

Ameren Illinois

Report-Outs: PY9, Transition Period, PY2018 Q1



Presented to:
Stakeholder Advisory Group
Chicago, Illinois

Kristol Simms: Director, Energy Efficiency
07.31.18



PY9 Results

June 1, 2016 – May 31, 2017



AIC PY9 Final Adjustable Savings* Goals

- **Electric (MWh) Goal = 174,349**
- Evaluated Savings
 - Residential = 20,207
 - Business = 177,487
 - **Portfolio = 197,694 (113%)**
- **Gas (therms) Goal = 5,369,967**
- Evaluated Savings
 - Residential = 2,577,698
 - Business = 3,291,222
 - **Portfolio = 5,868,935 (109%)**



*Based on evaluated results and does not include sectors administered by DCEO – those evaluations remain underway at this time.

PY9 Reported Savings

Reported Savings						
Energy Efficiency	Electric Implementation Plan (MWHs)	Gas Implementation Plan (Therms)	Electric Actuals (MWHs)	Gas Actuals (Therms)	Electric % Complete	Gas % Complete
RES-Appliance Recycling	3,312	0	1,072	0	32%	0%
RES-Behavior Modification	0	1,837,000	0	2,075,869	0%	113%
RES-ENERGY STAR New Homes	121	8,464	185	13,503	153%	160%
RES-HPwES	81	17,923	33	9,122	41%	51%
RES-HVAC	4,326	51,631	3,666	59,420	85%	115%
RES-Lighting	5,948	0	5,948	0	100%	0%
RES-Moderate Income	3,857	649,851	2,818	470,762	73%	72%
RES-Multifamily	6,461	156,503	4,346	161,161	67%	103%
RES-School Kits	451	45,509	536	45,504	119%	100%
RESIDENTIAL PROGRAM TOTAL	24,557	2,766,881	18,605	2,835,341	76%	102%
BUS-Standard	67,667	2,077,737	97,505	1,980,503	144%	95%
BUS-Custom	72,617	418,000	74,627	1,023,917	103%	245%
BUS-RCx	9,076	275,039	8,737	221,610	96%	81%
BUS-Large C&I	0	0	0	0	0%	0%
BUSINESS PROGRAM TOTAL	149,360	2,770,776	180,869	3,226,030	121%	116%
AMEREN ILLINOIS PROGRAM TOTAL	173,917	5,537,657	199,474	6,061,371	115%	109%



PY9 Evaluated Savings

Energy Efficiency	Evaluation					
	Electric Savings Evaluation (MWHs)	Realization Rate	Gas Savings Evaluation (Therms)	Realization Rate	Electric % Complete	Gas % Complete
RES-Appliance Recycling	1,099	103%	0	N/A	33%	N/A
RES-Behavior Modification	0	N/A	1,838,167	89%	N/A	100%
RES-ENERGY STAR New Homes	133	72%	22,455	166%	110%	265%
RES-HPwES	30	90%	8,371	92%	37%	47%
RES-HVAC	3,960	108%	83,550	141%	92%	162%
RES-Lighting	6,386	107%	0	N/A	107%	N/A
RES-Moderate Income	3,414	121%	446,506	95%	89%	69%
RES-Multifamily	4,444	102%	162,233	101%	69%	104%
RES-School Kits	741	138%	16,411	36%	164%	36%
RESIDENTIAL PROGRAM TOTAL	20,207	109%	2,577,693	91%	82%	93%
BUS-Standard	97,497	100%	1,980,678	100%	144%	95%
BUS-Custom	70,803	95%	1,078,717	105%	98%	258%
BUS-RCx	9,187	105%	231,827	105%	101%	84%
BUS-Large C&I	0	N/A	0	N/A	N/A	N/A
BUSINESS PROGRAM TOTAL	177,487	98%	3,291,222	102%	119%	119%
AMEREN ILLINOIS PROGRAM TOTAL	197,694	99%	5,868,915	97%	114%	106%



