

Ameren Illinois

Semi-Annual Presentation to SAG

PY7 Semi-Annual (Q1 and Q2)
8-103/8-104 and 16-111.5B (IPA)
Results and Highlights

Cheryl Miller and Jonathon Jackson

02.24.2015





8-103/8-104
PY7 Semi-Annual Report

8-103/8-104: PY7 Adjusted Goal Analysis - Savings

	PY7 Compliance Goal (MWHs)	PY7 Compliance Goal (Therms)	PY7 Electric Adjusted Goals (MWHs)	PY7 Gas Adjusted Goals (Therms)	Electric Variance	Gas Variance	Electric % Variance	Gas % Variance	TRM V3.0 Adjustment Explanations *
Energy Efficiency									
RES-Appliance Recycling	4,010	0	4,010	0	0	0	0%	0%	
RES-Behavior Modification	29,350	1,887,500	29,350	1,887,500	0	0	0%	0%	
RES-ENERGY STAR New Homes	791	25,663	791	25,663	0	0	0%	0%	
RES-HPwES	5,346	768,779	5,183	672,478	-162	-96,302	-3%	-13%	Reduced Savings due to insulation adjustment factor
RES-HVAC	4,492	0	4,474	0	-18	0	0%	0%	Change to the Blower Motor Algorithm
RES-Lighting	26,359	0	27,383	0	1,024	0	4%	0%	Shifted savings due to a change in the In Service Rate and more bulbs are counted in first year
RES-Moderate Income	1,194	219,987	1,176	206,600	-17	-13,387	-1%	-6%	Reduced Savings due to insulation adjustment factor
RES-Multifamily In-Unit	5,517	112,521	4,993	99,219	-523	-13,301	-9%	-12%	Reduced Savings due to insulation adjustment factor
RES-School Kits	388	54,986	372	49,709	-17	-5,277	-4%	-10%	Reduced savings due to changes in showerhead algorithm
RESIDENTIAL PORTFOLIO TOTAL	77,447	3,069,437	77,733	2,941,170	287	-128,267	0%	-4%	
BUS-Standard	78,548	851,087	78,344	851,000	-204	-87	0%	0%	Changes in algorithms for GREM on PTAC system and gas boiler and furnace replacement
BUS-Custom	32,716	1,139,309	32,716	1,139,309	0	0	0%	0%	
BUS-RCx	17,254	135,089	17,254	135,089	0	0	0%	0%	
BUS-Large C&I	17,480	0	17,480	0	0	0	0%	0%	
BUSINESS PORTFOLIO TOTAL	145,999	2,125,485	145,795	2,125,398	-204	-87	0%	0%	
AMEREN ILLINOIS PORTFOLIO TOTAL	223,446	5,194,921	223,529	5,066,568	83	-128,354	0%	-2%	

Note: NTG values for PY7 were known at time of compliance filing(2/28/14) so no goal adjustments related to NTG.

* For a complete list of measure changes, reference Illinois Statewide TRM Version 3.0 Table 1.3

