

SAG Presentation

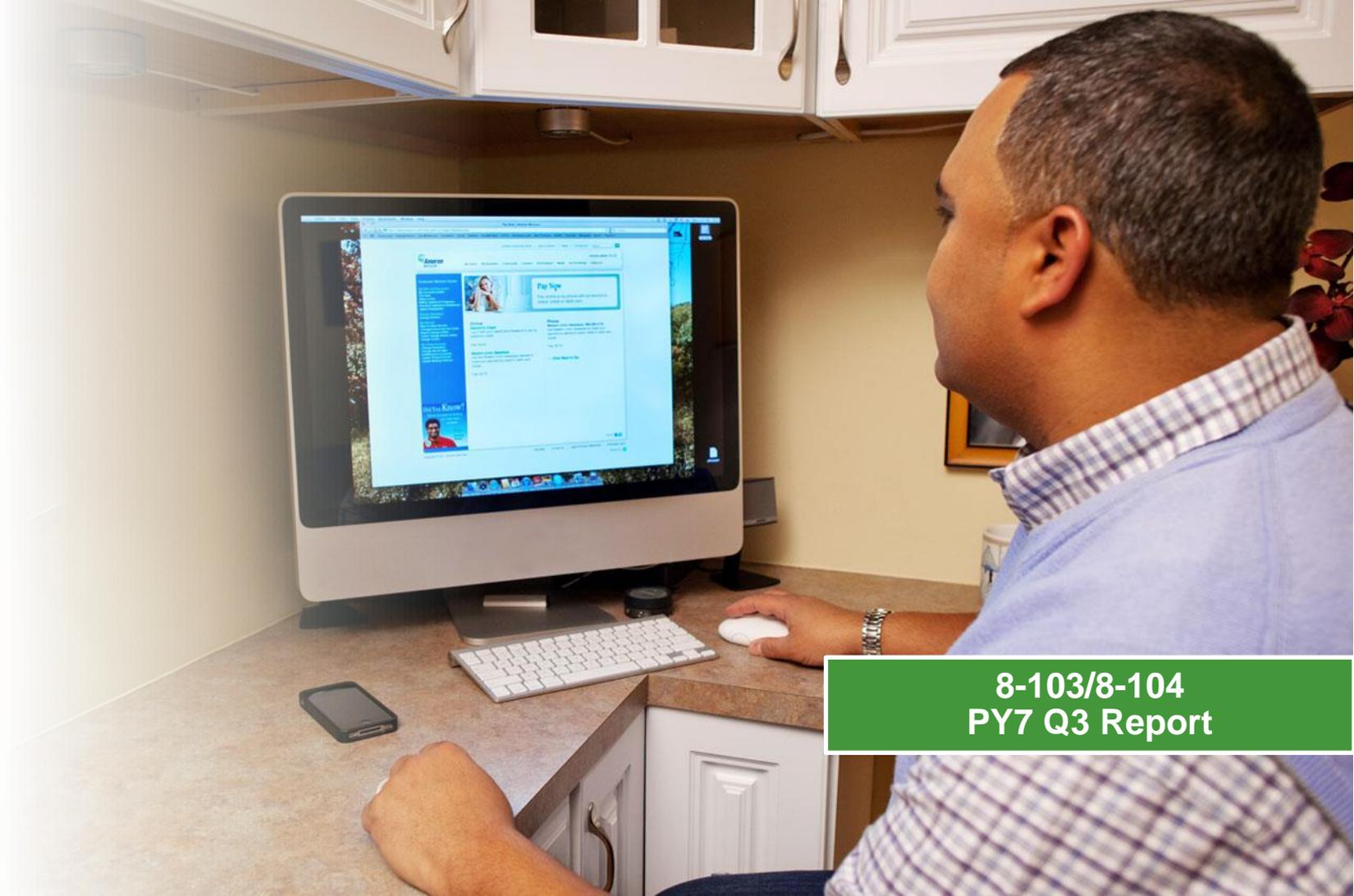
PY7 Q3 8-103/8-104 and 16-111.5B (IPA)

Results and Highlights

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05.11.2015





8-103/8-104
PY7 Q3 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 Q3 Activity - Savings

