

Program Year 4, 4th Quarter

Results, Projections, Issues

Illinois Stakeholder Advisory Group
September 25, 2012



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

PY4 Results



Overall Electric Portfolio			
	Cumulative PYTD	Goal	% PYTD
Energy Savings (MWH)			
Total	354,333	323,278	110%
Modified Goal		273,534	130%
Portfolio Cost			
Total	\$36,908,836	\$44,452,535	83%

Overall Gas Portfolio			
	Cumulative PYTD	Goal	% PYTD
Energy Savings (therms)			
Total	5,750,995	4,310,838	133%
Statutory Goal (3 Year)		11,288,677	
Percent of Statutory Goal (3 year)			49%
Portfolio Cost			
Total	\$10,523,399	\$13,946,734	75%

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.

The above does not include DCEO or Volt/VAR.

PYTD = Program Year To Date

PY 4 Residential Results - MWH



Residential Programs					
Energy Savings (MWH)					
Programs	Actual PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Lighting	142,142	0	142,142	117,020	121%
Energy Efficient Products	1,847	0	1,847	1,769	104%
New HVAC Equipment	5,216	0	5,216	13,593	38%
Appliance Recycling	13,230	0	13,230	12,647	105%
Home Energy Performance	1,713	0	1,713	6,761	25%
Energy Star New Homes	189	0	189	400	47%
Multi-Family	6,548	0	6,548	5,675	115%
Behavior Modification	22,038	0	22,038	26,836	82%
Moderate Income	288	0	288	651	44%
Total	193,211	0	193,211	185,352	104%
Program Cost					
Programs	Actual PYTD	Pending	Cumulative PYTD	Budget	% PYTD
Lighting	\$ 7,092,973	\$ -	\$ 7,092,973	\$ 6,457,132	110%
Energy Efficient Products	\$ 439,406	\$ -	\$ 439,406	\$ 494,462	89%
New HVAC Equipment	\$ 1,902,475	\$ -	\$ 1,902,475	\$ 4,127,303	46%
Appliance Recycling	\$ 2,409,568	\$ -	\$ 2,409,568	\$ 2,418,166	100%
Home Energy Performance	\$ 2,807,026	\$ -	\$ 2,807,026	\$ 3,988,966	70%
Energy Star New Homes	\$ 149,865	\$ -	\$ 149,865	\$ 245,091	61%
Multi-Family	\$ 1,759,859	\$ -	\$ 1,759,859	\$ 812,638	217%
Behavior Modification	\$ 714,391	\$ -	\$ 714,391	\$ 720,500	99%
Moderate Income	\$ 912,862	\$ -	\$ 912,862	\$ 360,437	253%
Total	\$ 18,188,425	\$ -	\$ 18,188,425	\$ 19,624,695	93%

PY 4 Business Results - MWH



Business Programs					
Energy Savings (MWH)					
Programs	Actual PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Standard	105,447	0	105,447	65,000	162%
Custom	41,403	0	41,403	49,500	84%
Retro-Commissioning	14,272	0	14,272	23,426	61%
Total	161,122	0	161,122	137,926	117%
Program Cost					
Programs	Actual PYTD	Pending	Cumulative PYTD	Budget	% PYTD
Standard	\$ 10,119,643	\$ -	\$ 10,119,643	\$ 10,897,770	93%
Custom	\$ 4,642,069	\$ -	\$ 4,642,069	\$ 8,661,606	54%
Retro-Commissioning	\$ 1,696,132	\$ -	\$ 1,696,132	\$ 2,283,882	74%
Demand Response	\$ 8,610	\$ -	\$ 8,610		
Total	\$ 16,466,454	\$ -	\$ 16,466,454	\$ 21,843,258	75%

