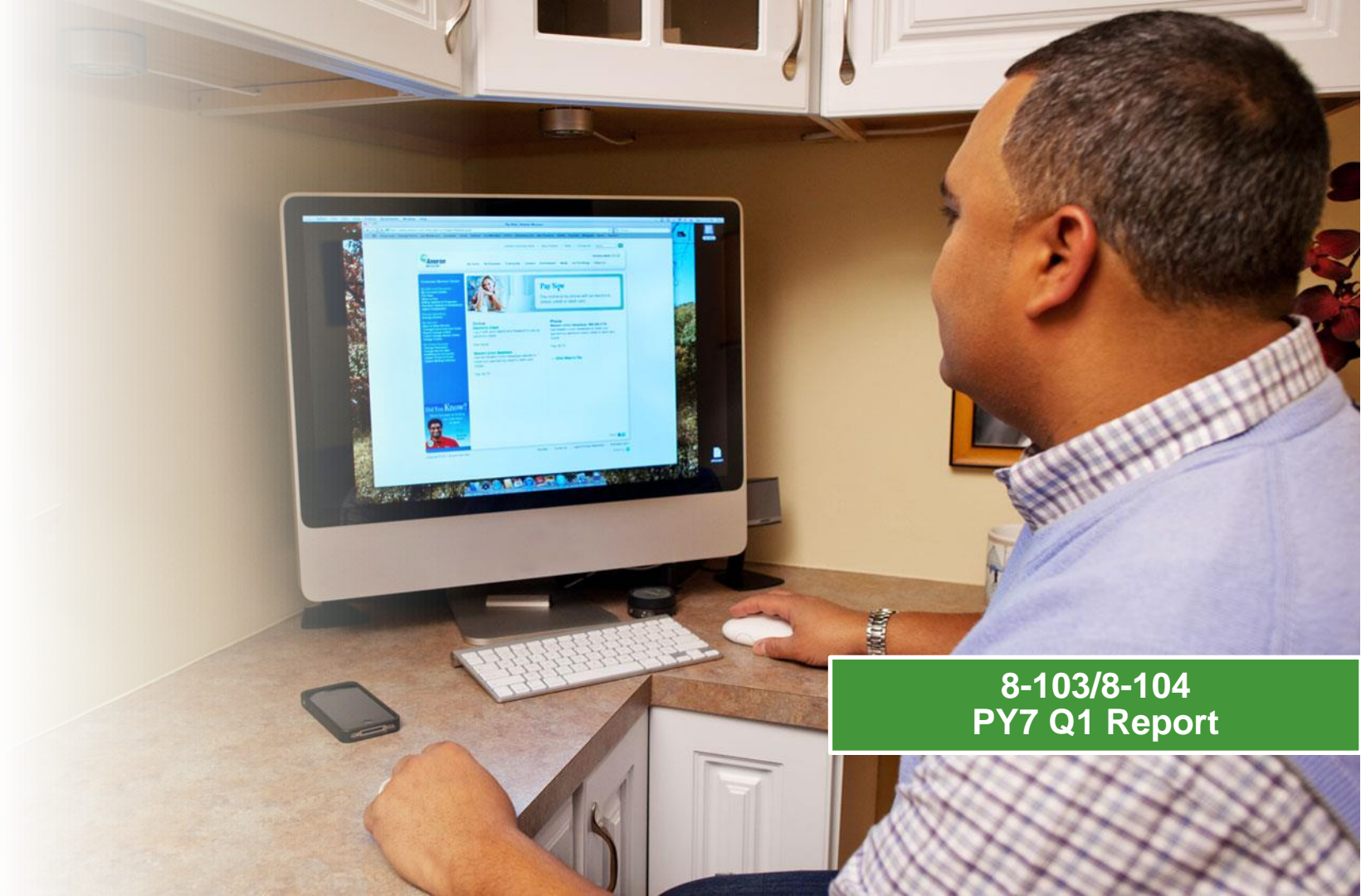


Ameren Illinois Quarterly Report to SAG

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

01.20.2015





8-103/8-104
PY7 Q1 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 Q1 Activity - Savings