Energy Efficiency	PY7 Electric Implementation Plan (MWHs)	PY7 Gas Implementation Plan (Therms)	PY7 Electric Actuals * (MWHs)	PY7 Gas Actuals * (Therms)	Electric % Complete	Gas % Complete	Comments
RES-Appliance Recycling	4,010	0	3,225	0	80%	0%	
RES-Behavior Modification	36,950	1,753,243	26,526	1,405,922	72%	80%	
RES-ENERGY STAR New Homes	533	20,880	369	28,128	69%	135%	ES New Homes is currently forecasting to be at 180% of the gas implementation plan goal.
RES-HPwES	3,189	488,310	2,080	261,728	65%	54%	
RES-HVAC	4,797	0	3,274	0	68%	0%	
RES-Lighting	34,160	0	26,387	0	77%	0%	
RES-Moderate Income	1,374	258,394	372	101,171	27%	39%	Moderate Income is currently forecasting to be at 53% of the electric implementation plan and 72% of the gas implementation plan.
RES-Multifamily In-Unit	8,738	255,591	6,088	167,105	70%	65%	
RES-School Kits	558	74,564	396	52,965	71%	71%	
RESIDENTIAL PORTFOLIO TOTAL	94,309	2,850,982	68,718	2,017,019	73%	71%	
BUS-Standard	58,444	1,367,762	30,659	895,506	52%	65%	
BUS-Custom	69,025	1,170,015	10,656	177,529	15%	15%	
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	41,780	1,073,035	31%	39%	
AMEREN ILLINOIS PORTFOLIO TOTAL	231,162	5,572,653	110,498	3,090,054	48%	55%	

* All savings values are unevaluated

8-103/8-104: PY7 Implementation Plan vs Actual Q3 Activity - Budgets

	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	\$ -	\$ 1,049,314	\$ -	76%	0%	
RES-Behavior Modification	\$ 1,031,500	\$ 1,031,500	\$ 1,033,068	\$ 1,032,680	100%	100%	
RES-ENERGY STAR New Homes	\$ 809,841	\$ 352,955	\$ 455,354	\$ 278,421	56%	79%	ES New Homes is currently forecasting to be at 78% spend of the electric implementation plan budget
RES-HPWES	\$ 3,325,609	\$ 1,988,853	\$ 2,206,087	\$ 1,160,518	66%	58%	
RES-HVAC	\$ 2,787,129	\$ -	\$ 1,946,430	\$ -	70%	0%	
RES-Lighting	\$ 6,372,368	\$ -	\$ 4,898,325	\$ -	77%	0%	
RES-Moderate Income	\$ 4,148,829	\$ 1,540,310	\$ 1,988,264	\$ 720,880	48%	47%	Moderate Income is currently forecasting to be at 72% spend of the electric implementation plan budget and 78% spend of the gas implementation plan budget.
RES-Multifamily In-Unit	\$ 1,880,656	\$ 899,873	\$ 1,458,851	\$ 720,840	78%	80%	
RES-School Kits	\$ 124,900	\$ 124,900	\$ 77,832	\$ 90,629	62%	73%	
RESIDENTIAL PORTFOLIO TOTAL	\$ 21,869,410	\$ 5,938,391	\$ 15,113,524	\$ 4,003,967	69%	67%	
BUS-Standard	\$ 10,333,176	\$ 2,135,146	\$ 5,604,721	\$ 717,501	54%	34%	Standard is currently forecasting to be at 70% spend of the gas implementation budget
BUS-Custom	\$ 8,237,765	\$ 1,728,281	\$ 2,286,433	\$ 685,303	28%	40%	Custom is currently forecasting to be at 126% spend of the gas implementation budget
BUS-RCx	\$ 615,957	\$ 457,868	\$ 173,081	\$ 97,285	28%	21%	
BUS-Large C&I	\$ -	\$ -	\$ -	\$ -	0%	0%	
BUSINESS PORTFOLIO TOTAL	\$ 19,186,898	\$ 4,321,296	\$ 8,064,235	\$ 1,500,089	42%	35%	
AMEREN ILLINOIS PORTFOLIO TOTAL	\$ 41,056,308	\$ 10,259,687	\$ 23,177,759	\$ 5,504,056	56%	54%	

8-103/8-104: PY7 Q3 New Measures - Residential

Program	Measure Description	TRC	Explanations for TRC < 1
<p>No new measures for Q3</p>			

8-103/8-104: PY7 Q3 New Measures - Business

Program	Measure Description	TRC	Explanations for TRC < 1
<p>No new measures for Q3</p>			



8-103/8-104
Residential Highlights

Moderate Income Program Highlights

- Forecasted to be at 53% of the electric implementation plan and 72% of the gas implementation plan.
- Program has been constrained with the delay of OBF which is projected to begin in April.
- To date 201 projects have been completed and 60 projects are pending the advent of OBF.