8-103-8-104: PY7 Adjusted Goals vs PY7 Implementation Plan Savings

	PY7 Electric Adjusted Goals (MWHs)	PY7 Gas Adjusted Goals (Therms)	PY7 Electric Implementation Plan (MWHs)	PY7 Gas Implementation Plan (Therms)	Electric Variance	Gas Variance	Electric % Variance	Gas % Variance	Explanations or +/- 20% variance
Energy Efficiency									
RES-Appliance Recycling	4,010	0	4,010	0	0	0	0%	0%	
RES-Behavior Modification	29,350	1,887,500	36,950	1,753,243	7,600	-134,257	26%	-7%	Additional dual fuel customers have been added to the program with minimal changes to budget.
RES-ENERGY STAR New Homes	791	25,663	533	20,880	-258	-4,783	-33%	-19%	The savings results from the PY5 EM&V report were lower than what was used in the original filed plan.
RES-HPwES	5,183	672,478	3,189	488,310	-1,994	-184,168	-38%	-27%	Participation was scaled back in the implementation plan compared to the filed plan as a result of trends identified during the last quarter of PY6 and the shift in focus to rapid expansion of the Moderate Income program.
RES-HVAC	4,474	0	4,797	0	323	0	7%	0%	
RES-Lighting	27,383	0	34,160	0	6,777	0	25%	0%	Due to market changes we anticipate achieving 25% more bulb sales within current budget.
RES-Moderate Income	1,176	206,600	1,374	258,394	198	51,794	17%	25%	Rapid expansion of this program over Plan 3 will require investment in developing additional resources during PY7 to ramp up greater participation levels in PY8 and PY9.
RES-Multifamily In-Unit	4,993	99,219	8,738	255,591	3,745	156,372	75%	158%	The planned reduction in electric and gas savings resulting from a scaled down HPwES program will be realized by continuing the Major Measures component of the Multifamily program. Retrofit of buildings with air sealing and attic insulation will result in significant budget and savings variances for this program.
RES-School Kits	372	49,709	558	74,564	186	24,855	50%	50%	Due to market changes we anticipate completing 50% more kits within current budget.
RESIDENTIAL PORTFOLIO TOTAL	77,733	2,941,170	94,309	2,850,982	16,576	-90,188	21%	-3%	
BUS-Standard	78,344	851,000	58,444	1,367,762	-19,901	516,762	-25%	61%	Market Changes: Very large steam trap standard projects increased the expected program gas savings. We anticipate less standard electric projects (lighting and VFDs) in PY7.
BUS-Custom	32,716	1,139,309	69,025	1,170,015	36,309	30,706	111%	3%	Staffing Grant and Competitive Large Incentive Program offerings generate more large custom electric projects each year. Also Large C&I goal shifted to custom.
BUS-RCx	17,254	135,089	9,384	183,894	-7,870	48,806	-46%	36%	Market changes: Anticipate Compressed Air RCx (elec) to be less savings in a mature market. Anticipate more Health Care/Commercial Building RCx projects (gas) in 4th year of gas offerings for this market.
BUS-Large C&I	17,480	0	0	0	-17,480	0	-100%	0%	Pilot discontinued due to no participation
BUSINESS PORTFOLIO TOTAL	145,795	2,125,398	136,853	2,721,671	-8,942	596,274	-6%	28%	
AMEREN ILLINOIS PORTFOLIO TOTAL	223,529	5,066,568	231,162	5,572,653	7,633	506,086	3%	10%	

