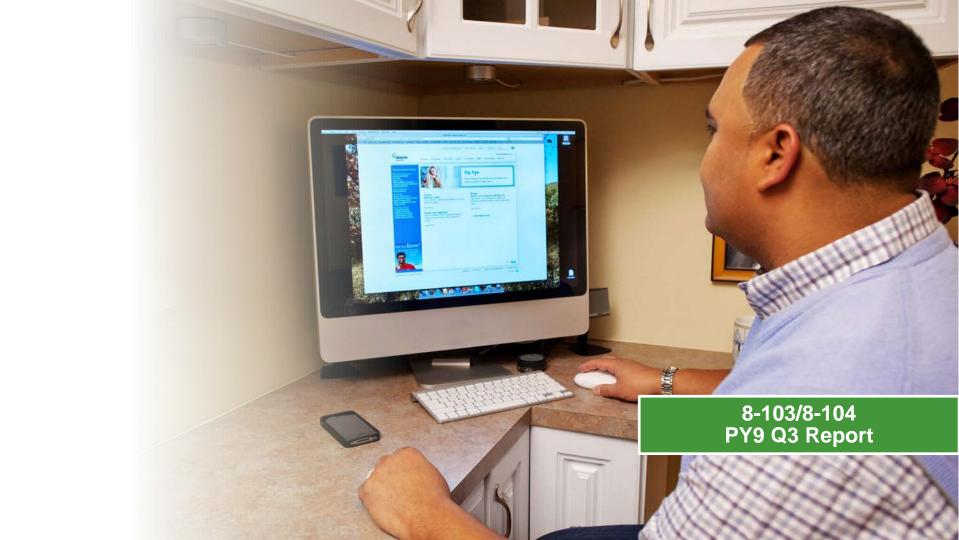
# Ameren Illinois Quarterly Report to SAG

PY9 Q3 8-103/8-104 and 16-111.5B (IPA)

Results and Highlights

08.15.17





# 8-103/8-104: PY9 Adjusted Goal Analysis - Savings

Energy Efficiency	PY9 Compliance Goal (MWHs)	PY9 Compliance Goal (Therms)	PY9 Electric Adjusted Goals (MWHs)	PY9 Gas Adjusted Goals (Therms)	Electric Variance	Gas Variance	Electric % Variance	Gas % Variance	PY9 NTG and/or TRM V4.0 Adjustment Explanations *
RES-Appliance Recycling	3,329	9 0	3,169	0	-160	0	-5%	0%	Slight increase due to change PY9 NTG and a reduction in savings due to reversed coefficients TRM V 3
RES-Behavior Modification	(	1,887,500	0	1,887,500	0	0	0%	0%	
RES-Energy Star New Homes	79:	25,663	760	32,271	-31	6,608	-4%	26%	Electric NTGRs decreased Gas NTGRs increased.
RES-HPWES	5,346	5 768,779	2,389	427,530	-2,957	-341,249	-55%	-44%	Changes to air sealing and insulation measure algorithms caused reduction to electric and gas goals.
RES-HVAC	4,492	2 0	4,832	О	340	O	8%		NTGRs for ROB measures decreased by 5-10%; NTGRs for ER measures increased by 10- 15%; NTGR for BMP blower motor increased by 10%. TRM change - Baseline for ASHP ROB measures changed to 14 SEER from 13 SEER.
RES-Lighting	4,968	3 0	4,513	O	-455	0	-9%		Change to ISR in TRM V3.0 increased the savings recognized in PY7, causing a reduction to carryover savings in years PY8 & PY9. Midstream lighting is in IPA for PY8 and these savings are stricly carryover from PY7.
RES-Moderate Income	6,604	462,778	4,420	322,597	-2,184	-140,181	-33%	-30%	Changes to air sealing and insulation measure algorithms caused reduction to electric and gas goals.
RES-Multifamily In-Unit	5,517	7 112,521	5,151	98,838	-366	-13,683	-7%	-12%	Electric NTGR generally increased for most measures, offset by a reduction in HOU for CFLs (TRM change). Gas NTGRs generally remained relatively stable.
RES-School Kits	388	3 54,986	273	33,605	-115	-21,380	-30%		Electric or gas NTGRs generally increased with exception of CFLs which decreased. This was offset in electric by TRM changes - lighting parameter reductions in hours, WHF and SR. Gas measures were affected by TRM changes to water heater temperature reduction methodology and ISR.
RES PROGRAM TOTAL	31,43!	3,312,228	25,506	2,802,342	-5,929	-509,885	-19%	-15%	
BUS-Standard	93,178	3 851,087	82,880	744,554	-10,298	-106,532	-11%	-13%	Electric variance is primarily driven by changes to HOU in lighting measures and algorithm changes to occupancy sensors. Gas variance was the result of reduced NTG yalues.
BUS-Custom	32,372	2 1,131,575	32,111	1,271,811	-262	140,235	-1%	12%	Slight decrease in electric NTG and increase in gas NTG
BUS-RCx	17,13	7 134,172	16,372	129,528	-765	-4,644	-4%	-3%	Reductions in both electric and gas NTG
BUS-Large C&I	17,480	0	17,480	0	0	0	0%	0%	
BUS PROGRAM TOTAL	160,168	3 2,116,833	148,843	2,145,893	-11,325	29,059	-7%	1%	
AMEREN ILLINOIS PROGRAM TOTAL	191,603	5,429,061	174,349	4,948,235	-17,254	-480,826	-9%	-9%	

