

Energy Efficiency PROGRAM

PY2021 QUARTERLY REPORT

Fourth Quarter Report (January – December)

Data presented in this document is based on preliminary results and is subject to revision and evaluation adjustments.
Ameren Illinois Energy Efficiency is funded by Ameren Illinois customers in compliance with Illinois law.

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Portfolio Summary

Ameren Illinois Company (AIC) d/b/a Ameren Illinois ("Ameren Illinois") provides this quarterly report for the period of January - December 2021 pursuant to Section 6.6 of the Illinois Energy Efficiency Policy Manual Version 2.0 (effective Jan. 1, 2020). Consistent with Section 6.6, Ameren Illinois provides this report using a common template developed in collaboration with other Illinois utilities and stakeholders and designed to provide the categories of information set forth in Section 6.6(i)-(viii). The information in this quarterly report may be based on preliminary results and will be assessed for revision, evaluation, and adjustment quarterly, with updates and changes being made on a quarterly basis. As set forth in Section 6.6, interested stakeholders should raise any questions regarding the programs addressed in this report through the Illinois Stakeholder Advisory Group process or with Ameren Illinois directly, including to identify any updates or changes made since prior reports. As has been done previously, AIC will address questions, when practicable, through the appropriate channels, including updates to this report.

- » **Through Q4, the portfolio has achieved 102% of its electric PY2021 electric implementation plan savings goal of 432,211 MWh and 99% of its gas PY2021 implementation plan savings goal of 3,485,708 therms.**
- » **Through Q4, the portfolio has achieved 105% of its PY2021 electric filed plan savings goal of 418,852 MWh and 110% of its gas savings goal of 3,129,204 therms.**
- » **With regards to the four year gas goal for 2018 - 2022 of 13,444,861 therms, the portfolio reached 143% of the goal by achieving 19,283,733 therms.**

Portfolio Summary

Business Program Implementation Staff Timeline

COVID-19 Implementation Impacts

Initiative	Q1 - Q4 (January - December)
Standard *	Continued delivery of alternative option(s). Face-to-Face interaction limited to mission critical activities only
Custom *	Continued delivery of alternative option(s). Face-to-Face interaction limited to mission critical activities only
RCx	Continued delivery of alternative option(s). Face-to-Face interaction limited to mission critical activities only
Streetlighting	Continued delivery of alternative option(s). Face-to-Face interaction limited to mission critical activities only

**Alternative options identified on page 6*

Portfolio Summary

Residential IQ Program Implementation Staff Timeline

COVID-19 Implementation Impacts

Initiative	Q1 - Q4 (January - December)
IQ – Registered Program Ally *	Continued delivery of alternative option(s). Face-to-face interaction limited to mission critical activities only
IQ - CAA	Continued delivery of alternative option(s). Face-to-face interaction limited to mission critical activities only
IQ – Multifamily *	Continued delivery of alternative option(s). Face-to-face interaction limited to mission critical activities only
IQ – Smart Savers	Continued Program Ally installation

Residential Program Implementation Staff Timeline

COVID-19 Implementation Impacts

Initiative	Q1 - Q4 (January - December)
Appliance Recycling *	Continued re-entry into home interior when necessary
DDEP *	Continued delivery of alternative option(s)
Retail Products	Store visits continue
Heating & Cooling	Initiative continues to be delivered by non-Program Staff
Multifamily *	Continued delivery of alternative option(s). Face-to-face interaction limited to mission critical activities only

**Alternative options identified on page 6*

Portfolio Summary

Alternative Options for Q4 2021

» **Business Program**

- *Virtual Commissioning* – Continued with Power TakeOff in Q4
- *Increased Incentives* – Continued to raise participation and engagement through raising incentives
- *Virtual Inspections* – Completed virtual inspections through Q4
- *Supply Chain Impacts* – Supply chain issues and labor shortages have caused project completion to be delayed

» **Residential Program**

- *Registered Program Ally Channel* – Continued to implement energy efficiency kits and virtual instant savers assessments
- *Multifamily/PHA Channel* – Continued to implement energy efficiency kits, virtual property in-unit assessments with energy efficiency products shipped to site
- *Direct Distribution of Efficient Products (School Kits)* – Continued to implement Multi-faceted approach on presentations and kit delivery
- *Distribution of Efficient Products (Non-School Kits)* – Continued to implement a virtual solution to provide energy efficiency to low-income customers receiving bill pay assistance
- *Appliance Recycling* – Continued to implement contactless pickup of appliances whenever possible