PY 4 Residential Results - Therms

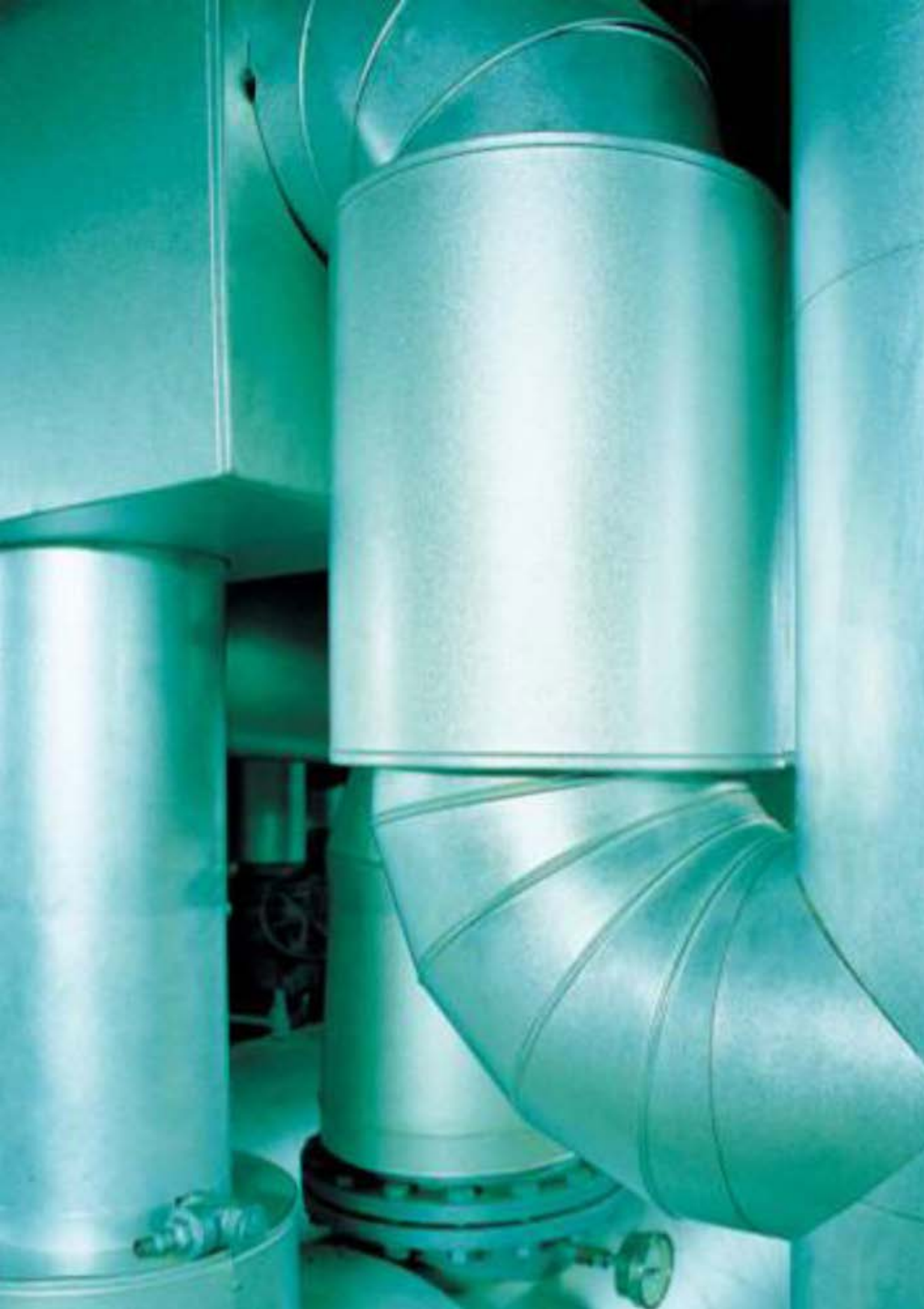


Residential Programs					
Energy Savings (therms)					
Programs	Actual PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Energy Efficient Products	182,911	0	182,911	106,877	171%
New HVAC Equipment	969,735	0	969,735	889,185	109%
Home Energy Performance	626,855	0	626,855	543,180	115%
Energy Star New Homes	12,800	0	12,800	9,216	139%
Multi-Family	271,493	0	271,493	74,452	365%
Behavior Modification	1,097,048	0	1,097,048	912,632	120%
Moderate Income	110,434	0	110,434	105,466	105%
Total	3,271,276	0	3,271,276	2,641,008	124%
Program Cost					
Programs	Actual PYTD	Pending	Cumulative PYTD	Budget	% PYTD
Energy Efficient Products	\$ 222,803	\$ -	\$ 222,803	\$ 206,624	108%
New HVAC Equipment	\$ 1,375,434	\$ -	\$ 1,375,434	\$ 2,654,512	52%
Home Energy Performance	\$ 3,110,862	\$ -	\$ 3,110,862	\$ 2,754,803	113%
Energy Star New Homes	\$ 106,683	\$ -	\$ 106,683	\$ 102,090	104%
Multi-Family	\$ 981,051	\$ -	\$ 981,051	\$ 273,536	359%
Behavior Modification	\$ 736,720	\$ -	\$ 736,720	\$ 720,500	102%
Moderate Income	\$ 830,464	\$ -	\$ 830,464	\$ 642,544	129%
Total	\$ 7,364,016	\$ -	\$ 7,364,016	\$ 7,354,609	100%

