



High Level Program Results

Peoples Gas/North Shore Gas Natural Gas Savings Program

Program Year 1 - High Level Program Results
June 1, 2011 to October 31, 2011

Illinois Stakeholder Advisory Group
November 29, 2011

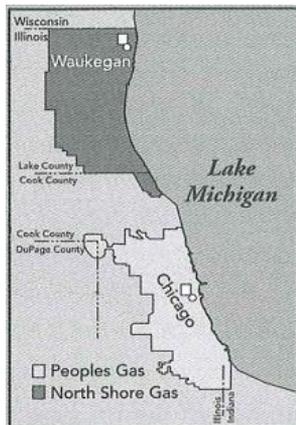


Points to Address

- Introductions, Program Team Organization
- Realized and pipeline savings to date
- Budget allocation, expenditures through end of Oct 2011
- Accomplishments, What is Going Well, Challenges
- Your questions, suggestions?



Program Objectives



- Assist customers improve energy efficiency in buildings
- Continue to build knowledge and infrastructure to support greater energy efficiency
- Save 20 million therms (net) over 3 years
- Reasonable equity between residential and business customer participation / savings
- Complete at a competitive \$/therm saved
- *6 Programs Launched June 2011*
- *1 pending launch by end of 2011*



Residential Programs Overview / Status

1. Prescriptive
 - Launched June 1, 2011
2. Multifamily Effort
 - Launched June 1, 2011, Joint with ComEd
3. Whole House - Existing Homes
 - Planned Launch by end of 2011
4. Home Energy Reports
 - Tentative: PY2 or PY3



Business Programs Overview / Status

1. C&I Prescriptive
 - Launched June 1, 2011
2. C&I Custom
 - Launched June 1, 2011
3. Small Business
 - Launched June 1, 2011, Joint with ComEd
4. Retrocommissioning
 - Launched June 1, 2011, Joint with ComEd

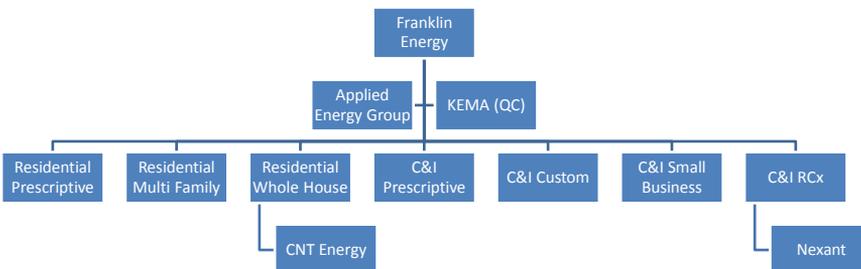


Planned Savings by Program: First Three Years

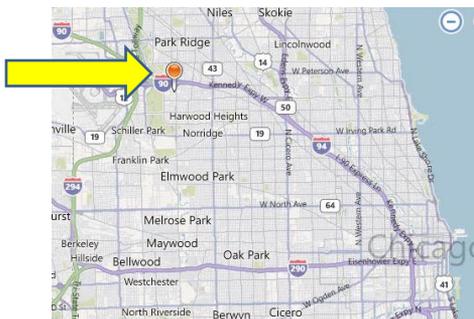
Summary - Peoples Gas and North Shore Gas		Total 3 Years		% Savings of Total Portfolio
Sector	Program Name	Therm Savings	Budget	
Res	Residential Prescriptive Rebates	5,091,321	\$ 17,495,230	24%
Res	Residential Home Energy Reports	1,945,604	\$ 1,474,227	9%
Res	Multifamily Direct Install	2,761,939	\$ 4,444,069	13%
Res	Residential Whole-House Retrofit	440,800	\$ 2,155,556	2%
Com	C&I Prescriptive Rebates	3,874,536	\$ 7,817,661	18%
Com	C&I Custom Rebates	4,240,800	\$ 6,940,012	20%
Com	C&I Retro-Commissioning	2,261,304	\$ 4,003,715	11%
Com	Small Business Efficiency	713,927	\$ 1,113,913	3%
0	0	-	\$ -	0%
0	TOTAL	21,330,231	\$ 45,444,381	100%
		-	-	
		20,175,923	-	
		-	-	



Implementation Team / Organization



Program Team / Organization



PGL / NSG Implementation Team Office
 5450 N. Cumberland Avenue
 Chicago, IL 60656

- Currently 20 employees dedicated to the PGL, NSG and Joint ComEd Programs
- Mix of
 - Program Managers
 - Energy Advisors / Energy Engineers
 - Program Coordinators
 - Call Center Representatives
 - Direct Installation Field Techs

