

# Illinois EE Stakeholder Advisory Group (SAG) Net-to-Gross Meeting #1

**Wednesday, September 3, 2025**

1:00 – 3:00 pm

Teleconference

## Attendees and Meeting Notes

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### Meeting Materials

Meeting materials are posted on the [2026 NTG page](#):

- [Wednesday, September 3 SAG Agenda](#)
- [SAG Facilitator Presentation: Annual SAG Net-to-Gross Update Process](#)
- [Ameren Illinois NTG Recommendations Spreadsheet \(Draft 9/1/25\)](#)
- [ComEd NTG Recommendations Spreadsheet \(Draft updated 9/2/25\)](#)
- [Nicor Gas NTG Recommendations Spreadsheet \(Draft 8/29/25\)](#)
- [Peoples Gas and North Shore Gas NTG Recommendations Spreadsheet \(Draft 8/29/25\)](#)
- Net-to-Gross Research Memos for 2026 Program Year are posted on the [2026 NTG page](#).

### Attendees

Name	Company or Organization
Celia Johnson	Facilitator (Celia Johnson Consulting)
Zoe Knaus	SAG Facilitation Support (Inova Energy Group)
Adam Roche	Cascade Energy
Alex Chamberlain	ICF
Amy Buege	Verdant Associates
Andrea McKenna	Cascade Energy
Andy Vaughn	Leidos
Anthony Albano	Resource Innovations
Bobbi Fey	ICF
Cameron Seeley	Walker-Miller Energy Services
Celina Aguilar	Guidehouse
Charles Schreier	Go Sustainable Energy, representing IL Attorney General's Office
Cherlyn Seruto	EcoSpark Solutions

<b>Name</b>	<b>Company or Organization</b>
Clayton Schroeder	Resource Innovations
Dan Ferrante	Guidehouse
Danish Murtaza	Peoples Gas and North Shore Gas
Diana Dorman	Energy Solutions
Elizabeth Horne	ICC Staff
Erin Daughton	ComEd
Erin Kempster	Power Takeoff
Ethan Barquest	Verdant Associates
Gert Schmitt	Ameren Illinois
Gregory Norris	Aces 4 Youth
Hannah Howard	Opinion Dynamics
Heather Gordon	ComEd
Houston Downen	Frontier Energy
Ian VanArsdall	Nicor Gas
Jaleesa Scott	ComEd
Jason Fegley	Leidos
Jeff Erickson	Guidehouse
Jeffrey Carroll	DNV
Joe Mays	Cascade Energy
John Lavallee	Ameren Illinois
Josh Lyles	Frontier Energy
Joshua Asiyambi	Nicor Gas
Joshua Ramos	Nicor Gas
Kanchan Swaroop	Resource Innovations
Kelly Almond	Frontier Energy
Kim Swan	ComEd
Kumar Chittory	Verdant Associates
Laura Agapay-Read	Guidehouse
Lee Ringo	Energy Infrastructure Partners
Lilieric FlorezMonroy	Peoples Gas and North Shore Gas
Lisa Obear	Brightline Group
Matt Armstrong	Ameren Illinois
Matt Worms	ComEd
Minya Coleman	ComEd
Neb Kistic	Erthe Energy Solutions
Nick Warnecke	Ameren Illinois
Nicole Popejoy	IL Association of Community Action Agencies
Nishant Mehta	Guidehouse
Nora Fitton	ICC Office of General Counsel (ICC OGC)
Parini Shah	Guidehouse
Randy Opdyke	Nicor Gas
Rashaan Keeton	Center for Energy & Environment

Name	Company or Organization
Ronna Abshure	ICC Office of General Counsel (ICC OGC)
Rose Williamson	Opinion Dynamics
Sagar Phalke	Guidehouse
Sara Castleberry	Resource Innovations
Sarah Evans	DNV
Seth Craig-Snell	SCS Analytics
Steph Grisell	Guidehouse
Steven LaBarge	ComEd
Tara Cunningham	Rinnai
Ted Weaver	Dunsky, representing Nicor Gas
Trace O'Rorke	Verdant Associates
Wade Morehead	Morehead Energy, representing Ameren
Zach Obert	Franklin Energy
Zach Ross	Opinion Dynamics

### **Meeting Notes**

See **red text** for follow-up items.

### **Opening, Introductions and Process Overview**

*Celia Johnson, SAG Facilitator*

#### NTG Update Process

- NTG Ratio Definition from Policy Manual:
  - Net-to-Gross (NTG) Ratio means a factor representing net savings divided by gross savings that is applied to gross impacts to convert them into net impacts. The factor itself may be made up of a variety of factors that create differences between gross and net savings, commonly including Free Riders and Spillover. The factor can be estimated and applied separately to either energy or demand savings.
- Annual SAG process required by the Policy Manual to discuss NTG ratios prepared by independent evaluators
  - Evaluators share initial recommended ratios **by September 1**
  - During the month of September, interested SAG participants review and discuss ratios
  - NTG ratios must be finalized **by October 1**
  - NTG ratios finalized by October 1 will be effective for the program year **beginning on January 1, 2026**
  - All meeting materials for the NTG process posted on a dedicated page on the SAG website: <https://www.ilsag.info/policy/net-to-gross-framework/evaluator-ntg-recommendations-for-2026/>
- Consensus
  - The goal is to reach consensus on all NTG values for the 2026 program year
  - If the SAG reaches consensus regarding an appropriate NTG value, that value will be used for 2026, even if it differs from the evaluators' initial recommendation
- Non-Consensus
  - If consensus on a NTG value cannot be reached by SAG, then the evaluators' final recommended value will be deemed for the upcoming program year