#### 8-103-8-104: PY9 Adjusted Goals vs PY9 Implementation Plan Savings

Energy Efficiency	PY9 Electric Adjusted Goals (MWHs)	PY9 Gas Adjusted Goals (Therms)	PY9 Electric Implementation Plan (MWHs)	PY9 Gas Implementation Plan (Therms)	Electric Variance	Gas Variance	Electric % Variance	Gas % Variance	Explanations or +/- 20% variance
RES-Appliance Recycling	3,169	0	3,312	0	143	0	5%	0%	
RES-Behavior Modification	0	1,887,500	0	1,837,000	0	-50,500	0%	-3%	
RES-Energy Star New Homes	760	32,271	121	8,464	-639	-23,807	-84%	-74%	During annual develompment of PY9 implementation plan and incorporation of TRM & NTG changes, on a prospective basis this program was found to be cost-ineffective for PY9. The program was terminated Aug 31, 2016.
RES-HPWES	2,389	427,530	81	17,923	-2,308	-409,607	-97%	-96%	During annual develompment of PY9 implementation plan and incorporation of TRM & NTG changes, on a prospective basis this program was found to be cost-ineffective for PY9. The program was terminated July 31, 2016.
RES-HVAC	4,832	0	4,326	51,631	-506	51,631	-10%	0%	
RES-Lighting	4,513	0	5,948	0	1,435	0	32%	0%	Greater participation in the PY7 lighting program resulted in larger carryover
RES-Moderate Income	4,420	322,597	3,857	649,851	-563	327,254	-13%	101%	Increase in the number of homes to be treated for Moderate Income resulting in increased gas savings.
RES-Multifamily In-Unit	5,151	98,838	6,461	156,503	1,310	57,665	25%	58%	Greater planned participation results in larger savings to offset reductions in other programs.
RES-School Kits	273	33,605	451	45,509	178	11,904	65%	35%	Increased delivery with minimal budget impact.
RES PROGRAM TOTAL	25,506	2,802,342	24,557	2,766,881	-949	-35,461	-4%	-1%	
BUS-Standard	82,880	744,554	67,667	2,077,737	-15,213	1,333,183	-18%	179%	Gas variance due to anticipated participation from a few large industrial customers with high pressure steam traps
BUS-Custom	32,111	1,271,811	72,617	418,000	40,506	-853,811	126%	-67%	Electric variance due to a large amount of savings expected from Large electric customers (see savings shift to Custom under Large C&I explanation). Gas variance due to less savings expected from Custom gas due to lower natural gas prices making return-on-investment less favorable to customers
BUS-RCx	16,372	129,528	9,076	275,039	-7,296	145,511	-45%	112%	Electric variance due to reduced number of eligible customers for electric retrocommissioning offers than original expected during planning. Gas variance due to more customers pursuing retrocommissioning than originally anticipated during planning.
BUS-Large C&I	17,480	0	0	0	-17,480	0	-100%	0%	No customers signed up for Large C&I offering in PY7, savings shifted to Custom to serve the same target customers
BUS PROGRAM TOTAL	148,843	2,145,893	149,360	2,770,776	517	624,883	0%	29%	
AMEREN ILLINOIS PROGRAM TOTAL	174,349	4,948,235	173,917	5,537,657	-432	589,422	0%	12%	