8-103/8-104: PY7 Adjusted Goals vs PY7 Implementation Plan - Budget

Energy Efficiency	PY7 Electric Plan Budget	PY7 Gas Plan Budget	PY7 Electric Implementation Budget	PY7 Gas Implementation Budget	Electric Variance	Gas Variance	Electric %Variance	Gas %Variance	Explanations or +/- 20% variance
RES-Appliance Recycling	\$ 1,583,161	\$ -	\$ 1,388,578	\$ -	\$ (194,583)	\$ -	-12%	0%	
RES-Behavior Modification	\$ 984,375	\$ 984,375	\$ 1,031,500	\$ 1,031,500	\$ 47,125	\$ 47,125	5%	5%	
RES-ENERGY STAR New Homes	\$ 655,381	\$ 361,921	\$ 809,841	\$ 352,955	\$ 154,460	\$ (8,966)	24%	-2%	Costs to achieve savings are coming in higher than originally planned
RES-HPwES	\$ 4,004,637	\$ 2,175,415	\$ 3,325,609	\$ 1,988,853	\$ (679,028)	\$ (186,562)	-17%	-9%	
RES-HVAC	\$ 2,844,928	\$ -	\$ 2,787,129	\$ -	\$ (57,799)	\$ -	-2%	0%	
RES-Lighting	\$ 6,351,096	\$ -	\$ 6,372,368	\$ -	\$ 21,272	\$ -	0%	0%	
RES-Moderate Income	\$ 1,040,225	\$ 1,257,159	\$ 4,148,829	\$ 1,540,310	\$ 3,108,604	\$ 283,151	299%	23%	Rapid expansion of this program over Plan 3 will require investment in developing additional resources during PY7 to ramp up greater participation levels in PY8 and PY9.
RES-Multifamily In-Unit	\$ 1,061,851	\$ 312,752	\$ 1,880,656	\$ 899,873	\$ 818,805	\$ 587,121	77%	188%	The planned reduction in electric and gas savings resulting from a scaled down HPwES program will be realized by continuing the Major Measures component of the Multifamily program. Retrofit of buildings with air sealing and attic insulation will result in significant budget and savings variances for this program.
RES-School Kits	\$ 115,375	\$ 120,175	\$ 124,900	\$ 124,900	\$ 9,525	\$ 4,725	8%	4%	
RESIDENTIAL PORTFOLIO TOTAL	\$ 18,641,029	\$ 5,211,797	\$ 21,869,410	\$ 5,938,391	\$ 3,228,381	\$ 726,594	17%	14%	
BUS-Standard	\$ 10,504,921	\$ 2,648,495	\$ 10,333,176	\$ 2,135,146	\$ (171,745)	\$ (513,349)	-2%	-19%	
BUS-Custom	\$ 5,427,404	\$ 2,002,992	\$ 8,237,765	\$ 1,728,281	\$ 2,810,361	\$ (274,711)	52%	-14%	Market changes: Staffing Grant and Competitive Large Incentive Program offerings generate more large custom electric projects each year. Large C&I budget shifted to custom.
BUS-RCx	\$ 1,882,077	\$ 127,854	\$ 615,957	\$ 457,868	\$ (1,266,120)	\$ 330,014	-67%	258%	Market changes: Anticipate Compressed Air RCx (elec) to see less projects in a mature market. Anticipate more Health Care/Commercial Building RCx projects (gas) in 4th year of gas offerings for this market.
BUS-Large C&I	\$ 1,710,000	\$ -	\$ -	\$ -	\$ (1,710,000)	\$ -	-100%	0%	Pilot discontinued due to no participation
BUSINESS PORTFOLIO TOTAL	\$ 19,524,402	\$ 4,779,342	\$ 19,186,898	\$ 4,321,296	\$ (337,504)	\$ (458,045)	-2%	-10%	
Ameren Illinois - Portfolio Admin costs	\$ 1,921,679	\$ 503,067	\$ 1,921,679	\$ 503,067	\$ -	\$ -	0%	0%	
Ameren Illinois - EM&V costs	\$ 1,340,706	\$ 350,977	\$ 1,340,706	\$ 350,977	\$ -	\$ -	0%	0%	
Ameren Illinois - Education	\$ 960,839	\$ 251,533	\$ 960,839	\$ 251,533	\$ -	\$ -	0%	0%	
Ameren Illinois - Marketing	\$ 960,839	\$ 251,533	\$ 960,839	\$ 251,533	\$ -	\$ -	0%	0%	
R&D Budget (Emerging Technologies)	\$ 1,340,706	\$ 350,977	\$ 1,340,706	\$ 350,977	\$ -	\$ -	0%	0%	
AMEREN ILLINOIS PORTFOLIO TOTAL	\$ 44,690,200	\$ 11,699,226	\$ 47,581,077	\$ 11,967,774	\$ 2,890,877	\$ 268,549	6%	2%	
DCEO AMEREN ILLINOIS TOTAL	\$ 14,896,733	\$ 3,899,742	\$ 14,896,733	\$ 3,899,742	\$ -	\$ -	0%	0%	
TOTAL PORTFOLIO	\$ 59,586,934	\$ 15,598,967	\$ 62,477,811	\$ 15,867,516	\$ 2,890,877	\$ 268,549	5%	2%	

