



# Energy Efficiency Portfolio Report June – August, 2011

Prepared for  
ILLINOIS COMMERCE COMMISSION

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## Background

Per 220 ILCS 5/8-104, Sec. 8-104(f)(8), the Ameren Illinois Corporation (AIC) is required to “provide for quarterly status reports tracking implementation of and expenditures for the utility's portfolio of measures and the Department's portfolio of measures...”. AIC provides the attached activity reports to satisfy this requirement.<sup>1</sup> In addition, at Commission Staff's request, we are also providing the following textual activity summary. AIC also routinely reports and presents portfolio activity to the Illinois Stakeholder Advisory Group (also known as SAG) of which Staff is a participant.

Per 220 ILCS 5/8-104, Sec. 8-103, (Docket #07-0539), AIC started providing an electric energy efficiency portfolio in June 2008. Per 220 ILCS 5/8-104, Sec. 8-104 and Docket #10-0568, AIC started providing a combined portfolio of gas and electric energy efficiency measures beginning in June 2011. This activity report reflects the first quarter of the fourth year AIC has been providing energy efficiency measures, which is referred to as Y4. The first three years of energy efficiency is referred to as Plan 1, while the second three year cycle is referred to as Plan 2 (Docket #10-0568). Therefore the AIC energy efficiency portfolio is currently operating in Y4 and in the first year of Plan 2.

AIC uses a prime implementer model for the portfolio's provision of services. Conservation Services Group (known as CSG) is the implementer for the residential portfolio (RES) and Services Applications International Corporation (known as SAIC) implements the business portfolio (BUS). These implementers provide both the gas and electric portfolio of services in an integrated manner.

The evaluators for Plan 1, who determine the portfolio's annual savings, were The Cadmus Group (for RES) and Opinion Dynamics Corporation (for BUS). In collaboration with Staff, these same evaluators have been selected to evaluate the Plan 2 savings achievement. Staff, AIC and the evaluator have been in negotiations on the completion of the Plan 2 evaluator contract. Staff is invited to attend AIC's routine meetings with the evaluators, is copied on communication with evaluators and per the Plan order, the evaluation work plans are developed with agreement from Staff.

As referenced, this gas portfolio reporting obligation pertains to the gas energy efficiency portfolio and therefore this summary and report pertains to the activities of the gas portion of the portfolio. Further detail on the electric energy efficiency portfolio and its programs can be found in the AIC's Plan 2 filing (Docket #10-0568). Additional detail on all programs can also be found at **[actonenergy.com](http://actonenergy.com)** and the Illinois Stakeholder Advisory Group web site ([ilsag.org](http://ilsag.org)).

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<sup>1</sup> Even though the legislation and the reporting requirement only pertains to the gas portfolio, AIC is also providing a summary and activity reports for the electric portfolio due to AIC operating an integrated portfolio.

As presented in the attached activity report, the gas & electric energy efficiency programs are as follows:

Residential Portfolio:

- Residential Lighting
- Appliance Recycling
- Energy Efficient Products
- New HVAC Equipment
- Home Energy Performance
- Energy Star New Homes
- Multi-Family
- Behavior Modification
- Moderate Income

Business Portfolio:

- Standard
- Custom
- Retro-Commissioning

## First Quarter Activity (Q1)

June 1, 2011 – August 31, 2011

With this being the fourth year of the portfolio, most programs are focused on expansion and enhancement as opposed to start up activities. Following is a brief explanation of per program activity:

### Residential Lighting

The Residential Lighting program provides incentives to the manufacturing and retail partners to increase sales of qualified lighting. Through these upstream and midstream incentives, the end user receives a discount on the price of highly efficient ENERGY STAR or better, qualified lighting products.

Key Activities Include marketing events and ongoing sales force training provide customers with education on bulb selection at the more than 300 participating retailers.

The rising costs of CFLs due to rare earth material costs have been offset to some degree by special promotions at select stores. Continuing efforts to support awareness and education are planned for the upcoming peak lighting season.

### Appliance Recycling

The Appliance Recycling program provides residential and small business customers free pick-up of eligible equipment (inefficient refrigerators, freezers, and if applicable, other qualifying appliances manufactured on or before 2001) and an incentive for each appliance turned in to the program. The program hit a milestone this quarter with an event in Quincy highlighting the 30,000<sup>th</sup> appliance recycling pick-up.