#### 8-103/8-104: PY9 Adjusted Goals vs PY9 Implementation Plan - Budget

Energy Efficiency	PY9 Electric Plan Budget	PY9 Gas Plan Budget	PY9 Electric Implementation Budget	Im	PY9 Gas aplementation Budget		Electric Variance		Gas Variance	Electric %Variance	Gas %Variance	Explanations or +/- 20% variance
RES-Appliance Recycling	\$ 1,313,788	\$ -	\$ 1,312,917	\$	-	\$	(871)	\$	-	0%	0%	
RES-Behavior Modification	\$ -	\$ 984,375	\$ -	\$	1,070,390	\$	-	\$	86,015	0%	9%	
RES-Energy Star New Homes	\$ 655,381	\$ 361,921	\$ 931,633	\$	436,422	\$	276,252	\$	74,501	42%	21%	With closing of program in Q1, currently working to reallocate dollars to other programs.
RES-HPWES	\$ 4,004,447	\$ 2,211,350	\$ 2,016,308	\$	474,233	\$	(1,988,139)	\$(	(1,737,117)	-50%	-79%	With closing of program in Q1, currently working to reallocate dollars to other programs.  Discontinued incentives on central air conditioners to ensure
RES-HVAC	\$ 2,844,928	\$ -	\$ 2,194,425	\$	65,180	\$	(650,503)	\$	65,180	-23%	0%	compliance with not overpromoting cost-ineffective measures.
RES-Lighting	\$ -	\$ -	\$ -	\$	-	\$	-	\$	· <u>-</u>	0%	0%	
RES-Moderate Income	\$ 8,375,886	\$ 1,303,887	\$ 10,382,518	\$	3,409,632	\$	2,006,632	\$	2,105,745	24%		Increase in the number of homes to be treated for Moderate Income resulting in increased gas savings.
RES-Multifamily In-Unit	\$ 1,061,851	\$ 312,752	\$ 2,735,990	\$	841,059	\$	1,674,139	\$	528,307	158%	169%	Greater funding to meet increased planned participation.
RES-School Kits	\$ 115,375	\$ 120,175	\$ 120,891	\$	139,260	\$	5,516	\$	19,085	5%	16%	
RES PROGRAM TOTAL	\$ 18,371,656	\$ 5,294,459	\$ 19,694,682	\$	6,436,176	\$	1,323,026	\$	1,141,717	7%	22%	
BUS-Standard	\$ 11,661,911	\$ 2,636,097	\$ 10,445,471	\$	1,534,546	\$	(1,216,440)	\$(	(1,101,551)	-10%	-42%	Anticipated participation from a few large industrial steam trap projects resulting in less expenditures for gas incentives. Electric variance due to a large amount of incentives expected to go to
BUS-Custom	\$ 5,379,948	\$ 1,989,674	\$ 9,977,786	\$	1,802,645	\$	4,597,838	\$	(187,029)	85%	-9%	electric customers (see savings shift to Custom under Large C&I explanation). Gas variance due to less projects expected from Custom gas due to lower natural gas prices making return-on-investment less favorable to customers  Electric variance due to reduced number of eligible customers for electric retrocommissioning offers than original expected during planning. Gas variance due to more customers pursuing
BUS-RCx	\$ 1,869,563	\$ 127,004	\$ 772,018	\$	529,074	\$	(1,097,545)	\$	402,070	-59%	317%	retrocommissioning than originally anticipated during planning.  No customers signed up for Large C&I offering in PY7, budget shifted
BUS-Large C&I	\$ 1,710,000	\$ -	\$ -	\$	-	\$	(1,710,000)	\$	-	-100%	0%	to Custom to serve the same target customers
BUSINESS PROGRAM TOTAL	\$ 20,621,422	\$ 4,752,776	\$ 21,195,275	\$	3,866,265	\$	573,853	\$	(886,511)	3%	-19%	
Ameren Illinois - Portfolio Admin costs	\$ 1,963,352	\$ 505,891	\$ 1,963,352	\$	505,891	\$	-	\$	-	0%	0%	
Ameren Illinois - EM&V costs	\$ 1,369,780	352,947			352,947	\$	-	\$	-	0%	0%	
Ameren Illinois - Education	\$ 981,676	\$ 252,946	\$ 981,676	\$	252,946	\$	-	\$	-	0%	0%	
Ameren Illinois - Marketing	\$ 981,676	\$ 252,946	\$ 981,676	\$	252,946	\$	-	\$	-	0%	0%	
R&D Budget (Emerging Technologies)	\$ 1,369,780	\$ 352,947		\$	352,947	\$	-	\$	-	0%	0%	
AMEREN ILLINOIS PROGRAM TOTAL	\$ 45,659,342	11,764,912		\$	12,020,118	\$	1,896,879	\$	255,206	4%	2%	
DCEO AMEREN ILLLINOIS TOTAL	\$ 15,219,781	 	\$ 15,219,781			\$	•	\$	-	0%	0%	
TOTAL PORTFOLIO		 	\$ 62,776,001	_		Ś	1,896,879	Ś	255.206	3%	2%	