8-103/8-104: PY7 Implementation Plan vs Actual Activity thru Q2 - Savings

	PY7 Electric Implementation Plan (MWHs)	PY7 Gas Implementation Plan (Therms)	PY7 Electric Actuals * (MWHs)	PY7 Gas Actuals * (Therms)	Electric % Complete	Gas % Complete	Comments
Energy Efficiency							
RES-Appliance Recycling	4,010	0	2,347	0	59%	0%	
RES-Behavior Modification	36,950	1,753,243	16,340	376,336	44%	21%	
RES-ENERGY STAR New Homes	533	20,880	354	17,893	66%	86%	ES New Homes is currently forecasting to be at 157% of the gas implementation plan goal.
RES-HPwES	3,189	488,310	1,225	144,712	38%	30%	
RES-HVAC	4,797	0	2,285	0	48%	0%	
RES-Lighting	34,160	0	17,093	0	50%	0%	
RES-Moderate Income	1,374	258,394	258	68,696	19%	27%	
RES-Multifamily In-Unit	8,738	255,591	4,559	85,901	52%	34%	
RES-School Kits	558	74,564	179	23,949	32%	32%	
RESIDENTIAL PORTFOLIO TOTAL	94,309	2,850,982	44,641	717,486	47%	25%	
BUS-Standard	58,444	1,367,762	13,572	842,228	23%	62%	
BUS-Custom	69,025	1,170,015	2,849	107,562	4%	9%	Custom is currently forecasting to be at 131% of the gas implementation plan goal.
BUS-RCx	9,384	183,894	465	0	5%	0%	
BUS-Large C&I	0	0	0	0	0%	0%	
BUSINESS PORTFOLIO TOTAL	136,853	2,721,671	16,886	949,790	12%	35%	
AMEREN ILLINOIS PORTFOLIO TOTAL	231,162	5,572,653	61,527	1,667,276	27%	30%	

* All savings values are unevaluated

8-103/8-104: PY7 Implementation Plan vs Actual Activity thru Q2 - Budget

	PY7 Electric Implementation Plan	PY7 Gas Implementation Plan	PY7 Electric Actuals	PY7 Gas Actuals	Electric % Complete	Gas % Complete	Explanations
Energy Efficiency							
RES-Appliance Recycling	\$ 1,388,578	\$ -	\$ 778,898	\$ -	56%	0%	
RES-Behavior Modification	\$ 1,031,500	\$ 1,031,500	\$ 772,748	\$ 772,277	75%	75%	
RES-ENERGY STAR New Homes	\$ 809,841	\$ 352,955	\$ 309,086	\$ 173,243	38%	49%	ES New Homes is currently forecasting to be at 79% spend of the electric implementation plan budget
RES-HPwES	\$ 3,325,609	\$ 1,988,853	\$ 1,358,131	\$ 714,034	41%	36%	
RES-HVAC	\$ 2,787,129	\$ -	\$ 1,350,885	\$ -	48%	0%	
RES-Lighting	\$ 6,372,368	\$ -	\$ 3,301,159	\$ -	52%	0%	
RES-Moderate Income	\$ 4,148,829	\$ 1,540,310	\$ 1,237,123	\$ 463,828	30%	30%	
RES-Multifamily In-Unit	\$ 1,880,656	\$ 899,873	\$ 906,920	\$ 451,708	48%	50%	
RES-School Kits	\$ 124,900	\$ 124,900	\$ 40,856	\$ 46,613	33%	37%	
RESIDENTIAL PORTFOLIO TOTAL	\$ 21,869,410	\$ 5,938,391	\$ 10,055,806	\$ 2,621,703	46%	44%	
BUS-Standard	\$ 10,333,176	\$ 2,135,146	\$ 3,016,778	\$ 430,846	29%	20%	Standard is currently forecasting to be at 66% spend of the gas implementation budget
BUS-Custom	\$ 8,237,765	\$ 1,728,281	\$ 1,103,678	\$ 431,629	13%	25%	Custom is currently forecasting to be at 141% spend of the gas implementation budget
BUS-RCx	\$ 615,957	\$ 457,868	\$ 228,162	\$ 96,225	37%	21%	RCx is currently forecasting to be at 122% spend of the electric implementation plan budget and 78% spend of the gas implementation budget
BUS-Large C&I	\$ -	\$ -	\$ -	\$ -	0%	0%	
BUSINESS PORTFOLIO TOTAL	\$ 19,186,898	\$ 4,321,296	\$ 4,348,618	\$ 958,700	23%	22%	
AMEREN ILLINOIS PORTFOLIO TOTAL	\$ 41,056,308	\$ 10,259,687	\$ 14,404,424	\$ 3,580,403	35%	35%	

