

Program Year 4, 2nd Quarter

Results, Projections, Issues

*Illinois Stakeholder Advisory Group
February 7, 2012*



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Upgrade your motor system



Get help with retro commissioning



- Program Year 4, 2nd Quarter (MWH, Therms)
- Key Trends, Successes, and Challenges

PY4 2nd Quarter



MWH					
Goal	YTD	%YTD	Budget	YTD	%YTD
323,278	157,064	49%	\$41,467,953	\$15,924,012	38%
Therms					
Goal	YTD	%YTD	Budget	YTD	%YTD
4,310,838	2,313,552	54%	\$12,744,781	\$4,442,015	35%

Note:

- Savings goals reflect Implementer goals
- YTD savings Includes pending projects
- Budget reflects program implementation budgets

PY 4 - 2nd Qtr., MWH



Residential Programs						
Energy Savings (MWH)						
Programs	Actual	PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Lighting		27,915	13,906	41,821	117,020	36%
Energy Efficient Products		761	41	802	1,769	45%
New HVAC Equipment		3,593	243	3,836	13,593	28%
Appliance Recycling		7,987	410	8,397	12,647	66%
Home Energy Performance		439	122	561	6,761	8%
Energy Star New Homes		130	197	327	400	82%
Multi-Family		1,916	36	1,952	5,675	34%
Behavior Modification		7,783	0	7,783	26,836	29%
Moderate Income		56	35	91	651	14%
Total		50,580	14,990	65,570	185,352	35%
Business Programs						
Energy Savings (MWH)						
Programs	Actual	PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Standard		32,176	21,143	53,319	65,000	82%
Custom		1,971	29,074	31,045	49,500	63%
Retro-Commissioning		757	5,373	6,130	23,426	26%
Total		34,904	55,590	90,494	137,926	66%

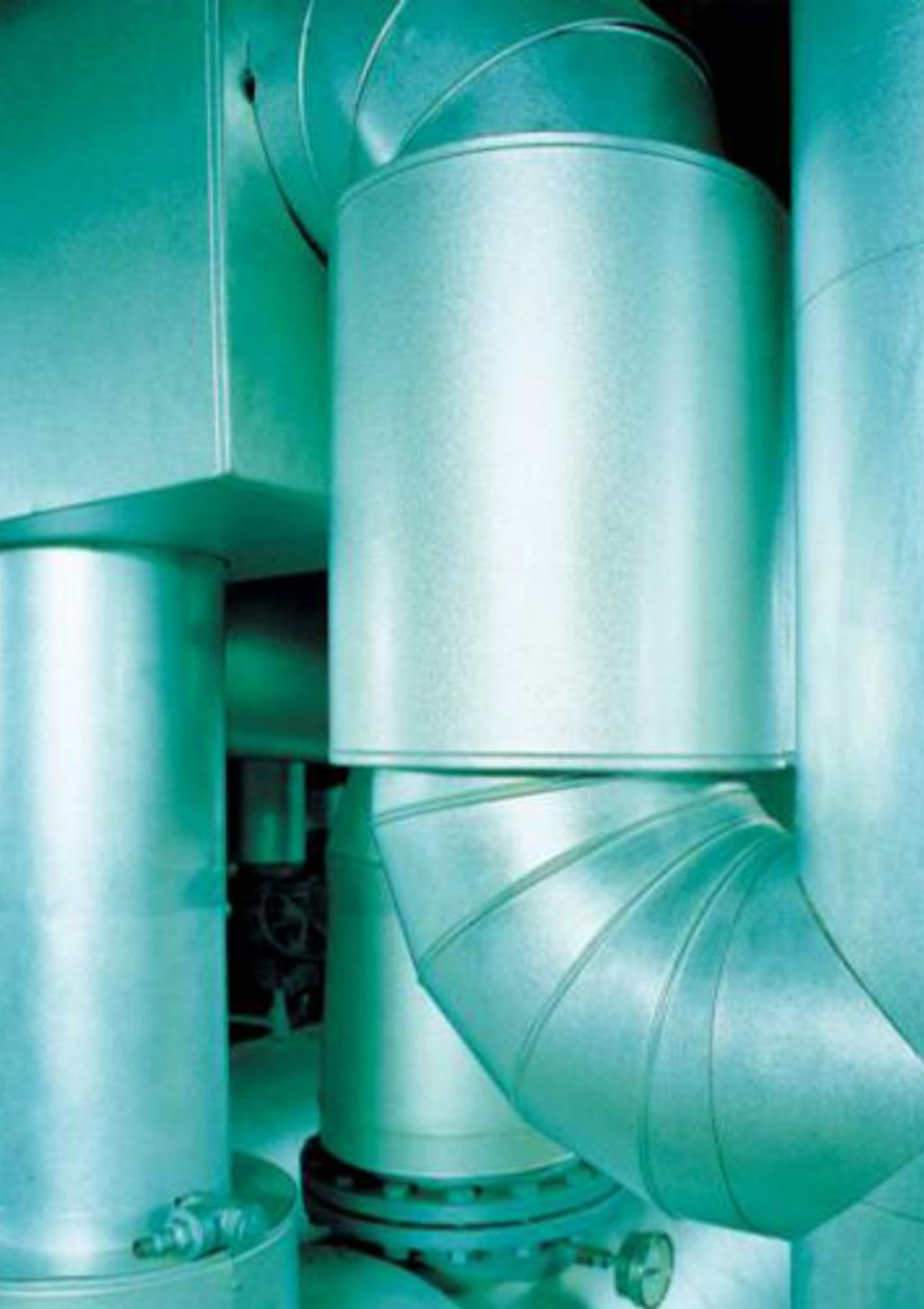
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PY 4 - 2nd Qtr., Therms