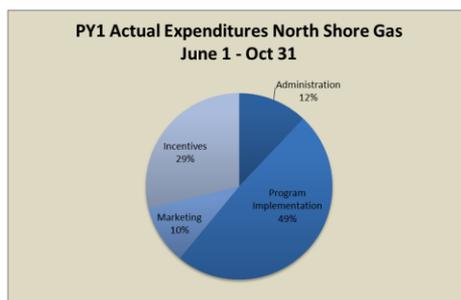
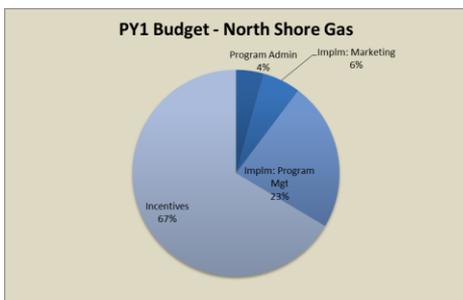


Snapshot Results YTD

<u>North Shore Gas</u>	<u>Net Therms</u>	<u>% of PY1 Goal</u>
PY1 Goal:	555,036	
Realized Savings YTD	81,318	15%
Pipeline Savings YTD	<u>37,397</u>	
<i>Total</i>	<i>118,715</i>	<i>21%</i>
<u>Peoples Gas</u>	<u>Net Therms</u>	<u>% of PY1 Goal</u>
PY1 Goal:	2,806,711	
Realized Savings YTD	274,120	10%
Pipeline Savings YTD	<u>820,314</u>	
<i>Total</i>	<i>1,094,434</i>	<i>39%</i>
<i>Results as of 11/21/11 @ 12:05 pm pulled from Bensight</i>		



NSG Budget, Expenditures – through 10/31/11



NSG PY1 Budget: \$1,077,003

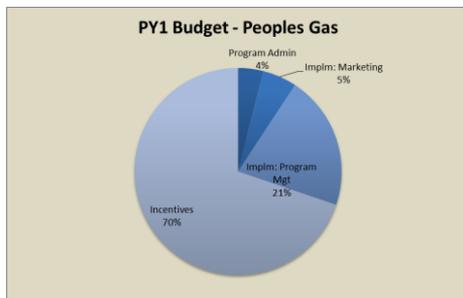
NSG Expenditures: \$234,565

Budget Figures Include: Admin, Program Implementation, Marketing, Incentives





PGL Budget, Expenditures – through 10/31/11



PGL PY1 Budget: \$6,772,516

PGL Expenditures: \$1,013,467

Budget Figures Include: Admin, Program Implementation, Marketing, Incentives



High Level Accomplishments

- Significant momentum with Residential Multi-Family Program
- Continued growth in C&I Custom pipeline
- RCx with ComEd ... solid pipeline, builds on ComEd's success in PY2, 3
- Insight of what it will take to get traction with prescriptive, particularly Residential Prescriptive
- Over 300 Trade Allies engaged / Office and staffing in place
- Great working relation, communication with neighboring utilities and subcontractors



What is Going Well

- Strong pipeline and activity in Multi Family, C&I Custom, RCx
- Outreach plans starting to pay off by program....being updated monthly to ensure we meet PY1 results
- Administrative systems in place and being fine tuned
- Rate of participation going up each month
- Associated efforts are now kicking in and will be a great compliment to core offerings (On Bill Finance, CMAP Loan Program through Delta)



Challenges

- Both Residential and C&I Prescriptive Programs are behind where Program Team wants ... although our application count has increased dramatically since the first cold snap (replacement on failure program)
- Contributors to lower than expected participation: mild Fall, loss of Federal Tax Credit (and perceived low incentives), mid year launch of a gas program (especially C&I)
- Whole House Addressing both energy and non-energy issues in a cost-effective and competitive way for not only the program, but as important the homeowner



On the Immediate Horizon

- Decision on Whole House and launch by end of 2011
- On Bill Financing launch and tie into core PGL and NSG programs, joint promotion to HVAC allies
- Coordination with CMAP loan offerings
- HVAC advisory team and feedback
- B4 Conference and associated promotion / ties to the PGL and NSG Programs
- Joint Furnace / CAC measure with ComEd
- Blitz campaigns for Prescriptive and SBES programs by end of PY Q3
- Continued mining and making adjustments to take advantage of the opportunities in the market



Questions, Additional Information

Peoples Gas & North Shore Gas

Natural Gas Savings Program

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855-849-8928

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www.peoplesgasdelivery.com/business/rebates

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