Portfolio Summary

PY2021 Portfolio Overall Savings Achievement

Electric Savings Goal

Actual Net MWh:
441,514

102%

Filed Goal:
418,852 MWh

PY2021 MWh
IP Savings Goal:
432,211 MWh

Gas Savings Goal

Actual Net Therm:
3,445,264

99%

Filed Goal:
3,129,204 Therms

PY2021 Therm
IP Savings Goal:
3,485,708 Therms

PY2021 Portfolio Overall Spend Achievement

PY2021 Budget:
\$114,421,544

Actual Spend:
\$111,439,627

Income Qualified Spend: **\$25,072,943**

Third-Party
Electric Spend:
\$10,311,888

Diverse Supplier Spend:
\$13,702,103

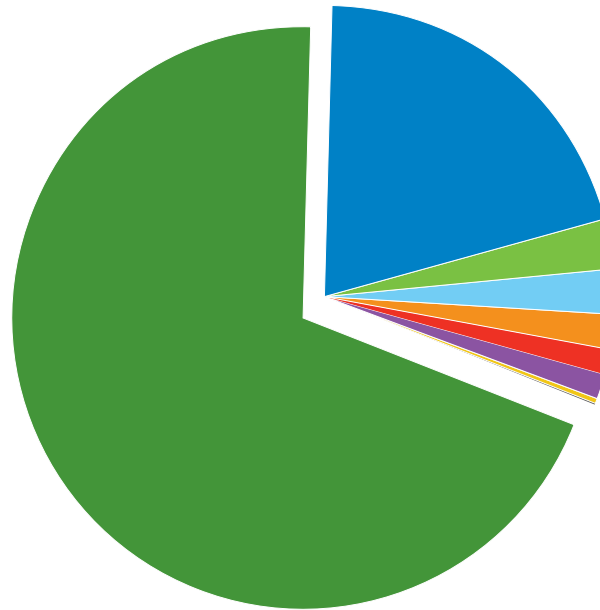
Diverse Program Ally Spend: **\$10,808,152**

Portfolio Summary

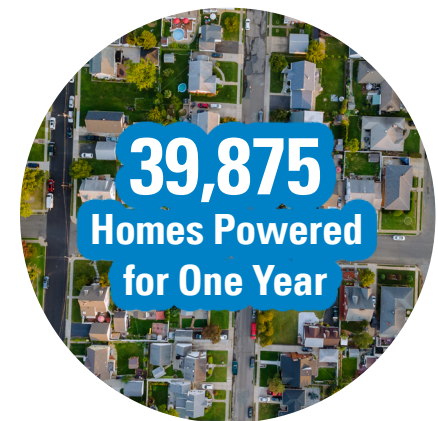
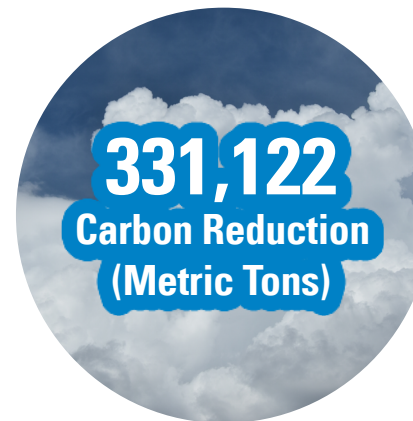
Smart Thermostats Incentivized

Total Number of Smart Thermostats Incentivized: 40,727

Retail Products 28,289	Smart Savers 8,362	IQ MF 1,134	Multifamily 913
HVAC 845	Business 617	IQ - Mod Income 503	Public Housing 52
Home Efficiency 12	IQ-CAA 0		



Environmental Impacts



Residential Program

The Residential Program includes six primary initiatives and two third-party initiatives that address key electric and natural gas end-uses in single family homes and multifamily properties. The Residential Program offers a range of educational opportunities and incentives for consumers to implement a series of energy efficiency improvements. Direct installation Initiatives targeted primarily to low-and moderate-income customers and are designed to achieve reductions in energy consumption within participants' homes through the installation of low-cost energy savings measures followed by comprehensive weatherization services. Each initiative is a potential entry point for consumers into the program, which is structured to facilitate cross-promotion between initiatives and maximize participation. Ameren Illinois' large geographic service territory encompasses over 43,700 square miles and serves more than one million residential customers of which over 640,000 receive both electric and gas service.

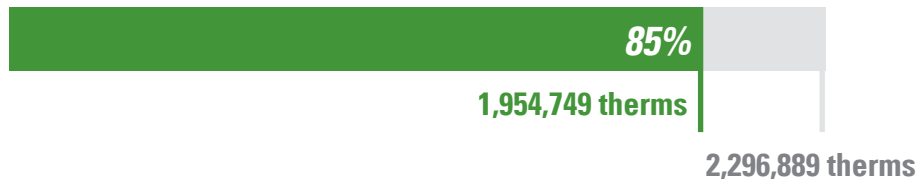
Q4 Update Residential Program (All Initiatives):

» Through Q4, the Residential Program has achieved:

Electric PY2021 Implementation Plan Savings Goal ¹



Gas PY2021 Implementation Plan Savings Goal ¹



Q4 Update Residential Program (Non-IQ):

» Through Q4, the Residential Program (Non-IQ) has achieved:

Electric PY2021 Implementation Plan Savings Goal



Gas PY2021 Implementation Plan Savings Goal



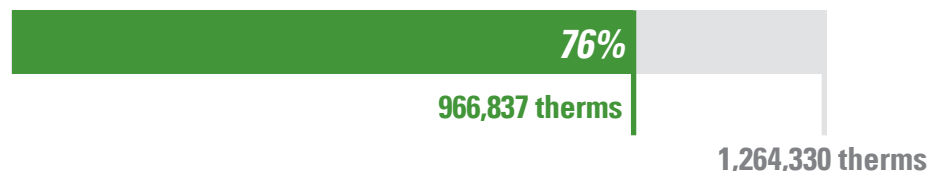
Q4 Update Residential Program (IQ Channels):

» Through Q4, the Residential Program (IQ) has achieved:

Electric PY2021 Implementation Plan Savings Goal ²



Gas PY2021 Implementation Plan Savings Goal ²



Note: SAG (Stakeholder Advisory Group) reporting template has Residential Initiatives separated by Non-IQ, IQ, and a BTU conversion component; however, all Residential Initiatives have an IQ component. Numbers are reported here to be as consistent with SAG reporting template as possible.