PY9 Successes/Challenges - Residential

- Appliance Recycling – successful but closed due to cost in-effectiveness
- Home Performance with ENERGY STAR® (HPwES) – closed due to cost in-effectiveness
- ENERGY STAR® New Homes – closed due to cost in-effectiveness
- Moderate Income – increased contractor capacity to serve demand in Metro East area
- Multifamily – lighting market shift



PY9 Successes/Challenges - Business

- Business Standard Online Store – good participation
- Instant Incentives – increased participation
- Business RCx – several first-time participants



PY9 Successes/Challenges – Business

- Data Centers
 - Large hospital system data center project
 - Supported Data Center presentations by several vendors
 - Large Facility RCx projects – optimizing cooling in data centers
 - Energy Efficiency for Data Centers Webinar
 - ENERGY STAR® computers
 - ~300 computers installed at Metro East hospital
 - 1400 computers installed at Peoria area hospital



PY9 Successes/Challenges - Business

- Large **Electric** Customer Impact
 - 10 MW customers provided 40% of overall Business energy savings
 - Standard – 18%
 - Custom – 70%
 - RCx – 12%



PY9 Successes/Challenges - Business

- Large **Gas** Customer Impact
 - SDC-eligible customers provided 68% of overall Business gas savings
 - Standard – 88%
 - Custom – 44%
 - RCx – 0%



PY9 Costs

- Dockets for PY9 Reconciliation are in progress
 - Docket No. 17-1190 (Electric June 1, 2016 – June 1, 2017)
 - Docket No. 18-0913 (Gas June 1, 2016 – December 31, 2017)



Transition Period Results

June 1 – December 31, 2017



PY9 Transition Period Savings*

- Electric (MWh)
 - Residential = 53,913
 - Business = 29,893
 - Portfolio = 83,806
 - Low Income & Public Sector = 15,109
 - **Portfolio + Low Income & Public Sector = 98,915**
- Gas (therms)
 - Residential = 1,447,015
 - Business = 1,500,114
 - Portfolio = 2,947,129
 - Low Income & Public Sector = 316,324
 - **Portfolio + Low Income & Public Sector = 3,263,453**

*Based on evaluated results: Low Income and Public Sectors formerly administered by DCEO included separately



Transition Period Reported Savings

Reported Savings						
Energy Efficiency	Electric Implementation Plan (MWhs)	Gas Implementation Plan (Therms)	Electric Actuals (MWhs)	Gas Actuals (Therms)	Electric % Complete	Gas % Complete
RES-Appliance Recycling	0	0	0	0	0%	0%
RES-Behavior Modification	21,900	762,400	22,575	1,081,748	103%	142%
RES-ENERGY STAR New Homes	0	0	0	0	0%	0%
RES-HPwES	0	0	0	0	0%	0%
RES-HVAC	1,591	111,784	1,499	26,803	94%	24%
RES-Lighting	23,335	140,162	26,015	101,826	111%	73%
RES-Moderate Income	1,726	253,500	2,476	432,071	143%	170%
RES-Multifamily	3,429	61,077	2,964	36,699	86%	60%
RES-School Kits	242	22,754	211	20,455	87%	90%
RESIDENTIAL PROGRAM TOTAL	52,223	1,351,677	55,739	1,699,602	107%	126%
BUS-Standard	16,900	993,000	25,130	933,031	149%	94%
BUS-Custom	7,000	386,000	5,480	630,667	78%	163%
BUS-RCx	1,500	1,000	346	0	23%	0%
BUS-Large C&I	0	0	0	0	0%	0%
BUSINESS PROGRAM TOTAL	25,400	1,380,000	30,956	1,563,698	122%	113%
AMEREN ILLINOIS PROGRAM TOTAL	77,623	2,731,677	86,695	3,263,300	112%	119%
LOW INCOME/PUBLIC SECTOR TOTALS	0	0	15,482	406,542	0%	0%