8-103/8-104: PY7 New Measures – Residential

Program	Measure Description	TRC	Explanations for TRC < 1
HPwES	CFL 43w to 13w - Post-EISA	1.43	
HPwES	CFL 53w to 20w - Post-EISA	1.52	
HPwES	CFL 40w to 9w candelabra - Pre-EISA	1.14	
HPwES	CFL 65w to 15w reflector - Pre-EISA	1.27	
HPwES	Programmable Thermostat - Electric Heat	3.05	
HPwES	Programmable Thermostat - Gas Heat	1.80	
Mod Income	CFL 43w to 13w - Post-EISA	1.41	
Mod Income	CFL 53w to 20w - Post-EISA	1.50	
Mod Income	CFL 40w to 9w candelabra - Pre-EISA	1.13	
Mod Income	CFL 65w to 15w reflector - Pre-EISA	1.27	
Mod Income	ASHP 16+ SEER	1.38	
Mod Income	ER ASHP 16+ SEER (Replace ASHP)	1.19	
Mod Income	ER ASHP 16+ SEER (Replace Resistance)	2.11	
Mod Income	BPM Blower Motor	3.23	
Multifamilv	In-Unit Integral CFL 43w to 13w - Post-EISA	1.56	
Multifamilv	In-Unit Integral CFL 53w to 20w - Post-EISA	1.66	
Multifamilv	CFL 60w to 14w globe - Pre-EISA	1.52	
Multifamilv	CFL 40w to 9w candelabra - Pre-EISA	1.20	
Multifamilv	CFL 65w to 15w reflector - Pre-EISA	1.33	
Multifamilv	Air Sealing - Gas Heat Only	1.63	
Multifamily	Ceiling Insulation (R-11 to R-49) - Gas Heat Only	0.92	This measure only offered in conjunction with Air Sealing - Gas Heat Only. When measures combined TRC > 1.
Multifamily	Ceiling Insulation (R-19 to R-49) - Gas Heat Only	0.44	This measure only offered in conjunction with Air Sealing - Gas Heat Only. When measures combined TRC > 1.
Multifamilv	Air Sealing - Gas Heat w/ AC	4.98	
Multifamilv	Ceiling Insulation (R-11 to R-49) - Gas Heat	1.29	
Multifamily	Ceiling Insulation (R-19 to R-49) - Gas Heat w/ AC	0.78	This measure only offered in conjunction with Air Sealing - Gas Heat w/AC. When measures combined TRC > 1.

8-103/8-104: PY7 New Measures - Business

Program	Measure Description	TRC	Explanations for TRC < 1
Standard	Pre-Rinse Sprayers, Elec Booster	5.88	
Standard	Pre-Rinse Sprayers, Gas Booster	3.53	
Standard	Early Replacement Furnace	1.24	
Standard	Boiler Lockout/Reset Controls	14.76	
Standard	Infrared Heaters	1.27	
Standard	Condensing Unit Heater	1.80	
Standard	Commercial Pool covers	2.61	
Standard	VSD for air compressors	1.70	
Standard	Compressed Air Leak Survey and Repair	5.99	
Standard	Infrared Salamander Broiler	1.17	
Standard	Infrared Char Broiler	1.46	
Standard	Infrared Rotisserie Oven	1.00	
Standard	Pasta Cooker	2.81	
Standard	Rack Double Oven	1.17	
Standard	Ozone Laundry	1.83	
Standard	Refrigeration economizers	1.18	
Standard	No-loss condensate drains - compressed air	1.28	
Standard	Kitchen Demand Control Ventilation	23.24	



8-103/8-104
Residential Highlights



Residential

Appliance Recycling Program Highlights

- Refrigerator and freezer pick-ups were under goal for the first quarter
- The program is running as planned and weekly units are tracking according to historical program trends
- Despite the freezing temperatures in November, refrigerator and freezer pick-ups were well above goal and are tracking higher on a weekly basis than last year at this time.