¹ Savings and goal inclusive of projected gas to electric fuel conversion savings

² Savings and goal inclusive of projected gas to electric fuel conversion savings

Residential Program

Residential Midstream HVAC Initiative

Overview: Midstream HVAC collaborates with manufacturers, wholesalers, and distributors leveraging their relationships and existing communication channels with installation contractors to distribute information/incentives to increase the number of high efficiency systems being sold and installed.

Q4 Update:

» **Through Q4, 2,535 net MWh were achieved (107% of electric implementation plan savings goals)**

- 867 smart thermostats incentivized in PY2021.
- 325 Air Source Heat Pumps (ASHPs), 2,323 Central Air Conditioning (CAC) units and 160 Heat Pump Water Heaters (HPWH) were incentivized in PY2021.
- Distributor recruitment continues with 19 HVAC distributors representing 74 branches registered, along with the addition of 10 plumbing distributors, representing 51 branches, to promote sales of HPWH.
- In Q4, 7 Distributors began utilizing transaction submission portal streamlining incentive tracking, equipment verification and customer eligibility checks.

Residential Home Efficiency Initiative

Overview: Home Efficiency partners with Building Envelope Program Ally contractors to offer incentives to homeowners for multiple insulation and air sealing measures, covering part of the project cost completed by a Program Ally.

Q4 Update:

» **Through Q4, 126 net MWh and 27,023 net therm savings achieved (17% and 26%, respectively, of implementation plan savings goals).**

- 60 projects were completed through Q4, including 12 smart thermostats.
- Program Ally feedback identified adjustments that could be made to improve customer engagement and Program Ally participation.

- Community partner, Senior Services Plus, completed a Smart Home Blitz effort in the River Bend area which provided 200 local senior citizens with energy saving smart home technology including a smart thermostat, APS, smart plug, and smart porch light.
 - In addition to the measures provided, Senior Services Plus staff also used the installation efforts to provide on the job EE training to members of the Lewis and Clark Community College YouthBuild program.

Residential Appliance Recycling Initiative

Overview: In the Appliance Recycling Initiative, operable, inefficient refrigerators, freezers, and window air conditioners are permanently removed and recycled in an environmentally responsible manner. The pickup service is paid for by energy efficiency funds without additional cost to the customer, who also receives a cash reward for each qualified appliance they turn in.

Q4 Update:

» **Through Q4, 3,311 net MWh and 27,962 net therm savings achieved (107% and 143%, respectively, of implementation plan savings goals).**

- 6,620 customers participated with 1,383 freezers, 4,780 refrigerators, and 457 Room Air Conditioners successfully recycled in PY2021.
- Contactless pickups continued through Q4, with 76% of pickups occurring outdoors.
- In Q4, 2,652 appliance recycling kits were distributed.
- Initial income qualified targets were exceeded in Q4, with 1,079 kits distributed.
- Initiative closed in Q4, with all scheduled pickups completed.

Residential Program

Residential Public Housing Initiative

Overview: The Public Housing Initiative targets public sector housing owned by government entities including federal, state, and municipal housing authorities. The initiative mirrors the comprehensive multifamily weatherization service offered through the IQ Initiative in terms of income eligibility, home assessment, weatherization services, and incentive structure.

Q4 Update:

- » **Through Q4, 826 net MWh and 4,521 net therm savings achieved (82% and 17%, respectively, of implementation plan savings goals).**
 - 52 projects were completed at 40 properties comprising 379 buildings in PY2021.
 - In PY2021, 1,917 units were served containing 1,617 direct install measures and 60 Ductless Heat Pumps (DHP).
 - 240 Window Air Conditions (WAC) and 52 smart thermostats incentivized in PY2021.
 - Comprehensively served public housing authorities in a one-stop-shop model, offering large bulk appliance rebates through retail products and Small Business Direct Install incentives.

Residential Multifamily Initiative

Overview: The non-IQ Multifamily Initiative provides electric and gas energy savings in multifamily buildings for market rate, low- and moderate-income customers that are not a part of the IQ Initiative through the direct installation of free, low-cost energy saving measures in individual living units and common areas.

Q4 Update:

- » **Through Q4, 1,366 net MWh and 9,191 net therm savings achieved (159% and 38%, respectively, of implementation plan savings goals).**
 - 31 projects were completed at 21 properties comprising 173 buildings in PY2021.
 - In PY2021, 918 direct install measures, 8 Ductless Heat Pumps, and 1 common area project
 - 913 smart thermostats installed in PY2021.
 - 15 properties were identified as electric resistance heat users by analyzing customer billing data.

Residential Income Qualified Initiative

Overview: The Income Qualified (IQ) Initiative specifically focuses on helping low- and moderate-income customers manage their electric and/or natural gas energy consumption through comprehensive home weatherization services, enhanced rebates on HVAC equipment, LED lighting and direct distribution of energy saving kits. Single family homes and multifamily living units and properties with average household incomes up to 300% of Federal Poverty Guidelines may receive a free, comprehensive home assessment, including a health and safety evaluation, to identify the energy efficiency services to be offered. Low-cost energy saving devices are installed in conjunction with the assessment at no cost. Comprehensive weatherization measures are also installed for eligible customers at no cost including insulation, air sealing, duct sealing, and ECM blower replacement. In addition, eligible customers receive enhanced incentives on energy efficient HVAC equipment. Energy savings kits are distributed at no cost through special events and other direct distribution efforts.