Residential Programs						
Energy Savings (therms)						
Programs	Actual	PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Energy Efficient Products		47,965	10,903	58,868	106,877	55%
New HVAC Equipment		254,194	0	254,194	889,185	29%
Home Energy Performance		177,900	49,308	227,208	543,180	42%
Energy Star New Homes		8,240	11,135	19,375	9,216	210%
Multi-Family		22,111	0	22,111	74,452	30%
Behavior Modification		207,599	0	207,599	912,632	23%
Moderate Income		20,661	12,824	33,485	105,466	32%
Total		738,670	84,170	822,840	2,641,008	31%
Business Programs						
Energy Savings (therms)						
Programs	Actual	PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Standard		833,845	29,326	863,171	902,000	96%
Custom		10,462	617,079	627,541	685,830	92%
Retro-Commissioning		0	0	0	82,000	0%
Total		844,307	646,405	1,490,712	1,669,830	89%

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- **Key Trends, Successes, and Challenges**

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Key Trends, Successes and Challenges – Residential Portfolio Appliance Recycling

- Volume increased in the second quarter but diminished over the holiday season.
- Primary units continue to run at less than 3% of refrigerators picked up. The percentage will continue to be monitored with the launch of the Sears partnership.

Key Trends, Successes and Challenges – Residential Portfolio Energy Efficient Products (REEP)

- Thermostat rebates continued to increase with the advent of colder weather and provided cost-effective therm savings.
- Super high efficiency water heaters and heat pumps were often a special order item at big box stores and showed disappointing results.

Key Trends, Successes and Challenges – Residential Portfolio HVAC

- **Second quarter saw a dramatic decrease in the number of gas and electric applications as compared to quarterly projections.**
- Information gathered from industry publications confirms the survey findings and shows that residential replacement equipment has been weak for the past several months nationally, with only single digit growth while parts demand is rising.

Key Trends, Successes and Challenges – Residential Portfolio Home Energy Performance

- **The HEP program continued to provide strong results in both the audit and retrofit program. September and October saw a total of 340 audits performed and 191 retrofit projects completed. More than 2 dozen contractors submitted projects with 10 contractors each submitting 3 or more.**
- **HEP shell measure conversion rate for PY4 increased to 15%.**

Key Trends, Successes and Challenges – Residential Portfolio Multi-family

- Programmable thermostats were added as a new measure and a total of 55 units were installed.
- Over 1000 units received direct-install measures.

Key Trends, Successes and Challenges – Residential Portfolio Energy Star New Homes

- The tiered incentive approach proved to be very effective. Each of the three tiers is tied to an increasing incentive level met by reaching improved HERs scores. The contractors remain motivated to achieve higher tiered incentives.
- Over 100 builder allies signed up for the program to date.
- Over 50 homes are enrolled in the program with a total of 34 completed.

Key Trends, Successes and Challenges – Residential Portfolio Moderate Income

- Moderate Income program activity concentrated on the Decatur and the Peoria areas and has expanded to the Quincy and Metro East areas.
- Over 30 projects in the pipeline with 21 completed projects in the Peoria area.
- Difficult to hit target market - eligibility limited to middle income household income which is a touchy subject to verify.
- Uncertainty of long term future funding

Residential Program Updates

Behavior Modification

- The program completed its first year in August 2011 with 50,000 participants.
- Expanded by adding another 175,000 participants for a six- to seven-month timeframe.

Demand Response

- Voltage Optimization Pilot completed partial installation of equipment in December.

OBF

- Work towards completing the contract with AFC continues and start up of program planned for 4th Qtr PY4

Key Trends, Successes and Challenges Business Portfolio

- Staffing Grant Application was fully subscribed with 12 grants in process. A total of 19.5 new jobs were created through this measure which incentivizes C&I customers to manage energy efficiency projects with dedicated employees.
- Continuation of the Green Nozzle campaign, received the Governor's Sustainability Award in October.
- As of November 30th 706 nozzles were installed throughout Ameren Illinois territory.

Key Trends, Successes and Challenges Business Portfolio

- Outreach and marketing efforts have increased through increased staffing by the business program implementer - SAIC. (approximately 14 new staff have joined project).
- The economy continues to be very fragile – many customers flush with cash but uneasy about implementing large capital projects
- Increased maturity of some programs (much of the low hanging fruit is gone)



Key Trends, Successes and Challenges Business Portfolio

- Some customers still skeptical of EE program.
- Many of the largest gas customers opted out of program.
- Rare earth materials shortage is driving prices of some lighting products up and increasing lead time for delivery.



Questions