8-103/8-104: PY9 Implementation Plan vs Actual Q3 Activity - Savings

Energy Efficiency	PY9 Electric Implementation Plan (MWHs)	PY9 Gas Implementation Plan (Therms)	PY9 Electric Actuals* (MWHs)	PY9 Gas Actuals* (Therms)	Electric % Complete	Gas % Complete	Explanations
RES-Appliance Recycling	3,312	0	1,072	0	32%	0%	Appliance Recycling is forecasting to be at 32% of electric Implementation plan goal.
RES-Behavior Modification	0	1,837,000	0	1,547,061	0%	84%	
RES-ENERGY STAR New Homes	121	8,464	185	13,503	153%		Energy Star New Homes is forecasting to be at 153% of the electric Implementation plan goal and 160% of the gas Implementation plan goal.
RES-HPWES	81	17,923	33	9,122	41%	51%	HEP is forecasting to be at 41% of the electric Implementation plan goal and 51% of the gas Implementation plan goal.
RES-HVAC	4,326	51,631	1,660	13,385	38%	26%	HVAC is forecasting to be at 65% of the electric Implementation plan goal and 35% of the gas Implementation plan goal.
RES-Lighting	5,948	0	5,948	0	100%	0%	This total represents the evaluated lighting carryover from PY7.
RES-Moderate Income	3,857	649,851	1,595	272,816	41%		
RES-Multifamily	6,461	156,503	3,061	139,246	47%	89%	Multifamily is forecasting to be at 79% of the electric mplementation plan goal.
RES-School Kits	451	45,509	362	31,918	80%	70%	
RESIDENTIAL PROGRAM TOTAL	24,557	2,766,881	13,917	2,027,050	57%	73%	
BUS-Standard	67,667	2,077,737	43,160	114,208	64%	5%	Standard is forecasting to be at 68% of the gas Implementation plan goal.
BUS-Custom	72,617	418,000	22,197	234,119	31%	56%	Custom is forecasting to be at 250% of the gas Implementation plan goal.
BUS-RCx	9,076	275,039	694	121,077	8%	44%	RCx is forecasting to be at 74% of electric Implementation plan goal.
BUS-Large C&I	0	o	0	0	0%	0%	
BUSINESS PROGRAM TOTAL	149,360	2,770,776	66,051	469,404	44%	17%	
AMEREN ILLINOIS PROGRAM TOTAL	173,917	5,537,657	79,968	2,496,454	46%	45%	