» The IQ Initiative is implemented through five channels:

- IQ-Registered Program Ally Channel – serving low- and moderate-income single-family homes
- IQ-Community Action Agency Channel – serving low-income single-family homes
- IQ-Multifamily Channel – serving low- and moderate-income multifamily homes
- IQ-Smart Savers Channel – serving low- and moderate-income family homes
- IQ-DDEP Channel – serving low- and moderate-income customers by distributing kits through community and other outreach efforts



Residential Program

PY2021 IQ Homes Served	
Community Kits (includes MDI)	5,768
CAA Channel Comprehensive Retrofits	333
Registered Program Ally Channel Direct Install	387
Registered Program Ally Channel Comprehensive Retrofits	776
Joint Pilot with Nicor Comprehensive Retrofits	92
Joint Pilot with Nicor Kits	514
Smart Savers	8,418
School Kits (IQ Only)	8,500
Multifamily In-Units (including Public Housing)	6,453
Appliance Recycling Kits (IQ Only)	1,076
Food Bank Kits	5,000
SAVE Kits	8,527
Total Number of Homes	45,844

Residential IQ: Registered Program Ally Channel (Low & Moderate Income)

Overview: The IQ-Registered Program Ally Channel is in its third year of implementation – with a commitment to develop community-focused energy efficiency initiatives.

Q4 Update:

- » Through Q4, 7,191 net MWh and 524,692 net therm savings achieved (104% and 105%, respectively, of implementation plan savings goals).³
 - During PY2021 program staff and Program Allies assisted by providing energy efficiency upgrades that included:
 - 686 virtual and 340 on-site assessments, addressing 106 "no heat" situations with new furnace installations

- 8,527 Safe and Virtual Energy Efficiency (SAVE) kits distributed to customers; 3,000 of those SAVE kits were distributed to Fresh Start customers during Q4. (Fresh Start provided funding to low- and moderate-income customers who needed assistance with their heating & cooling expenses in 2020.)
- 776 comprehensive retrofit projects
- 503 smart thermostat installations
- Project completion bonuses issued to Program Allies in Q4 boosted program participation leading to an additional 85 projects.

Residential IQ: Community Action Agency Channel (Low Income)

Overview: The IQ-Community Action Agency Channel partners with Community Action Agencies (CAA) located in Ameren Illinois' service territory and is in its third year of serving low-income customers.

Q4 Update:

- » Through Q4, 663 net MWh and 56,953 net therm savings achieved (74% and 53%, respectively, toward implementation plan savings goals).
 - 333 homes served in PY2021.
 - Adjusted budget to support additional funding requests for agencies with additional capacity.
 - Engaged with individual agencies in preparation for PY2022 launch.
 - Attempted to bridge the resource gap by connecting active program allies (contractors) to the Community Action Agencies in need.

³ Savings and goal inclusive of projected gas to electric fuel conversion savings

Residential Program

Residential IQ: Multifamily Channel (Low & Moderate Income)

Overview: The IQ- Multifamily channel targets low- and moderate-income multifamily properties and uses a diverse vendor in its outreach to facility managers.

Q4 Update:

- » Through Q4, 3,797 net MWh and 14,911 net therm savings achieved (154% and 50%, respectively, of implementation plan savings goals).
 - 121 projects were completed at 92 properties through Q4.
 - 3,686 units were served containing 3,489 direct install measures, and 139 Ductless Heat Pumps, and 29 additional units consisting of Building Envelope and Window Air Conditioners, and ductless heat pumps
 - 1,134 smart thermostats were incentivized through Q4.
 - The Initiative continued to focus on DHP installation and exceeded the anticipated goal for PY2021.

Residential IQ: Smart Savers Channel (Low Income)

Overview: This IQ-Smart Savers Channel offers low- and moderate-income residential customers the ability to acquire a smart thermostat at no cost.

Q4 Update:

- » Through Q4, 14,467 net MWh and 21,100 net therm savings achieved (127% and 132% respectively, of implementation plan savings goals).⁴
 - 8,418 smart thermostats were incentivized in PY2021.
 - 55% of installations were delivered by local/diverse Program Allies
 - 8% of installations were delivered by Non-Profit Program Allies
 - Throughout PY2021, 16 Program Allies were active and completed projects.

Residential IQ: DDEP Channel (Non-School Kits) (Low & Moderate Income)

Overview: The Direct Distribution of Efficient Products (Non School Kits) Initiative primarily distributes kits through community and other outreach efforts.

Q4 Update:

- » Through Q4, 7,274 net MWh and 41,665 net therm savings achieved (552% and 76%, respectively, of implementation plan savings goals).
 - Through Q4, a total of 5,768 energy efficiency kits were distributed to customers through the engagement of community partners and a coordinated effort with customer service. Many of these kits were provided to customers that were part of the Utility Disconnection Avoidance Program (UDAP) as a first step to helping these customers with achieving energy efficiency in their homes.
 - 1,070 electric kits distributed
 - 153 gas kits distributed
 - 2,033 combo (electric and gas) kits distributed
 - 2,512 credit and collections kits distributed
 - In addition, 5,000 food bank kits were distributed through this initiative in Q4.



⁴ Savings and goal inclusive of projected gas to electric fuel conversion savings

Residential Third-Party Programs

Consistent with the Sections 8-103B(g)(4) of the Illinois Public Utilities Act 220 ILCS 5/8-101, the following two initiatives are being funded by Ameren Illinois as part of the third-party energy efficiency programs and are separately reported in this section.