Key Activities include that the incentive has been increased in PY4 to \$50 which has improved the performance of this program this quarter. Efforts to increase participation include partnering with not for profits and Sears.

Due to the large service territory in which the program operates, the extended pick-up schedule of appliances has caused some difficulties causing some customers cancel out of the scheduled pick-up date.

#### Residential EE Products (REEP)

This program provides rebates for products such as ENERGY STAR high-efficiency water heaters, thermostats, and smart power strips. The first quarter was largely comprised of “start-up” activity and included the development of a retail network, retailer agreements and appliance rebate forms. Fortunately AIC has been able to leverage their existing lighting vendor (APT) with existing retailer relationships and strategies to launch this program.

Challenges for this program includes low evaluation results for some measures (that were used in Plan 1) and net-to-gross (NTG) values for hot water heaters, limited volume of gas measures and low retailer inventory. Thermostats in particular have exceeded forecast at this time. Super high efficiency water heaters and heat pump units are often a special order item at big box stores. To reach suppliers and contractors Lowes “contractor events” have occurred to feature the promotion to contractors, in addition to encouraging suppliers to increase store inventories. Marketing activities included “E-blasts” to HVAC program allies.

#### New HVAC

This program consists of retrofit and replacement upgrades for air conditioners, heat pumps, and heating and cooling systems, achieving both gas and electric energy savings. This was an existing program in Plan 1 and is now in its fourth year. The program currently has 751 program allies of which there are 497 active allies (active represents those who have submitted an incentive application within the past six months).

Key activities include:

- Raised minimum SEER level requirement from 14 to 14.5 SEER to align with Energy Star qualifications
- Dropped Manual J incentive - ex-ante savings of 160kWh per unit dropped to 98 kWh per unit as a result of PY2 evaluation
- Restricted GSHP & ASHP incentives to units that replace electric resistance heat source to ensure that program is not adding kWh during heating season
- Moved to a tiered incentive structure for all measures to better align incentive with savings earned
- The development of an online HVAC reservation request form which is currently being used by 58 program allies. More allies are being trained on the system each day.

Besides maintaining individual communication with program allies, AIC's implementer has developed a HVAC contractor focus group from regions throughout the Ameren Illinois territory with its first official meeting in early October.

Marketing included E-blasts to program allies -- last reminder to get forms in for old incentive rates and information on program rule change for heat pump incentives. Water heater rebate brochures and residential brochures were placed at additional HVAC/Plumbing supplier locations.

August was the least productive month for HVAC installations and savings since the program's inception in early 2009 due to a continued declining economy. This was exacerbated by temperate weather. Many of our program allies are laying off some of their "installation techs." A major program ally for example revealed they laid off seven employees in August.

- One contractor expressed that "Last year was the perfect storm for our industry locally with the higher Ameren Illinois incentives, the higher federal tax credits and warmer weather that lasted further into the season than usual, and this year we are experiencing exactly the opposite. Lately, everything seemed to turn south at the same time."
- Industry news sources report that residential replacement equipment has been weak for the past few months nationally with only low single-digit growth. Customers are opting to repair instead of replace equipment more and more given the current economy.

Given the program's large contribution to overall portfolio savings, the low NTG applied from Y2 evaluation makes it more difficult to achieve not only the HVAC program goal, but the overall PY4 portfolio therm goal. Raising minimum SEER level requirements to "push" program maturity to better align with Energy Star qualifications exacerbated the lower participation level. An effort to launch an effective Tune Up program was unsuccessful given lack of contractor participation and the shorter cooling season in the upper Midwest. Uptake on the boiler measure is very seasonal. While a furnace can be a part of an overall system swap out, boilers are stand-alone heating equipment and are not often changed out in warmer weather.

### Behavior Modification

Home Energy Reports provide customers with a profile of their energy use, energy efficiency tips, portfolio program information, and a comparison of their energy usage to their "neighbors," encouraging reduced energy use, achieving both gas and electric energy savings. This program was a pilot in Y3 and now a program in Y4. AIC targets this program to dual fuel customers. The program completed its first year in August 2011 with 50,000 participants. The Behavior Modification program is being expanded by adding another 120,000 participants for a six- to seven-month timeframe.

