

AMEREN ILLINOIS ENERGY EFFICIENCY PROGRAM

ILLINOIS STAKEHOLDER ADVISORY GROUP
2023 PROGRESS UPDATE THROUGH Q3
NOVEMBER 15, 2023

Portfolio Overview: 2023 Portfolio Savings and Portfolio Spend through Q3

Portfolio Overall Savings Achievement in 2023

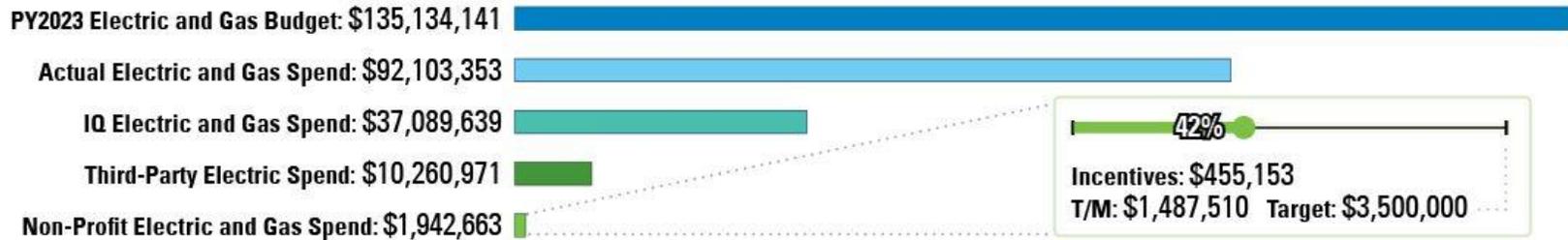
Electric Implementation Plan Savings Goal



Gas Implementation Plan Savings Goal



Portfolio Overall Spend Achievement in 2023



Portfolio Overview: 2023 Diverse Spend and Health & Safety Spend through Q3

PY2023 Diverse Supplier Spend



PY2023 Diverse Program Ally Spend



Health and Safety Spend

Channel	Overall Spend
IQ - Community Action Agency (CAA)	\$140,750
IQ - Single-Family	\$1,925,334
IQ - Mobile Homes	\$21,704
IQ - Multifamily	\$103,975
Total	\$2,191,762

*Health and Safety spend is included in the overall \$37,089,639 Income Qualified Spend



Portfolio Overview: Statutory Budget Flexibility

Shifting Budgets for 2023

- Residential Program
 - Increased funding for Income Qualified (IQ) and Market Rate Single Family Initiatives based upon strong performance early in year
 - IQ Single Family, IQ Multifamily, and IQ Mobile Homes
 - IQ Retail Products
 - Midstream
 - Shifted funding to accommodate increased Smart Thermostat efforts with associated gas-to-electric conversion
- Business Program
 - Custom Initiative projects not completed as timely as originally planned and many projects moved to 2024
 - Standard Initiative strong, so increased funding
 - Luminaire-Level Lighting Controls
 - Ozone Laundry
 - Tank Insulation
 - Lithium-Ion Forklifts