» **Through Q4, Third-Party Programs have achieved:**

Electric PY2021 Implementation Plan Savings Goal



Gas PY2021 Implementation Plan Savings Goal



Residential Retail Products Initiative

Overview: The Retail Products Initiative intervenes at the point of sale to encourage residential customers to purchase high efficiency products through "brick and mortar" retail stores and online e-commerce sites. Customers receive instant discounts and/or mail-in cash rebates as an incentive to upgrade to ENERGY STAR® and other qualified high efficiency lighting products, home appliances, and smart thermostats.

Q4 Update:

» **Through Q4, 72,888 net MWh and 1,120,018 net therm savings achieved (95% and 84%, respectively, of implementation plan savings goals).**

- 28,289 smart thermostats, 50,544 advanced power strips, 829,338 specialty bulbs and 413,728 standard bulbs were incentivized in PY2021.
- Through Q4, 7,744 large appliances and 13,590 small appliances were incentivized.
- Incentivized over 5,000 smart thermostats during black Friday sale.

Residential DDEP Initiative (School Kits)

Overview: The Direct Distribution of Efficient Products Initiative primarily targets students in grades 5 through 8 providing energy efficiency and conservation awareness to families in the Ameren Illinois service territory. Participating classes receive an energy education presentation and direct install measures by qualified professionals. Students are provided with a 'take-home' kit that raises awareness about how individual actions and low-cost measures can provide reductions in electricity, natural gas, and water consumption.

Q4 Update:

» **Through Q4, 2,703 net MWh and 67,320 net therm savings achieved (124% and 89%, respectively, of implementation plan savings goals).**

- Through Q4, 82 low-income schools participated in the initiative with 299 participating teachers.
- 8,359 Students were engaged through two virtual presentation delivery methods.
 - A 'live' version of the presentation that is delivered teachers and students
 - A recorded version of the presentation that is delivered to teachers and students
- Distributed 8,500 kits to low-income schools in PY2021.
- Increase in stipend for the return of the Home Efficiency Worksheet (to \$100 from \$50) produced a significant increase in the return rate of the Home Efficiency Worksheet.



Artwork by Hannah Offutt,
member of the Peoria
Guild of Black Artists

Business Program

The Business Program provides incentives and services to non-residential customers to achieve electric and gas energy savings. The core initiatives for the Business Program include Standard, Midstream Lighting, Midstream HVAC, Small Business Direct Install, Custom, Retro-commissioning (RCx) and Street Lighting. Financial incentives are provided to business customers to drive them to conduct energy efficiency projects. Other aspects include education and training for customers and market professionals, energy efficiency marketing, and advancement of energy systems construction and monitoring beyond standard industry practices.

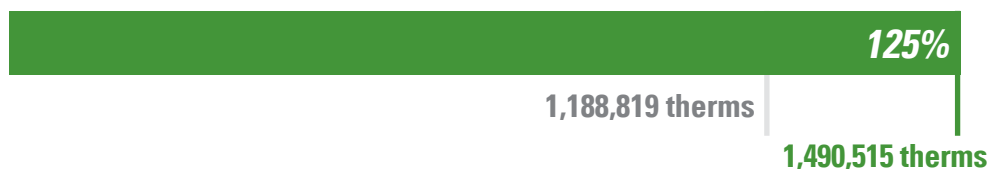
There are 160,000 business customers spanning the 43,700 square mile Ameren Illinois service territory.

» **Through Q4, the Business Program has achieved:**

*Electric PY2021 Implementation Plan Savings Goal*⁵



*Gas PY2021 Implementation Plan Savings Goal*⁵



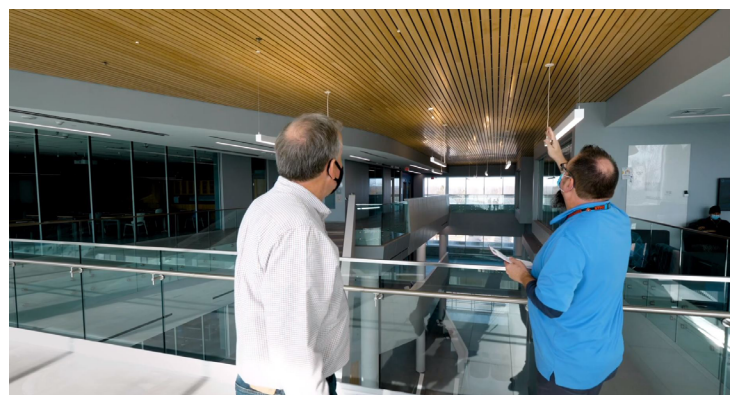
Business Standard Initiative

Overview: The Business Standard Initiative incentivizes customers to purchase energy efficient products. Applications are filled out and delivered to Ameren Illinois customers via Program Allies or through the [AmerenIllinoisSavings.com](https://www.AmerenIllinoisSavings.com) website. Program Allies – including contractors, retailers, and distributors, along with program Energy Advisors, are the main sales force promoting and educating consumers about the Standard Initiative.

Q4 Update:

» **Through Q4, 30,100 net MWh and 617,769 net therm savings achieved (47% and 245%, respectively, of implementation plan savings goals).**

- 229 smart thermostats were incentivized in PY2021.
- 1,109 standard electric projects and 325 standard gas projects were completed in PY2021.
- Increased incentives on VFDs, chillers, and LED lighting facilitated additional Program Ally interest and increased participation.
- Targeted call campaigns increased Program Ally participation.
- Completed 3 Advanced Rooftop Control enhanced pilot projects through Q4.
- Completed 8 networked lighting controls projects through newly offered standard/prescriptive measure in PY2021.
- HVAC offering was a strong performer for PY2021 with 2,181 net MWh and 190,170 therms. In particular, promotion of Demand Control Ventilation (DCV) measures increased performance of those measures by 50% over any previous program year.