### Home Energy Performance

Home Energy Performance (HEP) includes a home energy audit, direct install measures (CFLs, energy saving faucet aerators and shower heads), and follow up sealing and insulation measures, achieving both gas and electric energy savings. This program is migrating towards becoming ENERGY STAR by its third year (Y6) with goals of collaborating with a statewide framework for program design. This program is in its fourth year.

Key activities include:

- Added diagnostic equipment to audit - infrared camera and bore scope - audit moves from 1.5 to about 2.5 hrs long
- Formal QA follow up process on installation contractors - includes full blower door and combustion safety testing
- Added staff to grow program and serve more customers - 5 additional auditors, 1 additional Project Coordinator, 2 QA Inspectors, 1 additional Account Manager
- Increased efficiencies of CFLs installed
- Increased efficiencies of showerheads installed
- Increased incentives

Challenges include the lack of a BPI certified contractor base required to install insulation measures. The program has grown to 52 registered BPI allies – but only eight of which offer only testing or diagnostic services. AIC also has an expansive service territory (nearly 44,000 square miles) requiring a larger staff which equates to higher labor costs while a smaller staff equates to more travel time and expense. Also customer ineligibility for some measures has increased (attic insulation with baseline of R11 or less and wall insulation with zero which is required for cost effectiveness). Despite these challenges we have seen a positive growth in installation projects as compared to previous years.

The primary marketing activity for this program is an ongoing targeted direct mail campaign to promote HEP audits which continued during this quarter.

### Multifamily

This program provides owners of multifamily buildings measures for apartments (in-unit program) and common area lighting, exit signs, in addition to walk-through audits and incentives for complex measures, achieving both gas and electric energy savings. This program is in its fourth year.

Key Activities include:

- Expanded eligibility in major measures program - both electric and gas now eligible
- Increased efficiencies of CFLs installed
- Increased efficiencies of showerheads installed
- Started using AIC implementer program staff to assist with installations for building owners with limited staff

Production continues to increase in the in-unit program as almost 50% more units were served in August than in July. Although no Common Area Lighting projects were submitted, shell measure retrofit work was completed on the first building of a large Major Measures project in Champaign. The project will include air sealing, attic insulation, and wall insulation measures on up to 23 separate buildings.

Challenges include managing the balance between demand and funding since in-unit material is free there is the potential for greater demand than funding would allow. There is a long timeframe between retrofit project planning and implementation since property managers operate on tight fixed budget, projects are delayed into the next budget cycle. Specialized contractors are needed for shell measures due to scale of most projects such as specialized testing and air sealing techniques and tenant security issues.

Marketing consists of ongoing mailings and phone calls to owners of multifamily units.

### Energy Star New Homes

This program targets builders with a package of training, technical and marketing assistance, and incentives for construction of ENERGY STAR homes, achieving both gas and electric energy savings. A HERS test and rating is required for the program ally to receive an incentive. This program is in its fourth year.

Key activities include:

- Increased incentives for combo or electric homes from \$650 to \$750
- Introduced tiered incentive in PY4 - Tier 1 - (base incentive) = HERS 71-85, Tier II (base incentive x2) - HERS 56-70, Tier III (base incentive x3) - HERS 55 or less, greater default savings for higher tiers

The economy continues to keep new home construction at a low volume and thus this program experiences low volumes. Depressed 2010 housing construction was 85% below 2005 peak resulting in less than 4,000 homes built in the AIC territory in 2010. In addition there is a very small network of certified HERS raters; there are only 16 registered with program and only a few of these that offer ratings as their primary business line. Market intelligence reveals that builders prefer to cut costs rather than to build above code.

More than two dozen builders from all over the service territory were contacted and recruited to participate in the program in August. Most were very receptive to the value proposition the program offers and agreed to enroll homes that were either under construction or about to start. 13 homes have been completed so far this year, there are 48 in the pipeline and the program has 92 program allies.

Marketing consists largely of participating in special events (booths at expos, builders association presentations, etc.). This quarter the program added online search engine marketing. of the program. The program also uses E-blasts to Builders and HERS Raters.

### Moderate Income/Warm Neighbors

This program partners with a non-profit organization and provides increased incentives for energy efficiency improvements and retrofits in moderate income households, achieving both gas and electric energy savings. This program was a pilot in Y3 and is now offered to a greater geographic area.