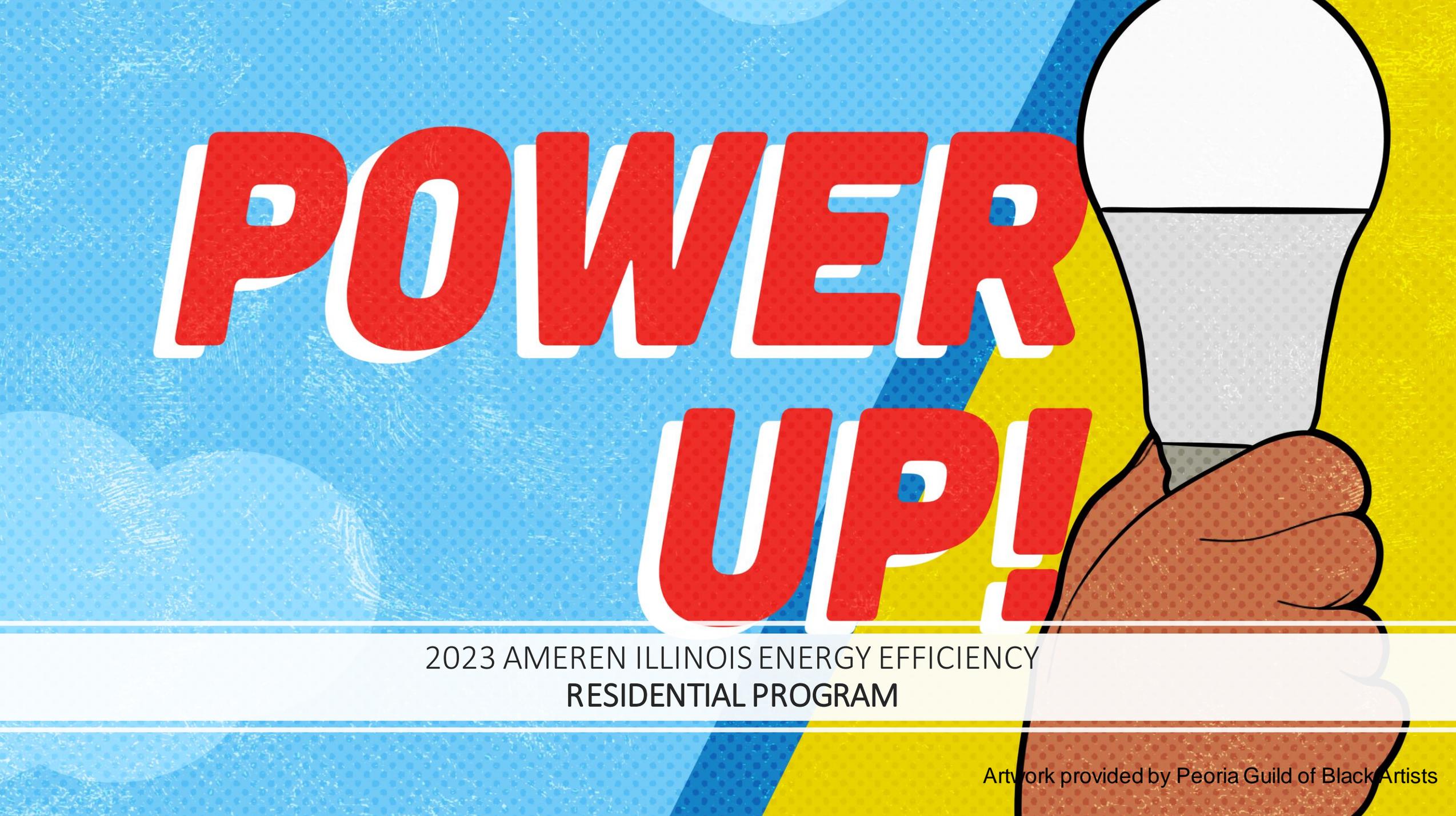
Portfolio Overview: 2023 Income Qualified (IQ) Spend through Q3

Electric		
Channel	2023 Actuals (through Q3)	2023 Plan Budget (for the year)
IQ Community Action Agencies	\$2,781,083	\$3,780,196
IQ Community Kits	\$512,720	\$674,004
IQ Electrification	\$366,773	\$1,745,295
IQ Healthier Homes	\$340	\$0
IQ Mobile Homes	\$1,051,392	\$1,089,673
IQ Multi Family	\$5,825,692	\$5,197,216
IQ Retail Products	\$5,979,557	\$2,650,746
IQ Single Family	\$14,388,266	\$13,106,051
IQ Smart Savers	\$1,270,313	\$2,085,905
Total Electric	\$32,176,135	\$30,329,086



Preliminary information for SAG discussion purposes only; subject to Section 3.1 of EE Policy Manual