PY 4 Business Results - Therms



Business Programs					
Energy Savings (therms)					
Programs	Actual PYTD	Pending	Cumulative PYTD	Goal	% PYTD
Standard	1,577,188	0	1,577,188	902,000	175%
Custom	541,838	0	541,838	685,830	79%
Retro-Commissioning	360,693	0	360,693	82,000	440%
Total	2,479,719	0	2,479,719	1,669,830	149%
Program Cost					
Programs	Actual PYTD	Pending	Cumulative PYTD	Budget	% PYTD
Standard	\$ 1,452,324	\$ -	\$ 1,452,324	\$ 2,950,590	49%
Custom	\$ 852,628	\$ -	\$ 852,628	\$ 2,302,861	37%
Retro-Commissioning	\$ 274,111	\$ -	\$ 274,111	\$ 136,721	200%
Demand Response	\$ 474	\$ -	\$ 474		
Total	\$ 2,579,536	\$ -	\$ 2,579,536	\$ 5,390,172	48%



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

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Key Trends, Successes and Challenges – Residential Portfolio Residential Lighting

- Bulb sales for the fourth quarter met goal and were effectively regulated through promotions at big box stores.
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- Program year goals were exceeded with approximately 4,375,000 bulbs sold.
- The Energy Star’s “Take The Pledge” winner hailed from Benton, Illinois and selected several Energy Star appliances.

Key Trends, Successes and Challenges – Residential Portfolio Appliance Recycling

- Activity was slower in the fourth quarter and monthly goals were not met in any of the three months.
- The not-for-profit referral bonus process continued to produce results averaging over 30 units per month.
- The Sears retailer program launched December 15 and through the end of the fourth quarter period 29 units have been recycled and invoiced.



Key Trends, Successes and Challenges – Residential Portfolio

Energy Efficient Products (REEP)

- The more expensive Super High Efficiency water heaters and Heat Pump water heaters lagged behind goal only achieving 22% of unit goals for the year.
- Thermostats, both gas and electric heat, along with air purifiers dominated the savings and volumes for the REEP programs.
- Smart power strip unit volume increased steadily in this quarter. Unit sales for the year hit 75% of the PY4 goal and with continued manufacturer's promotion this product should be a solid performer in PY5.

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

- The Multifamily program finished PY4 with another strong month in electric production while the gas savings measures were limited due to budget concerns.
- Both electric and gas savings finished higher than goals due to the surge in major measures in the last two quarters.



Key Trends, Successes and Challenges – Residential Portfolio

HVAC

- Consecutively weak production totals on the electric side ended with a poor quarterly result. Comparison to May of last year shows production is down 28%. Conversely, production on the gas side is up 25% when compared to May of PY3
- Cross marketing of the HVAC program with the HEP program was introduced with a Visa campaign and has shown some promise. 42 participants have contacted HVAC contractors for in home estimates and of those, 14 have installed new furnaces.
- This program currently has 801 program allies, of which 428 are active (meaning that they have submitted at least one application within the last six months).
- The online reservation request form is being used by 102 program allies.

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

- Overall PY4 was the most successful year to date for the New Homes program as the gas savings goal was surpassed and the program finished under budget. The electric savings, however, did not meet the goal, falling short by 211 MWhs.
- PY5 will be advantaged by starting off with a strong pipeline of pending Energy Star projects and 105 Builder Allies enrolled.

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

- A record setting month occurred in May of this quarter with 245 projects completed. A total of 1731 homes were improved in PY 4.
- March and April were strong months for audits with an average of 306 per month. May audits numbers resulted in only 10% of those earlier months. Due to the low response rate a discounted rate of \$25 per HEP audit was offered.
- Initial results for PY4 indicate that HEP achieved 6,762 MWh which was 25% of its electric savings goal, and achieved 543,180 therms which was 115 % of its gas savings goal.

Key Trends, Successes and Challenges – Residential Portfolio Moderate Income

- Moderate Income program performed 91 audits in the fourth quarter for a total of 258 for the year.
- Retrofit projects in the fourth quarter numbered 74 for a PY4 total of 179 improved homes.
- The PY4 electric savings goal of 651 MWhs was not reached, however the gas savings goal of 105,465 therms was slightly surpassed.