Residential

Behavior Modification Program Highlights

- OPower has revised savings forecasts to factor in energy savings realized for customers who moved but have occupied the home for a portion of the month, rather than excluding the entire month
- Weather influences this program significantly so the program should continue to see upward trends during the winter
- In October, a new campaign was introduced to 35,000 high usage customers. Highlights include a track and reward component along with new report design. Targets are designed to be personalized and attainable, providing a better user experience for this segment
- OPower received segmentation data compiled by the Shelton Group/Axiom and has identified strategies for increased awareness and participation



Residential

ENERGY STAR® New Homes Program Highlights

- Based on YTD performance and pipeline projections, this program is expected to exceed the implementation plan annual goal by more than 20%. In response, a reservation system was implemented to closely monitor incentive dollars and to slow down participation momentum
- The newly added reservation system assisted in slowing down gas-only project enrollments and placed more emphasis on all electric single family dwellings
- A total of 8 new enrollments were received with little marketing and outreach for this program due to strong participation

Residential

HPwES Program Highlights

- The program continues to successfully promote – and achieve – the upgrades that qualify for ENERGY STAR® certificates.



	Gold	Silver
Q1	3	30
Q2	11	136
TOTAL	14	166



- The City of Champaign received a grant of \$100,000 from the federal government. The joint effort between the city and Ameren Illinois' offers customers additional HPwES discounts. Activity was strong after the initial media campaign, but since then things have slowed significantly





Residential

HVAC Program Highlights

- Pipeline projections are healthy
- A reservation system was implemented to closely monitor participation by SEER level



Residential

Lighting Program Highlights

- October 1 began the new ENERGY STAR® 1.0 specifications, so retailers stocked both models on shelves during the changeover
- There was an increase in lighting sales beginning in the second quarter with the onset of less daylight hours
- Incentives were running ahead of savings for the first 2 months of the second quarter, but a new program participant, Rural King, sold large quantities of CFLs at low incentive cost and reduced the imbalance
- Costco was added as a new retailer which will give added visibility
- Walmart continues to be the most productive outlet
- At the end of the first half of PY7, the program is at 50% of the annual MWh goal.



Residential

Moderate Income Program Highlights

- The Moderate Income Program is being marketed externally as the “Income Qualified Home Efficiency Program”
- Finalizing the reintroduction of OBF and program ally meetings for soft launch
- All Program Ally ‘soft launch’ meetings took place in November for legacy Program Allies. They were held at locations covering the AIC service territory: Decatur, Peoria, Metro East, and Marion.
- An additional Project Coordinator Position in the Peoria region is planned to support the substantial growth of this program in PY8 & PY9.



Residential

Multifamily Program Highlights

- The In Unit portion of the program resulted in 3,873 units being equipped with energy efficient lighting, water saving measures, and programmable thermostats
- The major measures component tracked slightly behind targeted goals. Increasing air sealing savings were emphasized



Residential

School Efficiency Kits Program Highlights

- Activity picked up in the 2nd quarter with school back in session
- Presentations began resulting in school efficiency kits tracking very well against PY7 program goals
- Currently over 6,000 kits committed in the pipeline for presentations scheduled through the 2014-2015 school year
- Historically the implementation team has used a 50/50 split for gas and electric savings. Upon further analysis, the split has been adjusted to accommodate higher gas savings with the installation of shower heads



8-103/8-104

Business Highlights



Business

Standard Program Highlights

- Strong start to PY7 with CLIP (Competitive Large Incentive Projects) and Staffing Grants
- Natural Gas has particularly strong projections
- Kicked off PY7 with Business Symposiums in the Metro East and Peoria areas. Registration was up 44% from previous year
- T12 ramp down messaging began with a notice in the Program Ally newsletter. The first incentive reduction of 20% will be 1-1-2015



Business

Standard Program Highlights

- Mid-stream Lighting pilot target launch date was 11-20-2014. There are 5 distributors across the AIC territory interested in participating in the pilot. Two distributors have signed participation agreements.
- Midstream Lighting pilot is being marketed as “Instant Incentives”
- Planning development of a campaign directed at Data Centers was started
- Due to a shift in customer participation among the three business programs, dollars are forecasted to vary by more than 20% of the Implementation Plan