Key activities include:

- Increased incentives
- Increased efficiencies of CFLs installed
- Increased efficiencies of showerheads installed
- Raised HVAC required minimum efficiencies

It is challenging to manage the balance between demand and funding for this program since it must be marketed at the grass roots level. It is also difficult to target and reach the mid-income target market. And long term future funding is uncertain with program costs being shared with a non-for-profit entity.

### Business Portfolio

Following is a brief description of the Business portfolio programs:

- Standard: Incentivizes customers to purchase energy efficient measures with predetermined savings values and fixed incentive levels, achieving both gas and electric energy savings. Examples of measures include process steam, water heaters, furnaces, boilers, water heaters, seasonal HVAC and chiller tune-ups, steam trap repair, VFDs for HVAC applications, various commercial kitchen appliances including pre-rinse spray nozzles, plus stock waterers, heat exchangers, and heat reclaimers in the agriculture segment.
- Custom: Applies to energy efficient measures that do not fall into the Standard Incentive program. These projects normally are complex and unique, requiring separate incentive applications and calculations of estimated energy savings, achieving both gas and electric energy savings. Custom gas related measures may include heat recovery options (flue gas heat exchangers, de-super-heater heat exchangers, exhaust air heat exchangers, compressed air heat exchangers, process heat exchangers and grain drying heat exchangers), as well as shell measures including windows, doors, infiltration reduction, roof and wall insulation.
- Retro-Commissioning - Healthcare: Provides options and incentives for businesses to improve operations and maintenance practices for buildings, systems, and processes, achieving both gas and electric energy savings.

During Plan 1 AIC could only provide gas energy efficiency programs to small business. So Y4 is the first year AIC can provide the programs to large business. However this opportunity is severely hampered by large C&I being able to “opt out” of the energy efficiency rider and

programs; thus making the portfolio unable to enroll them in the portfolio programs or claim that sector's gas energy savings.

The primary gas savings program is called the "Green Nozzle" program which replaces restaurant pre-rinse spray nozzles in commercial kitchen establishments with an efficient nozzle.

Key activities include:

- Large Industrial staffing grants: a competitive bid process to offer up to \$80k for customers who cannot complete EE projects due to lack of personnel to manage projects. Bid must include an energy savings project.
- Competitive Large Project Incentive: a competitive bid process offering customers the opportunity to request the amount of incentive needed to complete their EE projects. The competitive applications may include multiple technologies such as lighting, VFDs, compressed air, HVAC and process improvements with an incentive cap of \$500,000 for electric measures and \$100,000 for gas measures.
- Expanding the Green Nozzle program:
  - Added faucet aerators, CFL s and LED exit signs/retro-kits
  - Partnered with City, Water, Light & Power (CWLP) in Springfield for Green Nozzle program
- Doubled implementer staff (from 15 to 30)
  - Increased Education & Training activity (new, fully dedicated E&T coordinator providing monthly webinars)
  - Increased Program Ally Outreach
  - Added Energy Efficiency Advisors to assist clients with project development and application

The challenges for the Business portfolio include the impact of the fragile economy where customers are unable or uneasy about implementing large capital projects. It is also imperative to quickly increase awareness with all Ameren Illinois gas customers regarding program eligibility (only GDS2 customers were eligible in Y1-3) in order to achieve higher goals. Due to much higher goals and dramatic increase in staff size, the gas business program is like a start-up activity requiring training and coordination of new staff.

As noted, many of the largest gas customers opted out of program and there is continued interest from customers wanting to opt out (gas and electric), in addition to customers frustrated they can't opt out at this time which inhibits their desire to participate in the current program. AIC has been experiencing customer confusion about status of Illinois program since the Missouri program started ramping down at the onset of the Ameren Illinois Y4. The make-up of customer distribution throughout Ameren Illinois service territory has much variation over a large area, in addition to the vastness of the AIC service territory creating operational challenges (example; location of personnel throughout the vast service).

Marketing for business programs includes bill inserts, special events/expos, sales calls, program ally outreach, webinars, market segment outreach (agriculture), internet search

marketing, chamber of commerce outreach, Key Account Executive outreach, direct mail earned media, industrial publication ads and ActOnEnergy website information.