#### 8-103/8-104: PY9 Implementation Plan vs Actual Q3 Activity - Budget

Energy Efficiency	PY9 Electric PY9 Gas Implementation Plan Implementation Plan		PY9 Electric Actuals	PY9 Gas Actuals	Electric % Complete	Gas % Complete	Explanations
RES-Appliance Recycling	\$ 1,312,917	\$ -	\$ 343,372	\$ -	26%		Appliance Recycling is forecasting to be at 26% of its electric Implementation Plan spend.
RES-Behavior Modification	\$ -	\$ 1,070,390	\$ -	\$ 1,003,667	0%	94%	
RES-ENERGY STAR New Homes	\$ 931,633	\$ 436,422	\$ 197,588	\$ 86,002	21%	20%	Energy Star New Homes is forecasting to be at 21% of its electric Implementation Plan spend and 20% of its gas Implementation Plan spend.
RES-HPWES	\$ 2,016,308	\$ 474,233	\$ 176,646	\$ 52,797	9%	11%	HEP is forecasting to be at 9% of its electric Implementation Plan spend and 11% of its gas Implementation Plan spend.
RES-HVAC	\$ 2,194,425	\$ 65,180	\$ 1,316,474	\$ 30,551	60%	47%	HVAC is forecasting to be at 75% of its electric Implementation Plan spend and 73% of it gas Implementation Plan spend.
RES-Lighting	\$ -	\$ -	\$ -	\$ -	0%	0%	
RES-Moderate Income	\$ 10,382,518	\$ 3,409,632	\$ 4,952,801	\$ 1,774,227	48%	52%	
RES-Multifamily In-Unit	\$ 2,735,990	\$ 841,059	\$ 1,909,259	\$ 582,693	70%	69%	Multifamily is forecasting to be at 79% of its gas Implementaiton Plan spend.
RES-School Kits	\$ 120,891	\$ 139,260	\$ 90,045	\$ 103,167	74%	74%	
RESIDENTIAL PROGRAM TOTAL	\$ 19,694,682	\$ 6,436,176	\$ 8,986,185	\$ 3,633,103	46%	56%	
BUS-Standard	\$ 10,445,471	\$ 1,534,546	\$ 7,077,186	\$ 860,788	68%	56%	
BUS-Custom	\$ 9,977,786	\$ 1,802,645	\$ 2,988,864	\$ 738,208	30%	41%	
BUS-RCx	\$ 772,018	\$ 529,074	\$ 252,296	\$ 303,298	33%	57%	
BUS-Large C&I	\$ -	\$ -	\$ -	\$ -	0%	0%	
BUSINESS PROGRAM TOTAL	\$ 21,195,275	\$ 3,866,265	\$ 10,318,347	\$ 1,902,294	49%	49%	
AMEREN ILLINOIS PROGRAM TOTAL	\$ 40,889,957	\$ 10,302,441	\$ 19,304,532	\$ 5,535,397	47%	54%	

#### 8-103/8-104: PY9 New Measures - Residential

Program	Measure Description	TRC	Explanations for TRC < 1							
	No New Mea	acurac Ad	dod							
	NO New Med	asures Au	aea							

#### 8-103/8-104: PY9 New Measures - Business

Program	Measure Description	TRC	Explanations for TRC < 1
Standard	Low Flow Showerhead	2.17	
Standard	Battery Charger	9.87	





# Residential Appliance Recycling Program Highlights

Nothing new to report in Q3.

• Program closed 8/31/2016 and completed its last pick ups in September 2016.

 Over 75,000 appliances were recycled throughout the 8 years of the program.





 The unseasonably warm weather this winter presented challenges with the installation of furnaces and ECM installs.

Seeing a slight increase in thermostats with the addition of Smart Thermostats added to the product list.





# Residential Gas **Behavior Modification** Program Highlights

Now that we are in the midst of winter, the program is seeing good progress toward energy savings goals for gas.





Nothing new to report in Q3 for this program that closed in August 2016.







# Residential Moderate Income Program Highlights

This program is known in the field as "Home Efficiency Income Qualified"

This program is building a strong project pipeline.

Program Allies continue to report the warm winter has negatively impacted their production.





# Residential Multifamily Program Highlights

Installs of both water measures and thermostats have been light.