Key Trends, Successes and Challenges – Residential Portfolio Behavior Modification

- Behavior Modification achieved 129% of its PY4 gas goal, however, only achieved 82% of its electric goal. The electric shortfall can be attributed to a decision to include 20,000 gas only customers to the program.
- Plans are underway to make the Home Energy Reports messaging clearer and more user-friendly. Three changes being considered are: replacing the word “neighbor” with “similar homes in your area”; addition of clear contact route for assistance and/or opt out; addition of a section providing user portal instruction where homeowners can update their home’s information for a better comparison.

Key Trends, Successes and Challenges Business Portfolio

- Preliminary results indicate that the business program achieved its electric and gas savings goals while staying within its budget for PY4.
- Some PY4 projects that were not completed by the end of May 2012 were carried into PY5.
- The CFL/LED Bulb Kit Project mailed out a total of 22,127 kits and received a 26% response rate, generating a 25,621,621 net kWh savings.



Key Trends, Successes and Challenges Business Portfolio

- All four of the Competitive Large Incentive Project (CLIP) projects were completed in PY4. The total savings from these projects were 6M kWhs and 114K therms.
- The Business Symposiums were successful with nearly 500 attendees at the two events which were held in Normal and Collinsville.
- At the end of PY4 the ActOnEnergy Business program has 565 Program Allies enrolled with 136 of those allies joining in PY4.

Key Trends, Successes and Challenges Business Portfolio

- 25 Staffing Grants received (\$847,418 requested)
- 23 Staffing Grants awarded (total \$456,000)
- Resulted in 41 projects, 21 jobs and accounting for:

Incentives	kWh	therms
\$1.1 million	34 million	400,000

Business Education & Training PY 4

- Total participants trained 1,535
- Quizzes Post-training scores were higher than pre-training scores for 97% of the questions on all webinars
- Survey feedback 91% of respondents satisfied
78% agreed they will apply something they learned
- Applications submitted 1,150 people attended webinars; 35% subsequently submitted applications:
 - 405 applications
 - \$5.4 million in incentives
 - 102,970 kWh and 920,254 therms saved

Portfolio Updates

Demand Response

- Testing of Voltage Optimization was started April 30, 2012 and will continue through December 29th, 2012.
- Monitoring of voltage levels from circuit sensors has indicated that all voltage levels along the distribution feeders have remained within acceptable voltage levels.

OBF

- AFC First Financial's contract was completed in May. Training for trade allies to begin in June 2012.

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TRM Impacts on PY 5 Electric

Program	Implementer's Original Plan	Post TRM Impact	Variance
Home Energy Performance (Electric)	2,472	4,029	1,557
Appliance Recycling (Electric)	13,434	9,977	(3,457)
Lighting (Electric)	93,836	104,763	10,927
Multi-family (Electric)	13,011	16,093	3,082
New HVAC (Electric)	9,134	6,796	(2,338)
Residential EE Products (Electric)	1,501	927	(574)
New Construction (Electric)	436	436	-
Behavior Modification (Electric) @ 200,000	38,017	38,017	-
Moderate Income/Warm Neighbors (Electric)	630	509	(121)
Volt Var	-	-	-
Residential Portfolio	172,471	181,547	9,076
Bus - Standard	77,844	76,921	(923)
Bus - Custom	59,841	59,841	-
Bus - Retro Commissioning	8,939	8,939	-
Bus - New Construction	-	-	-
Business Portfolio	146,624	145,701	(923)
Total Portfolio	319,095	327,248	8,153

TRM Impact on PY 5 Gas

Program	Implementer's Original Plan	Post TRM Impact	Variance
Home Energy Performance	639,454	421,434	(218,020)
Appliance Recycling			
Lighting			
Multi-family	379,382	248,019	(131,363)
New HVAC	1,064,933	978,987	(85,946)
Residential EE Products	179,771	78,738	(101,033)
New Construction	13,382	13,382	-
Behavior Modification @ 200,000	1,028,944	1,028,944	-
Moderate Income/Warm Neighbors	97,655	88,992	(8,663)
Volt Var	-	-	-
Residential Portfolio	3,403,521	2,858,496	(545,025)
Bus - Standard	861,677	1,886,509	1,024,832
Bus - Custom	856,564	856,564	-
Bus - Retro Commissioning	435,660	435,660	-
Bus - New Construction	-	-	-
Business Portfolio	2,153,901	3,178,733	1,024,832
Total Portfolio	5,557,422	6,037,229	479,807

Questions