

Program Year 4, 3rd Quarter

Results, Projections, Issues

Illinois Stakeholder Advisory Group

May 29, 2012



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**PY 4, 3rd Qtr
(MWH)**

**PY 4, 3rd Qtr
(Therms)**

Activities

**Challenges and
Issues**



PY 4 3rd Quarter - Electric

MWH		
GOAL	YTD	% YTD
323,278	264,810	81.9%
BUDGET	YTD	% YTD
\$ 41,467,963	\$ 26,244,853	63.3%

Note

- Savings goals reflect Implementer goals
- YTD savings includes pending projects
- Budget reflects program implementer budgets

Electric Program Year 4

3rd Quarter - MWH



Electric	PY 4 Goal	PY 4 Q3
RESIDENTIAL		
Lighting	117,020	101,951
Energy Efficient Products	1,769	1,372
New HVAC Equipment	13,593	4,268
Appliance Recycling	12,647	10,788
Home Energy Performance	6,761	1,302
Energy Star New Homes	400	429
Multi-Family	5,675	4,989
Behavior Modification	26,836	13,532
Moderate Income	651	199
TOTAL RESIDENTIAL	185,352	138,830
BUSINESS		
Standard	65,000	72,702
Custom	49,500	43,019
Retro Commissioning	23,426	10,259
TOTAL BUSINESS	137,926	125,980
TOTAL PORTFOLIO	323,278	264,810
Modified Goal	273,534	
Percent of Modified Goal		96.81%

PY 4 3rd Quarter - Gas

Therms		
GOAL	YTD	% YTD
4,310,838	3,433,049	79.6%
BUDGET	YTD	% YTD
\$ 12,744,781	\$ 6,950,225	54.5%

Note

- Savings goals reflect Implementer goals
- YTD savings includes pending projects
- Budget reflects program implementer budgets

Gas Program Year 4, 3rd Quarter Therms



Gas	PY 4 Goal	PY 4 Q3
RESIDENTIAL		
Energy Efficient Products	106,877	134,068
New HVAC Equipment	889,185	369,417
Home Energy Performance	543,180	446,316
Energy Star New Homes	9,216	26,061
Multi-Family	74,452	61,689
Behavior Modification	912,632	561,837
Moderate Income	105,466	68,581
TOTAL RESIDENTIAL	2,641,008	1,667,969
BUSINESS		
Standard	902,000	1,032,072
Custom	685,830	575,799
Retro Commissioning	82,000	157,209
TOTAL BUSINESS	1,669,830	1,765,080
TOTAL PORTFOLIO PY4	4,310,838	3,433,049
Statutory Goal (3 Year)	11,288,677	
Percent of Statutory Goal (3 Year)		30.41%



**Key
Activities
Program
Year 4
3rd Qtr**



Key Activities - Residential

Lighting

- February forecasts indicate that sales could be as many as 4.8 million bulbs if current promotions continue. To bring the program in on the 4.3 million bulb target tactics have changed from promotion to slowdown of bulb sales.
- MOUs for PY5 lighting have been received and are under review.

Appliance Recycling

- The Sears retailer program launched December 15 – 29 units recycled and invoiced through end of 3rd qtr.
- Not-for-profit referral bonus reached its peak during the holidays with 109 units and has tapered off to an average of 19 per month.

Key Activities - Residential

Residential EE Products (REEP)

- Gas REEP savings and unit goals were consistently exceeded by every cost effective set-back thermostats
- Momentum continues to build for Smart power strips. Unit volume increased month over month this quarter. Holiday season and push on sports entertainment bolstered sales for this item.

New HVAC (Electric)

- The struggle for New HVAC to achieve projected savings continues with both the gas and electric programs. The economy continues to be the main driver in lack of production. All federal tax credits for HVAC equipment (with the exception of geothermal) ended as of December 31, 2011.
- There are currently 786 program allies registered, of which, 452 are active (active indicates having submitted an incentive application with the past six months).

Key Activities - Residential

Behavior Modification

- Three expansion of the reports that were delivered at the end of November were included in the savings reported starting in December and continuing until May with a focus on gas efficiency.
- Monthly reported savings reflect a 3% reduction to account for customer participation in other programs, The 3% figure was provided by Opower and will be trued up to actual customer participation in May.