Transition Period Evaluated Savings

Energy Efficiency	Evaluation					
	Electric Savings Evaluation (MWhs)	Realization Rate	Gas Savings Evaluation (Therms)	Realization Rate	Electric % Complete	Gas % Complete
RES-Appliance Recycling	0	N/A	0	N/A	N/A	N/A
RES-Behavior Modification	22,140	98%	861,531	80%	101%	113%
RES-ENERGY STAR New Homes	0	N/A	0	N/A	N/A	N/A
RES-HPwES	0	N/A	0	N/A	N/A	N/A
RES-HVAC	1,943	130%	71,589	267%	122%	64%
RES-Lighting	24,092	93%	83,772	82%	103%	60%
RES-Moderate Income	2,309	93%	387,038	90%	134%	153%
RES-Multifamily	3,081	104%	36,962	101%	90%	61%
RES-School Kits	348	165%	6,123	30%	144%	27%
RESIDENTIAL PROGRAM TOTAL	53,913	97%	1,447,015	85%	103%	107%
BUS-Standard	25,259	101%	933,198	100%	149%	94%
BUS-Custom	4,268	78%	566,916	90%	61%	147%
BUS-RCx	366	106%	0	N/A	24%	N/A
BUS-Large C&I	0	N/A	0	N/A	N/A	N/A
BUSINESS PROGRAM TOTAL	29,893	97%	1,500,114	96%	118%	109%
AMEREN ILLINOIS PROGRAM TOTAL	83,806	97%	2,947,129	90%	108%	108%
LOW INCOME/PUBLIC SECTOR TOTALS	15,109	98%	316,324	78%	NA	NA



Transition Period Successes/Challenges - Residential

- Appliance Recycling, HPwES and ENERGY STAR® New Homes remain closed
- Moderate Income – steady participation
- Multifamily – reduced opportunities resulting in low participation
- Residential Lighting - moved from IPA to 8-103B
- Behavior Modification (electric) – moved from IPA to 8-103B



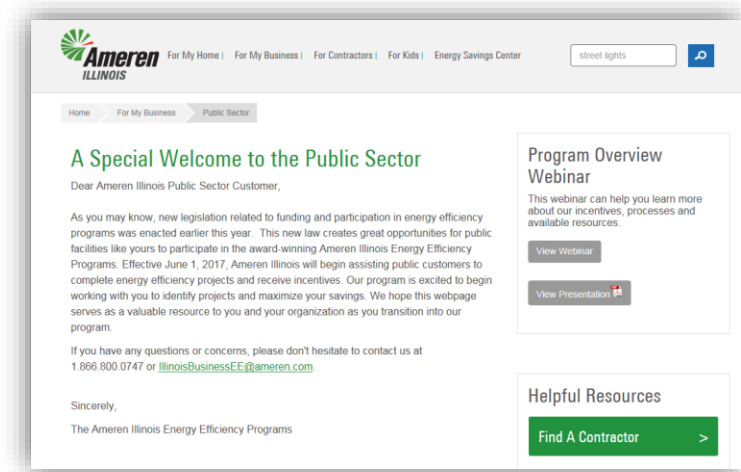
Transition Period Successes/Challenges - Residential

- DCEO Low Income Activities
 - Final AHNC project
 - IHWAP – AIC continued to work with IHWAP
 - Efficient Living: IL Public Housing Authority – pipeline exceeding budget
 - Energy Savers/Elevate – continued serving Multifamily customers



Transition Period Successes/Challenges – Business Standard

- Public Sector - Establishing relationships
- BOC trainings continued
- MEEA STEP – continued walkthroughs
- ERC conducted webinars
- SEDAC assessments continued
- Small Business Direct Install – moved from IPA to 8-103B



Transition Period Successes/Challenges – Business RCx

- Public Sector – offered additional 15% ‘bonus’
- Private Sector – several projects unable to be completed