- In developing the evaluators' final recommended deemed NTG ratios, evaluators review SAG feedback, take into account all comments and discussions, with the intent of making their best estimate of future actual NTG ratio values for the upcoming program year

#### Purpose of NTG Meeting #1

- Evaluators present initial NTG ratio recommendations for Ameren Illinois, ComEd, Nicor Gas, Peoples Gas and North Shore Gas
  - Evaluators share which recommendations differ from last year and notable research findings
  - Identify NTG ratios that require further discussion, capture follow-up items
  - Opportunity for any participant to raise concerns or objections about recommended values
  - We will not begin discussing consensus during Meeting #1

#### Purpose of NTG Meetings #2, #3, and #4

- To follow-up on open issues, discuss additional questions (if any), and discuss consensus on NTG ratios
  - Meeting #2: Wednesday, September 10 (10:00 – 12:00)
  - Meeting #3: Wednesday, September 17 (10:00 – 12:00)
  - Meeting #4: Wednesday, September 24 (10:00 – 12:00)
- By October 1, evaluators will prepare final NTG spreadsheets for each utility. Final spreadsheets are posted on the SAG website, and circulated to SAG.

### **Ameren Illinois NTG Recommendations**

*Zach Ross, Opinion Dynamics*

#### 2025 Recommendations

- All changes are within the Business Program, highlighted in green.

#### Standard Prescriptive / Public

- New weatherization measure through Standard Prescriptive/Public channel recommended to use SAG default ratio of 0.80, as no comparable studies or values were found in a literature review.

#### Small Business

- Ameren is using slightly different terminology starting with their new plan – Small Business Standard. Ratio is changing from 114.1 to 0.929 This is a change to the estimated spillover value for this program. Last year we researched a very high trade ally spillover value and recommended a lower number. We did additional research this year. The trade ally that had left the program has come back and the recommendation has been updated.
- “Enhanced” is a channel of small business that provides additional incentives to customers. We think free ridership is very unlikely due to this program design, so our NTG recommendation is 1.0.
- “SMB Information” is a new program. SMB Behavioral measure through the SMB Behavioral channel is new and launching this year. Our recommended NTG ratio is 1.05.

## Other Updates

- There are quite a few 2025 NTG recommendations that we moved to a “parking lot” space on the 2026 spreadsheet. These are programs Ameren does not expect to offer in 2026.
- Statewide Commercial Kitchen memo was completed for all four utilities; however, the sample sizes for this research were not enough to recommend a change to NTG.

No Q&A on Ameren NTG recommendations.

## **ComEd NTG Recommendations**

*Parini Shah, Guidehouse*

### Overview of 2026 Research

- 8 NTG studies for the year 2025 that are providing recommendations. They include:
  - Business
    - Custom
    - Instant discounts
    - Commercial food service
  - Residential
    - Electric Homes New Construction
    - Product Distribution – EEE kits
    - Retail Online – Appliance Rebates
    - Retail Online – Spray Foam
    - Single-Family Upgrades MR
- Out of the 220 measures:
  - 4 measures are new for CY2025
  - 26 measures have CY2025 NTG values different from last year
    - 10 from business sector
    - 15 for residential sector
    - 1 for Pilots (underway)

### NTG Ratio Spreadsheet

- Orange text indicates that a memo is still being finalized. Provisional values are included and will be updated as necessary.
- Column G notes which measures are included in new NTG studies.
- Column H indicates whether a value is the same or different from last year.
- Column M are values being recommended for 2026.

### NTG Recommendations

- Business Sector:
  - Strategic Energy Management – SEM Express measure NTG ratio is still in progress.
  - All but Streetlights and Newly Constructed Data Centers combination measure: 0.67 for kWh, and 0.68 for kW.
  - New Construction Data Centers: 0.05 for kWh and 0.05 for kW.
  - Commercial Food Service Equipment have been recommended a ratio of 0.62 based on new research.
  - Heat Pump: 0.74
  - Heat Pump (VRF): 0.8 default, similar to year prior.
  - HVAC Equipment: 0.62