	PY7 Electric Implementation Plan (MWHs)	PY7 Gas Implementation Plan (Therms)	PY7 Electric Actuals * (MWHs)	PY7 Gas Actuals * (Therms)	Electric % Complete	Gas % Complete	Explanations
Energy Efficiency							
RES-Appliance Recycling	4,010	0	1,359	0	34%	0%	As of first quarter all programs expected to complete within +/- 20% of Implementation Plan goals.
RES-Behavior Modification	36,950	1,753,243	8,956	102,808	24%	6%	
RES-ENERGY STAR New Homes	533	20,880	103	6,555	19%	31%	
RES-HPwES	3,189	488,310	637	57,086	20%	12%	
RES-HVAC	4,797	0	1,053	0	22%	0%	
RES-Lighting	34,160	0	7,541	0	22%	0%	
RES-Moderate Income	1,374	258,394	189	46,997	14%	18%	
RES-Multifamily In-Unit	8,738	255,591	2,316	14,583	27%	6%	
RES-School Kits	558	74,564	0	0	0%	0%	
RESIDENTIAL PORTFOLIO TOTAL	94,309	2,850,982	22,154	228,029	23%	8%	
BUS-Standard	58,444	1,367,762	3,657	695,093	6%	51%	
BUS-Custom	69,025	1,170,015	1,198	5,111	2%	0%	
BUS-RCx	9,384	183,894	0	0	0%	0%	
BUS-Large C&I	0	0	0	0	0%	0%	
BUSINESS PORTFOLIO TOTAL	136,853	2,721,671	4,855	700,204	4%	26%	
AMEREN ILLINOIS PORTFOLIO TOTAL	231,162	5,572,653	27,009	928,233	12%	17%	

* All savings values are unevaluated

8-103/8-104: PY7 Implementation Plan vs Actual Q1 Activity - 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	\$ -	\$ 433,036	\$ -	31%	0%	As of first quarter all programs expected to complete within +/- 20% of Implementation Plan budgets.
RES-Behavior Modification	\$ 1,031,500	\$ 1,031,500	\$ 257,263	\$ 256,933	25%	25%	
RES-ENERGY STAR New Homes	\$ 809,841	\$ 352,955	\$ 111,750	\$ 71,333	14%	20%	
RES-HPWES	\$ 3,325,609	\$ 1,988,853	\$ 592,485	\$ 340,930	18%	17%	
RES-HVAC	\$ 2,787,129	\$ -	\$ 721,551	\$ -	26%	0%	
RES-Lighting	\$ 6,372,368	\$ -	\$ 1,266,535	\$ -	20%	0%	
RES-Moderate Income	\$ 4,148,829	\$ 1,540,310	\$ 514,660	\$ 233,634	12%	15%	
RES-Multifamily In-Unit	\$ 1,880,656	\$ 899,873	\$ 322,556	\$ 84,529	17%	9%	
RES-School Kits	\$ 124,900	\$ 124,900	\$ 7,403	\$ 7,271	6%	6%	
RESIDENTIAL PORTFOLIO TOTAL	\$ 21,869,410	\$ 5,938,391	\$ 4,227,239	\$ 994,630	19%	17%	
BUS-Standard	\$ 10,333,176	\$ 2,135,146	\$ 973,535	\$ 134,236	9%	6%	
BUS-Custom	\$ 8,237,765	\$ 1,728,281	\$ 563,344	\$ 140,655	7%	8%	
BUS-RCx	\$ 615,957	\$ 457,868	\$ 171,860	\$ 58,159	28%	13%	
BUS-Large C&I	\$ -	\$ -	\$ -	\$ -	0%	0%	
BUSINESS PORTFOLIO TOTAL	\$ 19,186,898	\$ 4,321,296	\$ 1,708,739	\$ 333,050	9%	8%	
AMEREN ILLINOIS PORTFOLIO TOTAL	\$ 41,056,308	\$ 10,259,687	\$ 5,935,978	\$ 1,327,680	14%	13%	