⁵ Savings and goal inclusive of projected gas to electric fuel conversion savings

Business Midstream Lighting Initiative

Overview: The Business Midstream Lighting Initiative provides incentives for energy efficient lighting to customers at the point of sale. Ameren Illinois customers can visit the [AmerenIllinoisSavings.com](https://www.amerenillinois.com/savings) website to find a list of enrolled distributors that offer incentives on lighting products such as linear TLED, screw-in lights and downlight fixtures.

Q4 Update:

- » **Through Q4, 38,629 net MWh savings achieved (162% of electric implementation plan savings goals).**
 - During Q4, 184 lighting distributor branches participated in the initiative.
 - 809,804 lighting products were incentivized through Q4.
 - Increased incentives raised participation in this initiative.

Business Midstream HVAC Initiative

Overview: The Business Midstream HVAC Initiative provides incentives for energy efficient HVAC equipment to customers at the point of sale. Ameren Illinois customers can visit the [AmerenIllinoisSavings.com](https://www.amerenillinois.com/savings) website to find a list of enrolled distributors that offer incentives on HVAC equipment such as central air conditioners, air source heat pumps, smart thermostats, heat pump water heaters, and notched V-belts.

Q4 Update:

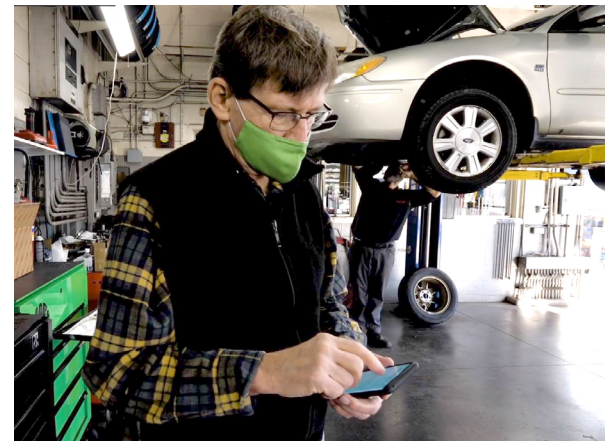
- » **Through Q4, 399 net MWh and 23,012 net therm savings achieved (240% of implementation plan savings goals).**
 - Through Q4, 74 HVAC distributor branches were enrolled.
 - 51 HPWH distributors have enrolled through Q4.
 - 351 smart thermostats were incentivized in PY2021.
 - Announced Program Ally contractor list which helps customers find a participating contractor to support increased participation with distributors, with 13 signed up through this effort through Q4.
 - Continued supply chain constraints due to the pandemic have limited availability of some types of efficient equipment.

Small Business Direct Install (SBDI) Initiative

Overview: Small businesses, including non-profits, schools, and local government facilities, receive prescribed direct install measures with higher incentives through a network of Program Allies experienced and trained to assist facilities receiving delivery services under the electric DS-2/DS-3A delivery service rates.

Q4 Update:

- » **Through Q4, 92,970 net MWh savings achieved (105% of electric implementation plan savings goal).**
 - 183 active Program Allies performed 4,825 total assessments completed through Q4.
 - Through Q4, 3,257 projects were completed.
 - 19 women's shelters had projects completed during Q4, in partnership with the Market Development Initiative co-pay assistance effort.
 - Large participation of refrigeration measures with 378 projects in PY2021.
 - Completed 13 projects at a high-need large school district in the Ameren Illinois service territory during Q4.
 - Prime Implementer Market Development Action Plan (MDAP) provided \$100,000 in co-pays to underserved customers.



Business Custom Initiative

Overview: The Business Custom Initiative offers incentives, training, and education for improving efficiency of any non-prescriptive measure, including compressed air, lighting, HVAC, refrigeration, motors/drives, waste/water treatment, and manufacturing processes, etc. Complex and large-scale new construction and building renovation projects also qualify under the Custom Initiative. Services such as the Staffing Grant, Metering & Monitoring, Strategic Energy Management (SEM), and the Feasibility Study are funded under the 'custom' initiative incentives.

Q4 Update:

» **Through Q4, 44,740 net MWh and 824,659 net therm savings achieved (116% and 94%, respectively, of implementation plan savings goals).⁶ An estimated 100 MWh savings from Building Operator Certification (BOC) were achieved as a subset of this initiative.**

- 31 Competitive Large Incentive Projects (CLIP) completed through Q4.
- 2 Metering and Monitoring projects were completed through Q4.
- Through Q4, 36 Feasibility applications were received, with 16 complete and 20 in progress.
- 11 Process Energy Advisor visits were completed through Q4.
- 14 Strategic Energy Management (SEM) participants actively participating in offering within their facilities.
- 2 Public Energy Assessments completed through Q4.
- New construction participation higher than any other previous program year for electric savings with over 13,300 MWh as a result of new promotion materials that began in 2020, a focused new construction application, and enhanced outreach from energy advisor staff.
- Agricultural/farm energy audit pilot successfully completed 11 audits at agricultural facilities.
- Custom gas exceeded budget; therefore, additional projects were funded with electric funds and converted to electric savings.