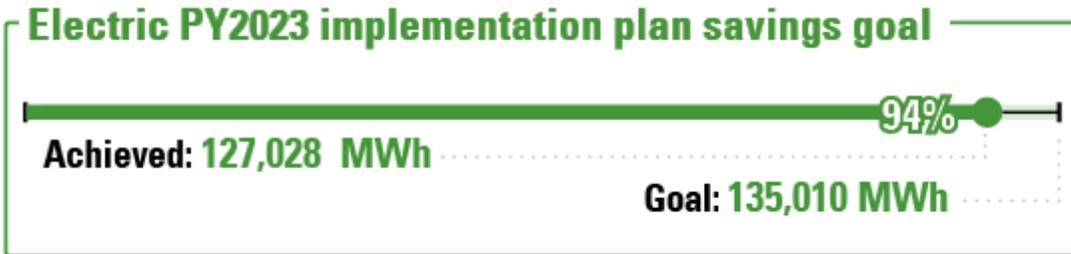
POWER UP!



2023 AMEREN ILLINOIS ENERGY EFFICIENCY
RESIDENTIAL PROGRAM

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Residential Program: Offerings Overview



Key Initiatives	PY23 MWh*	PY23 Therms*
Retail Products	91,055	644,717
Income Qualified Single Family	7,594	120,884
Income Qualified Multifamily	6,063	74,699
Smart Savers	6,461	13,339
Midstream HVAC	7,355	136,240
Income Qualified CAA	845	74,005

* including gas-to-electric conversions



Residential Program Highlights: IQ Single Family Health & Safety (H&S)

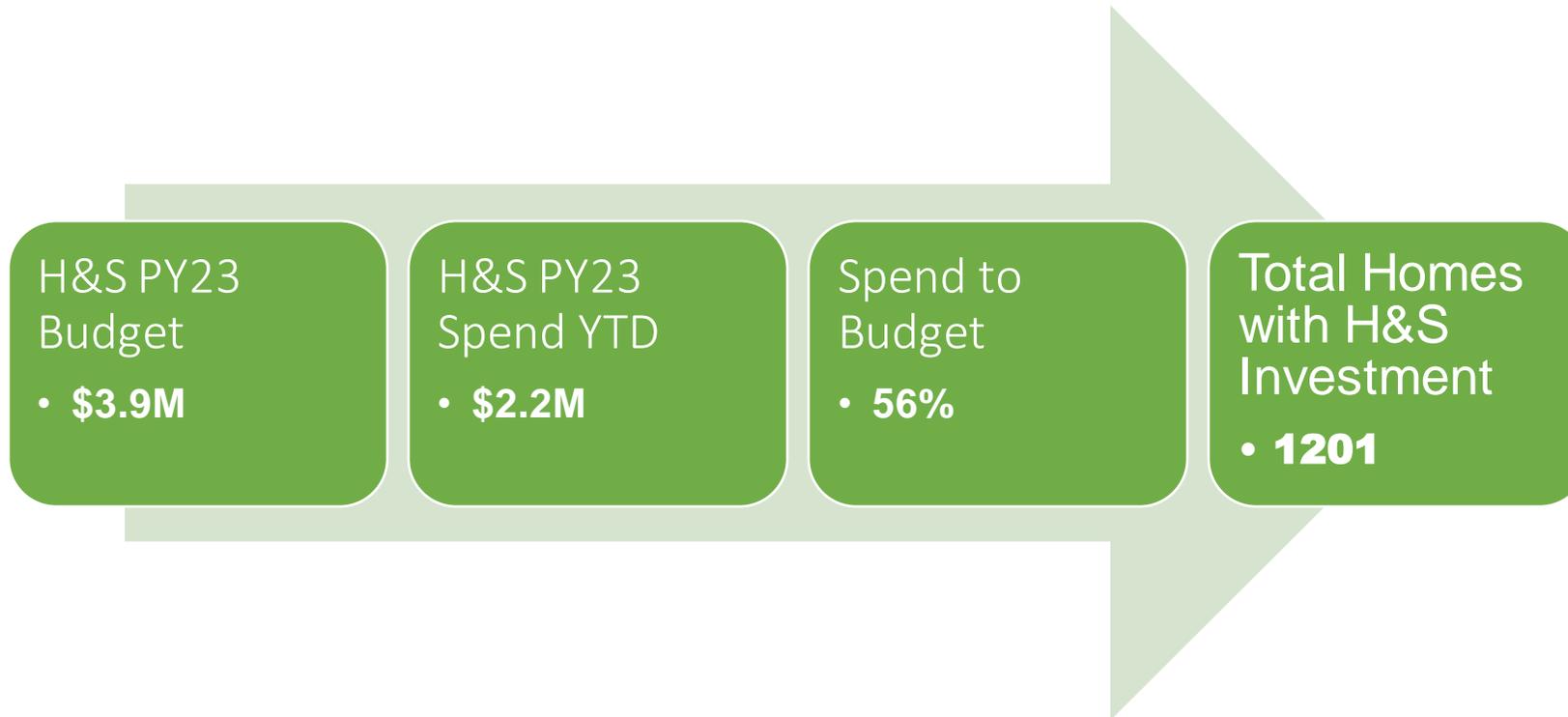
- Dedicated Health and Safety coordinator serves as single point of contact
 - Ensures smooth customer service experience
 - Coordinates between customer and remediation contractor
 - Once remediation complete, hands project back to program ally for measure install