Transition Period Successes/Challenges - Business

- Large **Electric** Customer Impact
 - Following FEJA requirements, large customers (10 MW) no longer eligible to participate beginning June 1, 2017
 - Customer and Program Ally confusion:
 - Provided education and training regarding customer/account eligibility
 - Some Exempt Customers may still have facilities with smaller service points that are eligible
 - QA/QC procedures effectively tracking customer eligibility in spite of Program Ally confusion
 - 6,200,000 net kWh submitted by customers that are no longer eligible as they exceeded the 10MW demand threshold in calendar year 2017
 - Approximately 25% of Business Program savings goal



Transition Period Successes/Challenges - Business

- Large **Gas** Customer Impact
 - SDC-eligible customers, who did not elect SDC status, submitted over 900,000 net therms during Transition Period.
 - Total Business Program Gas Goal 1,380,000 therms
 - Continue to work with top 500 gas customers to increase participation



PY9 Transition Period Costs

- Dockets for PY9 Transition Period Reconciliation are in progress
 - Docket No. 18-1100 (Electric June 2 – December 31, 2017)
 - Docket No. 18-0913 (Gas June 1, 2016 – December 31, 2017)



PY2018 Q1

January 1 – March 31, 2018



HOME EFFICIENCY INCOME-QUALIFIED

Free direct install products provided:

- LED light bulbs, smart power strips, faucet aerators and showerheads, smart thermostats

Free upgrades available for customers:

- Adding insulation
- Air/duct sealing
- Pipe wrap
- Mechanicals (co-pay may apply)

You have taken the first step to managing your energy costs — **only two steps to go** before you start enjoying lower energy bills and a more comfortable home.

MORE WAYS TO SAVE

- 1** Schedule and receive an energy audit for your home.
- 2** Contact a trusted Program Ally to determine which energy-saving improvements you would like.
- 3** Sign an agreement with the Program Ally to install the energy-saving upgrades.

Use a smart power strip
These power strips automatically shut off electronic devices — like TVs and cable boxes — when not in use, helping to save you energy.

Use your ceiling fan
Set your fan to a clockwise setting in the winter and a counterclockwise setting in the summer to maximize comfort.

Don't block air vents
Keep your vents clear and clean so they can circulate heated or cooled air throughout your home.

Use smart plugs
Plug small appliances like a coffee maker or toaster into a smart plug to remotely manage energy use and shut off devices when not in use.

Keep your fridge cool
Place a dollar bill over the refrigerator's seal and close the door. If you can pull the bill out easily, it's time to replace the seal.

Size it right
When buying a refrigerator, select the size that's right for your home. To lower energy use, select a smaller model that can suit your needs.

Open or close window coverings
Close your curtains or blinds in the summer to block the sun's hot rays. In the winter, pull them open to let the sunlight warm up the room.

Shop for ENERGY STAR®
When searching for new appliances, look for the ENERGY STAR label. These products use 10-50% less energy than standard models.

Check your filter
Check your air filter every month, especially those months when you use your heating and cooling system the most. A dirty filter slows the airflow and makes the system work harder to keep your home warm or cool.

Learn about other available incentives and rebates for your home:
Visit AmerenIllinoisSavings.com/MyHome or call 1.866.638.6918.



HOME EFFICIENCY INCOME-QUALIFIED

WHO IS ELIGIBLE?

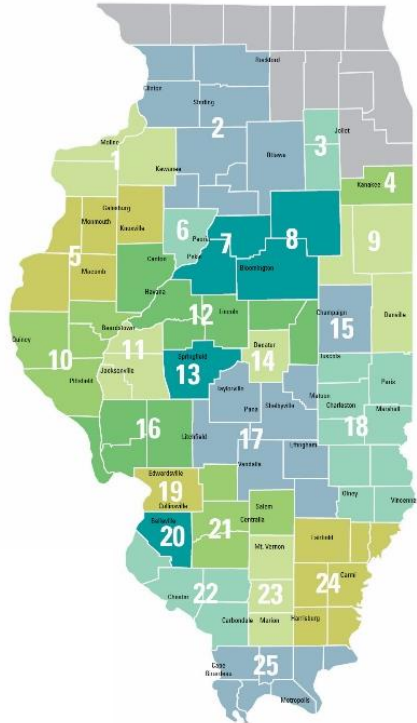
- Customers up to 300% poverty level
- Customers total household income must not exceed the amounts listed below based on family size:

	NUMBER OF HOUSEHOLD MEMBERS							
	1	2	3	4	5	6	7	8
MAXIMUM ANNUAL HOUSEHOLD INCOME (GROSS)	\$36,180	\$48,720	\$61,260	\$73,800	\$86,340	\$98,880	\$111,420	\$123,960



COMMUNITY ACTION AGENCY PARTNERSHIP MAP

COMMUNITY ACTION AGENCY TERRITORY MAP



1. Project NOW

Rock Island
Morgan
Henry

2. Tri-County

Carroll
Ogle
Whiteside
Lee
Bureau
Putnam
Stark
Marshall
La Salle

3. Kankakee County

Kankakee

4. Kendall County Health Dept.

Kendall
Brundy

5. WIRC

Hanserson
Warren
Hancock
McDonough
Knox

6. PCCEO

Peoria

7. Tezwood

Tazewell
Woodford

8. Mid Central

McLean
Livingston

9. East Central

Ford
Iroquois
Vermilion

10. Two Rivers

Adams
Schuyler
Brown
Pike

11. MCS

Cass
Morgan
Scott

12. CAPCIL

Fulton
Mason
Menard
Logan
De Witt
Piatz

13. Sangamon County

Sangamon

14. Decatur

Mason

15. Champaign County

Champaign

16. IL Valley

Calhoun
Greenwood
Jersey
Macoupin

17. CEFS

Montgomery
Christian
Shelby
Moultrie
Effingham
Fayette
Clay

18. ERBA

Douglas
Edgar
Coles
Cumberland
Clark
Jasper
Crawford
Richland
Lawrence

19. Madison County

Madison

20. St. Clair

St. Clair

21. BCMW

Bond
Washington
Clinton
Marion

22. Western Egyptian

Perry
Monroe
Jackson
Randolph

23. Crosswalk

Jefferson
Franklin
Williamson

24. WADI

Wayne
Edwards
Wabash
Hamilton
White
Saline
Gallatin

25. Shawnee Development

Council
Union
Johnson
Pope
Hardin
Alexander
Pulaski
Massac



MULTIFAMILY PROPERTIES INCOME-QUALIFIED

Free products and upgrades for rental properties with lower income residents.

- Products that can be provided and/or installed in units:
 - Free LED light bulbs, high efficiency showerheads, faucet aerators and smart power strips
- Incentives available for common areas, insulation and air sealing
- Who qualifies?
 - Multifamily properties with three or more units
 - Tenant (unit) must be an Ameren Illinois customer
 - 50% or more of the tenants are considered low income
- Promote through direct mail, outreach events and in-person meetings



PUBLIC HOUSING AUTHORITIES

Free products and upgrades for Public Housing Authority complexes.

- Products that can be provided and/or installed in units:
 - Free LED light bulbs
 - Free high efficiency showerheads and faucet aerators
 - Free smart power strips
 - Free thermostats
- Incentives available for insulation and air sealing
- Other facility-wide upgrades through Business program
- Promote through direct mail, outreach events and in-person meetings



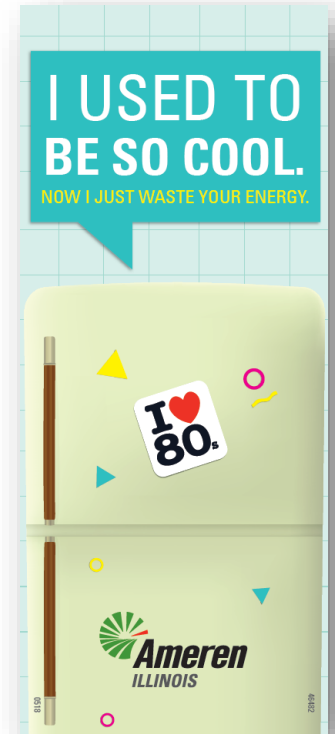
LIGHTING DISCOUNTS

- Purchase discounted LED lighting at retail stores
 - Significant discounts at retail stores located in lower income areas (Dollar Tree)
 - Additional discounted products like smart power strips are available at these stores
- More than 800 retail stores in our territory offer discounts on lighting
- Promote via bill inserts, bill messaging, emails, digital advertising, and in-store promotions