## Key Future Concern

The DOE is raising the standard for furnaces to 90% AFUE which eliminates the furnace as a measure from the RES portfolio starting in 2013 (Y6). This is because by raising the standard, this creates a transformed market. In addition, an increased standard increases the baseline which is used to determine the energy savings achieved with a measure. This increased baseline thus makes the furnace measure non-cost effective (especially when combined with the low avoided cost of gas). Furnaces represent 70% of the gas energy efficiency savings for the RES portfolio. The problem of achieving gas energy efficiency goals is further exacerbated by the limited number of gas measures; there is not a measure that can necessarily replace the furnace in the RES portfolio. With the Consortium of Energy Efficiency, AIC plans on presenting on this issue at the November 29, 2011 meeting of the Illinois Stakeholder Advisory Group.

## Attachment: Activity Reports

**Ameren Illinois Gas Energy Efficiency Portfolio**  
**Key Indicator Report**  
**Program Year 4**  
**June 1, 2011 through August 31, 2011**

| Overall Portfolio              |                 |               |               |
|--------------------------------|-----------------|---------------|---------------|
|                                | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |               |               |
| <b>Total</b>                   | 947,156         | 4,310,838     | 22%           |
| <b>Portfolio Cost</b>          |                 |               |               |
| <b>Total</b>                   | \$ 1,438,311    | \$ 13,946,734 | 10%           |

| Residential Programs           |                 |              |               |
|--------------------------------|-----------------|--------------|---------------|
|                                | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |              |               |
| <b>Total</b>                   | 249,490         | 2,641,008    | 9%            |
| <b>Program Cost</b>            |                 |              |               |
| <b>Total</b>                   | \$ 814,963      | \$ 7,354,609 | 11%           |

| Business Programs              |                 |              |               |
|--------------------------------|-----------------|--------------|---------------|
|                                | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |              |               |
| <b>Total</b>                   | 697,666         | 1,669,830    | 42%           |
| <b>Program Cost</b>            |                 |              |               |
| <b>Total</b>                   | \$ 592,249      | \$ 5,390,172 | 11%           |

| Other Portfolio Costs          |                 |              |               |
|--------------------------------|-----------------|--------------|---------------|
|                                | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |              |               |
| <b>Total</b>                   | NA              | NA           | NA            |
| <b>Other Costs</b>             |                 |              |               |
| <b>Total</b>                   | \$ 31,099       | \$ 1,201,953 | 3%            |

*Notes: Goals for Residential and Business Programs are based on implementer contracts.  
 Energy Savings are based on PY2 EMV values.  
 Cumulative figures include pending projects and are subject to fluctuation.  
 The above does not include DCEO.*

| Residential Programs      |                 |              |               |
|---------------------------|-----------------|--------------|---------------|
| Energy Savings (therms)   |                 |              |               |
| Programs                  | Cumulative PYTD | Goal         | Achieved PYTD |
| Energy Efficient Products | 15,867          | 106,877      | 15%           |
| New HVAC Equipment        | 123,013         | 889,185      | 14%           |
| Home Energy Performance   | 102,343         | 543,180      | 19%           |
| Energy Star New Homes     | 2,352           | 9,216        | 26%           |
| Multi-Family              | 4,446           | 74,452       | 6%            |
| Behavior Modification     | 0               | 912,632      | 0%            |
| Moderate Income           | 1,469           | 105,466      | 1%            |
| <b>Total</b>              | 249,490         | 2,641,008    | 9%            |
| Program Cost              |                 |              |               |
| Programs                  | Cumulative PYTD | Goal         | Achieved PYTD |
| Energy Efficient Products | \$ 33,532       | \$ 206,624   | 16%           |
| New HVAC Equipment        | \$ 397,966      | \$ 2,654,512 | 15%           |
| Home Energy Performance   | \$ 312,192      | \$ 2,754,803 | 11%           |
| Energy Star New Homes     | \$ 19,764       | \$ 102,090   | 19%           |
| Multi-Family              | \$ 28,370       | \$ 273,536   | 10%           |
| Behavior Modification     | \$ -            | \$ 720,500   | 0%            |
| Moderate Income           | \$ 23,139       | \$ 642,544   | 4%            |
| <b>Total</b>              | \$ 814,963      | \$ 7,354,609 | 11%           |

