

**Illinois EE Stakeholder Advisory Group
Net-to-Gross Meeting #3**

**Wednesday, September 17, 2025
10:00 – 12:00 pm
Teleconference**

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Meeting Materials

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

- [Wednesday, September 17 SAG Agenda](#)
- [SAG Facilitator Presentation: Introduction to NTG Meeting #3](#)
- 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
Anna Lydia Marrero	CEDA
Anthony Albano	Resource Innovations
Cassie Anslow	Franklin Energy
Channel Turbides	ComEd
Cher Seruto	EcoSpark
Clayton Schroeder	Resource Innovations
Colin Santel	Leidos
Ebony Buchanan	CEDA
Elder Calderon	ComEd
Elizabeth Horne	ICC Staff
Erin Daughton	ComEd
Erin Kempster	Power TakeOff

Name	Company or Organization
Erin Stitz	ICF
Ethan Barquest	Verdant Associates
Hannah Howard	Opinion Dynamics
Ian VanArsdall	Nicor Gas
Jaleesa Scott	ComEd
Jason Fegley	Leidos
Jeff Erickson	Guidehouse
John Lavallee	Leidos
Josh Schreck	The JPI Group
Joshua Asiyambi	Nicor Gas
Joshua Ramos	Nicor Gas
Kim Swan	ComEd
Kumar Chittory	Verdant Associates
Laura Agapay-Read	Guidehouse
Lisa Obear	BrightLine Group
Matt Worms	ComEd
Natasha Herring	Guidehouse
Nick Warnecke	Ameren Illinois
Parini Shah	Guidehouse
Randy Opdyke	Nicor Gas
Ronna Abshure	ICC Office of General Counsel (OGC)
Rose Williamson	Opinion Dynamics
Sagar Phalke	Guidehouse
Salina Colon	CEDA
Seth Craigo-Snell	SCS Analytics
Steph Grisell	Guidehouse
Travis Hinck	GDS Associates
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 Meetings #3, and #4

- To follow-up on open issues, discuss additional questions (if any), and discuss consensus on NTG ratios / values
 - Meeting #3: Wednesday, September 17 (10:00 – 12:00)
 - Discuss follow-up items from Sept. 10 meeting
 - Continue discussing consensus – discuss whether there are any remaining follow-up items
 - 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

Follow-up items on Ameren NTG values from NTG Meeting #2:

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?

Follow-up Discussion from Meeting #2

- Consensus reached on vast majority of ratios during Meeting #2.
- Four values were left open for discussion:
 - Two newly added values
 - Small Business Standard NTG values
 - Market Rate Air Purifier NTG values

- All-in-one Clothes Washers and Dryers
 - Ameren is incentivizing these measures.
 - Recommending default NTG ratio of 0.8.

Small Business Standard

- Recommended NTG ratio of 0.929 based on updated spillover research.
- Marked as consensus.

Market Rate Air Purifier

- Marked as consensus.

Seth Craigo-Snell: Concern is withdrawn. I have concern about where things are in general with the way spillover is being handled between the different evaluators, I will raise this in the NTG Working Group, to ensure there is firm alignment between the evaluators. The methods are outlined in the TRM, but often the devil is in the details in terms of how things get handled as you are working through the process. Free ridership is pretty similar, but Guidehouse's free ridership is 3x higher. I don't have a suggestion for something different to be done here, it needs to be worked out in the NTG Working Group.

All-in-One Clothes Washers and Dryers

- Ameren is incentivizing these measures. ODC looked at what Guidehouse is doing for ComEd. We concluded there is not a viable secondary source for this measure. We are recommending the SAG default of 0.80, and 1.0 for income eligible. This is consistent with what ComEd is doing.
- Marked as consensus.

Abigail Miner: Zach, when you say "two measures", you mean one market rate and one income-qualified pathway for one measure, correct?

- *Zach Ross: Yes, two line items.*

Celia Johnson: The NTG Working Group is run by evaluators, not the SAG. If anyone is not on the email list and is interested, please reach out and I will connect you (Celia@CeliaJohnsonConsulting.com).

Next Steps

- Ameren Illinois NTG values are consensus for 2026 and will not be discussed in NTG Meeting #4.
- Opinion Dynamics will finalize the NTG spreadsheet for Ameren Illinois and send by October 1.

ComEd NTG Recommendation Follow-Up

Parini Shah, Guidehouse

Follow-up items on ComEd NTG values from NTG Meeting #2:

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?