APPLIANCE RECYCLING

- Ameren Illinois will provide a **\$50 reward** to kick off the savings
- Free pickup and haul away of old fridge or freezer
- Eligibility Requirements:
 - Appliance must be full-size and in working (cooling) condition
 - Appliance must be at least 10 years old
 - Ameren Illinois electric customer
- Promote via bill inserts, bill messaging, digital advertising, emails, and targeted direct mail



INCOME-QUALIFIED MARKETING MATERIALS



HOW CAN 3 MINUTES
SAVE YOU HUNDREDS
IN ENERGY COSTS?


Have drafty rooms? Need to save some money?
OUR PROGRAM CAN HELP.

Ameren Illinois knows that your home is important to you. That's why we've created an easy and affordable way to make your home more comfortable and energy efficient. Through this offering, you may qualify for generous incentives that can help cover a large portion of the costs to make energy-saving improvements like:


-  Upgrading to energy-efficient lighting
-  Adding insulation and sealing air leaks*
-  Replacing old heating and cooling equipment
-  Installing a smart thermostat to manage energy use

◀ Open for more information on how to get started.

Check out a **REAL RESULT** in your area:

 An Ameren Illinois customer in Heyworth recently completed energy-saving upgrades to their home through this offering. These upgrades included installing a new furnace and smart thermostat. With the help of incentives that covered approximately 92% of the project costs, this customer has lowered their annual energy bills by an estimated \$525!†



A family just outside Bloomington recently completed energy-saving upgrades to their home with help from Ameren Illinois. These upgrades included installing new heating and cooling equipment and a smart thermostat. Thanks to incentives that covered approximately 62% of the project costs, this customer has lowered their annual energy bills by an estimated \$325!†



In less time than it takes you to open the rest of your mail, you can **SEE IF YOU QUALIFY** for incentives to make energy-saving upgrades to your home.

Thousands of other homeowners have made energy-efficient improvements to their homes with the help of our incentives. Your home in Gibson City can enjoy these benefits of participating:

- » High-efficiency LEDs, added insulation, and air sealing installed at no charge*
- » Save hundreds of dollars each year on your energy bills
- » Increased long-term value of your home
- » Fewer drafts and more comfortable rooms

WELCOME TO GIBSON CITY

» READY TO SEE WHAT WE CAN OFFER YOU?

You may be eligible to make energy-saving improvements to your home through our award-winning program*. Go to the webpage AmerenIllinoisSavings.com/WasteLess and complete a short, online form. It will take about three minutes to fill out – you can even do it on your tablet or mobile device.

Once you have submitted the form, we will contact you about your free home energy audit and help you start saving the most energy possible.

FILL OUT THE SHORT ONLINE FORM:
AmerenIllinoisSavings.com/WasteLess
Questions? Call us at 1.844.453.8807

* Ameren Illinois residential electric and/or gas account required to participate. Ameren Illinois Program Ally must remove and install all equipment in order for the project to be eligible for incentives. Customer and home must meet all eligibility requirements of the program. Incentives can only be offered while funds are available. Other required upgrades and associated costs may apply. See website for complete details.
† Individual project results will vary based on the work scope, home specifics, and the existing equipment. Average cost per kWh or therms used to estimate energy savings.