ENERGY STAR® New Homes Program Highlights

- Forecasted to achieve 180% of the gas savings implementation goal.
- 267 Single family homes and 73 multi-family homes have been completed.
- Reservation system implemented to manage participation

Ameren Illinois ActOnEnergy Home Performance with ENERGY STAR® Certifications

Moderate Income Program	PY7 June 2014 - March 2015
JOBS	201
Gold Certificates	32
Silver Certificates	62
Mod Income % jobs with certificates	47%

HPwES Program	PY7 June 2014 - March 2015
JOBS	1,023
Gold Certificates	14
Silver Certificates	434
HPwES % jobs with certificates	44%





8-103/8-104
Business Highlights

Business Symposium: 2015 Event

Key Details:

- Keynote speaker: Jeff Pritts (B/N Marriott General Manager)
- Exhibitor Space full at both locations
- Registration opened later to minimize no-show rate
- Prizes to encourage early registration
- 15% Bonus coupon for attendees (capped at \$20,000)

Registration:

- Opened Mar. 11
- Email invite sent to 25,659
- 329 customer registrants in 2 weeks

2014 Event Comparison

- Registration opened Feb 14
- Email invites sent to 15,794
- 147 registrants in 2 weeks | 331 registered on or before 3/25/14

DESTINATION
Energy Savings

JUNE 2 COLLINSVILLE
JUNE 3 EAST PEORIA

The 2015 Ameren Illinois ActOnEnergy®
Business Symposium

Discover why over 700 people attended this award-winning event last year.

Find the project that will help your business or organization take a vacation from high energy bills at the 2015 Business Symposium. At this **FREE** event, Ameren Illinois customers will learn how to reduce costs through energy efficiency.

June 2: Collinsville Gateway Center | **June 3: East Peoria Embassy Suites**
7 a.m. - 8 a.m.: Registration, Breakfast, and Exhibitor Viewing
8 a.m. - 2 p.m.: Symposium Event

Register early

Prize #1
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FREE REGISTRATION: ActOnEnergy.com/Symposium

About ActOnEnergy
Since 2008, the award-winning Ameren Illinois ActOnEnergy® program has helped Illinois businesses save over \$100 million in energy costs. Utilizing more than \$20 million in cash incentives, business customers have been able to cut project costs, decrease payback periods, and move energy efficiency projects forward.

Ameren ILLINOIS



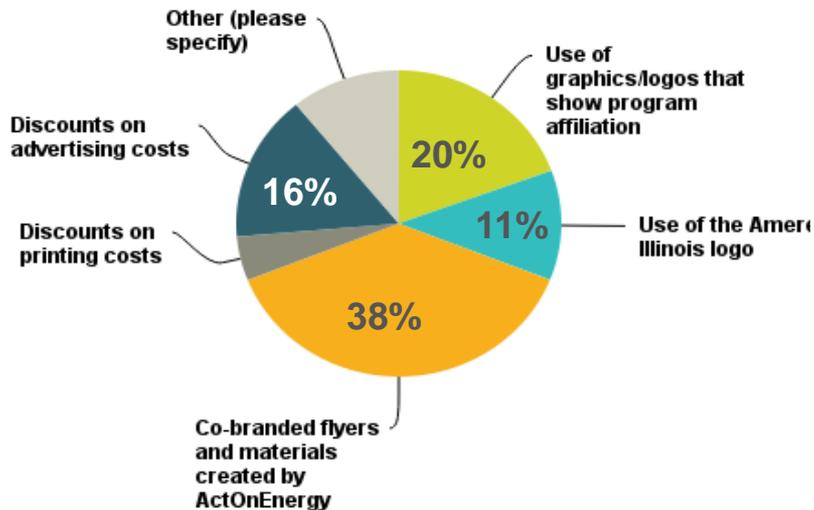
2014 Most Progressive City Awards

- Awarded to one city in each Ameren Illinois division:
 - Morton --- Champaign --- Decatur
 - Quincy --- Granite City --- Marion
- Cities selected based on area business' participation with ActOnEnergy (businesses and local media attend event)
- Winning cities receive road signs
- Plan to develop webpage for increased promotion