- Challenges
 - Availability of remediation contractors in all areas of service territory
 - Timeline of completing remediations, results in extended lifecycles for complete projects
 - High cost of knob and tube remediations in relation to large number of homes with this showstopper



Residential Program Highlights: IQ Single Family Health and Safety (H&S)

- Total budget allocated according to Statute
 - Given large need and limited budget, guardrails for total H&S investment per home have been implemented to ensure stewardship of ratepayer funds.
 - Each H&S remediation opportunity is assessed to secure adequate ratio of investment to desired savings.



Residential Program Highlights: IQ Community Action Agencies (CAA)

- Agencies have braided 248 projects through Q3, which represents a 10% increase over braided projects through Q3 of 2022. While this is an increase, braiding was very sluggish in Q3 of 2023 and dropped 39 projects from Q2.
- Agencies continue to face significant barriers to project completion including:
 - Prioritization of grant dollars over braided dollars
 - Difficulty in hiring and retaining qualified staff
 - Difficulty in attracting contractors to complete installation
 - Time consuming process for braiding
- Program staff spend majority of their time addressing these issues. However, there is limited ability to influence items like prioritization of funding or agency staff compensation.



Residential Program Highlights: IQ Mobile Homes

- The channel has completed 114 projects of the 129-project goal and has a fully subscribed pipeline for PY23
- Based on recent training efforts, allies continue to prioritize building envelope measures to provide impactful energy savings and healthy home outcomes for customers
- Planning for PY24 has begun with an expected expansion into four new CAA territories



Residential Program Highlights: Smart Thermostats



- AIC partners with Google to distribute Google Nest smart thermostats at no cost
- 2023 initial goal 28,320; revised to 43,000; 16,075 through Q3
- The distribution of free thermostats in the Ameren Illinois territory helps future Demand Response programs.