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 **Lighting** Program Highlights

- Transitioning from the end of Plan 2 to Plan 3 has resulted in a reduced number of discounts available on the shelves in the first month of PY7
- Strong sales of 13W 10-packs in July resulted with the month of July at 11% of our PY7 MWh goal and 157% of our monthly target
- Costco was added as a new retailer which will give added visibility
- Walmart continues to be the most productive outlet
- New ENERGY STAR® 1.0 specification began on 10-1-14. Retailers stocked both models on shelves as the changeover occurred



Residential **Appliance Recycling** Program Highlights

- Unit projection for PY7 is at 8,375 units and we're currently at 3,485 units (42% to goal).
- The 94-year old winner of our iPad promotional giveaway was very excited and was an outstanding conclusion of the promotional event.
- Per unit savings were lower than projected primarily due to having a higher mix of refrigerators over freezers.
- Overall, program continues to follow historical trends for the first quarter of the new program year.



Residential HVAC Program Highlights

- June: Program started out slowly with only 334 applications. 252 MWh or 4% of the goals was achieved.
- July: Production slightly below target for July as program allies adjusted to the new program design for PY7. Program achieved 90% of the 652 MWh target for the month. Incentives exceeded the target by 126% primarily due to 14.5 – 15.9 SEER equipment being processed for the first 2 months of PY7.
- August: Program achieved 40% of the monthly goal of 541 MWhs with only 296 applications processed. Production is lower than targets due to unseasonably cool summer combined with a revised program design.



Residential Behavior Modification Program Highlights

- Currently 201,953 active participants received Home Energy Reports (HER).
- June: Finalizing programmatic tip updates and report redesign elements to refresh materials and align with PY7 portfolio changes.
- July: 106% of electric target was achieved with electric savings of 3,206 MWhs and 66% of gas target was achieved of 29,371 therms. Several discussions ongoing with implementer to target specific messages to high usage and moderate income customers utilizing segmentation data compiled by the Shelton Group
- August: 2,899 MWhs and 24,980 therms achieved – both slightly below forecast.
- A new campaign to target 35,000 high usage customer, providing them with a new HER experience was developed. This new campaign will utilize segmentation data to personalize messaging and track/reward progress based on energy savings achieved.

Residential HPwES Program Highlights

- As expected, summer production was relatively low but a relatively healthy pipeline of audits and work was maintained.
- General marketing activities included a refresh of the program names and descriptions which was rolled out in the 4th quarter of calendar year 2014.
- August production was strong with 70 projects turned in and 173 audits completed resulting in a slight increase from July.
- There were 19 audits completed as part of our special partnership with the City of Champaign.
- The number of Gold and Silver certificates for the quarter was 3 and 30 respectively.



Residential **Moderate Income** Program Highlights

- June was an important month for the Moderate Income program with the transition from the Warm Neighbors, Cool Friends program to the Income Qualified Home Efficiency Program (IQHEP)
- Account Managers had two very solid pipelines in place with the northern Account Manager being booked through the quarter.
- 12 HPwES Silver and 3 Gold Certificates were achieved.





Residential **Multifamily** Program Highlights

- June: Major Measures portion of the program for both 8-103/8-104 and IPA were temporarily withheld while revisions to the reservation process and QA procedures were implemented and shared with Program Allies
- QA/QC enhancements were implemented for the major measures component of the program,
- The In-Unit component was very strong resulting in achievement of 2,316 MWhs. However, gas savings lagged at 26% of target.