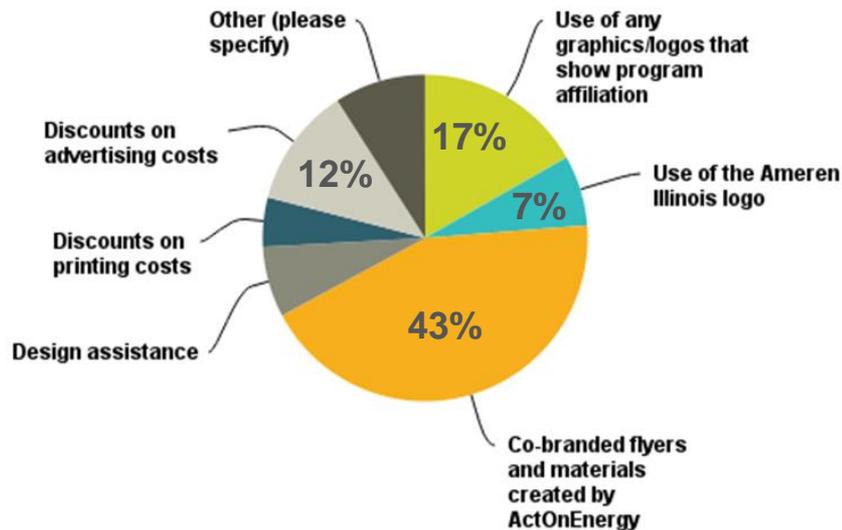


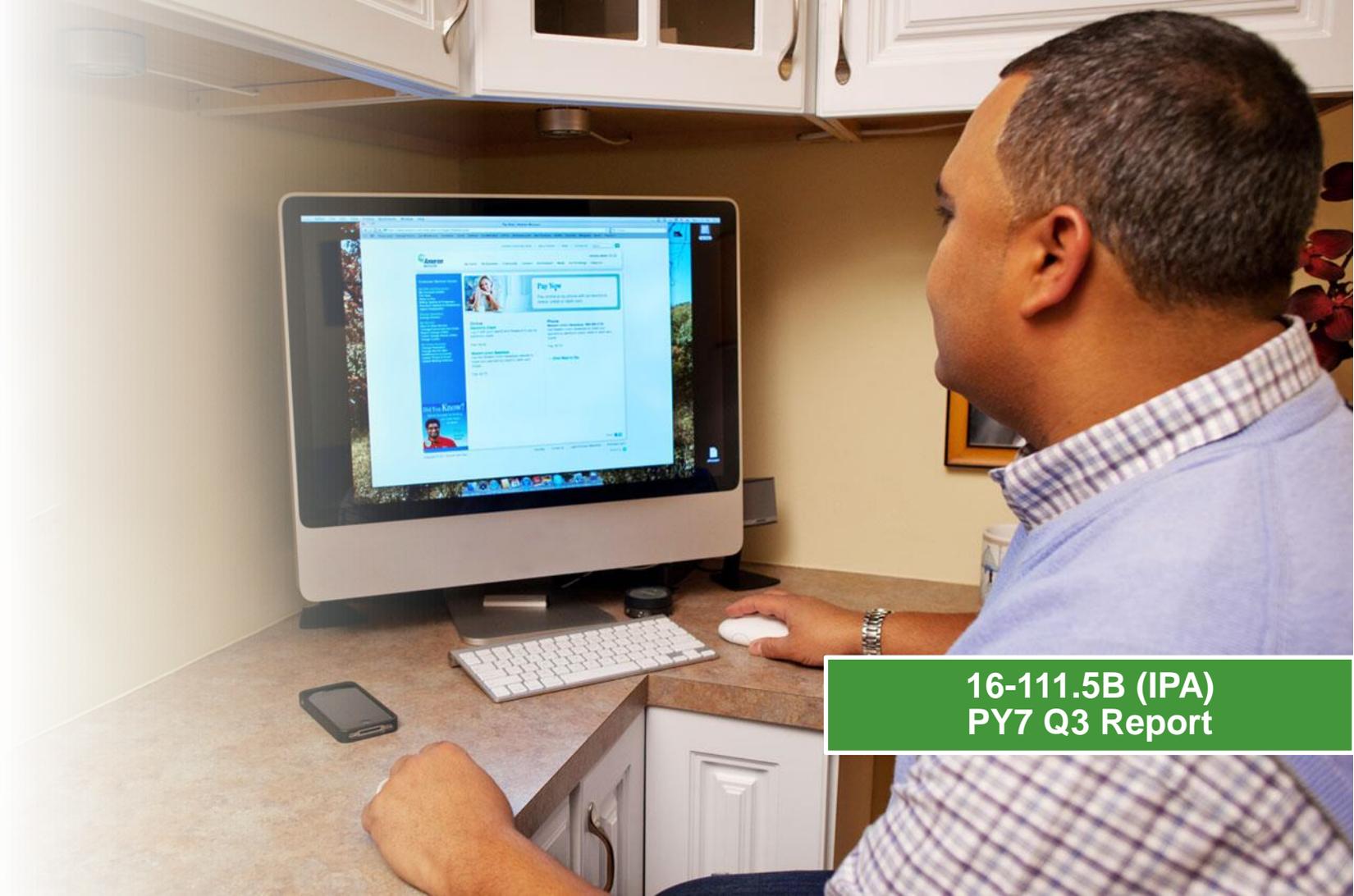
Program Allies: What they find most valuable to help promote their involvement with ActOnEnergy