| Business Programs       |                 |              |               |
|-------------------------|-----------------|--------------|---------------|
| Energy Savings (therms) |                 |              |               |
| Programs                | Cumulative PYTD | Goal         | Achieved PYTD |
| Standard                | 466,844         | 902,000      | 52%           |
| Custom                  | 230,822         | 685,830      | 34%           |
| Retro-Commissioning     | 0               | 82,000       | 0%            |
| <b>Total</b>            | 697,666         | 1,669,830    | 42%           |
| Program Cost            |                 |              |               |
| Programs                | Cumulative PYTD | Goal         | Achieved PYTD |
| Standard                | \$ 245,153      | \$ 2,950,590 | 8%            |
| Custom                  | \$ 322,934      | \$ 2,302,861 | 14%           |
| Retro-Commissioning     | \$ 24,162       | \$ 136,721   | 18%           |
| <b>Total</b>            | \$ 592,249      | \$ 5,390,172 | 11%           |

**Ameren Illinois Gas Energy Efficiency Portfolio**  
**Key Indicator Report**  
**Program Year 4**  
**June 1, 2011 through August 31, 2011**

| Overall Portfolio              |                 |               |               |
|--------------------------------|-----------------|---------------|---------------|
|                                | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |               |               |
| <b>Total</b>                   | 947,156         | 4,310,838     | 22%           |
| <b>Portfolio Cost</b>          |                 |               |               |
| <b>Total</b>                   | \$ 1,438,311    | \$ 13,946,734 | 10%           |

| Residential Programs           |                 |              |               |
|--------------------------------|-----------------|--------------|---------------|
|                                | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |              |               |
| <b>Total</b>                   | 249,490         | 2,641,008    | 9%            |
| <b>Program Cost</b>            |                 |              |               |
| <b>Total</b>                   | \$ 814,963      | \$ 7,354,609 | 11%           |

| Business Programs              |                 |              |               |
|--------------------------------|-----------------|--------------|---------------|
|                                | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |              |               |
| <b>Total</b>                   | 697,666         | 1,669,830    | 42%           |
| <b>Program Cost</b>            |                 |              |               |
| <b>Total</b>                   | \$ 592,249      | \$ 5,390,172 | 11%           |

| Other Portfolio Costs          |                 |              |               |
|--------------------------------|-----------------|--------------|---------------|
|                                | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (therms)</b> |                 |              |               |
| <b>Total</b>                   | NA              | NA           | NA            |
| <b>Other Costs</b>             |                 |              |               |
| <b>Total</b>                   | \$ 31,099       | \$ 1,201,953 | 3%            |

**Notes:** Goals for Residential and Business Programs are based on implementer contracts.  
 Energy Savings are based on PY2 EMV values.  
 Cumulative figures include pending projects and are subject to fluctuation.  
 The above does not include DCEO.

| Other Portfolio Costs                  |                 |              |               |
|----------------------------------------|-----------------|--------------|---------------|
| Portfolio Cost                         |                 |              |               |
| Programs                               | Cumulative PYTD | Goal         | Achieved PYTD |
| Portfolio Administration               | \$ 26,129       | \$ 698,610   | 4%            |
| Marketing and Education                | \$ 4,970        | \$ 121,000   | 4%            |
| Evaluation, Measurement & Verification | \$ -            | \$ 382,343   | 0%            |
| <b>Total</b>                           | \$ 31,099       | \$ 1,201,953 | 3%            |

| DCEO *                  |                 |              |               |
|-------------------------|-----------------|--------------|---------------|
| Energy Savings (therms) |                 |              |               |
| Programs                | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Total</b>            | 0               | 470,362      | 0%            |
| Program Cost            |                 |              |               |
| Programs                | Cumulative PYTD | Goal         | Achieved PYTD |
| Public Sector           | \$ -            | \$ 2,693,166 | 0%            |
| Low Income              | \$ -            | \$ 1,225,263 | 0%            |
| Market Transformation   | \$ -            | \$ 514,550   | 0%            |
| Other                   | \$ -            | \$ 155,555   | 0%            |
| <b>Total</b>            | \$ -            | \$ 4,588,534 | 0%            |

