buildings/Units Assessed those that received an audit or subsequent measure installation in 2025, including those who initiated engagement prior to 2025.

Among the buildings assessed as part of the Public Housing Initiative, 23 buildings consisting of 54 tenant units received heat pumps, as shown in Table 177. Most heat pump installations were deferred to a future year due to initiative limitations and budget constraints.

Table 177. Reasons Heat Pump Not Installed in Public Housing Initiative Properties

	Number of Buildings	Number of Tenant Units
Total Buildings/Units Served ^a	1,145	6,427
Total Electrically Heated Buildings/Units Assessed ^b	47	150
<i>Note: The following data are associated with buildings served with a Multifamily Energy Savings assessment.</i>		
Installed Heat Pumps	23	54
Did Not Install Heat Pumps	24	96
A. Not qualified for measures	1	38
1. Measure already there/already upgraded	1	38
2. Not cost-effective	0	0
3. No good location or space	0	0
B. Qualified and offered measures, but didn't install	23	58
1. Building owner not willing to make co-pay	0	0
2. Building owner sees no benefit	0	0
3. Building owner will not accept disruption	0	0
4. Deferring to a future year	23	58
5. Building owner dislikes aesthetics	0	0
6. Building owner non-responsive	0	0
7. Building owner not willing/able to address Health & Safety work or deferrable conditions	0	0
8. Desired heat pump does not meet program specification requirements	0	0
Unknown	0	0

^a Total Buildings/Units Served includes all those that engaged with the Initiative in 2025, including those who initiated engagement prior to 2025.
^b Total Buildings/Units Assessed those that received an audit or subsequent measure installation in 2025, including those who initiated engagement prior to 2025.



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