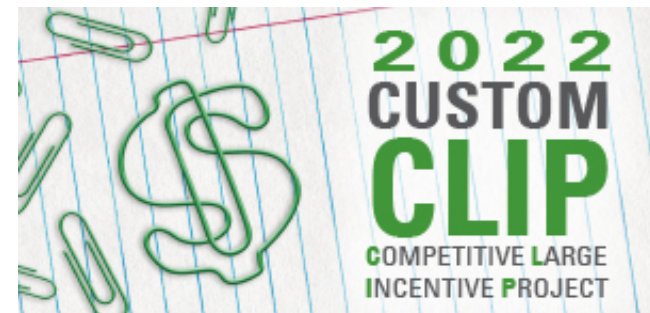
Business Retro-Commissioning (RCx) Initiative

Overview: The Business RCx Initiative identifies no cost/low cost (zero- to one-year payback) energy efficiency measures to optimize the operation of existing systems for compressed air, health care, commercial and public sector building facilities, industrial ventilation systems, industrial refrigeration, and grocery stores. The energy efficiency measures in this Initiative generally go beyond what is offered by the Standard Initiative.

Q4 Update:

» **Through Q4, 5,177 net MWh and 25,075 net therm savings achieved (133% and 43%, respectively, of implementation plan savings goals).**

- 7 Large Facility preliminary surveys were completed through Q4 with two facilities completing all recommended energy efficiency measures.
- Challenges continued with traditional retro-commissioning approaches due to the COVID-19 pandemic; nevertheless, the initiative was able to complete projects at multiple health care facilities to optimize ventilation and save energy at those facilities.
- 50 Virtual Commissioning projects were received in PY2021, with 4,528 MWh in savings confirmed by internal M&V.
- Strong effort was made to achieve energy savings for public sector customers with schools accounting for over half of the Virtual Commissioning energy savings.



⁶ Savings and goal inclusive of projected gas to electric fuel conversion savings

Business Street Lighting Initiative

Overview: The Street Lighting Initiative incentivizes municipal customers to upgrade both their utility-owned and municipal-owned streetlight fixtures to LED technology. Ameren Illinois-owned streetlight fixtures are incentivized to encourage replacement with a per fixture incentive provided to the customer.

Q4 Update:

- » Through Q4, 23,121 net MWh savings achieved (88% of implementation plan savings goal).

Business Municipal-Owned Street Lighting

- » Through Q4, 9 projects were completed containing 864 municipal-owned streetlights.

Business Ameren-Owned Street Lighting

- » Early replacement upgrades in 53 communities were completed during PY2021.
- » Over 30,000 replace on failure street light upgrades were completed throughout the service territory through Q4.



Artwork by Chantell Marlow,
member of the Peoria Guild of Black Artists

Voltage Optimization

Overview: Voltage Optimization ("VO") is the use of automation on distribution voltage control devices (switched capacitor banks, voltage metering, voltage regulators and LTC's) to reduce the reactive power (VAR) flows on a circuit and lower the voltage within regulatory limits to reduce end-use customer energy consumption and utility distribution system losses. As part of its portfolio, Ameren Illinois plans to deploy VO to an estimated 1047 cost-effective circuits from 2019-2025, while using its best efforts to identify and prioritize circuits with low-income customers.

Q4 Update:

- » **Through Q4, 89,051 net MWh savings achieved (118% of implementation plan savings goal).**
 - A total of 180 circuits have been deployed and will be measured through PY2021.



Breakthrough Equipment & Devices

Overview: Ameren Illinois provides funding for the research and development of new products and services to invest in new energy efficiency concepts critical to the future of energy efficiency. Two main efforts are being supplied Breakthrough Equipment & Devices (BED) funding in Q4 2021.

Market Development Initiative

Overview: As part of its portfolio goals and activities, Ameren Illinois deploys targeted funding to meet the goals of the Market Development Initiative (MDI), which include developing the energy efficiency workforce, the energy efficiency markets in unserved or underserved communities in the Ameren Illinois service territory as well as developing and supporting local and diverse businesses.

Section prepared in partnership with Champaign County Regional Planning Commission (CCRPC), Ameren Illinois MDI data analysis partner. CCRPC analyzes program and census data, providing Ameren Illinois information used in delivering programs that reach underserved communities.

Q4 Update:

» Metrics YTD:

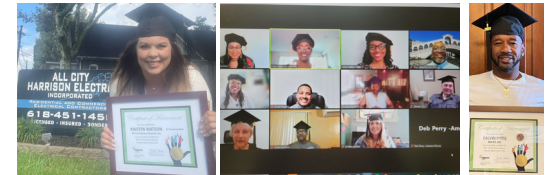
- 91,219 customers engaged
- 373 events held
- 4,482 Partner Referrals

» In Q4, six Ameren partners conducted seven MDI projects, for a total of 32 events with 9,217 household participants engaged through various digital, outreach events, direct installs, kit distributions, and individual appointments.

- The Springfield Urban League conducted multiple projects, including a jobs board and held career fairs with 43 participants introduced by Historically Black Colleges and Students (HBCO) and alumni to career, fellowship, and internship opportunities.
- Over 9,000 household participants attended an event. One of the highest performers was Sangamon County Department of Community Resources, reaching 511 participants, an example of the strong success that Ameren partners have in their outreach and education programs.
- As part of the 2021 Smart Thermostat Blitz project, Senior Services Plus

staff engaged 12 Youthbuild students in a training on how to install smart thermostats.