Home Energy Performance

- The HEP program continues to provided strong results in both the audit and projects. The third quarter saw a total of 989 audits performed and 570 projects completed.
- HEP was fully staffed in December and in January six HEP staff attended BPI training and all were certified and in production in February.
- Therm savings are exceeding expectations with a high response rate and conversion from gas provided homes. Electric savings are lagging due to a lower than expected response rate from all-electric customers.
- HEP promoted the Better Buildings Better Business (B4) conference in Schaumburg January 31 – February 2.

Key Activities - Residential

Multifamily

- The Multifamily program ramped up production this quarter and posted record numbers of units served and measures installed. The in-unit program served 2,704 units and 112 major measure projects were completed.
- Both electric and gas savings are now greater than the nine month targets and are expected to surpass the PY4 goals during March.

Energy Star New Homes

- The Energy Star program has slowed during the past quarter as builders are finishing their winter construction. The volume of production is expected to rebound in the final quarter of PY4 as the current pipeline of homes moves into completion.
- 124 homes are currently enrolled in the program with a total of 57 completed.

Key Activities - Residential

Moderate Income/Warm Neighbors

- Moderate Income program has performed 116 audits in the third quarter for a total of 185 for the year. Retrofit projects in the 3rd quarter numbered 68.
- A high percentage of Metro East homes are being disqualified due to hazards (vermiculite, knob and tube wiring, combustion safety issues, etc.) The issue seems to be largely regional in nature as we are not experiencing it in Peoria, Quincy, or Decatur.

Key Activities - Business

- A total of 1500 projects were reported in the Ameren Illinois Business tracking system. Project aging summaries show projects moving through the process at a steady pace.
- Through the end of February the Staffing Grant initiative reported 39 million kWhs and 460,000 therms related to PY4 and PY5.

Key Activities - Business

- The Competitive Large Incentive Project (CLIP) reports that these large projects are all on track to be completed by May.
- Outreach through webinars is increasing with two held in February covering HVAC controls and commercial building re-tuning. To date 58 applications have been submitted from businesses that attended webinars.

Challenges and Issues



Residential Portfolio Issues



New HVAC

- The third quarter continued the dramatic decrease in the number of gas and electric applications for this program as compared to quarterly projections.
- Information gathered from industry publications confirms that residential replacement equipment has been weak for the past 6 months nationally, with only single digit growth while parts demand is rising.

New Construction

- There were many more gas-heated projects completed in the higher efficiency tiers than projected. These tiers allowed us to claim greater savings but also require us to pay greater incentives.

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Residential Portfolio Issues

Multi-Family

- This program has been successful in part due to the maturity of the program and a very active program ally.

Moderate Income

- The program entered two new markets this year and required additional time to add staff and to generate uptake in the program.

Business Portfolio Issues

- Several large industrial projects that were initiated through the Staffing Grant process are in jeopardy due to business conditions which may preclude installation of equipment prior to program year end.
- In an effort to increase electric savings a CFL/LED mail kit project has been developed for implementation at the end of March with kits being mailed out in mid-April.
- Ameren Illinois is performing outreach to the tornado stricken areas of Southern Illinois similar to last year's program. Presentations to City Councils, local groups, and Chamber of Commerce groups will occur as requested.

Plan Year 4 Versus Projected Budget

Residential	MWH Filed	MWH Projected	% Change	Electric Budget	Projected Actual	% Change
	185,352	191,573	3%	\$ 19,624,626	\$ 18,412,667	-6%
	Therm Filed	Therm Projected	% Change	Gas Budget	Projected Actual	% Change
	2,641,008	3,116,983	18%	\$ 7,354,610	\$ 7,297,607	-1%
Business	MWH Filed	MWH Projected	% Change	Electric Budget	Projected Actual	% Change
	137,926	146,000	6%	\$ 21,843,954	\$ 17,455,562	-20%
	Therm Filed	Therm Projected	% Change	Gas Budget	Projected Actual	% Change
	1,669,830	2,315,000	39%	\$ 5,390,172	\$ 2,650,566	-51%