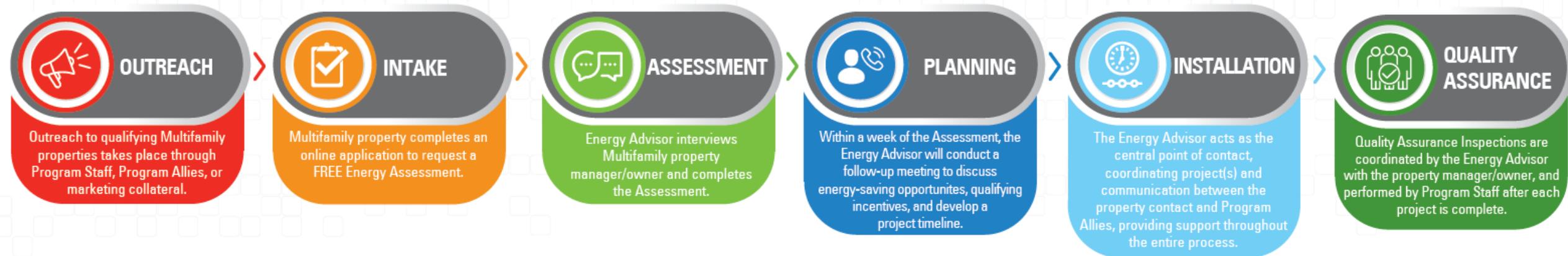
Residential Program Highlights: Electrification

- Electrification is offered to income qualified rural propane customers
 - The EE team collaborates with the gas expansion team to avoid mixed messaging
 - This has provided a limited customer base
- Current marketing strategies aimed at engaging electric customers includes:
 - Hard copy mailing, followed by email to 3,429 customers resulting in a pipeline of 19 customers
 - Outreach team continued efforts by canvassing community organizations for help gaining trust and soliciting participation
- The Field team noticed that electric customers had a strong preference for propane and were loyal to their suppliers
 - Small towns with close-knit communities and local businesses thrive with the support from propane companies
 - Some propane users are cautious about electrification



Residential Program Highlights: IQ Multifamily

MULTIFAMILY ONE STOP SHOP CUSTOMER JOURNEY



Residential Program Highlights: IQ Multifamily

- Number of heat pumps incentivized in 2023

Heat Pump's	PY23 Goal	Approved	Completed	Outstanding to Complete	2024 Pipeline
IQ	570	570	431	139	589
PH	90	89	79	10	

- Number of units with Direct Install Measures (DIM's) installed

DIMS Completed Total		Common Area DIMs - Completed	
IQ	PH	IQ	PH
2343	1843	937	144
MF Projects			
DIMS Pending		CA DIMs	
IQ	PH	IQ	PH
538	513	3057	435

- AIC aims to serve comprehensively where possible though:
 - Many properties have already received Building Envelope treatment through previous EE efforts focused on MF
 - Budget balancing required = Heat pumps are incentivized at \$7,500 while DIM's cost \$250 on average

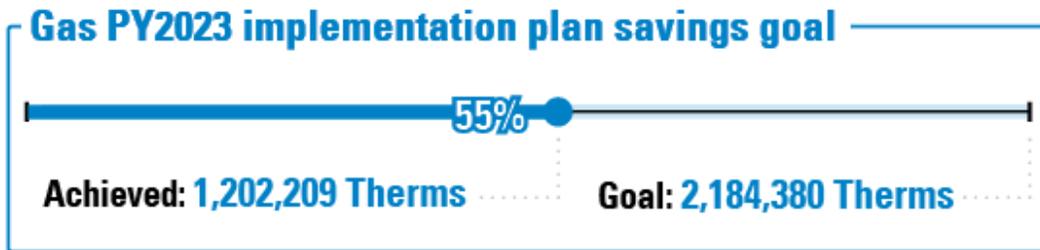
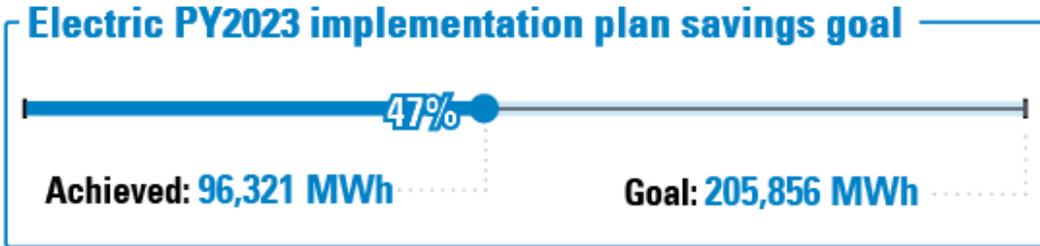