Energy Efficiency Portfolio Goal and Vision

Goal: Achieve the Commission-approved savings targets

Vision: Leverage investment in energy efficiency to improve the quality of life in all communities



Market Development Implementation

Initiative Delivery

Energy Efficiency
Portfolio Initiatives

Community Blitz

Internal Ameren
Illinois Business
Lines

Organization
Partnerships and
Grants

Low-Income
Working Group

Diverse Vendors



Initiative Elements

Scholarships,
Internships

Customer
Incentive
Donation
Mechanism

Equipment,
Mentorship and
Staffing Grants

Community
and
Customer
Outreach, EE
Awareness
Materials

Customized
Kit Programs

Workshops

Enhanced
Incentives,
Measure
Distribution and
Weatherization

Website
(Including
Job Board,
Resource
Database)

Diverse Vendor
Infrastructure
Support

Job Training
and
Certification

Other -
Leveraging
External
Resources

AIC EE Summer Internship Program

- Economic development
- Job training
- Increasing pipeline
- Diversity
- Exposure to energy industry
- Requirements
 - Employed locally
 - EE Training by AIC
 - End of summer report out



Ameren Illinois Summer Internship Newsletter
July 26, 2018

SAFETY TIP OF THE WEEK

Protect against wasps, hornets, and other bugs by avoiding their nests. While bright colors are a good idea in the forest, in other environments try to stay away from bright or floral patterns, which are an attractor for these stinging insects.

SUMMARY

This week, we had the opportunity to learn about Sustainable Industrial Energy Efficiency presented by Tom Cosgro. Thank you to Tom for such a great presentation.

WHAT WE'VE BEEN UP TO

Ed Horton

Springfield County Resources

"This week I shadowed my Energy Auditor on four different home Assessments. At each home, I checked the square footage of the house and where the thermal boundary started and ended. I also checked the furnace with the flu gas analyzer which gave me actual readings of efficiency, CO levels being put out of the flu, and flu draft readings just to name a few. I also set up the Minneapolis Blower door to obtain leakage rate readings of the house and locate bypasses throughout the home. I located my first gas leaks inside a home and the meter had to be turned off to isolate them and call for repairs. Communicating with the homeowner how important their health and safety is helped them understand the need to deal with this in such a serious manner. Overall, because they were so thankful to have us there, I felt all clients this week were very satisfied with our effort in making their home more Energy Efficient"



Rajeev Koitha **Champaign County Regional Planning Commission**

"It has been more of an administrative phase this week. I was continuing to fill the pricing details for the mechanical components such as the boiler, furnace, dual split air conditioners and so on. Alongside, I am also just going through the documentation for the completed projects understanding the flow of paperwork and making sure all the relevant sections are filled up."

SMART THERMOSTAT INITIATIVE

Ameren Illinois has launched an initiative to deliver 300,000 smart thermostats to customers – including thousands of low-income households.

- The average home spends about half of energy costs on heating and cooling
- With proper use, smart thermostats can save you up to **\$180** per year in energy costs
- Ameren Illinois is working to provide the devices and installation services to low-income customers at no cost
- Promote via print and digital advertising, bill inserts, bill messaging, emails and in-store promotions



AIC PY2018 Q1 Report

- Statewide Template completed
 - Filed 05/18/18 in 2018-2021 Plan Docket No. 17-0311
 - Submitted to SAG 5/18/18 and posted on SAG website
 - Addressing questions as received
 - SAG website link: [Q1 Spreadsheet](#)



Q1 Major/New Activities

- On-boarding new, diverse implementation contractors
- Serving Low-Income Sector
- Serving Public Housing
- Market Development Initiative
- Appliance Recycling Initiative re-started
- Income Qualified Initiative
 - Community Action Agency (CAA) Channel



Q1 Major/New Activities *(continued)*

- Serving Public Sector
- Launched small business initiative
- No longer serving 25% of electric energy deliveries due to exclusion of largest electric customers (>10 MW demand)
- Increased focus on 5 MW – 10 MW customers
- Certified Energy Efficiency Installer requirements

Q1 Major/New Activities (*continued*)

- Attention and response to market activity for Business Custom
 - Increased outreach and in-person assessments by Energy Advisors
 - Custom incentives increased
 - Waste Water Treatment Facilities (WWTF) incentives increased
 - Escalation of Program Ally marketing
 - Feasibility Study incentives increased
 - New Construction Lighting incentives increased





Ameren

ILLINOIS

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