 Half of the Program Allies participating in this program have submitted a project in this current program year.



# esidential ENERGY STAR® New Homes Program Highlights

Nothing new to report for this program that closed in late August 2016.





# Residential School Efficiency Kits Program Highlights

Program is on track to meet goal with 100% of the annual goal scheduled.

Presentations at schools have continued through the winter months.







- 65 Program Allies have been trained for the Standard-online lighting.
- Monitoring closely a large steam trap project received late in Q3 with anticipated completion by end of PY9.
- Large electric customers pushing to complete PY9 projects as SB2814 has impacted them in that they will not be able to participate in future EE programs.
- With the move of public sector customers away from DCEO in 2018, customers are already reaching out regarding long timeline projects (2018 and 2019 projects).



#### PY9 IPA Program Summary – 2015 and 2016 IPA Electricity Procurement Plan

IPA	Approved in IPA	IPA Plan	IPA Plan	PY9 Electric	PY9 Contract	Differen	nce	
Energy Efficiency	Electric Procurement Plan	Goal (MWHs)	Budget (\$) **	Contract (MWHs)	Budget (\$)	% Energy	% Budget	Explanations
Rural Efficiency Kits	2015	7,381	\$971,160	5,490	\$971,160	-26%	0%	Reduction to the PY9 energy savings goal driven by CLEAResult's overdelivery in PY8 and updates to TRM algorithms.
Multifamily	2015	36,498	\$14,395,090	19,798	\$10,016,520	-46%	-30%	Due to reductions in air sealing and insulation savings, CLEAResult had to remodel their program to get it to pass TRC screening.
Moderate Income Kits	2015	1,469	\$692,550	1,466	\$693,090	0%	0%	N/A
Small Business Direct Install	2015	9,173	\$3,263,754	11,641	\$3,287,814	27%	1%	Franklin revised their measure mix for PY9 which resulted in additional savings.
Behavior Modification (Electric Portion Only)	2015	37,500	\$1,013,625	37,500	\$1,013,625	0%	0%	N/A
Small Business Refrigeration	2015	16,820	\$3,283,169	8,205	\$2,632,867	-51%	-20%	staples revised their program for PY9 after their experience in PY8. They drastically reduced the proposed savings but still have a program design that passed TRC screening.
Residential Lighting	2015	50,193	\$9,707,900	49,413	\$9,696,614	-2%	0%	ELEAResult shifted some of the participation among the bulb types from CFL to LED which resulted in a small reduction to savings.
Community-Based CFL Distribution	2016	8,402	\$1,037,531	8,401	\$1,039,500	0%	0%	N/A
Public HVAC Optimization	2016	6,926	\$1,000,000	6,257	\$1,000,000	-10%	0%	860 Energy revised their program measure mix which resulted in a reduction to savings.
Private HVAC Optimization	2016	6,926	\$1,000,000	6,257	\$1,000,000	-10%	0%	860 Energy revised their program measure mix which resulted in a reduction to savings.
Small Commercial Lit Signage	2016	8,480	\$1,999,999	12,884	\$2,000,000	52%	0%	SDS revised their program measure mix which resulted in an increase in energy savings.
HVAC Check-Up	2016	5,349	\$1,021,467	0	\$0	0%	0%	When reviewing all programs prior to June 1st Implementation, the TRC analysis for this program was below one (1). Nexant made multiple attempts to revise the proposed program to get the program level TRC above 1 but was not successful. AIC ceased contract negotiations.
LED Linear Lighting for Small Facilities	2016	13,281	\$2,790,000	11,467	\$2,609,976	-14%	-6%	When reviewing all programs prior to June 1st Implementation, the TRC analysis for this program was below one (1). Matrix revised their proposed program by reducing cost to get the TRC screening back above 1. Savings reductions were due to changes in the TRM.
Demand Based Ventilation Fan Control	2016	5,148	\$1,080,610	4,932	\$1,080,047	-4%	0%	Matrix made some revisions to this programs measure mix which resulted in reduced energy savings.
Public Facility Engagement Elec Only	2016 Conditional Approval	26,397	\$5,823,662	26,397	\$5,823,662	0%	0%	Program was conditionally approved by the Commission. Once DCEO received an approved budget from the State, AIC ceased contract negotiations with GDS.
STEP	2016 Conditional Approval	2,495	\$683,706	1,833	\$683,706	-27%	0%	Program was conditionally approved by the Commission. Once DCEO received an approved budget from the State, AIC ceased contract negotiations with MEEA.