Business



Residential





**16-111.5B (IPA)
PY7 Q3 Report**

IPA: PY7 Q3 Plan vs Actual – 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	704	\$70,160	21%	19%
Specialty Lighting	5,569	\$2,794,093	4,590	\$2,017,862	82%	72%
Multifamily	13,289	\$4,292,956	10,172	\$3,017,433	77%	70%
All Electric Homes	10,437	\$7,039,702	6,023	\$3,796,212	58%	54%
Small Business Direct Install	28,670	\$8,715,840	25,666	\$5,941,395	90%	68%

* All savings values are unevaluated





16-111.5B (IPA)
Highlights

16-111.5B (IPA) Program Highlights

ENERGY EFFICIENCY KITS

- First large distribution of 2,000 kits shipped in January
- Customer response was overwhelmingly positive
- Outbound calling used to contact 200 customers
 - 122 surveys completed representing a 61% response rate
- Surveys used to refine customer selection criteria for next two kit distributions



16-111.5B (IPA) Program Highlights

ALL ELECTRIC HOMES

- Completed: 407 multi-family units and 144 single family units
- Identified projects have filled program year goals
- Program Ally CFM production less than anticipated (housing stock challenges). Plans in place to mitigate impact
- Moving into the final quarter, focus is on Program Ally planning and production



16-111.5B (IPA) Program Highlights

MULTIFAMILY MAJOR MEASURES

- Pipeline for both Common Area measures and Major Measures is very healthy
- Reservation issued to cover the Air Sealing vs Attic Insulation average variance
- Seven Program Allies have completed Major Measure projects in PY7 with one Program Ally completing nearly 70%

16-111.5B (IPA) Program Highlights

SPECIALITY LIGHTING

- Nearly 8,500 site visits completed for first 9 months
- In-Store lighting promotions continued throughout the 3rd quarter
- Transition to ENERGY STAR[®] Ver. 1.0 remains ongoing with all non-compliant SKUs discontinued at the end of December
- Walmart removing all specialty CFLs in April
- Some MOUs will run out of funding before the end of PY7



16-111.5B (IPA) Program Highlights

SMALL BUSINESS DIRECT INSTALL

- At end of 3rd quarter, projecting to be 115% of goal with 89% completed and 26% pending.
- Focus on converting pending projects to completed projects
- Preparations continue for program ramp down as the current IPA Implementer will not be implementing the program in PY8 as a different program implementer was approved for PY8 in the IPA Procurement process



?? QUESTIONS ??



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