- In Q4, 2021, four different projects from three Ameren partners engaged household participants through individual appointments. In total, these projects reached 1,330 household participants. The highest performing project was the Embarras River Basin Agency Inc.'s 2021 Energy Efficiency Engagements, which accounted for the majority of all participants engaged in this metric in Q4.
- » Five contractors trained through the Walker-Miller Energy Services Diverse Ally Incubator. Participating allies are listed below as well as a case study link.
 - Southtown Construction
 - A to Z Heating and Air
 - Neil Thomas Plumbing
 - All City Harrison Electric
 - First Choice Electrical Services LLC
 - [Link to case study](#)



» Provided five MDI Community Partners with grant writing services which aided in both identification and application for the funding opportunities in partnership with SEDAC. A list of participating partners is included below.

- Housing Authority of Champaign County
- Minority Business Development Center
- Energy Assistance Foundation
- Senior Services Plus
- Homework Hangout

» Provided jobseeker assistance to 36 individuals located within the Ameren Illinois Service Territory with 5 being placed directly in open EE positions in partnership with Smart Energy Design Assistance Center (SEDAC) and SEEL.

- » Completed 14 knob and tube remediation projects with local, diverse program ally, Southtown Construction.
- » Onboarded new community partner, 2x4 For Hope, to provide energy efficiency and jobseeker services to unsheltered and underemployed veterans in the Quincy area.

Breakthrough Equipment & Devices

Market Development Action Plan (MDAP)⁷

Overview: The Market Development Action Plan (MDAP) contains both diagnostic and action-oriented strategies that have been identified to foster a more inclusive Implementation Portfolio and create opportunities for underserved customer markets. Identified strategies are either measure-focused or are derived from a need to create Energy Efficiency synergies across customer segments. MDAP approaches are executed from within the Implementation Portfolio and lead to claimed energy savings, portfolio leveraging, and/or workforce development. Team members across all implementation segments are involved in the development and delivery of the concepts contained below, with the goal of each strategy being fully integrated into standard Portfolio operations.

Q4 Update:

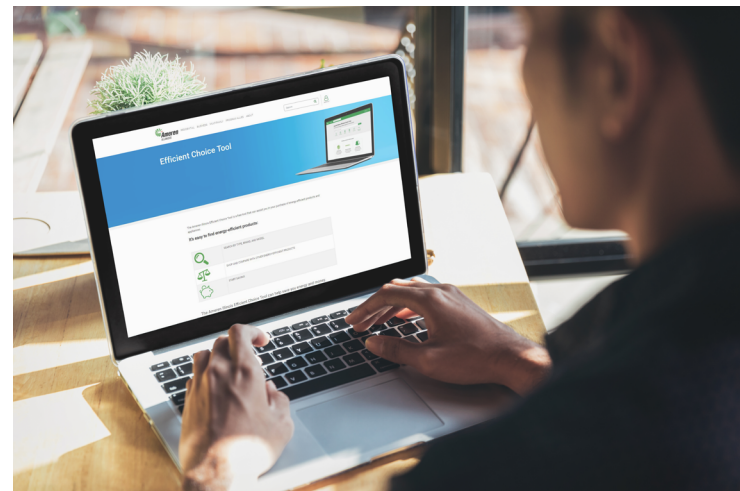
- » Provided one-on-one audit training for house of worship staff via LIT Consulting in the metro east area to increase their energy efficiency understanding and approach to building maintenance.
- » Provided one-time grants to support energy efficiency projects at the Illinois School for the Deaf and the Illinois School for the Visually Impaired.
- » Added closed captions to the energy efficiency video library that will allow deaf and hard-of-hearing people to experience the videos and its contents.
- » Completed 17 SBDI Co-Pay Assistance projects with women's shelters across the service territory totaling \$68,978.98 in co-pay assistance provided.
- » Provided 33 new and innovative approaches into the Portfolio that provided both process and equity improvements.

Efficient Choice Tool

Overview: This new online platform is meant to serve as a "kayaking and "Consumer Reports" type search and compare engine for residential energy-efficient home appliances. It allows customers to compare the efficiency ratings of different household appliances and make informed purchasing decisions. Several additional website features differentiate Ameren Illinois' Efficient Choice Tool from other sites on the Internet.

Q4 Update:

- » The total number of visitors to the Efficient Choice tool in Q4 were 113,684, with savings expected to exceed 500 MWh. This total is reflective of operational activity that was revisited and addressed during Q4.
- » At least 18 different product categories had purchases that were influenced by the tool through Q4.



⁷ Quantitative results for MDAP strategies are provided within Business, Residential, and MDI sections

Marketing Education & Awareness

Overall Portfolio

Q4 Update:

- » Successful PY2021 Business Symposium conducted on October 20, 2021, with 637 registered participants in attendance.

Residential Program

Q4 Update:

- » Direct mail piece distributed to electric resistance heat customers focusing on smart thermostats.
- » To increase the awareness of co-pay assistance throughout the Ameren Illinois service territory about Warm Neighbor Cool Friends, the program utilized virtual media interviews to promote leveraging funding in the Single-Family Initiative.
- » We held the annual Residential Program Ally Kick-Off virtual event of PY2021, which 295 Program Allies attended. The event provides a platform to communicate significant changes for PY2022.
- » Conducted Health and Safety Training for Program Allies with 51 attendees.
- » Conducted Multifamily initiative (MF) Kick-Off virtual event with 23 attendees.



Artwork by Morgan Mullen, member of the Peoria Guild of Black Artists

Business Program

Q4 Update:

- » Conducted Business Program Ally kick-off virtual event with 1,566 in attendance.
- » Released the 2022 Early Completion Bonus information to all Business Customers to help increase the number of projects in the pipeline for the Business Program.
- » Hosted the November "Power Lunch" event for the Small Business Direct Install initiative, providing communication regarding noteworthy changes for the upcoming year.