<sup>\*\*</sup> Implementer Budgets do not reflect AIC Administration costs which are being tracked seperately

# IPA: PY9 Q1 Plan vs Actual – Savings and Budget

IPA	Approved in IPA	IPA Plan	IPA Plan	PY9 Electric	PY9 Contract	PY9 Activity		Differ	ence
Energy Efficiency	Electric Procurement Plan	Goal (MWHs)	Budget (\$) **	Contract (MWHs)	Budget (\$)	(MWHs)	PY9 Spend (\$)	% Energy	% Budget
Rural Efficiency Kits	2015	7,381	\$971,160	5,490	\$971,160	4,476	\$777,639	82%	80%
Multifamily	2015	36,498	\$14,395,090	19,798	\$10,016,520	10,829	\$5,297,625	55%	53%
Moderate Income Kits	2015	1,469	\$692,550	1,466	\$693,090	1,084	\$502,032	74%	72%
Small Business Direct Install	2015	9,173	\$3,263,754	11,641	\$3,287,814	4,605	\$1,375,970	40%	42%
Behavior Modification (Electric Portion Only)	2015	37,500	\$1,013,625	37,500	\$1,013,625	28,598	\$757,845	76%	75%
Small Business Refrigeration	2015	16,820	\$3,283,169	8,205	\$2,632,867	2,570	\$863,749	31%	33%
Residential Lighting	2015	50,193	\$9,707,900	49,413	\$9,696,614	43,128	\$6,810,139	87%	70%
Community-Based CFL Distribution	2016	8,402	\$1,037,531	8,401	\$1,039,500	3,974	\$491,515	47%	47%
Public HVAC Optimization	2016	6,926	\$1,000,000	6,257	\$1,000,000		\$0	0%	0%
Private HVAC Optimization	2016	6,926	\$1,000,000	6,257	\$1,000,000		\$0	0%	0%
Small Commercial Lit Signage	2016	8,480	\$1,999,999	12,884	\$2,000,000	5,046	\$1,204,604	39%	60%
HVAC Check-Up	2016	5,349	\$1,021,467	0	\$0	-	\$0	0%	0%
LED Linear Lighting for Small Facilities	2016	13,281	\$2,790,000	11,467	\$2,609,976	2,766	\$629,721	24%	24%
Demand Based Ventilation Fan Control	2016	5,148	\$1,080,610	4,932	\$1,080,047	-	\$0	0%	0%
Public Facility Engagement Elec Only	2016 Conditional Approval	26,397	\$5,823,662	26,397	\$5,823,662	-	\$0	0%	0%
STEP	2016 Conditional Approval	2,495	\$683,706	1,833	\$683,706	-	\$0	0%	0%



<sup>\*\*</sup> Implementer budgets do not reflect AIC Administration costs which are being tracked separately



Program: RESIDENTIAL LIGHTING Vendor/Implementer: CLEAResult

- At the end of the third quarter, the program is at 87% of goal with a total of 43,128 MWh achieved (unevaluated) against a target of 49,414. Total contract dollars are 74% of goal.
- CFLs are at 103% specialty LEDs at 94% and standard LEDs at 91% of target.
- Several retailers have depleted funding for CFL and LED bulbs for this program year.
- A planned slowdown of sales production is commencing across all measures as the end of the program year nears.

Program: RURAL EFFICIENCY KITS Vendor/Implementer: CLEAResult

- Customer Survey results from November shipments have been submitted and surveys from the February shipment are underway.
- The next shipment is scheduled for February. There have only been two returns year to date.
- There is an additional shipment scheduled for March of 2,914 kits



Program: MODERATE INCOME KITS
Vendor/Implementer: AM Conservation Group

- At the end of the third quarter, the program is 75% to the (unevaluated) savings goal with 97% of contract dollars spent.
- A possible mail drop in late March would result in reaching 20,000 enrollments.
- A thank you acknowledgement will be distributed to customers who do not receive a kit once the 20,000 maximum has been achieved.