\* As reported by DCEO

**Ameren Illinois Electric Energy Efficiency Portfolio**  
**Key Indicator Report**  
**Program Year 4**  
**June 1, 2011 through August 31, 2011**

| Overall Portfolio           |                 |               |               |
|-----------------------------|-----------------|---------------|---------------|
|                             | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |               |               |
| <b>Total</b>                | 92,200          | 323,278       | 29%           |
| <b>Portfolio Cost</b>       |                 |               |               |
| <b>Total</b>                | \$ 9,267,706    | \$ 44,452,535 | 21%           |

| Residential Programs        |                 |               |               |
|-----------------------------|-----------------|---------------|---------------|
|                             | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |               |               |
| <b>Total</b>                | 23,348          | 185,352       | 13%           |
| <b>Program Cost</b>         |                 |               |               |
| <b>Total</b>                | \$ 3,190,401    | \$ 19,624,695 | 16%           |

| Business Programs           |                 |               |               |
|-----------------------------|-----------------|---------------|---------------|
|                             | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |               |               |
| <b>Total</b>                | 68,852          | 137,926       | 50%           |
| <b>Program Cost</b>         |                 |               |               |
| <b>Total</b>                | \$ 5,944,100    | \$ 21,843,258 | 27%           |

| Other Portfolio Costs       |                 |              |               |
|-----------------------------|-----------------|--------------|---------------|
|                             | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |              |               |
| <b>Total</b>                | NA              | NA           | NA            |
| <b>Other Costs</b>          |                 |              |               |
| <b>Total</b>                | \$ 133,205      | \$ 2,984,582 | 4%            |

**Notes:** Goals for Residential and Business Programs are based on implementer contracts.  
 Energy Savings are based on PY2 EMV values.  
 Cumulative figures include pending projects and are subject to fluctuation.  
 The above does not include Demand Response and DCEO.

| Residential Programs      |                 |               |               |
|---------------------------|-----------------|---------------|---------------|
| Energy Savings (MWH)      |                 |               |               |
| Programs                  | Cumulative PYTD | Goal          | Achieved PYTD |
| Lighting                  | 13,702          | 117,020       | 12%           |
| Energy Efficient Products | 413             | 1,769         | 23%           |
| New HVAC Equipment        | 3,009           | 13,593        | 22%           |
| Appliance Recycling       | 5,091           | 12,647        | 40%           |
| Home Energy Performance   | 330             | 6,761         | 5%            |
| Energy Star New Homes     | 139             | 400           | 35%           |
| Multi-Family              | 656             | 5,675         | 12%           |
| Behavior Modification     | 0               | 26,836        | 0%            |
| Moderate Income           | 8               | 651           | 1%            |
| <b>Total</b>              | 23,348          | 185,352       | 13%           |
| Program Cost              |                 |               |               |
| Programs                  | Cumulative PYTD | Goal          | Achieved PYTD |
| Lighting                  | \$ 518,757      | \$ 6,457,132  | 8%            |
| Energy Efficient Products | \$ 183,490      | \$ 494,462    | 37%           |
| New HVAC Equipment        | \$ 1,256,130    | \$ 4,127,303  | 30%           |
| Appliance Recycling       | \$ 713,776      | \$ 2,418,166  | 30%           |
| Home Energy Performance   | \$ 338,723      | \$ 3,988,966  | 8%            |
| Energy Star New Homes     | \$ 21,363       | \$ 245,091    | 9%            |
| Multi-Family              | \$ 141,762      | \$ 812,638    | 17%           |
| Behavior Modification     | \$ -            | \$ 720,500    | 0%            |
| Moderate Income           | \$ 16,400       | \$ 360,437    | 5%            |
| <b>Total</b>              | \$ 3,190,401    | \$ 19,624,695 | 16%           |

| Business Programs    |                 |               |               |
|----------------------|-----------------|---------------|---------------|
| Energy Savings (MWH) |                 |               |               |
| Programs             | Cumulative PYTD | Goal          | Achieved PYTD |
| Standard             | 35,707          | 65,000        | 55%           |
| Custom               | 30,981          | 49,500        | 63%           |
| Retro-Commissioning  | 2,164           | 23,426        | 9%            |
| <b>Total</b>         | 68,852          | 137,926       | 50%           |
| Program Cost         |                 |               |               |
| Programs             | Cumulative PYTD | Goal          | Achieved PYTD |
| Standard             | \$ 2,384,830    | \$ 10,897,770 | 22%           |
| Custom               | \$ 3,270,232    | \$ 8,661,606  | 38%           |
| Retro-Commissioning  | \$ 289,038      | \$ 2,283,882  | 13%           |
| <b>Total</b>         | \$ 5,944,100    | \$ 21,843,258 | 27%           |