Business

Large C&I Pilot Program Highlights

- Enrollment period open July 1 – 31
- Program overviews via webinars held
- Letters sent to all eligible customers
- No applications received
- Based on customer feedback, most preferred current ActOnEnergy Program and resources compared to the pilot



Business

Custom Program Highlights

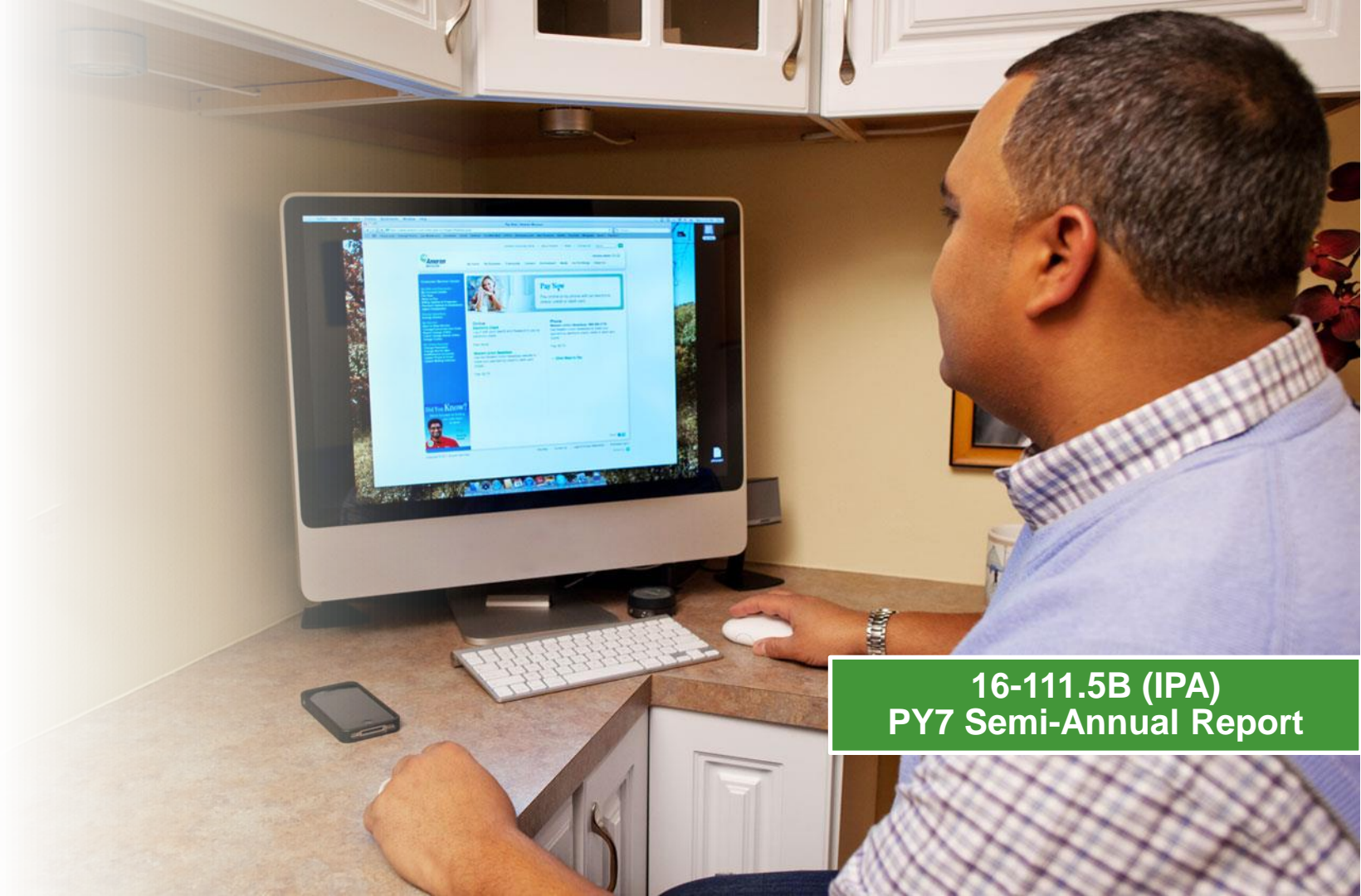
- Business programs are on target to reach annual electric and natural gas goals. Natural gas has particularly strong projections and is forecasted to be greater than 20% of implementation plan. Due to these projections, Energy Advisors are closely monitoring current and forthcoming projects. In addition to close monitoring, some large projects have been moved to PY8
- The SEM pilot is in design process with internal discussions. A draft should be completed by end of calendar year
- A large electric Custom project of 5,800 net MWhs was cancelled due to a change in the estimated completion date after consultations with the customer
- Due to a shift in customer participation among the three business programs, dollars are forecasted to vary by more than 20% of the Implementation Plan