Program: MULTIFAMILY MAJOR MEASURES Vendor/Implementer: CLEAResult

- 226 reservation requests were verified in the third quarter (1,273 PYTD)
- 313 applications processed and approved in the third quarter (904 PYTD)
- Allies state that many of the larger facilities have been treated and they are forced to find smaller properties to maintain production.



Program: HOME ENERGY REPORTS

Vendor/Implementer: OPower

- For the third quarter, 77% of (unevaluated) savings goal attained.
- There were no issues to report for the quarter.
- This program continues to be on track to achieve PY9 goals.



# Program: COMMUNITY BASED CFL DISTRIBUTION Vendor/Implementer: CLEAResult

- At then end of the third quarter, program is coming in at 47% of (unevaluated) savings goal attainment with 69% of the contract dollars allocated.
- Two foodbanks resigned from participating in the program due to concerns with managing distribution to only food pantries identified for the program and the co-mingling of glass and food products. An additional foodbank has been identified, River Bend Community Food Bank, to hopefully solicit participation and fill the current deficit.
- This program will not meet the PY9 goal. Although there have been successes in signing up
  the River Bend and Midwest food banks, too much ground was lost in the early months of
  the program's launch, with two food banks departing because of limited resources and safety
  concerns of broken bulbs mixed in with food products.



PROGRAM: SMALL BUSINESS DIRECT INSTALL Vendor/Implementer: Franklin Energy

- Currently at 40% complete.
- There is a strong demand for de-lamping and high bay measures due to the bonus.
- Implemented bonus incentives cover 75% of the program prices doubling the pipeline for January.



**Program: REFRIGERATION** 

**Vendor/Implementer: Staples Energy** 

- (Unevaluated) Savings to date is 31% of goal.
- A direct mail piece followed by a sweep strategy continues to produce results.
- Sweeps are being conducted with allies to generate activity.



Program: HVAC Check-Up Vendor/Implementer: Nexant

 As noted in the SAG PY9 Q1 report, Ameren Illinois provided notice to the vendor in July 2016 that contract negotiations could no longer continue as the program could not be structured in a manner to pass the TRC.



Program: HVAC OPTIMIZATION (Public) Vendor/Implementer: 360 Energy Group

- In this quarter, 360 Energy is working to identify systems during the cold months so that projects are lined up in warmer weather.
- 360 Energy has been authorized to start at ISU and IDOT facilities.



Program: HVAC OPTIMIZATION (Private)

**Vendor/Implementer: 360 Energy Group** 

- 360 Energy completed outreach to large facility owners to bring in additional projects.
- 360 Energy has been working with Caterpillar and Bradley University.



**Program: LIT SIGNAGE** 

**Vendor/Implementer: GDS Associates** 

- Program has achieved 59% of its goal (unevaluated) through the third quarter. Work orders are starting to wrap up from older assessments.
- Because the most-used measures are now sold out, complete lighting projects cannot be incentivized – only partial projects can get incentives.
- Allies aren't as excited to participate if their whole project is not eligible for incentives.



Program: DEMAND BASED VENTILATION FAN CONTROLS

**Vendor/Implementer: Matrix Energy Services** 

- No completed projects year to date and only 18% of goal in the pipeline.
- Metro-East Properties trained on installation to cover East Saint Louis area



Program: LINEAR LED LIGHTING
Vendor/Implementer: Matrix Energy Services

- 18% of goal (unevaluated) completed at this time.
- Implemented Customer communication form for customers Matrix cannot serve.



Program: Public Facility Engagement Vendor/Implementer: GDS Associates

 As noted in the SAG PY9 Q1 report, once the Department/DCEO received an approved budget from the State of Illinois, AIC began the process to terminate the contract with the vendor.



Program: STEP (public only)
Vendor/Implementer: MEEA

 As noted in the SAG PY9 Q1 report, once the Department/DCEO received an approved budget from the State of Illinois, AIC began the process to terminate the contract the vendor.





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