

**Illinois EE Stakeholder Advisory Group (SAG)
Net-to-Gross Meeting #2**

Wednesday, September 10, 2025

10:00 am – 12:00 pm

Teleconference

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Meeting Materials

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

- [Wednesday, September 10 SAG Agenda](#)
- [SAG Facilitator Presentation: Introduction to NTG Meeting #2](#)
- 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)
Abigail Miner	IL Attorney General's Office
Adam Roche	Cascade Energy
Andrey Gribovich	DNV
Andy Vaughn	Leidos
Anthony Albano	Resource Innovations
Celina Aguilar	Guidehouse
Channel Turbides	ComEd
Clayton Schroeder	Resource Innovations
Colin Santel	Leidos
Daniel Ferrante	Guidehouse
Danish Murtaza	Peoples Gas and North Shore Gas
Dave Bluestein	Guidehouse
Elder Calderon	ComEd
Elizabeth Horne	ICC Staff
Erin Daughton	ComEd
Erin Kempster	Power TakeOff

Name	Company or Organization
Erin Stitz	ICF
Ian VanArsdall	Nicor Gas
Jaleesa Scott	ComEd
Jason Fegley	Leidos
Jeff Erickson	Guidehouse
Jeffrey Carroll	DNV
John Lavallee	Leidos
Joshua Ramos	Nicor Gas
Kim Swan	ComEd
Kumar Chittory	Verdant Associates
Lance Escue	Leidos
Laura Agapay-Read	Guidehouse
Lilieric FlorezMonroy	Peoples Gas and North Shore Gas
Matt Worms	ComEd
Nate Baer	i3 Energy
Nick Warnecke	Ameren Illinois
Nicole Popejoy	IL Association of Community Action Agencies
Nishant Mehta	Guidehouse
Parini Shah	Guidehouse
Pastor Vance	Elevate
Randy Opdyke	Nicor Gas
Rashaan Keeton	Center for Energy & Environment
Rose Williamson	Opinion Dynamics
Sagar Phalke	Guidehouse
Salina Colon	CEDA
Sanjyot Varade	Resource Innovations
Sarah Evans	DNV
Scott Dimetrosky	Apex Analytics
Seth Craig-Snell	SCS Analytics
Ted Weaver	Dunsky
Tori Woolbright	Metropolitan Mayors Caucus
Wade Morehead	Morehead Energy
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

Recap: NTG Meeting #1

- On Wednesday, September 3, evaluators presented initial NTG ratio recommendations for Ameren Illinois, ComEd, Nicor Gas, Peoples Gas and North Shore Gas
 - Evaluators shared which recommendations differ from last year and notable research findings

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 / values
 - Meeting #2: Wednesday, September 10 (10:00 – 12:00)
 - Identify questions or follow-up items
 - Identify whether any values are still pending an update
 - Begin discussing consensus
 - Meeting #3: Wednesday, September 17 (10:00 – 12:00)
 - Continue discussing consensus
 - Meeting #4: Wednesday, September 24 (10:00 – 12:00)
 - Finalize consensus
- 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 Recommendation Follow-up

Zach Ross, Opinion Dynamics

- This is a light NTG update year for Ameren. The majority values are the same as last year – 2025.
- The values that have changed have been highlighted in green.

Abby Miner: IL AG has one question about row 15. Is business weatherization new? Why is there a default value?

- *Zach: Yes, it is new through the business standard initiative. New in 2025. We did a lit review looking for comparable values. These measures are not commonly rebated through this type of channel nationwide, so we did not find a good comparison point. We selected the default value (0.80).*
- *Abby Miner: Are there not existing projects that can be used for a value?*
- *Zach: Ameren has done some very limited weatherization work, through the small business energy performance channel. It is a more direct install offering targeted at disadvantaged communities. Those projects have been pretty limited. Because of the channel they are offered through, they wouldn't really be appropriate as a comparison point. Because they are in disadvantaged areas, we haven't done NTG research on those projects.*
- *Abby Miner: Do you anticipate having data that you can use for a value next year? Or does it depend on uptake?*
- *Zach: IT depends on uptake. Right now, the participation has been very light – i think there is one project in 2025. They don't currently project a large number in 2026.*

Abby Miner: For the NTG value from last year that was significantly over 1.0. I see that was updated with current research. I appreciate that. If/when there is data available, we are looking forward to seeing that.