Business

RCx Program Highlights

- Application and talking points for the Grocery Store RCx pilot have been finalized
- A final list of RSPs for the pilot has been completed in anticipation of its launch in January 2015
- Due to a shift in customer participation among the three business programs, dollars are forecasted to vary by more than 20% of the Implementation Plan



**16-111.5B (IPA)
PY7 Semi-Annual Report**

IPA: PY7 Plan vs Actual Activity thru Q2 – Savings and Budget

IPA Energy Efficiency	IPA Plan Goal (MWhs)	IPA Plan Budget (\$)	PY7 Electric Actuals * (MWhs)	PY7 Spend Actuals (\$)	Electric % Complete	Spend % Complete
Rural Efficiency Kits	3,316	\$377,365	41	\$4,160	1%	1%
Specialty Lighting	5,569	\$2,794,093	3,034	\$1,333,756	54%	48%
Multifamily	13,289	\$4,292,956	6,707	\$1,990,533	50%	46%
All Electric Homes	10,437	\$7,039,702	2,922	\$1,975,579	28%	28%
Small Business Direct Install	28,670	\$8,715,840	11,788	\$2,628,437	41%	30%

* All savings values are unevaluated





**16-111.5B (IPA)
Highlights**

16-111.5B (IPA) Program Highlights

RURAL EFFICIENCY KITS

- Target audience is rural customers within the AIC service territory who have not previously participated in ActOnEnergy programs
- The first wave of Energy Efficiency kits were scheduled for mailing in late November, but due to concerns with a holiday mailing, 2,000 energy efficiency kits are scheduled to be distributed in January 2015 followed by customer surveys



16-111.5B (IPA) Program Highlights

SPECIALITY LIGHTING

- After first 6 months, a total of 5,635 site visits and 7,834 retail associates trained
- In-store lighting promotions underway
- LEDs are starting to take shelf space from CFLs. It's a growing trend, but hopefully won't interfere with goal achievement
- Transition to the ENERGY STAR Ver 1.0 has been challenging. The program will lose 37 SKUs in various retailers in the program alone. EPA is having trouble keeping a list of current products, and manufacturers are being asked to submit certificates for unlisted products. Some SKUs are being disconnected in lieu of new LED products



16-111.5B (IPA) Program Highlights

MULTIFAMILY MAJOR MEASURES

- There are a total of 388 major measure projects in the pipeline
- 2nd quarter experienced an uptick in common area measures and a total of 141 air sealing/insulation projects completed.
- There has been targeted communications with key program allies to identify more air sealing opportunities to increase CFM reduction

16-111.5B (IPA) Program Highlights

ALL ELECTRIC HOMES

- The program is currently at 28% of the MWh goal. The pipeline shows the program is at 57% of the pending goal.
- Multifamily pipeline exceeds the yearly goal, and the single family pipeline continues to be built from Program Ally sources



16-111.5B (IPA) Program Highlights

SMALL BUSINESS DIRECT INSTALL (SBDI)

- Based on current projections, the program is on target to exceed its YTD savings goals (109%)
- The Small Business program allies are exceeding expectations in performing energy assessments. There are 50 Small Business Program Allies (SBPA) completing assessments and a total of 122 program allies. Over 80% of the program allies are active with either performing assessments or installations
- The SBDI postcard campaign in September was very successful targeting specific business sectors which were chosen based upon the level of success experienced during PY5





QUESTIONS



FOCUSED ENERGY. For life.