**Ameren Illinois Electric Energy Efficiency Portfolio**  
**Key Indicator Report**  
**Program Year 4**  
**June 1, 2011 through August 31, 2011**

| Overall Portfolio           |                 |               |               |
|-----------------------------|-----------------|---------------|---------------|
|                             | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |               |               |
| <b>Total</b>                | 92,200          | 323,278       | 29%           |
| <b>Portfolio Cost</b>       |                 |               |               |
| <b>Total</b>                | \$ 9,267,706    | \$ 44,452,535 | 21%           |

| Residential Programs        |                 |               |               |
|-----------------------------|-----------------|---------------|---------------|
|                             | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |               |               |
| <b>Total</b>                | 23,348          | 185,352       | 13%           |
| <b>Program Cost</b>         |                 |               |               |
| <b>Total</b>                | \$ 3,190,401    | \$ 19,624,695 | 16%           |

| Business Programs           |                 |               |               |
|-----------------------------|-----------------|---------------|---------------|
|                             | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |               |               |
| <b>Total</b>                | 68,852          | 137,926       | 50%           |
| <b>Program Cost</b>         |                 |               |               |
| <b>Total</b>                | \$ 5,944,100    | \$ 21,843,258 | 27%           |

| Other Portfolio Costs       |                 |              |               |
|-----------------------------|-----------------|--------------|---------------|
|                             | Cumulative PYTD | Goal         | Achieved PYTD |
| <b>Energy Savings (MWH)</b> |                 |              |               |
| <b>Total</b>                | NA              | NA           | NA            |
| <b>Other Costs</b>          |                 |              |               |
| <b>Total</b>                | \$ 133,205      | \$ 2,984,582 | 4%            |

**Notes:** Goals for Residential and Business Programs are based on implementer contracts.  
 Energy Savings are based on PY2 EMV values.  
 Cumulative figures include pending projects and are subject to fluctuation.  
 The above does not include Demand Response and DCEO.

| Other Portfolio Costs                  |                 |              |               |
|----------------------------------------|-----------------|--------------|---------------|
| Portfolio Cost                         |                 |              |               |
| Programs                               | Cumulative PYTD | Goal         | Achieved PYTD |
| Portfolio Administration               | \$ 107,407      | \$ 1,311,543 | 8%            |
| Marketing and Education                | \$ 25,798       | \$ 429,000   | 6%            |
| Evaluation, Measurement & Verification | \$ -            | \$ 1,244,039 | 0%            |
| <b>Total</b>                           | \$ 133,205      | \$ 2,984,582 | 4%            |

| Demand Response     |           |           |          |
|---------------------|-----------|-----------|----------|
| Energy Savings (MW) |           |           |          |
| Programs            | Actual MW | Goal      | Achieved |
| Volt Var            | 0.00      | 4.19      | 0%       |
| <b>Program Cost</b> |           |           |          |
| Programs            | Actual    | Goal      | Achieved |
| Volt Var            | \$ 7,291  | \$ 60,000 | 12%      |

| DCEO *                |                 |               |               |
|-----------------------|-----------------|---------------|---------------|
| Energy Savings (MWH)  |                 |               |               |
| Programs              | Cumulative PYTD | Goal          | Achieved PYTD |
| <b>Total</b>          | 0               | 40,797        | 0%            |
| <b>Program Cost</b>   |                 |               |               |
| Programs              | Cumulative PYTD | Goal          | Achieved PYTD |
| Public Sector         | \$ -            | \$ 8,680,115  | 0%            |
| Low Income            | \$ -            | \$ 3,933,543  | 0%            |
| Market Transformation | \$ 1,070,472    | \$ 1,644,030  | 65%           |
| Other                 | \$ -            | \$ 491,400    | 0%            |
| <b>Total</b>          | \$ 1,070,472    | \$ 14,749,088 | 7%            |

\* As reported by DCEO