- *Zach Ross: There is a memo that describes the changes to the small business trade ally spillover.*

Unchanged Values from 2025

Does anyone have questions about any Ameren Illinois NTG values that did not change in 2026?

*Seth Craigo-Snell: I have been looking at values compared to ComEd's territory. Values are a lot closer than we have seen in previous years. **The one measure that is not close to the same, is the market rate air purifier value (row 57).** The ComEd value is notably higher.*

- No concerns were raised about marking other NTG values that did not change in 2026 as consensus.
- The market rate air purifier value will be discussed in NTG Meeting #3.

Standard Weatherization NTG Values

- No concerns about marking the default value as consensus.

Small Business Enhanced

This is a terminology change. Ameren previously called this small business energy performance.

- No concerns about marking as consensus.

Small Business Informational Offering

- This is a new, informational based program that Ameren is piloting. It is being delivered as a randomized control trial.
- No concerns about marking as consensus.

Small Business Standard

- Rows 21-23 are not yet marked as consensus since there is a new memo that was posted on 9/11.

Additional Questions

Seth Craigo-Snell: For all-in-one clothes washers and dryers, will the retail products program be looking at that measure specifically?

- Zach Ross: That measure is not on our list. Will take back to the ODC team; whether to leverage past research or use the default value. I think the ComEd team has a value for this.

Seth Craigo-Snell: Guidehouse for ComEd is recommending a number of values for electrification in retail products. I am trying to figure out whether this is something that ODC has thought about.

- Zach Ross: We can talk offline. Right now, Ameren is not treating any retail products measures as electrification right now. If Ameren's thinking has changed on that, it is something we could explore.

Follow-up items on Ameren NTG values:

1. Market Rate Air Purifier NTG values
2. Small Business Standard NTG values
3. For all-in-one clothes washers and dryers, will the retail products program be looking at that measure specifically?

ComEd NTG Recommendation Follow-up

Parini Shah, Guidehouse

Follow-up item from NTG Meeting #1: Guidehouse will review the Single-Family Upgrades NTG recommendations.

- There was a question around why the free ridership was zero. This is due to the TRM. We also had questions on why the spillover was 0.2. The spillover was high primarily due to people claiming HVAC and appliances for spillover. HVAC and appliances accounted for 2/3 of the spillover savings.

Seth Craigo-Snell: I am struggling with the idea on measures like faucet aerators and showerheads that we would expect to see spillover effecting large appliances and HVAC equipment. That seems like a stretch. I will look at the memo before the next meeting.

- Jeff Erickson: The 20% spillover was program-wide; applied to all measures.
- Discuss the Single-Family Upgrades program NTG values in meeting #3.

Income Eligible NTG Values

- No concerns about marking as consensus.

Unchanged Values from 2025 – Business

Does anyone have questions about any ComEd NTG values that did not change in 2026?

- No concerns about marking as consensus.

New NTG Values – Business

- Commercial Food Service Equipment was updated to 0.80.
- No other changes since NTG Meeting #1.
- Does anyone have questions about any ComEd business NTG values recommended for 2026?
- No concerns about marking as consensus.

New NTG Values – Residential

- **Spray foam research is still being finalized – discuss in meeting #3.**
- Does anyone have questions about any ComEd residential NTG values recommended for 2026?
- No concerns about marking as consensus.

Unchanged Values from 2025 – Residential

Does anyone have questions about any ComEd NTG values that did not change in 2026?

Seth Craigo-Snell: Can you explain how electrification measures are identified, where you are using a default value? There are several measures that have a dual entry – one for electrification, and one for standard promotion.