- LED Fixture: 0.93 based on new research surveys.
- LED Screw-In: 0.76
- Linear LED (TLED): 0.76 based on research recommendations.
- Lithium-ion Fork Trucks: 0.74
- Residential + IE Sector:
  - All measures under Electric Homes New Construction: 0.96
  - LED (specialty): 1.0 based on new literature review recommendations.
  - LED Nightlight: 1.0
  - Advanced (Smart) Thermostat: 0.83
  - Air Purifier: 0.72
  - All-in-one Clothes Washer and Dryer: 0.8 default as a new measure
  - Clothes Washer: 0.46 based on new research
  - Dehumidifier: 0.66
  - Clothes Dryer: 1.0, based on IE new measure NTG expectations.
  - Spray Foam Insulation: 0.44 based on new research. Will update as memo is completed.
  - All Other Measures for Single-Family Upgrades: 0.87
  - Bathroom Faucet Aerator: 1.20
  - Kitchen Faucet Aerator: 1.2
  - Showerhead: 1.2

*Elizabeth Horne: Why are the values in yellow highlighted?*

- *Parini Shah: This indicates the memo is still under review and being finalized.*
- *Elizabeth Horne: Is there a time limit on finalization?*
- *Parini Shah: Yes, most of them are in their final steps.*
- *Celia Johnson: Can you highlight any values that change as the memos are updated?*
- *Parini Shah: Yes.*

*Seth Craigo-Snell: I am confused as to why measures that will be IE next year are currently labelled MR.*

- *Jeff Erickson: The research is based on these measures at market rate.*
- *Seth Craigo-Snell: The 0.2 spillover value seems very large. I would be interested to see the research on that. Are you saying free ridership is zero?*
- *Jeff Erickson: We will update those numbers. We failed to account for the free ridership value from previous year's research. I do not have a reflection on spillover at this time.*
- *Parini Shah: I will note this for further discussion and chat with the team to provide more information.*
- *Erin Daughton: The NTG research was done for SF upgrades for market rate measures – but for 2026, this program is all income eligible. However, we thought it was valuable to take a look at the research for what they thought would be market rate. In case the income eligible NTG was ever challenged.*
- *Seth Craigo-Snell: Final values should be changed, and change column B to yes in those cases. Your spillover value might raise questions.*
- *Jeff Erickson: We will look into the numbers in these rows. ComEd is not expecting these numbers to come through their market rate program, but we wanted to document them. Our memo should be on the SAG website.*
- *Zach Ross (via chat): For the record - you do not expect to apply any of these SF Upgrades NTGRs in 2026.*

- *Jeff Erickson (via chat): On the ComEd Single-Family Upgrades measures under discussion, with a spillover rate of 0.2. For three of the measures, the TRM specifies free ridership as zero due to the way ex ante savings is calculated. We will update the spreadsheet to show 1.0 for NTG.*

*Ethan Barquest: Were smart or advanced t-stats added for retail online? We did research on that as well.*

- *Parini Shah: Yes (see row 75).*

**Follow-up item: Guidehouse will review the Single-Family Upgrades NTG recommendations. Discuss in NTG meeting #2, if needed.**

### **Nicor Gas NTG Recommendations**

*Laura Agapay-Read, Guidehouse*

- Yellow is used to indicate updated values. White indicates no change in values from last year.
- Measures with ratio changes:
  - Residential Sector:
    - Gas Air Source Heat Pump: 0.8
    - HER Advanced Thermostats: 1.02 based on new research on spillover.
    - HER Other Measures: 1 based on trade ally research.
    - HES All scenarios of Air Sealing plus added Attic Insulation: 0.95 based on prior research
    - HES Air Sealing without Attic Insulation: 1.34 based on new trade ally research
    - Energy Education and Outreach (Weatherization): 0.75
    - Energy Education and Outreach (Water-saving): 1.11
    - New Construction: Advanced Thermostats: 0.83
    - New Construction Except Advanced Thermostats: 0.65
  - Business and Public Sector:
    - Small Business: 0.96
    - BEER including Thermostats and agricultural measures: 0.83 based on recent research.
    - Custom Incentives: 0.63
    - Commercial Food Service (CFS) Midstream Pilot Program: 0.8 based on inconclusive survey results

No Q&A on Nicor Gas NTG recommendations.

### **Peoples Gas & North Shore Gas NTG Recommendations**

*Laura Agapay-Read, Guidehouse*

- Yellow is used to indicate updated values. White indicates no change in values from last year.
- Measures with ratio changes:
  - Residential:
    - HER HVAC, Weatherization: 0.86 based on new and prior research
    - Epic Savers Kit: 0.94 based on secondary research
  - Multi-Family DI In-Unit:

- Direct Install In-Unit Showerheads and Faucet Aerators: 1.04
- Multi-Family:
  - All paths and measures except Direct Install In-Unit and Common Area faucet aerators and showerheads: 0.99 based on recent research
- Gas Optimization:
  - Gas Optimization: 0.86 based on retro commissioning research
- Business and Public Sector:
  - Prescriptive Rebates: 0.94 based on recent research
  - Commercial Food Service (CFS) Midstream Pilot Program: 0.8 based on inconclusive study results
- Small/Mid-sized Business:
  - Assessments & Rebates (Prescriptive, PTA and Custom): 0.92 based on recent research

No Q&A on Peoples Gas and North Shore Gas NTG recommendations.

### **Closing and Next Steps**

- SAG NTG Meeting #2: Wednesday, September 10 (10:00 – 12:00)
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