Recap of Meeting #2

- Reached consensus on all unchanged values from 2025.
- Reached consensus on income-eligible measures and new recommendations.

Single-Family Upgrades Spillover Value

- High spillover value due to survey results driven by HVAC and appliance measures.

Seth Craigo-Snell: I have questions about the memo. I understand research was completed for market rate customers in the SF upgrades program. In a time where you had energy advisor assessors. The program has since shifted over to a self-assessment program, where there is a virtual walk through. The program shift to a self-assessment approach opens up a lot of questions about where you can adequately assess spillover in those different kinds of program delivery mechanisms. You mentioned the market rate component of this program isn't moving forward, that this would only be income eligible. I don't think these rows are applicable if I understood that correctly. If this program only applies to income eligible participants, then you don't need a market rate assessment for that program. Those rows should be removed.

- *Jeff Guidehouse: The program is shifting towards income eligible only. We wanted to include this in the spreadsheet so it records the research as done, in case there is any shifting in the program or market rate customers happen to come through the program for any reason.*
- *Seth Craigo-Snell: Thanks for the reminder. Is there additional information that could be provided about the applicability of this regarding Energy Advisors vs self assessments?*
- *Jeff Guidehouse: The sample for spillover was only customers who had virtual audits.*
- *Seth Craigo-Snell: The terminology virtual audit is in both.*
- *Parini Shah: The spillover was based on self-assessment.*
- *Seth Craigo-Snell: How many completed surveys did you have?*
- *Parini Shah: We had 137 completes. 45 who qualified for spillover. 18 reported HVAC, and 12 who reported appliances (for spillover).*
- *Seth Craigo-Snell: I will bring this issue up in the NTG Working Group.*

Elder Calderon: I want to share follow-up on electrification that Seth asked for. We collect information on the baseline equipment when we receive applications. We also have a point of purchase marketing materials that promotes electrification, and provides resources and information about the benefits of electrification. There is identification of baseline equipment to verify it is an electrification project.

Midstream Electrification Offerings

- Measures marked as consensus.

Elder Calderon: For the midstream electrification offerings, we do collect information on baseline equipment when we receive applications. We also have point-of-purchase, which promotes the benefits of electrification. We have specific marketing for identifying electrification equipment.

- *Seth Craigo-Snell: Is there a way to view your reporting and identify the fraction of measures that are electric?*
- *Elder Calderon: Jeff, does the products impact report include this detail?*
- *Jeff Erickson: No, that report does not.*
- *Seth Craigo-Snell: I presumed you might be doing something similarly already. I am sure you have accumulated a decent amount of data on these measures, hopefully it will be included in a plan soon.*

Midstream Retail NTG Values

- Values marked as consensus.

ComEd Follow-Up Item:

- Discuss spray foam NTG values in NTG Meeting #4.

Nicor Gas NTG Recommendation Follow-Up

Laura Agapay-Read, Guidehouse

Follow-up items on Nicor Gas NTG values from NTG Meeting #2:

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

Consensus was reached in NTG Meeting #2 on NTG values. There was a question about the NTG formula for t-stats and attic insulation installed at the same time. The savings for those measures are based on a regression analysis of consumption data, with matching to non-participants. We had an offline conversation by email with the IL Attorney General's Office. The outstanding questions were resolved.

Next Steps

- Guidehouse will finalize the NTG spreadsheet for Nicor Gas and send by October 1.
- Nicor Gas NTG values are consensus for 2026 and will not be discussed in NTG Meeting #4.

Peoples Gas & North Shore Gas NTG Recommendation Follow-Up

Laura Agapay-Read, Guidehouse

Follow-up items on Peoples Gas and North Shore Gas NTG values from NTG Meeting #2:

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

See notes above regarding issue resolution.

Next Steps

- Guidehouse will finalize the NTG spreadsheet for Peoples Gas and North Shore Gas and send by October 1.
- Peoples Gas and North Shore Gas NTG values are consensus for 2026 and will not be discussed in NTG Meeting #4.

Closing and Next Steps

- There is one additional SAG NTG meeting on Wednesday, September 24, to discuss follow-up on ComEd spray foam NTG values.
- Opinion Dynamics will finalize the NTG spreadsheet for Ameren Illinois and send by October 1.
- Guidehouse will finalize the NTG spreadsheet for Nicor Gas and send by October 1.
- Guidehouse will finalize the NTG spreadsheet for Peoples Gas and North Shore Gas and send by October 1.