- Jeff Erickson: I understand you asked how ComEd determines whether a particular measure is electrification or not. Does the NTG value that we are seeking consensus on depend on an answer to that question? Or could that be answered outside of the NTG process?
- Seth Craigo-Snell: As we are in a consensus-building process on NTG values, the fact that you have listing applies the product has standing. I think it does matter.
- Elder Calderon: It varies depending on the program. For certain measures there are set ratios in the TRM, similar to how heat pumps are set up. **I would like to take that back. It sounds like your question is specifically on midstream offerings for electrification – retail.**
- Seth Craigo-Snell: Yes, I am interested in retail for electrification. And to the extent ComEd has it in other offerings. Electric clothes dryers, heat pump clothes dryer, induction cook top. There might be a few others.
- Zach Ross: Those are all retail online, not midstream?
- Seth Craigo-Snell: They are listed as retail online. I am not familiar enough to know whether there are other midstream offerings. I would have the same concern whether the measures were retail or midstream.

Follow-up items on ComEd NTG values:

1. **Single-Family Upgrades program NTG values**
2. **Spray foam NTG value**
3. **How are NTG values determined for ComEd's midstream (retail) electrification offerings?**

Nicor Gas NTG Recommendation Follow-up

Laura Agapay-Read, Guidehouse

All Unchanged Measures from 2025

- All marked as consensus.

Updated Measure Ratios

- Residential
 - HER Advanced Thermostats, Direct Install In-Unit Showerheads, and Faucet Aerators to be included in future consensus discussion regarding measures with impact analysis regression data.
 - All other measures marked as consensus.
- Multifamily
 - All marked as consensus.
- Business and Public Sector
 - All marked as consensus.
- Portfolio
 - All marked as consensus.

Abigail Miner: For HER Advanced Thermostats in row 13, why is the equation $NTG - FR / 2$?

- *Laura Agapay-Read: For measures where impact savings are estimated using consumption data analysis matching to non-participants, resulting savings lie between the NTG ratio with free ridership and net participant spillover. This is detailed in the TRM, which explains why regression analysis savings numbers require a different NTG value.*
- *Abigail Miner: Our expert who was on the call last week referenced the TRM and did not understand. We will reach out via email to follow-up.*

Follow-up items on Nicor Gas NTG values:

- **Guidehouse will follow-up on Abby Miner's question about the equation for measures where the impact savings are estimated using consumption data analysis.**

Peoples Gas & North Shore Gas NTG Recommendation Follow-up

Laura Agapay-Read, Guidehouse

All Unchanged Measures from 2025

- All marked as consensus.

Updated Measure Ratios

- Residential and Multi-Family DI In-Unit
 - HER Advanced Thermostats, Direct Install In-Unit Showerheads, and Faucet Aerators to be included in future consensus discussion regarding measures with impact analysis regression data.
 - All other measures marked as consensus.
- Gas Optimization
 - All marked as consensus.
- Business and Public Sector
 - All marked as consensus.
- Small/Midsized Business
 - All marked as consensus.

Jeff Erickson (via chat): The short version of the explanation Laura offered on why $NTG=1-FR/2+NPSO$ for certain measures: The way ex ante gross is calculated for these measures yields a value that, by its nature, accounts for some free ridership but it is not possible to tell how much free ridership is accounted for and it does NOT account for non-participant spillover. As a result, per the

TRM, we calculate the NTG value by splitting the difference on free ridership (FR/2) and adding non-participant spillover.

Laura Agapay-Read: Abigail, I will reach out to you via email to follow-up and we can set up a meeting.

- Abigail Miner: I think we need to have me, you, and our expert to touch base. If we email it out, that should be sufficient.*

Follow-up items on Peoples Gas and North Shore Gas NTG values:

- Guidehouse will follow-up on Abby Miner's question about the equation for measures where the impact savings are estimated using consumption data analysis.**

Closing and Next Steps

- SAG NTG Meeting #3: Wednesday, September 17 (10:00 – 12:00)
- SAG NTG Meeting #4: Wednesday, September 24 (10:00 – 12:00)

By October 1, evaluators will prepare final NTG spreadsheets for each utility. Final spreadsheets will be posted on the SAG website, and circulated to SAG.