Residential **ENERGY STAR**® New Homes Program Highlights

- At the end of Q1, 225 single family and 78 MF dwellings were enrolled in the pipeline, which was a healthy beginning for the program year.
- The pipeline equated to 343 MWh and 17,108 therms.
- 45 active builder allies and 15 HERs raters participating in Q1
- A reservation system was implemented to closely manage gas incentives





Residential **School Efficiency Kits** Program Highlights

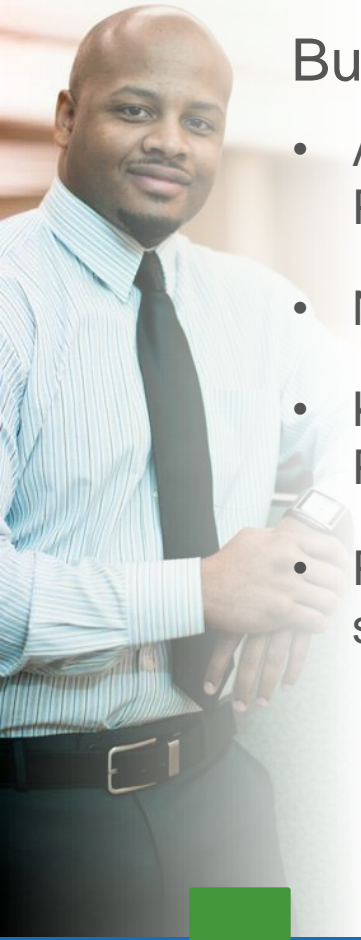
- 1,332 schools in the pipeline with presentations scheduled at 16 schools.
- First presentations are scheduled for September in Greenview, IL





8-103/8-104

Business Highlights



Business Program Highlights

- A 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.
- Planning for the Mid-stream lighting pilot program kicked off with several meetings distributors.



Business Program Highlights

Large C&I Pilot

- 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 proposed pilot.



Business Program Highlights

- Process for managing T12 Ramp Down was developed.
- Planning development of a campaign directed at Data Centers was started.
- Development of Strategic Energy Management pilot was started with internal discussions and the formation of a Steering Committee.



**16-111.5B (IPA)
PY7 Q1 Report**

IPA: PY7 Q1 Plan vs Actual – Savings and Budget

IPA	IPA Plan Goal (MWHs)	IPA Plan Budget (\$)	PY7 Electric Actuals * (MWHs)	PY7 Spend Actuals (\$)	Electric % Complete	Spend % Complete
Energy Efficiency						
Rural Efficiency Kits	3,316	\$ 377,365	41	\$ 4,160	1%	1%
Specialty Lighting	5,569	\$ 2,794,093	1,154	\$ 507,348	21%	18%
Multifamily	13,289	\$ 4,292,956	2,093	\$ 642,094	16%	15%
All Electric Homes	10,437	\$ 7,039,702	80	\$ 81,703	1%	1%
Small Business Direct Install	28,670	\$ 8,715,840	5,017	\$ 721,190	17%	8%
* All savings values are unevaluated						





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

16-111.5B (IPA) Program Highlights

RURAL EFFICIENCY KITS

- Contractor kicked off PY7 analyzing lessons learned from PY6, refreshing material collateral and identifying timelines for PY7
- Marketing collateral finalized along with a revised implementation strategy to exclude opting into the program to receive a kit.
- First wave of kits scheduled for October to approximately 3,000 rural customers.
- 41 MWhs achieved in August due to carryover from PY6



16-111.5B (IPA) Program Highlights

ALL ELECTRIC HOMES

- Capacity was built up in the 1st Quarter. Pipeline included 561 MF units and 138 SF units with 64 MF and 8 SF projects in progress and another 30 MF and 8 SF pending.
- Direct mail campaign address list developed with a letter finalized.



16-111.5B (IPA) Program Highlights

SPECIALITY LIGHTING

- Program is on target with no issues to report.

16-111.5B (IPA) Program Highlights

SMALL BUSINESS DIRECT INSTALL

- Program is currently on target to meet energy savings goals
- A new marketing effort, sector-based postcard campaign, began in July.
- 45 Small Business Program Allies completed assessments – exceeding the original goal of 35.





?? QUESTIONS ??



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