2023 AMEREN ILLINOIS ENERGY EFFICIENCY
BUSINESS PROGRAM

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Business Program: Offerings Overview



Key Initiatives	PY23 MWh*	PY23 Therms*
Small Business	37,176	148
Custom	8,343	178,136
Standard	18,288	1,005,305
Midstream	20,229	18,620
Streetlights	8,969	
Retro-Commissioning	3,316	

* including gas-to-electric conversions



Business Program Highlights: Custom CHP

Combined Heat and Power (CHP) projects are higher potential opportunity for Ameren IL over the next few years due to a Federal Tax Rebate being offered for CHP. Projects that have expensed at least 5% of total project costs by December of 2024 are eligible for up to 50% in Federal Tax Rebates. Combined with Incentives from Ameren IL, CHP projects are now a feasible investment for several large Ameren IL customers



CHP projects have been categorized as Custom for evaluation purposes in 2024

Ameren IL CHP Projects

- 1 project completed in 2023
- 1 application that may complete in 2024
- 2 applications under review
- 1 project in process of submitting an application



Business Program Highlights: State Universities and Public Sector Spend

State University participation is high in the Program and growing.

- \$423,000 in incentives in 2023 YTD
- \$1,400,000 in pipeline projects through 2025

State Universities are considered Private Sector spend based on our interpretation of the statute, though they have historically received Public Sector incentive rates and continue to in 2023.

AIC is Currently challenged to meet Public Sector spend goals

- Program Year Public Sector Incentive Goal
 - \$5,556,000 for electric
 - \$1,123,000 for gas

Ameren IL would like to invest more budget in State University projects, but they are more costly. Including State Universities in the category of Public Sector spend would create more opportunity for Ameren IL to invest in larger campus projects like central steam and chiller, classroom, and housing projects.



Business Program Highlights: Market Transformation

Advanced Windows

- Continued engagement with coordinated market studies with other utilities

Luminaire-Level Lighting Controls (LLLC)

- Training for Program Allies in-person and through Webinars
- Including NLC/LLLC incentives in Standard and SBDI
 - Increased project participation over 2022
 - 157 projects completed or pending completion
 - \$1.4M in incentives and 3,200 MWh in savings
- Developed Business Plan for full implementation in PY2024 of the LLLC Market Transformation Initiative

Year	Projects
2018	1
2019	1
2020	0
2021	9
2022	12
2023 (through Q3)	157





2023 AMEREN ILLINOIS ENERGY EFFICIENCY
MARKET DEVELOPMENT INITIATIVE

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Market Development Initiative (MDI)



Through Q3, Community Partners have provided 436 Single-Family Income Qualified Channel referrals and 20 leads to the Business Program, connecting their clients directly with energy efficiency resources



Community Partners have engaged 66,272 customers across 345 events



Placed 24 job-seekers into full-time jobs and 45 in trainings, including 31 new certifications in to Building Science Principles or Building Performance Institute



Scholarship Highlight: [Kyle Mikula, Illinois Central College](#)

Appendix



Residential Program Appendix: IQ Single Family Health and Safety (H&S)

YTD Top Health and Safety Remediation Investments in Homes:

82 Knob and Tube

28 Mold

21 Asbestos

11 Bulk Moisture

YTD Top Health and Safety Measures Installed in Homes:

769
Vent
Exhaust
fans

362 Vapor
Barriers

150
Gas Leak
Repairs

121
Flue Liners

Residential Program Appendix: IQ Multifamily

- Questions from Stakeholders covered in presentation
 1. Provide example(s) of utilities' universal intake applications
 2. Walk through scenarios for a multifamily customer who reaches out through various channels: website, phone, trade ally, other program implementers
 3. If a 3-flat owner reaches a residential program, are they referred to a multifamily program they qualify for?
 4. If a potentially income-qualified customer reaches a non-IQ program, how are they screened or referred to IQ programs?
 5. Explain how various energy efficiency programs interact
 6. If a customer contacted a trade ally for a boiler tune-up, are they referred to a comprehensive program that would handle other energy efficiency and health and safety upgrades? Who would be the customer's primary point of contact?
 7. What reporting are they using – or plan to use – to demonstrate the effectiveness of their one stop shop?
 8. How is the Multifamily program making referrals to local, state, and federal resources?
 9. Can they provide some insight into why so few got major measures?



MULTIFAMILY ONE STOP SHOP CUSTOMER JOURNEY



OUTREACH

Outreach to qualifying Multifamily properties takes place through Program Staff, Program Allies, or marketing collateral.

METHODS INCLUDE:

- » Dedicated Multifamily Outreach Coordinator
- » Educational opportunities
- » Tradeshows/Events
- » Business outreach coordination
- » Dedicated Multifamily website
- » Regularly meet with low income, public housing, and trade organizations (IAHA, IHDA, NICHE, etc.)



INTAKE

Multifamily property completes an online application to request a FREE Energy Assessment.

ELIGIBILITY DETERMINED:

- » Qualifications and incentives are determined by property type and rate code.
- » There are 3 channels for participation in the Multifamily Initiative:
 - » Public Housing Authority (PH) in good standing
 - » Income Qualified (IQ) Qualification based upon: IL EE Policy Manual V2.0, Section 4.3
 - » Market Rate (not qualified as PH or IQ)



ASSESSMENT

Energy Advisor interviews Multifamily property manager/owner and completes the Assessment.

ASSESSMENT INCLUDES:

- » In-unit
- » Common areas including pools, gyms, and laundry rooms
- » Parking, security, and exterior lighting
- » Building systems (HVAC & hot water)
- » Building Envelope
- » Major mechanical systems
- » Commercial kitchen and laundry
- » New construction/Renovation plans



PLANNING

Within a week of the Assessment, the Energy Advisor will conduct a follow-up meeting to discuss energy-saving opportunities, qualifying incentives, and develop a project timeline.

POTENTIAL INCENTIVES:

- » In-unit direct install measures & kits
- » Smart thermostats
- » Lighting
- » Equipment retrofits
- » HVAC
- » Building Envelope
- » Bulk equipment rebates and recycling opportunities (new for 2021)

AVAILABLE RESOURCES:

- » Grant, funding, financing, & rebate opportunities
- » Educational resources for property and tenant
- » Program Ally selection
- » Property manager resources



INSTALLATION

The Energy Advisor acts as the central point of contact, coordinating project(s) and communication between the property contact and Program Allies, providing support throughout the entire process.

ENERGY ADVISOR SUPPORT:

- » Order and deliver direct install materials
- » Schedule Program Ally workscope development
- » Assist with bid evaluation and Program Ally selection
- » Streamline application process
- » Coordinate project work throughout the process
- » Support Program Allies and property
- » Insure property's satisfaction



QUALITY ASSURANCE

Quality Assurance Inspections are coordinated by the Energy Advisor with the property manager/owner, and performed by Program Staff after each project is complete.

INSPECTIONS BASED ON PROGRAM GUIDELINES:

- » Direct Install Measures
- » Lighting
- » HVAC
- » Equipment retrofits
- » Building Envelope (pre/post)

Third Party Program Appendix: Progress Update

Ameren utilized a diverse vendor to distribute RFPs for the healthier homes channel

- Bidder interviews were conducted, and RFP proposals were reviewed and scored for the channel during Q3
- Energy Infrastructure Partners in partnership with Urban Efficiency and Illinois Climate Research and Training (ICRT) identified as the awarded bidder team





AmerenIllinoisSavings.com